2018 was a good year and 2019 looks to be another solid year

<table>
<thead>
<tr>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>7.4% RPK growth</td>
<td>5.0% RPK growth</td>
</tr>
<tr>
<td>3.2% GDP growth</td>
<td>2.7% GDP growth</td>
</tr>
<tr>
<td>+280 million passengers</td>
<td>+200 million passengers</td>
</tr>
<tr>
<td>81.9% Record Load factor</td>
<td>82.1% Record Load factor</td>
</tr>
<tr>
<td>9th year of solid airline profitability</td>
<td>10th year of solid airline profitability</td>
</tr>
</tbody>
</table>

Note: IATA forecast as of June 2019
Source: ICAO, IATA, IHS Markit, Airbus GMF 2019
10 years of strong growth and solid profitability

World annual added traffic (billion RPKs)

-150 0 150 300 450 600 750

Oil Crisis
Gulf Crisis
Asian Crisis
9/11 SARS
Financial Crisis

$292 bn profit

$269 bn Profit*

* IATA Forecast, June 2019
Source: ICAO, Airbus GMF 2019

+600 billion RPKs

Billions
10 years
of strong growth
and solid profitability

World annual added traffic (billion RPKs)

-150 0 150 300 450 600 750

Oil Crisis
Gulf Crisis
Asian Crisis
9/11 SARS
Financial Crisis

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* IATA Forecast, June 2019
Source: ICAO, Airbus GMF 2019

+600 billion RPKs

Billions
10 years
of strong growth
and solid profitability
Drivers for Growth

Urbanisation
- 2000: 47% of World population in urban areas
- 2018: 55%

Wealth
- 2000: ~900 million emerging countries Middle-Class
- 2018: 2.7 billion

Liberalisation
- On average 700 net routes added each year since 2000
Air transport becoming more balanced and resilient

Origin & Destination traffic from/to each city

Source: Airbus GMF 2019
Air transport becoming more balanced and resilient

Origin & Destination traffic from/to each city

Source: Airbus GMF 2019
Traffic is forecast to grow at 4.3% p.a.

Top 20 traffic flows (RPK)

- Domestic PRC
- Domestic USA
- Intra - Western Europe
- Western Europe - USA
- Western Europe - Middle East
- Domestic - Asia Emerging
- Domestic - India
- Central Europe - Western Europe
- Asia Developed - Asia Emerging
- Indian Sub-continent - Middle East
- Asia Emerging - PRC
- Asia Emerging - Middle East
- Asia Developed - Western Europe
- Asia Developed - USA
- PRC - USA
- Asia Developed - PRC
- Western Europe - South America
- Intra - Asia Developed
- Western Europe - PRC
- Intra - Middle East

Source: Airbus GMF 2019
Traffic is forecast to grow at 4.3% p.a.

Source: Airbus GMF 2019
Networks are growing with more net new routes created

Source: OAG, Airbus GMF 2019, aircraft ≥100seats
The air transport industry has delivered strong improvements in productivity.

**Daily Utilisation**
- **1998**: 8.4
- **2018**: 10.7

**Average Seats per Flight**
- **1998**: 160
- **2018**: 178

**Load Factor**
- **1998**: 69%
- **2018**: 82%

**RPK (m) per a/c**
- **1998**: 300m
- **2018**: 415m

Source: IATA, ICAO, Cirium, OAG, Airbus GMF 2019
Improved efficiency has delivered continuous fuel burn and CO$_2$ reduction

Fuel consumption & CO$_2$ emissions
Base 100 in 1990 based on Kilograms per RPK (avg.)

Source: IATA, ICAO, Airbus GMF 2019
## Demand for ~39,200 new aircraft deliveries by 2038

<table>
<thead>
<tr>
<th></th>
<th>Airbus GMF18</th>
<th>Airbus GMF19</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross Domestic Product</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>20-year CAGR</td>
<td>2.8%</td>
<td>2.8%</td>
</tr>
<tr>
<td><strong>Passenger Traffic</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>20-year CAGR</td>
<td>4.4%</td>
<td>4.3%</td>
</tr>
<tr>
<td><strong>Freight Traffic</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>20-year CAGR</td>
<td>3.7%</td>
<td>3.6%</td>
</tr>
<tr>
<td><strong>Start fleet</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Passenger &amp; Freighter)</td>
<td>21,450</td>
<td>22,680</td>
</tr>
<tr>
<td><strong>End fleet</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Passenger &amp; Freighter)</td>
<td>47,990</td>
<td>47,680</td>
</tr>
<tr>
<td><strong>New Deliveries</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Passenger &amp; Freighter)</td>
<td>37,390</td>
<td>39,210</td>
</tr>
</tbody>
</table>

Source: Airbus GMF 2019
36% of new deliveries for replacement, 64% for growth

Number of aircraft

- **Beginning 2019**: 22,680
- **2038**: 25,000
- **Replace**: 14,210
- **Grow**: 8,470
- **New Deliveries**: 39,210

Notes: Passenger aircraft (≥100 seats), Freighters (>10t) | Rounded figures to nearest 10
Source: Airbus GMF 2019
Demand for some 850 new build freighter aircraft in the next 20 years

World 20-year freighter demand, by aircraft category [2019-2038]

- SMALL: 10t < payload < 40t
- MEDIUM: 40t < payload < 80t
- LARGE: payload > 80t

Notes: Jet aircraft (>10ton)
Source: Airbus 2019
Global demand for 39,210 new passenger & freighter aircraft

<table>
<thead>
<tr>
<th>SMALL</th>
<th>MEDIUM</th>
<th>LARGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>29,720</td>
<td>5,370</td>
<td>4,120</td>
</tr>
<tr>
<td>76% share of total new del.</td>
<td>14% share of total new del.</td>
<td>10% share of total new del.</td>
</tr>
</tbody>
</table>

Source: Airbus GMF 2019

Note: demand for all commercial aircraft above 100 seats & freighters above 10t
Our products & their core market segments

A320 FAMILY

A330neo

A350-1000

A220

A321XLR

A350-900
Unbeatable fuel efficiency

A220
Versatility on short- to medium-haul operations

Step-change economics vs competitors

A320 FAMILY
Superior single-aisle comfort
Profitable partnership

A321XLR
All-NEO design: new engines, Airspace cabin
Up to 30% better cost per seat vs previous generation

A330neo
40 airlines already flying both Families on the same routes
The all-new design widebody

A350-900
Only all-new large widebody
>8,000 nm range

A350-1000
45t lower TOW vs competitor
Outstanding EIS
Summary

Strong & Resilient passenger traffic growth
Middle-class to increase by 50% by 2038
Air traffic (RPK) forecast to growth 4.3% p.a.

39,210 new deliveries by 2038
38,360 passenger aircraft
850 freighters
~36% of deliveries for replacement
~64% for growth

76% Small (29,720 units)
14% Medium (5,370 units)
10% Large (4,120 units)

Source: Airbus GMF 2019