

2017 Airbus Commercial Aircraft
Press Briefing
John Leahy

2016 Orders and Deliveries



SAFE HARBOUR STATEMENT

DISCLAIMER

This presentation includes forward-looking statements. Words such as “anticipates”, “believes”, “estimates”, “expects”, “intends”, “plans”, “projects”, “may” and similar expressions are used to identify these forward-looking statements. Examples of forward-looking statements include statements made about strategy, ramp-up and delivery schedules, introduction of new products and services and market expectations, as well as statements regarding future performance and outlook.

By their nature, forward-looking statements involve risk and uncertainty because they relate to future events and circumstances and there are many factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements.

THESE FACTORS INCLUDE BUT ARE NOT LIMITED TO:

- Changes in general economic, political or market conditions, including the cyclical nature of some of Airbus Group’s businesses;
- Significant disruptions in air travel (including as a result of terrorist attacks);
- Currency exchange rate fluctuations, in particular between the Euro and the U.S. dollar;
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- Product performance risks, as well as programme development and management risks;
- Customer, supplier and subcontractor performance or contract negotiations, including financing issues;
- Competition and consolidation in the aerospace and defence industry;
- Significant collective bargaining labour disputes;
- The outcome of political and legal processes including the availability of government financing for certain programmes and the size of defence and space procurement budgets;
- Research and development costs in connection with new products;
- Legal, financial and governmental risks related to international transactions;
- Legal and investigatory proceedings and other economic, political and technological risks and uncertainties.

As a result, Airbus Group’s actual results may differ materially from the plans, goals and expectations set forth in such forward-looking statements. For a discussion of factors that could cause future results to differ from such forward-looking statements, see Airbus Group “Registration Document” dated 5 April 2016.

Any forward-looking statement contained in this presentation speaks as of the date of this presentation. Airbus Group undertakes no obligation to publicly revise or update any forward-looking statements in light of new information, future events or otherwise.

End November 2016: 600 gross and 410 net orders

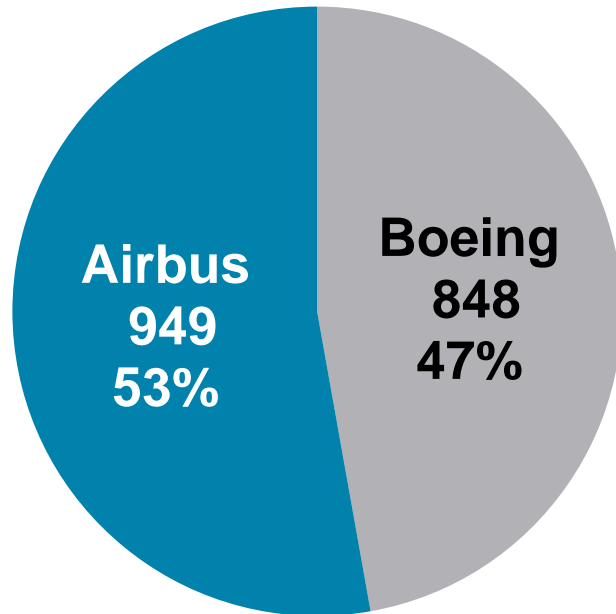
December transactions	Gross	Net
• Undisclosed	42 A320 Family	
• Airbus Defense and Space	2 A330ceo	
• Hong Kong Airlines	9 A330ceo	
• Hong Kong International	5 A330ceo	
• Private Customer	1 ACJ320neo	
• Aviation Capital Group	25 A320neo	
• Iran Air	46 A320 Family	
	36 A330 Family	
	16 A350 XWB	
• BOC Aviation	5 A320ceo	
• Go Air	72 A320neo	
• Undisclosed	80 A320neo	-20 A320ceo
• Undisclosed	10 A320ceo	
• Aeroflot		-8 A350XWB
• December total	349	321

