

Presentation by:
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Global Market Forecast 2013-2032

Drivers for Growth

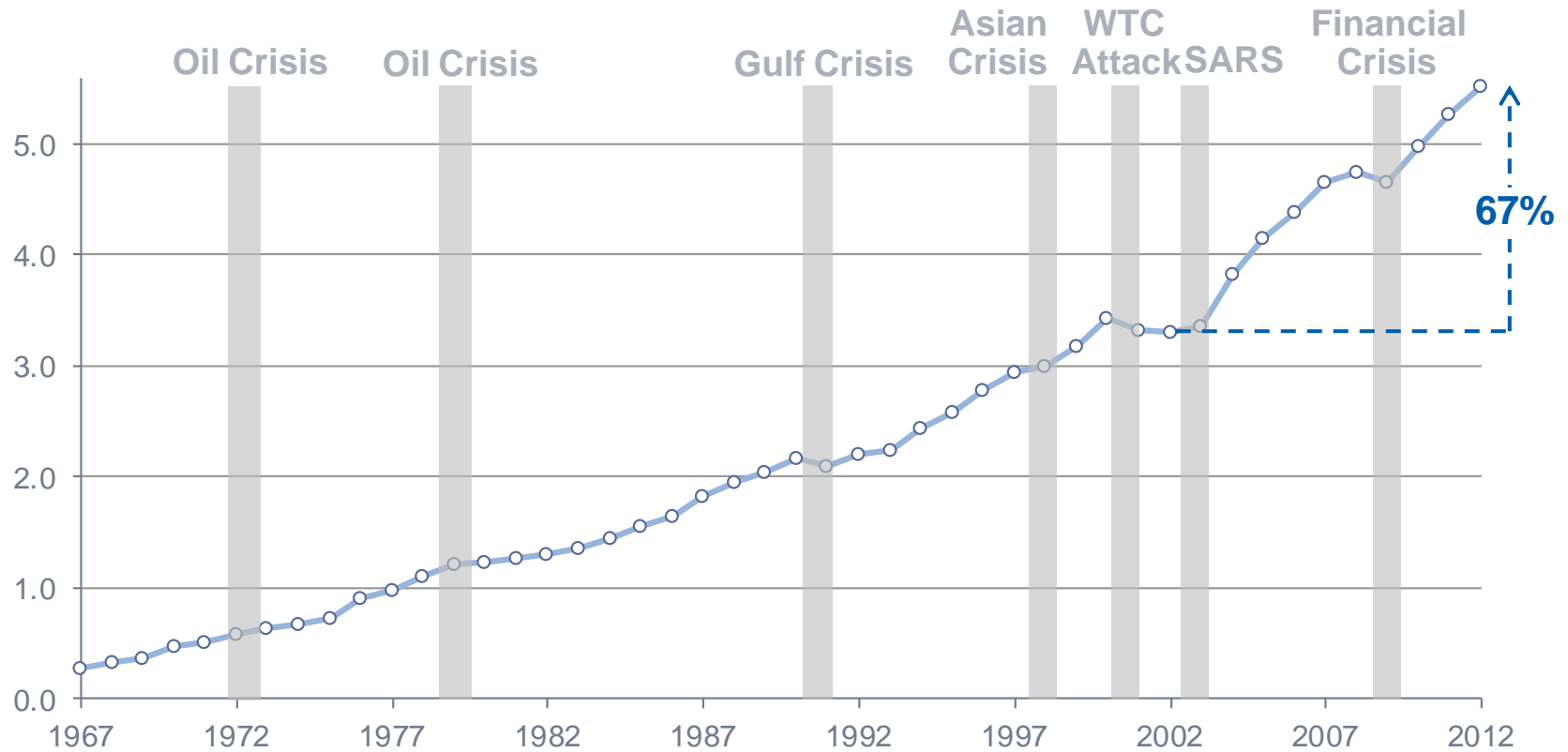
Topics

The Market – Today & forecast (GMF)

Airbus product response

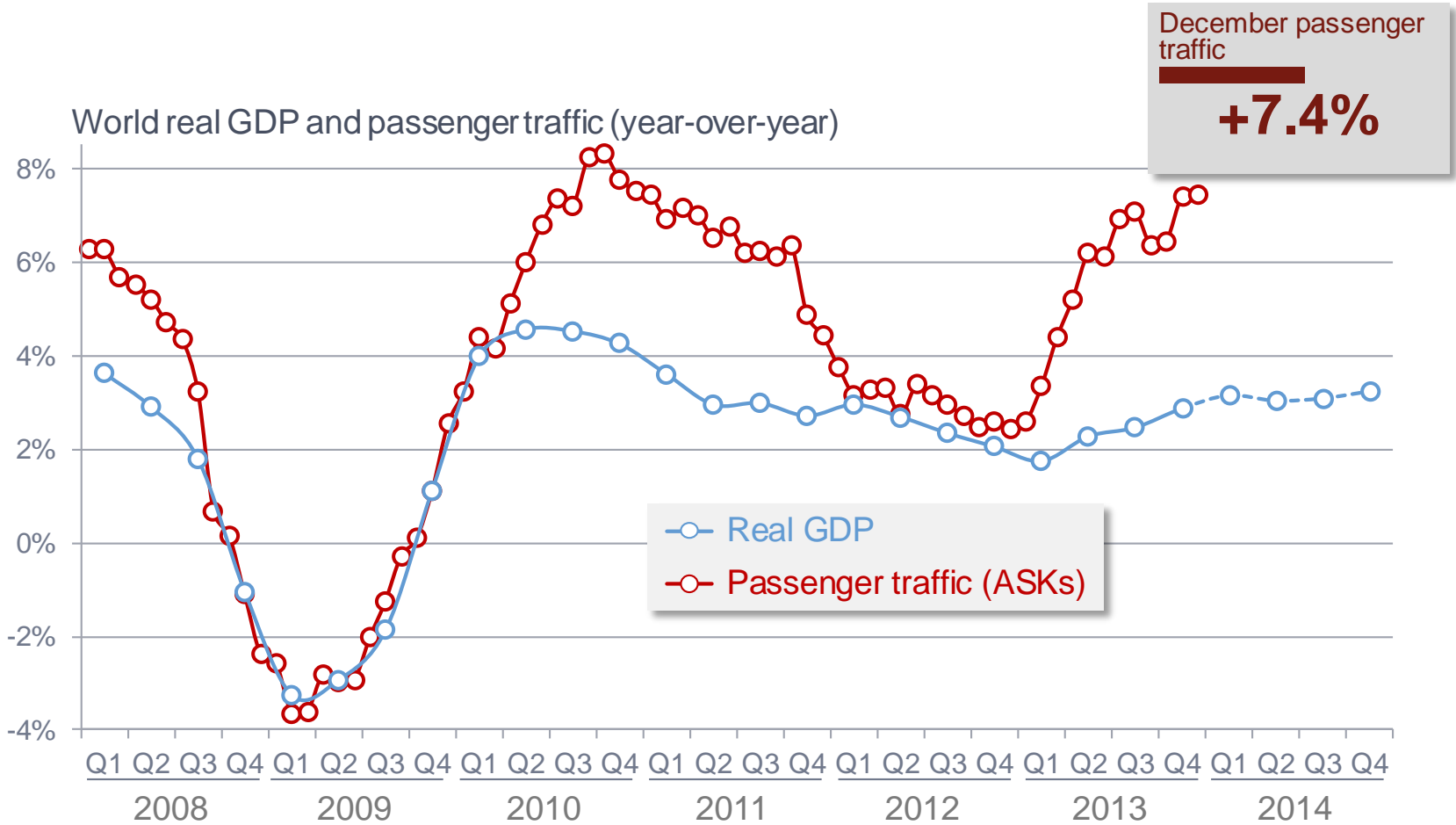
Air travel has proved to be resilient to external shocks

World annual traffic (RPKs - trillions)



67% growth through multiple crises over the last ten years

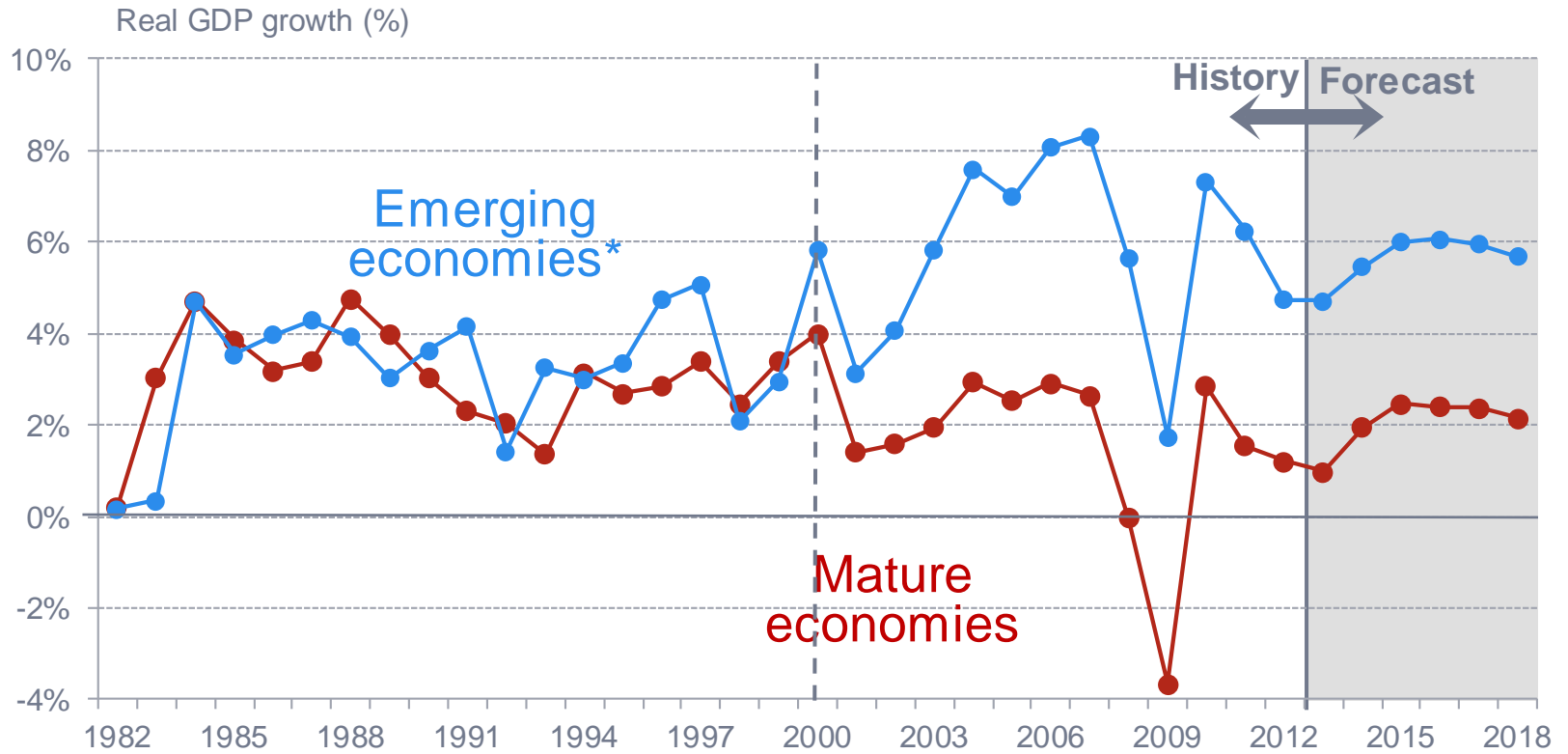
Passenger traffic is outperforming GDP growth



