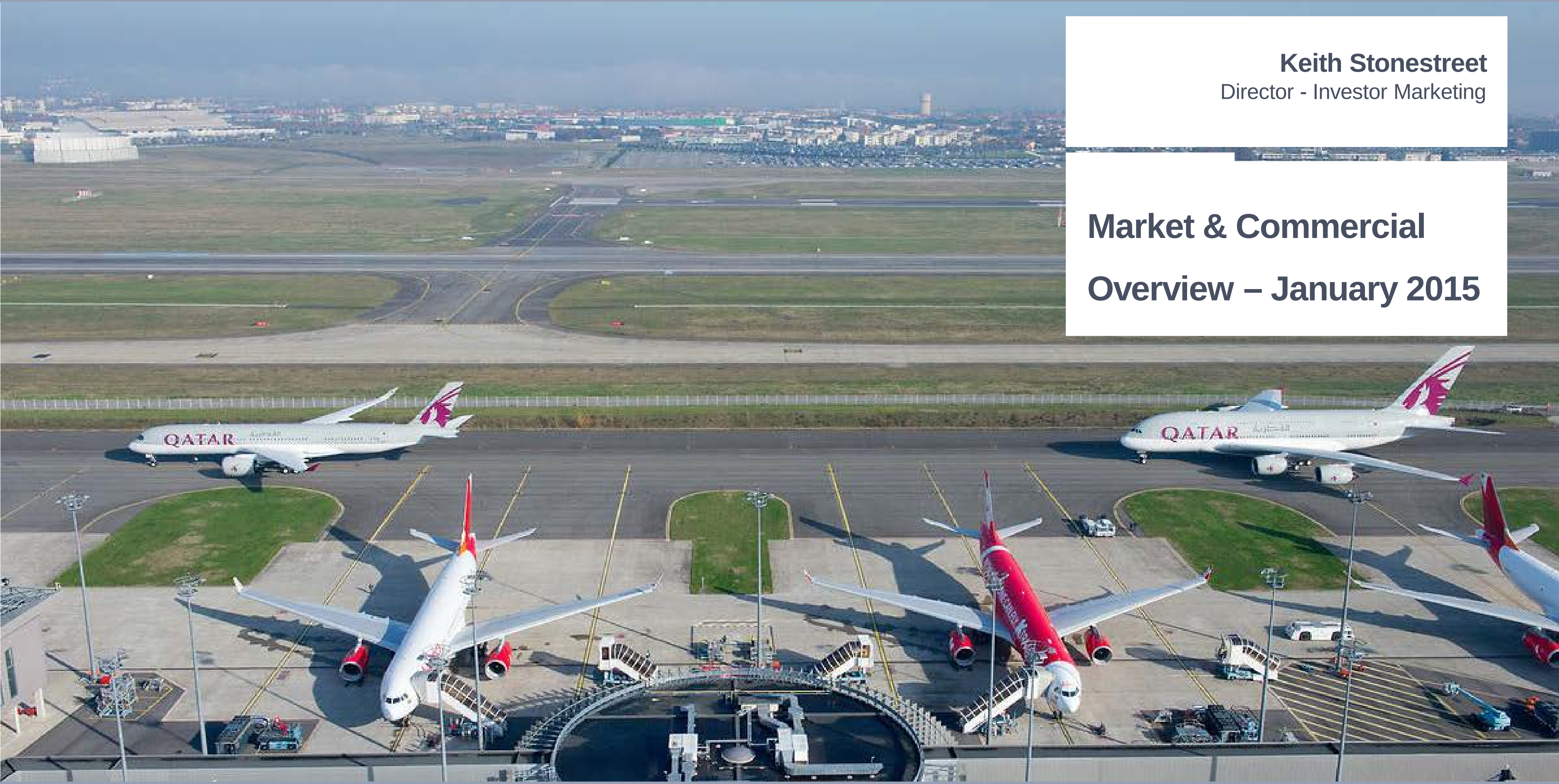
Keith Stonestreet
Director - Investor Marketing

Market & Commercial Overview – January 2015



Aviation drives our economy

58.1m
Jobs supported

51.7m
Tonnes of freight

3.3bn
Passengers

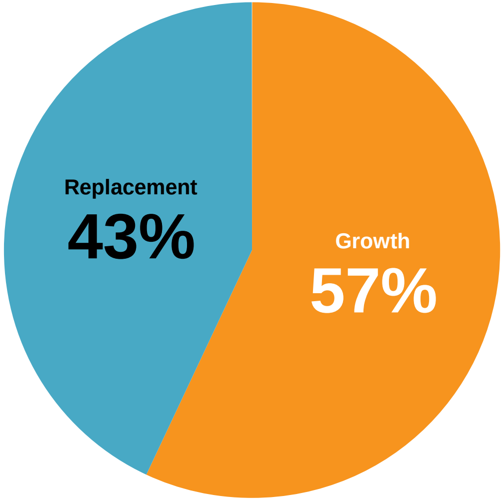
$2.2tr
Global GDP

Future demand will be strongly driven by future growth

Single-Aisle demand

Demand over 20 years

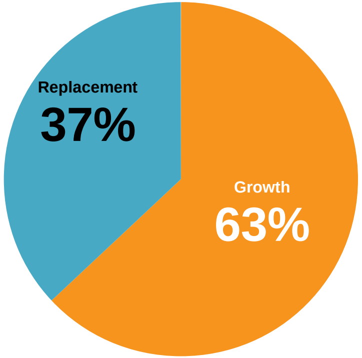
~22,100 units



Wide-body demand

Demand over 20 years

~9,300 units



Source: Airbus GMF2014

Airbus commercial update

Airbus has sold over 15,000 aircraft & delivered over 8,800

A380

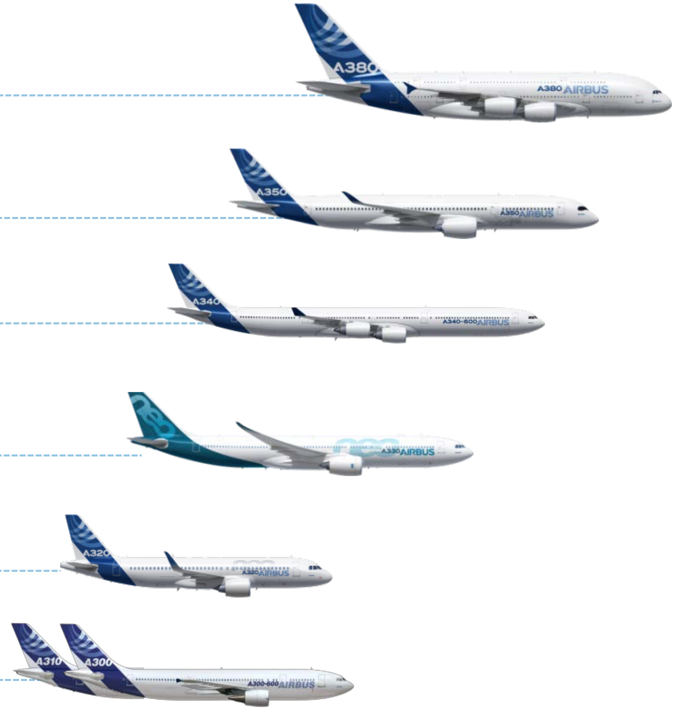
A350 XWB

A340

A330

A320 Family

A300/A310



Orders, deliveries & backlog

15,271 orders
8,885 deliveries
6,386 backlog

13 models
372 customers
400 operators

As at end December, 2014

A300/A310 & A340 no longer in production

Aircraft not to scale

2014 Airbus headlines

1,456 net orders — 2nd best year — (1,503 in 2013)

6,386 aircraft backlog — Industry record — (5,559 end 2013)

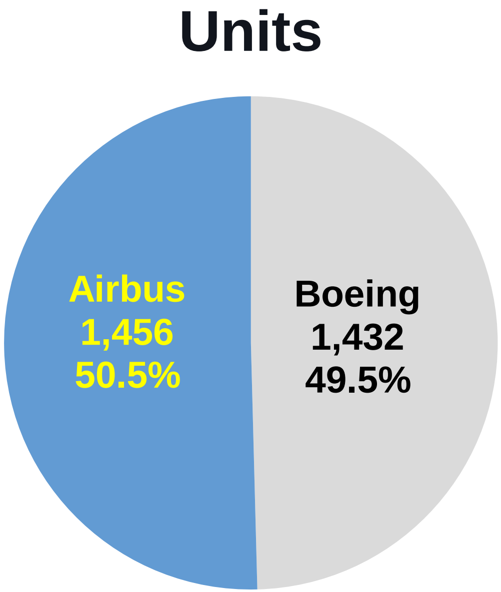
629 aircraft delivered — Airbus record — (626 in 2013)

