Annual Press Conference
John Leahy

2015 commercial review
Airbus sales reach 16,307

1,139 gross orders (1,796 end 2014)
1,036 net orders (1,456 end 2014)
6,787 aircraft backlog (6,386 end 2014)
635 aircraft delivered (629 in 2014)

Strong market demand
<table>
<thead>
<tr>
<th>End November 2015</th>
<th>Gross</th>
<th>Net</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1,079</td>
<td>1,007</td>
</tr>
<tr>
<td>December</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Turkish Airlines</td>
<td>A321neo</td>
<td>20</td>
</tr>
<tr>
<td>Transaero</td>
<td>A320neo</td>
<td>-8</td>
</tr>
<tr>
<td></td>
<td>A380</td>
<td>-1</td>
</tr>
<tr>
<td>Air New Zealand</td>
<td>A320ceo</td>
<td>1</td>
</tr>
<tr>
<td>unidentified</td>
<td>A350-900</td>
<td>2</td>
</tr>
<tr>
<td>unidentified</td>
<td>A380</td>
<td>3</td>
</tr>
<tr>
<td>IAG</td>
<td>A320neo</td>
<td>15</td>
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</table>

….continued
### End November 2015

<table>
<thead>
<tr>
<th></th>
<th>Gross</th>
<th>Net</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1,079</td>
<td>1,007</td>
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</table>

#### December (continued)

<table>
<thead>
<tr>
<th>Airline</th>
<th>Model</th>
<th>Gross</th>
<th>Net</th>
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<tbody>
<tr>
<td>SAA</td>
<td>A330-300</td>
<td>5</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td>A320ceo</td>
<td>-10</td>
<td></td>
</tr>
<tr>
<td>AirAsia X</td>
<td>A330-900</td>
<td>11</td>
<td>11</td>
</tr>
<tr>
<td></td>
<td>A330-300</td>
<td>-11</td>
<td></td>
</tr>
<tr>
<td>Private Customer</td>
<td>ACJ319neo</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>BOC</td>
<td>A330-300</td>
<td></td>
<td>-1</td>
</tr>
<tr>
<td>CALC</td>
<td>A320ceo</td>
<td>2</td>
<td>2</td>
</tr>
</tbody>
</table>

**TOTAL at end 2015**

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross</strong></td>
<td>1,139</td>
<td></td>
</tr>
<tr>
<td><strong>Net</strong></td>
<td>1,036</td>
<td></td>
</tr>
</tbody>
</table>

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**Strong market demand**

60 new orders added in December

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2015 Airbus and Boeing world market share

Net order share since 1995

Airbus
- 57%
- 1,036 aircraft

Boeing
- 84%
- 1,036 aircraft

Airbus
- 16%
- 768 aircraft

Market leader for 7 of the past 10 years

End 2015
2015 gross market share

Units

Airbus 1,139 56%
Boeing 878 44%

Revenues

Airbus $153.8bn 54%
Boeing $129.1bn 46%

2,017 industry orders
$282.9bn industry

Data to December 31st 2015
2015 market share by category - gross

**Single aisle** 1,632 orders
- A320: 966 (59%)
- 737: 666 (41%)

**Widebody** 376 orders
- A330: 170 (45%)
- A350: 206 (55%)

**VLA** 9 orders
- A380: 3 (33%)
- 747-8: 6 (67%)

<table>
<thead>
<tr>
<th>NEO</th>
<th>861</th>
<th>67%</th>
</tr>
</thead>
<tbody>
<tr>
<td>MAX</td>
<td>418</td>
<td>33%</td>
</tr>
</tbody>
</table>

Data to December 31st 2015

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2015 net market share

**Units**
- **Airbus**: 1,036 units (57%)
- **Boeing**: 768 units (43%)
- Industry total: 1,804 orders

**Revenues**
- **Airbus**: $137.1bn (55%)
- **Boeing**: $112.6bn (45%)
- Industry total: $249.7bn

Data to December 31st 2015
2015 market share by category - net

**Single aisle**
1,485 orders
- A320: 897 (60%)
- 737: 588 (40%)

**Widebody**
315 orders
- A330: 137 (43%)
- A350: 178 (57%)

**VLA**
4 orders
- A380: 2 (50%)
- 747-8: 2 (50%)

---

**NEO**
- 850: 850 (67%)
- MAX: 417 (33%)

**A380 pax**
- 2 (100%)

**747-8 pax**
- 0

Data to December 31st 2015

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2015 deliveries

Units

Airbus 635 (45%)
Boeing 762 (55%)

1,397 industry deliveries

Revenues

Airbus $91.6bn (43%)
Boeing $125.6bn (57%)

$215.2bn industry deliveries (Data to December 31st 2015)
Lessors financed 47% of Airbus deliveries in 2015.