World air transport strongly recovering after 12 months of slower growth

A two-speed world

Comparison of year-over-year GDP growth



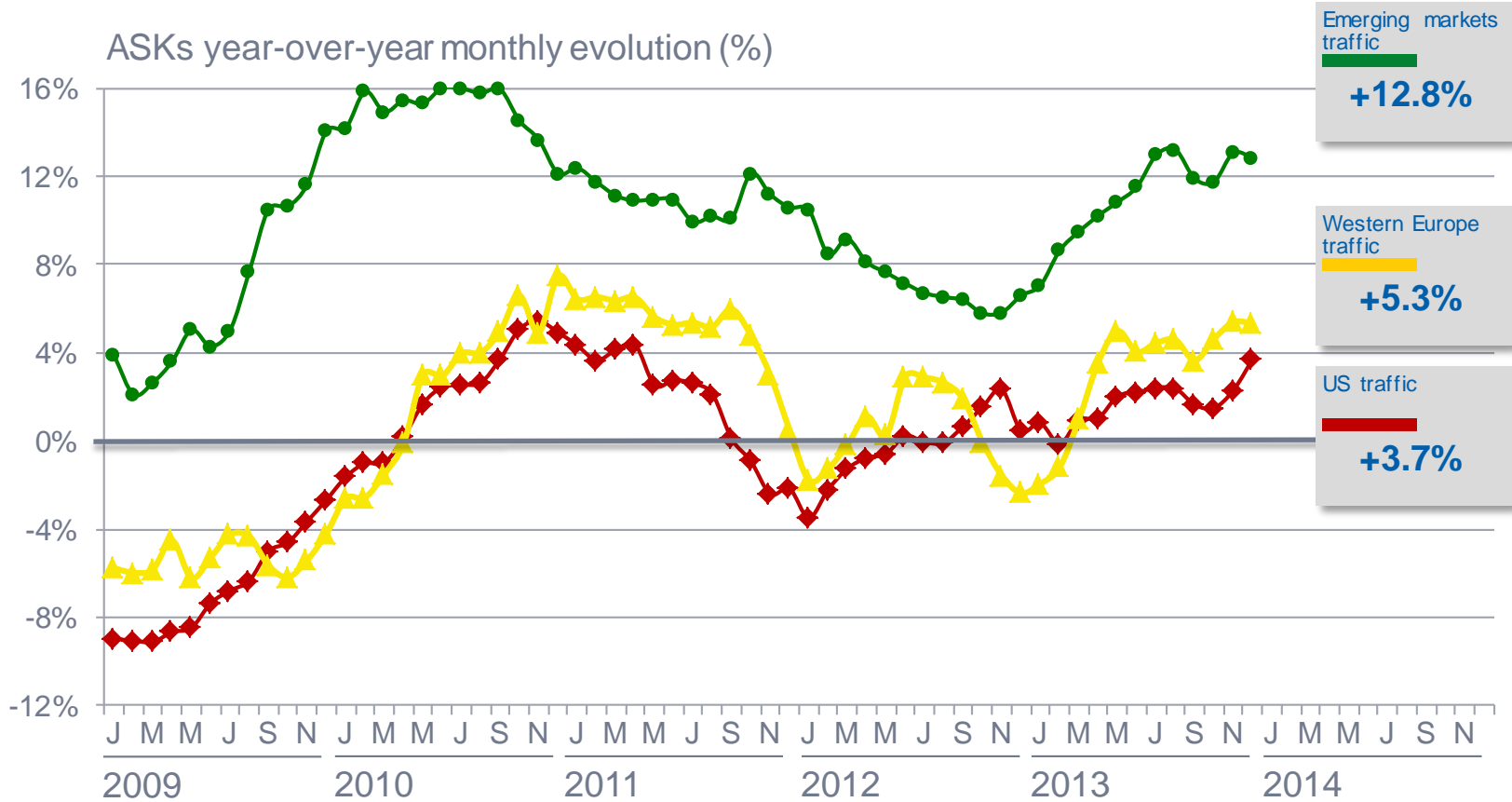
54 emerging economies.

Data Source: IHS Global Insight, Airbus

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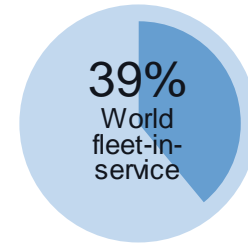
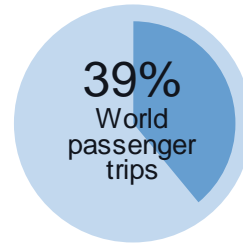
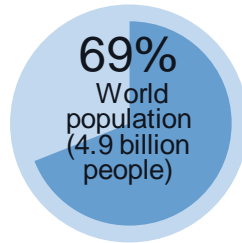
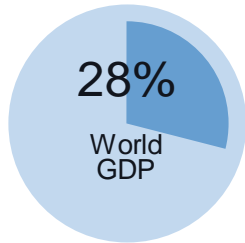
Passenger traffic growth varies by region



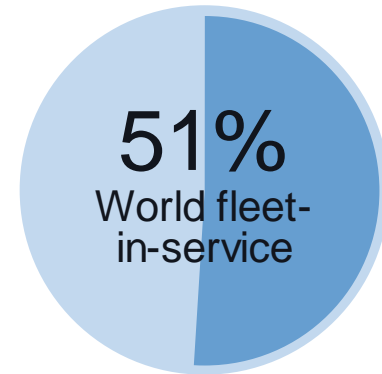
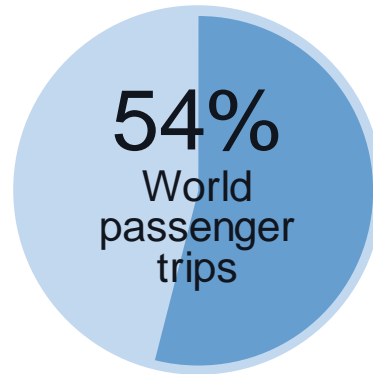
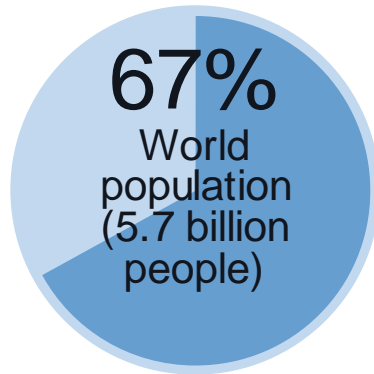
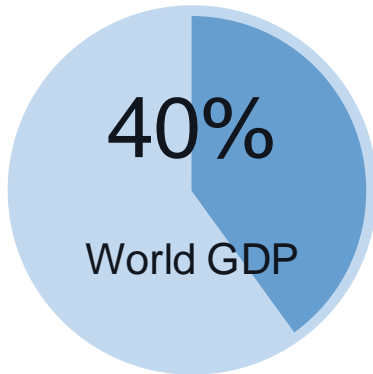
Strong growth on Emerging Markets, US and Europe catching up