A landmark year

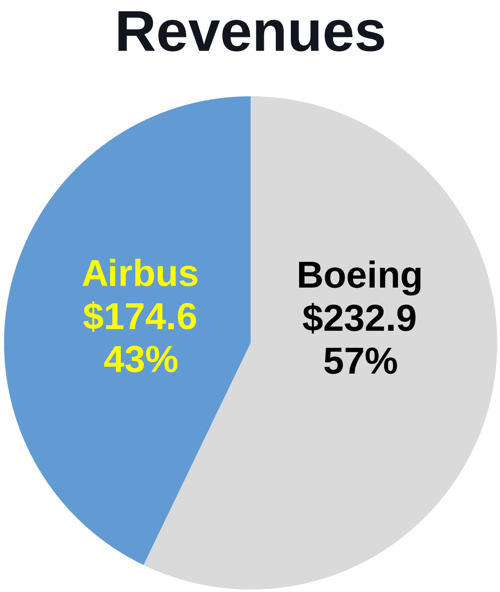
–

Airbus sales total grows to 15,271

2014 net market share



2,888 industry orders

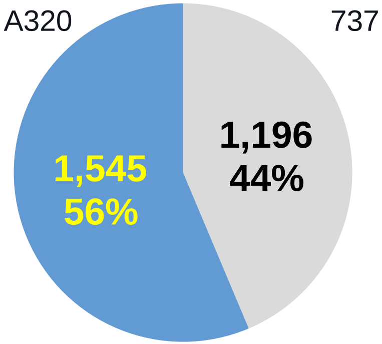


$407.5bn industry

Data to end 2014

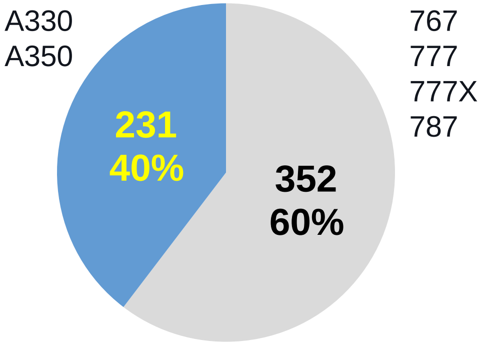
2014 market share by category – gross. 1,796 Airbus orders

Single aisle
2,741 orders



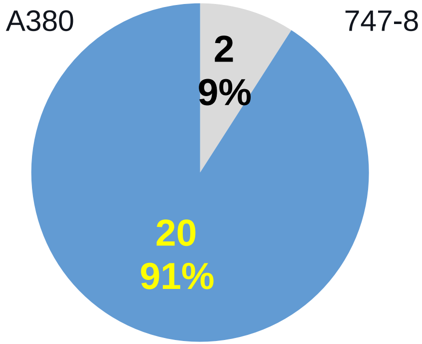
NEO	1,041	54%
MAX	890	46%

Widebody
583 orders



A350	57	47%
787	65	53%

VLA
22 orders

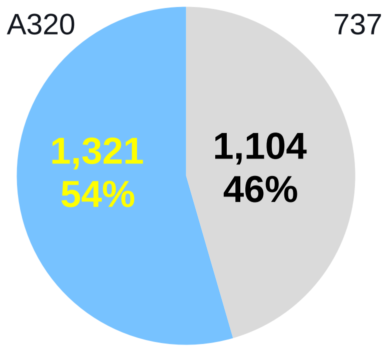


A380 pax	20	100%
747-8 pax	0	

Data to end 2014

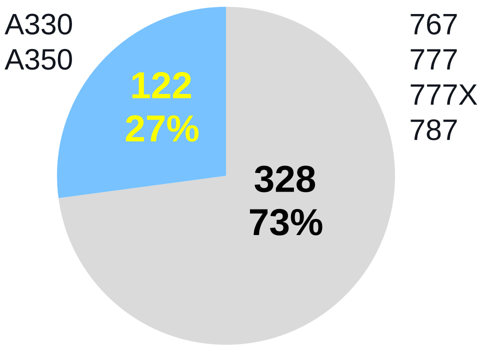
2014 market share by category – net. 1,456 Airbus orders

Single aisle
2,425 orders



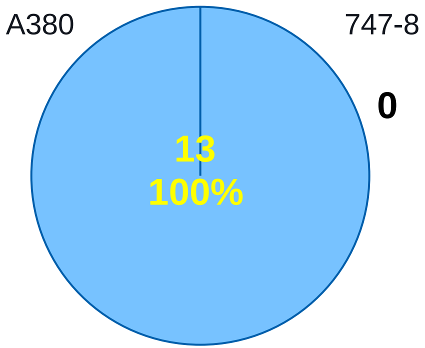
NEO	1,011	53%
MAX	890	47%

Widebody
450 orders



A350	-32	
787	41	100%

VLA
13 orders



A380 pax	13	100%
747-8 pax	0	

Data to end 2014

Airbus order backlog

A320	1,508
A320neo	3,621
A330	313
A350 XWB	779
A380	165

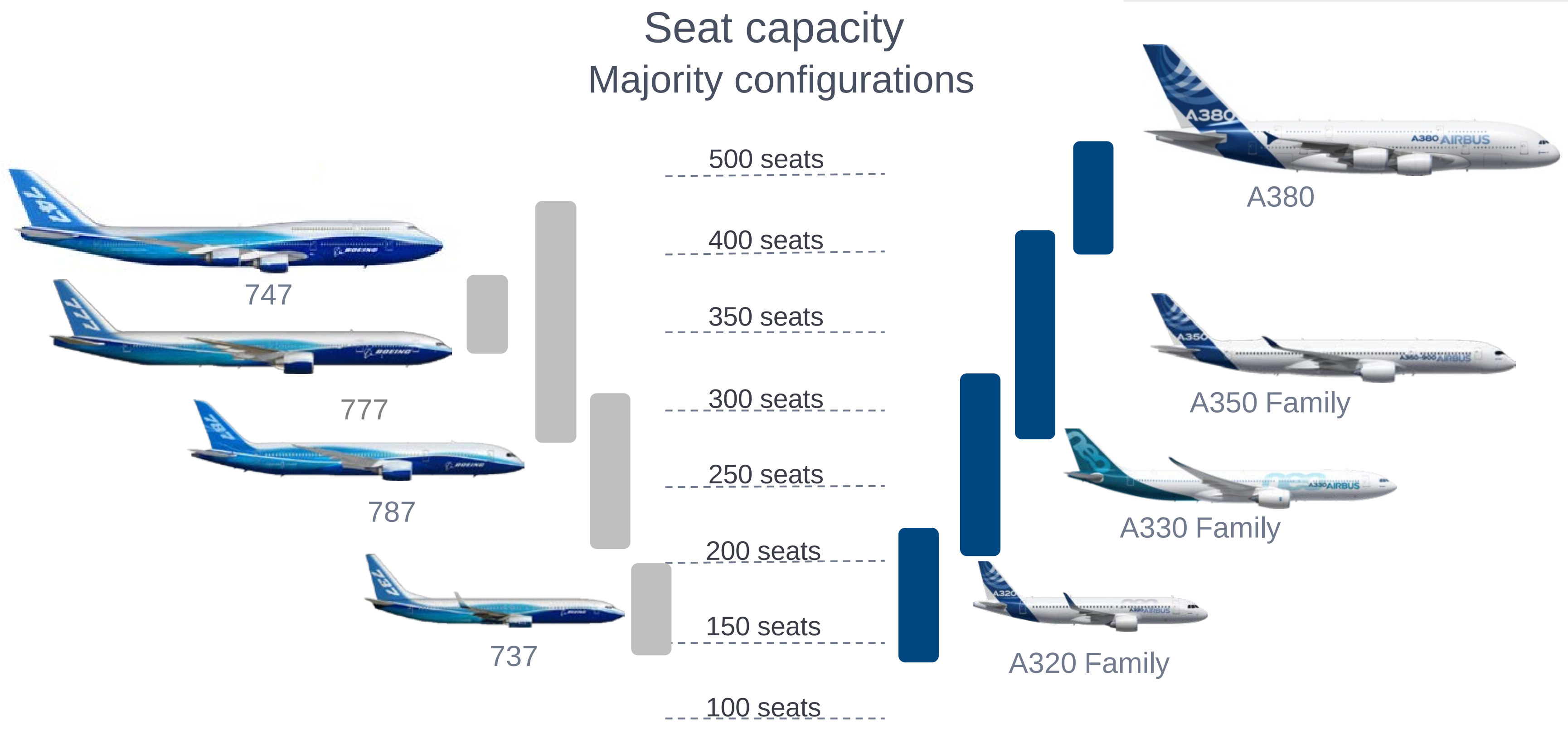
6,386

Total order backlog

To end December 2014

Airbus product review

Airbus: The most complete, far-sighted product line



1,545 A320 Family orders (gross) in 2014. (504 A320ceo, 1,041 A320neo)

