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Head of A350 XWB Programme

A350 XWB

Program status for REDBURN

Toulouse, 14th October 2014



A350 XWB Firm order status confirming market interest– end September 2014

30 Countries – 3 Alliances – 5 Leasing companies

Europe



Americas



Africa & Middle East



Asia & Pacific



Private Customer

UNDISCLOSED

Leasing Companies



A350 XWB

750 orders from
39 customers

Net orders as end September 2014

A350XWB Programme vision: 2014 is confirmed as the year of Entry-into-Service



Secure Customer expectations

2017 : Secure -1000 EIS

2015 : Secure delivery ramp-up

→ 2014 : Certification ✓ & Entry to service with Qatar

Mid 2013 : Fly at Le Bourget ✓

Product Roadmap
(Technical & Industrial)

Governance & Planning

RSPs Management

Our Team and teams

A350 XWB Firm order status – end September 2014

30 Countries – 3 Alliances – 5 Leasing companies

	A350 -800	A350 -900	A350 -1000		A350 -800	A350 -900	A350 -1000		A350 -800	A350 -900	A350 -1000
Aer Lingus		9		China Airlines		14		SAS		8	
Aeroflot	8	14		CIT		15		Singapore Airlines		70	
Afriqiyah Airways		10		Ethiopian		12		Sri Lankan		4	
Air Asia X		10		Etihad		40	22	Synergy Group		10	
Air Caraibes			3	Finnair		11		TAM		27	
Air China		10		Hawaiian Airlines	6			TAP Air Portugal		12	
AirFrance / KLM		25		Hong Kong Airlines		15		Thai Airways		4	
ALC		20	5	Iberia		8		United Airlines			35
Alafco		12		ILFC / Aercap		20		Vietnam Airlines		10	
American Airlines		22		Japan Airlines		18	13	Yemenia	10		
Asiana Airlines	8	12	10	Kuwait Airways		10		Exec. & Private		1	
AWAS		2		Libyan Airlines		6					
British Airways			18	Lufthansa		25					
Cathay Pacific		20	26	Qatar Airways		43	37				
								Total	32	549	169

A350 XWB

750 orders from
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Net orders as end September 2014

A350-900 Type Certification achieved !



September 30th 2014



to follow shortly

Certification received 14,5 months after the First Flight and 2600 flight hours

MSN001:
14 June 2013



MSN003:
14 Oct 2013



MSN002 & 4:
26 Feb 2014



MSN005:
20 June 2014



Noise campaign in March '14



High Altitude Campaign
La Paz, 13300 ft (Bolivia)



MSN002 at McKinley Climatic Lab in
Florida May 2014



Water ingestion test at Istres
MSN004, May-9th 2014



Warm Trial
Doha – 4th/8th February



MSN002 Early Long Flights
2nd-3rd June-14

2600

Flight Hours

1500

Flight cycles

First A350 XWB passenger flights – a great success

June 2014



A350-900 Early Long Flights & route proving



- Wide and spacious cabin
- Comfortable 18" wide economy class seats
- Big stowage capacity
- Mobile phone / Internet
- IFE screen quality...

Cabin comfort validated

Overall ELF passenger satisfaction:

