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A350 XWB Programme Update

Deutsche Bank Presentation

Safe Harbour Statement

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Content

- Achievements & Flight Test campaign
- Route to industrial ramp-up
- Customers
- A350-1000 status

5 Development Aircraft kicking into life in 2013...



January
MSN001 in Sta30



February
MSN001 & 003 in FAL



March
MSN001 QVT



April
MSN001 & 003 in C63



May
MSN001 painted



June
MSN001 First Flight



July
MSN002 moving to Sta 30



August
MSN004 fuselage junction



October
MSN003 First Flight



September
MSN002 cabin installation



November
MSN005 moving to Sta 40



December
MSN004 moving to Sta 18
MSN006 arrival in FAL

Flight Test campaign key achievements

- ✓ System Tests performed
- ✓ RAT perfo assessment
- ✓ WAI perfo assessment

- ✓ AUTOLAND tests + Auto-Pilot / Auto-Thrust / Flight Director functional



- ✓ Lapse-Rate Take Off completed
- ✓ Climb perfo for AFM completed
- ✓ Take Off perfo for AFM completed

- ✓ Aero Configuration completed
- ✓ Flutter tests completed
- ✓ Ice shapes development campaign performed
- ✓ Stall ref. speed certification tests completed

- ✓ Braking
- ✓ Landing Gear freefall envelope fully open
- ✓ Brake to Vacate started

MSN5000 Wing bending Ultimate Load



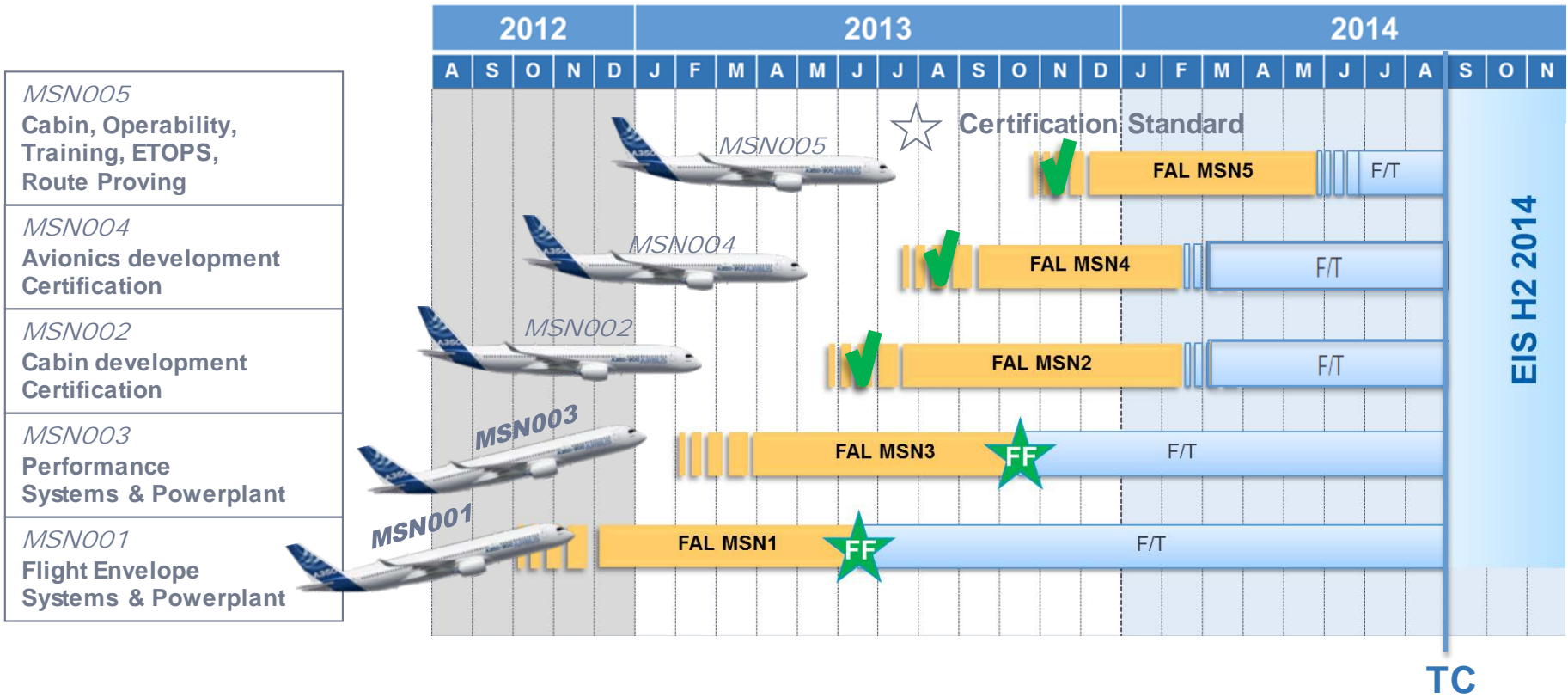
Successfully conducted Ultimate Load test without any structural damage

