

**Fabrice Brégier**  
CEO & President Airbus SAS

## Investor Meeting

Farnborough Airshow 2014



# Incremental Innovation: A330neo

## Aerodynamic improvements

- New A350 XWB style winglet
- Span extension
- Aerodynamic re-optimisation

## Cabin developments

- Cabin efficiency enablers (target: up to +10 seats)
- Floor-to-floor modernization

## Competitive performance

A330 reliability

14% lower fuel burn per seat

Very competitive DOC per seat

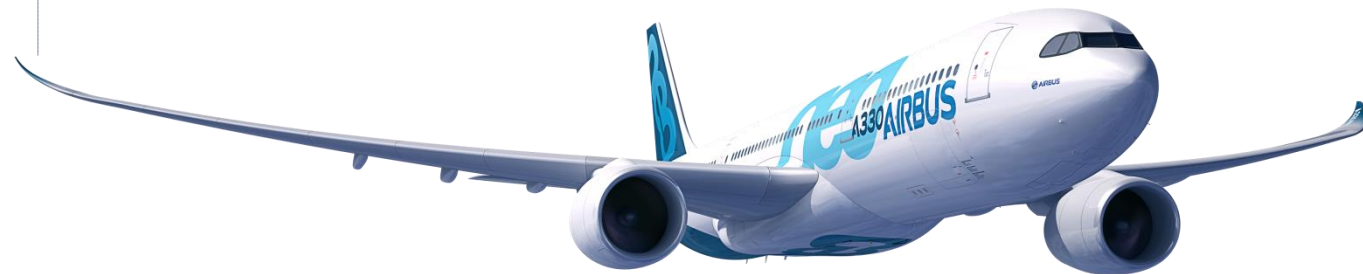
EIS 2017

## New Generation Engine

- Increased fan size (112in)
- 10% lower SFC
- Latest RR Trent Generation
- Low risk and maturity from in-service experience

## Commonality

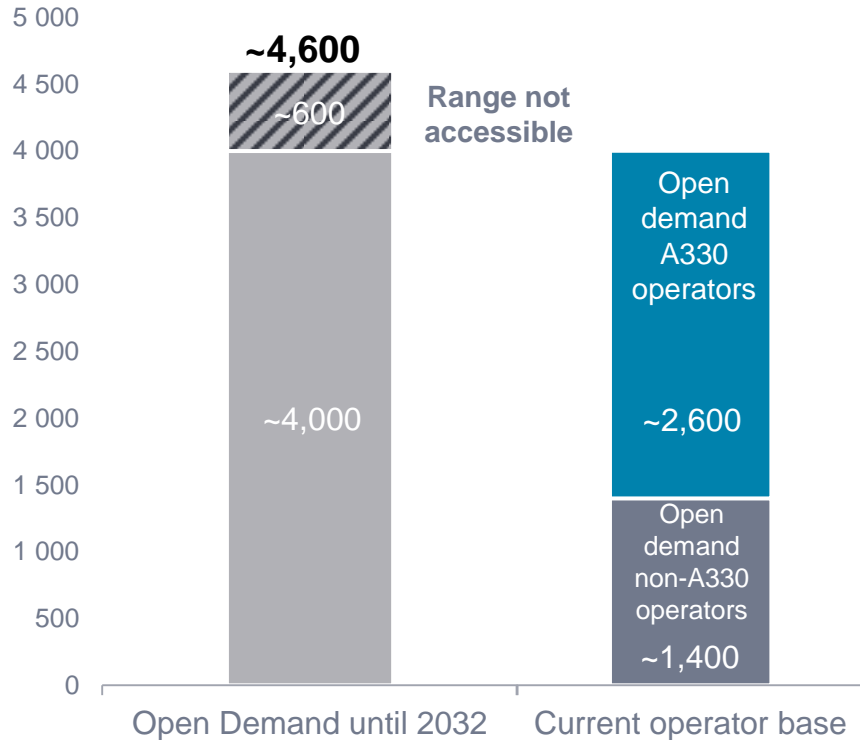
- >95% spares commonality with A330
- Same type rating with A330
- Common type rating with A350 XWB