95%

Flight crew satisfaction: 100%

Cabin crew satisfaction: 87%

A350-900 route proving - 24 JULY TO 13 AUGUST

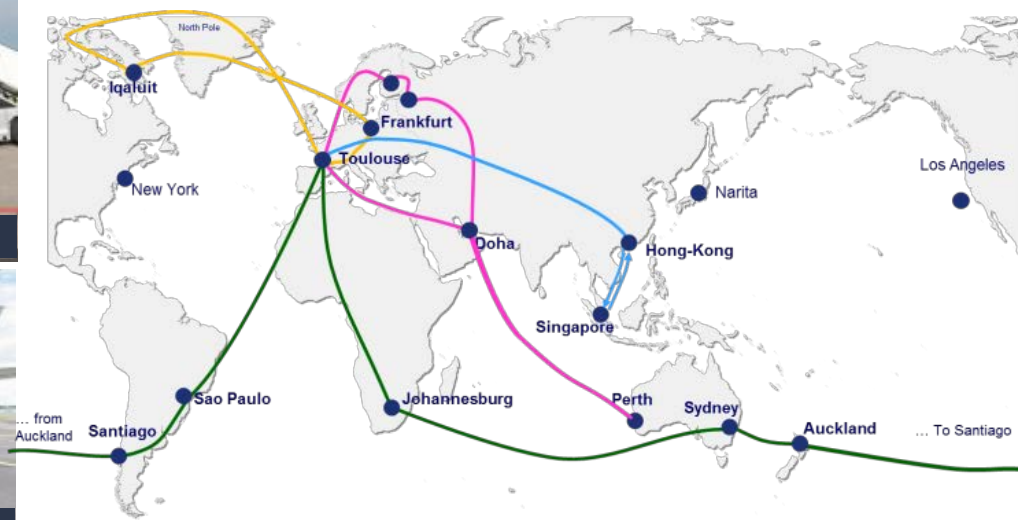


Auckland

On time departure for
20 days

26 flights
>180 FH
14 airports
81,700 nm

100% OR



Moscow



Helsinki



Hong Kong



Singapore



Perth



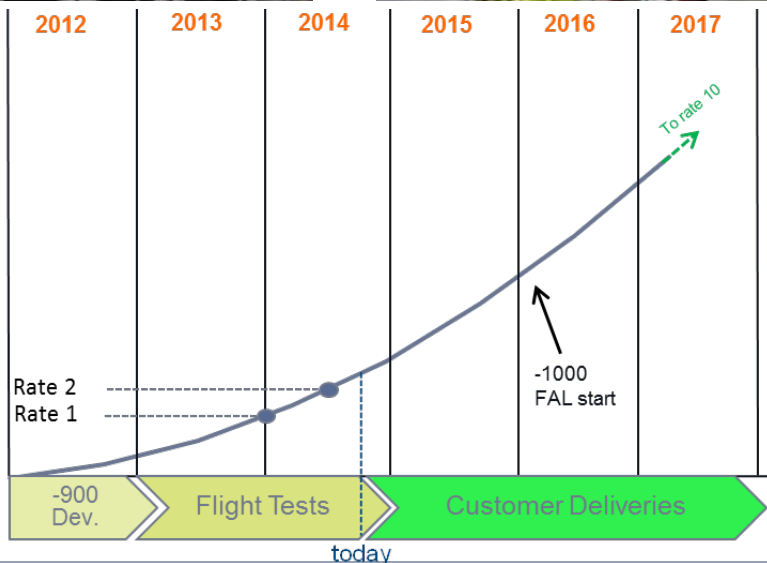
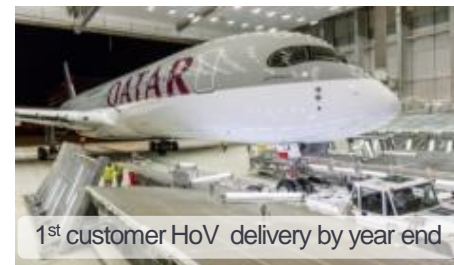
Santiago

Route to EIS: focus on MSN 6 and MSN 7



QTR delivery followed by entry into service confirmed in 2014
MSN 6 in flight line to prepare first flight in October

Steep Ramp Up reality in FAL & pre-FAL according to our commitments and for our customers' satisfaction