11,514
Orders

6,385
Deliveries

5,129
Backlog

A320
–

2.5 million passengers a day

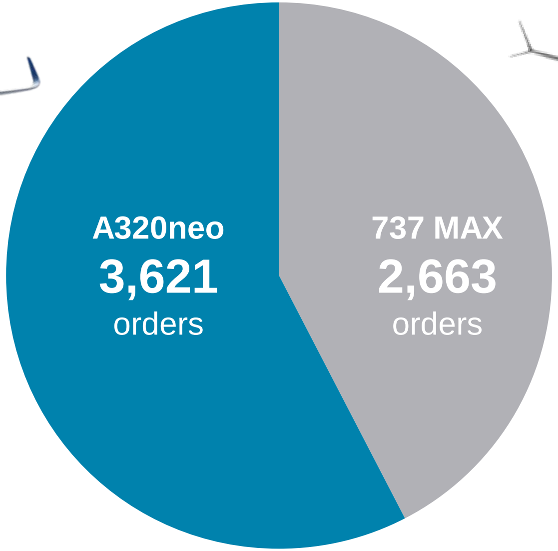
Well-defined A320 Family product strategy

A320 strategy
–
Building on success

NEO leads MAX in orders and customers

70

Customers



55

Customers

A320 Family

–

58%

prefer
A320neo

Data to end December 2014

Source- Airbus Orders & Deliveries, Boeing.com

A320neo Programme is on track

Industrial Launch	End of concept	End of Design	FAL Start	First Flight	Entry Into Service
Q4 2010	Q2 2012	Q2 2013	Q2 2014	Q4 2014	Q4 2015

