Programmes update

March 2016
2015 deliveries: On commitment

2015:

635 aircraft delivered

14 A350 XWB delivered to 4 operators:
- Qatar (6), Vietnam (4), Finnair (3), Latam (1)

27 A380

103 Long Range

491 SA
Priority on Quality

- Right first time
- Better prevention
- Sustainable Fixes
- Improved Responsiveness on in-service issues

“READY to OPERATE” focusing on four Axes

- Operations
- Program Management
- Feedback loop
- End-to-End Improvement Beyond Feedback Loop

Priority "Zero remaining work at start of flight line"

Planning in line with downstream constraints, enabling single decision

Protect final stage of deliveries and improve Customer Confidence & Loyalty
A350 XWB Ramp up boost plan:
Key operational topics accelerated and efficiently steered

Protect ramp up in plants
Reduce OSW in FAL
Secure FAL operations ramp up
Secure Cabin in FAL
Secure Airframe Supply Chain
Get Quality breakthrough

The project is about boosting enablement of existing organisation.
- One single operational governance: unify all contributions / actions gaining traction & speed
- One single control tower: Higher frequency of senior control
- Simplified reporting focused on industrial input levers
- Leverage of the current organization

Source: Interviews.
Ensure A350 XWB operators’ satisfaction worldwide through ad-hoc support

Since first delivery, 18 aircraft delivered to 5 operators & good feedback from passengers and crews

A350 XWB Ad-hoc support
- OPS Center
  - AOG
- Spare availability
  - logistics & transportation
- Hot items
  - deep dive
- TTGF
- Preventive monitoring
- Data analysis

- Finnair: In service: 3
- Singapore Airlines: In service: 1
- TAM: In service: 2
- Qatar Airways: In service: 8
- Vietnam Airlines: In service: 4
Preparing the future with competitive product developments

**A320neo / A321neo EIS**

Readiness for First NEO deliveries to each operator in 2016 / 2017

**A330neo transition**

A330neo on track
Entry into service end 2017
New NEO cabin A350 XWB like

**A350-1000 in FAL**

FAL Start in Feb. 2016
Entry into service in mid-2017
A380: leverage market development platform

- 27 A/C delivered in 2015. Similar level planned in 2016
- Product still to be improved through **incremental development** to reduce maintenance cost and ease entry into service
- Focus on further **fixed cost reduction**

**A380**

Market development platform steers innovative combined offers
Services growth is an opportunity and a must

Relying on robust support, Airbus Services aim to

Provide our customer with the most complete and integrated range of services to enhance the superiority of our aircraft

The market is going through a very intense development phase – this means opportunities!