

Richard Owen Walker
Head of Leasing & Investor Marketing

Commercial Update

14th October, 2014



Airbus is a global company with a global footprint



Global presence

4

Subsidiaries:

Airbus Americas
Airbus China
Airbus Japan
Airbus Middle East

1st Airbus delivery – 10th May, 1974 - A300 for Air France



A300B2 F-BVGA

**The world's first
twin-engine
widebody**

Airbus has sold over 14,600 aircraft & delivered almost 8,700

A380



A350 XWB



A340



A330



A320 Family



A300/A310



Orders, deliveries & backlog

14,606 orders
8,699 deliveries
5,907 backlog

13 models
370 customers
397 operators

To end September, 2014

A300/A310 & A340 no longer in production

Aircraft not to scale

Strong order in-take in 2014



2014 orders
 -
1,077
 aircraft
 44
 customers
All models



Gross orders to end of September 2014

4 unidentified customers, 3 private customers, 2 financiers



Airbus has a large order backlog

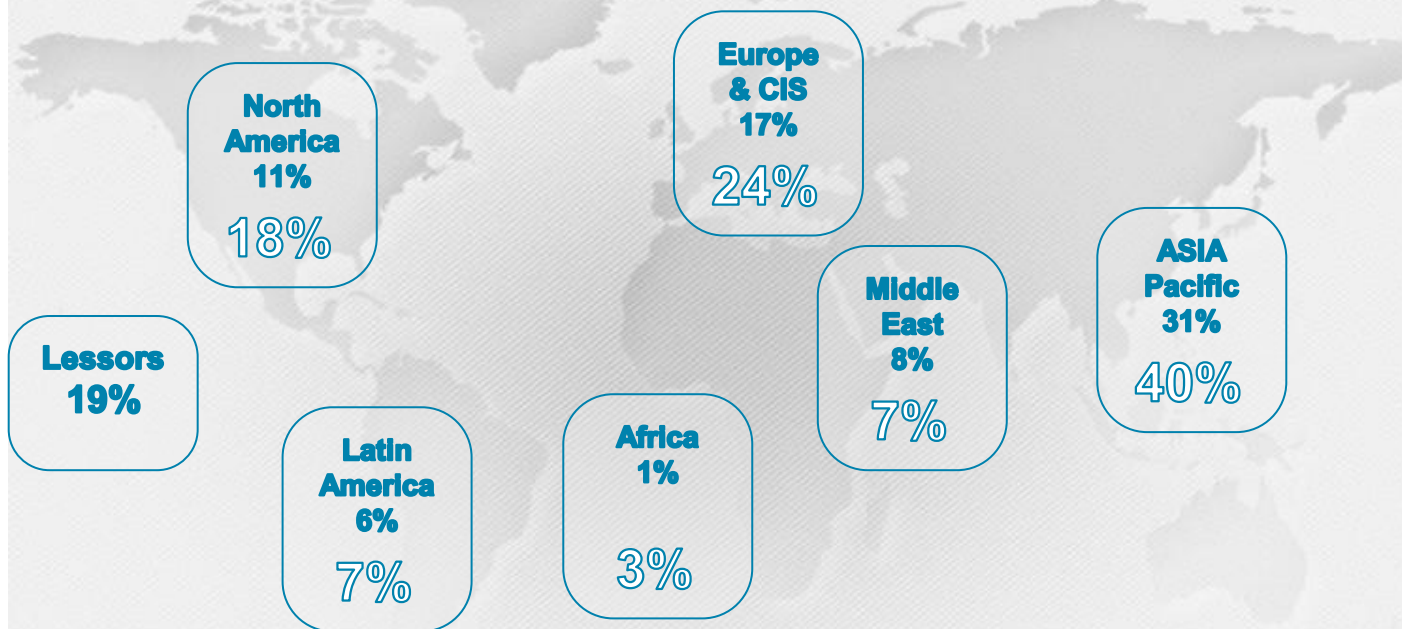
A320	1,476
A320neo	3,272
A330	234
A350XWB	750
A380	175



