2016 Orders and Deliveries
SAFE HARBOUR STATEMENT

This presentation includes forward-looking statements. Words such as “anticipates”, “believes”, “estimates”, “expects”, “intends”, “plans”, “projects”, “may” and similar expressions are used to identify these forward-looking statements. Examples of forward-looking statements include statements made about strategy, ramp-up and delivery schedules, introduction of new products and services and market expectations, as well as statements regarding future performance and outlook.

By their nature, forward-looking statements involve risk and uncertainty because they relate to future events and circumstances and there are many factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements.

THESE FACTORS INCLUDE BUT ARE NOT LIMITED TO:

- Changes in general economic, political or market conditions, including the cyclical nature of some of Airbus Group’s businesses;
- Significant disruptions in air travel (including as a result of terrorist attacks);
- Currency exchange rate fluctuations, in particular between the Euro and the U.S. dollar;
- The successful execution of internal performance plans, including cost reduction and productivity efforts;
- Product performance risks, as well as programme development and management risks;
- Customer, supplier and subcontractor performance or contract negotiations, including financing issues;
- Competition and consolidation in the aerospace and defence industry;
- Significant collective bargaining labour disputes;
- The outcome of political and legal processes including the availability of government financing for certain programmes and the size of defence and space procurement budgets;
- Research and development costs in connection with new products;
- Legal, financial and governmental risks related to international transactions;
- Legal and investigatory proceedings and other economic, political and technological risks and uncertainties.

As a result, Airbus Group’s actual results may differ materially from the plans, goals and expectations set forth in such forward-looking statements. For a discussion of factors that could cause future results to differ from such forward-looking statements, see Airbus Group “Registration Document” dated 5 April 2016.

Any forward-looking statement contained in this presentation speaks as of the date of this presentation. Airbus Group undertakes no obligation to publicly revise or update any forward-looking statements in light of new information, future events or otherwise.
## End November 2016: 600 gross and 410 net orders

### December transactions

<table>
<thead>
<tr>
<th>Gross</th>
<th>Net</th>
</tr>
</thead>
<tbody>
<tr>
<td>42 A320 Family</td>
<td>2 A330ceo</td>
</tr>
<tr>
<td>2 A330ceo</td>
<td>9 A330ceo</td>
</tr>
<tr>
<td>5 A330ceo</td>
<td>1 ACJ320neo</td>
</tr>
<tr>
<td>25 A320neo</td>
<td>46 A320 Family</td>
</tr>
<tr>
<td>36 A330 Family</td>
<td>16 A350 XWB</td>
</tr>
<tr>
<td>5 A320ceo</td>
<td></td>
</tr>
<tr>
<td>72 A320neo</td>
<td></td>
</tr>
<tr>
<td>80 A320neo</td>
<td>-20 A320ceo</td>
</tr>
<tr>
<td>10 A320ceo</td>
<td>-8 A350XWB</td>
</tr>
</tbody>
</table>

**December total**: 349 gross and 321 net orders booked
2016 gross market share

Units

- Airbus: 949 (53%)
- Boeing: 848 (47%)

1,797 industry orders

Revenues

- Airbus: $132.8bn (54%)
- Boeing: $114.8bn (46%)

$247.6bn industry orders

Data to December 31st 2016
2016 net market share

Units
- Airbus: 731 (52%)
- Boeing: 668 (48%)

1,399 industry orders

Revenues
- Airbus: $104.9bn (53%)
- Boeing: $93.5bn (47%)

$198.4bn industry orders

Data to December 31st 2016
Last three years – 2014-2016 market share

Gross Units

- **Airbus**: 3,935 (55%)
- **Boeing**: 3,276 (45%)

Total orders: 7,211

Net Units

- **Airbus**: 3,267 (53%)
- **Boeing**: 2,868 (47%)

Total orders: 6,135

Data to December 31st 2016
Airbus vs. Boeing annual gross orders last 10 years

In gross order intake, Airbus has been the largest aircraft manufacturer in 9 of the last 10 years.

Data to December 31st 2016
Airbus vs. Boeing annual net orders last 10 years

In net order intake, Airbus has been the largest aircraft manufacturer in 8 out of the last 10 years.
2016 order book

- Airbus gross units: 949
- Airbus net units: 731
- Cancellations: 218
- CEO to NEO Conversions: 72
- Cancellations: 148
  - Including 82 Kingfisher

Conversions and Cancellations

Out of 218 cancellations listed in 2016, 72 are CEO to NEO conversions
Airbus Commercial Aircraft Results 2016

**Deliveries**
- 688 Deliveries

**Orders**
- 731 Orders
  - +8% Increase from 2015

**Backlog**
- 6,874 Backlog
  - Value > 1,000bn USD at list prices

**A350 XWB Deliveries**
- Fastest widebody ramp up ever
  - 2014: 1
  - 2015: 14
  - 2016: 49

**Deliveries - Worldwide (by value)**
- 16% Americas
- 19% Europe
- 14% Middle East
- 31% Asia

Loasing: 20%
2016 market share by category – gross

**Single aisle**
- 1,491 orders
- A320: 790 (53%)
- 737
- 701 (47%)

**Widebody**
- 286 orders
- A330/A350: 157 (55%)
- A380: 129 (45%)
- 767
- 777
- 787

**VLA**
- 20 orders
- A380: 2 (10%)
- 18 (90%)
- 747-8
- 747-8F

<table>
<thead>
<tr>
<th></th>
<th>A380 pax</th>
<th>747-8 pax</th>
</tr>
</thead>
<tbody>
<tr>
<td>Graph</td>
<td>2</td>
<td>0</td>
</tr>
</tbody>
</table>