Emerging economies are driving future growth

Today

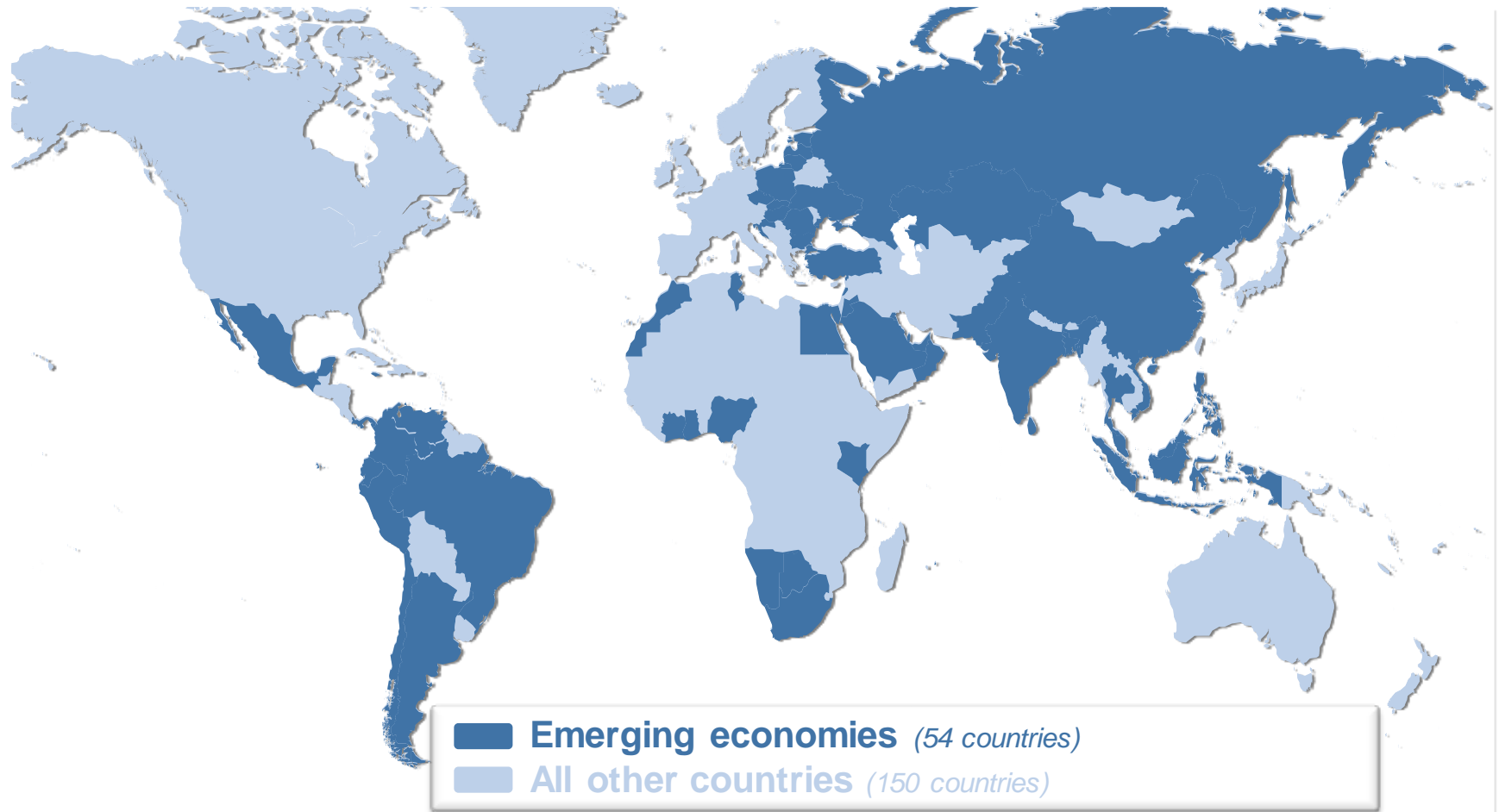


2032



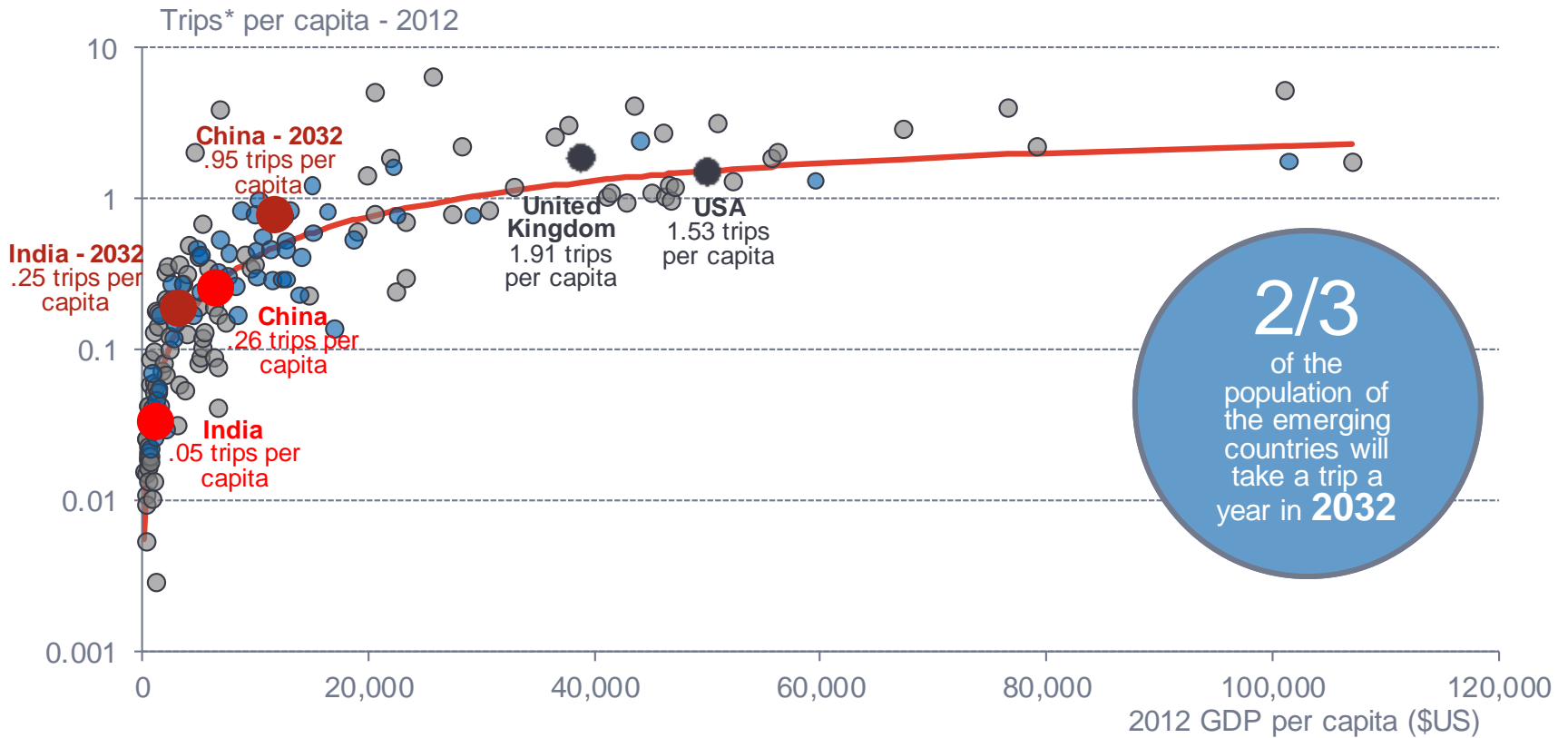
Emerging economies represents 50% of new aircraft demand over the next 20 years

