

Airbus Commercial Update

Deutsche Bank Investors, January 22nd 2014



Presented by
Francois Chazelle – Senior Director – Corporate & Investor Marketing

2013 in review – a successful year for Airbus

A320 10,000th order



A330 1,000th delivery



A350 XWB Successful first flight



A380 10 operators, >100 in service

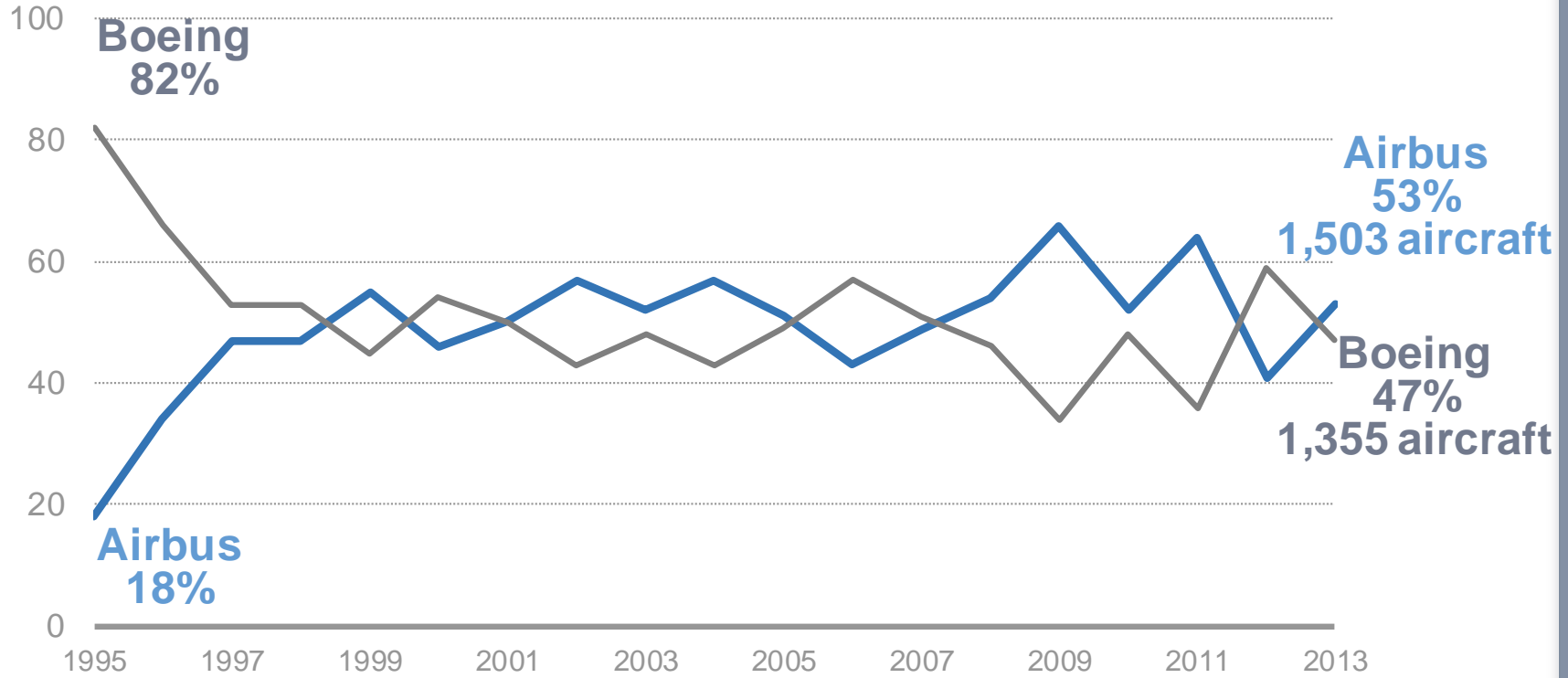


A year of new industry records

	2013 result	Previous records
Airbus orders	1,619 gross	1,608 (Airbus 2011) 1,458 (Airbus 2007)
	1,503 net	1,419 (Airbus 2011) 1,413 (Boeing 2007)
Airbus year-end backlog	5,559 aircraft	4,682 (Airbus 2012)
Airbus Deliveries	626 aircraft	648 (Boeing 2013)

