The most comprehensive product line
Airbus Product line

A320 Family
From 100 to 240 seats

A330 Family
From 250 to 300 seats

A350 XWB
From 280 to 370 seats

A380 Family
From 400 to 600+ seats

From 100 to 600+ seats
Covering short, medium and long range
Airbus vs. Boeing Product line

Airbus Family

A complete, far-sighted product line

Seat capacity (minimum – maximum)
Airbus Product line, designed for:

**Comfort**
Airbus products offer superior comfort

**Efficiency**
Airbus products offer superior efficiency

**Profitability**
Airbus products offer superior profitability
Airbus Product line

A320 Family

A320 Family, the leader in the Single Aisle market

A320 Family
From 100 to 240 seats

A330 Family
From 250 to 300 seats

A350 XWB
From 280 to 370 seats

A380 Family
From 400 to 600+ seats
A320neo vs. 737 MAX Family

- **737 MAX 9**
  - 187 - 215 seats*
  - ~10%

- **737 MAX 8**
  - 171 - 197 seats*
  - ~27%

- **737 MAX 7**
  - 132 - 149 seats*

- **A321neo**
  - 206 - 240 seats*
  - ~20%

- **A320neo**
  - 165 - 189 seats*
  - ~20%

- **A319neo**
  - 140 - 160 seats*

Well spaced Family protecting each other’s value

3 sizes cover the market from 140 to 240 seats
Experience the Airbus comfort standard

**A320**
18”

**737**
17”

18” wide seats for more Personal Space*

15% more volume for all your belongings

Personal space = seat pitch * seat width

*frames

**Airbus Innovation Days - May 2016**
A320neo
Cabin

18” wide seats
1” wider than the 737

Widest Single-Aisle cabin in the sky

New pivoting bins
60% more bags

Increased Cabin Efficiency
Space-Flex
Smart-Lav
Airbus Cabin-Flex

LED Mood lighting
16.7 million colours
A320neo Family vs. 737 MAX cost efficiency

- **A320neo** vs. **737 MAX 8**
  - **A320neo PW Advantage**
    - 189 seats
  - **737 MAX 8**
    - 197 seats
  - Cash Operating Cost per seat: +5%

- **A321neo** vs. **737 MAX 9**
  - **A321neo PW Advantage**
    - 240 seats
  - **737 MAX 9**
    - 215 seats
  - Cash Operating Cost per seat: +14%

Airbus standard economic rules; Comparison at 800nm, $2/USg, HD Configuration
A320 Family non-stop innovation to enhance airline profitability

**Landing Gear and Fuel Pumps**
- Lower Maintenance costs

**Universal IFE platform**
- Integration of IFE and connectivity

**Smart-Lav**
- Up to +6 seats

**Space-Flex V2**
- Up to +6 seats

**A321 High & Hot**
- 35k Thrust

**Cabin-Flex**
- Increasing seat count on A321 to 240

**Brake-to-Vacate**
- Improve runway occupancy

---

2014

- Lower Maintenance costs

2015

- 15% fuel burn reduction

2016

- A320 189 seats
- A321 230 seats

2017

- Improved pilot operations

2018

- Improved low speed performance

2019

- 4000nm

2020

- 2% further fuel reduction

---

**A321LR**

**PW Advantage**

---

**Increased Exit Limit**

**Wifi in Cockpit**

**SHARP**

---

*Subject to launch ** Short Airfield Performance

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A320 Family innovation to enhance airline profitability

**Slim-line seats**
- A319: +15 seats
- A320: +9 seats
- A321neo: +20 seats

**Space-Flex**
- New rear galley configuration

**Smart-Lav**
- New lavatory design

**New door rating**
- Increased Exit Limit

**Airbus Cabin-Flex**
- A321neo new door configuration

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A320 space optimization

Innovation that brings benefits to both network carriers and Low Cost configurations

---

A319: +15 seats  A320: +9 seats  A321neo: +20 seats

---

Airbus Innovation Days - May 2016
A320 Strategy - Making the best better

Fuel Efficiency per seat

2012

Up to 4% fuel saving

2015

15% fuel saving

2020

20% fuel saving including Cabin-Flex

A320 strategy

Non-stop innovation built on proven values with focus on airline profitability
Airbus Product line