Concept | **Integration & Qualification**

AIRBUS

The NEO is constantly improving

2015 - 15% lower fuel burn than CEO

2015 ~ 3% lower fuel/seat due to Increased Cabin Efficiency

2019 - 2% lower fuel burn due to PW Advantage

2020 - 20% lower fuel burn per seat

Continuous Innovation

–

Seat-count increase and engine improvements

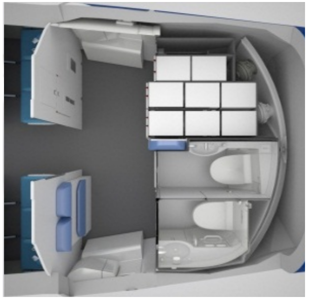
Enablers for Increased Cabin Efficiency

Revenue enhancement

–

Benefits both 2-Class and High Density configurations

Slim-line seats



Space-Flex

New rear galley configuration

Smart-Lav

New lavatory design

Increased exit limit

A321neo ACF new door configuration

AIRBUS

More seats with equivalent comfort level thanks to innovation

High Density*

145
156

+10%
+3%

160

180

+ 5%

189

ACF**

220

+ 9%

240

High Density

–

160
on A319

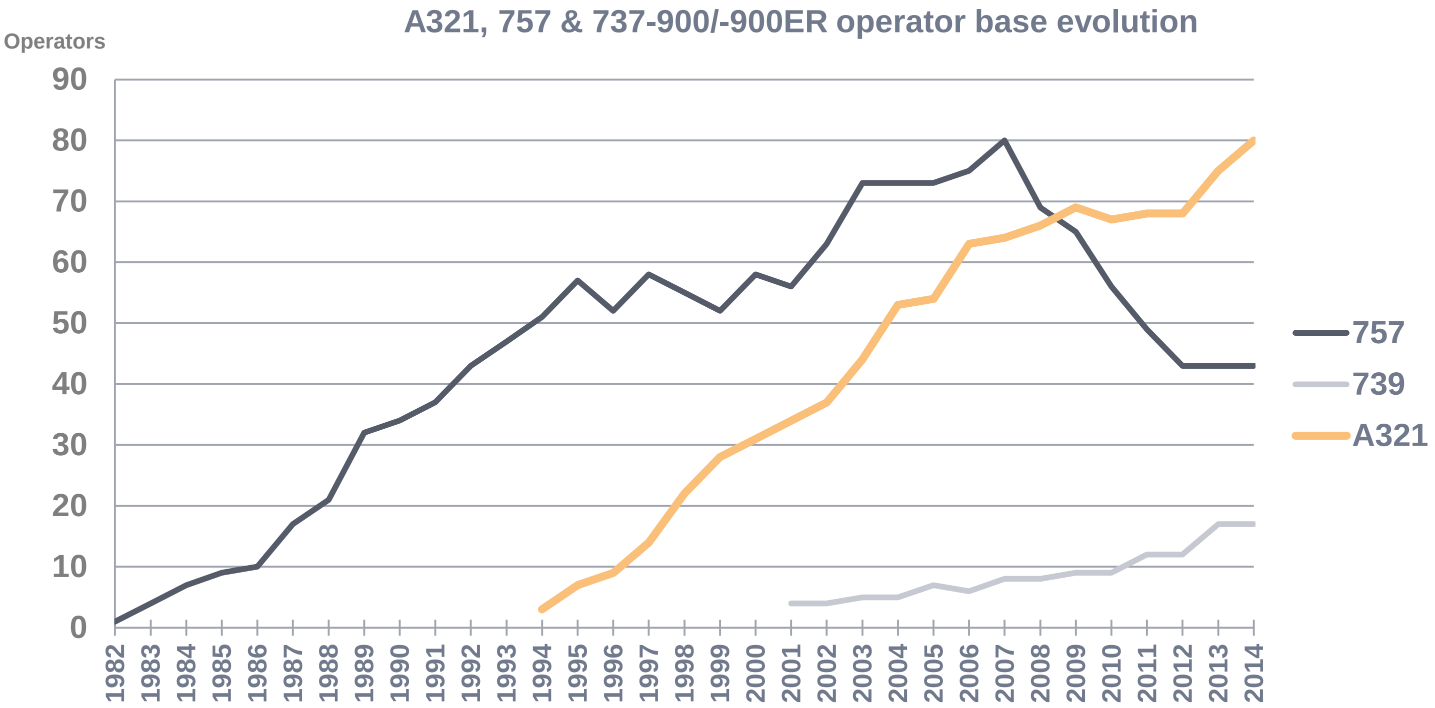
189
on A320

240
on A321neo

* Embodying I.C.E

** Airbus Cabin Flex

A321 has a significantly larger operator base than its competitors



A321 market leader –

Operators

2 x 757

5 x 737-900/-900ER

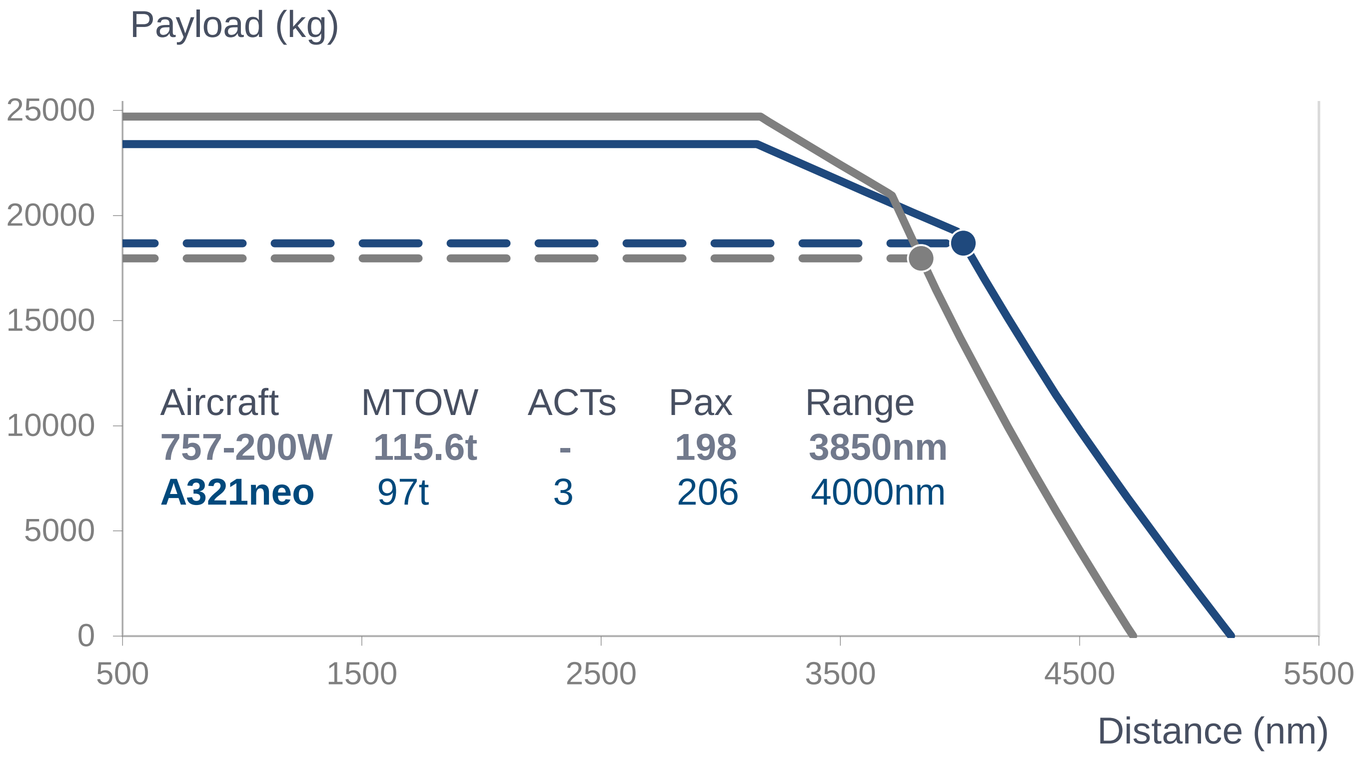
Growing A321 operator base now matches peak of 757 operators

Identified commercial passenger operators with aircraft in-service. Includes A321ceo, 757-200/-300, 737-900/-900ER

Data as at end each year; end Oct. for 2014

AIRBUS

A321will be able to fly further than a 757-200W



Aircraft	MTOW	ACTs	Pax	Range
757-200W	**115.6t**	**-**	**198**	**3850nm**
A321neo	97t	3	206	4000nm

A321 97t MTOW
–

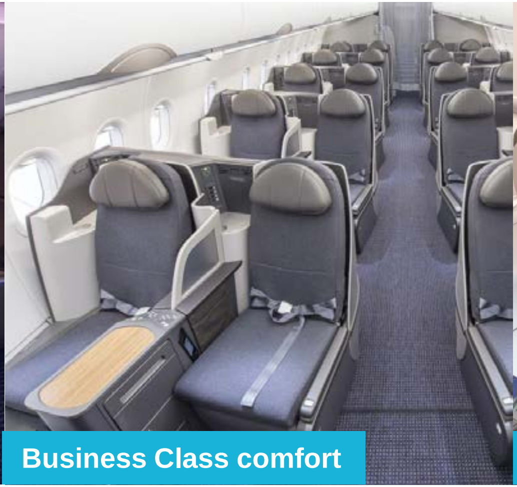
More range than a 757-200W

Typical airlines rules
A321 2-cl 206 pax with PW Advantage
757-200W 2-cl 198 pax, used with 3% fuel mark-up

A321 is already operated with long-haul comfort by airlines

Image copyright: American Airlines

Fully lie-flat First Class



Business Class comfort

18”-wide Main Cabin seats

The widest single-aisle cabin

–

Higher comfort for transconti-nental routes

American Airlines

- AVOD IFE in every seat (15.4” and 8.9” HD screens)
- Wi-Fi connectivity
- In-seat power (110V and USB) in all classes

