Powering into the future
A330neo First Flight – 19th October 2017

Crawford Hamilton
Head of A330 marketing
New generation Airbus Family is now complete

Capacity matched to today’s markets
Commonality matched to today’s operations
Capability matched to today’s networks
Typical 3-class configurations

One leading twin-aisle family

Comfort
Efficiency
Profitability

25% lower fuel burn than previous generation competitors

A350-1000
366 seats

A350-900
325 seats

A330-900
287 seats

A330-800
257 seats

+13%

+13%

+12%
**A330neo:** leveraging A350 XWB new generation technology and A330 industry leading reliability

- **New Engines**
  - 10:1 By-Pass Ratio
  - Trent XWB technology

- **New Wing**
  - Extended wingspan to 64m
  - 3D-optimised aerodynamics

- **New Sharklets**
  - Full composite
  - A350 XWB design

- **New Nacelle**
  - Composite nacelle
  - Zero-splice Airbus technology

- **New Pylon**
  - Fully-Faired
  - A350 XWB titanium design

- **New systems**
  - Electrical bleed air
  - LED exterior lights
  - Cargo loading

- **Cockpit Connect**
  - Wi-Fi Electronic Flight Bag
  - Advanced E-operations

- **New Cabin**
  - Airspace interior
  - Efficiency enablers
Trent 7000: A step change in engine efficiency

- **112” fan**
- **10:1 bypass ratio**
- **50:1 overall pressure ratio**
- **68-72k lb take off thrust**

Built on the Rolls-Royce **Trent 1000 and Trent XWB**

Maturity from in-service experience
A330neo: New wing

Extended wing span to **64m (+3.7m)**

- Reshaped Slat 1
- 3D optimised wing twist
- Reshaped Flap Track Fairings
- New composite upper belly fairing
- Composite Sharklet

Optimized from root to tip
Benefiting from the latest design technology
Validated by laser scanning
A330neo new interior

**A350 XWB style**
- New bins
- New entrance area

**Efficiency**
- +10 seats
- New monument designs

**Quietness**
- 3dB quieter than 787

**Economy comfort**
- Up to 1in wider seat than 787
- Up to 1in wider aisle
One aircraft in two sizes

A330-900
The lowest seat mile cost 300-seater

A330-800
The lowest risk and longest range 250-seater

>99% common
A330neo range capability from Toulouse

Today’s typical A330
A330-300
235t MTOW
277 pax
5,750nm

Typical 3cl configuration
JAR 3%, 200nm diversion
85% reliability max annual head winds
A330neo range capability from Toulouse

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A330-300
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242t MTOW
287 pax
6,550nm

Up to 800nm more range vs today’s typical A330

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A330-800
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257 pax
7,500nm

Up to 800nm more range vs today’s typical A330

A330-800 another 950nm

Typical 3cl configuration
JAR 3%, 200nm diversion
85% reliability max annual head winds
**A330neo cost efficiency**

Operating cost

- **Direct Operating Cost per seat**
  - A330neo: +15%
  - 787

**New generation efficiency**

- **Up to 15% DOC/seat advantage against 787**
- **Up to 30 more seats than 787**

Comparison at 4000nm, $2/USg, Typical 3-class configuration, JAR 3% flight profile, LRC, 200nm diversion

Monthly Lease Rates difference: A330neo vs 787 0.2M
Widebody net orders (250-300 seater) – since 2014

Net orders (From 2014 – to date)

<table>
<thead>
<tr>
<th></th>
<th>A330-200/800</th>
<th>A330-300/900</th>
<th>787-8</th>
<th>787-9</th>
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<tr>
<td>A330</td>
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<td>357</td>
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<td>A330neo</td>
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<td>787-8/-9</td>
<td>272</td>
<td></td>
<td>23</td>
<td>249</td>
</tr>
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A330 is the market leader

62% market share for the **A330** Family against 787-8/-9

Commercial focus now moved from A330 to A330neo sales as A330 production bridge is now secured

Source: Airbus, Boeing
Data to End September 2017
Excluding freighters
2014: A330neo launch
A330neo to continue the A330 Family success

Firm passenger aircraft orders since 787 launch (April 2004)

- A330-200: 424
- A330-300: 575
- A330neo: 212
- 787-8: 423
- 787-9: 683

52% Market share against direct competitors

Source: Airbus, Boeing
April 2004 to end September 2017
Excluding freighter
A330 versatility and reliability

A330 average airline fleet seat count

In-service airline fleet usage
Bubbles represent airline fleet size

A330 reliability 99.5%

A330neo benefit 14% lower fuel burn per seat versus A330

Source: Airbus Customer Support end of April 2017

Average operator 13 a/c

Versatile in capacity

Versatile in range

A330 average airline flight duration

Nm

1000 2000 3000 4000
New Generation
Incorporating the latest A350 XWB technology

Lowest cost
Up to 30 more seats and 15% DOC/seat advantage vs. 787

Versatility & reliability
From day ONE
Short, medium long-haul
99.5% OR