Data to end September 2014

Airbus backlog well aligned with demand forecast

Airbus backlog and GMF demand forecast by region



Airbus backlog

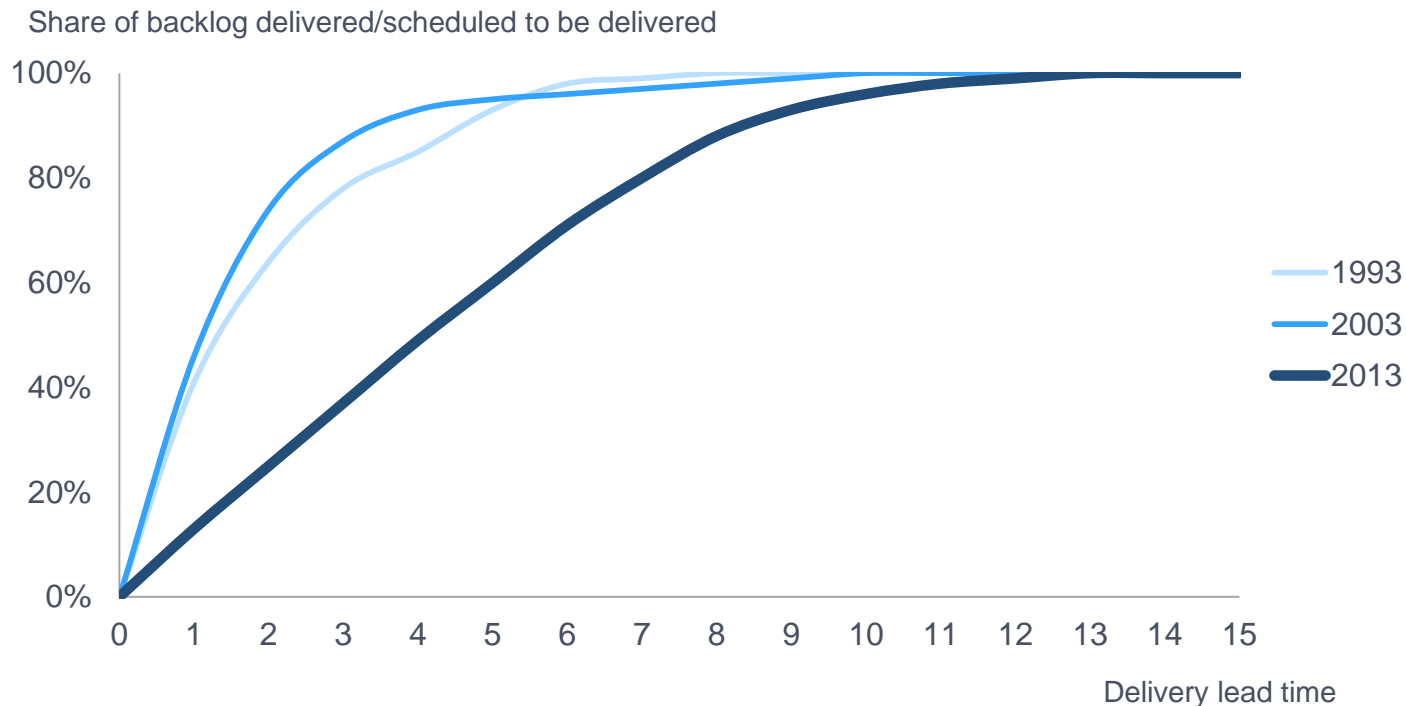
5,892
aircraft

Source: Airbus, Airbus GMF

As at end August 2014

Total backlog includes undisclosed

Backlog today extends 3 to 4 years further in to future than before



Backlog today

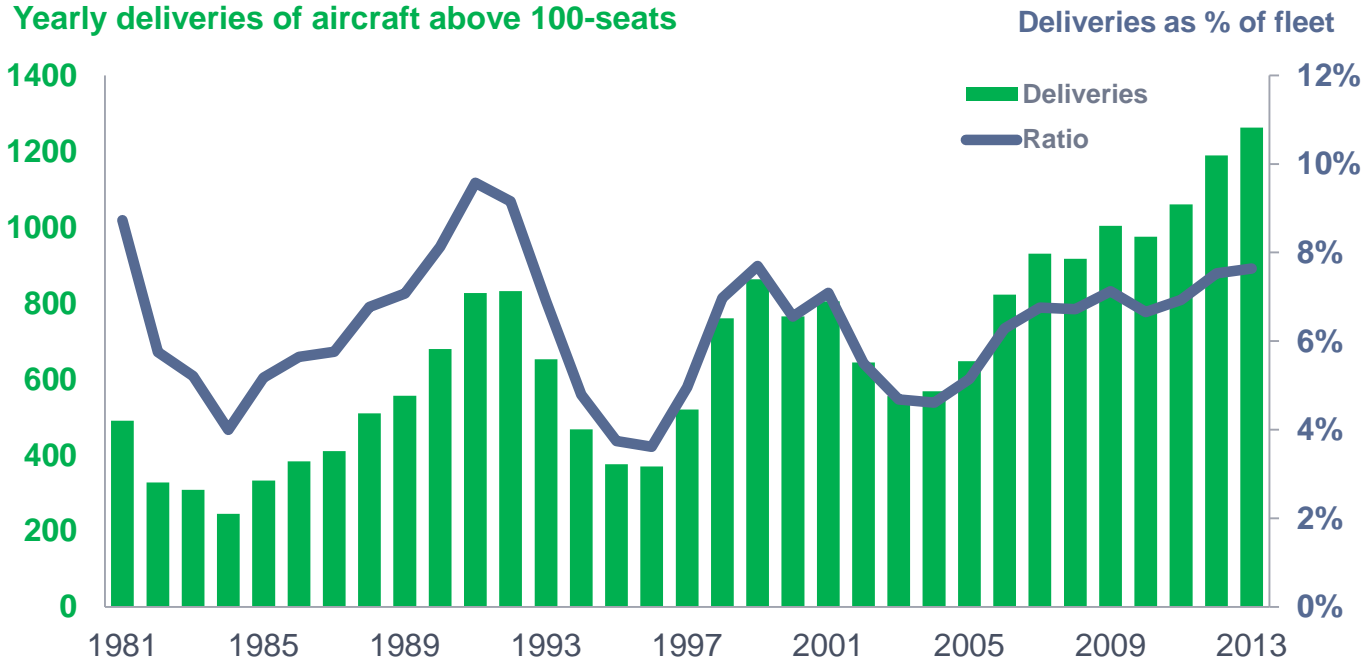
40% of the backlog is for delivery beyond 5 years

In 2003, this value was 5%

Aircraft above 100 seats, all manufacturers

Source: Airbus analysis from ASCEND database

Last 10 years deliveries have averaged 7% of the in-service fleet



Deliveries

Estimated ratio for 2014~2018 deliveries is **7.3%** of the in-service fleet

Source: Airbus analysis from ASCEND database. All manufacturers.