Orders in December 2016

349 gross and
321 net orders
booked

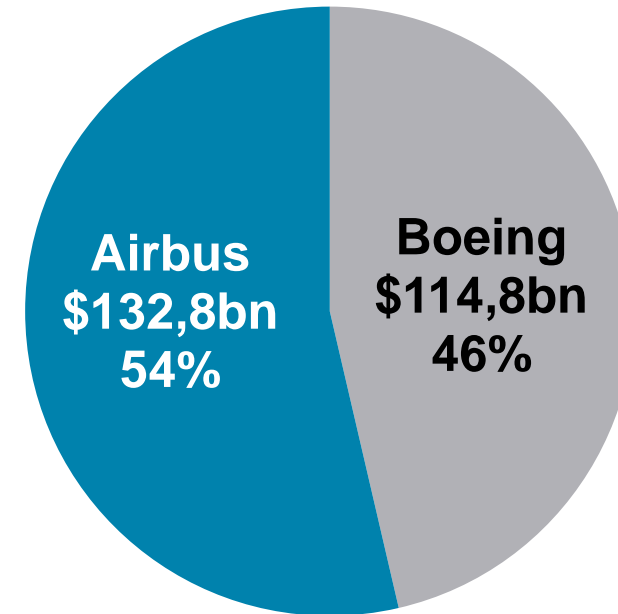
2016 gross market share

Units



1,797 industry orders

Revenues

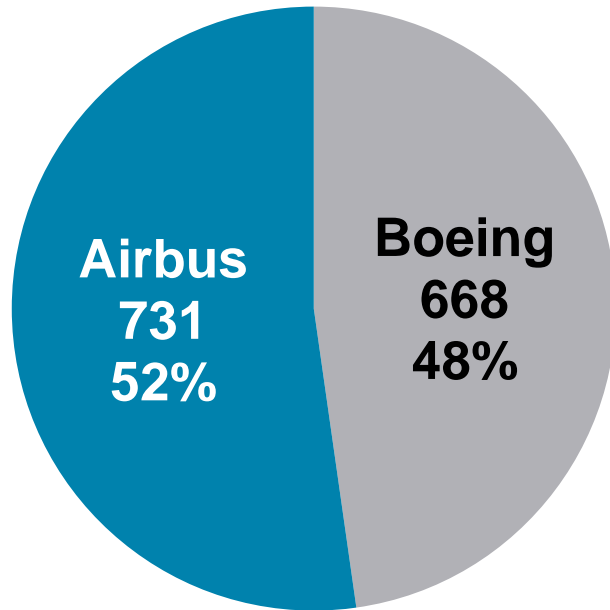


\$247.6bn industry orders

Data to December 31st 2016

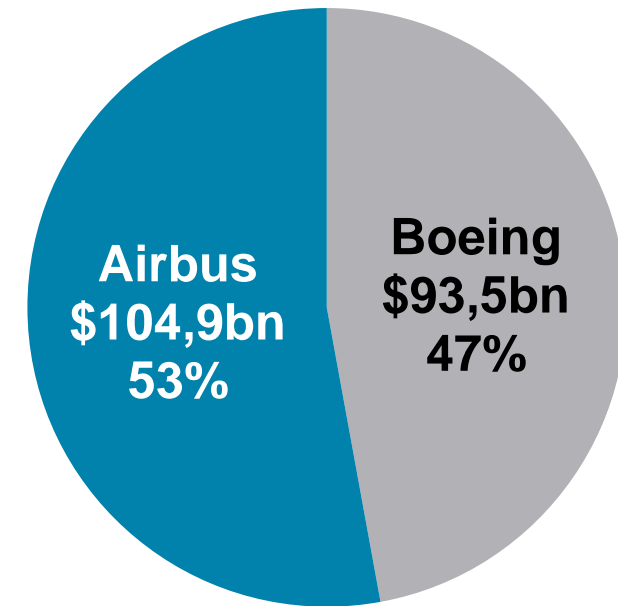
2016 net market share

Units



1,399 industry orders

Revenues

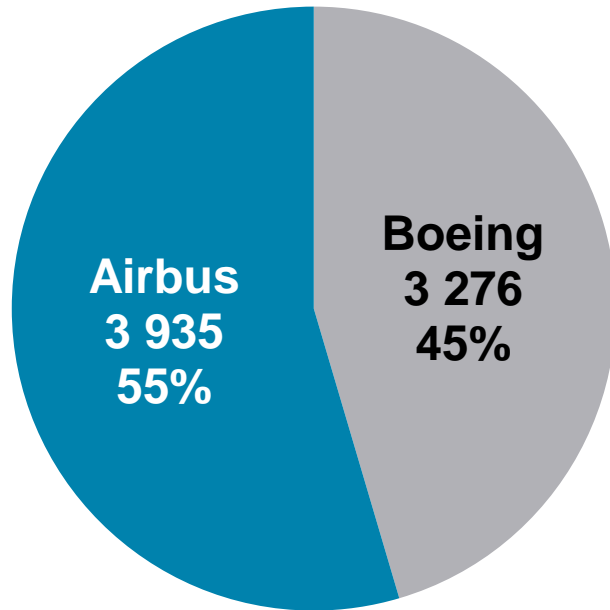


\$198.4bn industry orders

Data to December 31st 2016

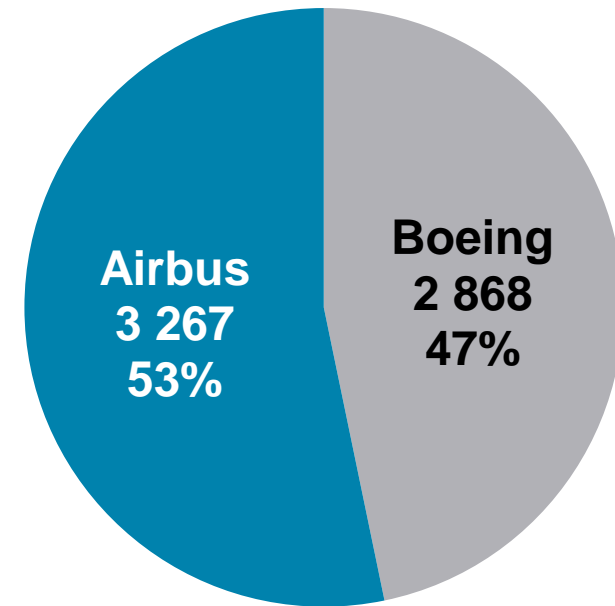
Last three years – 2014-2016 market share