Diverse emerging economies spread across the globe



More new fliers from the emerging markets

Trips* per capita over GDP per capita

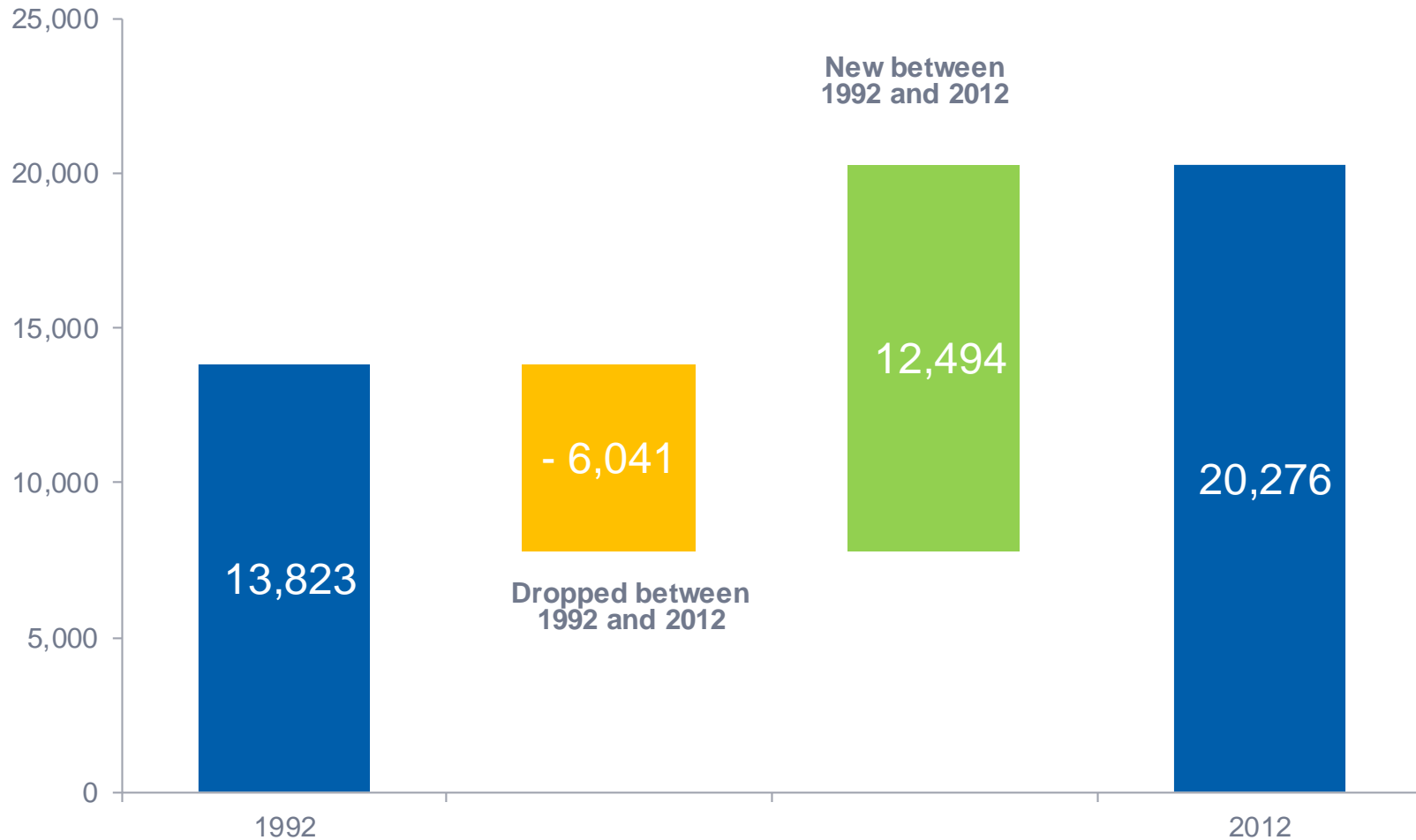


Source: Sabre (annualized September 2012 data), IHS Global Insight, Airbus

* Passengers originating from respective country

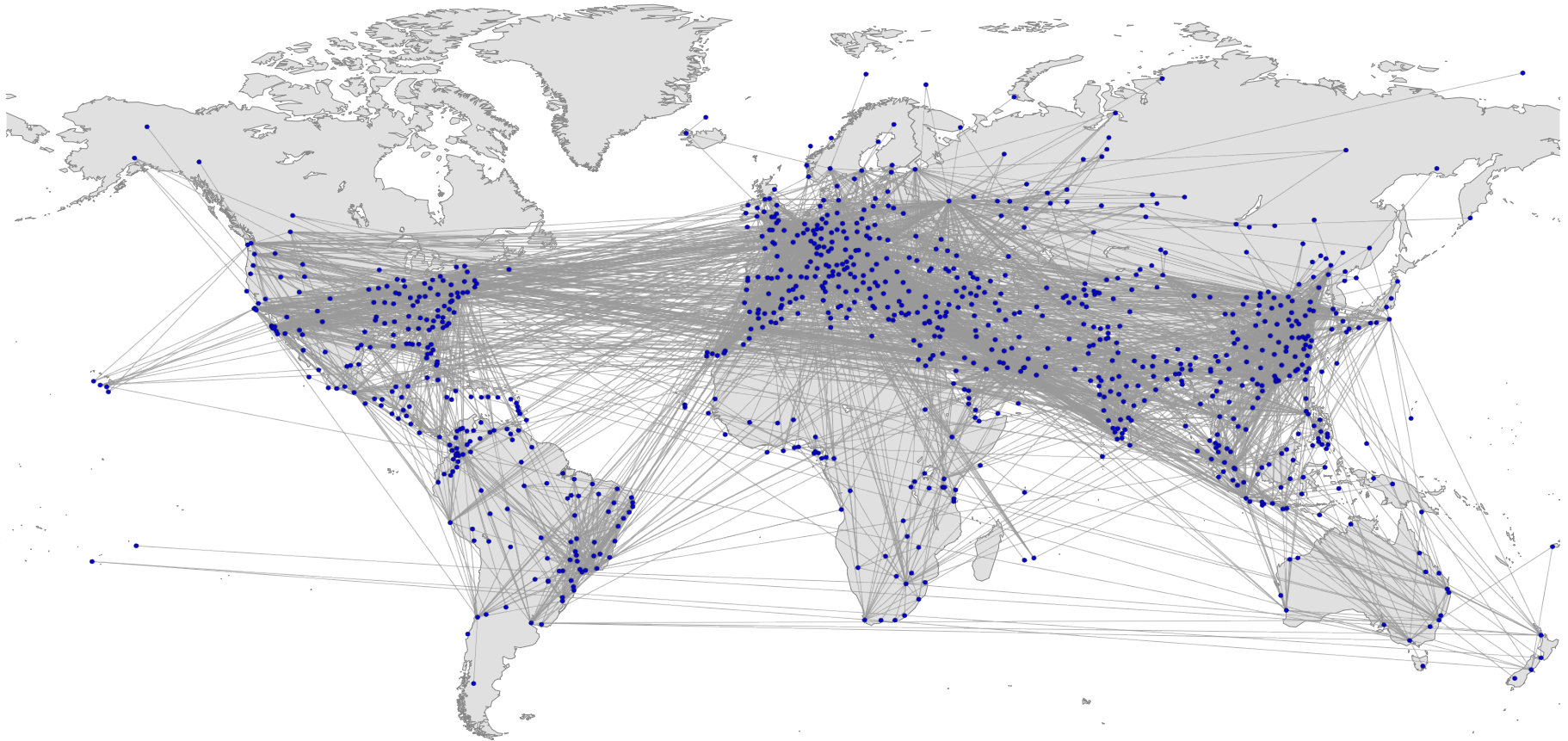
Only 40% of today's network was there 20 years ago

Number of airport pairs served



Source: OAG

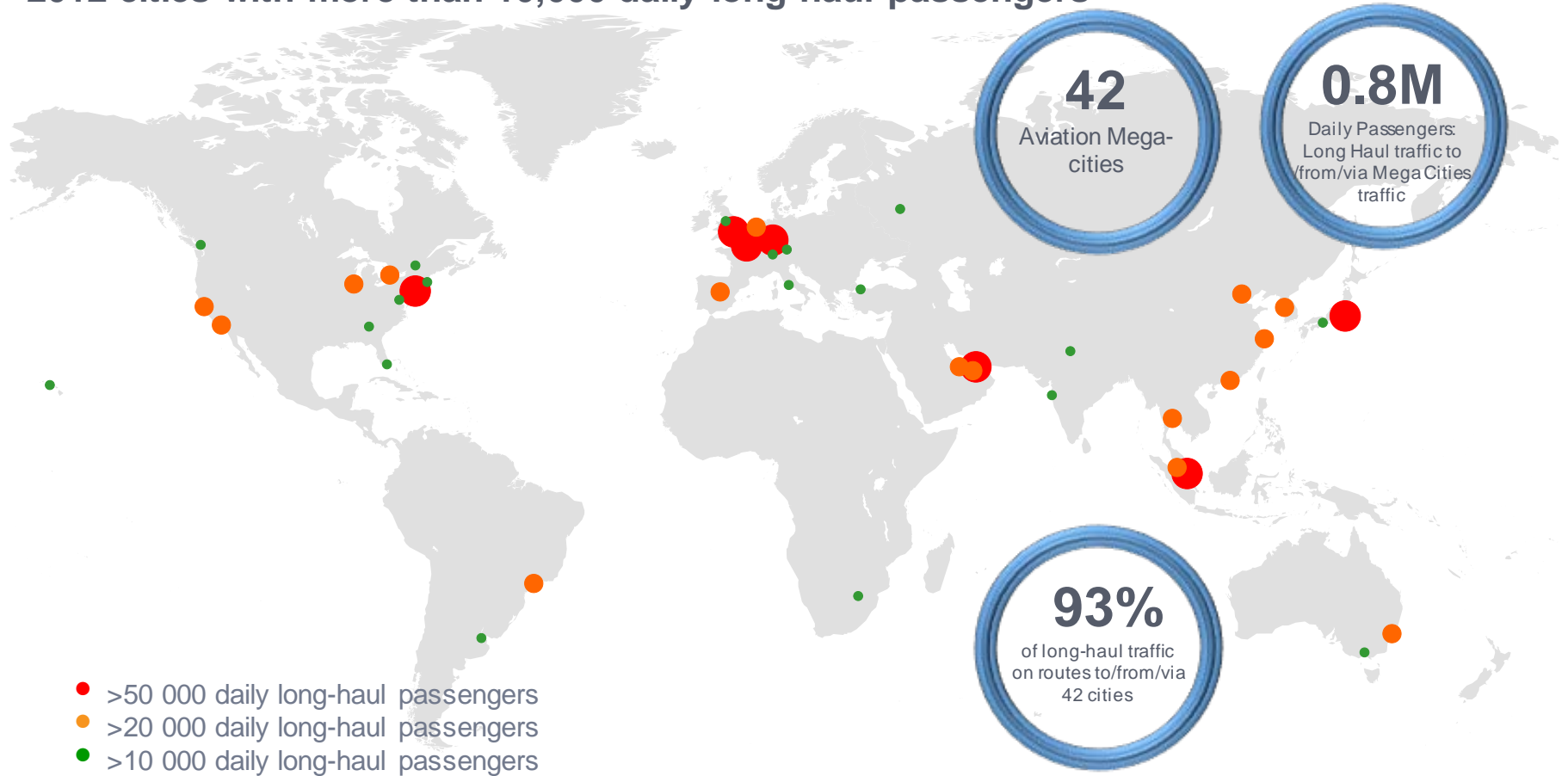
GMF 2013 new routes



The GMF 2013 has around 4,000 new airline / airport-pairs by 2032

42 cities in the world handle more than 10,000 long haul passengers per day ...

2012 cities with more than 10,000 daily long-haul passengers



Long-haul traffic is concentrated on a few main aviation centres

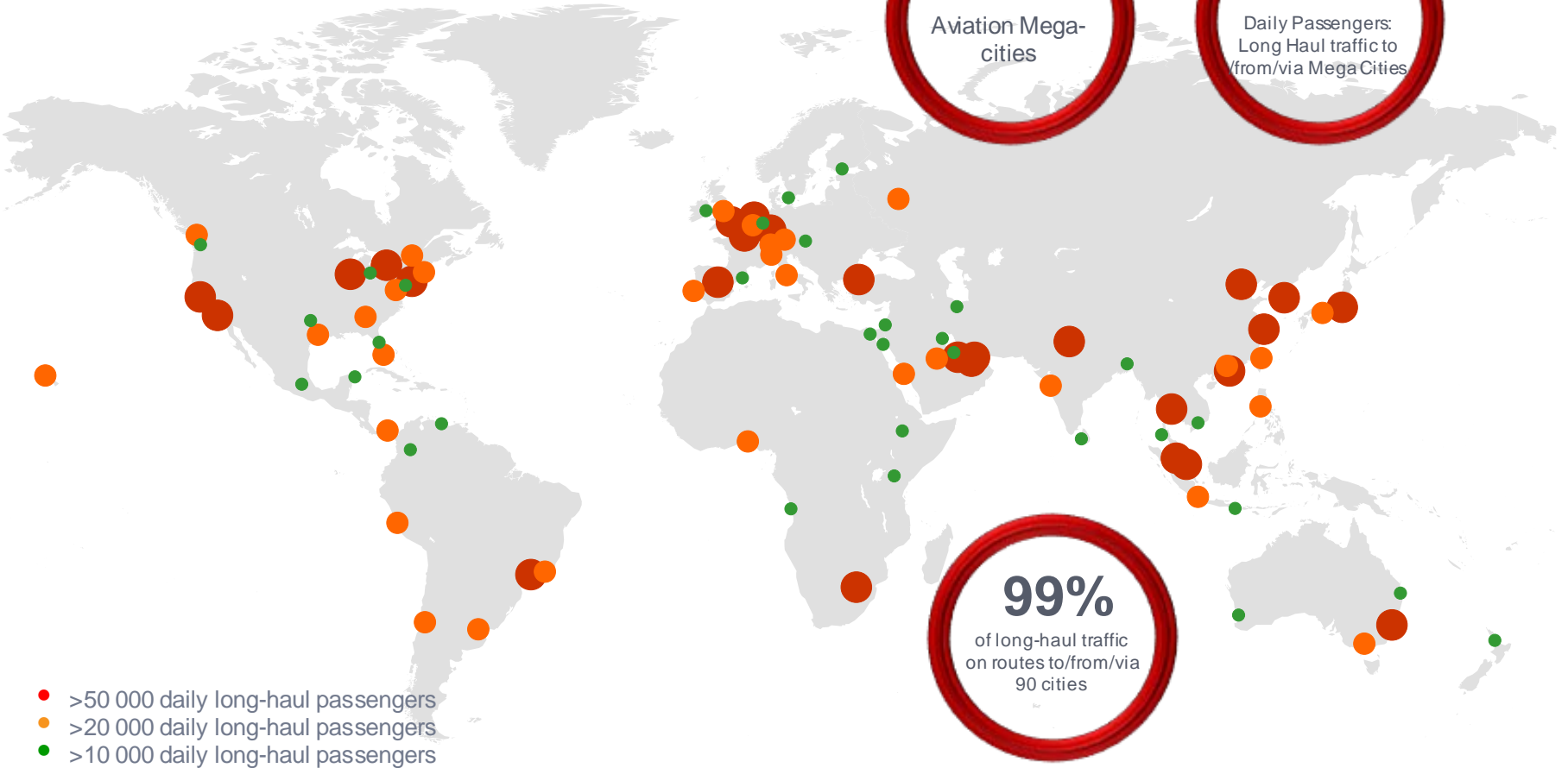
Traffic as of month of September; Source: GMF 2013

Long haul traffic: flight distance >2,000nm, excl. domestic traffic;

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... and by 2032 there will be 90 Mega-cities