Airbus twin aisle Family

Complementary A330 and A350 Families, the winning combination

A320 Family
From 100 to 240 seats

A330 Family
From 250 to 300 seats

A350 XWB
From 280 to 370 seats

A380 Family
From 400 to 600+ seats
A330neo vs. 787 Family

- **787-9**
  - 283 seats (9 abreast)

- **787-8**
  - 244 seats (9 abreast)

- **A330-900**
  - 287 seats (8 abreast)

- **A330-800**
  - 257 seats (8 abreast)
**A330: Setting the standards in passenger comfort**

- **A330**
  - 18”

- **787**
  - 17”

18” wide seats for more Personal Space*

Personal space = seat pitch * seat width

**A330** is **quieter** than **787**

**NOISE LEVEL** (dB SIL)

- Door 1 - Door 2: 63 dB
- Door 2 - Door 3: 60 dB
- Door 3 - Door 4: 57 dB

**A330**

**787**
New A330neo cabin

A350 XWB style
- New bins
- New entrance area

Efficiency
- Space Flex
- Smart Lav

Quietness
- 3dB quieter than 787

Comfort
- 1in wider seat than 787
- 1in wider aisle (8ab)
A330neo vs. 787 Family cost efficiency

### A330-800 vs. 787-8

- **A330-800**
  - 242t
  - 257 seats
  - 8 abreast

- **787-8**
  - 228t
  - 244 seats
  - 9 abreast

**Cash Operating Cost per seat**: +2%

**Direct Operating Cost per seat**: +10%

### A330-900 vs. 787-9

- **A330-900**
  - 242t
  - 287 seats
  - 8 abreast

- **787-9**
  - 254t
  - 283 seats
  - 9 abreast

**Cash Operating Cost per seat**: 2%

**Direct Operating Cost per seat**: +8%

---

Airbus standard economic rules; Comparison at 4000nm, $2/USg; Typical 3-class configuration.
A330 Family non-stop innovation to enhance airline profitability

240min ETOPS
- More direct routings

RNP AR
- Optimised flight paths

FTIS
- Flammability reduction

FMS 1A
- New FMS release

AP/FD TCAS
- Collision avoidance systems

Regional
- Lower operating costs and MTOW

Dual HUD
- Improved situational awareness

AIRSPACE
- More seats, New cabin

2009
- Upgraded Engines
- 235t/238t MTOW

2010
- Improved SFC/maintenance
- New weight variant

2011
- Improved traffic awareness

2012
- FMS landing system

2013
- On-ground navigation and runway overrun prevention

2014
- Ground based Landing

2015
- Increased range and new cabin features

2016
- New engines new sharklets

2017
- A330neo

2009
- ATSAW

2010
- FLS

2011
- OANS & ROPS

2012
- GBAS

2013
- 242t MTOW

2014
- I

2015

2016

2017

A330 Family innovation to enhance airline profitability

- New design lavatory
  - Spa package
  - More revenue space

- Modular Space-Flex
  - PRM Lavatories
  - Additional 4.5 Trolleys

- Optimized Lower Deck Crew Rest
  - More ergonomic and comfortable interior for cabin and flight crew
  - More revenue space

PRM- Passengers with Reduced Mobility
Regional
Optimized for short haul

242t
Extended range +500nm
Up to 2% fuel burn savings

14% fuel saving

Fuel Efficiency per seat

A330neo

A well defined product strategy with focus on airline profitability
A350 XWB vs. 787 Family and 777-9

777-9
- 398 seats (10 abreast, 17”)

787-10
- 324 seats (9 abreast, 17”)

787-9
- 283 seats (9 abreast, 17”)

A350-1000
- 366 seats (9 abreast, 18”)

A350-900
- 325 seats (9 abreast, 18”)

One new generation family vs two different generation families
Passenger comfort expectations

**A350 XWB**
18”

**787/777**
17”

18” wide seats for more Personal Space*

Uncompromised comfort with 9 abreast

*Personal space = seat pitch * seat width
A350 XWB Cabin

Comfort
18” Y-class seat width
Wide panoramic windows

Efficiency
Largest overhead bins on the market
Space-efficient monuments

Technology
4th generation IFE
Unique flat floor
Full LED moodlighting

Well being
Quietest cabin in its class
Optimal cabin environment
A350 XWB Family vs 787 & 777-9 cost efficiency

