A350 XWB Programme Update

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A350 XWB Firm order status – end March 2014

30 Countries – **3** Alliances – **5** Leasing companies

Europe

BRITISH AIRWAYS
Lufthansa
SAS
Aer Lingus
TAP PORTUGAL
AIR CARAÏBES
AEROFLOT Russian Airlines
AIRFRANCE KLM
FINNAIR

Asia & Pacif

SriLankan
AIR CHINA
AirAsia
Vietnam Airlines
JAL JAPAN AIRLINES
THAI
ASIANA AIRLINES
CHINA AIRLINES
CATHAY PACIFIC
SINGAPORE AIRLINES
HONGKONG AIRLINES 香港航空

Americas

SYNERGY GROUP
UNITED
HAWAIIAN AIRLINES
LAN
TAM

Africa & Middle East

QATAR AIRWAYS القطرية
الإتحاد ETIHAD AIRWAYS ABU DHABI
Ethiopian የኢትዮጵያ
الخطوط الجوية الكويتية KUWAIT AIRWAYS
Emirates
الإفريقية AFRIQIYAH
Yemenia

Private Customer

UNDISCLOSED

Leasing Compa

ILFC
CIT
AWAS
AIR LEASE CORPORATION
ALAFCO

812 orders from 39 customers

+ 196 Orders
Since June 2013

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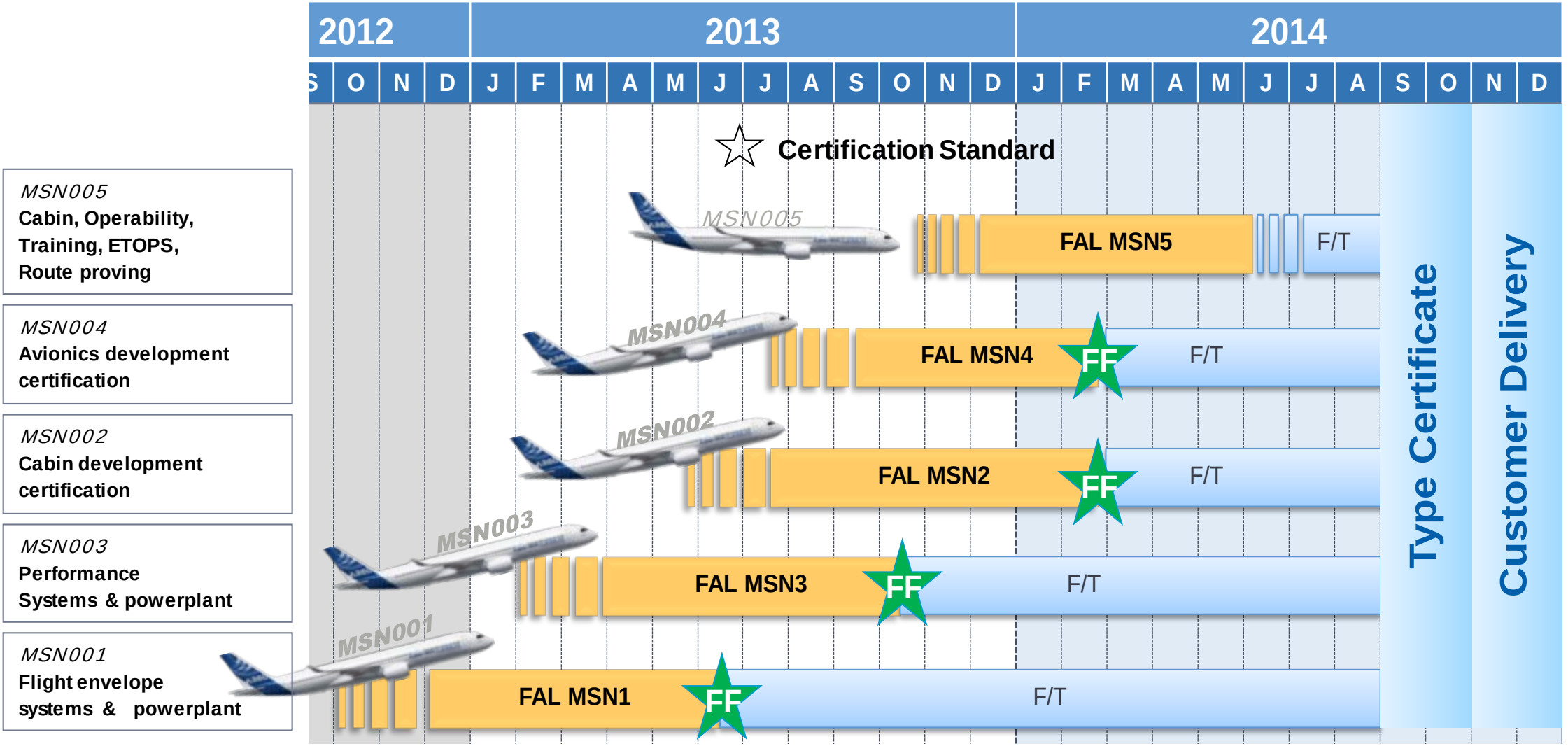
Route to first customer aircraft delivery