Data to December 31st 2016
2016 market share by category – net

Single aisle
1,157 orders

- A320
  - 607
  - 52%
  - 550
  - 48%
- 737

Widebody
225 orders

- A330
  - 124
  - 55%
  - 101
  - 45%
- A350
  - 767
  - 777
  - 787

VLA
17 orders

- A380
  - 17
  - 100%
- 777
- 787
- 747-8F

| A380 pax | 0 |
| 747-8 pax | -1 |

Data to December 31st 2016
Boeing, Airbus Brace for Slowdown as Jet-Buying Binge Nears End

Boeing's 2016 orders show slowing sales boom

Aircraft Order Slowdown Hits Boeing

Boeing and Airbus face deals slowdown as economies weaken, but raise 20-year forecasts
Airbus net orders & deliveries

Data to end December 2016
Airbus net orders & deliveries

Data to end December 2016
Airbus net orders & deliveries

Data to end December 2016

Order cycle, delivery build-up

Units

Deliveries  Net Orders

Orders

0  100  200  300  400  500  600  700  800  900  1,000  1,100  1,200  1,300  1,400  1,500  1,600

1997  1999  2001  2003  2005  2007  2009  2011  2013  2015

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Backlog development 2007 - 2016

Industry backlog 2007:
- Airbus 2,533 (51%)
- Boeing 2,455 (49%)

Industry backlog 2016:
- Airbus 6,874 (55%)
- Boeing 5,715 (45%)

Boeing: 5,715
Airbus: 6,874

End 2016 vs. 2007:
- Industry backlog: 4,988 aircraft (X 2.5)
- Industry backlog: 12,589 aircraft (X 2.7)

Data to end December 2016
An **A320** takes off or lands **every 2 seconds**

- **13,066** Orders
- **7,421** Deliveries
- **5,645** Backlog

End December 2016
More than any other passenger airliner – **EVER!**

6,723 A320 Family in passenger service

6,389 737 in pax service

Source: Ascend 6/01/2017
58.4% market share

A320neo 5,069 orders
737 MAX 3,606 orders

End December 2016
Creating more value

Improved cabin efficiency – up to 240 passengers

Fuel burn reduced by 15% plus

50% noise footprint reduction
Superior comfort

Widest single-aisle cabin

18” wide Economy seats

True long-haul comfort featuring full-flat seats
An **A330** takes off or lands **every 20 seconds**

- **1,686** Orders
- **1,323** Deliveries
- **363** Backlog

End December 2016
51% market share since 787 launch*

A330
1,242 orders

787
1,200 orders

*April 2004
Data to end December 2016
Almost everything about the A330neo is **new**

- **new** A350 generation engines
- **new** wings with A350 sharklets
- **new** A350 cabin

**Flying further with less fuel**
New Airspace cabin

- 18” wide Economy seats
- 3dB quieter than 787
- More fresh air
A330neo

Beats the 787 on comfort, fuel and economics at $20m to $25m lower capital cost
A350 XWB: shaping the future of air travel

- **Orders**: 818
- **Deliveries**: 64
- **Backlog**: 754

End December 2016
All-new efficient design

- Over 70% advanced materials
- Latest generation engines
- Unique morphing wing technology
Compared to previous generation

25% lower
• operating cost
• fuel burn
• CO₂ emissions

New levels of efficiency

25%
Airspace cabin

18” Economy seats

Quietest twin-aisle cabin
6dB quieter than 787

20% more fresh air, optimised cabin altitude, temperature and humidity
A flexible family

Long-range capability with all members flying 8,000nm

Regional and Ultra-Long-Range configurations for full operational flexibility
An A380 takes off or lands every 3 minutes

319 Orders

207 Deliveries

112 Backlog

End December 2016
Air traffic doubles every 15 years
90% of long-haul passengers travel through 55 cities
The A380 is the best aircraft to
capture peak demand
relieve airport congestion
boost hub operations
In 2016, 10% of all passengers at London Heathrow travelled on A380s*. That's over 7 million A380 passengers at Heathrow alone – or more than 3 times the population of Paris.

* Up from 8% in 2015 and 6% in 2014
The A380 enhances airlines’ brands.
No other travel experience comes close

- Emirates First Class shower & spa
- Etihad “The Residence”
- Lufthansa First Class changing area
- Thai Airways First Class
- Qatar Airways lounge area
- Korean Air Sky Shop
The passengers’ favourite

Up to 19” Economy Class seats

The quietest cabin in the sky

60% of passengers are willing to make an extra effort to fly the A380

2015 2016
An Airbus takes off or lands every 1.5 seconds

17,082 Orders
10,208 Deliveries
6,874 Backlog

End December 2016