MSN003 high altitude tests Bolivia

- **13 hours long flight to Bolivia without any technical issue**
- **La Paz 13,300 feet above sea level**
- **Demonstration & validation of engines, APU and systems functionality under extreme conditions during take-off and landing**
- **Stop-over at Martinique (higher temperature and humidity)**

MSN003 successfully performing high altitude tests

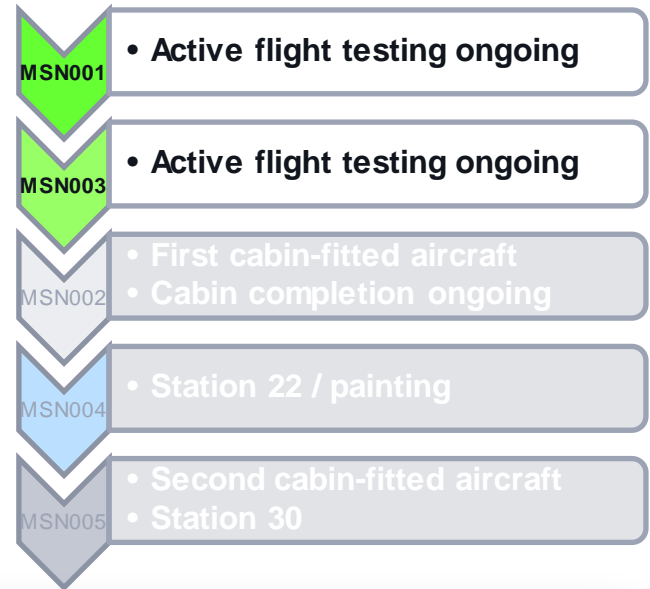
A350-900 Flight test Aircraft progress



On track for Type Certification and EIS in second half 2014

Flight tests campaign progressing

MSN001 / MSN003



YET MORE THAN **860** CUMULATED **FLIGHT HOURS**
Average of 88 FH / aircraft / month

All development aircraft have entered the FAL

MSN002



MSN001

- Active flight testing ongoing

MSN003

- Active flight testing ongoing

MSN002

- **First cabin-fitted aircraft**
- **Cabin completion ongoing**

MSN004

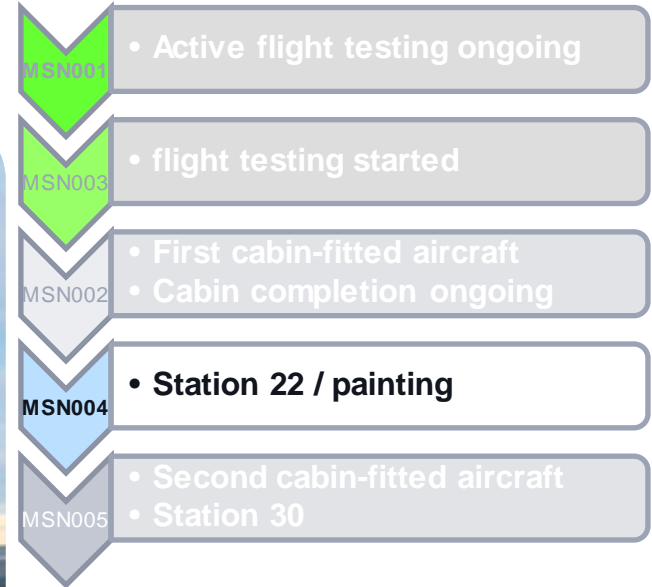
- Station 22 / painting

MSN005

- Second cabin-fitted aircraft
- Station 30

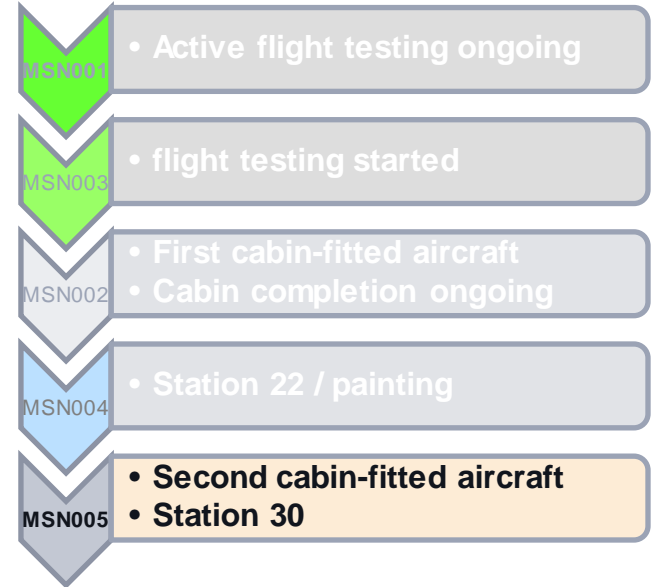
All development aircraft have entered the FAL

