Airbus Session

Virtual Commercial & Programme Update

15 June 2021
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Virtual Commercial Update
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Christian Scherer
Chief Commercial Officer and Head of International, Airbus
2020: 25 years of growth lost

Oil Crisis

Gulf Crisis  Asian Crisis  9/11  SARS  Financial Crisis

Growth interrupted by global health-related restrictions

RPK = Revenue Passenger Kilometre / Source: ICAO, Airbus GMF 2019
Full year IATA 2020 actuals
Airbus Commercial Aircraft Orders & Deliveries 2020

### Deliveries
- Total Deliveries: 566
- 2019: 863
- 2020: 566

### Orders
- Orders: 268 net
  - 2019: 788
  - 2020: 268

### Backlog
- Backlog: 7,184
  - 2019: 7,482
  - 2020: 7,184

### Monthly Deliveries
- January: 31
- February: 55
- March: 36
- April: 14
- May: 24
- June: 36
- July: 49
- August: 39
- September: 57
- October: 72
- November: 64
- December: 89

Deliveries per region:
- North America: 15.2%
- Europe: 20.8%
- Asia Pacific: 25.8%
- LATAM: 2.1%
- Africa & Middle East: 5.8%
- Lessors: 29.4%
- Others: 0.9%

*In line with adaptation plan

Adapted rate as of April 2020: A220 rate 4 - A320 rate 40 - A330 rate 2 - A350 rate -5
Unprecedented commercial & industrial adjustment

Teaming up with our customers

- Almost all contracts reviewed
- 80% of aircraft slots amended
- 150 e-TOTs (25%) and over 40 full remote deliveries

Standing by our suppliers

- Accompanying production rate adjustments
- Continuous supplier health monitoring
- Government funding schemes in place
Domestic markets stabilized, International still idle

Worldwide offering – ASK - % change vs 2019

% of recovery of 2019 level
- Domestic: 80%
- Total: 51%
- International: 27%

ASK: Available Seat Kilometre / Source: flight radar 24
Cargo in cabin + charter flights excluded
Forecast traffic evolution

Traffic (RPKs) base 100 in the equivalent month in 2019

- **Sanitary crisis** extends though vaccination starts
- **Vaccination** should enable H2 rebound

Medium term economic outlook improved with US stimulus

Expected recovery from **2023 to 2025**

IATA traffic reported for month (n-1) and estimated for last month from offered capacity (ASKs).

ASKs are estimated by comparing FlightRadar24 flights activity at airline/aircraft level with pre-crisis level.
World leading A220 & A320 Single-Aisle Family

Full market coverage
from 100 to 244 seats

Superior comfort
Most spacious & innovative cabins

Higher customer value
Up to 25% fuel burn & CO₂ advantage
Step-change technologies
### A220 purpose-built for efficiency

<table>
<thead>
<tr>
<th>The only clean-sheet design</th>
<th>Highest efficiency and low risk</th>
<th>Superior single-aisle comfort</th>
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<tbody>
<tr>
<td>Up to 1,100nm more range*</td>
<td>Up to 20 more seats*</td>
<td>Widest seats, largest windows</td>
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<tr>
<td></td>
<td>Up to 14% lower operating cost per seat*</td>
<td>20% more overhead stowage space per pax*</td>
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* vs current competition
A320 most successful aircraft Family ever

Creating higher customer value
The preferred market choice
Up to 14 more seats than competition

Demonstrating maturity
Over 1,700 NEO delivered worldwide with 99.7% high operational reliability

Constantly improving
A321XLR the only single aisle flying up to 4,700nm with widebody comfort
A320neo - Holding its value throughout the crisis

New aircraft – Average of 5 leading appraiser’s values*


A320neo – Market Value Evolution

- Relatively minor impact
- Will recover as market recovers from crisis
A321neo & A330neo profitable partnership

**Unique Family commonality**
Increasing value and efficiency for airlines

**Range and capacity flexibility**
Balance seasonal, weekly & daily demand

**Up to 30% lower operating costs**
Similar cost per seat, greater interchangeability
A330neo & A350 flying for more sustainable aviation