2013 Airbus and Boeing world market share

Net order share since 1995

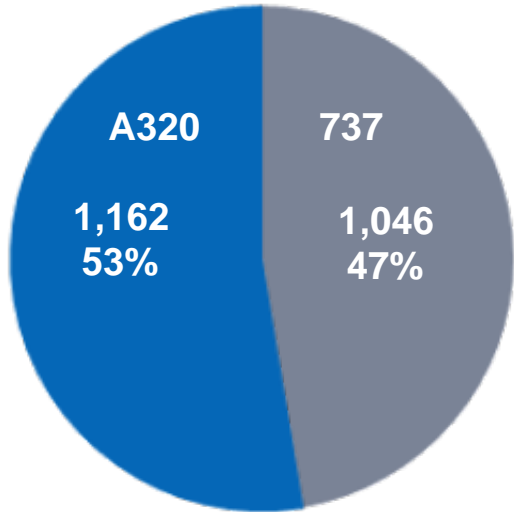


To end 2013



2013 market share by category - net

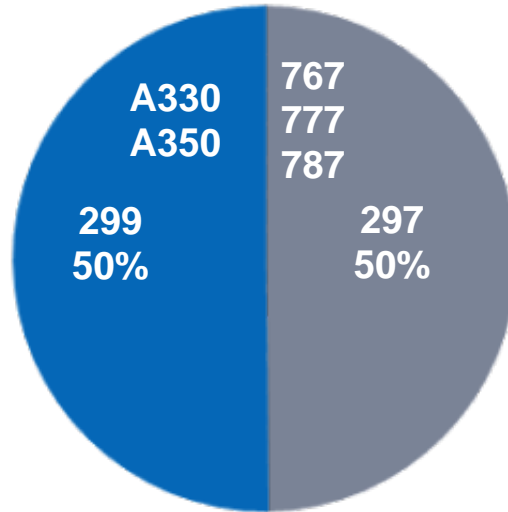
Single aisle
2,208 orders



ACJ	1	25%
BBJ	3	75%

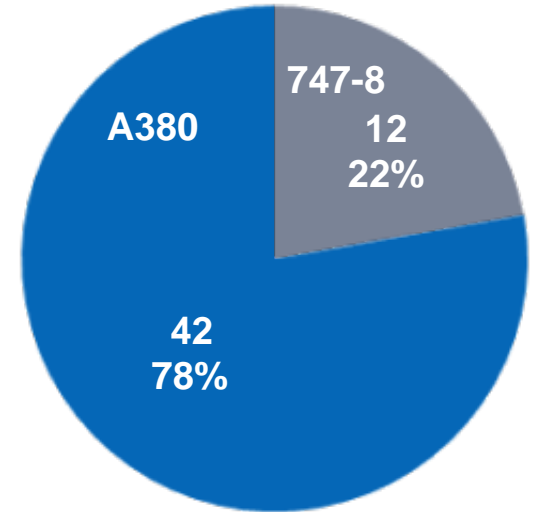
NEO	876	56%
MAX	699	44%

Widebody
596 orders



A350	230	56%
787	182	44%

VLA
54 orders



A380 pax	42	81%
747-8 pax	10	19%

Data to end 2013



The airline industry enjoyed renewed growth in 2013

Three billion passengers

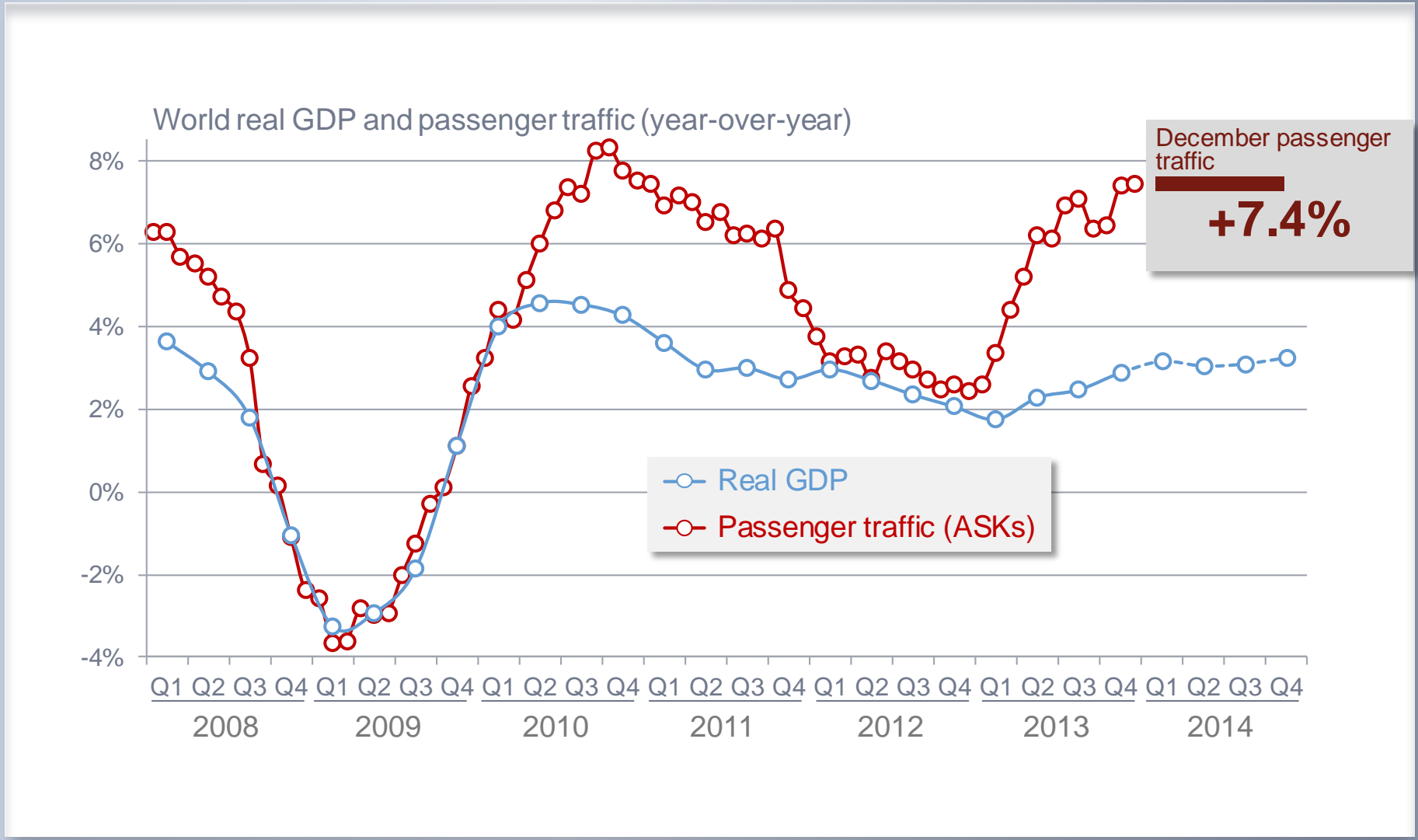
Global economy climbing out of recession



IATA forecast 5.4% average annual growth 2013-2017

December 2013 IATA forecast of 5.4% CAGR

A return to growth in 2013



Source: IHS Global Insight (December 2013 data), OAG (ASKs data), Airbus



20-year demand for 29,230 new passenger freight aircraft (2013-2032)



20,242 single-aisle aircraft



7,273 twin-aisle aircraft



1,711 very large aircraft

29,226 new aircraft

Passenger aircraft (≥ 100 seats)

Jet freight aircraft (>10 tons)

