



Services Press Conference 2019 Paris Air Show

AIRBUS SERVICES

June, 19th 2019

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AIRBUS

An **Airbus**
takes off or lands
every 1.4 seconds

19 283

Orders

12 076

Deliveries

7 207

Backlog



*End May 2019

AIRBUS



Customer focus

Product

Entry Into Service

Support in operation

AIRBUS

Full life cycle



Spares & Tooling



Technicians Training



Design & Production*



Maintenance



Systems Upgrades



Painting



2nd Hand Market*



P2F Conversions



Dismantling & Recycling

Full life cycle approach

To better serve our customers



**pioneering
progress**

of Innovation in Aircraft and Services



Go Safer, Go Greener, Go Further



Safety



Customer



Greener



Revenues



Core Services



**Optimised
Aircraft Availability**



**Streamlined
Flight Operations**



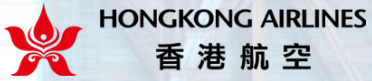
**Enhanced
In-Flight Experience**



**Powered by digital
& new technologies**



AIRBUS



Optimised Aircraft Availability

27
FHS customers
all over the world





 DELTA
TechOps

Optimised Aircraft Availability

Launching of
A220
Flight Hour Services

Leveraging
partnership with
Delta TechOps

AIRBUS



Right Parts



HEALTH MONITORING
RELIABILITY
PREDICTIVE MAINTENANCE

Right Place



DYNAMIC INVENTORY
MANAGEMENT

Right Time



CONNECTED &
TRANSPARENT
SUPPLY CHAIN

Right Action



PLAN THE UNPLANNED

Optimised Aircraft Availability

New Flight Hour Services solution

FHS
Powered by Skywise



550 000 Pilots
over the next 20 years

**Streamlined
Flight
Operations**

Meeting
**Customers demand
and enhancing
training standards**

**Sky Airline
18th Training Center**



640 000 Technicians
over the next 20 years



AIRBUS



Streamlined Flight Operations

**Airbus Cadet
Pilot Initial
Training
Programme**

Escuela de
Aviacion Mexico

Airbus Flight
Academy Europe

AIRBUS



Streamlined Flight Operations

**Airbus Virtual
Reality solutions**

Partnership with
Air France on
Maintenance
Training

AIRBUS



A320neo

Enhanced In-Flight Experience

Upgrades Services

SIA A380 Cabin

XL Bins

Settee Corner

Connectivity

AIRBUS

skywise.



Fleet Performance

Skywise Reliability
Predictive Maintenance
Skywise Health monitoring



Aircraft Operations

NAVBLUE



Materials Optimisation

FHS powered by Skywise



Maintenance Optimisation



01100
10110
11110



Digital Solutions

80+

Skywise
Customers

6,500+

Aircraft to be
connected

AIRBUS



Aircraft Utilisation
Report



Asset Remarketing
Solutions



Transitions
powered by

skywise.



Skywise for Lessors

First digital service
available

Collaboration with
4 Early Adopters

Launch Customers



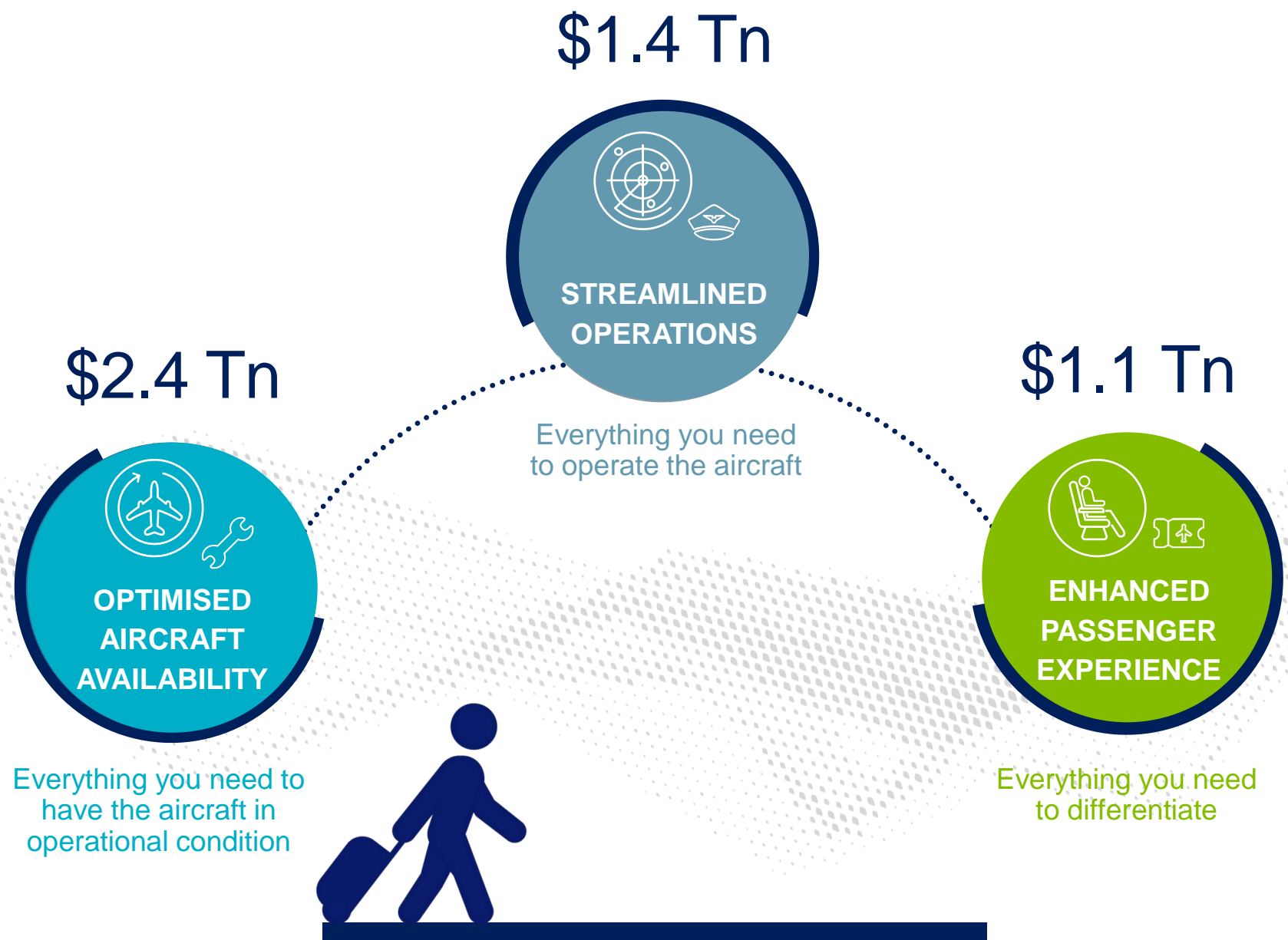
CAIC

AIRBUS

2019 Global Services Forecast

\$4.9 Tn
Over the next 20 years
~ Same size as
aircraft market

Source: Airbus Global Services Forecast 2019
Passenger aircraft above 100 seats





Boost Customer value Leveraging our unique Skywise capabilities

To reach 10Bn\$ of services revenues
in commercial in the next decade

Our Ambition.

AIRBUS