MSN004



All development aircraft have entered the FAL

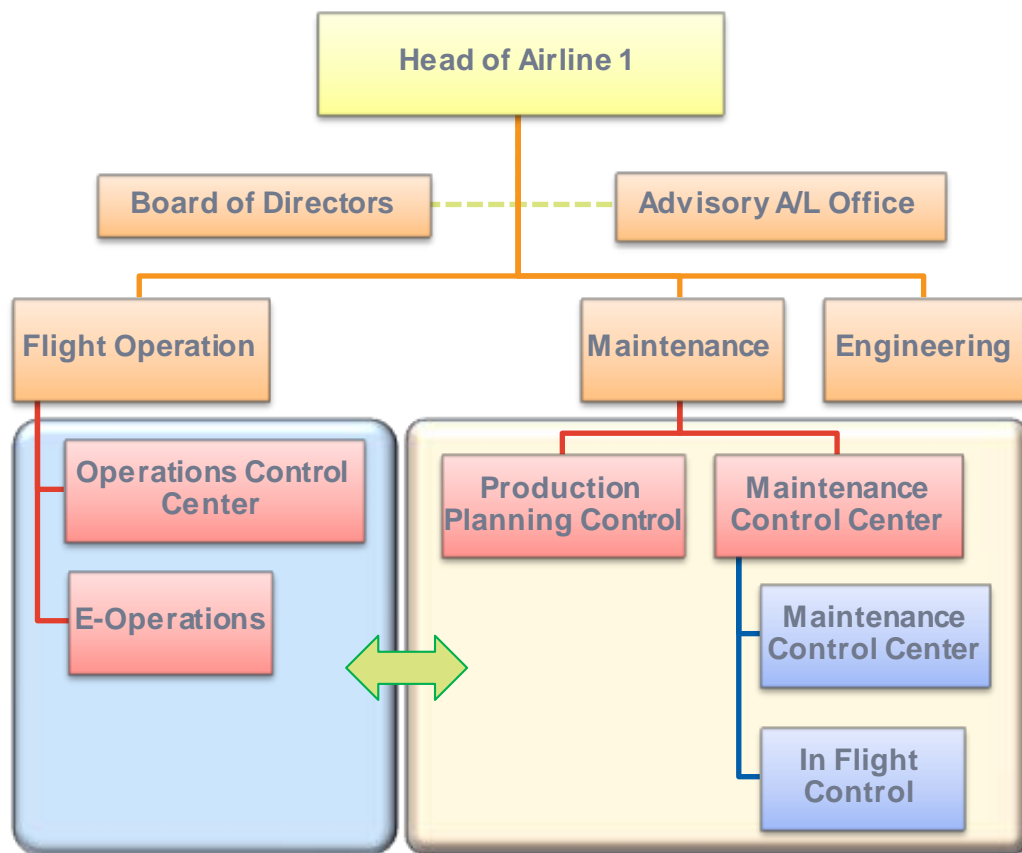
MSN005



Preparation to EIS with Airline 1

A350XWB AIRLINE 1

Flight test conditions to mirror Airlines operations measuring **same KPI's** such as **Operational Reliability, Operational Interruptions, etc.**