**A350-900 vs. 787**
- **A350-900**
  - 18” seat width
  - 325 seats
  - 9 abreast
- **787**
  - 17” seat width
  - 283 seats
  - 9 abreast

**A350-1000 vs. 777-9**
- **A350-1000**
  - 18” seat width
  - 366 seats
  - 9 abreast
- **777-9**
  - 17” seat width
  - 398 seats
  - 10 abreast

Cash Operating Cost per seat:
- **A350-900** vs. **787**: +10%
- **A350-1000** vs. **777-9**: +7%

*Airbus standard economic rules; Comparison at 4000nm, $2/USg; Typical 3-class configuration.*
A330neo - Building on proven values

Smart-lavs

Up to +3 seats

ICE rear galley

Up to +6 seats

6-trolley galley

Up to +6 seats

A350 XWB space optimization

Up to 15 seats gain without compromising comfort

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PRM - Passengers with Reduced Mobility
A350 XWB Family designed to maximize airline profitability

Unbeatable fleet flexibility with wide range/capacity coverage

A350 XWB at the leading edge of Airbus innovation
Continuous incremental development turning innovation into higher aircraft value

A350 XWB strategy

Fuel Efficiency per seat

A350-900

Regional
Optimized for short/medium haul

ULR
Optimized for ultra long-haul

Today

2020

280t
Extended range +500nm
2% fuel burn savings

A350-900
New baseline

275t

1% from aerodynamic enabler, 1% from engine enabler
Airbus Product line

A380 Family
From 400 to 600+ seats

A350 XWB
From 280 to 370 seats

A330 Family
From 250 to 300 seats

A320 Family
From 100 to 240 seats

Undisputed Industry flagship
Passenger comfort expectations

**A380**  
18”

**777**  
17”

18” wide seats for more Personal Space*  
A unique passenger experience

*Personal space = seat pitch * seat width

- Etihad Residence
- Emirates shower spa
- Asiana Economy class
- Air France Economy class
A380 vs 777-9 cost efficiency

<table>
<thead>
<tr>
<th></th>
<th>A380</th>
<th>vs.</th>
<th>777-9</th>
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<tbody>
<tr>
<td>Seats</td>
<td>544</td>
<td></td>
<td>291</td>
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<tr>
<td>Abreast</td>
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<td></td>
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<tr>
<td>Seat Width</td>
<td>18”</td>
<td></td>
<td>18”</td>
</tr>
</tbody>
</table>

Cash Operating Cost per seat

- A380: +23%
- 777-9: 15%

Airbus standard economic rules; Comparison at 4000nm, $2/USg; Typical 4-class configuration.
A380 non-stop innovation since entry into service

- Brake to Vacate & Runway Overrun Protection System
- Improved instrument landing system, Auto pilot TCAS
- FAL cycle reduction
- Improved SFC
- Wing aero improvements
- System aero improvements
- More seats Revamped cabin

- 500kg weight reduction
- Head Up Display
- Forward lower deck crew rest
- 1,000kg weight reduction
- Internet & GSM access
- Increased design weights
- Improved SFC
- Combined crew rest
- Maintenance program escalation

**A380 Cabin enablers**

$23$ million in additional revenue per year

**Premium economy class at 9 abreast:**
63 PY/C vs. 81 Y/C

**Combined crew rest compartment:**
+3 PY/C  
+5 Y/C + 1 pallet

**Upper deck sidewall stowage removal:**
+10 B/C seats

**Economy class at 11 abreast:**
+23 Y/C seats

**New rear stair**:
+14 Y/C seats

---

* Premium economy class at 9 abreast: 63 PY/C vs. 81 Y/C

* Combined crew rest compartment: +3 PY/C  +5 Y/C + 1 pallet

* Upper deck sidewall stowage removal: +10 B/C seats

* Economy class at 11 abreast: +23 Y/C seats

* New rear stair: +14 Y/C seats

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* Project development study
NON-STOP INNOVATION DELIVERS...

Undisputed industry Flagship

The winning combination
Strong market recognition
of complementary roles

Single aisle leader

...COMFORT, EFFICIENCY AND PROFITABILITY