Deliveries – top 15 lessors

<table>
<thead>
<tr>
<th>Year</th>
<th>SLB</th>
<th>Direct</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>33%</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>39%</td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>40%</td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td>44%</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>50%</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>47%</td>
<td></td>
</tr>
</tbody>
</table>

141 forward orders, 149 sale & leaseback, 9 selldown
2015 backlog

Units

- **Boeing**: 5,795 (46%)
- **Airbus**: 6,787 (54%)

12,582 industry backlog

Revenues

- **Boeing**: $891.3bn (47%)
- **Airbus**: $996.3bn (53%)

$1,887.6bn industry backlog

Data to December 31st 2015
## Airbus backlog

<table>
<thead>
<tr>
<th>Model</th>
<th>Order Book</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>A320ceo</td>
<td>1,064</td>
<td>5,535</td>
</tr>
<tr>
<td>A320neo</td>
<td>4,471</td>
<td></td>
</tr>
<tr>
<td>A330ceo</td>
<td>180</td>
<td>350</td>
</tr>
<tr>
<td>A330neo</td>
<td>170</td>
<td></td>
</tr>
<tr>
<td>A350 XWB</td>
<td></td>
<td>762</td>
</tr>
<tr>
<td>A380</td>
<td></td>
<td>140</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td><strong>6,787</strong></td>
</tr>
</tbody>
</table>

Airbus backlog

Airbus deliveries

(scale 1/5 x backlog)

Backlog and delivery ratio above 10:1 in 2015

End 2015
Airbus backlog

Airbus deliveries
(scale 1/5 x backlog)

Backlog and delivery ratio at 7:1 in 2020

With A320 at rate 60 from mid 2019
## A320 Family orders and deliveries

<table>
<thead>
<tr>
<th></th>
<th>12,411</th>
<th>6,876</th>
<th>5,535</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Deliveries</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Backlog</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

An **A320** takes off or lands **every 2 seconds**
Single Aisle market shares
NEO vs. MAX

More orders from more customers
59% overall market share (67% in 2015)

To end 2015
A320neo fuel burn improvements

-19%

A319ceo: 156 seats
A319neo: 160 seats

-20%

A320ceo: 180 seats
A320neo: 189 seats

-23%

A321ceo: 220 seats
A321neo: 240 seats

Fuel burn/seat improvements of up to 23%

2020 delivery standard with PW engines
A320neo: Superior fuel efficiency and cabin comfort
A321

Over 2,700 orders

30% lower fuel burn vs. 757-200

110 aircraft
Winning new business

30 aircraft
A330 Family orders and deliveries

1,607 Orders
1,257 Deliveries
350 Backlog

An A330 takes off or lands every 20 seconds
A330-300

Range increased by 500nm*, providing even more operating versatility

Rate 6 confirmed

*242t Maximum take off weight version
A330neo Family

- 14% fuel efficiency improvement per seat
- Full commonality with A330
- Common type rating with A350 XWB
### A350 XWB orders and deliveries

<table>
<thead>
<tr>
<th>Category</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders</td>
<td>777</td>
</tr>
<tr>
<td>Deliveries</td>
<td>15</td>
</tr>
<tr>
<td>Backlog</td>
<td>762</td>
</tr>
</tbody>
</table>
A350 XWB

Superior comfort as recognised by pax on social media

- 18in wide seats
- Flat floor
- 4th generation IFE
- Broadband connectivity

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A350-1000

Uncompromised new generation efficiency

Vs 777-9
-35t OWE
-15% trip cost
-7% cost/seat*
+400nm range

* 366 vs. 398 seats
A380 orders and deliveries

An A380 takes off or lands every 3 minutes

<table>
<thead>
<tr>
<th>Orders</th>
<th>Deliveries</th>
<th>Backlog</th>
</tr>
</thead>
<tbody>
<tr>
<td>319</td>
<td>179</td>
<td>140</td>
</tr>
</tbody>
</table>

End 2015
A380

100 routes served

100 million passengers

At end 2015
Passengers favour the A380

20% of passengers are ready to pay more to fly on an A380

Independent agency surveying over 2,000 passengers arriving on A380 flights at LHR.
World air traffic growth

World annual RPK* (trillion)

Air traffic forecast to double over the next 15 years

4.6% average annual traffic growth rate 2014-2034

Source ICAO and 2015 Airbus Global Market Forecast
2014 Aviation Mega-Cities

90%+ of long haul traffic

2014

47 Mega-Cities

36 served by A380

- >50,000 daily long haul passengers
- >20,000 daily long haul passengers
- >10,000 daily long haul passengers
2024 Aviation Mega-Cities

93%+ of long haul traffic

2024
75 Mega-Cities

- >50,000 daily long haul passengers
- >20,000 daily long haul passengers
- >10,000 daily long haul passengers
Undisputed industry Flagship

The winning combination Strong market recognition of complementary roles

Single aisle leader

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