

Annual Press Conference

John Leahy

2015 commercial review



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**

**Airbus sales
reach
16,307**

End 2015

End November 2015

Gross

Net

1,079

1,007

December

Turkish Airlines

A321neo

20

20

Transaero

A320neo

-8

A380

-1

Air New Zealand

A320ceo

1

1

Unidentified

A350-900

2

2

Unidentified

A380

3

3

IAG

A320neo

15

15

....continued

Strong market demand

60 new orders added in December

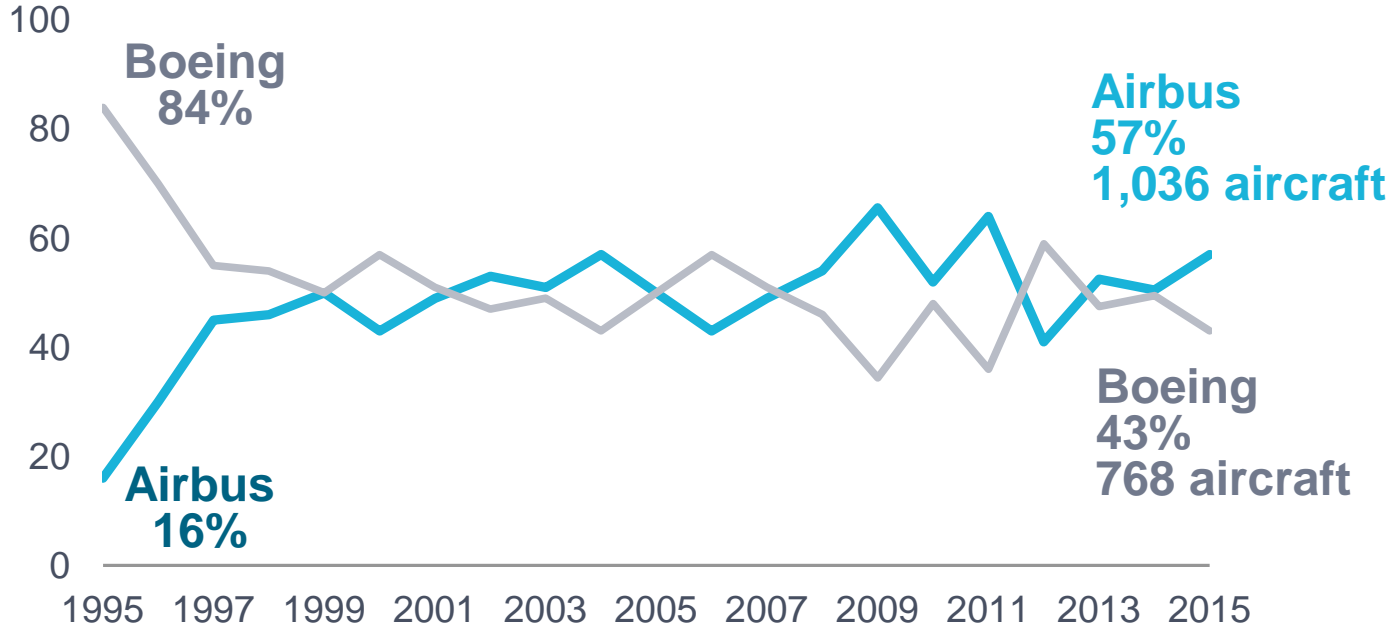
End November 2015		Gross	Net
		1,079	1,007
December (continued)			
SAA	A330-300	5	5
	A320ceo		-10
AirAsia X	A330-900	11	11
	A330-300		-11
Private Customer	ACJ319neo	1	1
BOC	A330-300		-1
CALC	A320ceo	2	2
TOTAL at end 2015		1,139	1,036

