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

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

Competitive performance
- A330 reliability
- 14% lower fuel burn per seat
- Very competitive DOC per seat
- EIS 2017
A330neo has an accessible market of 4000 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

Number of aircraft

<table>
<thead>
<tr>
<th>Number of Aircraft</th>
<th>Open Demand until 2032</th>
<th>Current Operator Base</th>
</tr>
</thead>
<tbody>
<tr>
<td>~4,600</td>
<td></td>
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<tr>
<td>~4,000</td>
<td>Range not accessible</td>
<td></td>
</tr>
<tr>
<td>~2,600</td>
<td>Open demand A330 operators</td>
<td>~2,600</td>
</tr>
<tr>
<td>~1,400</td>
<td>Open demand non-A330 operators</td>
<td>~1,400</td>
</tr>
</tbody>
</table>
Market and Backlog

Long-term growth

- Strong overall market supporting net book to bill above one
- Robust diversified backlog proactively managed

Swaps A320 neo/neo
Cancellations (% backlog n-1)
Backlog

North America 12%
Europe & CIS 18%
Middle East 9%
Europe & CIS 18%
Middle East 9%
South East Asia & Australia 32%
Latin America 7%
Africa 3%
Asia Pacific 38%
North America 12%
Europe & CIS 18%
Middle East 9%
South East Asia & Australia 32%
Latin America 7%
Africa 3%
Asia Pacific 38%

Backlog
GMF

Lessors 16%
Europe & CIS 18%
Latin America 7%
Africa 3%
Asia Pacific 38%
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Market and Backlog

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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

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