5 Development aircraft kicking into life in 2013…

A350-900 Flight test aircraft progress



On track for Type Certification and customer delivery

A350-900 Flight test aircraft progress

Above 50% flight test hours completed

1,363 FH achieved out of 2,500 FH target

As of 28th March	MSN001	MSN003	MSN002	MSN004	MSN005
First flight	14 Jun. 2013	14 Oct. 2013	26 Feb. 2014	26 Feb. 2014	**Target June-14**
Number of flights	149	111	10	21	
Total block hours	682:15	534:10	73:55	72:50	

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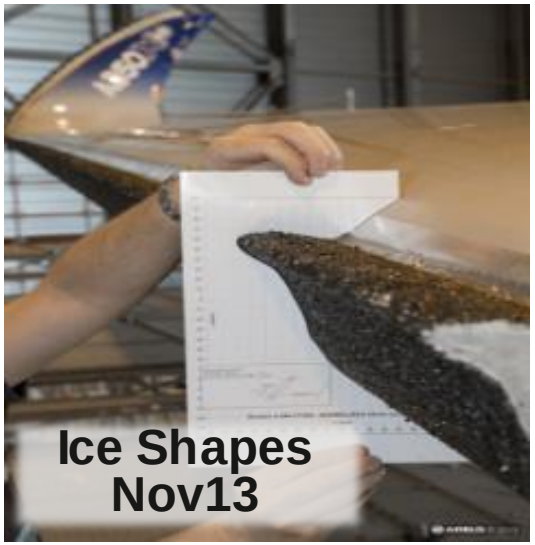
A350-900 Flight test aircraft progress



Major flight tests performed

Good progress towards certification

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MSN002 and MSN004 First flights

Both first flights on the same day

26th Feb-14

Flight test fleet has doubled in size

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MSN002 Cabin test in Hamburg

Cabin systems testing in progress

Preparation of Early Long Flight with passengers

MSN002 Cabin reveal to customers in Hamburg - 6th April-14

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Key enablers for certification & maturity