**Strong
market
demand**

**60
new orders
added in
December**

2015 Airbus and Boeing world market share

Net order share since 1995



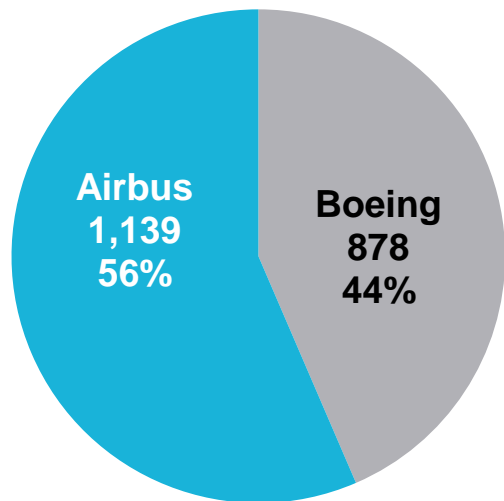
Net market share

Market leader for 7 of the past 10 years

End 2015

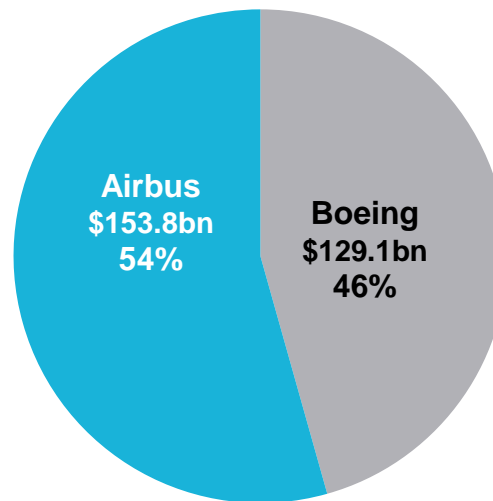
2015 gross market share

Units



2,017 industry orders

Revenues

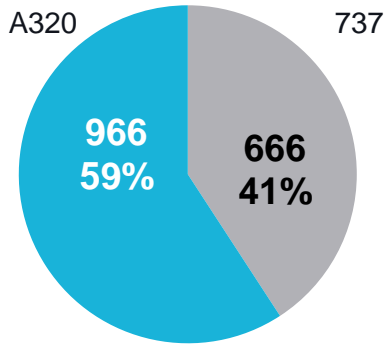


\$282.9bn industry

Data to December 31st 2015

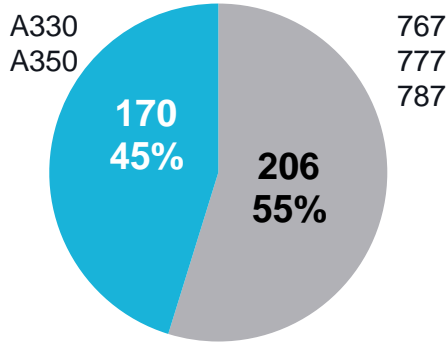
2015 market share by category - gross

Single aisle
1,632 orders

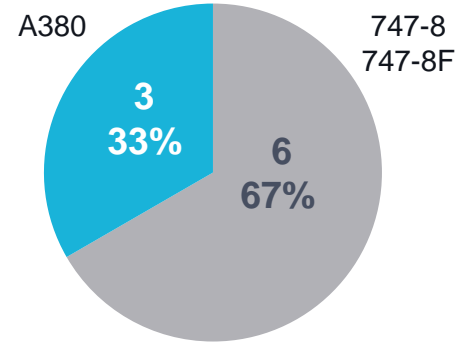


NEO	861	67%
MAX	418	33%

Widebody
376 orders



VLA
9 orders

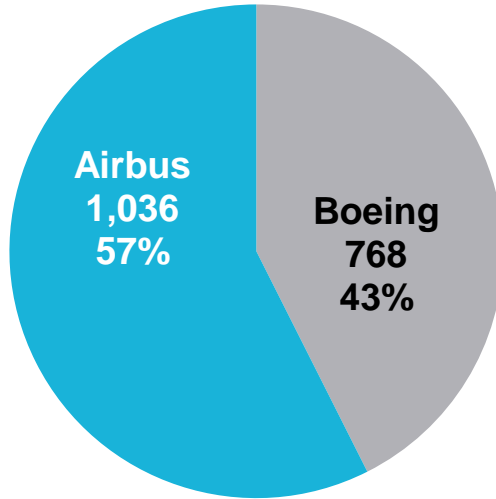


A380 pax	3	100%
747-8 pax	0	