Gross Units



7,211 industry orders

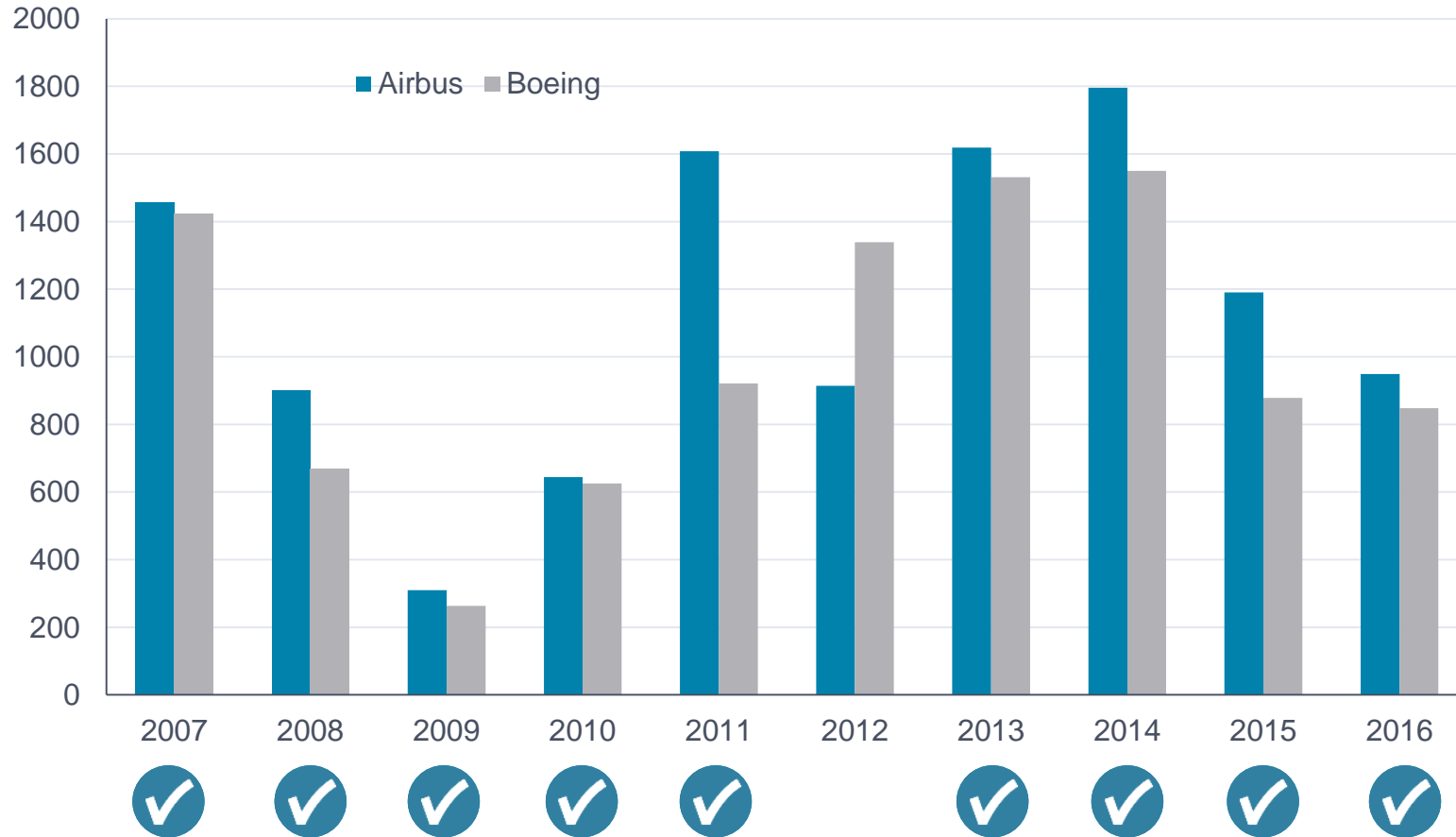
Net Units



6 135 industry orders

Data to December 31st 2016

Airbus vs. Boeing annual gross orders last 10 years

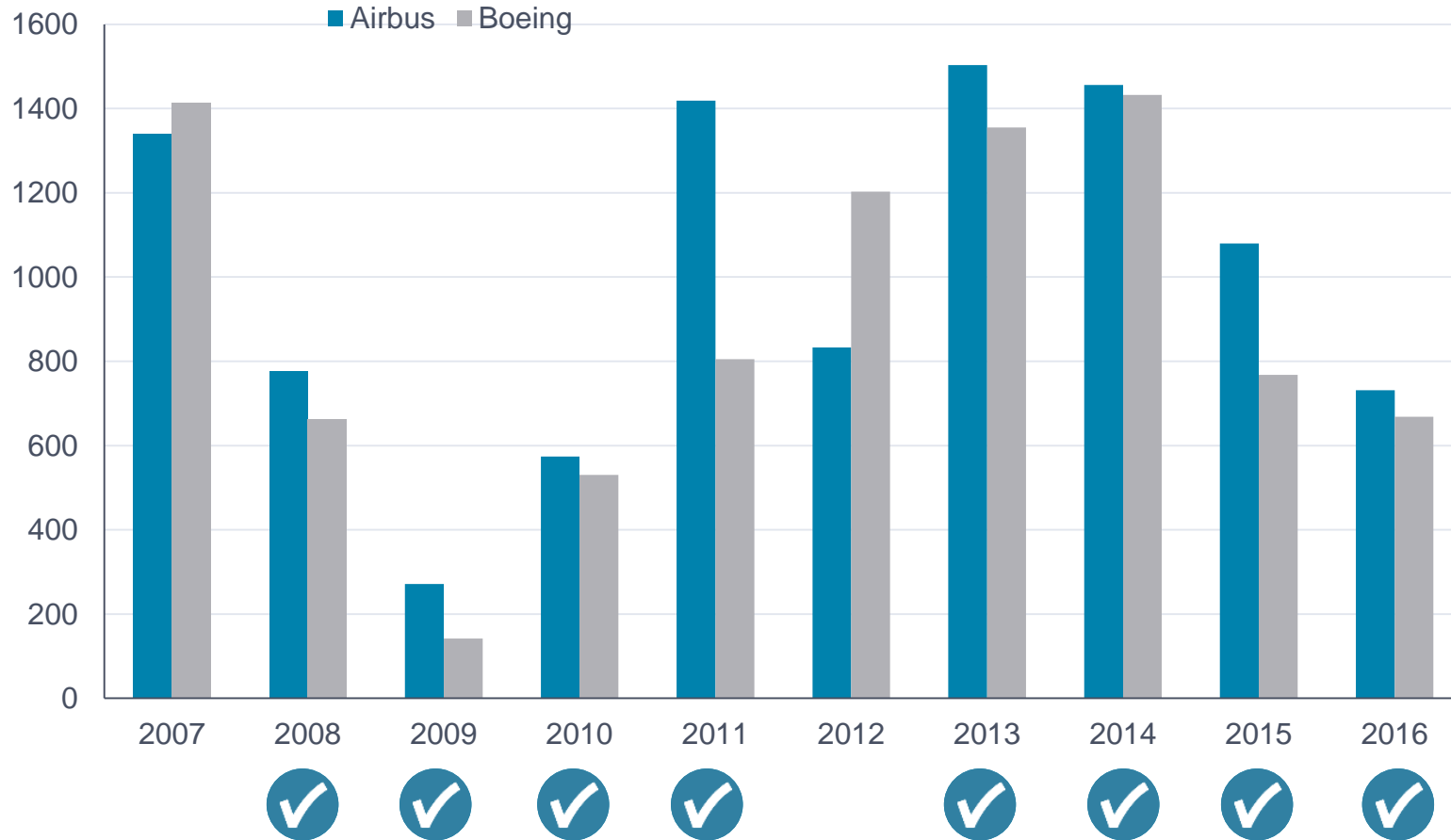


9 out of 10

In gross order intake, Airbus has been the largest aircraft manufacturer in 9 of the last 10 years

Data to December 31st 2016

Airbus vs. Boeing annual net orders last 10 years



8 out of 10

In net order intake, Airbus has been the largest aircraft manufacturer in 8 of the last 10 years

