The latest addition to the Airbus Family
Airbus newest family member’s reveal event

Tuesday 10th July 2018

PROGRAMME

10:00 Arrival of journalists and welcome coffee

10:30 Start of the Media briefing, followed by Q&A

- Introduction – David Dufrenois, Head of Sales, CSALP

- Product Briefing – Rob Dewar, Head of Customer Support & Engineering, CSALP

- Cabin Briefing – Christine De Gagne, Director Cabin Marketing, CSALP

- Airbus Family Briefing – Antonio Da Costa, Head of Product Marketing, Airbus

12:00 Transfer to the tarmac

12:30 Fly past

12:35 Landing of the aircraft
Airbus newest family member’s reveal event

Tuesday 10\textsuperscript{th} July 2018

PROGRAMME

12:35 Landing of the aircraft

13:00-13:30 Welcome aircraft and crews, short speeches (next to the aircraft):

- Guillaume Faury, President, Airbus Commercial Aircraft
- Eric Schulz, Chief Commercial Officer, Airbus Commercial Aircraft
- Philippe Balducchi, Chief Executive Officer, CSALP

13:30 Buffet lunch served in the Delivery Centre

13:30-14:30 Visit of the Aircraft in groups of 5 maximum

14:30 End of the programme / transport to airport in front of the Delivery Centre
This is our Family
This is our Family

Unbeatable fuel efficiency
Radical innovator

Rob Dewar
Head of Customer Services and Head of Engineering
C Series Family

Optimized for each segment

Same Type Rating

>99% LRU Commonality

Same Part Numbers

20 min Turn Around

100 - 135 Seats

3.7m longer Mid Fuselage

130 - 160 Seats
Unmatched combination of performance and economics

Range circles from Paris (CDG)

CS100
116 passengers
2,950 nm
MTOW 60.8t

CS300
141 passengers
3,200 nm
MTOW 68.6t

PARIS
Compared to previous generation aircraft, the C Series offers:

- **20% Lower fuel burn per seat**

### Advanced Materials
More efficient materials & optimised design

### Efficient Aerodynamics

### New Engines
Latest technology for the lowest SFC

### Simple, robust systems
State of the art, weight efficient

### AHMS
Advanced diagnostics capability
Aerodynamic optimization made possible with the latest technologies.

- Low Drag Nose
- Smallest Fuselage Wetted Area
- Low Drag Tailcone
- Optimum Engine Integration
- Optimized Wing Aerodynamics
- Integrated 3-Axis Fly-by-Wire

Unbeatable aerodynamic efficiency
State-of-the-art Flight Deck

Intuitive and clean cockpit design

Digital Modular avionics

Smart design for efficient operations
Each segment and capacity has an optimum size. A320 and C Series deliver the optimum efficiency. Design efficiency is equal to Fuselage Weight / Drag Index.

Right sized cross section.
This is our Family

C Series Cabin
Christine De Gagné
Aircraft Interiors Marketing Director
Widest seats and aisle

Seat width
18 to 19 in

Fast turn around time
One roller-bag per passenger

Best stowage in its class
Best view of the sky

Extra natural light

1 to 2 widows per seat
Welcome aboard!
Bienvenue à bord!

Exclusive cabin tours starting soon...!
C Series Family

402 Orders
38 Deliveries
364 Backlog

* To 10th July 2018
Successful Entry Into Service

38 in operation

3 Operators

75,000+ Flight hrs and counting

Up to 18+ Flight hrs utilization per day

Up to 10 legs per day
Feedback From Airlines

PERFORMANCE
Better Than Expected

ECONOMICS
Opening New Routes

MAINTENANCE
65+ A-Checks, No Findings

“Exceeding expectations”

“Exceeding economic expectations”

“very easy [...] compared to other type aircraft”

Images courtesy of SWISS © and airBaltic ©
20% lower fuel burn & CO₂ emissions*

NOx emissions
Up to 50%
below CAEP/6

Up to 20 EPNdB margin to Chapter 4

C Series Family

*Per seat vs previous generation aircraft - Best engine shown
This is our Family
Unbeatable fuel efficiency
Complementing our Family

Antonio Da Costa
Head of Product Marketing
<table>
<thead>
<tr>
<th></th>
<th>Single-aisle Family</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders</td>
<td>14,678</td>
</tr>
<tr>
<td>Deliveries</td>
<td>8,256</td>
</tr>
<tr>
<td>Backlog</td>
<td>6,422</td>
</tr>
</tbody>
</table>

End June 2018
C Series and A320 Families share the same values

**Platform to Innovate**
Continuous innovation

**Advanced Engine Technology**
High By-pass ratio
Low noise and emissions

**Technology pioneer**
Fly-by-wire, Advanced materials

**Superior Comfort**
18”+ wide seats
Cabin Differentiation
Flexibility
Cargo Superiority

**Unbeatable Fuel Efficiency**
20% less fuel burn per seat

**Single-Aisle Family DNA**

AIRBUS
Regional Aircraft

Filling the gap between large Single-Aisle and Regional Aircraft

*Typical 2-class seating
Our Family covers 100% of the single-aisle market

From 100 to 240 seats

Up to 4,000nm

Seat capacity

Range Capability

The low risk aircraft

The network builder

The benchmark

The performance winner

The unrivalled efficiency leader

~25%

~20%

~20%

Most capable aircraft
Typical 2-class layout
JAR3% - 200nm alternate
Each member of our single-aisle Family has its own role to play for every customer whatever the market.

Airbus SA Family: Full market coverage

The unrivalled efficiency leader - A321
Best answer to highly competitive environments
Long-range route opener
Best answer to very high density focused LCC

The benchmark - A320
The Benchmark single-aisle aircraft
Workhorse for all airline models, network or LCC

The performance winner – A319
Best answer on performance driven markets
Commonality with A320 and A321

The network builder – CS300
Best network feeder
Lowest risk solution for Start-ups
Growth from CS100

The lowest risk solution – CS100
Lowest risk for new routes opening
Growing Regional Airlines
Urban and challenging operations
Airbus’ efficient Single-Aisle product line

- A321neo
- A320neo
- A319neo
- CS300
- CS100

5 aircraft types

- 737MAX-10
- 737MAX 9
- 737MAX 200
- 737MAX 8
- 737MAX 7
- E195E2
- E190E2

7 aircraft types

Simpler fleet solution

Wider market coverage*

Fewer and more efficient aircraft types

* above 100 seats
Single-Aisle family unbeatable fuel efficiency

Most advanced engine technology + Aircraft integration

= Lower Fuel Burn

20%

vs previous generation of aircraft

PW1000G

*CFM Leap-1A also available on A320 Family
Cost per Seat Comparison

E2 Family

Unbeatable Efficiency

Typical 2-cl airline rules:
- Lower weight
- Lower fuel burn
- Lower Maintenance Costs

C Series Family

<table>
<thead>
<tr>
<th>Model</th>
<th>Seats</th>
</tr>
</thead>
<tbody>
<tr>
<td>CS100</td>
<td>116</td>
</tr>
<tr>
<td>E190E2</td>
<td>100</td>
</tr>
<tr>
<td>CS300</td>
<td>141</td>
</tr>
<tr>
<td>E195E2</td>
<td>124</td>
</tr>
</tbody>
</table>

+13% improvement in cost efficiency for all models compared to baseline.
Complete
Single-aisle offer
Full market coverage from 100 seats
Simpler solution

Single-aisle family DNA
C Series and A320 Families share the same values

Single-aisle family unbeatable efficiency
20% lower fuel
13% less cost per seat
Welcome to the C Series