Flight Line & Line Maintenance



Hangar for Working Parties and daily maintenance



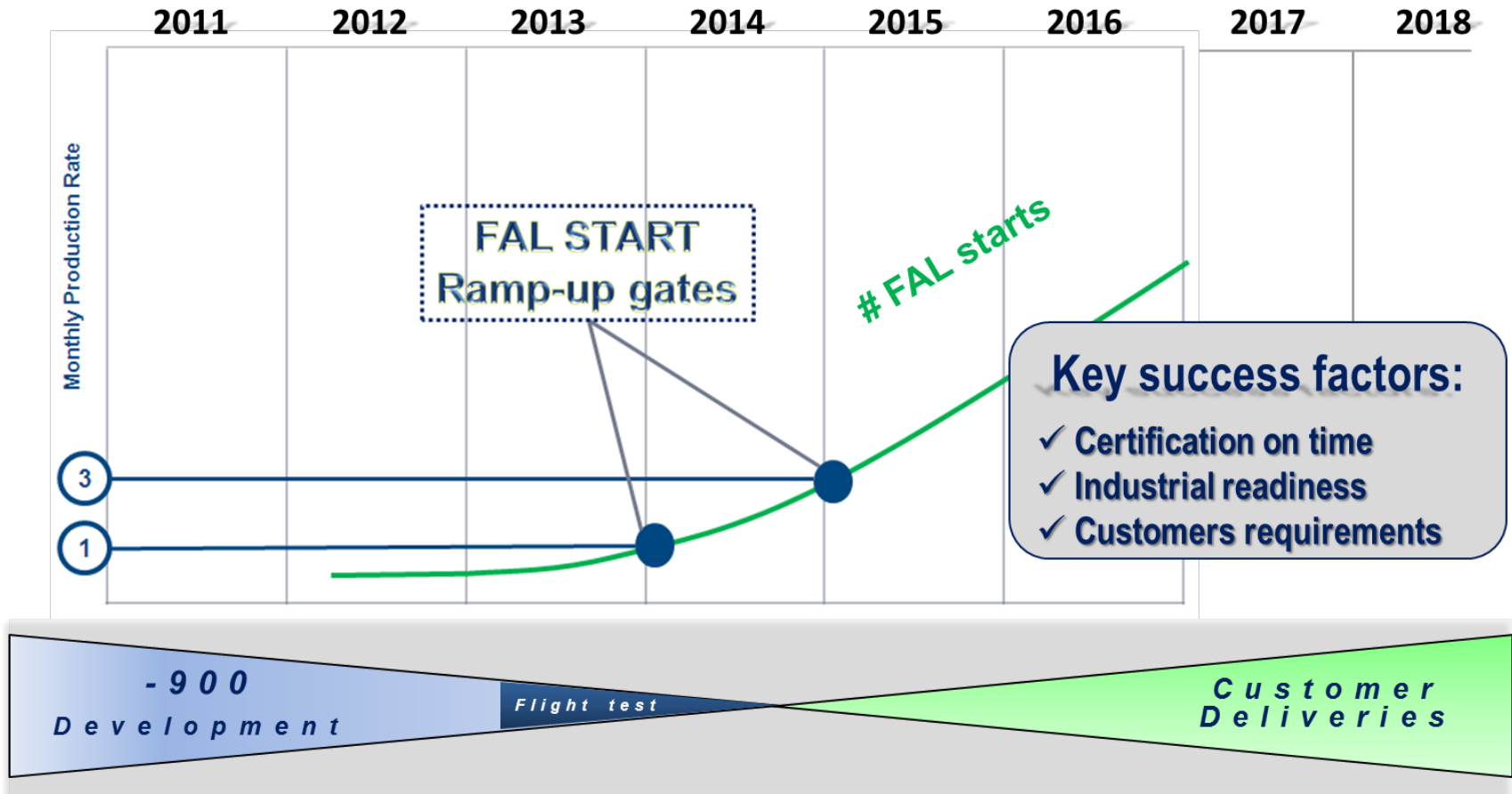
In Flight Control

Innovation to address maturity at EIS

Content

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Transition from development to serial production



Convergence of technical and industrial maturity and customer needs

Ramp-up Structured approach

Focussing on 5 top priorities:

- Design stability
- Critical Suppliers
- Missing parts
- Quality
- Customization

Customization Activity ramp-up

Since 2011, 6 Contractual Definition Freeze declared:



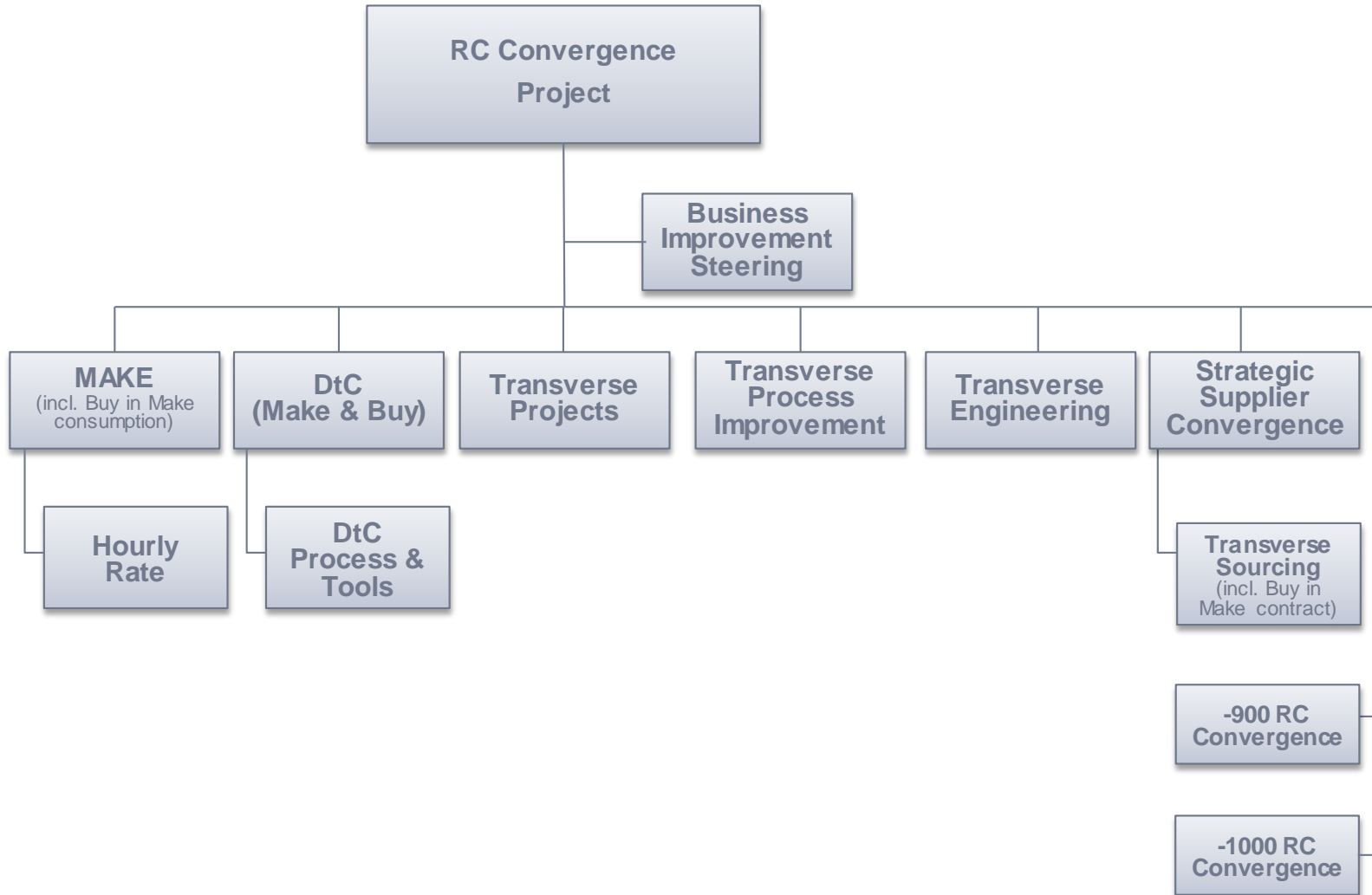
SINGAPORE AIRLINES



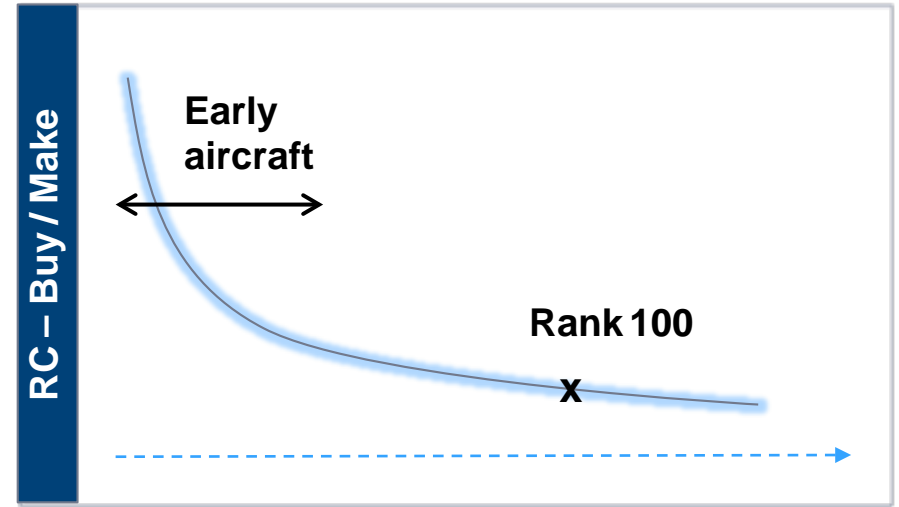
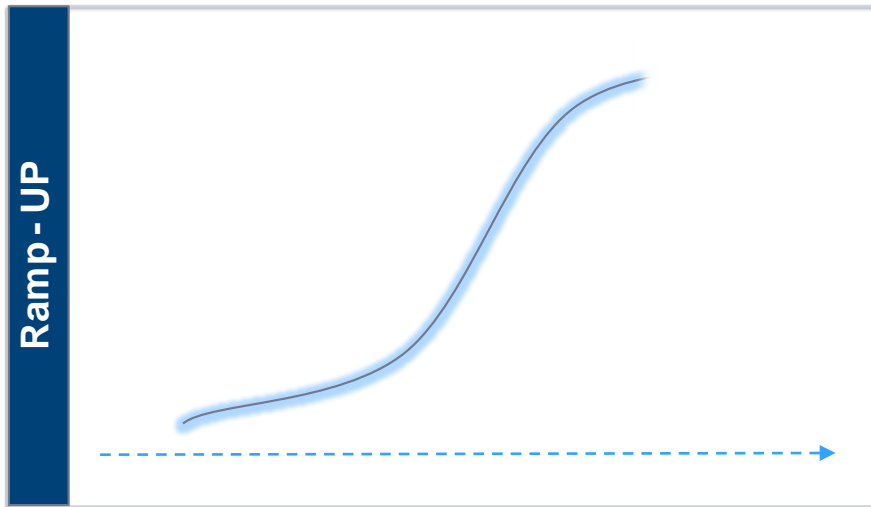
Customer Definition Activity is ramping-up: 5 CDF's in 2013 – 10 in 2014 – 13 in 2015