Data to December 31st 2016

2016 order book

- Airbus gross units 949
- Airbus net units 731
- Cancellations 218

- CEO to NEO Conversions 72

- **Cancellations 148**
 - Including 82 Kingfisher

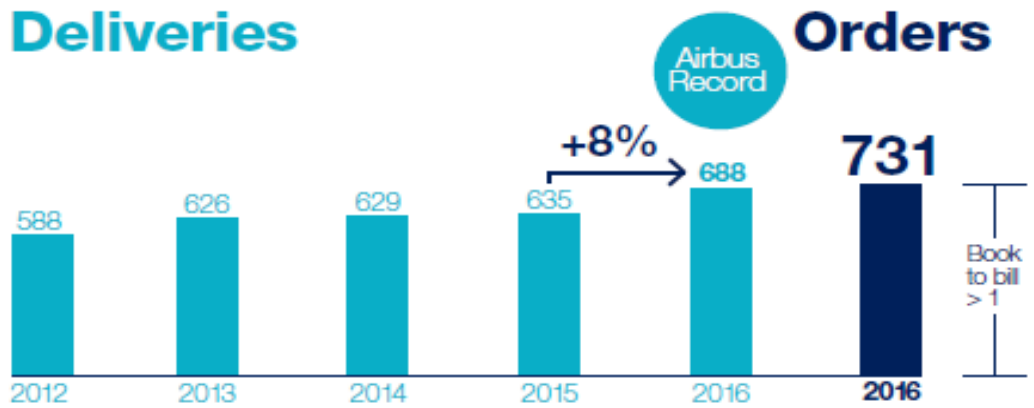
Conversions and Cancellations

Out of 218 cancellations listed in 2016, 72 are CEO to NEO conversions

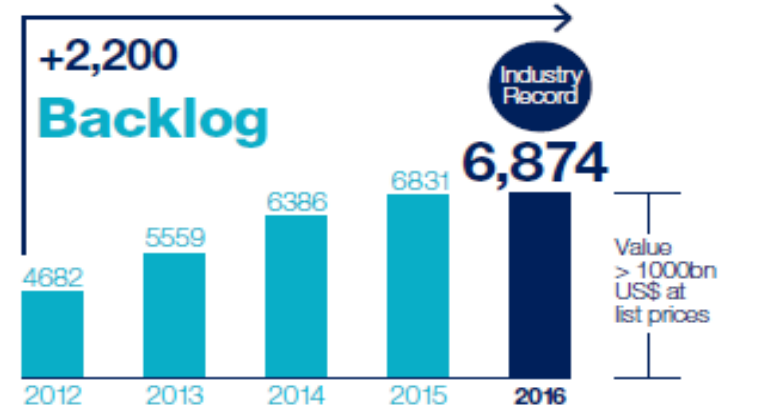
Airbus Commercial Aircraft Results 2016

 <p>Deliveries 688</p>	 <p>Orders 731_{net}</p>	 <p>Backlog 6,874</p>
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Deliveries



Orders



A350 XWB Deliveries

Fastest widebody ramp up ever



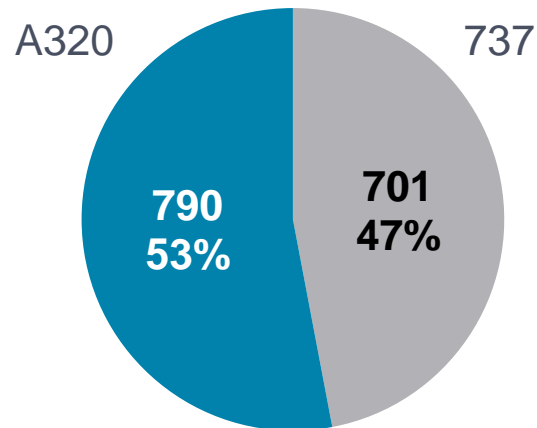
Deliveries - Worldwide

(by value)