Structural test campaign

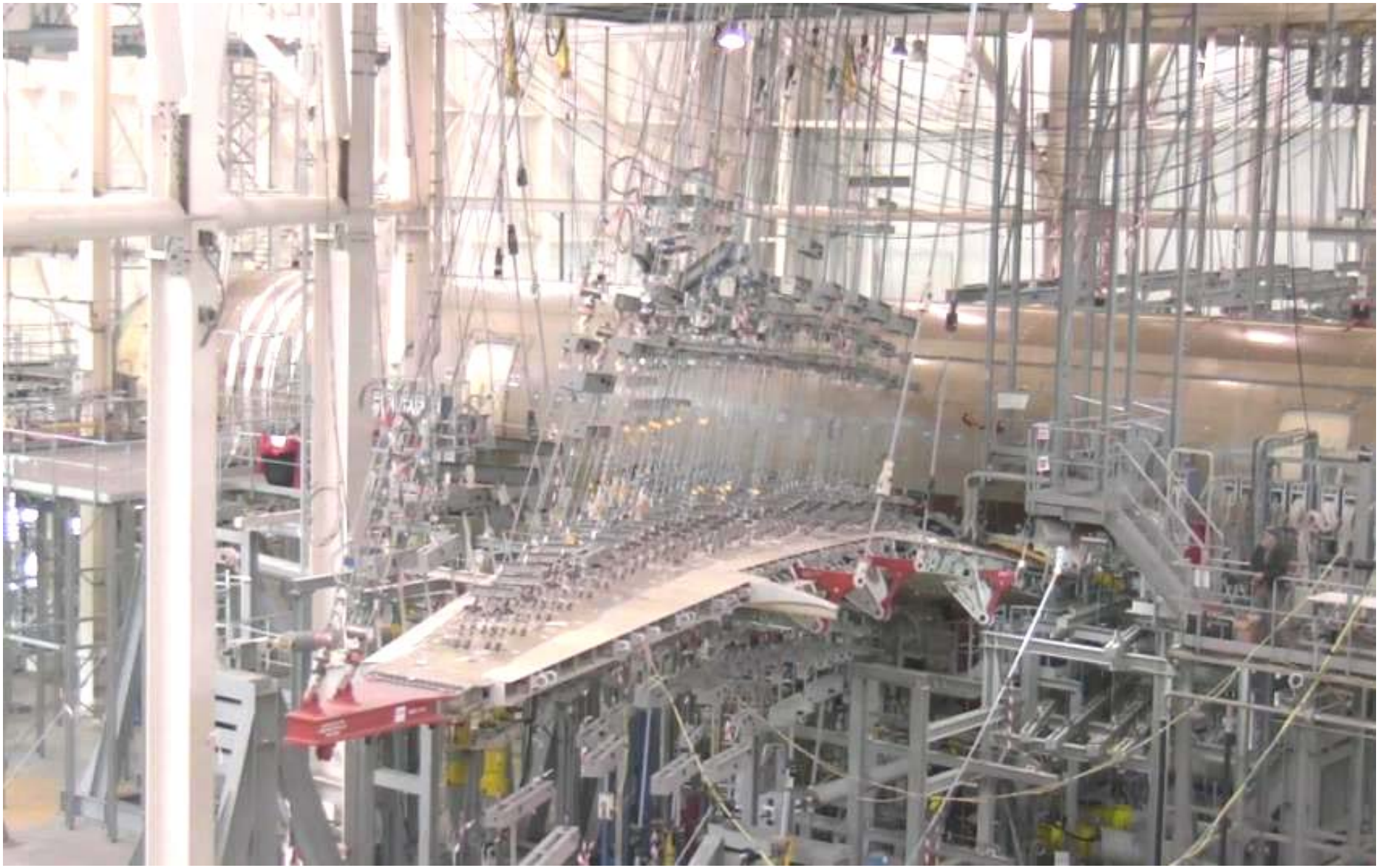
Systems testing on A/C 0

18 month FTB Campaign (278FH)

Cabin Virtual First Flight (Jul 2013)