2032 cities with more than 10,000 daily long-haul passengers



Long-haul traffic is more and more concentrated on main aviation centres

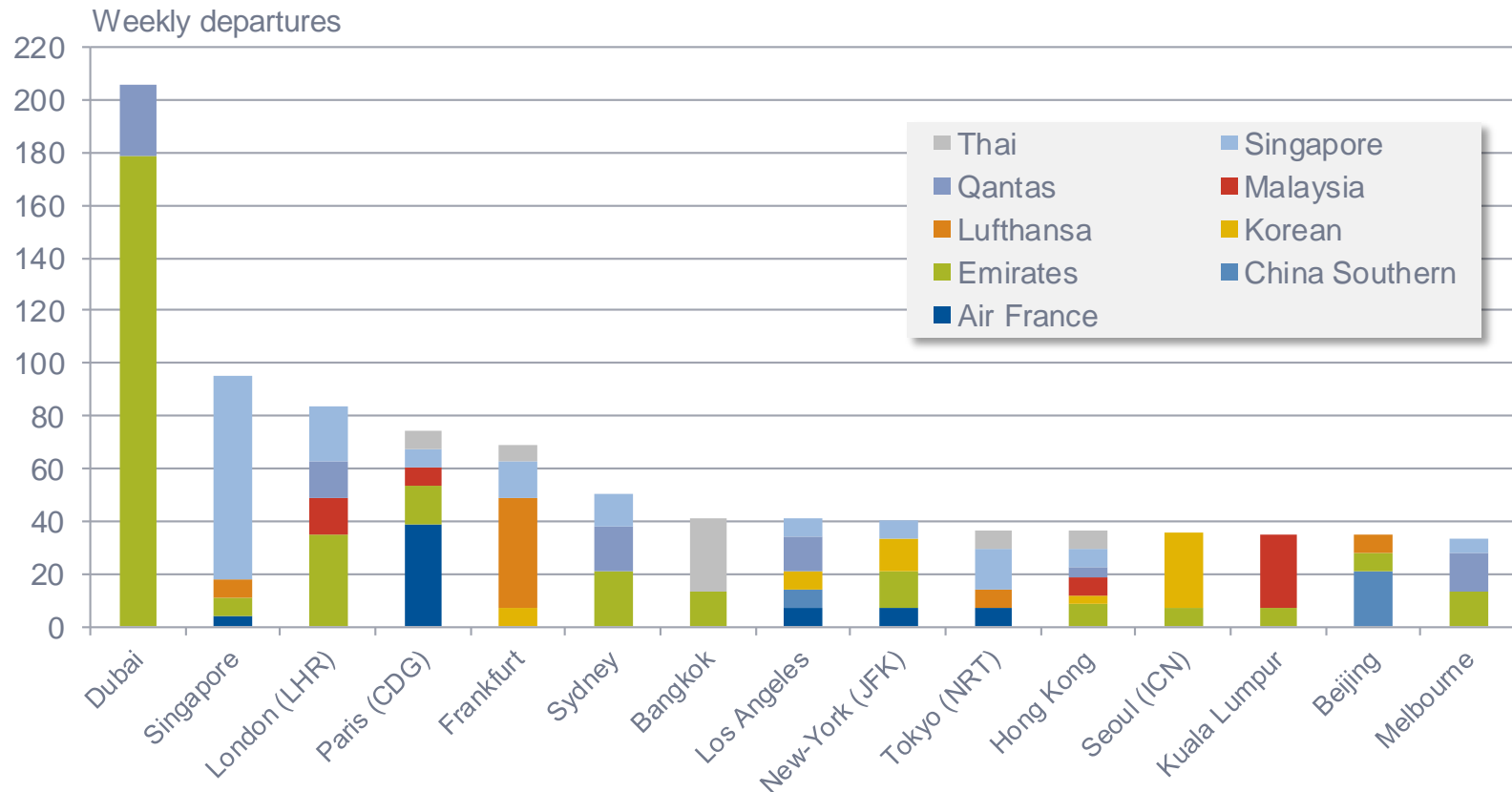
Traffic as of month of September. Source: GMF 2013

Long haul traffic: flight distance >2,000nm, excl. domestic traffic;

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A380s link the worlds Aviation Mega-cities

Top 15 A380 airports ranked by weekly departures

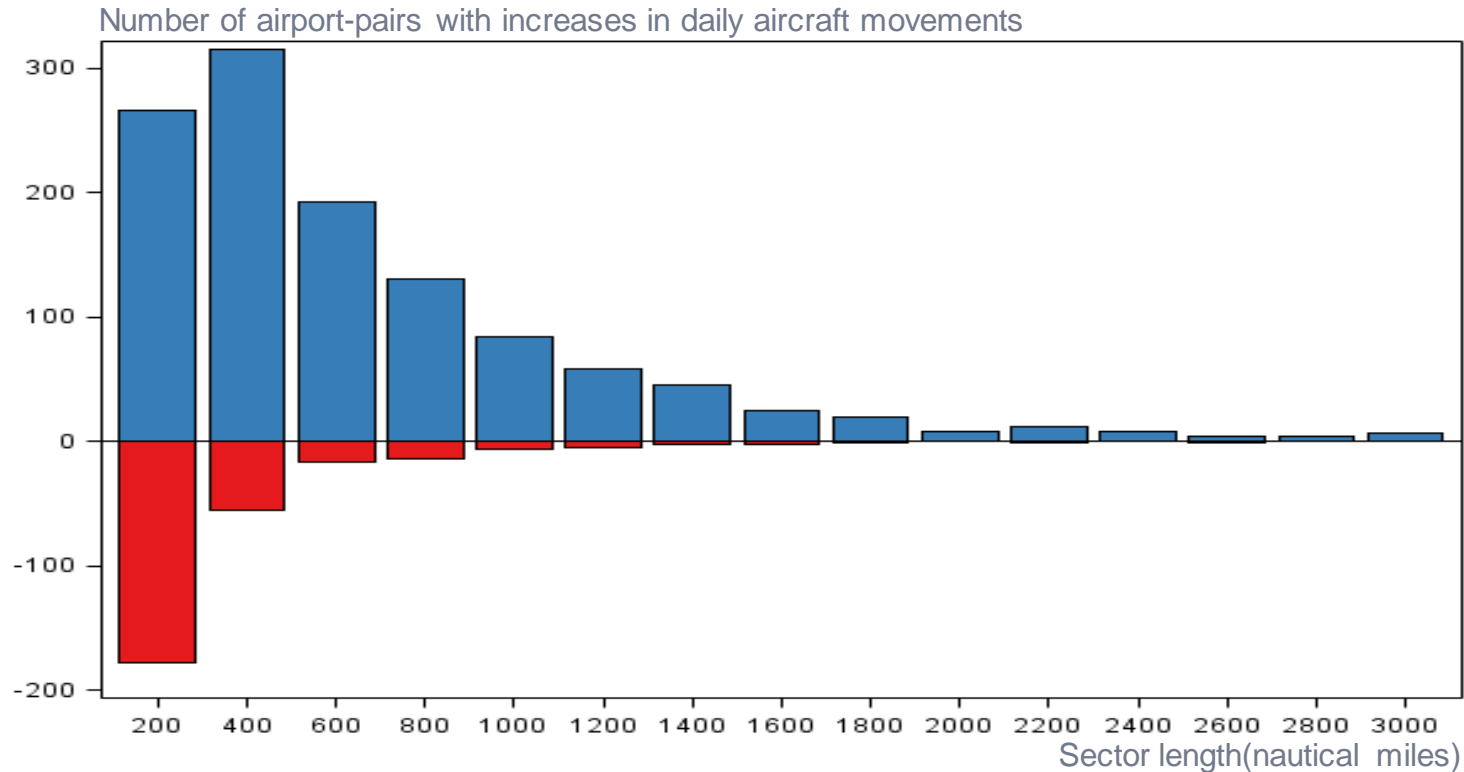


Over 150 flights per day carrying more than 1.5m passengers per month

Most routes within Asia-Pacific increased their number of daily frequencies in the last 20-years

Routes with increases in frequencies

2013 vs. 1993



Source: OAG, Airbus Market Research and Forecasts

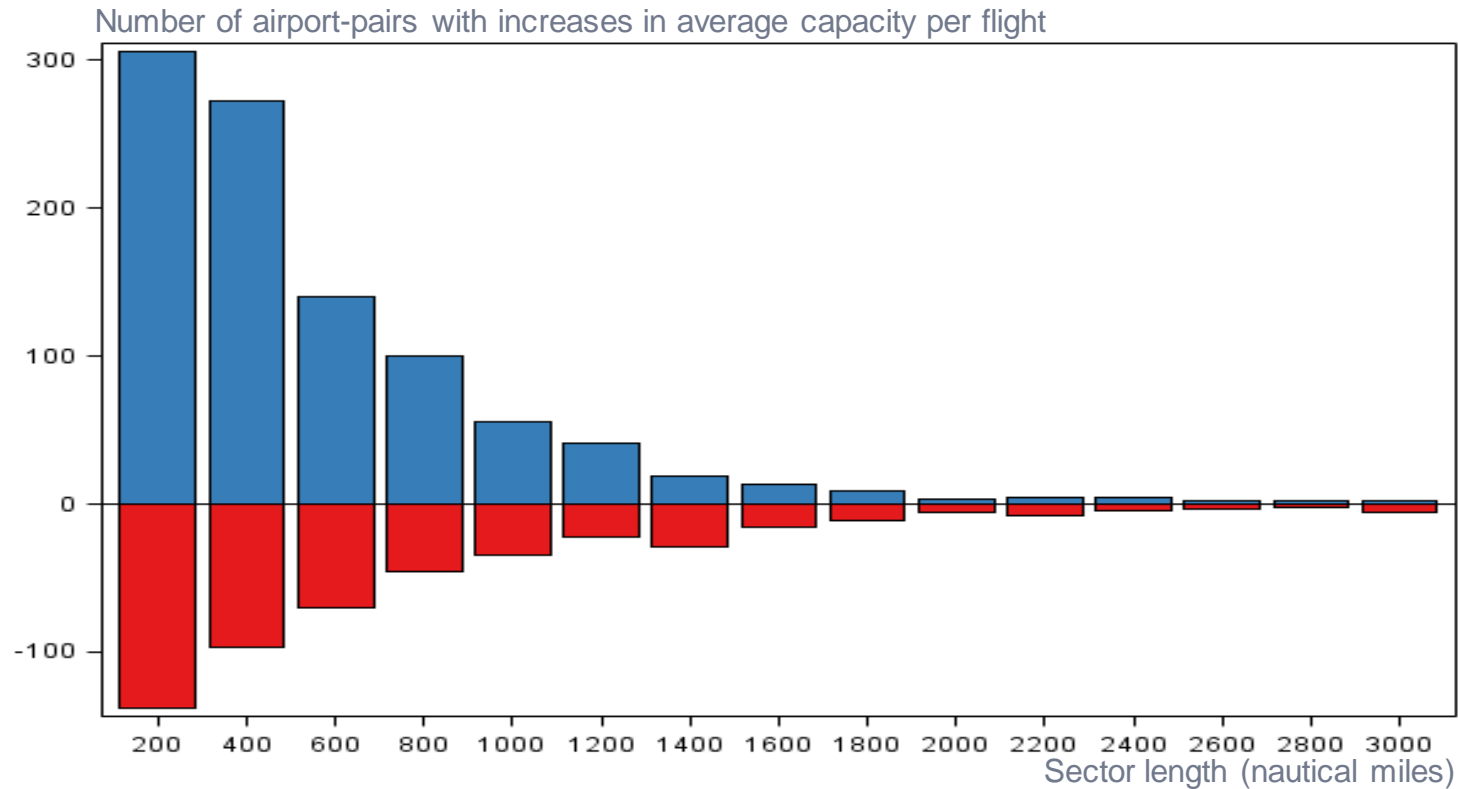
Note: Only routes that have remained in operation in 1993 and 2013