Market value of \$4.4 trillion

Source: Airbus 2013 GMF

Order backlogs

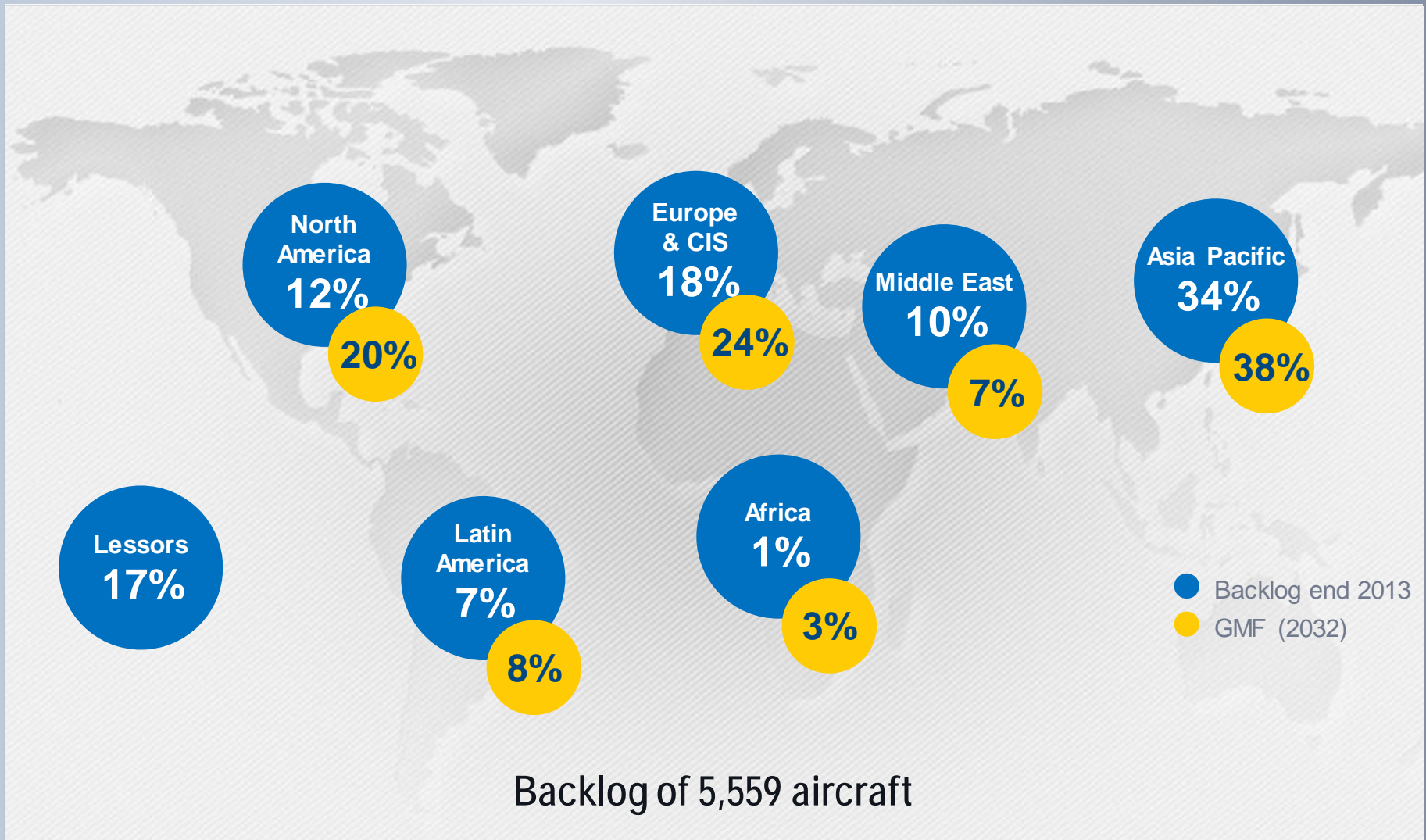
Airbus

A320ceo	1,688
A320neo	2,610
A330	267
A350 XWB	812
A380	182

5,559

Combined backlog of over 10,500 aircraft

2013 Airbus order backlog by region

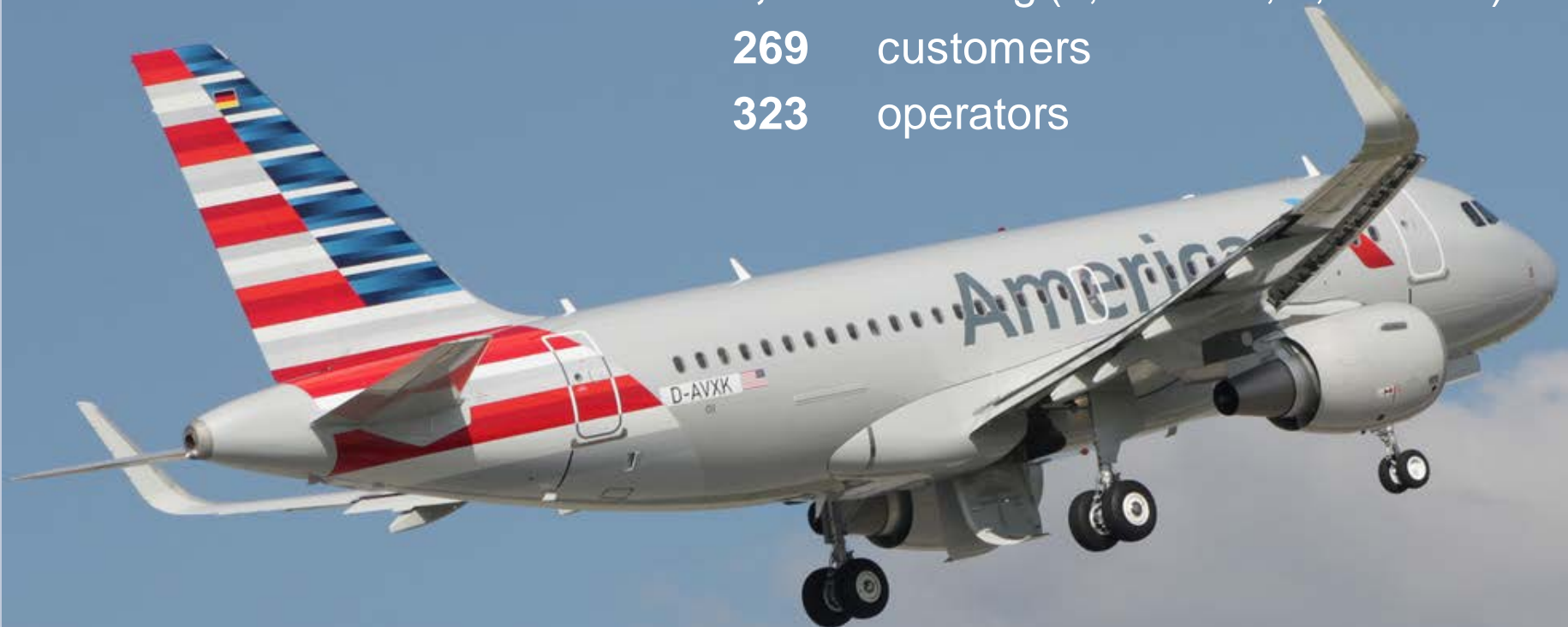


Data to end of December 2013

A320 Family: 1,253 new A320 Family orders in 2013

876 A320neo, 377 A320ceo

10,193 firm orders
5,895 deliveries
4,298 backlog (1,688 ceo, 2,610 neo)
269 customers
323 operators



A take-off or landing every 2.5 seconds, with 99.6% reliability

Data to end December 2013

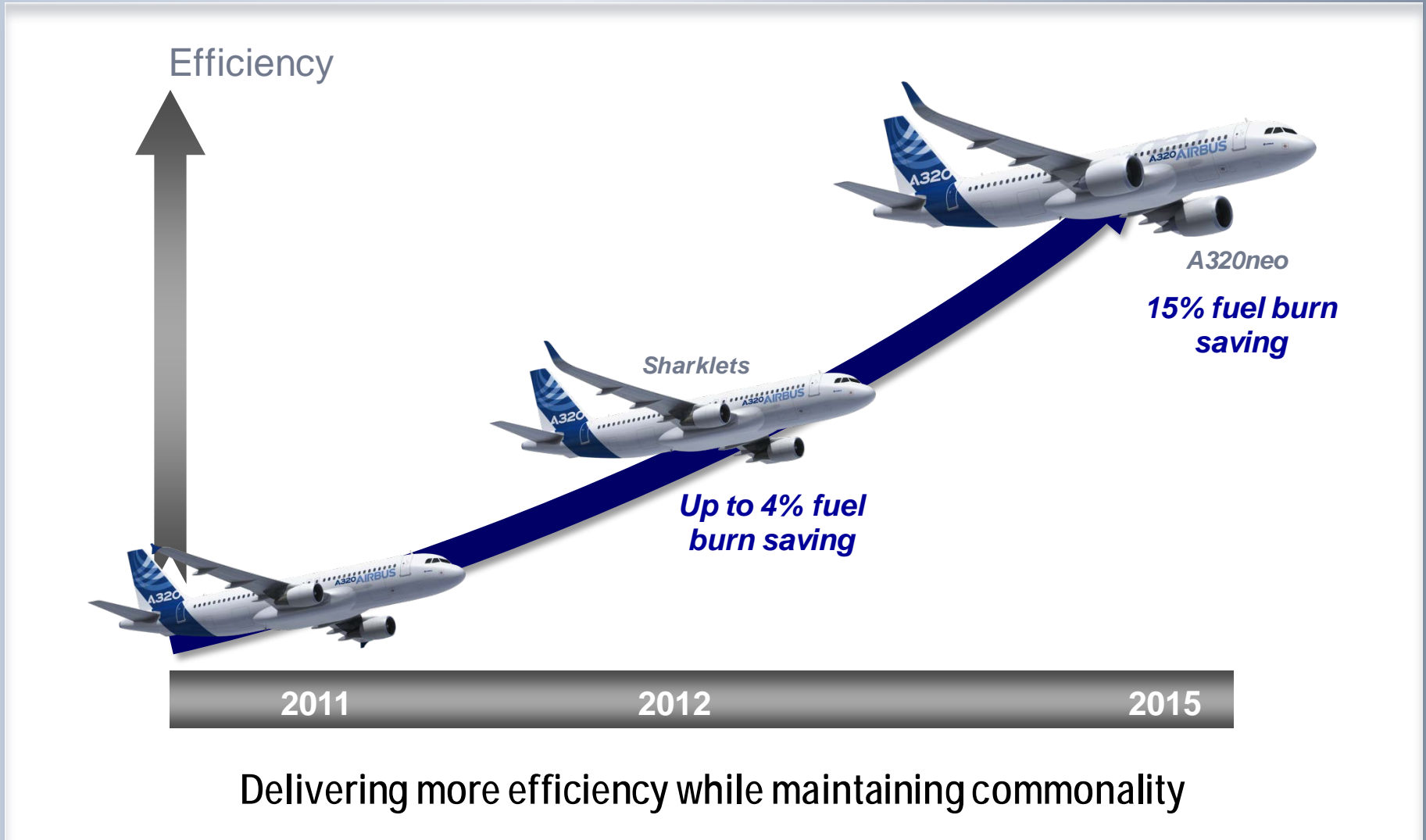
The best keeps getting better with Sharklets

- ✓ Flight test results show fuel-burn savings up to 4%
- ✓ Range increment and take-off performance enhancement
- ✓ A319, A320 and A321 all now certified and in service



A320 Sharklet retrofit launched with JetBlue order

Airbus has a clear single-aisle strategy



Strong A320ceo & A320neo sales



A320ceo

294 aircraft
25 customers



Mix A320ceo/A320neo

2,315 aircraft*
27 customers



A320neo

1,013 aircraft
20 customers

Over 1,000 A320ceo orders since launch of A320neo

Data to end December 2013, Source: Airbus Orders & Deliveries

* Split in 718 A320ceo + 1597 A320neo

Corporate jet customers not included – A320neo launch 1st December 2010

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A320neo has 15% lower fuel burn, more range