Structure and systems testing proceeding to plan for certification and maturity

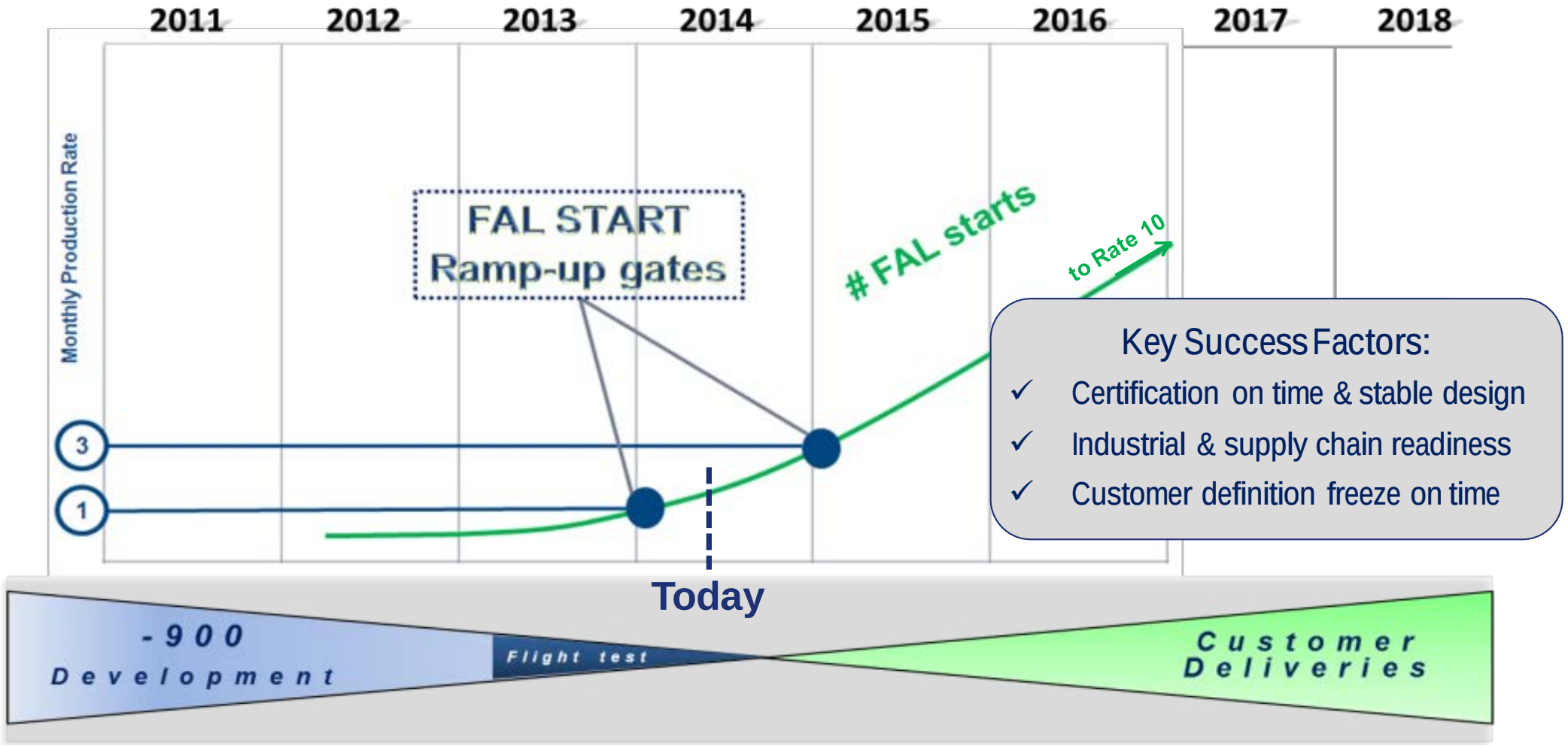
Ultimate load testing on static test aircraft



Ultimate load testing on static test aircraft

Ramp-up

Moving from development to customer deliveries



Key Success Factors:

- ✓ Certification on time & stable design
- ✓ Industrial & supply chain readiness
- ✓ Customer definition freeze on time

Convergence of technical and industrial maturity with customer needs

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2 customer A/C in Final Assembly Line

MSN006 transfer to station 30

MSN007 transfer to station 40