Data to December 31st 2015

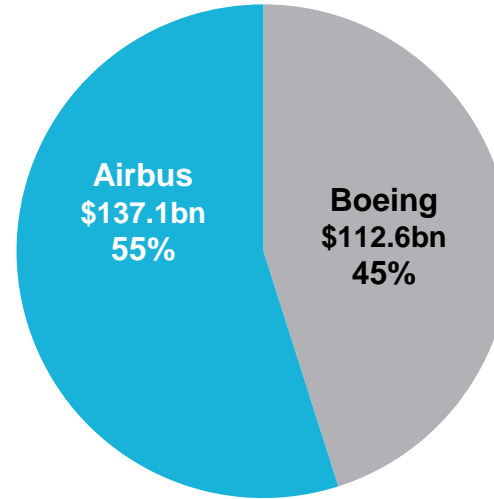
2015 net market share

Units



1,804 industry orders

Revenues

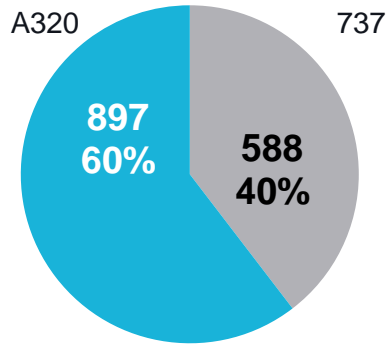


\$249.7bn industry

Data to December 31st 2015

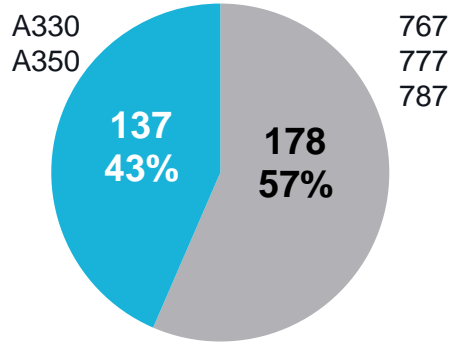
2015 market share by category - net

Single aisle
1 485 orders

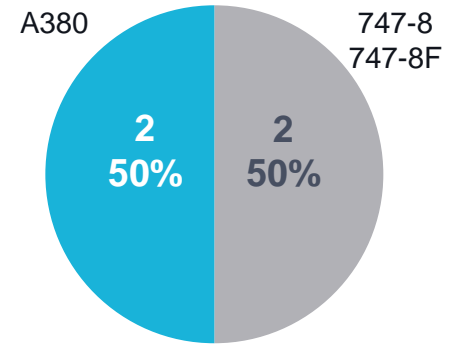


NEO	850	67%
MAX	417	33%

Widebody
315 orders



VLA
4 orders

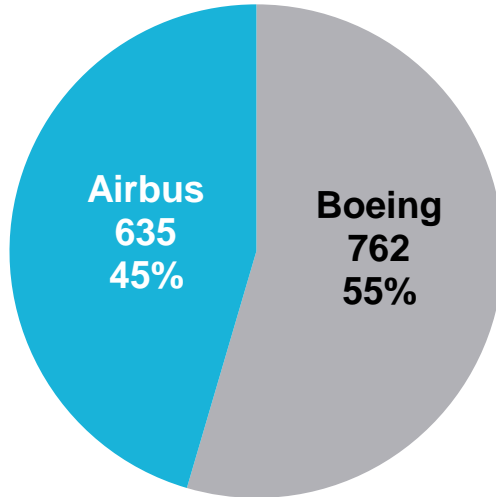


A380 pax	2	100%
747-8 pax	0	

Data to December 31st 2015

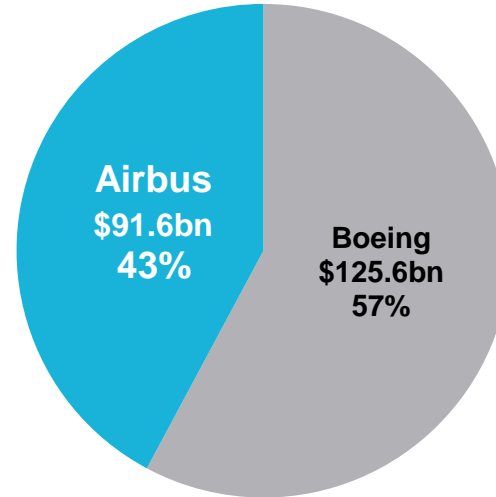
2015 deliveries

Units



1,397 industry deliveries

Revenues

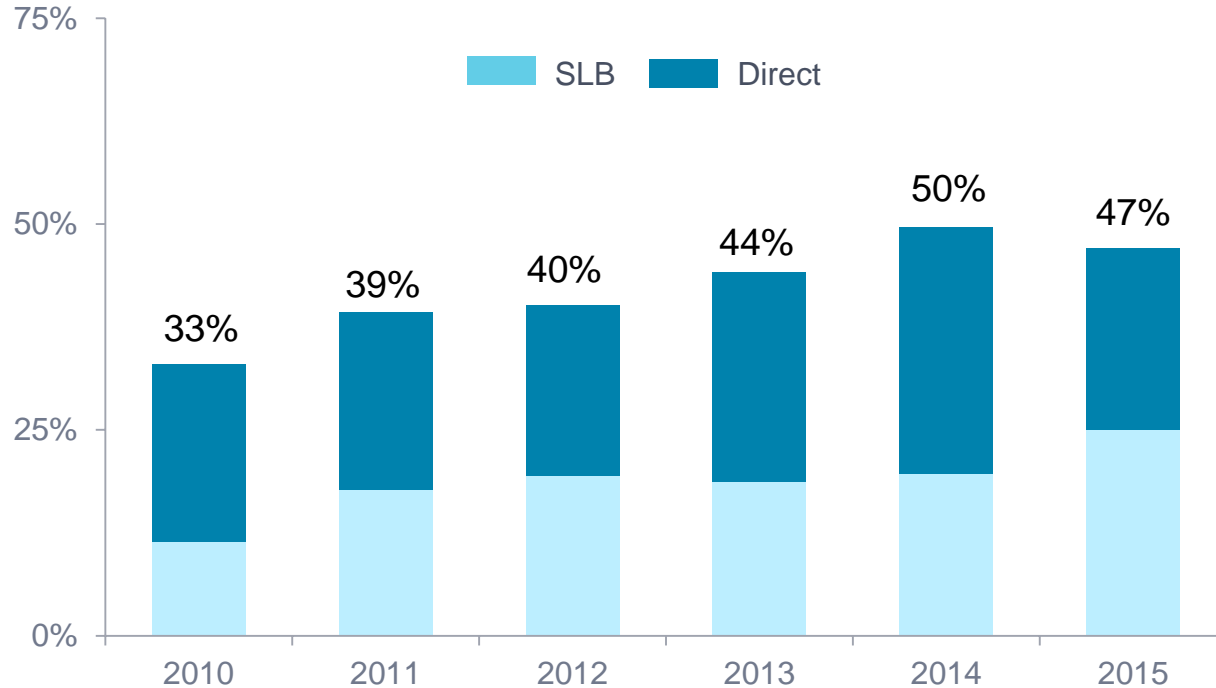


\$215.2bn industry deliveries