*A321T designates the Transcontinental AAL A321

AIRBUS

Airbus widebody family matches market needs

A380 Family
Above 500 seats

Long Haul trunk routes

A350 XWB
*From 280 to 370 seats**

Long Haul primary and developing routes

A330 Family
*From 250 to 300 seats**

Regional and Medium Long Haul routes

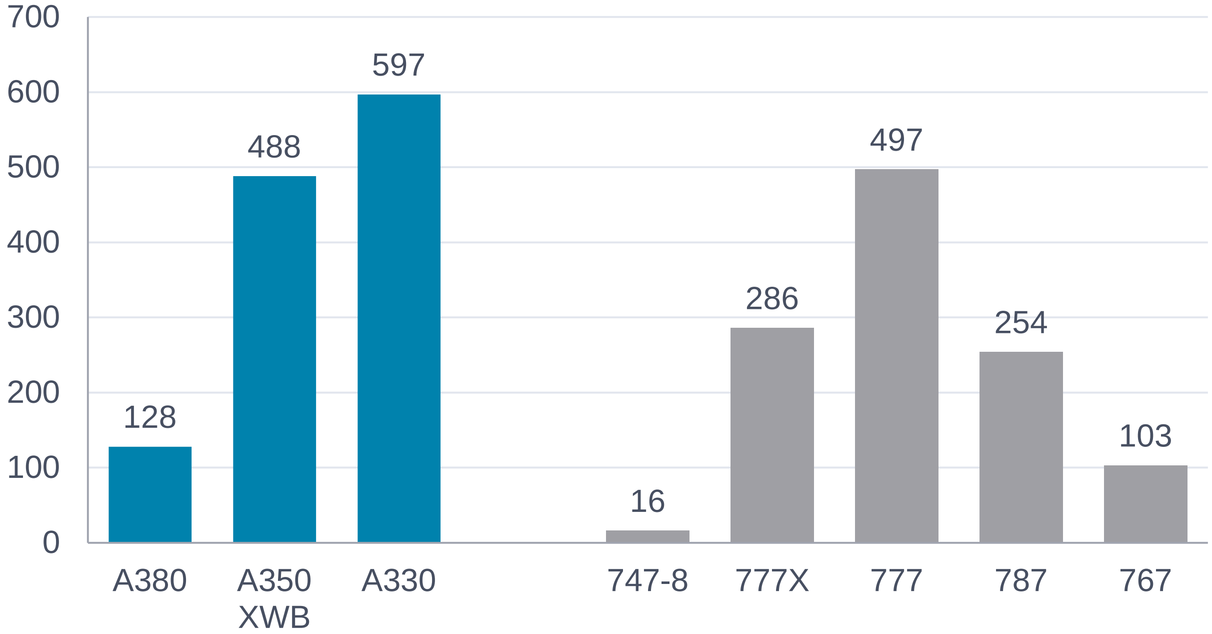
Airbus widebodies
–

Different markets with different needs and different economic drivers

*2 class long range layouts

A dynamic wide-body market

Net passenger and freighter wide-body orders since 2008



1213 net orders

1156 net orders

Since 2008

–

Airbus has sold more widebody aircraft than the competition

Net orders from January 2008

to December 2014

174 A330ceo/neo orders (gross) in 2014. (54 A330ceo, 120 A330neo)

1,467 Orders

1,154 Deliveries

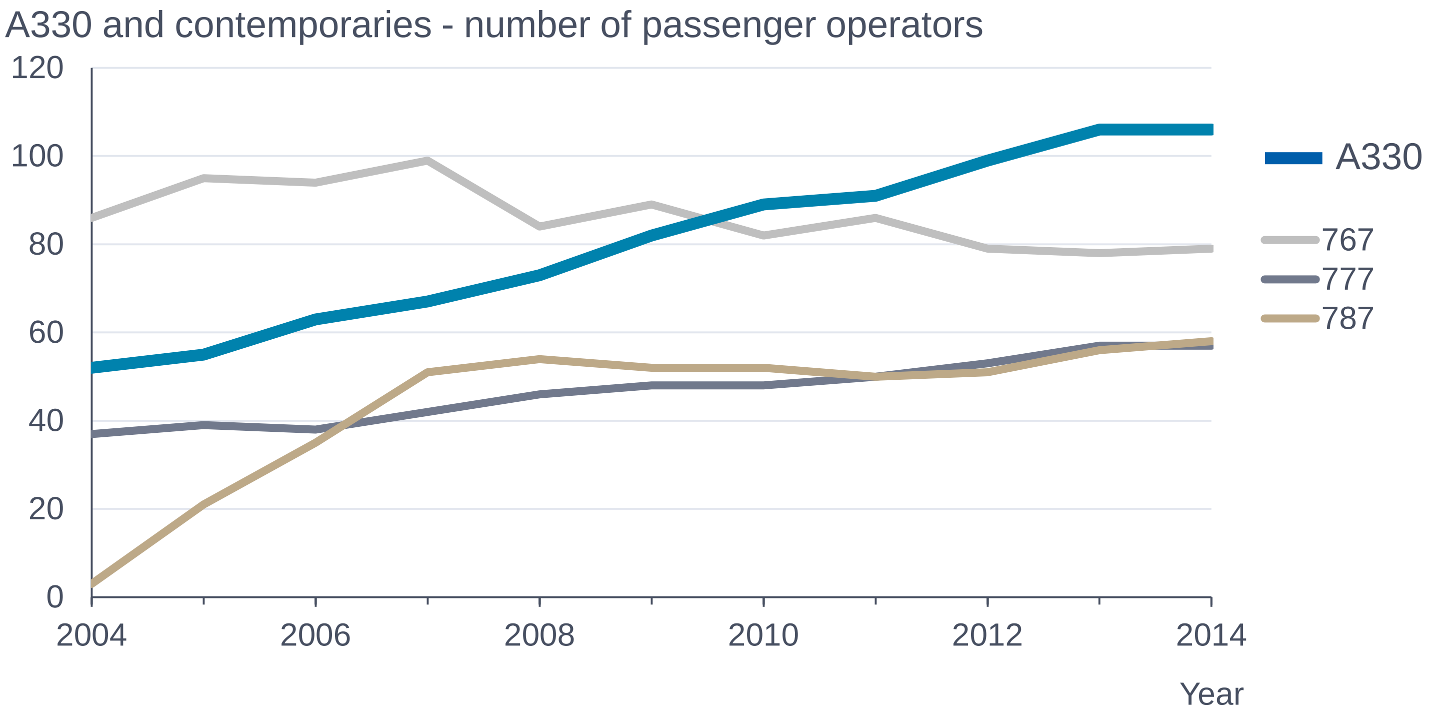
313 Backlog

A330

–

106 Operators worldwide

A330…the world's favourite widebody



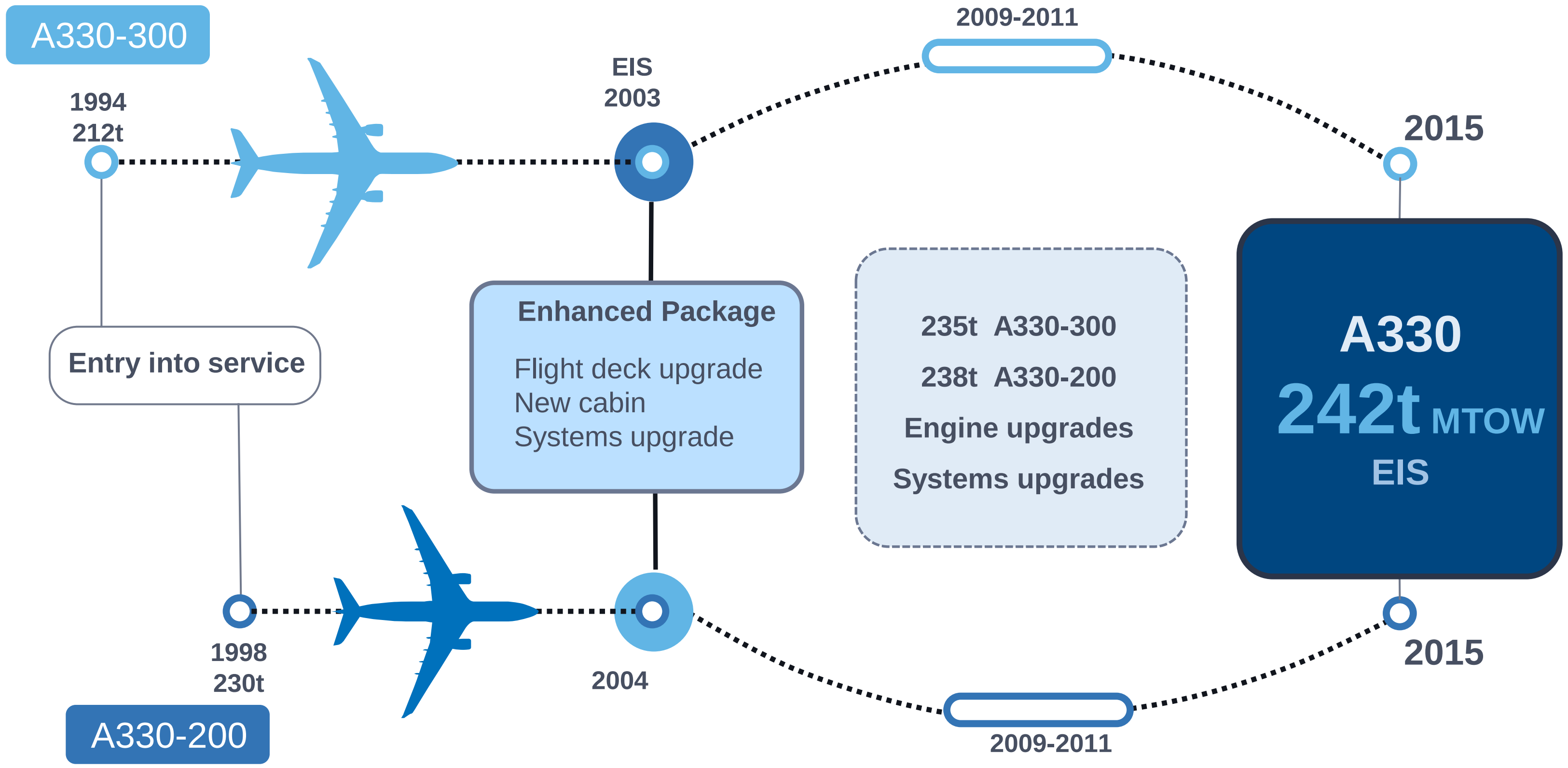
Market success –

Only widebody ever to exceed **100** operators

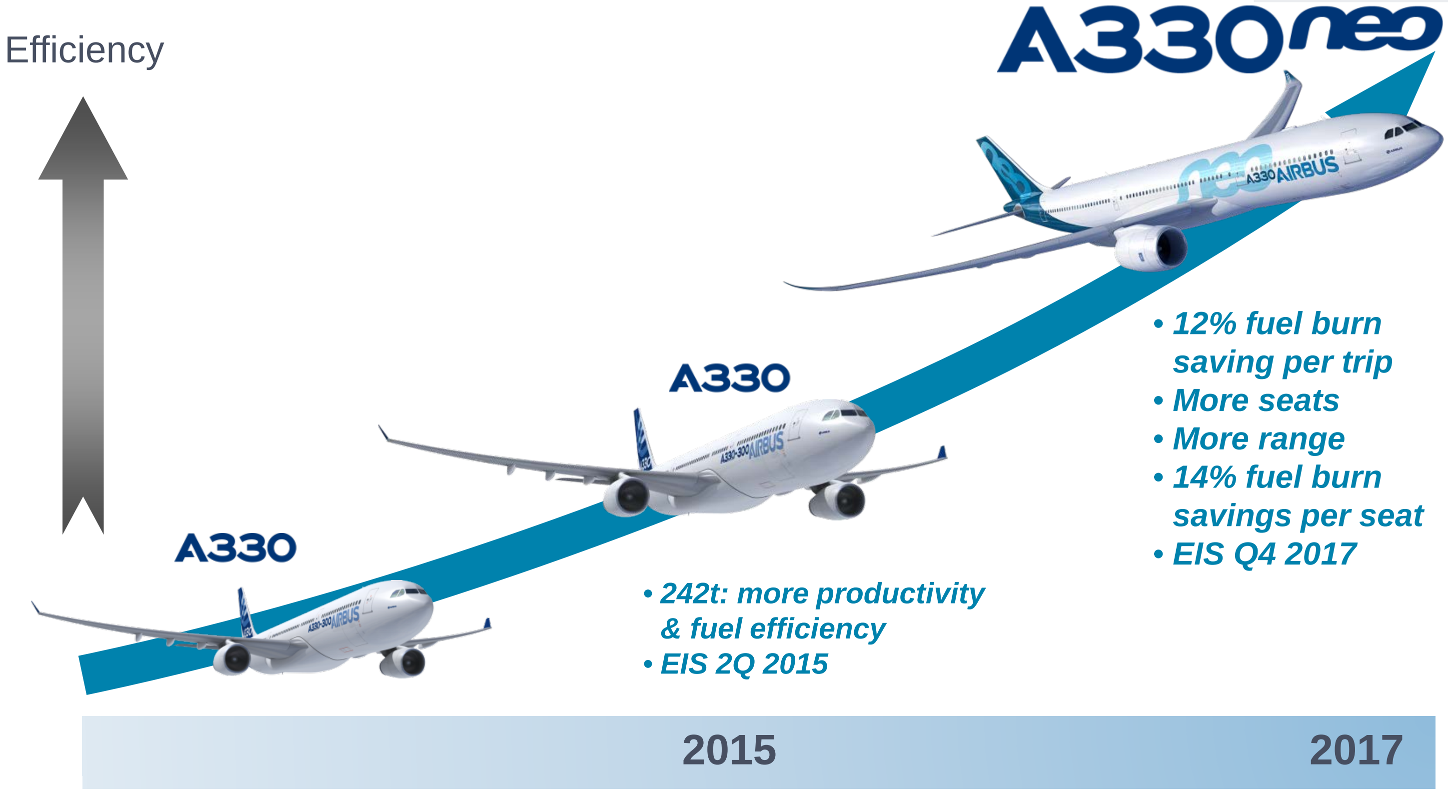
Continued market potential

787 customers, not operators

A330: continuous evolution and improvement



Well-defined Airbus A330 Family product strategy



A330 development –