Sharklets



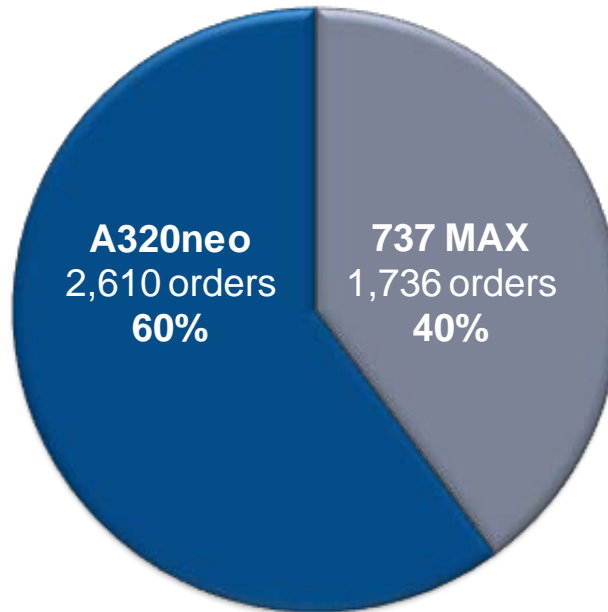
New engines

95% airframe commonality with A320ceo

NEO leads the MAX in orders and customers



48 customers



**22 customers
+ unannounced orders**

NEO is the preferred market option

Increasing demand for A321s



Almost 650 A321 orders and type conversions* in 2013

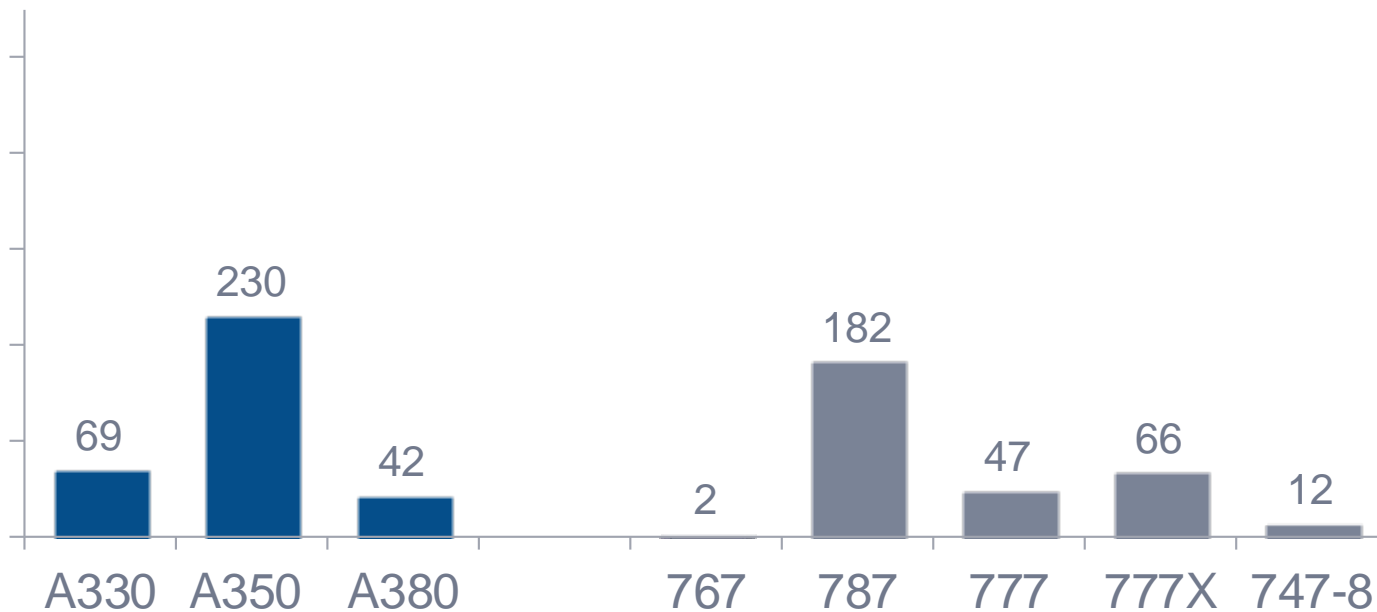
*From A319/A320 to A321.
to end December 2013

Airbus widebody Family: matching market demand



Wide-body sales in 2013

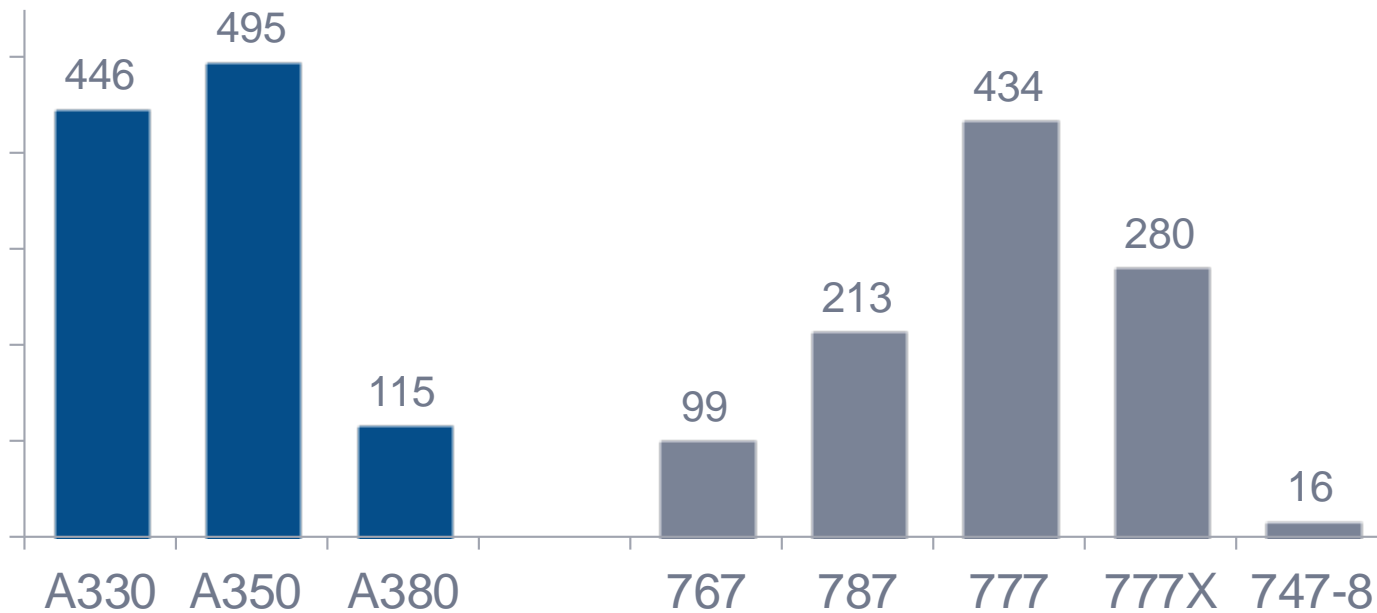
Net passenger and freighter wide-body orders in 2013



341 Airbus vs. 309 Boeing widebody orders in 2013

Airbus leads Boeing in widebody sales

Net passenger and freighter wide-body orders since 2008
Includes commitments from Dubai Airshow not yet firm orders



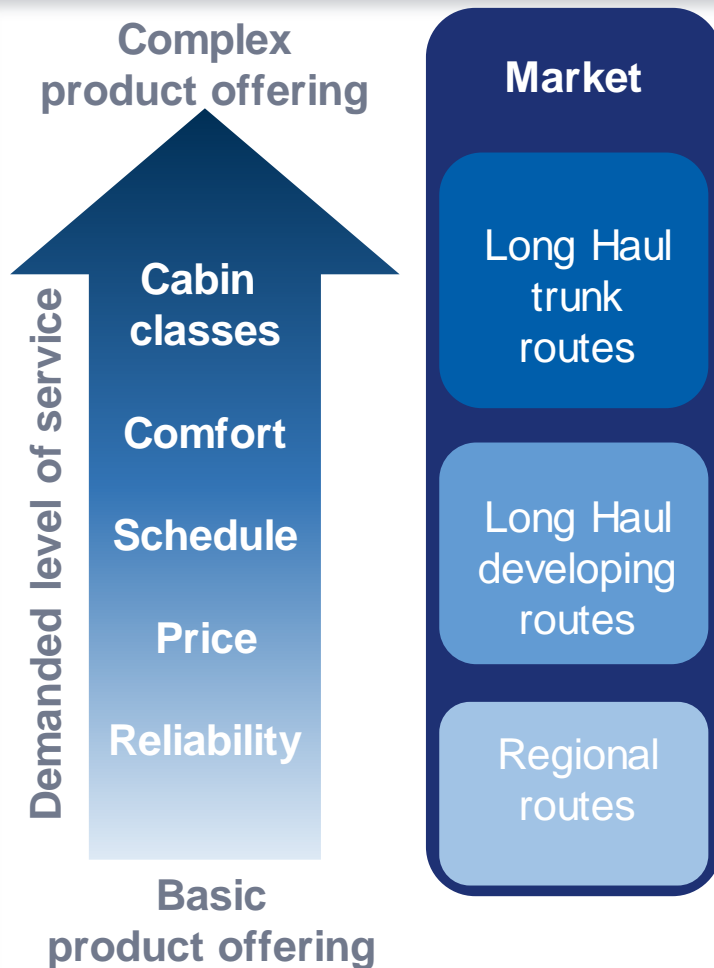
1,056 Airbus vs. 1,042 Boeing widebody orders since 2008