Data to December 31st 2015

Lessors financed 47% of Airbus deliveries in 2015

Deliveries – top 15 lessors

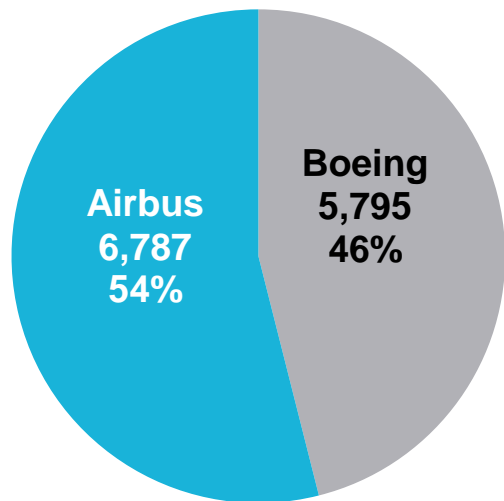


Lessors deliveries in 2015

141
forward orders,
149
sale & leaseback
9
selldown

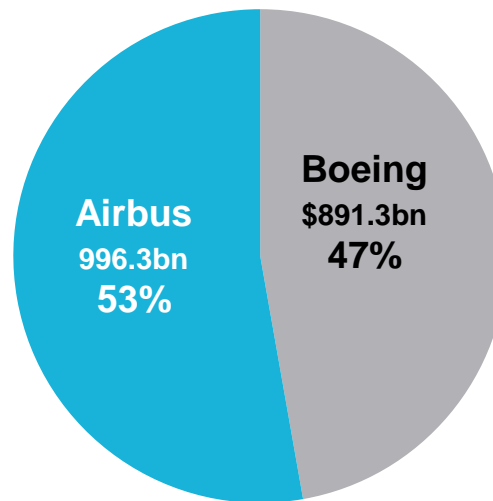
2015 backlog

Units



12,582 industry
backlog

Revenues



\$1,887.6bn
industry backlog

Data to December 31st 2015

Airbus backlog

A320ceo	1,064	}	5,535
A320neo	4,471		
A330ceo	180	}	350
A330neo	170		
A350 XWB			762
A380			140
Total			6,787

Airbus backlog

Order book
grew by
401 aircraft
in 2015

A new year-end
industry record

End 2015

Airbus backlog

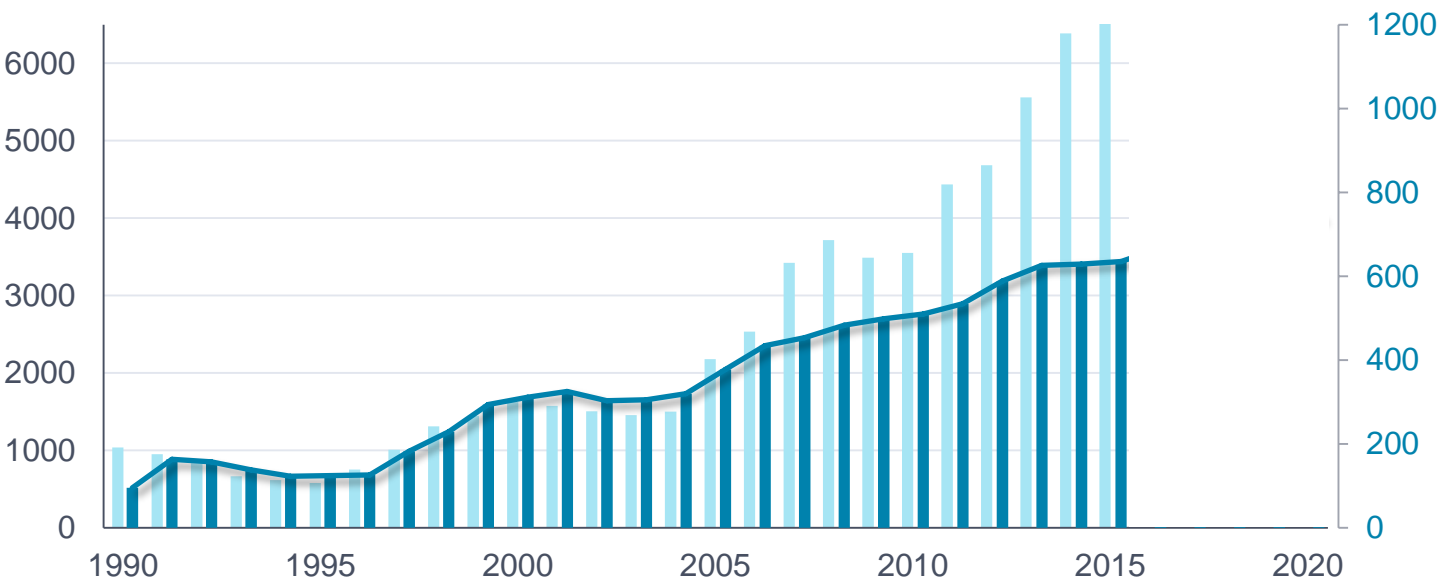
Airbus backlog

Airbus deliveries

(scale 1/5 x backlog)

