2017 Airbus orders & deliveries
John Leahy, COO Customers
## December 2017 order book

<table>
<thead>
<tr>
<th>End November</th>
<th>388 gross orders</th>
<th>333 net orders</th>
</tr>
</thead>
<tbody>
<tr>
<td>Middle East Airlines</td>
<td>1 A321neo</td>
<td>1 A321neo</td>
</tr>
<tr>
<td>Qatar Airways</td>
<td>50 A321neo</td>
<td>4 A321neo</td>
</tr>
<tr>
<td>Viva Air</td>
<td>50 A320ceo/neon</td>
<td>35 A320ceo/neon</td>
</tr>
<tr>
<td>Air Senegal</td>
<td>2 A330-900</td>
<td>2 A330-900</td>
</tr>
<tr>
<td>Pegasus Airlines</td>
<td>25 A321neo</td>
<td>25 A321neo</td>
</tr>
<tr>
<td>Airbus Defence and Space</td>
<td>5 A330-200 MRTT</td>
<td>5 A330-200 MRTT</td>
</tr>
<tr>
<td>Delta Air Lines</td>
<td>105 A321ceo/neon</td>
<td>105 A321ceo/neon</td>
</tr>
<tr>
<td>AerCap</td>
<td>50 A320neo/A321neo</td>
<td>50 A320neo/A321neo</td>
</tr>
<tr>
<td>CALC</td>
<td>55 A320ceo/A320neo</td>
<td>55 A320ceo/A320neo</td>
</tr>
<tr>
<td>GECAS</td>
<td>10 A320ceo</td>
<td>10 A320ceo</td>
</tr>
<tr>
<td>Frontier Airlines</td>
<td>134 A320neo/A321neo</td>
<td>134 A320neo/A321neo</td>
</tr>
<tr>
<td>Aviation Capital Group</td>
<td>6 A320ceo</td>
<td>6 A320ceo</td>
</tr>
<tr>
<td>Jetsmart</td>
<td>70 A320neo/A321neo</td>
<td>70 A320neo/A321neo</td>
</tr>
<tr>
<td>Volaris</td>
<td>80 A320neo/A321neo</td>
<td>80 A320neo/A321neo</td>
</tr>
<tr>
<td>Wizz Air</td>
<td>146 A320neo/A321neo</td>
<td>146 A320neo/A321neo</td>
</tr>
<tr>
<td>Unidentified Customers</td>
<td>20 A320neo, 20 A321neo, 4 A330-900</td>
<td>20 A320neo, 20 A321neo, 4 A330-900</td>
</tr>
<tr>
<td><strong>End December</strong></td>
<td><strong>1,229</strong></td>
<td><strong>1,109</strong></td>
</tr>
</tbody>
</table>
2017 net market share to December 31st

**Units**
- **Airbus**: 1109 (55%)
- **Boeing**: 912 (45%)

Total industry orders: 2,021

**Revenues**
- **Airbus**: $137.7bn (51%)
- **Boeing**: $134.7bn (49%)

Total industry orders: $272.4bn
2017 net market share to December 31st by category

- Single aisle: 1,799 orders
  - A320: 1,054 (59%)
  - 737: 745 (41%)

- Widebody: 226 orders
  - A330/A350: 57 (25%)
  - 767/777/787: 169 (75%)

- VLA: -4 orders
  - A380: -2
  - 747-8: -2
  - 747-8F: -2
Airbus vs. Boeing annual net orders last 10 years

9 out of 10

In net order intake, Airbus has been the largest aircraft manufacturer in 9 of the last 10 years winning 53% of all orders.

Data to December 31st 2017
Airbus leads the single-aisle market

Airbus has outsold Boeing in the single-aisle aircraft market in 7 out of the past 10 years, capturing 54% of net sales.

Data to December 31st 2017
Airbus shares the widebody market

Airbus has outsold Boeing in the widebody passenger aircraft market in 7 out of the past 10 years, capturing 50% of net sales.

Data to December 31st 2017
2017 was a record year for deliveries

First time Airbus has delivered more than 700 aircraft

Data to December 31st 2017

2017 deliveries

- **Airbus**
  - 718 units
  - 48%

- **Boeing**
  - 763 units
  - 52%

1,481 industry deliveries
2017’s 718 deliveries are the continuation of a steady, consistent ramp-up
Boeing’s deliveries have consistently been cyclical, with high peaks followed by low troughs.

Data to December 31st 2017
Airbus and Boeing deliveries

Data to December 31st 2017

Closing the gap
Airbus orders and deliveries last 10 years

Consistent book-to-bill > 1 has grown the Airbus backlog by 3,850 units over the past 10 years.

Data to 31st December 2017
Backlog development 2008-2017

2008

Airbus 3,421 50%  
Boeing 3,427 50%

Industry backlog 6,848 aircraft

End 2017

Airbus 7,265 55%  
Boeing 5,864 45%

Industry backlog 13,129 aircraft

Data to end December 2017

End 2017: X 1.9

End 2017: X 2.1
### A320

**Unbeatable fuel efficiency**

<table>
<thead>
<tr>
<th></th>
<th>Orders</th>
<th>Deliveries</th>
<th>Backlog</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number</td>
<td>14,120</td>
<td>7,979</td>
<td>6,141</td>
</tr>
</tbody>
</table>

*End December 2017*
Airspace ambience

New Entrance Area

Unique welcome experience

Latest lighting technologies

Wider 18” seat, wider aisle

Image shows concept design
Airspace XL Bin

40% more volume than current fixed bin

60% more bags due to vertical loading

Largest bag size
24” x 16” x 10”

Image shows concept design
A321neo: now flying long range

A321LR roll-out, 5 January 2018
A330 powering into the future

1,707 Orders
1,390 Deliveries
317 Backlog

End December 2017
A330neo: the new generation A330
A330neo first flight, 19th October 2017
A330neo

... beats the 787 on comfort, fuel and economics at $25m lower capital cost.
A350 XWB

Shaping the future of air travel

854 Orders
142 Deliveries
712 Backlog

End December 2017
25% lower
• operating cost
• fuel burn
• CO₂ emissions

Compared to previous generation
A flawless certification exercise in less than a year

Joint EASA & FAA certification
A380 unique passenger experience

317 Orders
222 Deliveries
95 Backlog

End December 2017
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

A380
the best aircraft to capture growing traffic
The A380 enhances airlines’ brands

Where dreams are made
Korean Air A380

Jennifer’s dream flight on our A380

HIS HIGHNESS A380

OUR NEW A380
A JOURNEY OF EPIC PROPORTIONS, THE PRIDE OF OUR NATION.

To invest in our fleet.
To feel the difference at 39,000 ft.
To Fly. To Serve.
An Airbus takes off or lands every 1.4 seconds.

- Orders: 18,191
- Deliveries: 10,926
- Backlog: 7,265

End December 2017