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973 of the 1,496 airport-pairs operated in Asia-Pacific have increased their average capacity

Routes with increases in capacity

2013 vs. 1993



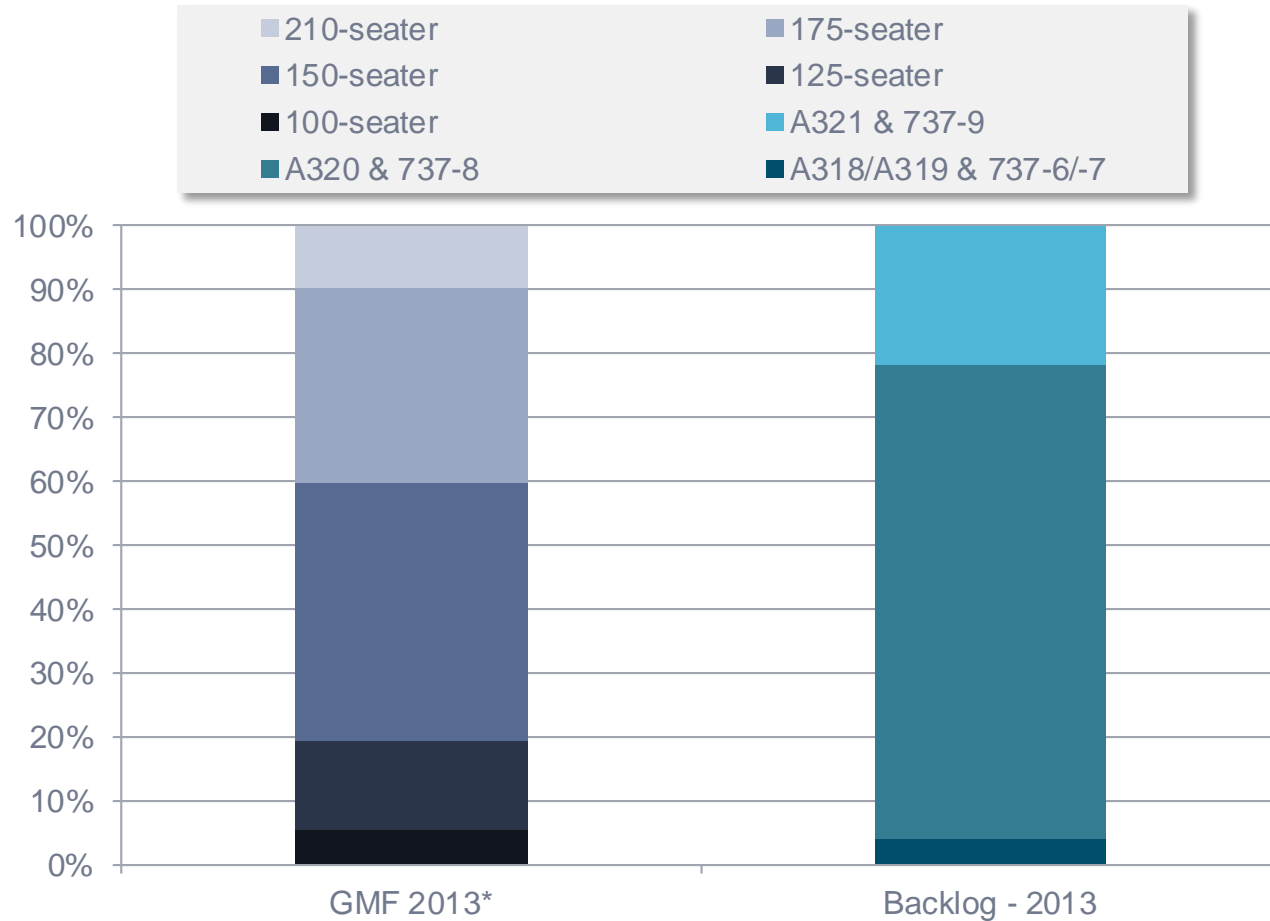
Source: OAG, Airbus Market Research and Forecasts

Note: Only routes that have remained in operation in 1993 and 2013

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Airlines are choosing larger single-aisle aircraft

Single-aisle backlog by type



*- Demand for first 10 years ending in 2022

Source: Ascend (October 31st of each year), Airbus

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Airbus Global Market Forecast



A 20 year aircraft demand and passenger traffic forecast

Market Research

Trends Analysis

- Consumer & Travel Surveys
- Tourism
- Migration
- Traffic flows
- Passenger demands

Airlines

- Business Models
- Operations
- Competition
- Geopolitics

Governments & Regulators

- Liberalization/deregulation
- Investments and constraints
- Geopolitics

Forecast

Traffic

- Economics and Econometrics
- Fuel costs
- Yields
- Load Factors
- Trade and Value of Goods