2014~2033 Airbus Global Market Forecast - Highlights

Passenger traffic growth

4.7% CAGR*

Freight traffic growth

4.5% CAGR

Passenger fleet

2014	2033	
16,855	34,818	+17,963

Freighter fleet

2014	2033	
1,605	2,645	+1,040

New passenger aircraft deliveries

30,555

New freighter aircraft deliveries

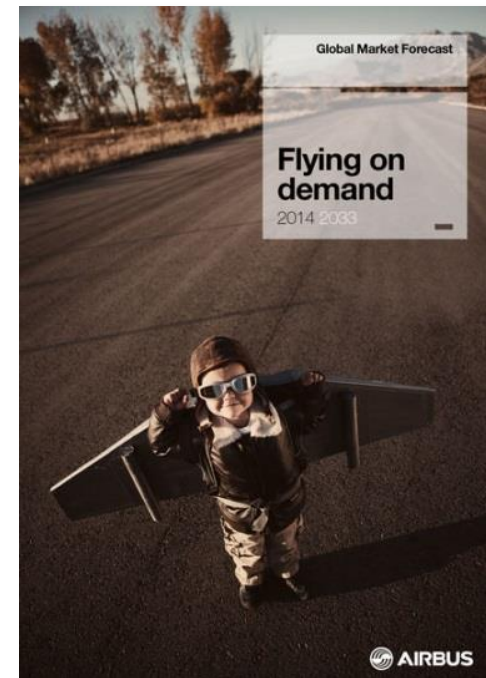
803

Total new deliveries

31,358

Market Value

\$4.6 trillion



*CAGR = Compound Average Growth Rate

Passenger aircraft ≥ 100 seats

Freighter aircraft >10T

20-year demand for 31,358 new passenger & freighter aircraft

20-year new deliveries of passenger & freighter aircraft



Single-Aisle

22,071 aircraft **70%** units **45%** value



Twin-Aisle

7,786 aircraft **25%** units **44%** value



Very Large Aircraft

1,501 aircraft **5%** units **11%** value

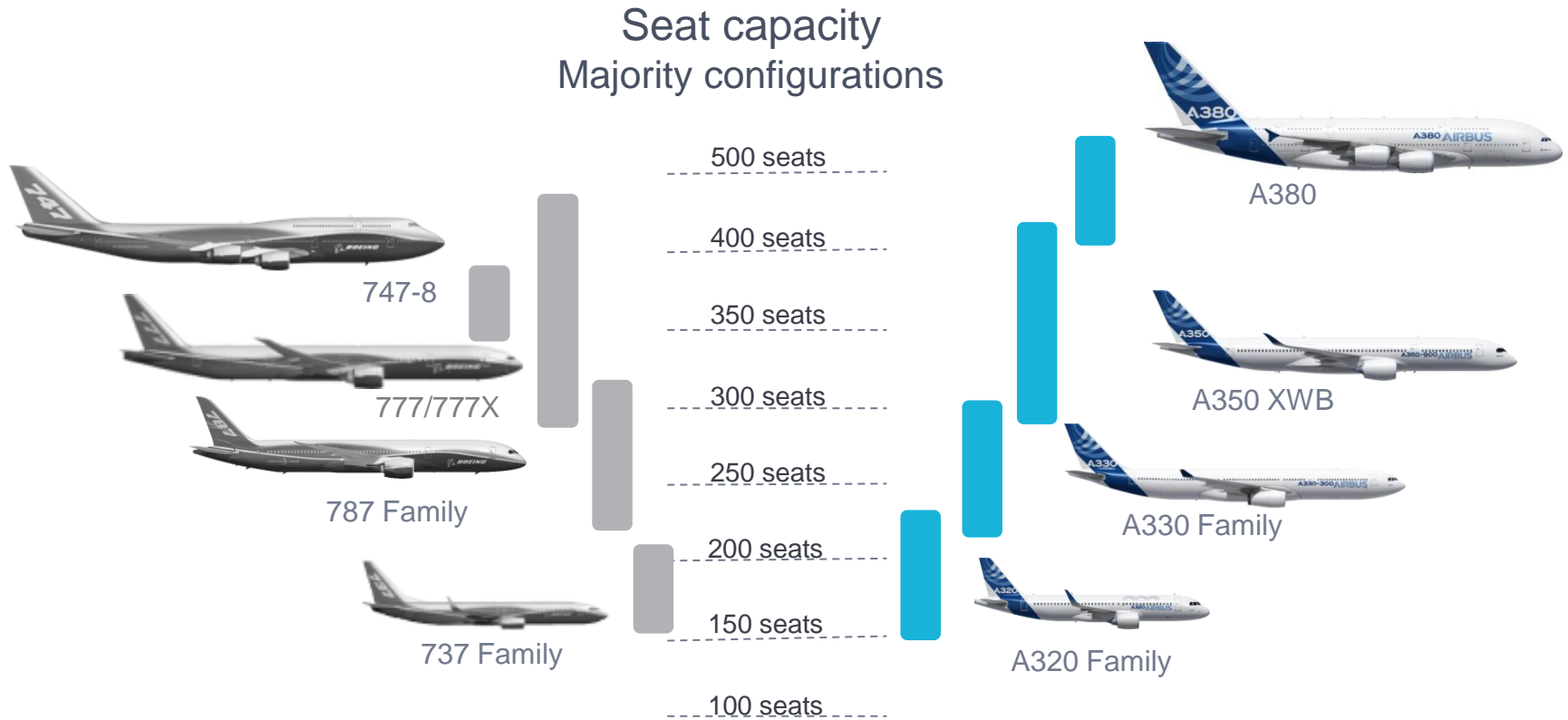
31,358 aircraft **\$4.6** trillion

Passenger aircraft (≥ 100 seats)

Jet freighter aircraft (>10 tons)