A350 RC Convergence Toolbox



A350 EBIT pre R&D before One Offs



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A350 XWB Firm order status – end December 2013

30 Countries – 3 Alliances – 6 Leasing companies

<h3>Asia & Pacific</h3>		
<h3>Americas</h3>	<h3>Africa & Middle East</h3>	<h3>Europe</h3>
<h3>Private Customer</h3>	<h3>Leasing Companies</h3>	<h3>Alliances</h3>

812 orders from 39 Customers (incl. 189 -1000)

MSN006 First Customer aircraft



MSN006 first Customer aircraft entered in the FAL

Catalogue enrichment 2011 – 2013

Where we started

THALES TopSeries AVANT

Panasonic eX3

SOGERMA Solstys

RECARO CL3620

Pinnacle

ZODIAC AEROSPACE 5751

2011

SOGERMA Equinox

ZODIAC AEROSPACE Z300

Jamco Journey

ZODIAC AEROSPACE Arcus

ZODIAC AEROSPACE Cirrus

Panasonic eXLITE

THALES TopSeries AVANT^{lite}

SOGERMA Celeste*

2012

Bars

Nespresso maker

Lufthansa Technik Flex floor path marking

DRIESSEN Hybrite NELIs

2013

ZODIAC AEROSPACE PYC 5751

Still expanding!

- Constant catalogue enrichment demonstrated
- High level of customer adherence to the catalogue

Content

- Achievements & Flight Test campaign
- Route to industrial ramp-up
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- **A350-1000 status**