Backlog and delivery ratio above 10:1 in 2015

End 2015



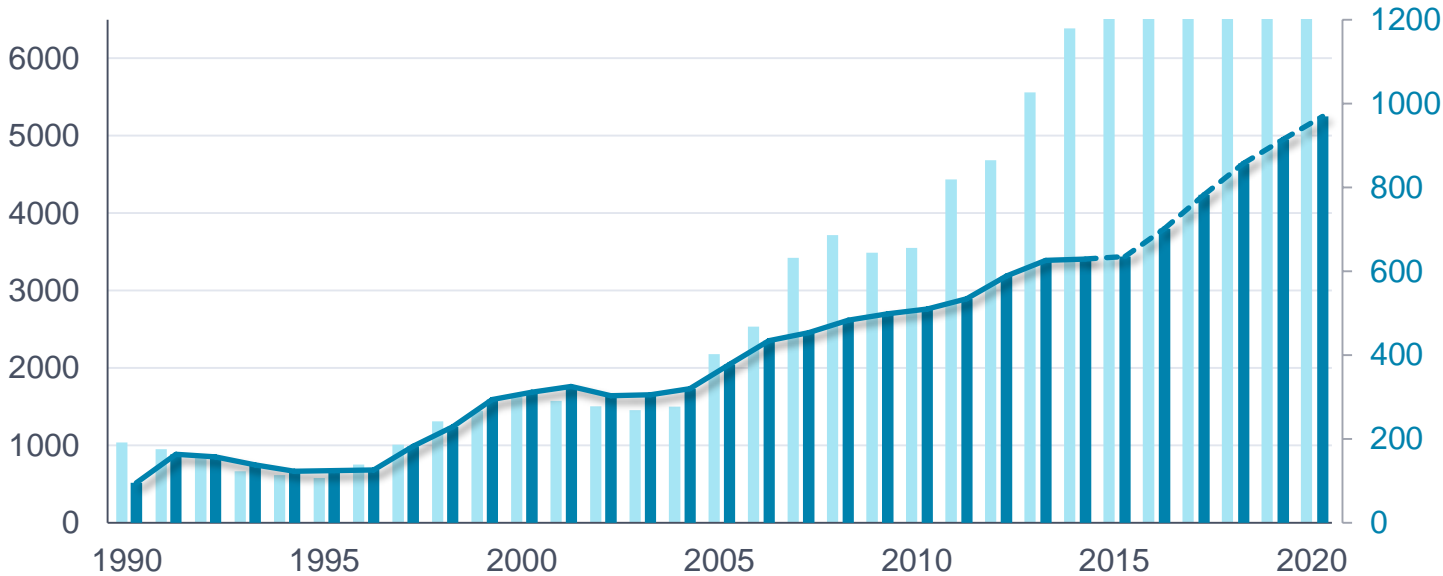
Airbus backlog

Airbus deliveries (scale 1/5 x backlog)