Source: Airbus GMF

Airbus: The most complete, far-sighted product line



All Airbus aircraft share unique commonality features



Airbus commonality

Similar cockpit
leads to reduced
training time and
**higher crew
productivity**

Almost 11,000 A320 Family sales



10,991

Orders

6,243

Deliveries

4,748

Backlog

318

Operators

Data to end of September 2014

One type, three equally spaced models



185 to 240



+ ~20%

150 to 189



+ ~20%

124 to 156



A320 Family

most
efficient
coverage
of the single
aisle market

* Typical two-class and high-density seat counts

Optional features required for some configurations

A320 Family production – rate 42 today



**Airbus
production**

**Rate 44
Q1/2016,
rate 46 from
Q2/2016**

Well-defined A320 Family product strategy



A320 strategy

Building on success

Maximum commonality and seamless operations



95%

Airframe Commonality



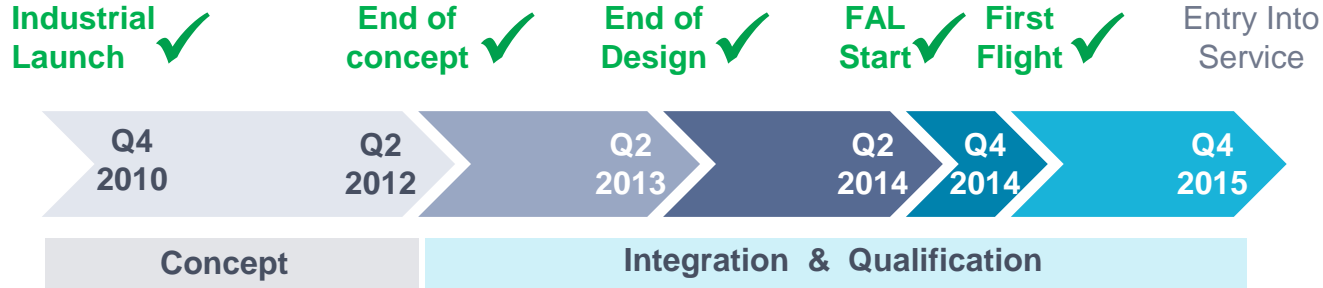
Same type
rating for
pilots



A320neo programme is on schedule



A320neo
—
Seamless
integration into
the final
assembly flow

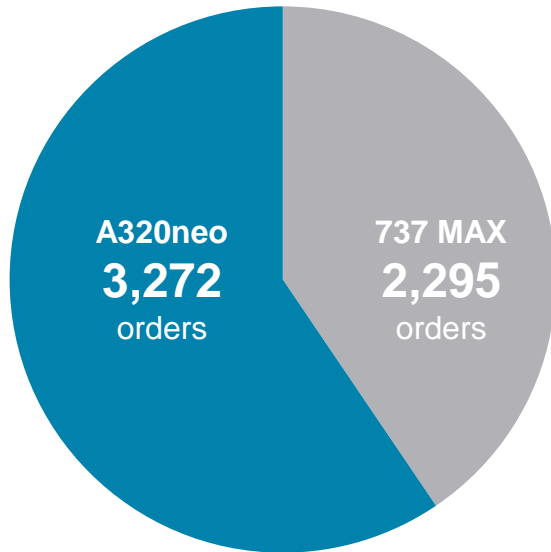


NEO leads the MAX in orders *and* customers

61

Customers*

Including customers
converting 120
A320ceo
4% conversions



43

Customers

+ Including 12
customers converting
234 NG
10% conversions

Single-aisle
market

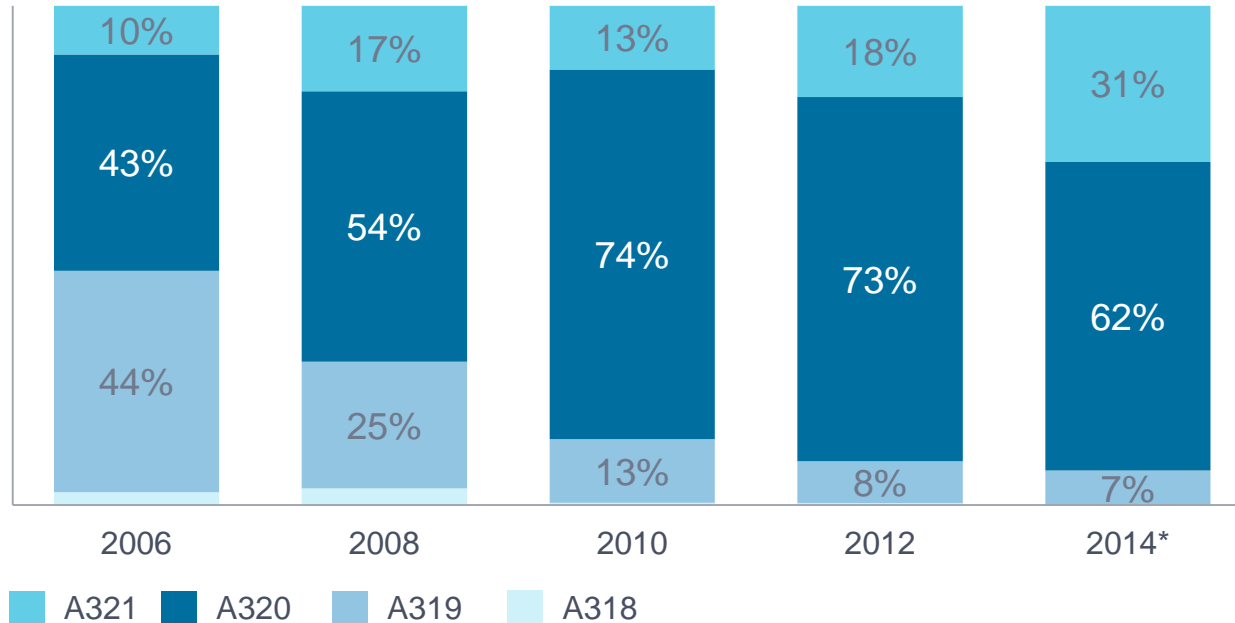
60%
preference for
A320neo

Data to end September 2014

Source: Airbus & Boeing

The single aisle market is moving to larger aircraft

A320 Family deliveries (% units)