First 2 customer A/C progressing in Final Assembly Line

MSN006 & MSN007

MSN006 winglet fitting

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Ramp-up - A/C sections in progress

Ramp-up is now reality and high rate production actively prepared

MSN008 – Sec 15/21

MSN009 – Sec 11/14

MSN010 – Sec 15/21

MSN011 – Sec 15/21

MSN012 – Sec 11/12

MSN013 – Sec 11/12

MSN014 – Sec 11/12

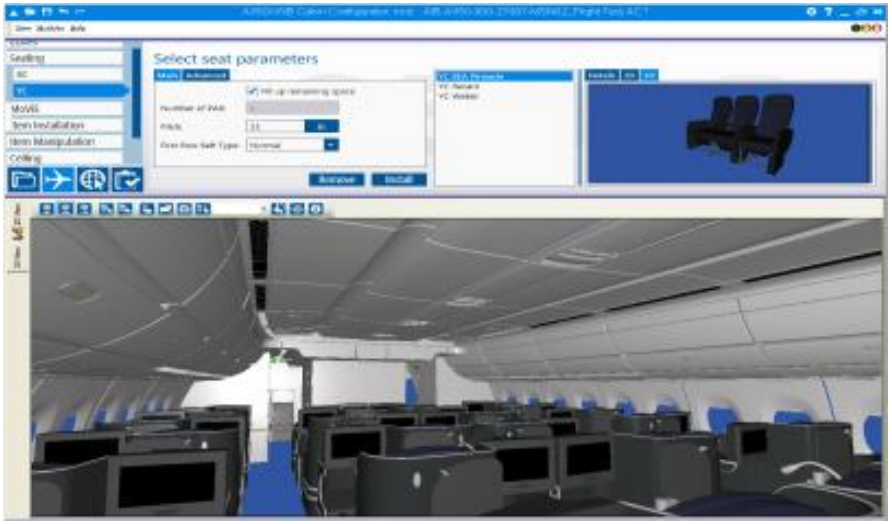
New customization approach

Aircraft Description Document (ADD) + Annexes

From concept to reality

New tools to enhance customers experience

A350 XWB Cabin Configurator



Customer Definition Centre (CDC)