Moving from development to customer deliveries

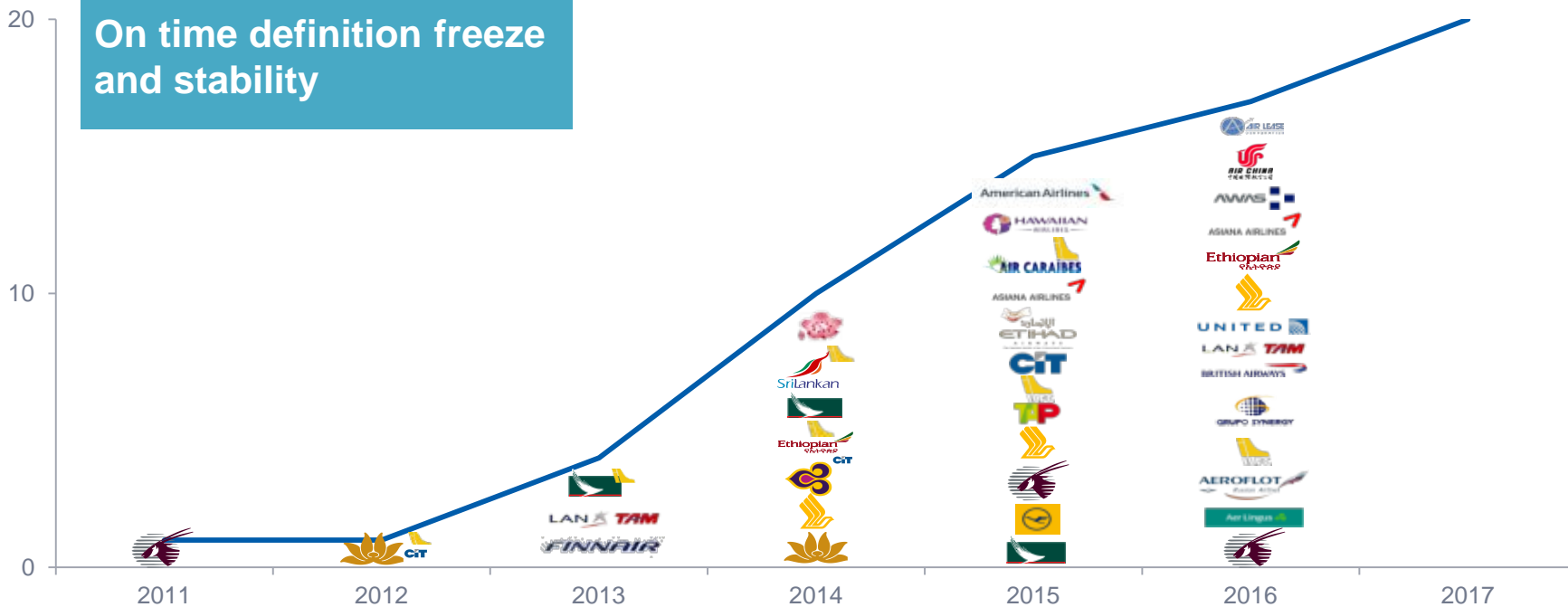
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- 10 customer aircraft progressing in FAL (up to MSN 15 with rate 2)
- Ramp-up materializing in Plants
- Steep ramp-up early 2015
- A350-1000 FAL start early 2016