Efficient and dependable
25% lower fuel burn and CO₂ emissions with latest technologies

Higher value generation
Lowest seat mile cost, Common Type Rating and consistent cabin design

Ultimate versatility
Flying 220 - 410 passengers from regional to Ultra Long Range
A330neo advanced to boost profitability

- Double-digit seat cost advantage
  - 64m-span wing and new generation engine

- Most popular widebody ever
  - 120+ operators – Seamless transition from A330ceo with 95% commonality

- Leader in regional operations
  - The most reliable widebody for high-frequency utilisation
A350 the most efficient large widebody

Clean Sheet. Clean Start

Step change in profit generation
Lowest cost per seat, and the highest range capability of any widebody aircraft

Family flexibility
A350-900 and A350-1000 are one same type, sharing 95% spares, flying both beyond 8,000nm

45t lighter at takeoff
Than competitor project aircraft i.e. 13% lower CO₂ emissions for a same mission
Airbus aircraft: Less fuel burn and emissions
- effective today with every replacement

A220 Family
25% less fuel and CO₂*

A320neo
20% less fuel and CO₂*

A321XLR
30% less fuel and CO₂*

A330neo
25% less fuel and CO₂*

A350
25% less fuel and CO₂*

*compared to previous generation aircraft
Keep Airbus competitive spirit...

...while protecting the value of our products
Airbus sessions

Virtual Programme Update

15 June 2021

Philippe Mhun
Executive Vice President Programmes & Services, Airbus
We pioneered new ways to deliver aircraft throughout the pandemic

E-deliveries (25 %)

“Safe corridors” for our customers

Leadership University → Customer accommodation

Delivery under full sanitary standards

Safety & security
Staying connected with our suppliers
Enabling safe return to service

Maintaining crews’ competencies
Maintenance recommendations
Cabin sanitization reinforced procedures & dedicated products

Secure and optimised aircraft parking & storage
Temporary cargo in the cabin solutions to compensate drop in passenger traffic
Airbus Pilot Relaunch Programme
Emerging from the crisis

A220 monthly production rate plans

Mobile A220 FAL

First ACJTwoTwenty section in Mirabel FAL

Mirabel A220 FAL

Rate 5 (as is)

Rate 6 in 2022

Rate 14 in mid-decade
Emerging from the crisis
A320 monthly production rate plans

Hamburg A320 FAL

Rate 40 (as is)

Rate 45 by Q4 '21

Rate 64 by Q2 '23 (firm)

Rate 70 by Q1 '24 (scenario)

Rate 75 by 2025 (opportunity)
Emerging from the crisis
A330 & A350 monthly production rate plans

Toulouse delivery centre A330neo Corsair

Rate 2 / month
A330

Rate 5 (as is)
A350

Rate 6 / month by Q4 ’22
A350

Toulouse delivery centre A350 Aeroflot
New A320/A321 Final Assembly Line in Toulouse
Ensuring more flexibility within the global Airbus A320 Family production system
New A320/A321 Final Assembly Line in Toulouse
Ensuring more flexibility within the global Airbus A320 Family production system
First A321XLR coming together
On target for Entry into Service in 2023
DDMS on A321XLR
A330neo latest developments

First A330-800 to Kuwait Airways (October 2020)

First 251 t MTOW version to CORSAIR (March 2021)
A350 latest developments

A350-900 280 t  A350-1000 319 t  Weight saving initiatives  First delivery from Tianjin (China) Completion and Delivery Centre imminent
All Airbus aircraft are SAF ready

Airbus is targeting a 100% SAF blend rate
Collaboration with engine-makers and other partners

*100 % SAF means a CO2 reduction by 80 %
Aviation’s path towards zero emissions

-50% achieved due to:
- Optimised aerodynamics
- Advanced materials
- Next-gen engines

Addressing the remaining 50%:
- Improved ATM & Aircraft Operations (8%)
- New Engine & Aircraft Technologies (42%)
- Sustainable Aviation Fuels (50%)
We pioneer sustainable aerospace for a safe and united world