It's about serving a market



- Concentrated high passenger demand
- 42 aviation mega cities growing to 89 carrying 75% of long-haul traffic
- Thinner long-haul routes
- Develop new routes and grow existing
- Secondary markets
- Dense short-haul routes constrained by infrastructure
- Feeder routes

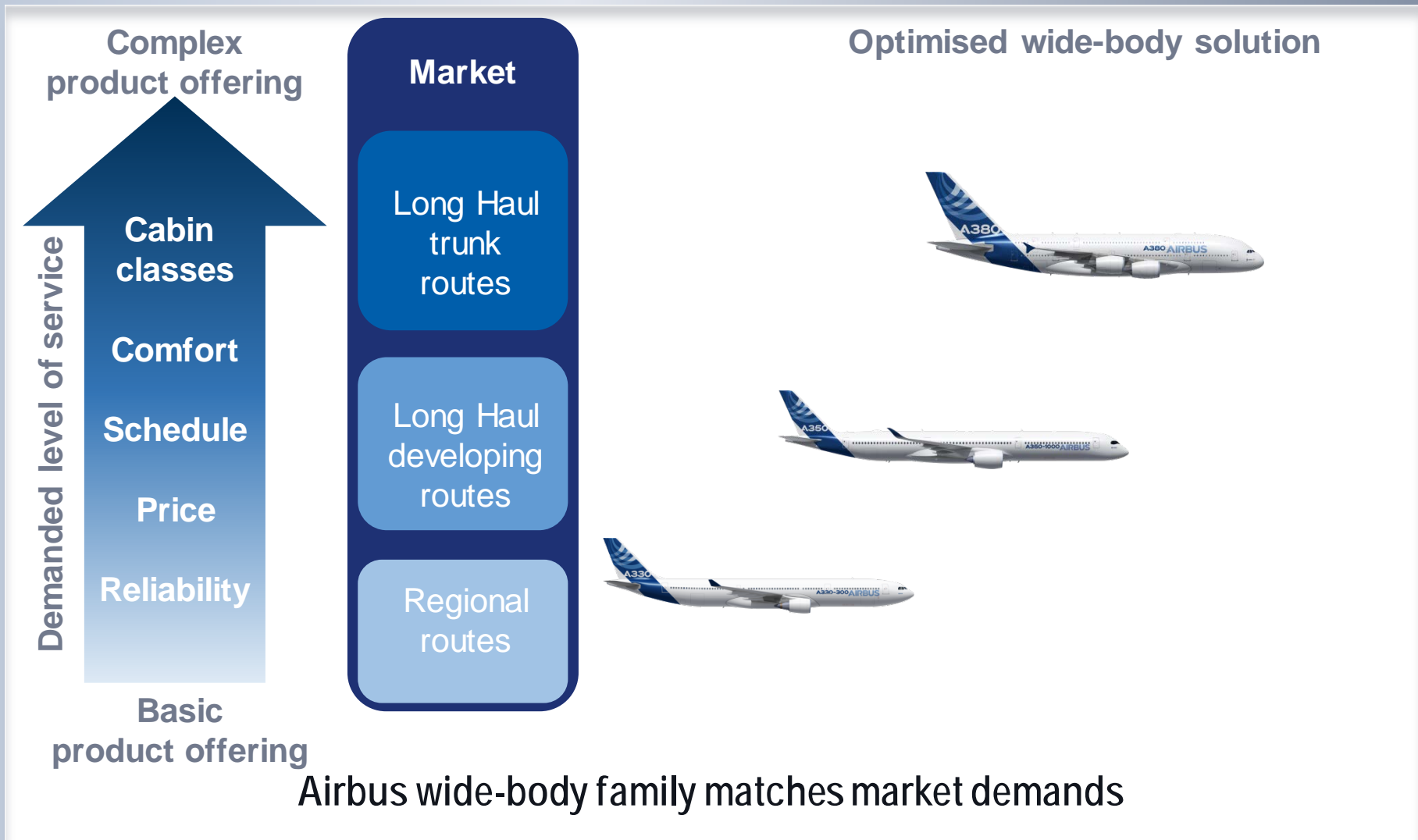
Passenger preferences vary



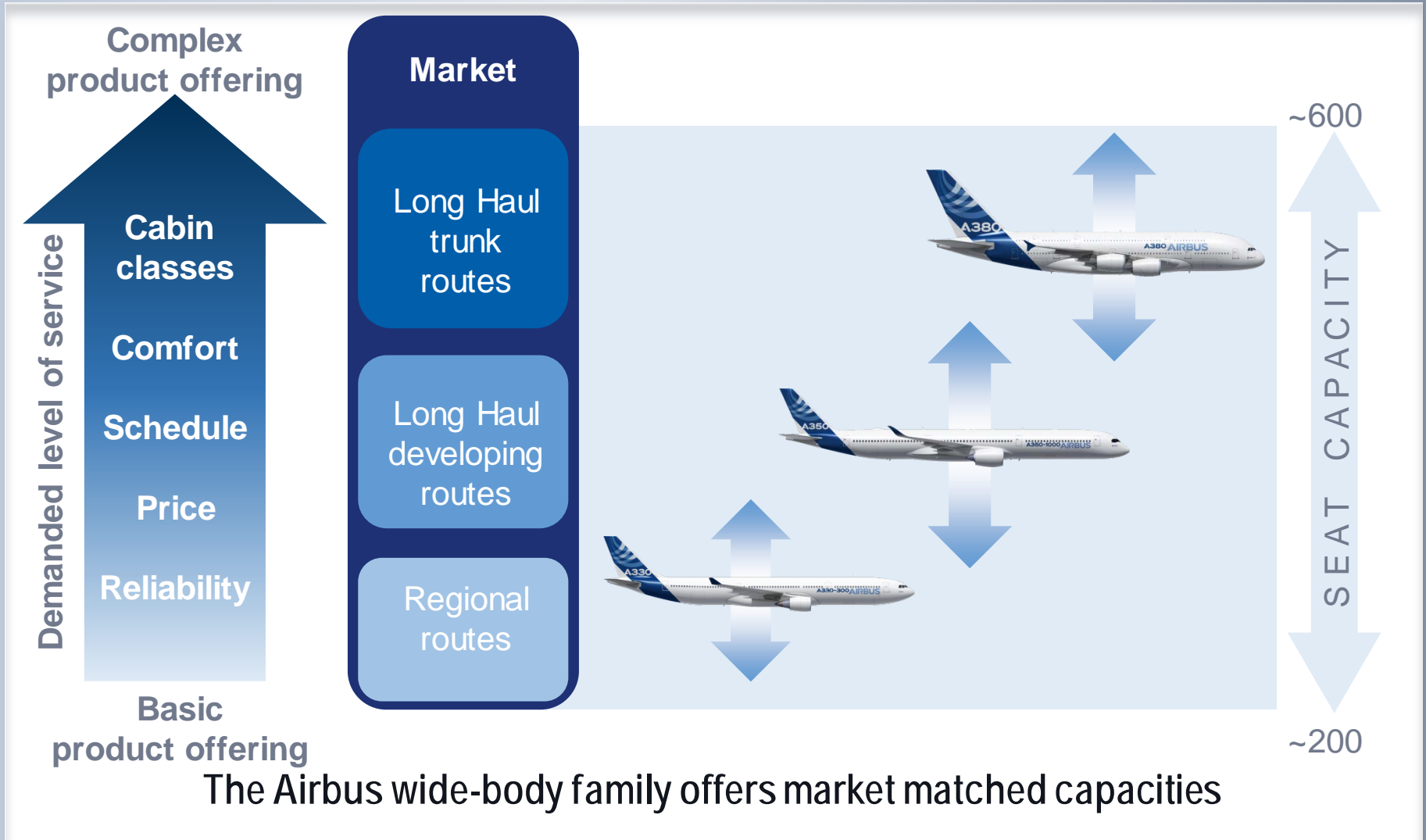
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- Thinner long-haul routes
- Develop new routes and grow existing
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Passenger preferences and expectations move with the market