A350 XWB ramp-up

Key ramp-up enablers

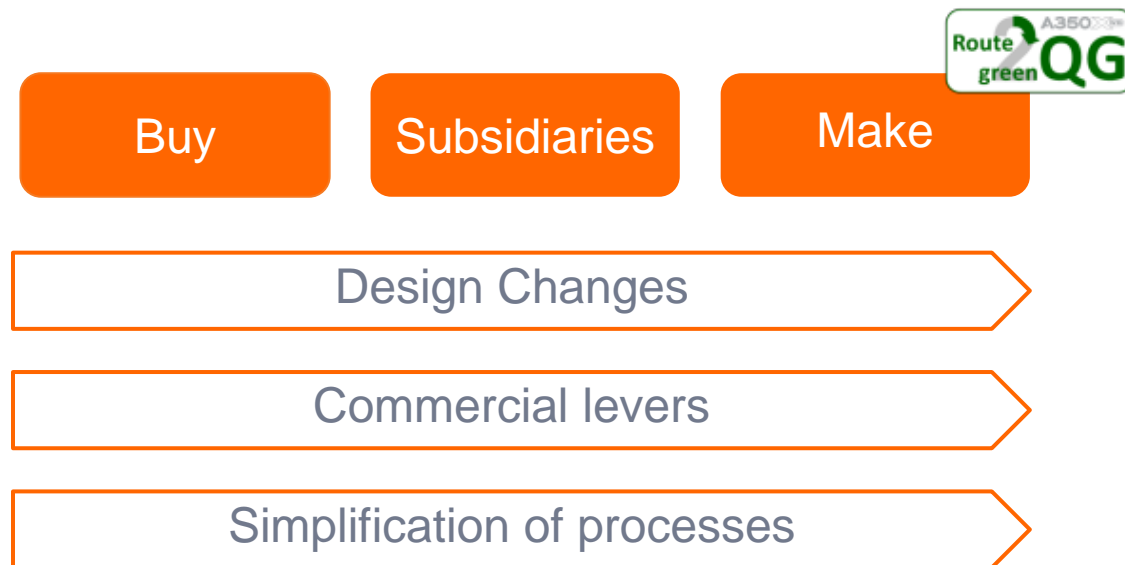
On time definition freeze and stability

HoV Contractual Definition Freeze per year




Control of Costs & competitiveness are key for sustainable success of A350XWB


Dedicated RC convergence project within program organisation



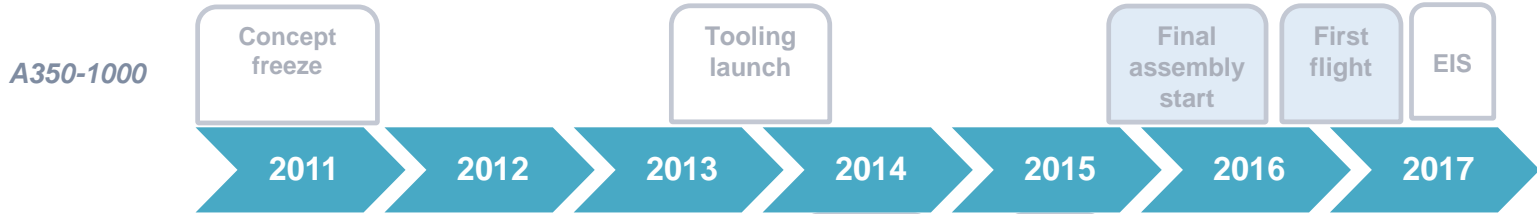
A350-1000 Development status



A350-1000



- A Derivative which benefits from the A350-900 experience
- Production has started
- On track for EIS mid-2017



-1000 Customer success: 169 orders from 9 customers

2014 A350-1000 Main achievements



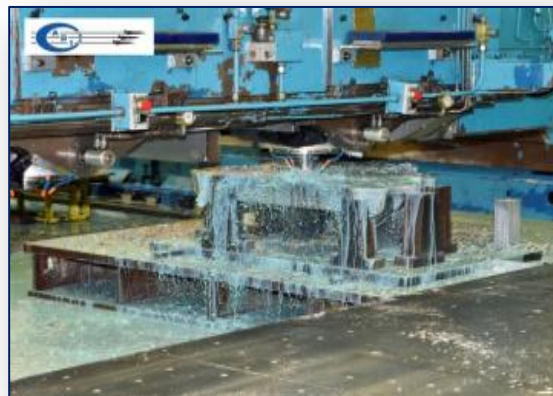
Wing Covers - 1st Ply



Centre Wing Box – 1st Metal cut // 1st Ply



TrentXWB-97 engine ran for first time



1st metal cut of the sidestay - ADI



Stringers positioned in Wing Upper Cover // Stade

A350XWB Priorities

- Confirm **Delivery** followed by **EIS** at the end of year with the highest **Operational Reliability** from the start
- **Ramp Up** gates to be secured with **supply chain**
- **Investing** in a **steep ramp-up** as well as the introduction of the A350-1000 early 2016 in FAL
- Capitalize on the A350 family position and **competitiveness** to **increase market share**