A350-1000 development

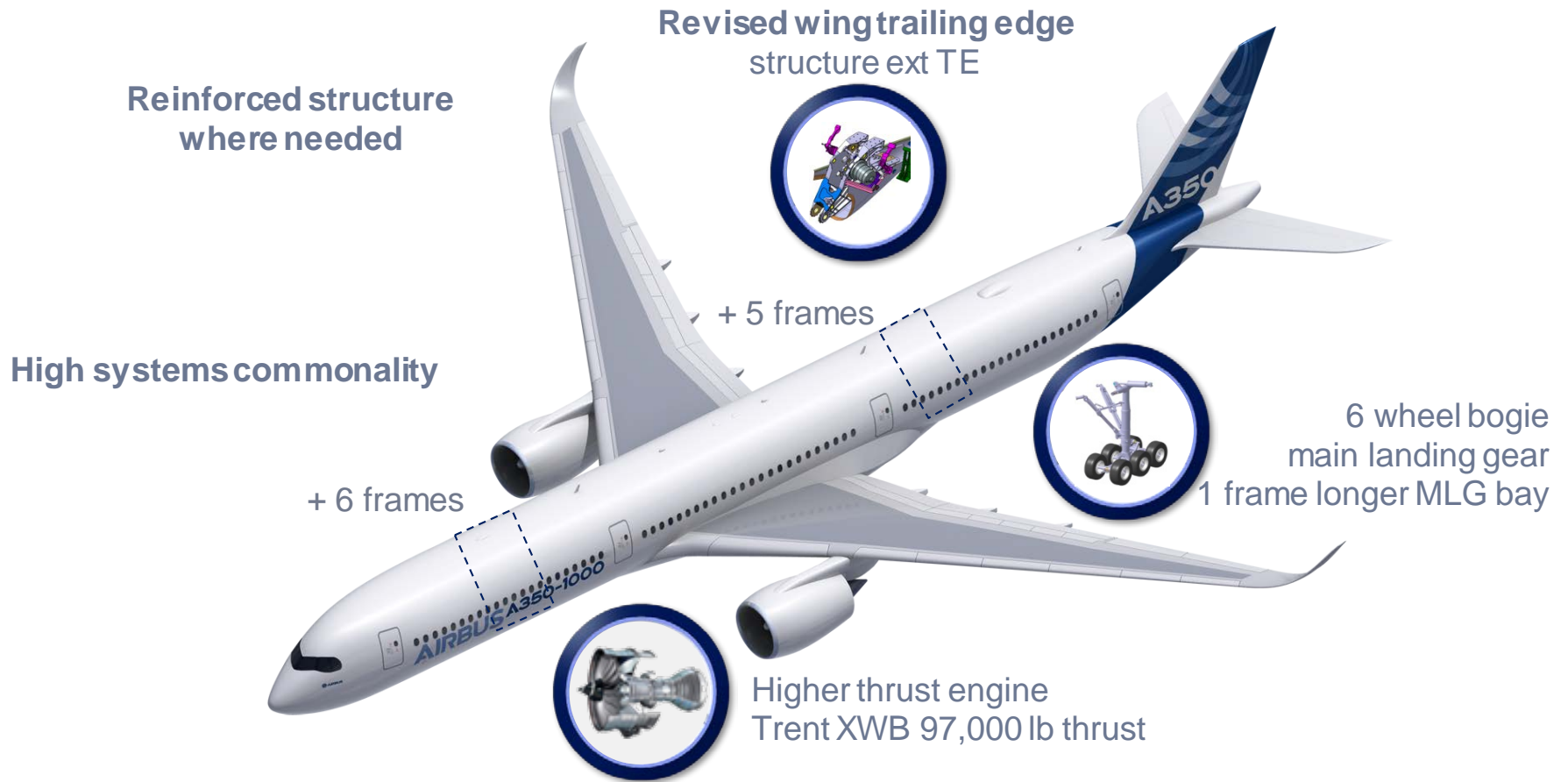


- Low risk development from -900
- Industrial means launched
- Detailed design freeze by end-2013
- On track for EIS mid-2017



A350-1000 endorsed by the market (Total 189 A/C - 10 customers)