Match the right product to the market



Airbus serving the market



Seat width makes a difference: long haul 18" standard



A330 Family – over 1,300 sales

1,313 firm orders
1,046 deliveries
267 backlog
97 customers
103 operators



A take-off or landing every 25 seconds, with 99.0% reliability

Data to end December 2013



Continued market momentum during 2013



Turkish Airlines
5 x A330-300



Sri Lankan
6 x A330-300



Delta
10 x A330-300



Air China
6 x A330-300



China Eastern
7 x A330-200
1 x A330-300



China Southern
1 x A330-300



Hainan Airlines
1 x A330-200
1 x A330-300



Scandinavian
4 x A330-300



Etihad
1 x A330-200F



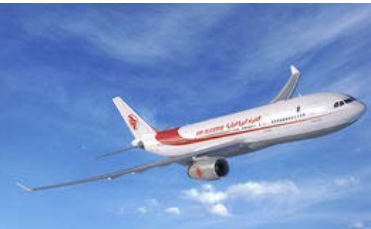
Qatar Airways
5 x (+8) A330-200F



Undisclosed
4 x A330-200



Air Asia X
25 x A330-300



Air Algerie
3 x A330-200 (MOU)

88 orders & commitments
from **13** operators

840 A330s sold since 787 launch



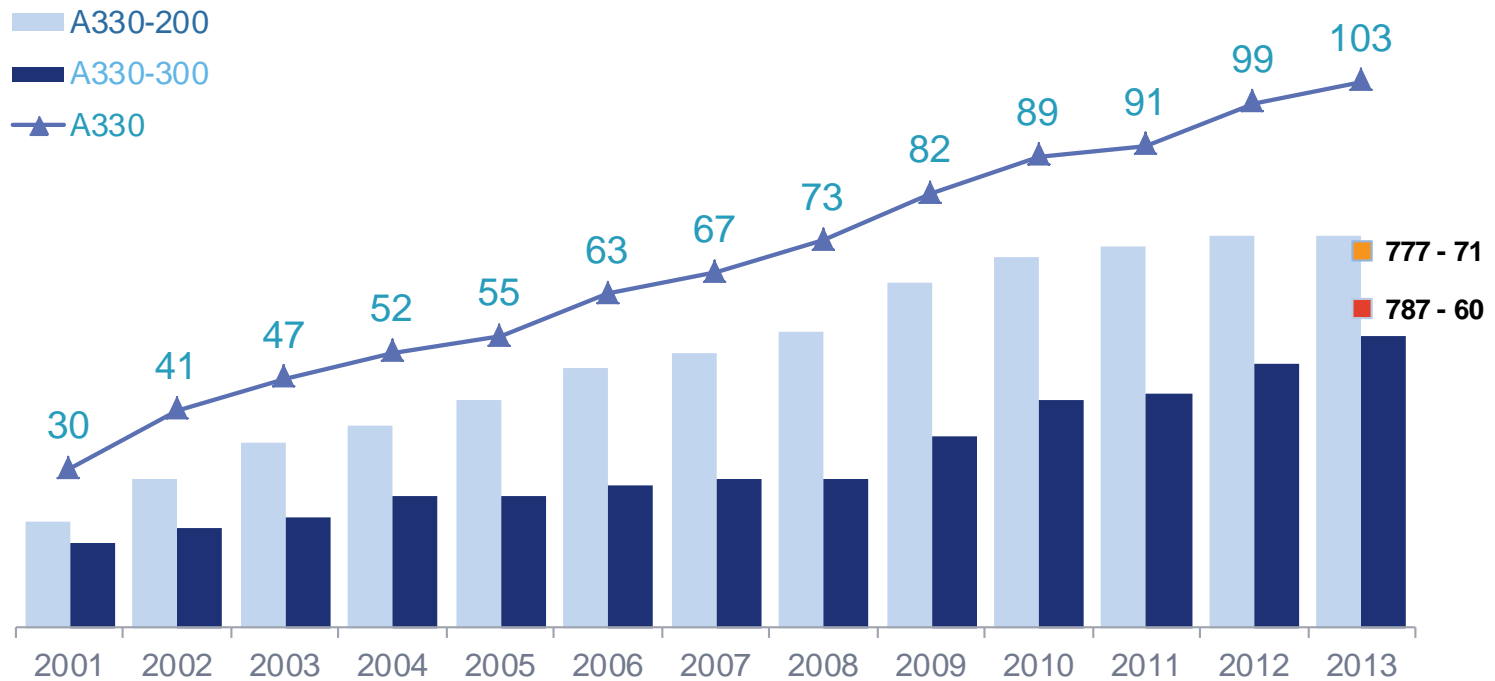
A330 market continues to grow

As end of December 2013



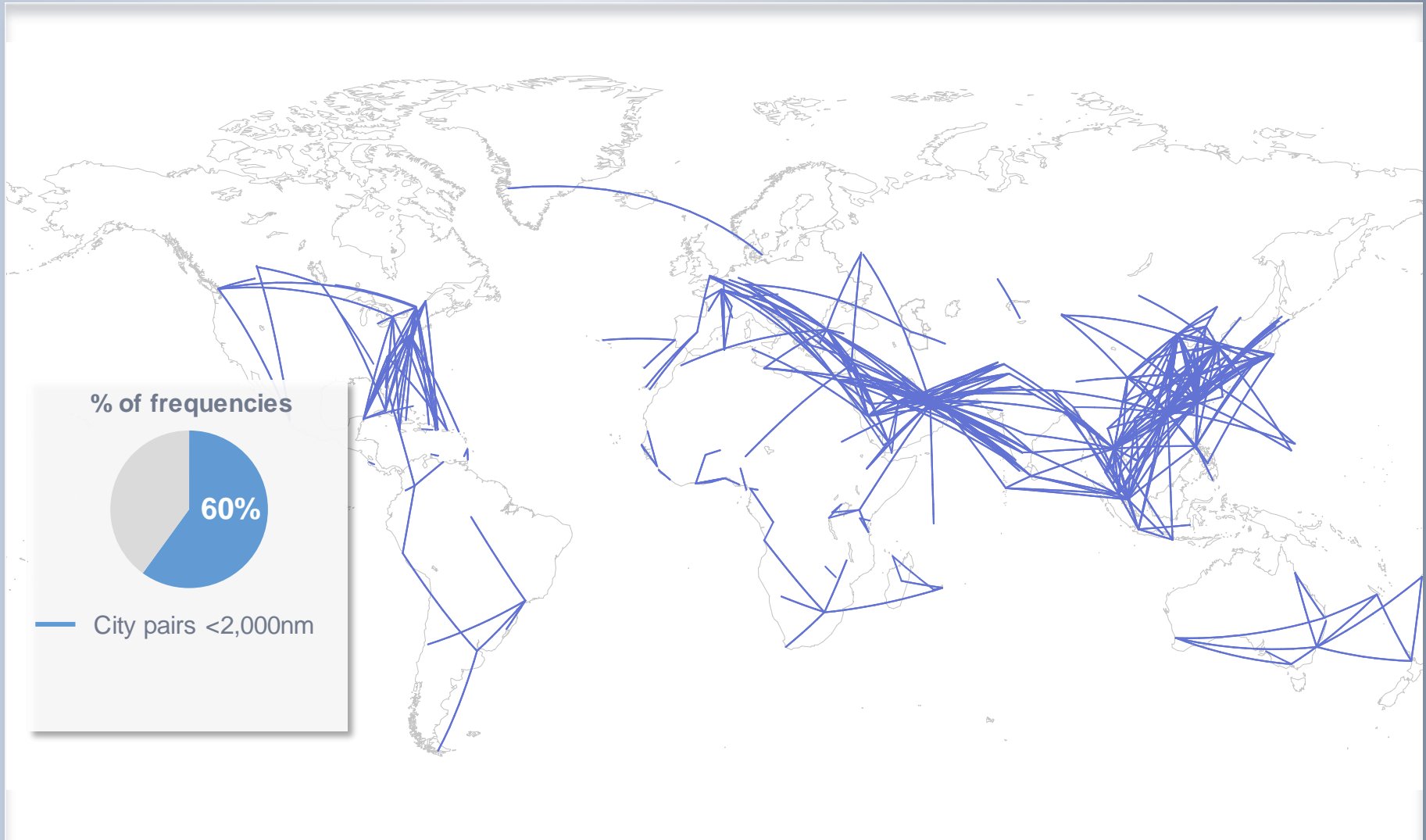
A330 has over 100 operators

A330 Operator base evolution 2003-2013



Operators by end December 2013. Includes non-commercial operators.
777 & 787 figures reflect publically announced operators with aircraft in-service & on order.