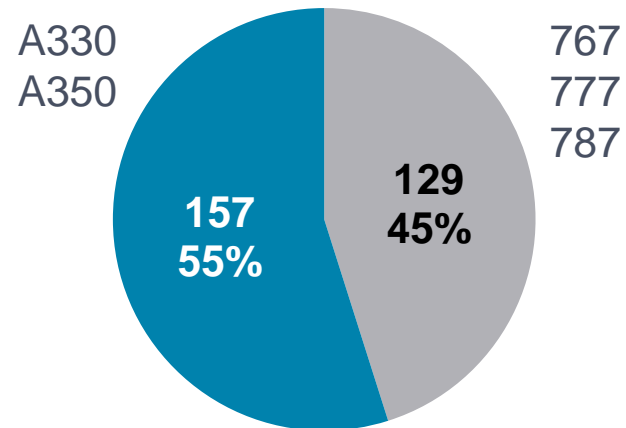


2016 market share by category – gross

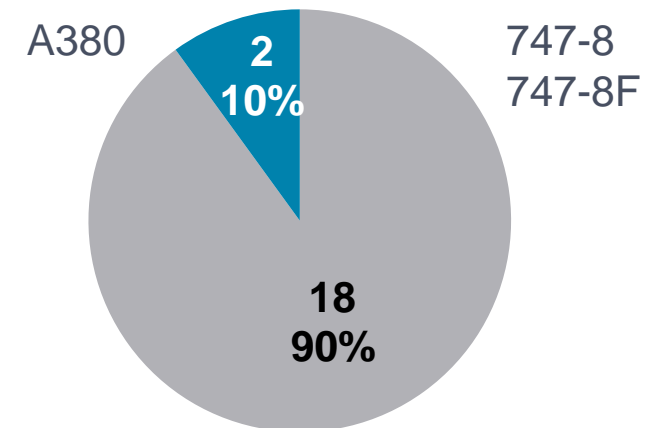
Single aisle
1,491 orders



Widebody
286 orders



VLA
20 orders

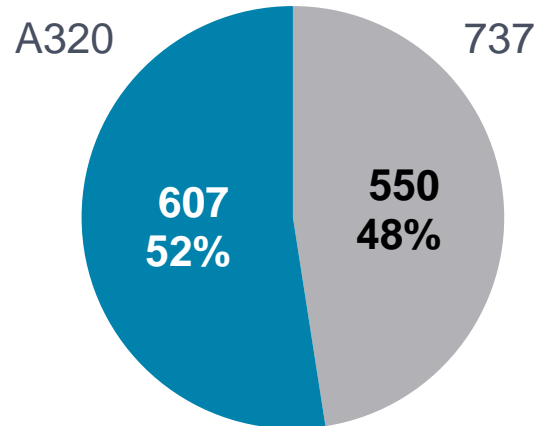


A380 pax	2	100%
747-8 pax	0	

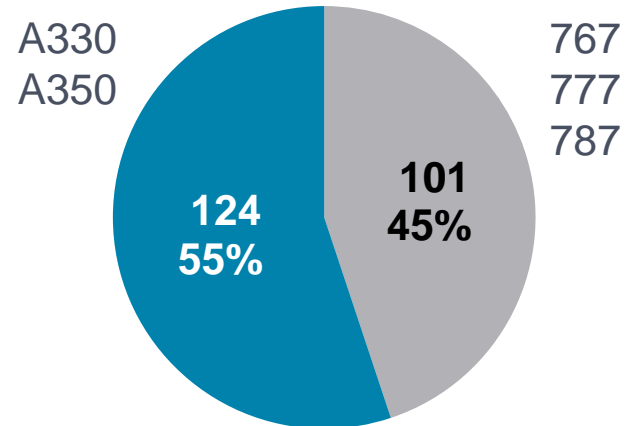
Data to December 31st 2016

2016 market share by category – net

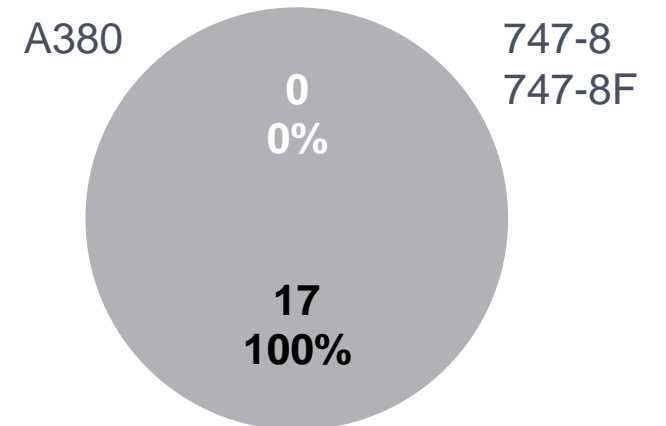
Single aisle
1,157 orders



Widebody
225 orders



VLA
17 orders



A380 pax	0	
747-8 pax	-1	

Data to December 31st 2016

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Boeing and Airbus face deals slowdown as economies weaken, but raise 20-year forecasts

by **ROBERT WALL** And **JON OSTROWER**

Updated July 11, 2016 1:31 p.m. ET

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confronting the stark reality t

to reassure investors with re

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Boeing, Airbus Brace for Slowdown as Jet-Buying Binge Nears End

by **Julie Johnsson**

05 January 2017 16:40 Updated on 05 January 2017 20:32

MarketWatch

NEWS

8:30 A.M. ET Obama on the ACA: 'Keep

8:24 A.M. ET Petcare company VCA to B

8:22 A.M. ET VCA's stock halted for new

NEWS VIEWER MARKETS INVESTING TRADING DECK PERSONAL FINANCE RETIREMENT ECONOMY

BULLETIN

Mars to buy VCA in a deal valued at \$9.1 bln, a 31% premium

00:58:51

UNTIL NEW YORK MARKETS OPEN Market Snapshot Analyst Ratings

Home > Industries

Boeing's 2016 orders show slowing sales boom

Published: Jan 6, 2017 5:03 p.m. ET

EMAIL

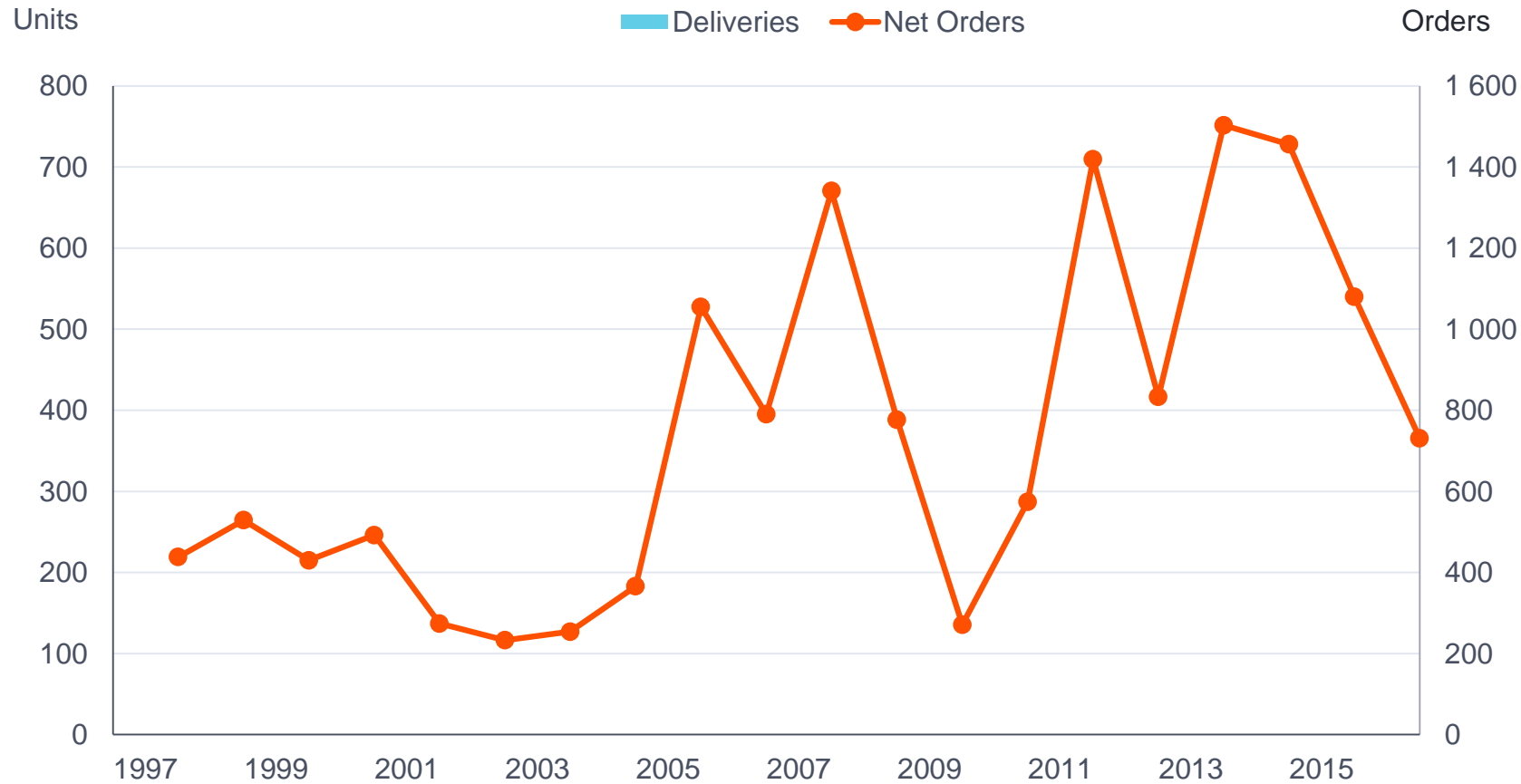
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Airbus net orders & deliveries