Market trend

Clear demand for larger and more efficient aircraft

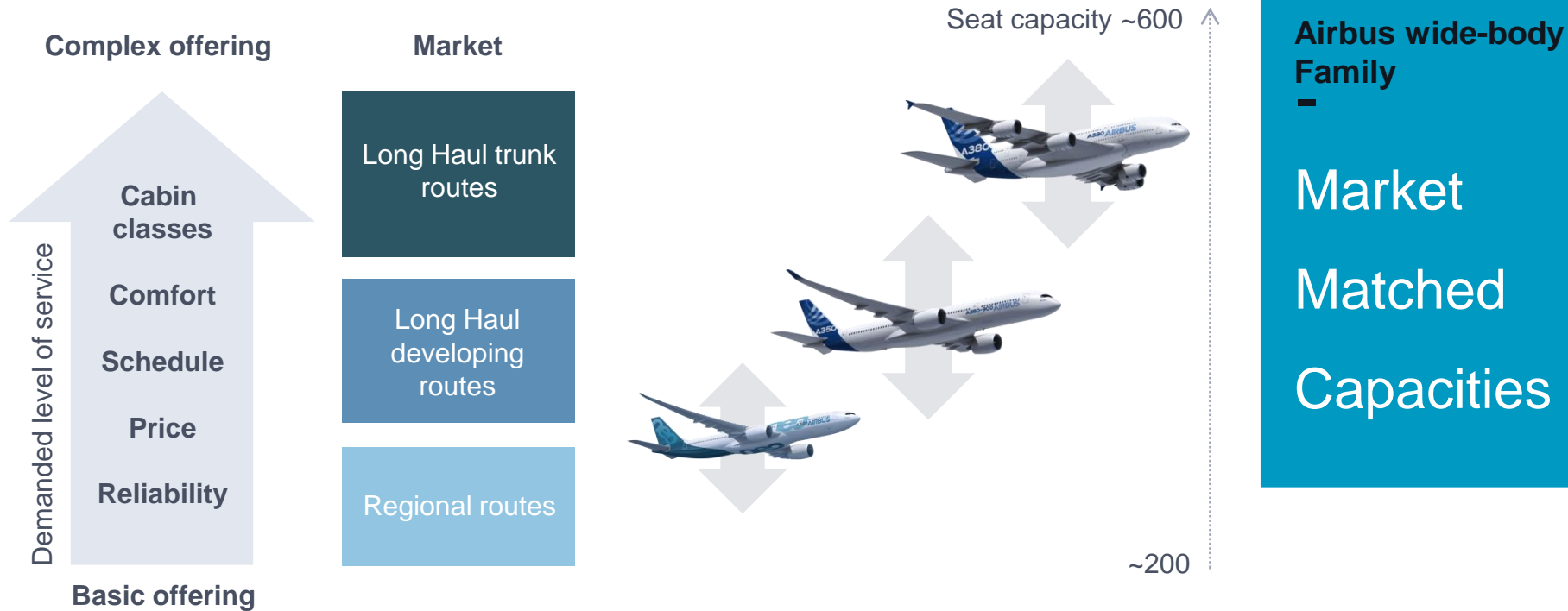
* Projected delivery mix for 2014

Source: Airbus Orders & Deliveries

Airbus widebody Family - matching market needs



Airbus serving the wide-body market



Over 1,300 A330 sales

1,354

Orders

1,120

Deliveries

234

Backlog

106

Operators



A330

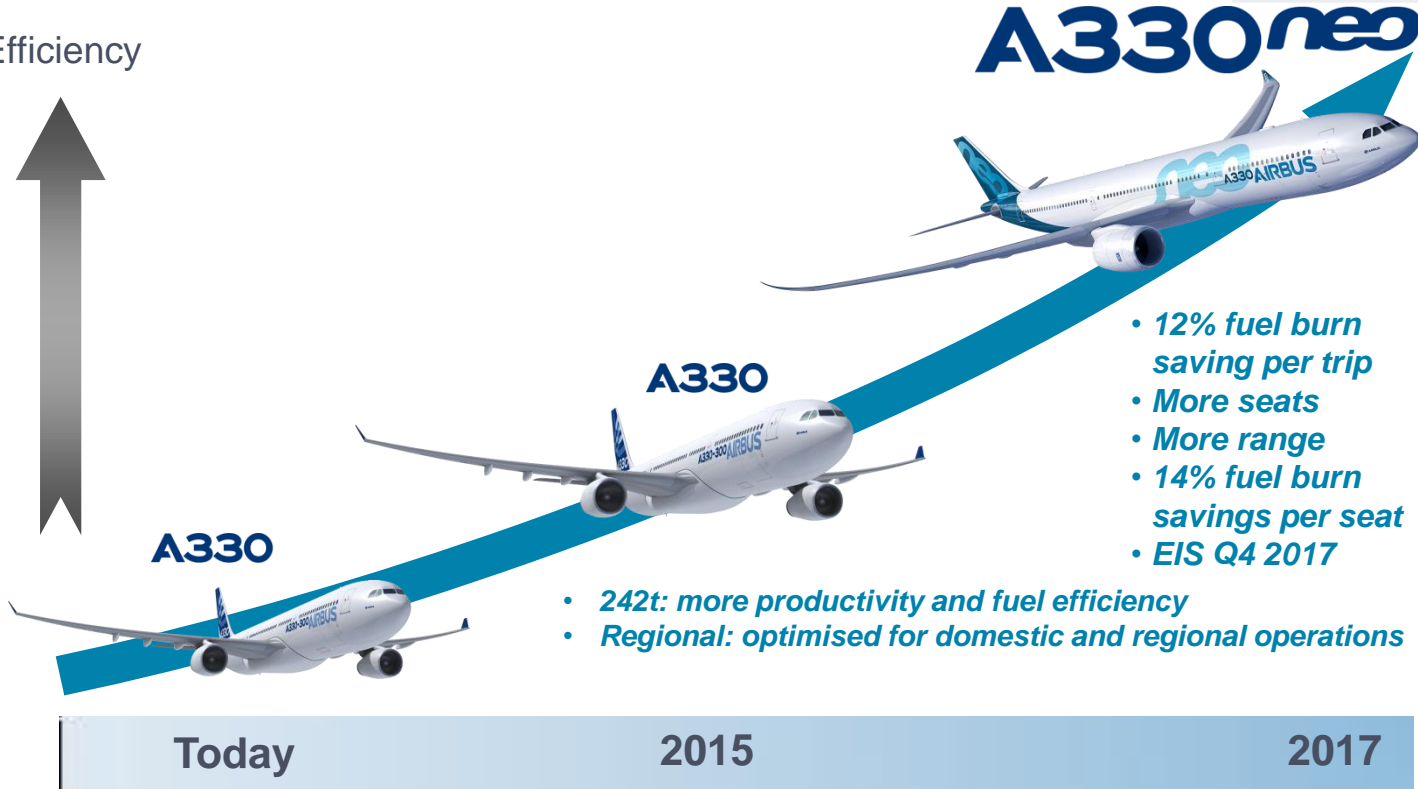
A take-off or landing every 22 seconds with 99.4% reliability

Largest widebody operator base

At end September 2014

Well-defined Airbus A330 Family product strategy

Efficiency



- *242t: more productivity and fuel efficiency*
- *Regional: optimised for domestic and regional operations*

- *12% fuel burn saving per trip*
- *More seats*
- *More range*
- *14% fuel burn savings per seat*
- *EIS Q4 2017*