Airbus backlog

**Backlog and
delivery ratio at
7:1 in 2020**

With A320 at rate 60 from mid 2019



A320 Family orders and deliveries

12,411

Orders

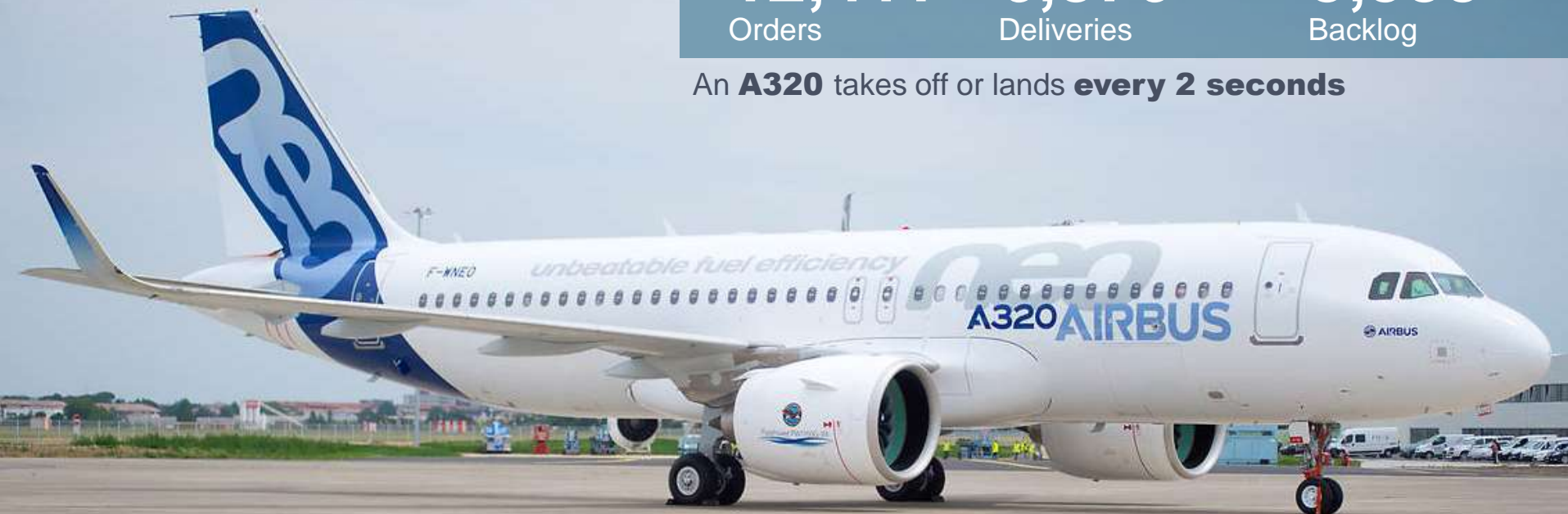
6,876

Deliveries

5,535

Backlog

An **A320** takes off or lands **every 2 seconds**



End 2015

Single Aisle market shares

NEO vs. MAX

A320neo

79

customers



737 MAX

60

customers

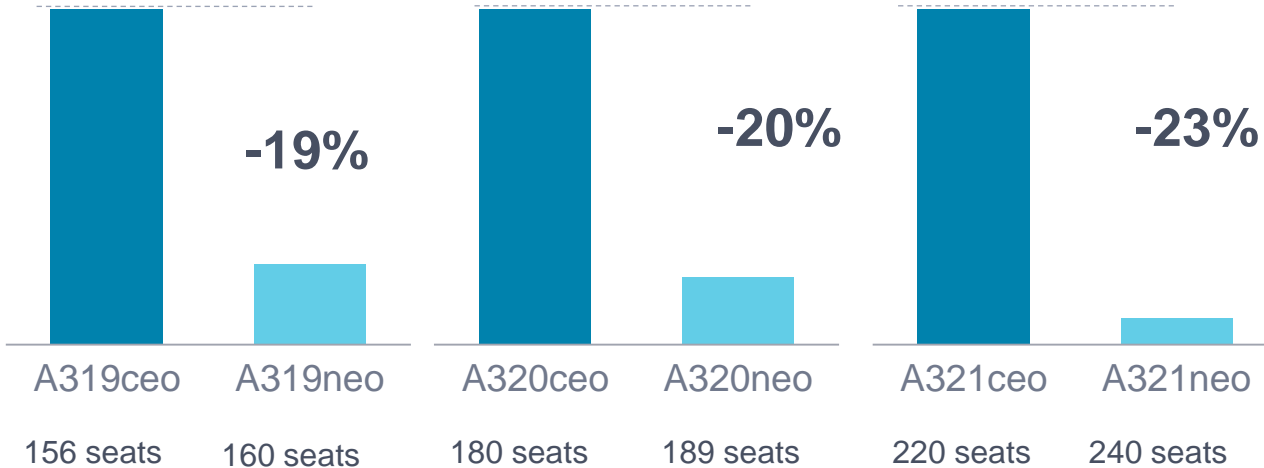
NEO leads MAX

**More orders
from more
customers**

**59% overall
market share
(67% in 2015)**

To end 2015

A320neo fuel burn improvements



NEO fuel efficiency

Fuel burn/seat improvements of up to 23%

2020 delivery standard with PW engines

A320neo: Superior fuel efficiency and cabin comfort



A320neo Marketing



110 aircraft

A321

Over 2,700 orders

**30% lower fuel
burn vs. 757-200**

A321

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**