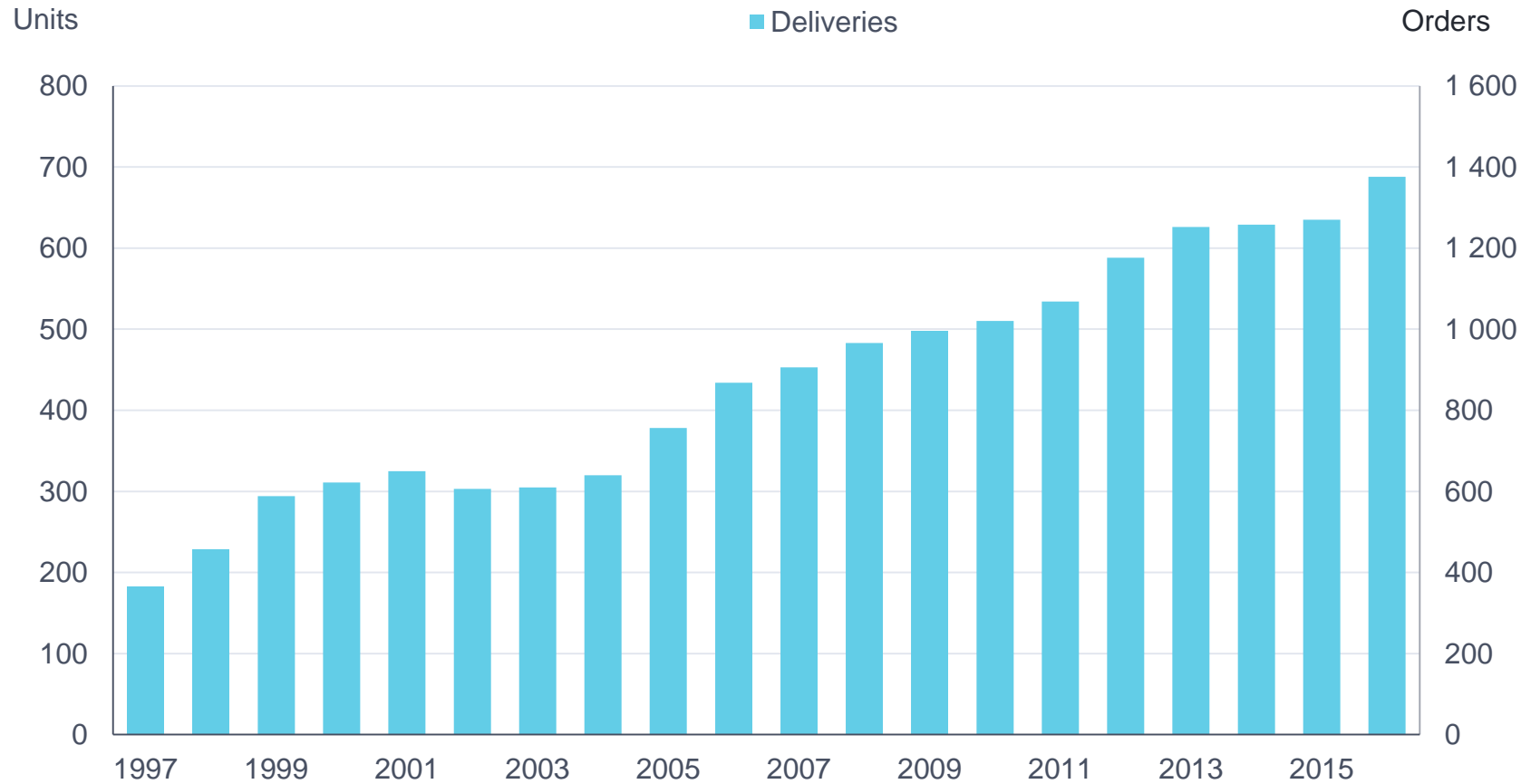
Airbus orders and deliveries



Data to end December 2016

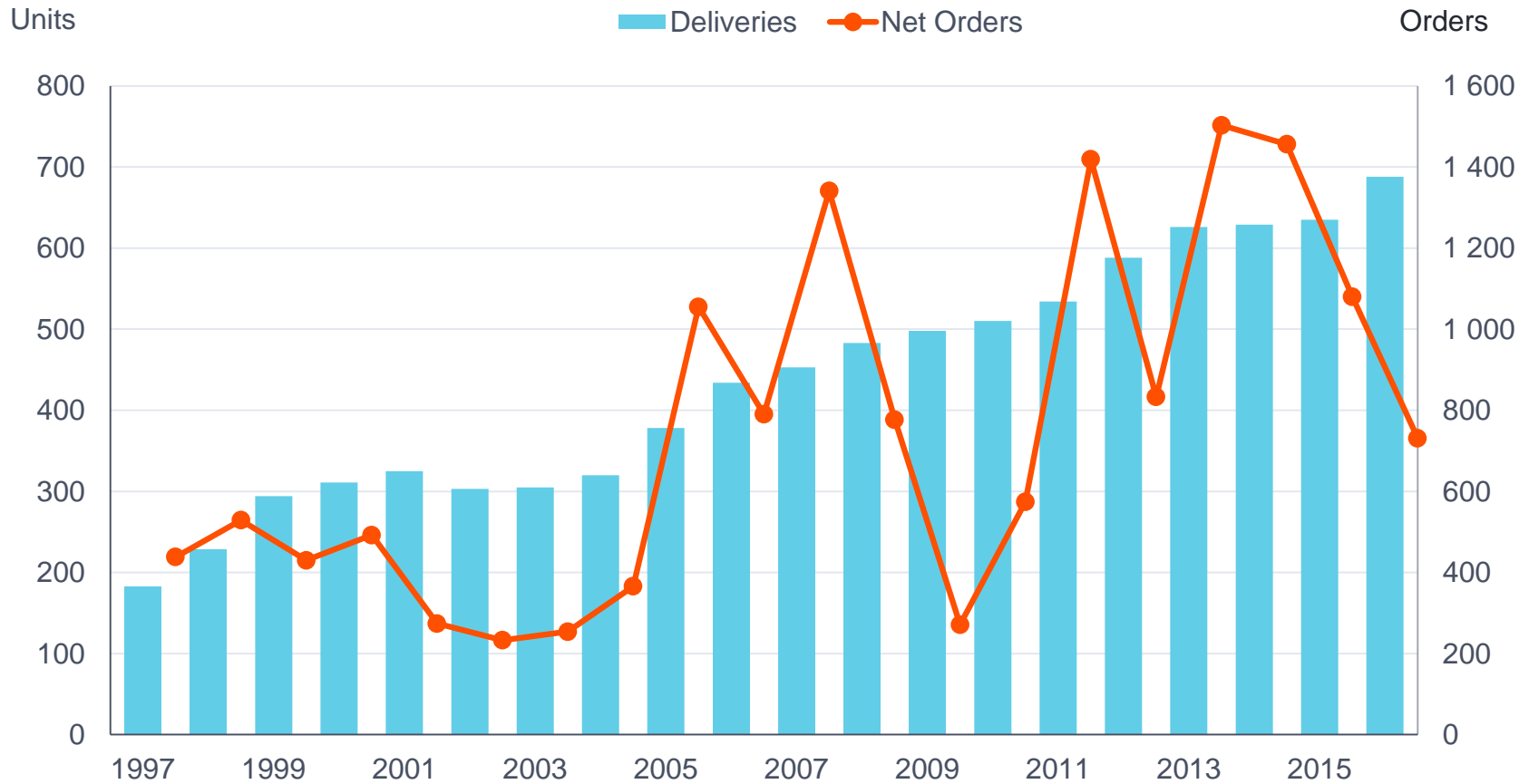
Airbus net orders & deliveries

Airbus orders and deliveries



Data to end December 2016

Airbus net orders & deliveries

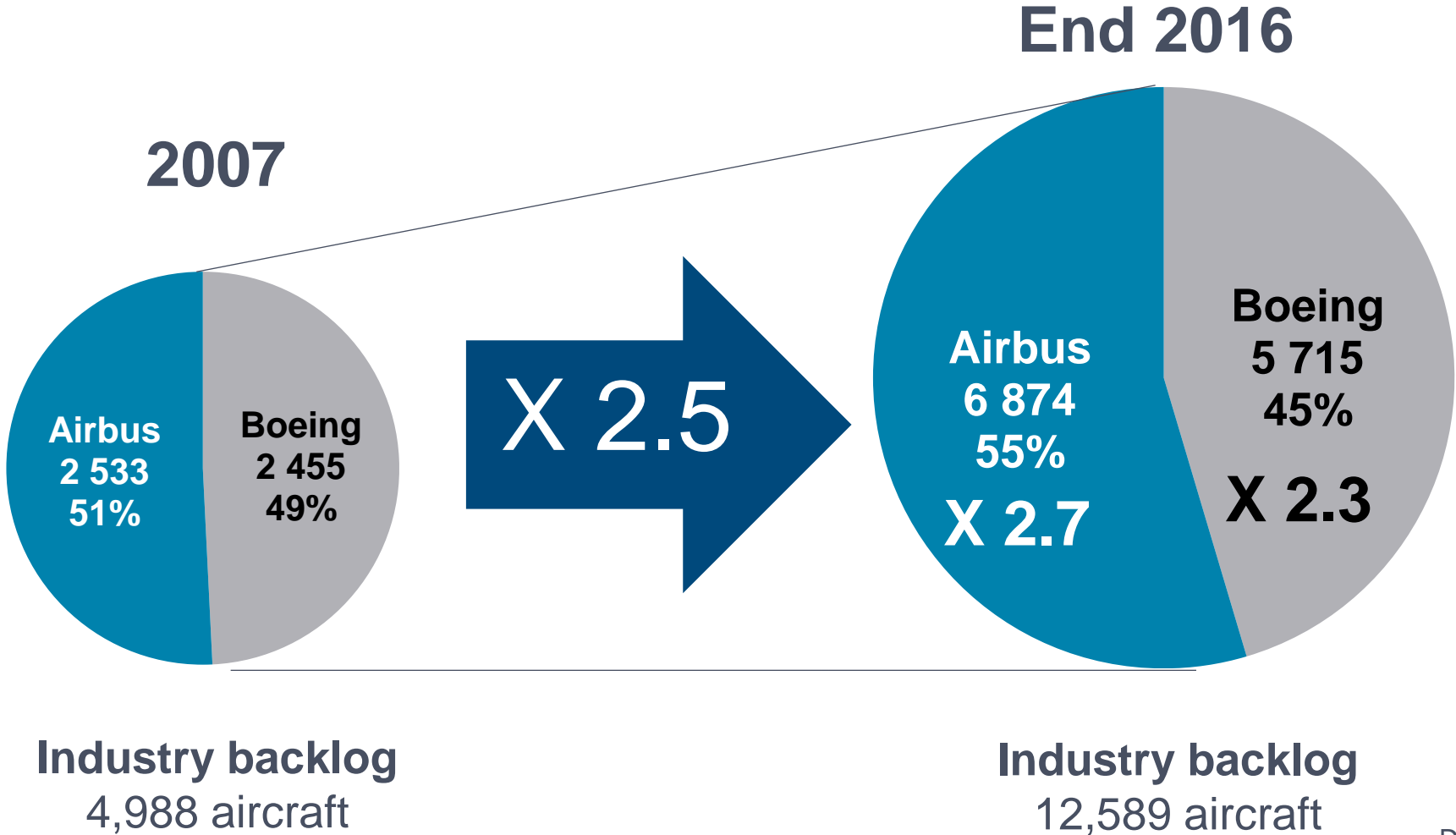


Airbus orders and deliveries

Order cycle,
delivery build-up

Data to end December 2016

Backlog development 2007 - 2016



Data to end December 2016

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

13,066

Orders

7,421

Deliveries

5,645

Backlog



End December 2016



Most popular airliner ever

6,723
A320 Family
in passenger service

More than any other
passenger airliner –
EVER!