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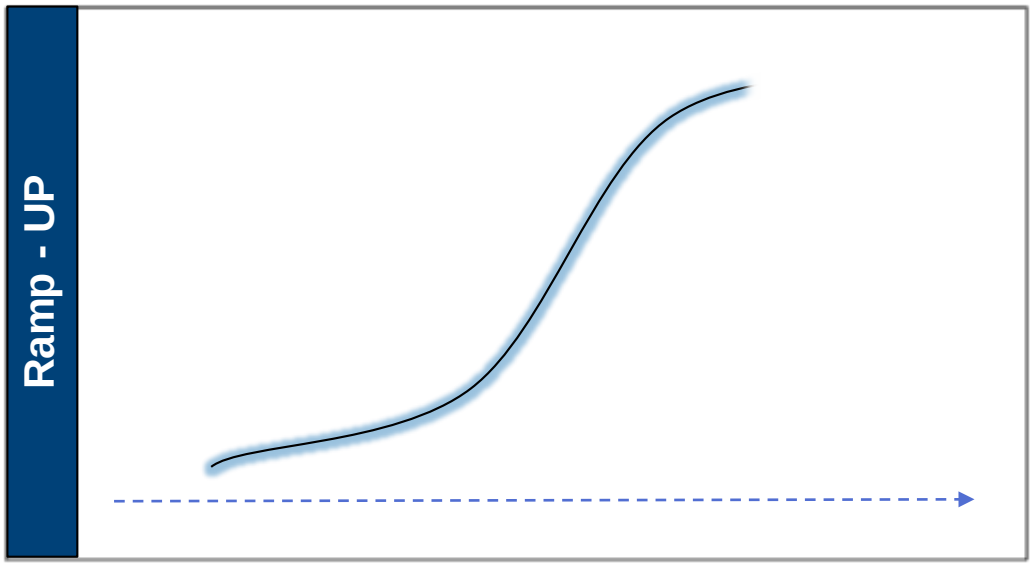
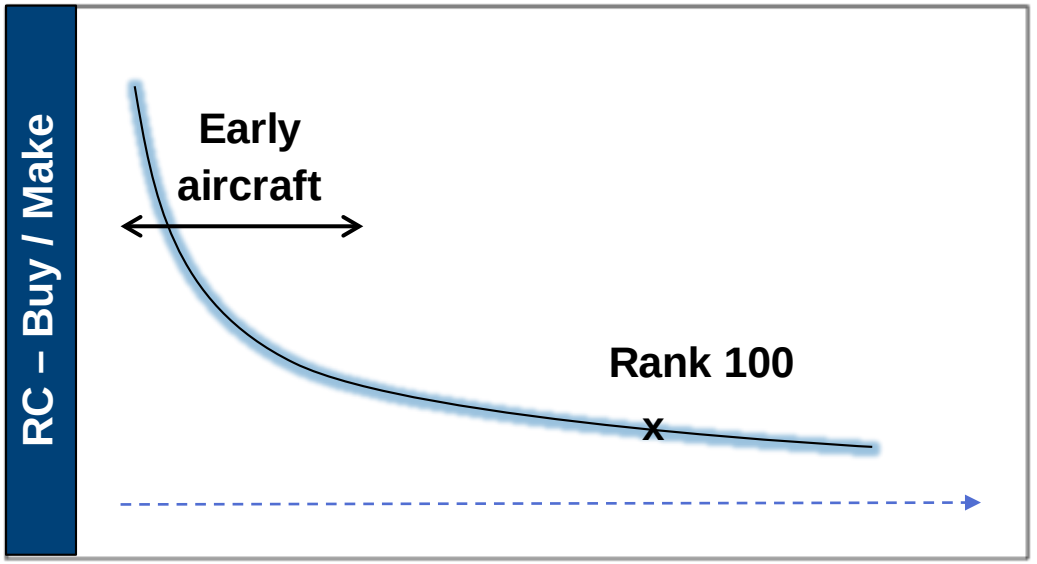
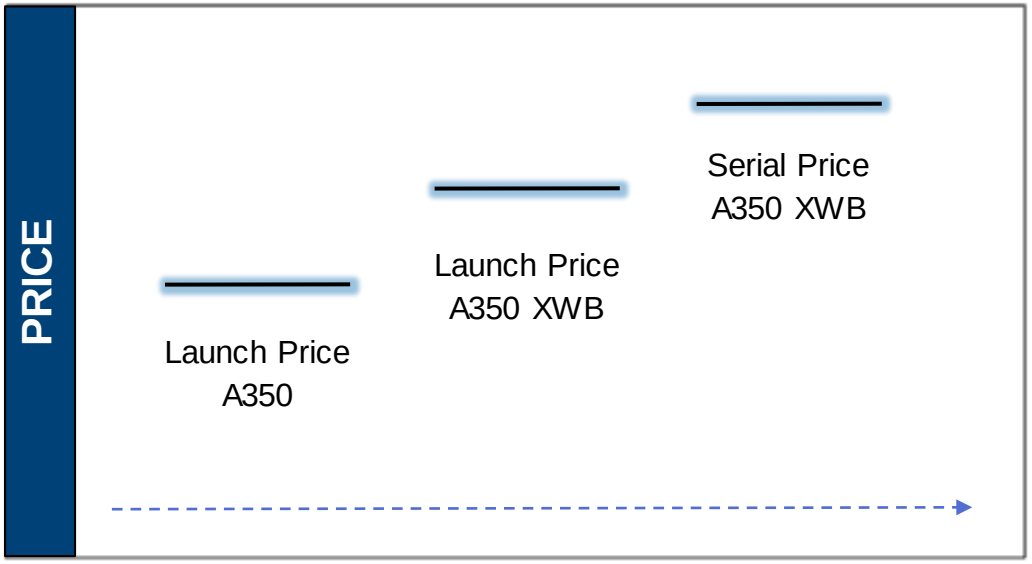
RC convergence