A350-1000 derived from -900



A350-1000 development from A350-900 is low risk
Common Supply Chain with -900

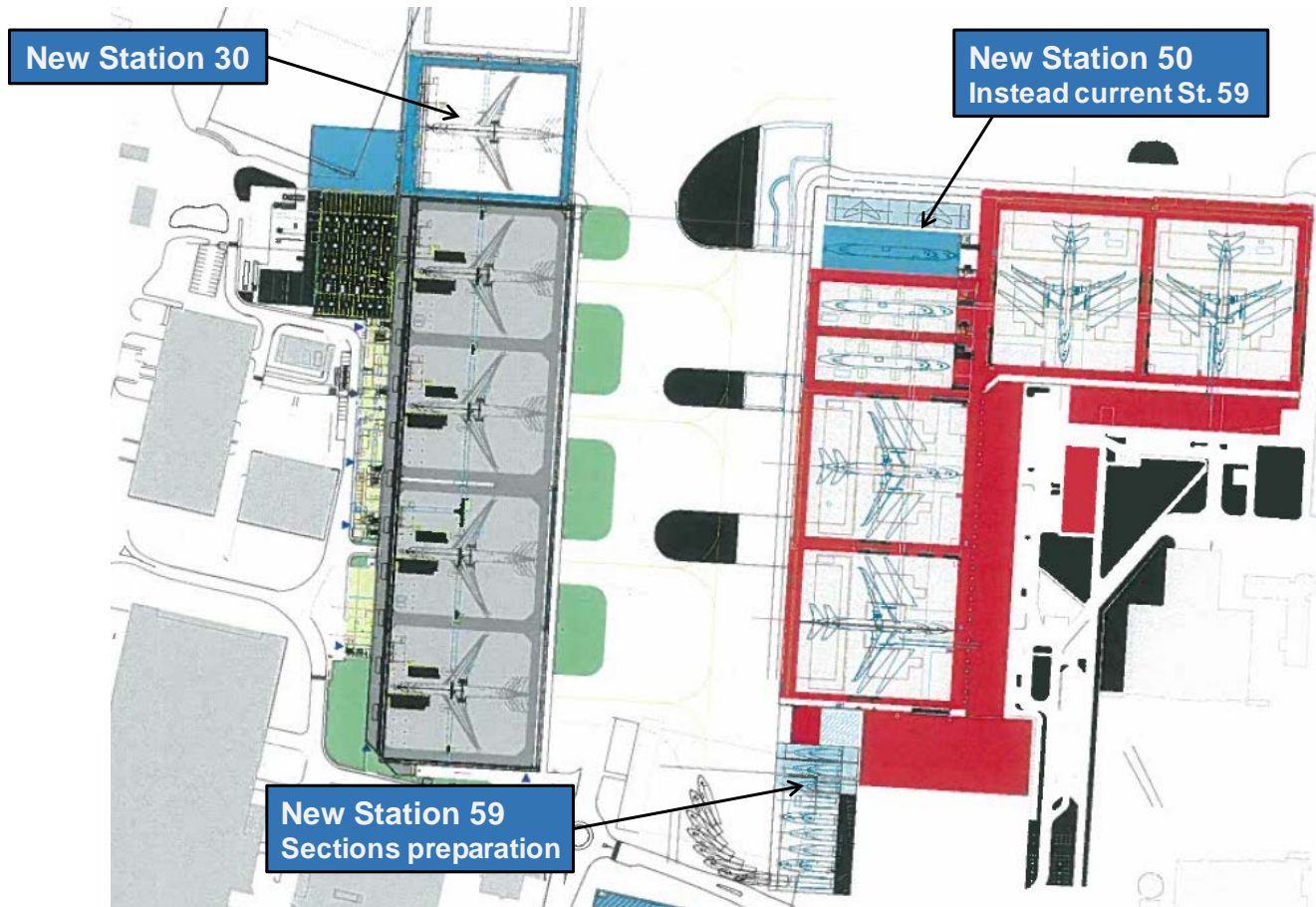
A350-1000 market growing



-1000 production rate increase to answer market needs

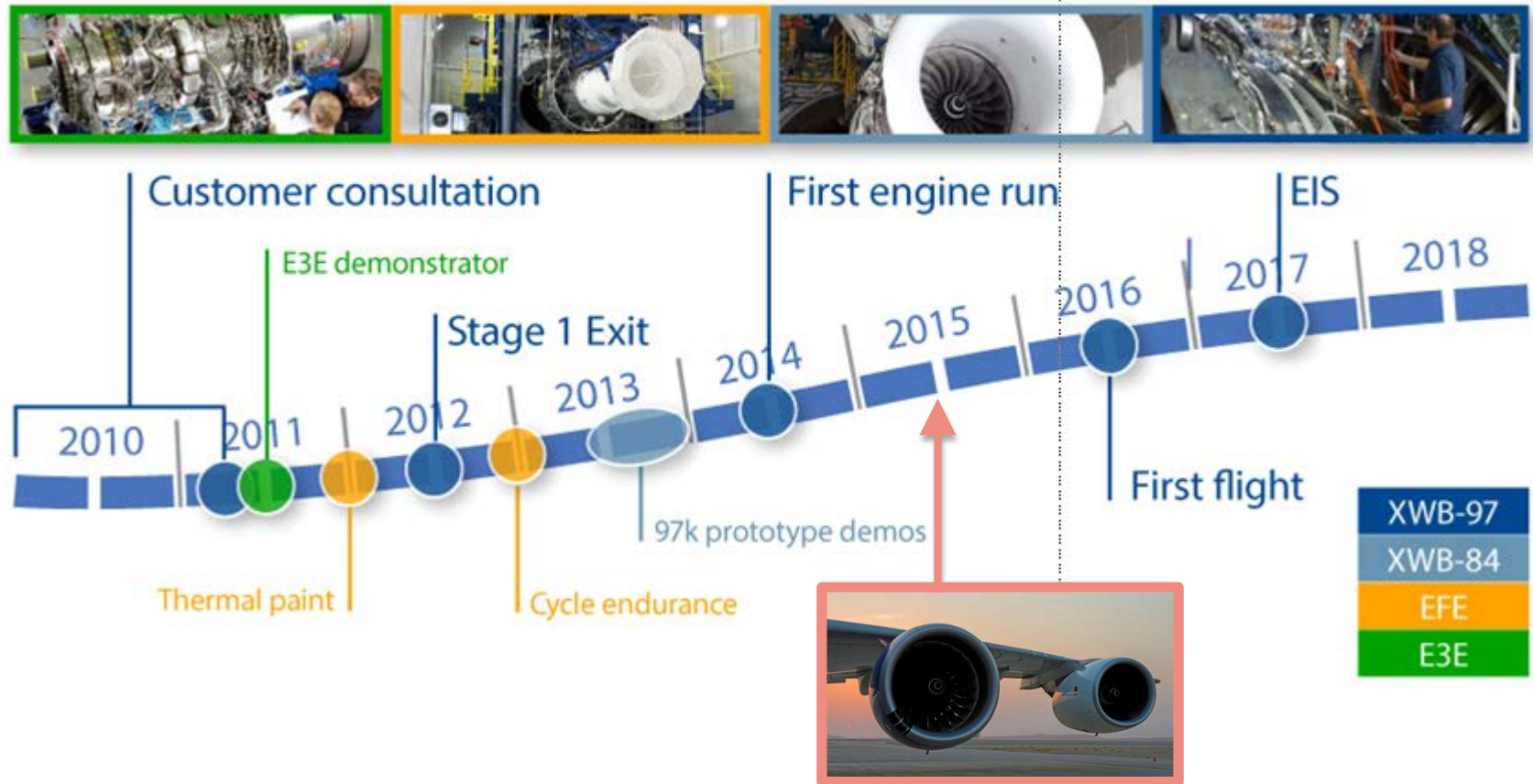
Industrial Enablers

Investing for additional capacity and ramp-up



Industrial Set-up sized to rate 13 and flexibility across A350 family

A350-1000 – Trent XWB-97 Powerplant



Dedicated TXWB-97 FTB campaign in less than 2 years

Next steps

- Certification on time on H2 2014
- Deliver mature aircraft at EIS
- Ramp-up gates to be secured (Supply Chain,...)
- Execution of new Customization policy
- Investing for additional capacity and ramp-up
- Capitalize on the A350 family position to increase market share

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