The A330 is *the* regional widebody



Data: OAG January 2014

A330 Regional – optimised for regional operations



Optimized
thrust engine
64~68k



Lower operational weights
MTOW 199t
other weights offered



Cockpit optimized for
high cycle operations
ROPS, HUD & RNP



Up-to-date cabin
tailored for shorter ranges
Lighter seats & 9-abreast Y

More passengers, lower weight, and lower thrust = Lower unit cost

The A330 serves the long-haul market



Data: OAG January 2014

A330-300 242t offers additional capability



Delta orders 10 A330-300

- Deliveries from 2015
- 242t MTOW with >6,000nm range
- 293 seat 2-class configuration

Order placed 4th September, 2013, which also included 30 A321.

A330 & A350 Families are complementary

A350XWB: Primarily long-haul aircraft replacement



A330: Continued medium-haul & regional operations



Complete fleet solutions - matching network requirements today *and* tomorrow

A350 XWB – Shaping Efficiency

812 firm orders
39 customers



Flight test is on track: over 800 total cumulated flight hours

JAL orders 31 firm A350 XWB and 25 options



Strong customer commitment to A350 in 2013



A350-900 AIRBUS

AIRFRANCE KLM

AIR LEASE CORPORATION

SAS

BRITISH AIRWAYS

CIT

SriLankan Airlines

JAL

SINGAPORE AIRLINES

Lufthansa

الإتجاه ETIHAD AIRWAYS

UNITED

AIR CARAÏBES

Over 240 firm net orders and commitments in 2013

As at end December, 2013

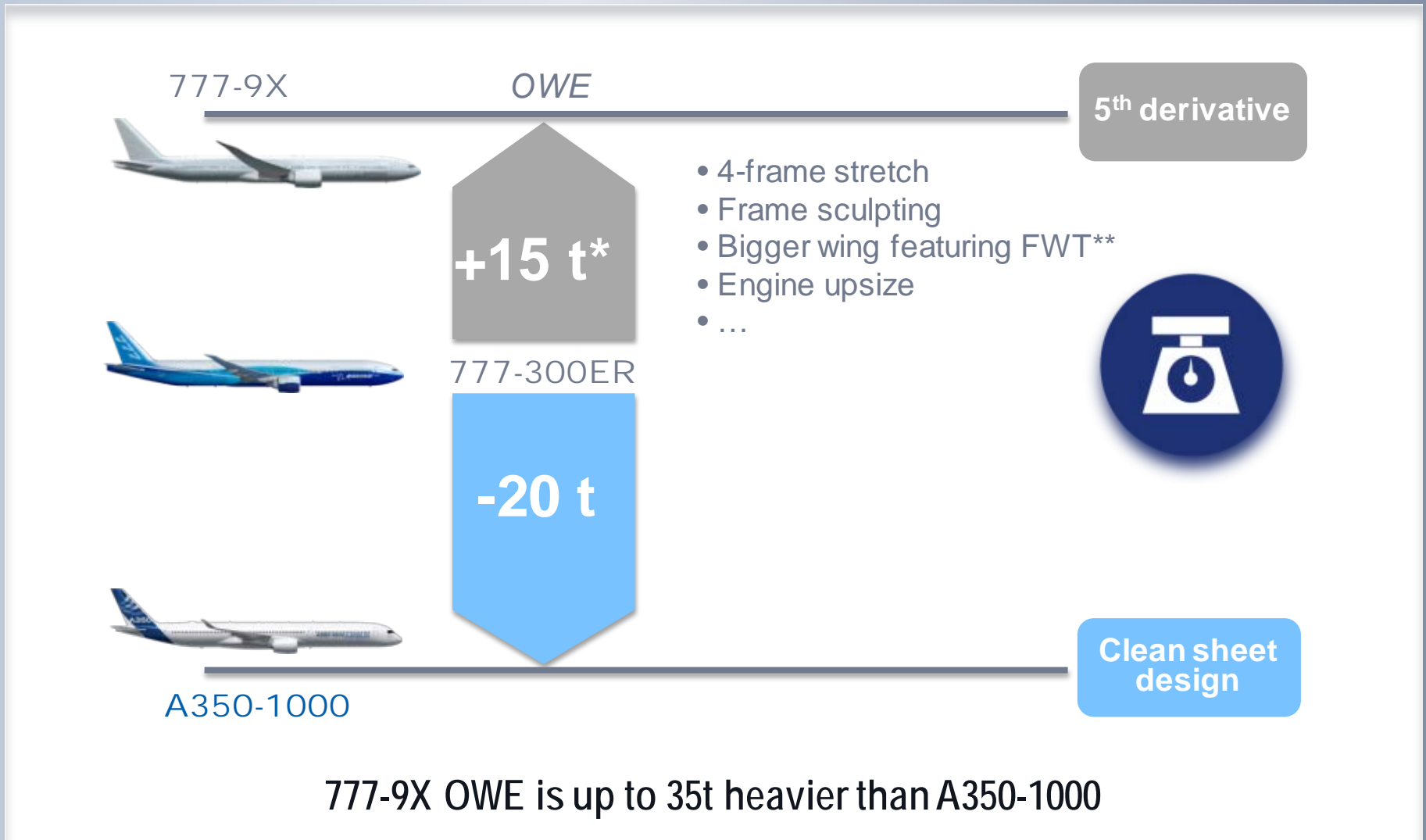
Unrivalled A350-1000 efficiency – 25% lower fuel burn

The image features a globe on the left with a red line connecting two points labeled 'HKG' and 'LAX'. To the right of the globe is a white Airbus A350-1000 aircraft in flight. Further to the right is a grey silhouette of a Boeing 777-300ER aircraft. A blue dashed line curves from the A350-1000 towards the 777-300ER. Text next to the 777-300ER silhouette reads '777-300ER: + 40T MTOW'. Below this, a larger text block states: '777-300ER requires +40t higher MTOW (+20 t. Fuel burnt + 20 t. Structure)'. At the bottom center, a bold text line reads: 'The A350-1000 provides a step change in efficiency'.