6,389 737 in pax service
Source Ascend 6/01/2017



58.4% market share



End December 2016





Creating more value

Improved cabin
efficiency – up to
240 passengers

Fuel burn
reduced by 15% plus

50% noise footprint
reduction



Superior comfort

Widest single-aisle
cabin

18" wide Economy
seats

True long-haul
comfort featuring
full-flat seats

An **A330** takes off or lands **every 20 seconds**

1,686

Orders

1,323

Deliveries

363

Backlog



End December 2016



51% market share since 787 launch*



*April 2004
Data to end December 2016

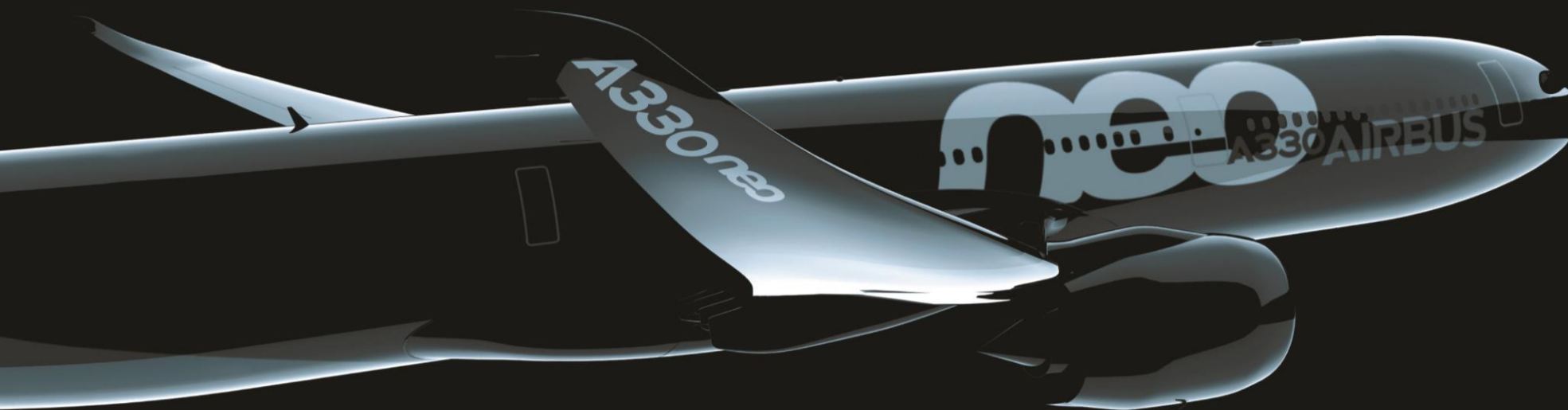
Almost everything about the A330neo is **new**

new A350 generation engines

new wings with A350 sharklets

new A350 cabin

Flying further with less fuel



AIRSPACE

New Airspace cabin

18" wide Economy
seats

3dB quieter than 787

More fresh air



A330neo

Beats the 787 on
comfort, fuel and
economics at
\$20m to \$25m
lower capital cost



All-new efficient design

Over 70% advanced materials

Latest generation engines

Unique morphing wing technology



A350-900

25%

New levels of efficiency

25% lower

- operating cost
- fuel burn
- CO₂ emissions

Compared to previous generation

AIRSPACE

Airspace cabin

18" Economy seats

Quietest
twin-aisle cabin
6dB quieter than 787

20% more fresh air,
optimised cabin
altitude, temperature
and humidity



A flexible family

Long-range capability with all members flying 8,000nm

Regional and Ultra-Long-Range configurations for full operational flexibility

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

319

Orders

207

Deliveries

112

Backlog



End December 2016



A380

the best aircraft to
capture growing
traffic

- Air traffic doubles every 15 years
- 90% of long-haul passengers travel through 55 cities
- The A380 is the best aircraft to
 - capture peak demand
 - relieve airport congestion
 - boost hub operations



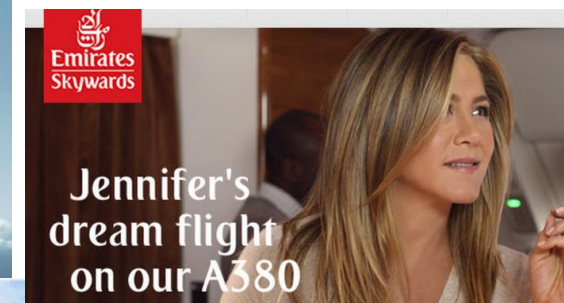
10% of all Heathrow passengers

In 2016, 10% of all passengers at London Heathrow travelled on A380s*.

That's over 7 million A380 passengers at Heathrow alone – or more than 3 times the population of Paris

* Up from 8% in 2015 and 6% in 2014

The A380 enhances airlines' brands



No other travel experience comes close



Emirates First Class shower & spa



Etihad "The Residence"



Lufthansa First Class changing area



Thai Airways First Class



Qatar Airways lounge area



Korean Air Sky Shop



The passengers' favourite

Up to 19" Economy Class seats

The quietest cabin in the sky

60% of passengers are willing to make an extra effort to fly the A380

A380
Voted best
aircraft type
by Global Traveler readers

2015
2016



An **Airbus** takes off or lands every 1.5 seconds

17,082

Orders

10,208

Deliveries

6,874

Backlog



End December 2016