End 2015



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

777

Orders

15

Deliveries

762

Backlog



end 2015



A350 XWB

**Superior comfort as
recognised by pax
on social media**

18in wide seats

Flat floor

4th generation IFE

Broadband connectivity





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

319

Orders

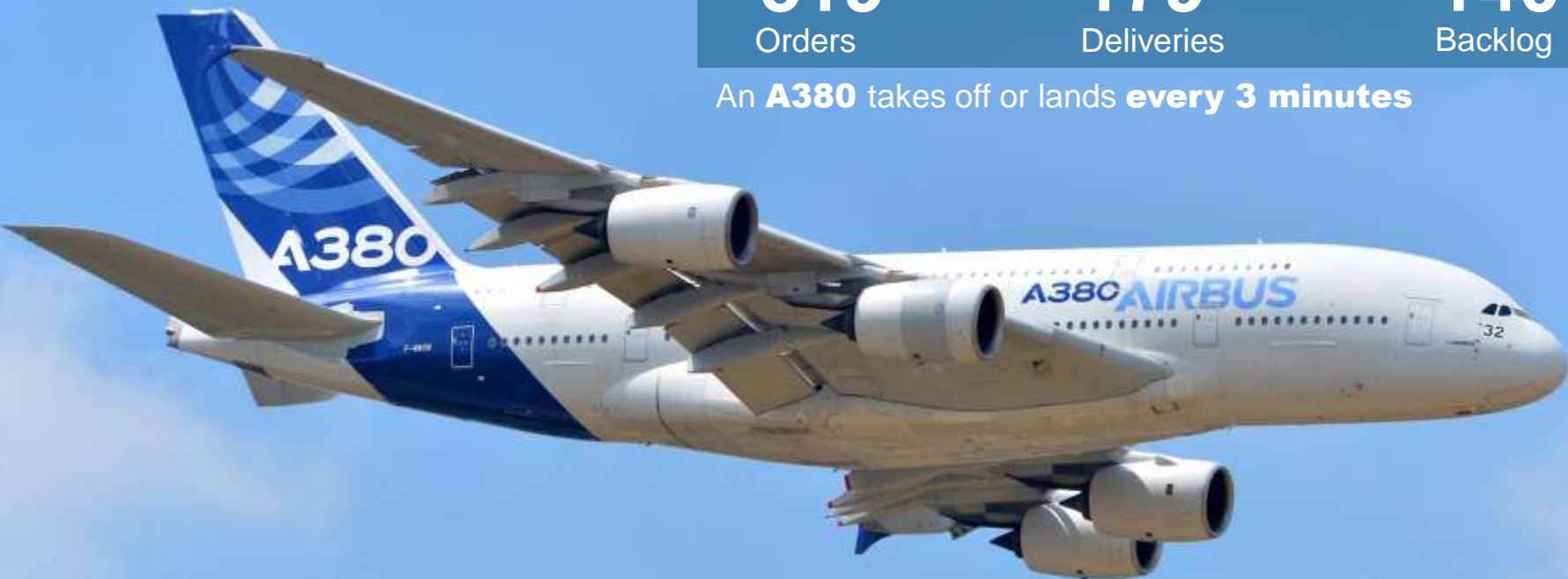
179

Deliveries

140

Backlog

An **A380** takes off or lands **every 3 minutes**



End 2015

A380

100 routes
served

100 million
passengers



At end 2015



A380
Voted best
aircraft type
by Global Traveler readers

Passengers
favour the
A380

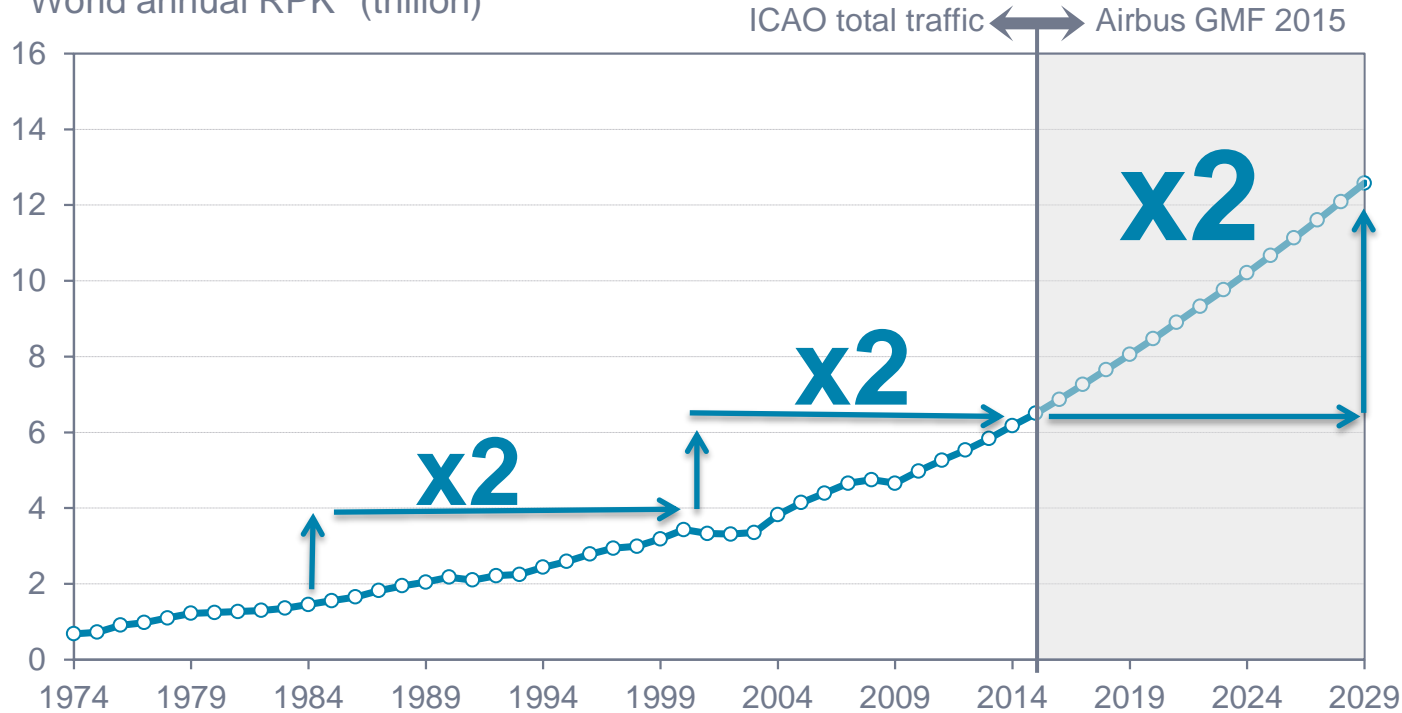
20%
of passengers
are ready to
pay more to fly
on an A380

Independent agency surveying over
2,000 passengers arriving on A380
flights at LHR.



World air traffic growth

World annual RPK* (trillion)