Matching market needs

Ensuring program continuity

A330neo - Powering into the future

Aerodynamic improvements

- New A350 XWB style sharklets
- Span extension
- Aerodynamic re-optimisation

Cabin developments

- Cabin efficiency enablers (target: up to +10 seats)
- Cabin modernisation

A330neo
–

A330 reliability

14% lower fuel burn per seat

EIS Q4 2017

New Generation Engine

- Increased fan size (112”)
- 10% lower SFC
- Latest Trent Generation
- Low risk and maturity from in-service experience

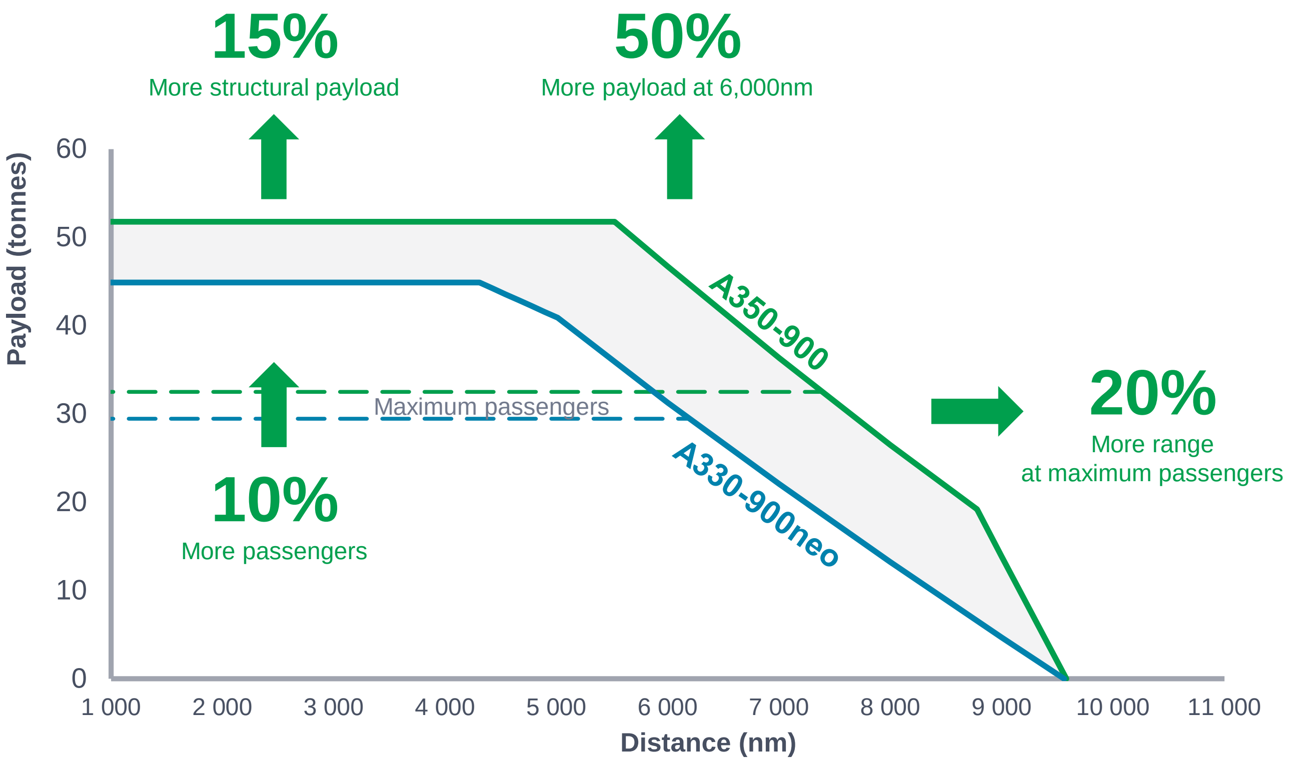
Commonality

- 95% spares commonality with A330
- Same type rating with A330
- Common type rating with A350 XWB

A330neo Programme timeline

A330neo & A350 XWB serve different market requirements

A330-900neo & A350-900 comparative Payload-Range



A330neo & A350 XWB
–

Addressing different payload/range requirements

2-class layouts (36 J-Class) :
A330-900neo at 310 seats
A350-900 at 342 seats

A330-900neo & A350-900: The winning combination for Delta Air Lines

A350-900

- Successful on-time certification
- 10% larger than 787-9
  - More revenue on growing Pacific routes

A330-900neo

- 14% lower fuel/seat than A330ceo
  - Delta's most profitable aircraft
- A330 is #1 on Trans-Atlantic today