6,500 nm mission, 350 passengers



777-9X is heavier than 777-300ER

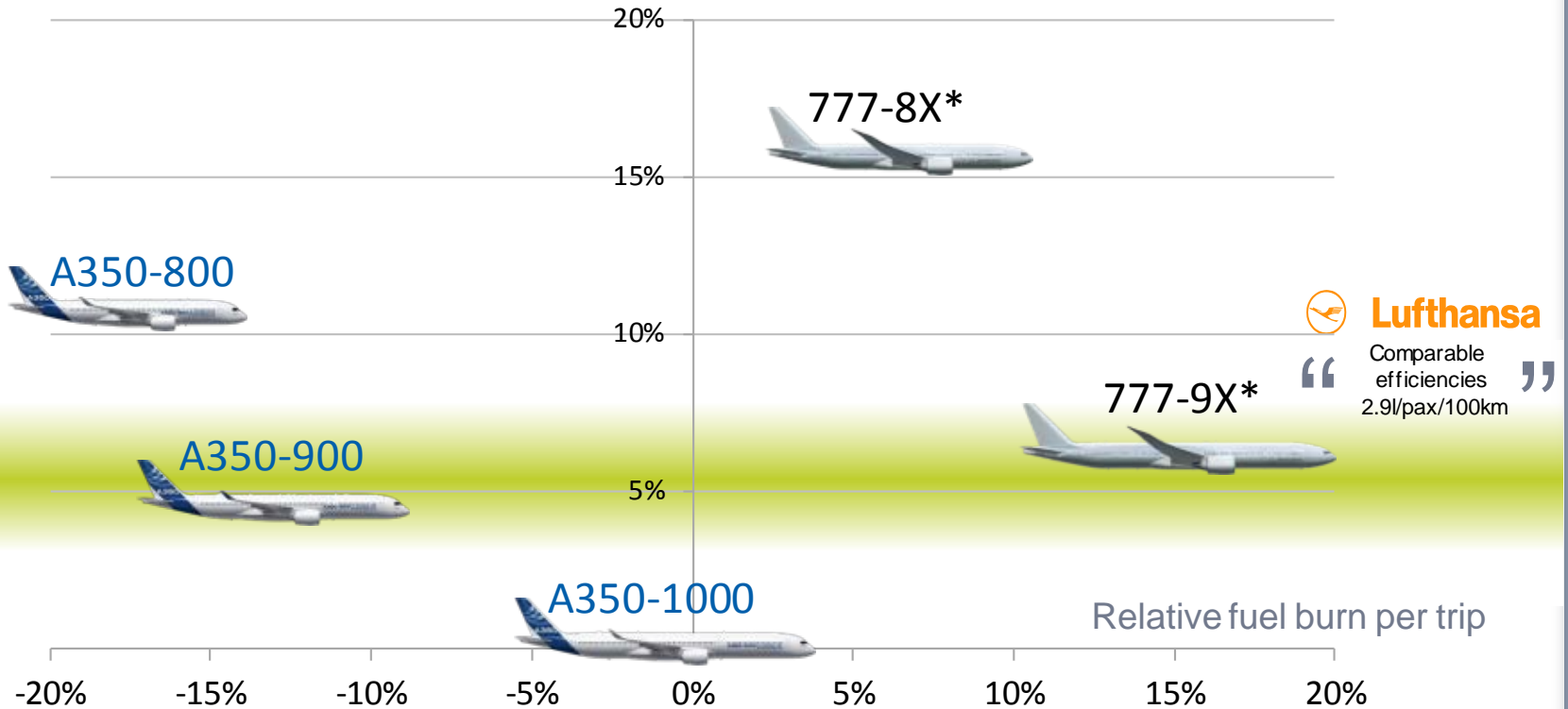


(*) Airbus estimate

(**) Folding Wing Tips

777X is not enough to beat the A350-1000

Relative fuel burn per seat



A350-900 offers unmatched fuel efficiency today, A350-1000 will be one step further

Typical airline rules. A350-900 at 315 seats, A350-1000 at 369 seats, 777-9X at 405 seats (10 abreast), 777-8X at 342 seats (10 abreast). (*) Airbus estimate

A380: the answer to market growth



304 firm orders
19 customers
10 operators
182 backlog

50 new A380 orders in 2013

122 A380's delivered to date



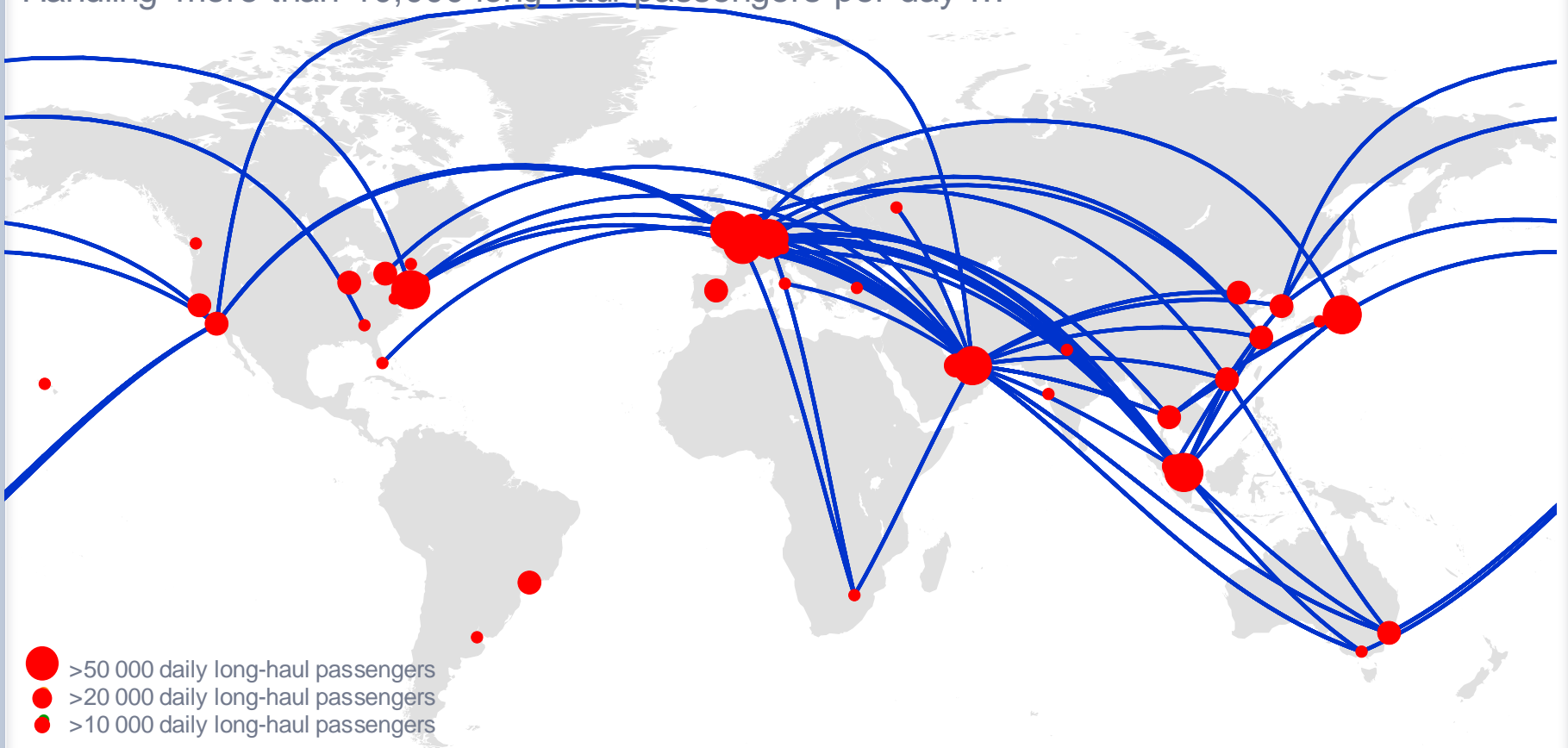
10 operators, a fleet that keeps growing

Data to end December 2013



A380 connects more than 70% of today's mega-cities

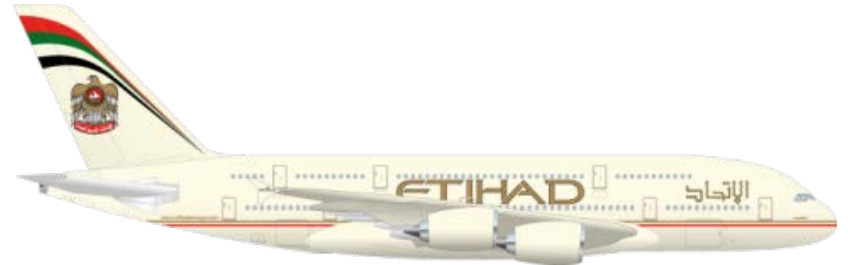
Handling more than 10,000 long haul passengers per day ...



At the heart of global air transport

OAG Dec 2013

A380 operator base keeps growing



Qatar, Asiana, Skymark and Etihad to take delivery of their first A380s in 2014

The Airbus Family



The VLA market leader
122 delivered to 10 operators



Flight test program well underway
Strong market momentum & recognition



Demand-driven production at rate 10.
Continual improvements to match
market needs



Over 10,000 sales
Continued CEO demand



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