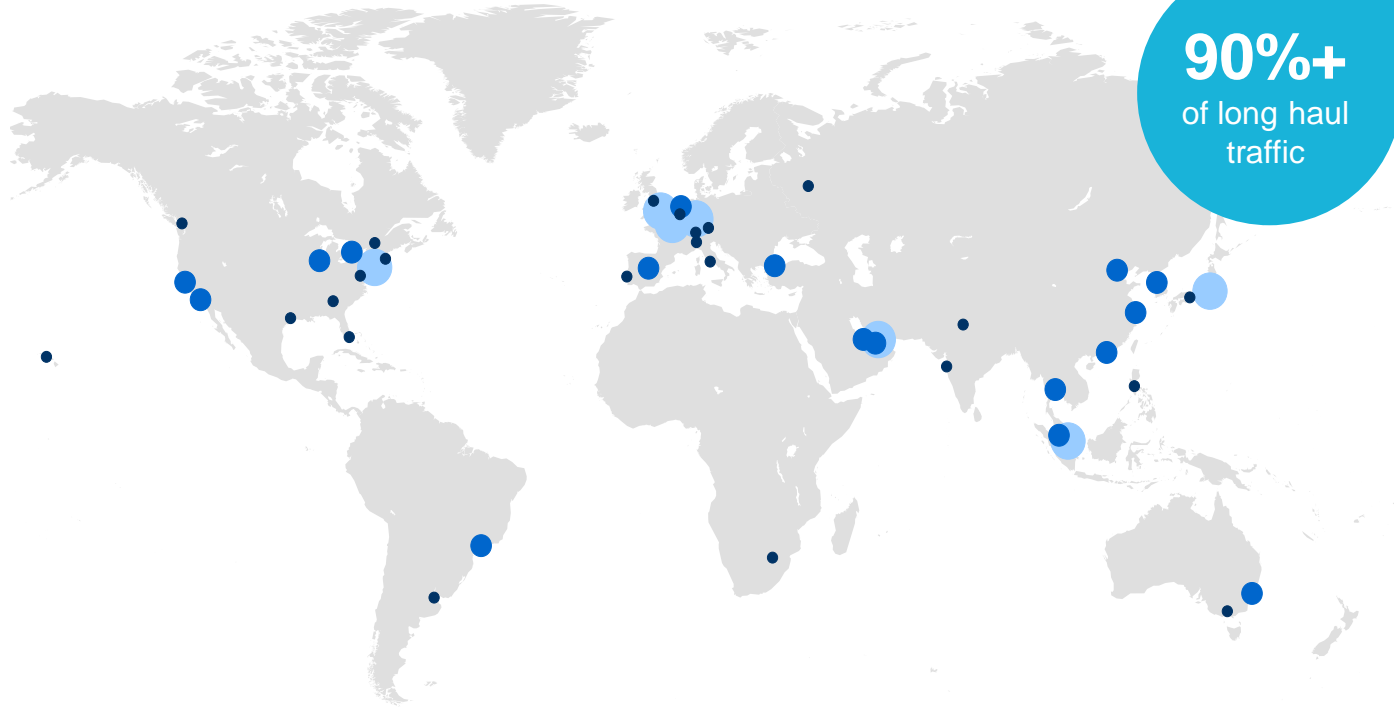
Market

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

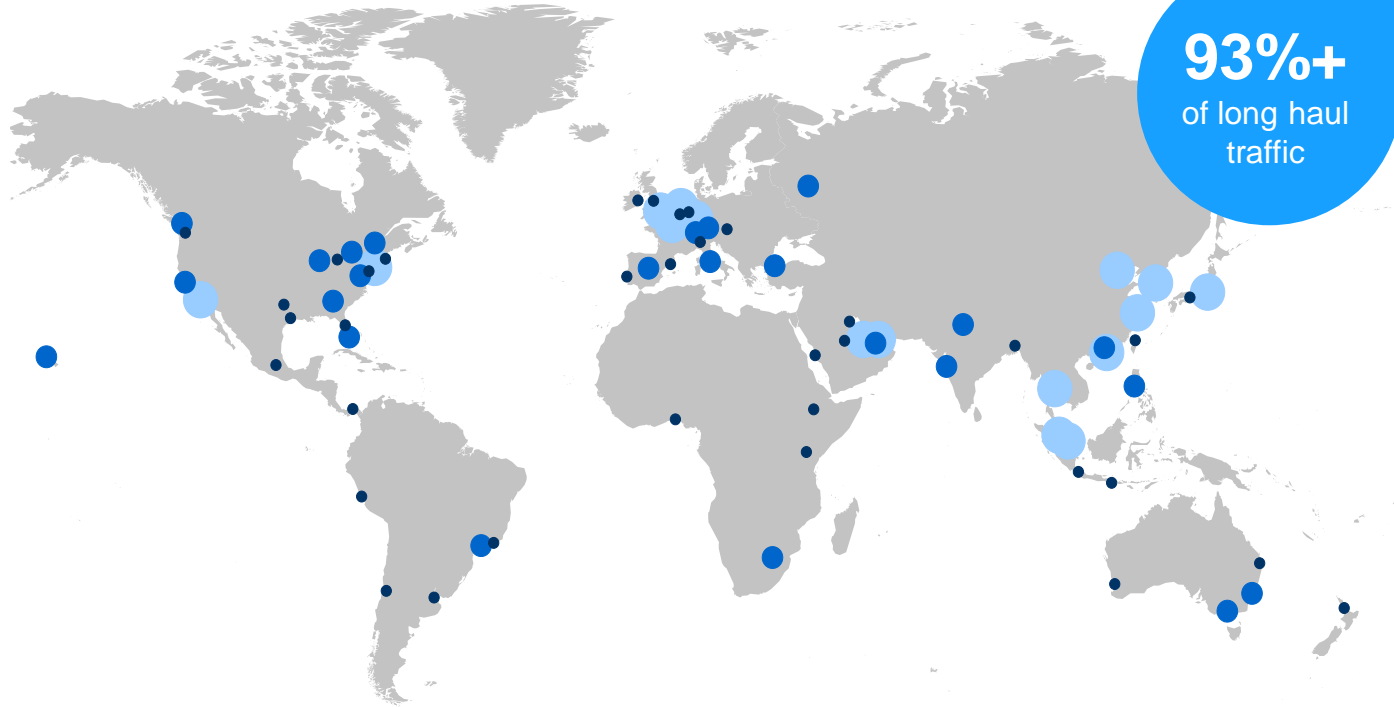
2014

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



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