The only solution – optimized for trans-Atlantic and trans-Pacific Markets

The only solution – maintaining 18" economy class seats

The only solution – offering capacity flexibility

57 new A350 XWB orders in 2014

780 firm orders

40 customers

779 backlog

A350 XWB

Certified and in-service

A350 XWB – eco-efficient by design

Advanced high speed aerodynamics

- Reduced fuel burn & CO2 emissions

Latest generation engine technology

- Lowest SFC & CO_2 emissions
- Reduced NOx, HC, CO & smoke emissions

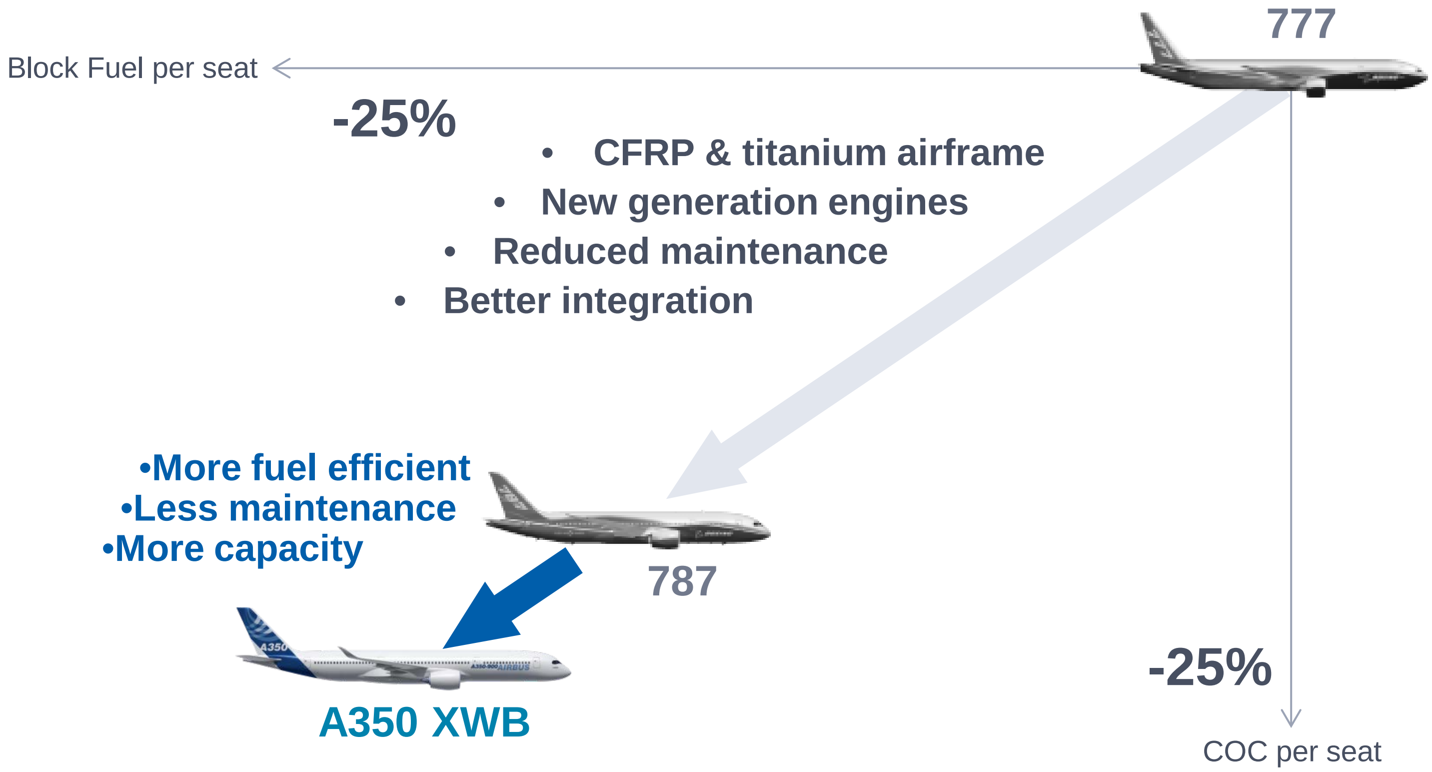
Avionics functions for eco-efficient operations

- Reduced noise & emissions

Advanced materials and 4-panel structural concept

- Lower weight , lower fuel burn
- Lower CO_2 emissions

A350 XWB – a step reduction in operating costs



A350 XWB –

A generation beyond 777
A step ahead of the 787

A350-900 vs. 787-9 vs. 777-200ER shown

A350 XWB – Greater revenue potential

A350-900 vs. 787-9:

35

extra seats

A350-900 vs. 787-9

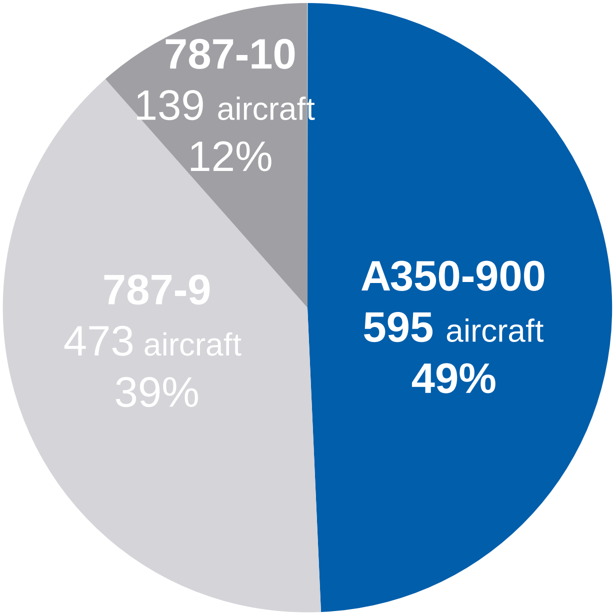
–

Over **10%** additional revenue potential

AIRBUS

A350-900 is the preferred 300-seater

300-seater firm sales end December 2014



The aircraft of choice

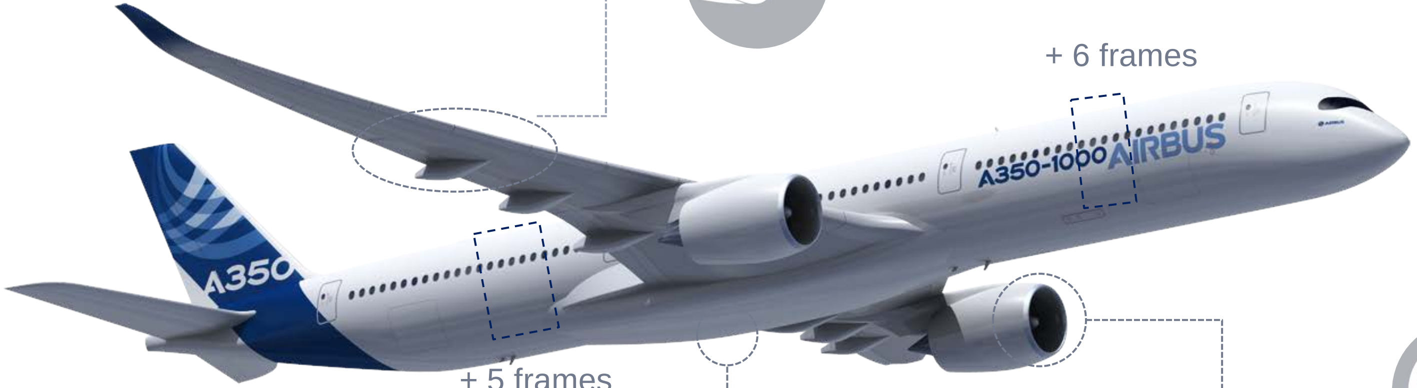
–

49%

market share

Sources: Boeing , Airbus

A350-1000 derived from -900



Revised wing trailing edge

Lower approach speed

+ 6 frames

+ 5 frames

Commonality

–

Maximized between -900 & -1000

Higher thrust engine

Trent XWB
97,000 lb thrust

Optimised thrust

Main Landing Gear

6 wheel bogie
1 frame longer MLG bay

Reduced pavement loading constraints

MLG: Main Landing Gear

A350-1000 is lighter than the 777-300ER & 777-9

777-9X

777-300ER
175t OWE

A350-1000
155t OWE

777-300ER ➡ 777-9
5th derivative

- 4-frame stretch
- Frame sculpting
- Bigger wing featuring folding wingtips
- Engine upsize

Clean sheet design

A350-1000 –

777-300ER: 20t heavier – same capacity

777-9: 35t heavier – only 35 more seats

A380 operates on 94 routes, serving 44 destinations

317 Orders

152 Deliveries

165 Backlog

A380 operations

75 million passengers have enjoyed the A380 experience.

An A380 takeoff or landing every 4 minutes

At end 2014

The A380 in service

oneworld		Star Alliance		SkyTeam	
British Airways	8	Asiana Airlines	6	Air France	10
Qantas	12	Thai	2	China Southern	5
Qatar Airways	4	Lufthansa	12	Korean Air	10
Malaysia Airlines	6	Singapore Airlines	19		

