

Press Release

Viva Aerobus firms up order for 25 A321neo, 16 A321neo upconversions

[@VivaAerobus](#) [@airbus](#) [#A321neo](#) [#FIA18](#)

Farnborough, 18 July 2018 – Viva Aerobus, the ultra-low-cost carrier based in Mexico, has firmed up an amendment for 25 incremental A321neo and 16 upconversions of A320neos to A321neos to their existing purchase agreement. This latest order brings the all-Airbus operator's total orderbook to 80 A320 Family aircraft (including 15 A320ceo, 24 A320neo, and 41 A321neo) and the airline's total backlog from 36 to 61 aircraft. Viva Aerobus has not yet decided on the engine selection and will announce at a later date.

Gian Carlo Nucci, CEO of Grupo Viva Aerobus, said: "Our decision to introduce the A321neo to our fleet reflects our long-term commitment to cost reduction, to innovation, operational and environmental efficiency, and enhancing our passenger experience. These additional aircraft will allow us to capture opportunities in Mexico, and we can think of no aircraft better suited than the A321neo with 240 seats with which to endeavour our growth objectives. Of course, these new aircraft will help us offer even lower fares, more destinations and allow us to continue improving our customer service."

Eric Schulz, Airbus Chief Commercial Officer, said: "We are proud about this repeat order by Viva Aerobus; it serves as a testament to the A321neo being the aircraft of choice in the mid-market segment. Viva Aerobus will benefit from the A321neo's additional capacity, superior performance, and the very lowest operating cost as they strive to meet the growing demand for cost-efficient air travel in Mexico."

Viva Aerobus has based its fleet renewal strategy on the A320neo Family. In 2013 Viva Aerobus placed an order for 52 A320 Family aircraft, the largest Airbus aircraft order placed by a single airline in Mexico at the time. Since then, Viva Aerobus has ordered three additional A320ceo aircraft, which were integrated into the airline's fleet between 2017 and 2018. To date, Viva Aerobus operates 26 A320 Family aircraft, including four A320neo.

The A321 is the largest member of the A320 Family, seating up to 240 passengers, depending on cabin configuration. Incorporating the latest engines, aerodynamic advances and cabin innovations, the A321neo offers a reduction in fuel consumption of at least 15 per cent per seat from day one and 20 per cent by 2020.

* * *

2018 list price: A321neo US\$129.5m

About Airbus

Airbus is a global leader in aeronautics, space and related services. In 2017 it generated revenues of € 59 billion restated for IFRS 15 and employed a workforce of around 129,000. Airbus offers the most comprehensive range of passenger airliners from 100 to more than 600 seats. Airbus is also a European leader providing tanker, combat, transport and mission aircraft, as well as one of the world's leading space companies. In helicopters, Airbus provides the most efficient civil and military rotorcraft solutions worldwide.

Contact for the media

Lindsay CABALLERO

lindsay.caballero@airbus.com

+1 305 458 8979

This and other press releases and high resolution photos are available on: [AirbusNewsroom](#)