A330 development

Matching market needs

Ensuring program continuity

Strong A330neo launch



A330neo launch

4 airlines

3 lessors

127
commitments

As at 31st August, 2014

A350 XWB: Now certified

750

Orders

39

Customers

750

Backlog

A350 XWB

-
On track for EIS
Q4 2014

A350 XWB firm order status

Europe



Asia & Pacific



Americas



Africa & Mid East



Private Customer

UNDISCLOSED

Leasing Companies



A350 XWB

750 orders
39 customers
31 Countries
3 Alliances
5 Lessors

As of end September 2014

1st A350-900 for Qatar Airways



A330 & A350 – Complementary twins

A350XWB

A clean sheet of paper design for uncompromised comfort and efficiency

On track for EIS Q4 2014

A350-1000 has 15% cost per trip advantage over 777-9X



A330

Proven, versatile, reliable and continually improved

242t MTOW on target for EIS Q2 2015

A330neo: 14% lower fuel burn. EIS Q4 2017



A380 takes off or lands every 5 minutes

318

Orders

143

Deliveries

175

Backlog

12

Operators

Average
daily utilisation
>13 hrs



65 million passengers
1,510,000 flight hours
178,000 revenue flights

Orders & deliveries to end September 2014

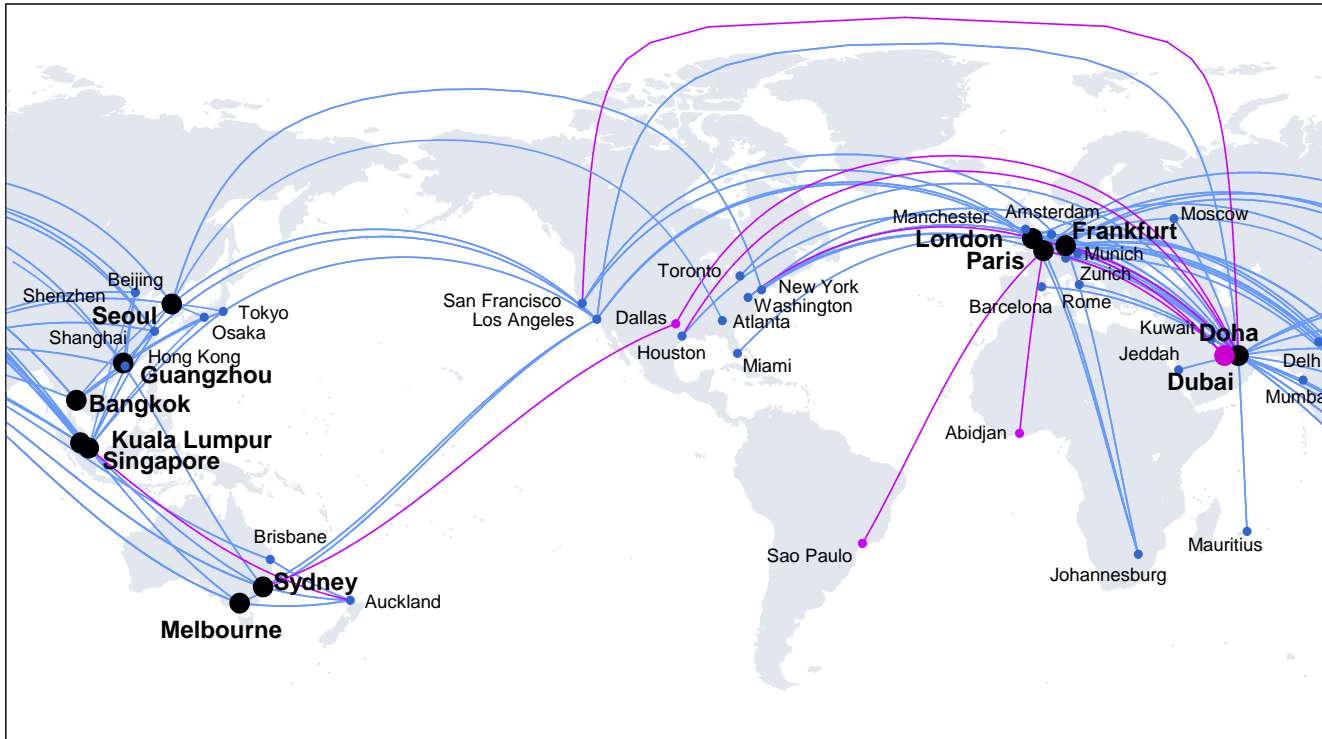
17th September.....Qatar Airways became the 12th A380 operator



Etihad will be the next operator in 2014



The A380 Network extends to 41 destinations, served by 81 routes



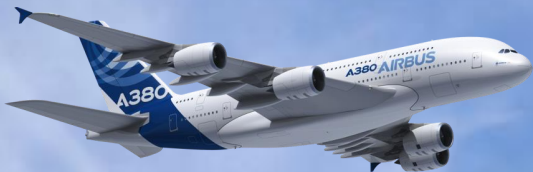
2014 A380 network additions

- Dallas
- Mumbai, Delhi
- Kuwait
- London Gatwick
- Barcelona
- Shenzhen
- Abidjan

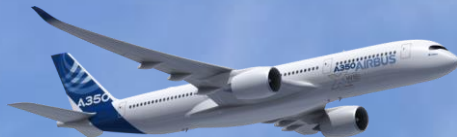
- A380 hubs
- Future A380 routes
- Current A380 routes

OAG data at July 2014

The Airbus Family is well placed to meet future market needs



**The undisputed
VLA market
leader**



**Certificated
EIS 4Q 2014
Strong market
momentum &
recognition**



**Continual
Improvements
to match
market needs**



**Almost
11,000 sales
NEO is the clear
market preference**

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