Network Development

- Route planning
- Origin and destination demand
- Population centers

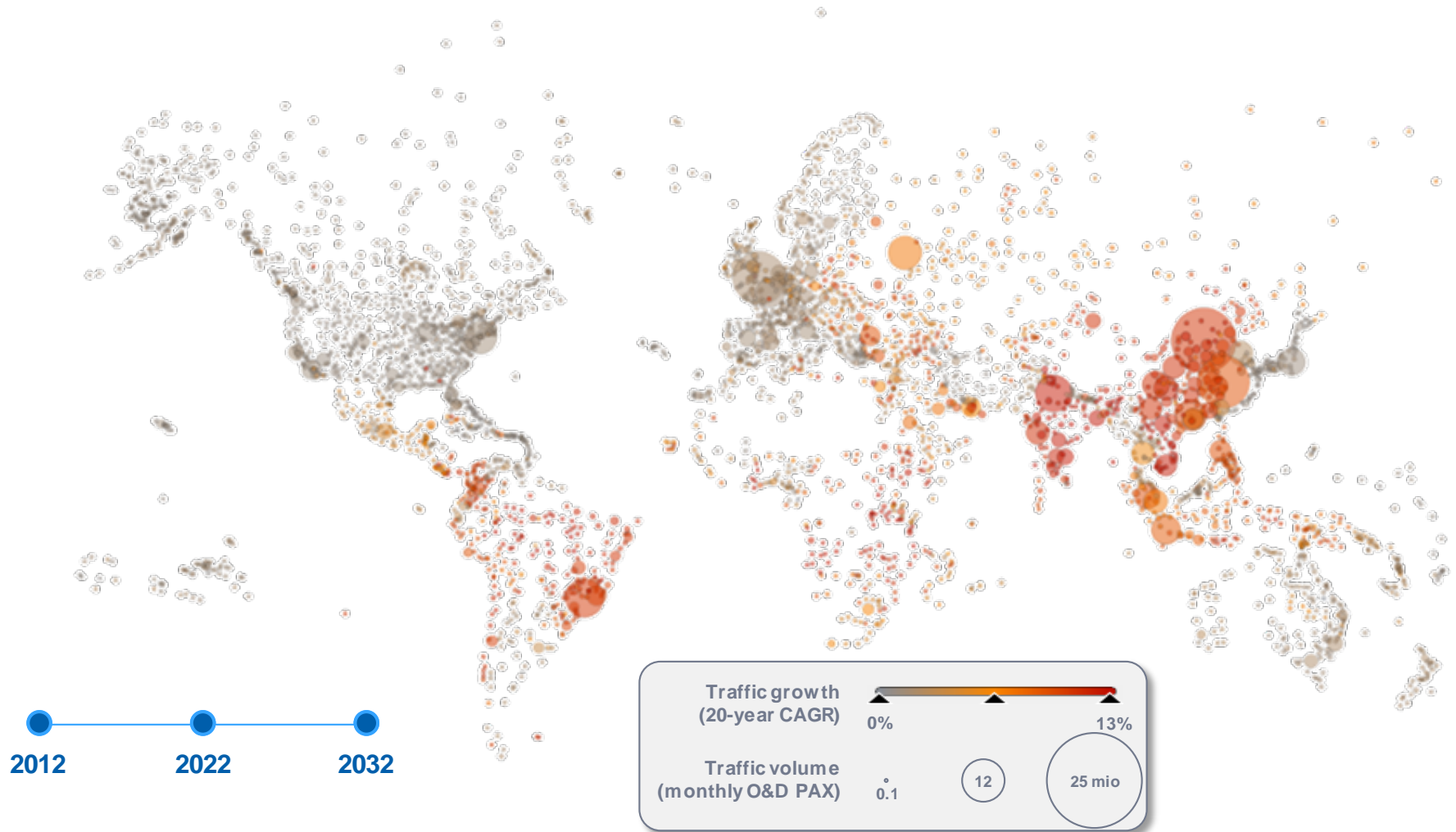
Fleet trends

- Aircraft economics
- Utilization
- Fleet age and retirements



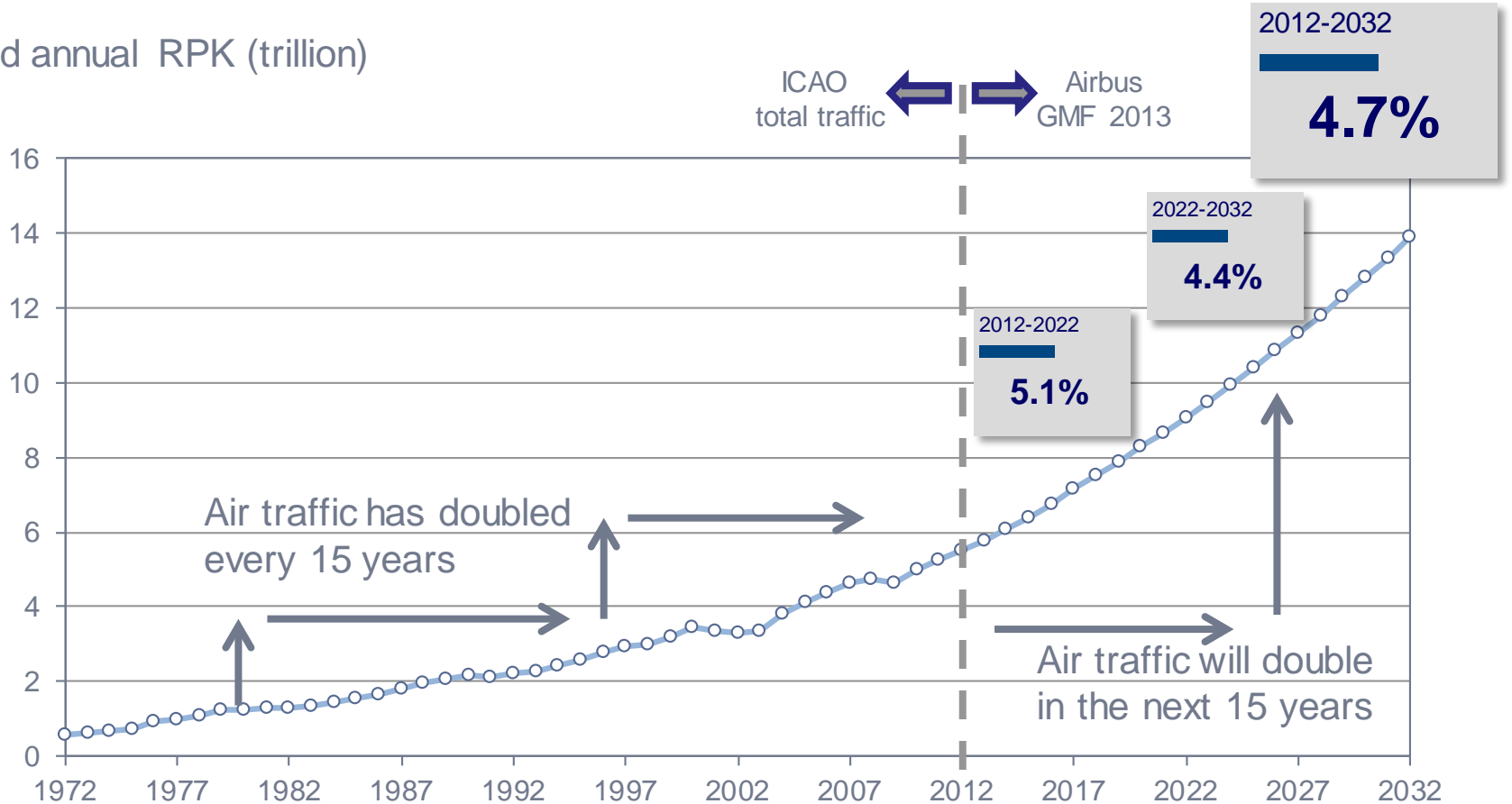
Aviation shapes the world

Origin-destination passenger traffic per city, 2013 – 2032 growth and 2032 volume



Traffic will double in the next 15 years

World annual RPK (trillion)

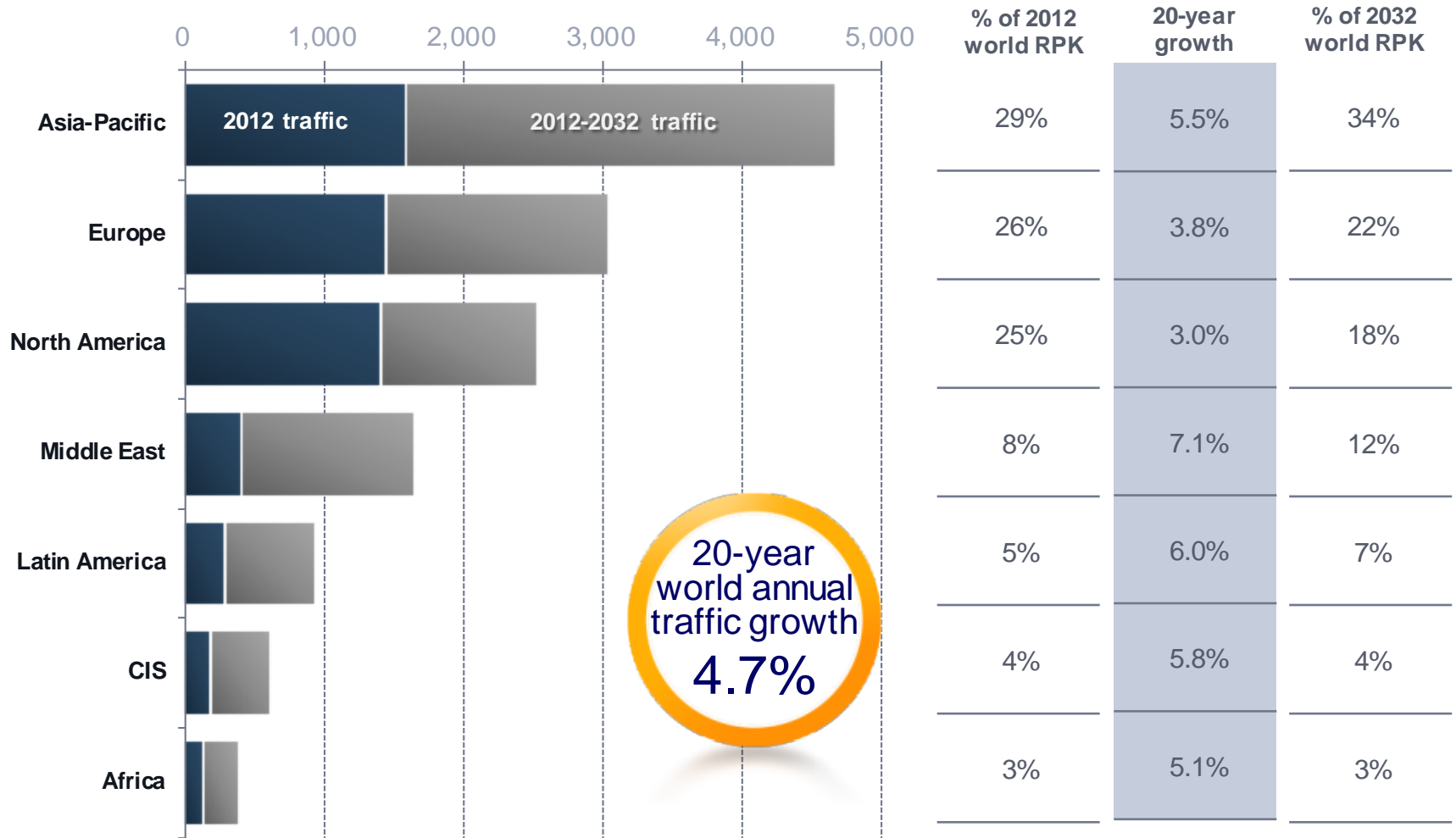


Source: ICAO, Airbus



Asia-Pacific to lead in world traffic by 2032

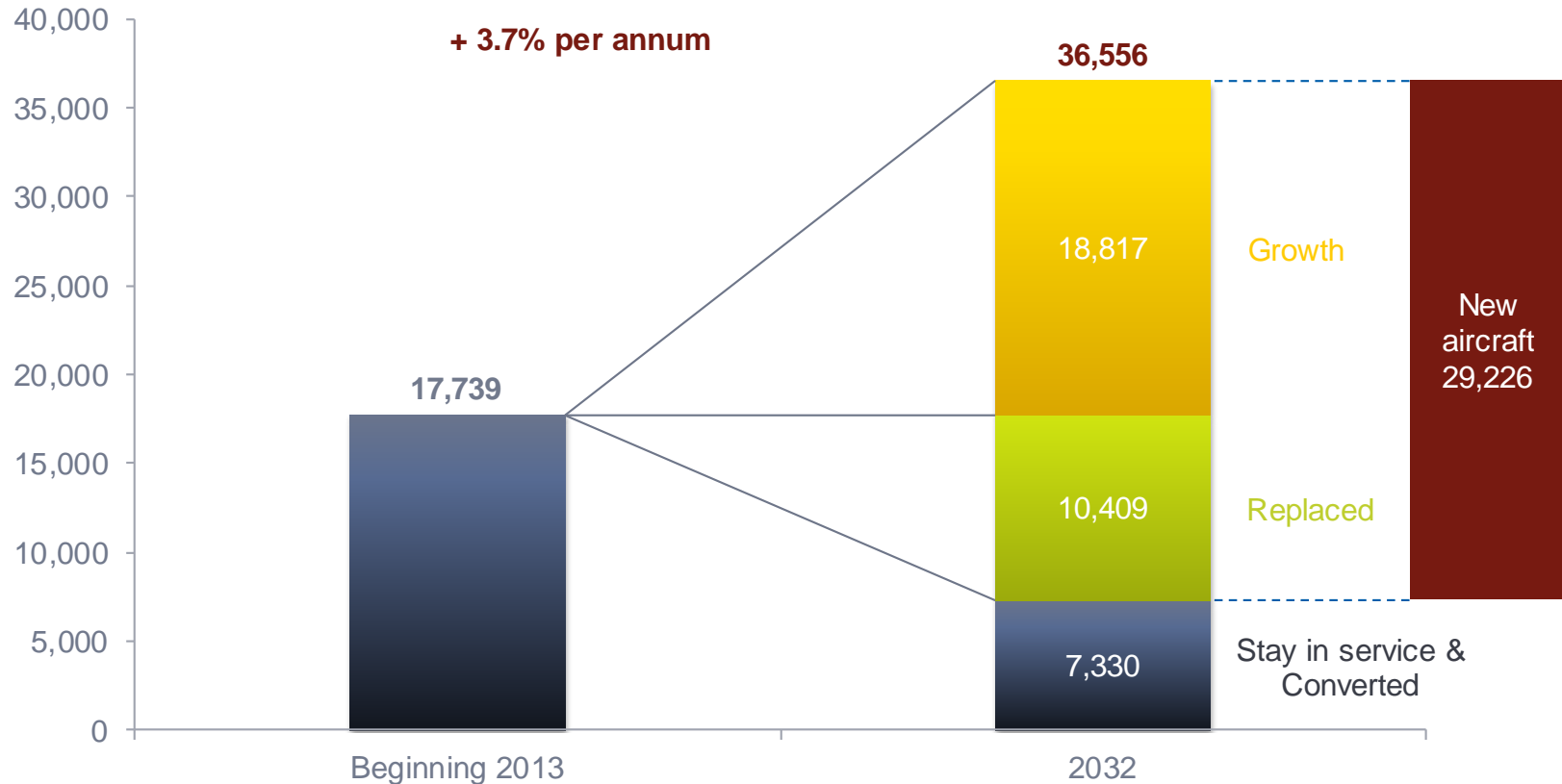
RPK traffic by airline domicile (billions)