Priorities:

- **Short term RC, plants and subsidiaries costs**
- **Longer term RC, Make & Buy (DtC, Sourcing strategy)**

Toolbox and project team in place to deliver RC convergence

A350-1000 update

A350-1000 Development status

- Low risk development from -900
- Tooling launched end 2013
- On track for EIS mid-2017

A350-1000

Concept freeze		Tooling launch			Final assembly start	First flight	EIS
2011	2012	2013	2014	2015	2016	2017	

Trent XWB-97 Powerplant

		First Engine Run	FTB

Emirates, Asiana Airlines, British Airways, Air Lease Corporation, JAL Japan Airlines, Etihad, Cathay Pacific, Qatar Airways, Air Caraïbes, United

A350-1000 endorsed by the market

189 orders with 10 customers

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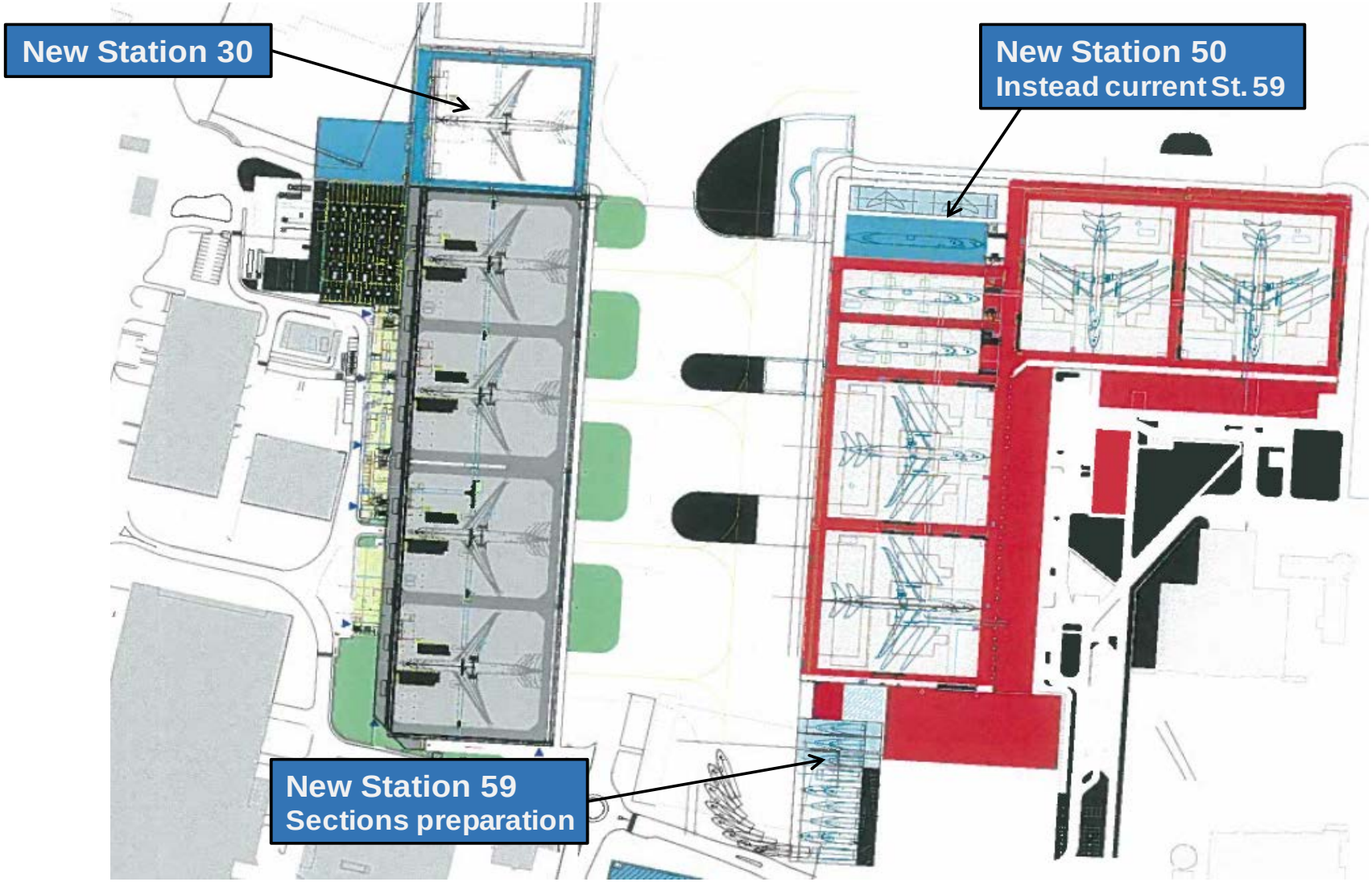
Investing for additional capacity and ramp-up

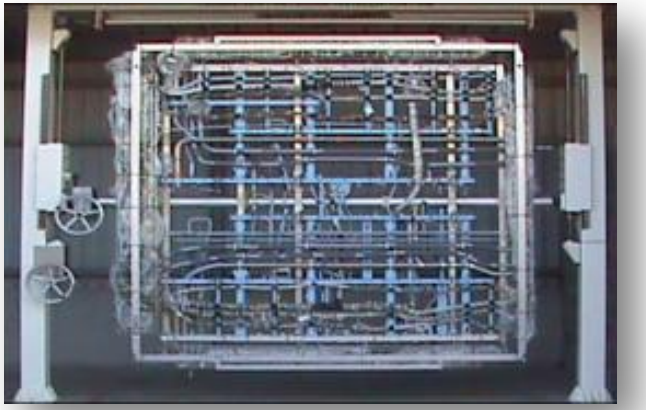


FAL expanded with new dedicated stations for -1000 without interfering with the -900 ramp-up

Parts & Tools Manufacturing is Starting

MLG cylinder forging

Pylon Pyramid – Forging



Floor grid module tooling prototype

Wing Front Spar AFP Mandrels

Curing Tool – Shell - PAG

A350-1000 is becoming a reality with entry into FAL planned by end 2015

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Conclusion

Conclusion

- Flight test campaign progressing well
- On route to certification in Q3 2014
- Toolbox and project team in place to deliver RC convergence
- A350 Programme organization adapted in order to
  - Prepare Transfer to Series for long-term sustainability
  - Strongly focus on the short-term hot items
- Deliver mature aircraft at EIS in Q4 2014

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