30 Aircraft in service

oneworld

39 Aircraft in service

STAR ALLIANCE

25 Aircraft in service

SKYTEAM

Emirates 52

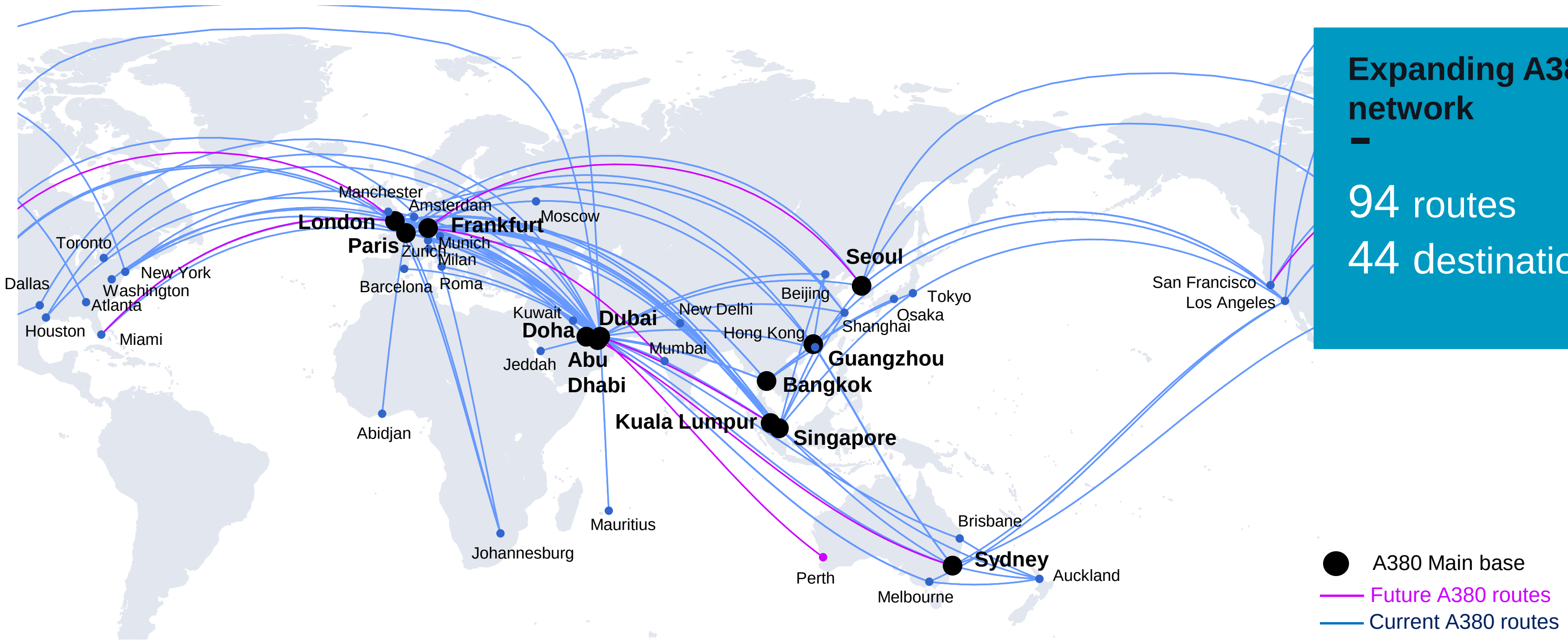
Etihad Airways 1

152 Aircraft in service

At end of December 2014

AIRBUS

A380 Network



Expanding A380 network

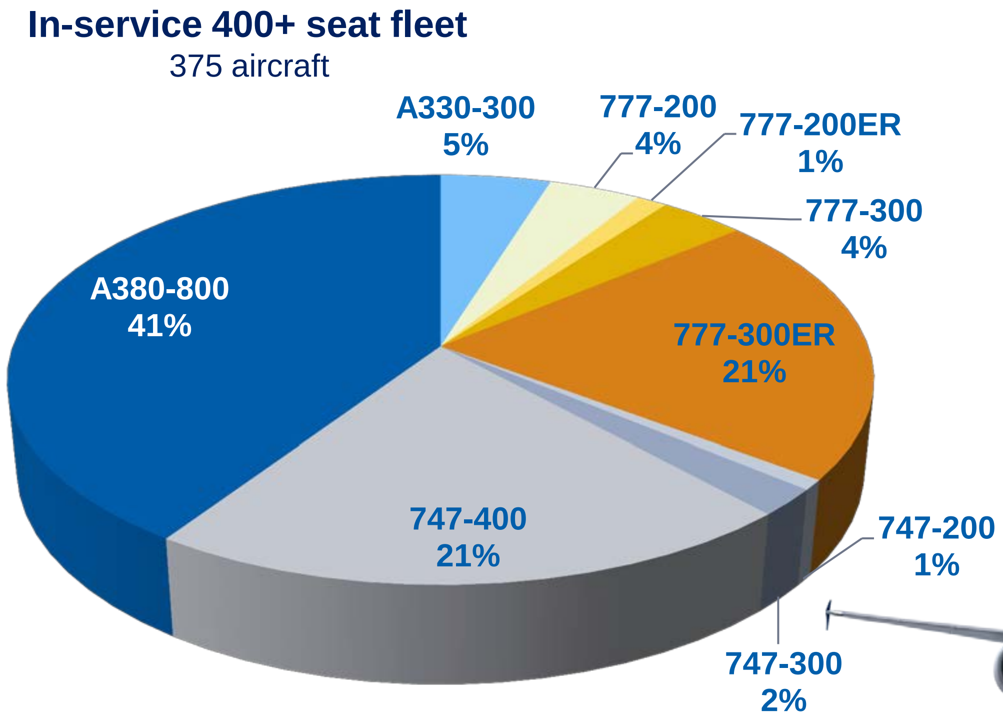
–

94 routes

44 destinations

OAG data at January 2015

Dominating the current & future VLA market



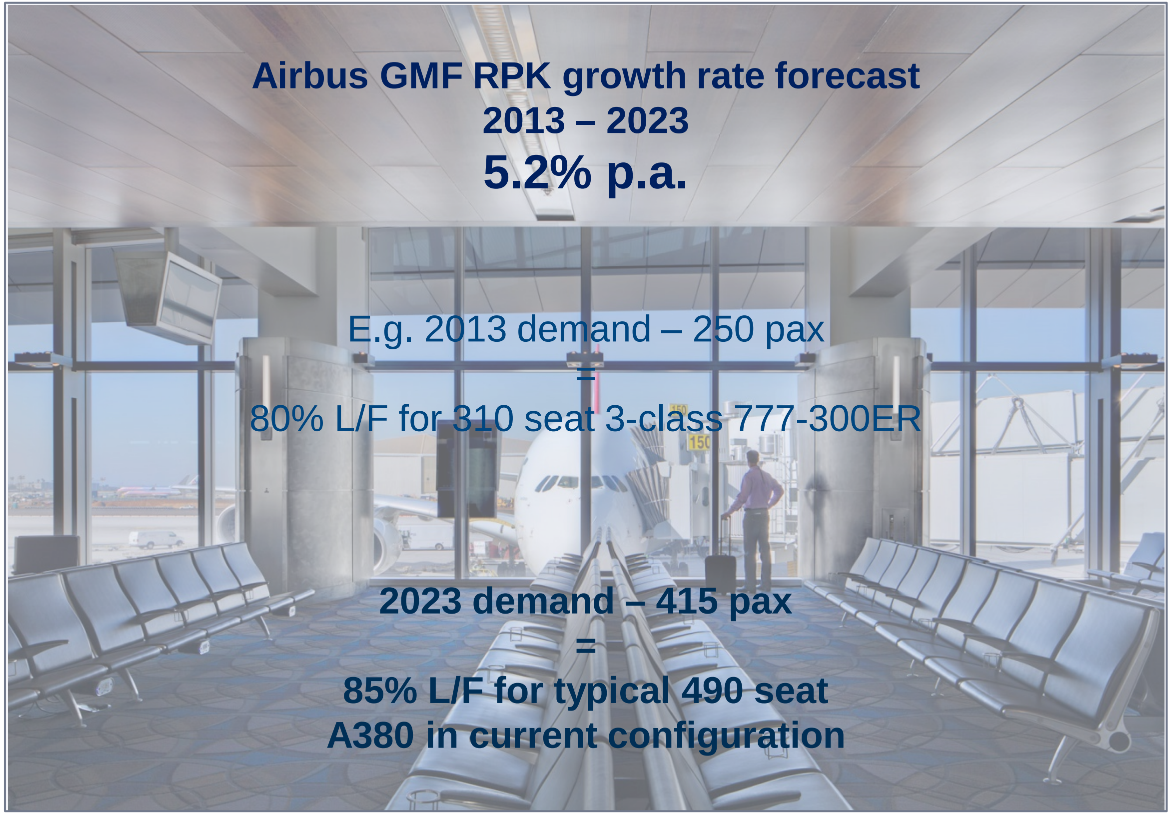
A developing market

The A380 has **doubled** the long-haul VLA fleet in 7 years…

…and introduced a new standard of comfort

Source ASCEND 01/15

The impact of growth



The A380 market opportunity

–

In-service A380 configurations are suitable for today's growth networks

Photo: LAWA

Undisputed
industry
Flagship

The winning combination
Strong market recognition
of complementary roles

Single aisle
leader