20-year world annual traffic growth
4.7%

Demand for over 29,200 new aircraft

Fleet in service evolution; 2013-2032



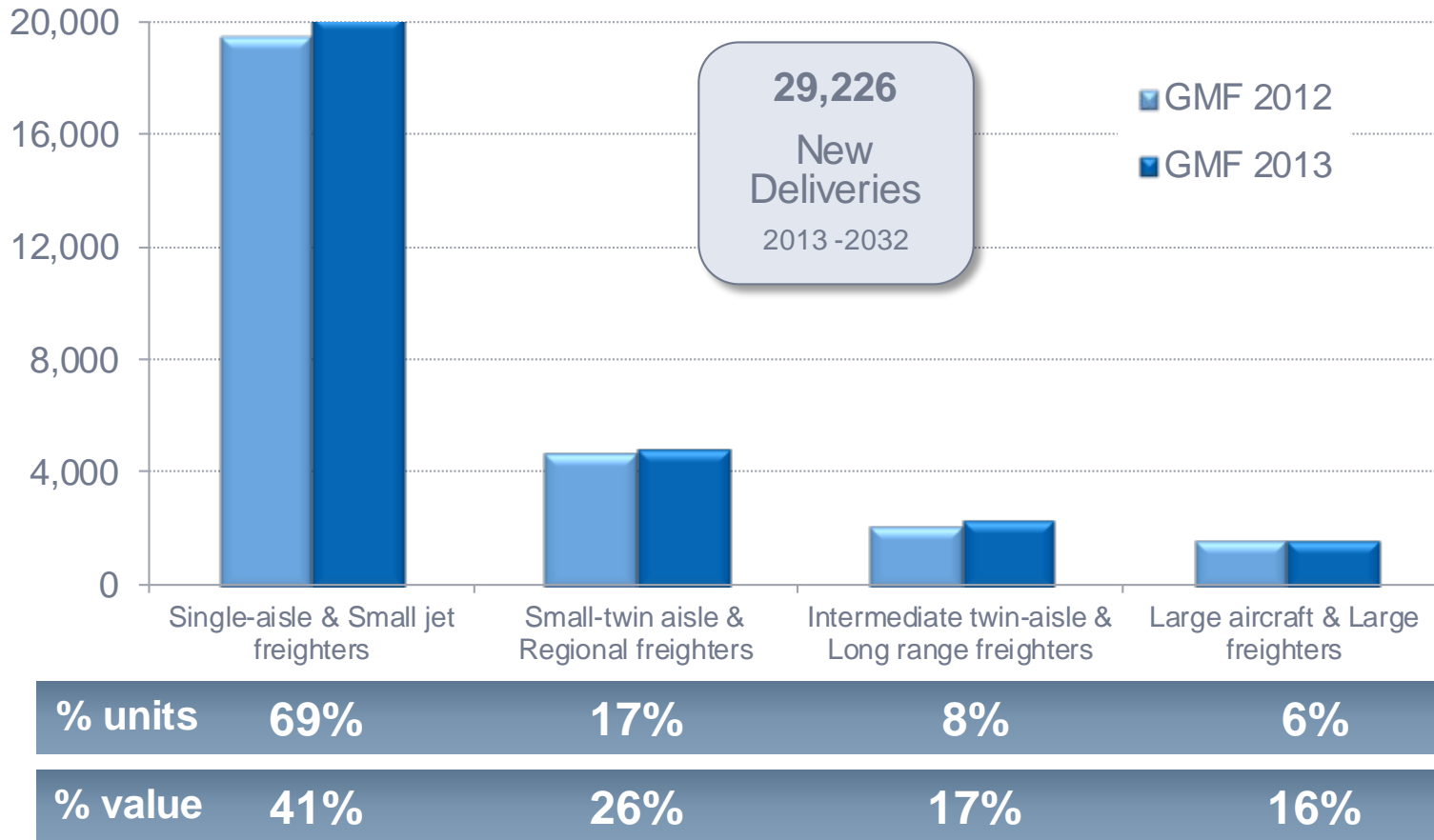
Source: Airbus

Note: Passenger aircraft ≥ 100 seats, Freighter aircraft ≥ 10 tonnes

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Single-aisle: 69% of units; Twin-aisle: 43% of value

20-year new deliveries of passenger and freighter aircraft



Passenger aircraft (≥ 100 seats) and jet freighter aircraft (>10 tons)

Source: Airbus

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20-year demand for 29,230 new passenger and freight aircraft

20-year new deliveries of passenger and freight aircraft



20,242 single-aisle aircraft

+724 aircraft over GMF 2012



7,273 twin-aisle aircraft

+299 aircraft



1,711 very large aircraft

+5 aircraft

29,226 new aircraft

+1,028 aircraft

Passenger aircraft (≥ 100 seats)

Jet freight aircraft (>10 tons)

Market value of \$4.4 trillion

Higher expectations and more competition

Growth



Fuel price



Simple

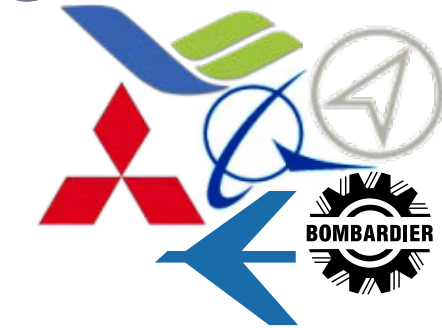


Eco-efficient

Safe

Affordable & Profitable

Regulations



Competition

Airbus products meeting customer needs

A320ceo & neo family



- A320 family nearly ~10,200 sold, ~5,900 delivered
- A320neo >2,600 sold to 48 customers
- 15% lower fuel burn
- more range

A330

- A330 > 1,300 aircraft sold
- >800 sold since 787 launch
- More than 1,000 delivered
- Repeat ordering, particularly Asia
- Continuous product improvement – 242t MTOW



A380

- Offers greatest cabin flexibility
- Quiet inside and out
- Efficiently connecting mega-cities
- Minimising seat costs, maximising comfort
- A380 effect, load factors & yield = profit
- >300 sold, >120 delivered

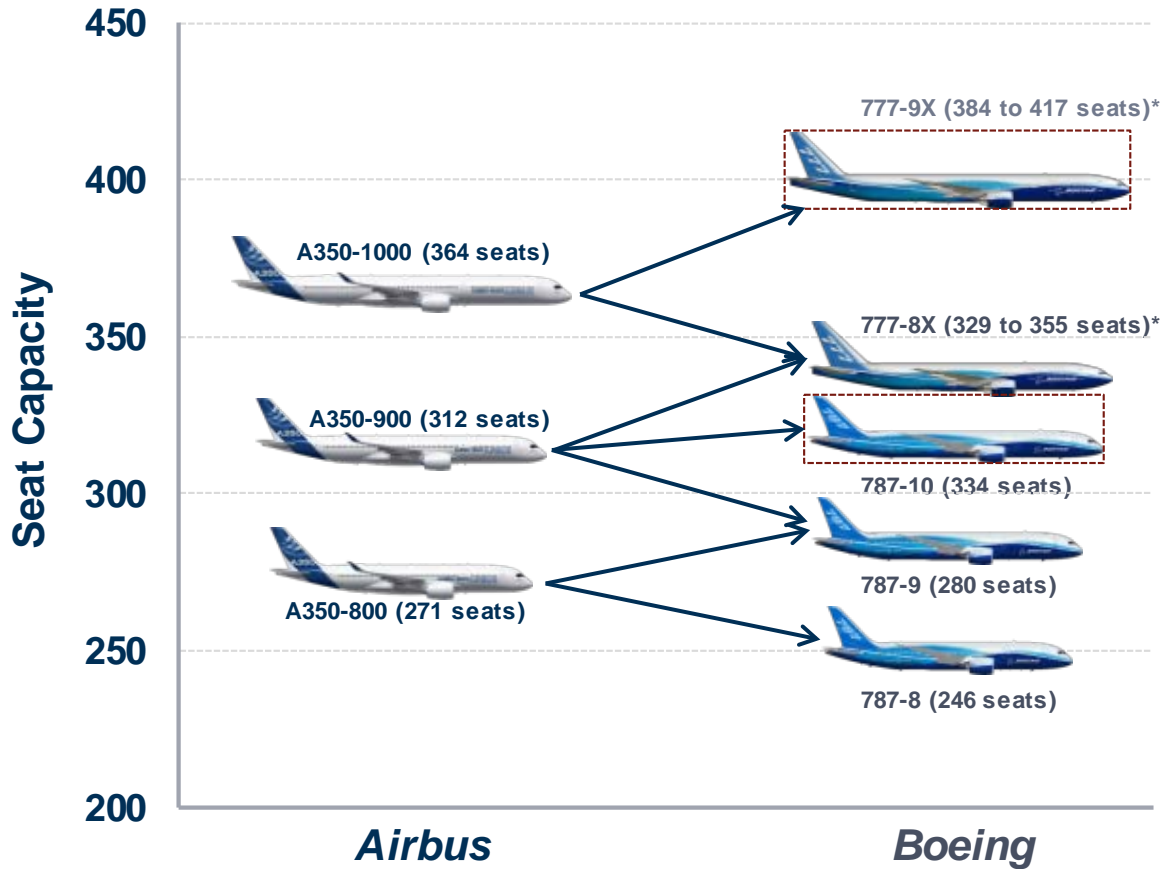
A350XWB

- A350XWB nearly >800 aircraft, 39 customers
- Family ideally sized for market today & tomorrow
- Cross section = comfort
- Answers medium & long range needs



Data to end 2013

A350XWB Competitive Landscape



A350 faces two families alone

Innovation - a good start to the 21st Century

2007 to 2015



Airbus A350 XWB

- 53% composite materials
- Latest generation IFE and connectivity
- Development of screen displays
- Integrated Modular Avionics
- 2 H / 2 E architecture
- Full use of a Digital Mock-Up



2007 Airbus A380-800

- 25% composite materials
- Quietest cabin in the sky
- New flight deck functions
- Integrated Modular Avionics
- 2 H / 2 E architecture
- Full use of a Digital Mock-Up

2014



Airbus A320neo

- 'Sharklet' wingtip design for improved aerodynamics
- Step change engine technology development

2015

**TODAY'S
TOMORROW'S
drivers:**

- Market
- Innovation
- Performance
- Economics
- Reliability
- Environmental impact

Dates represent EIS