# A330neo has an accessible market of 4000 aircraft

Number of aircraft

250-400-seater open demand until 2032



## Meeting customer demand

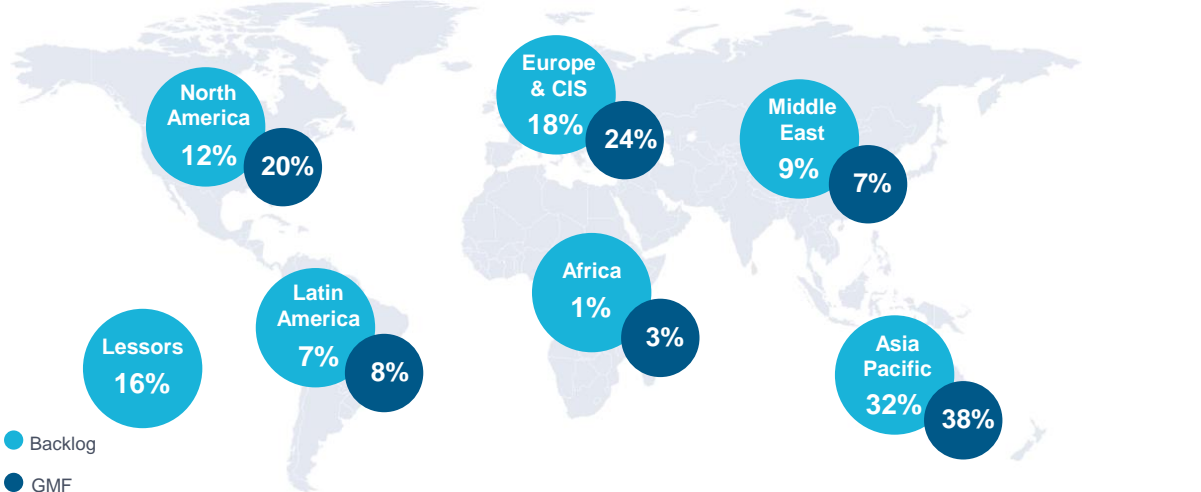
A330neo will sell over 1000 aircraft

A330ceo and A330neo offer complementary solutions

Source: GMF

Open demand = demand not already satisfied by aircraft in backlog

# Market and Backlog



**Long-term growth**

Strong overall market supporting net book to bill above one

Robust diversified backlog proactively managed



# A320neo: 3000 sales before first flight, a new world record



**EIS Q4 2015**

On Schedule

On Performance

On Cost

# A350XWB: preparing for first delivery



## Focus on maturity and cost

Certification Q3 2014

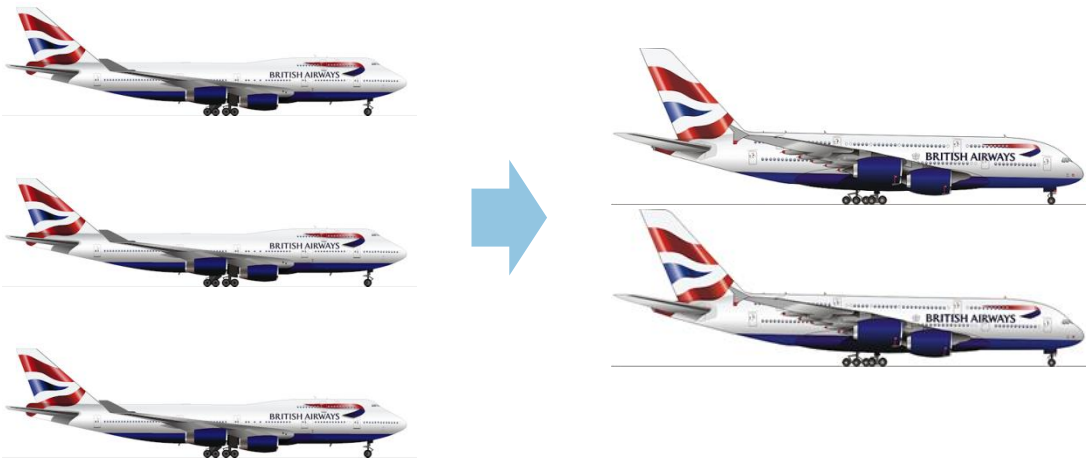
Entry into service Q4 2014

Rate 10 end 2018

A350-1000 EIS 2017

# A380: the solution to airport congestion

## Heathrow – Los Angeles daily service



**Constant capacity**

**5% more premium seats**

**“19% lower trip costs” and a valuable Heathrow slot freed up**

**Reaching maturity**

**Break-even in 2015**

**Focus on Reliability  
and Availability**

British Airways statement, February 2014 as reported by Airline Weekly.

Twice daily A380 LHR-LAX from 19/5/14

# Conclusion

Airbus is focused on delivering the committed improved profitability, thanks to strong market demand and execution in both serial and development programmes



customer-driven



business-minded



operationally focused





A330-300

A330 AIRBUS

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