

Alan Pardoe
Head of Marketing Communications

Airbus Overview

Toulouse

April 9th, 2014



Safe Harbour Statement

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This presentation includes forward-looking statements. Words such as “anticipates”, “believes”, “estimates”, “expects”, “intends”, “plans”, “projects”, “may” and similar expressions are used to identify these forward-looking statements. Examples of forward-looking statements include statements made about strategy, ramp-up and delivery schedules, introduction of new products and services and market expectations, as well as statements regarding future performance and outlook. By their nature, forward-looking statements involve risk and uncertainty because they relate to future events and circumstances and there are many factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements.

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- Changes in general economic, political or market conditions, including the cyclical nature of some of EADS' businesses;
- Significant disruptions in air travel (including as a result of terrorist attacks);
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Any forward-looking statement contained in this presentation speaks as of the date of this presentation. EADS undertakes no obligation to publicly revise or update any forward-looking statements in light of new information, future events or otherwise.

The headlines

13,918
aircraft sold

8,397
delivered

397 operators

25,000 daily flights

Airbus presence

The world
flies Airbus
Aircraft

To end March 2014

2013: A year of new industry records for Airbus

| | | Previous records |
|----------------|-----------------------|---------------------|
| Orders | 1,619 gross | 1,608 (Airbus 2011) |
| | 1,503 net | 1,419 (Airbus 2011) |
| Backlog | 5,559 aircraft | 4,682 (Airbus 2012) |

Airbus records

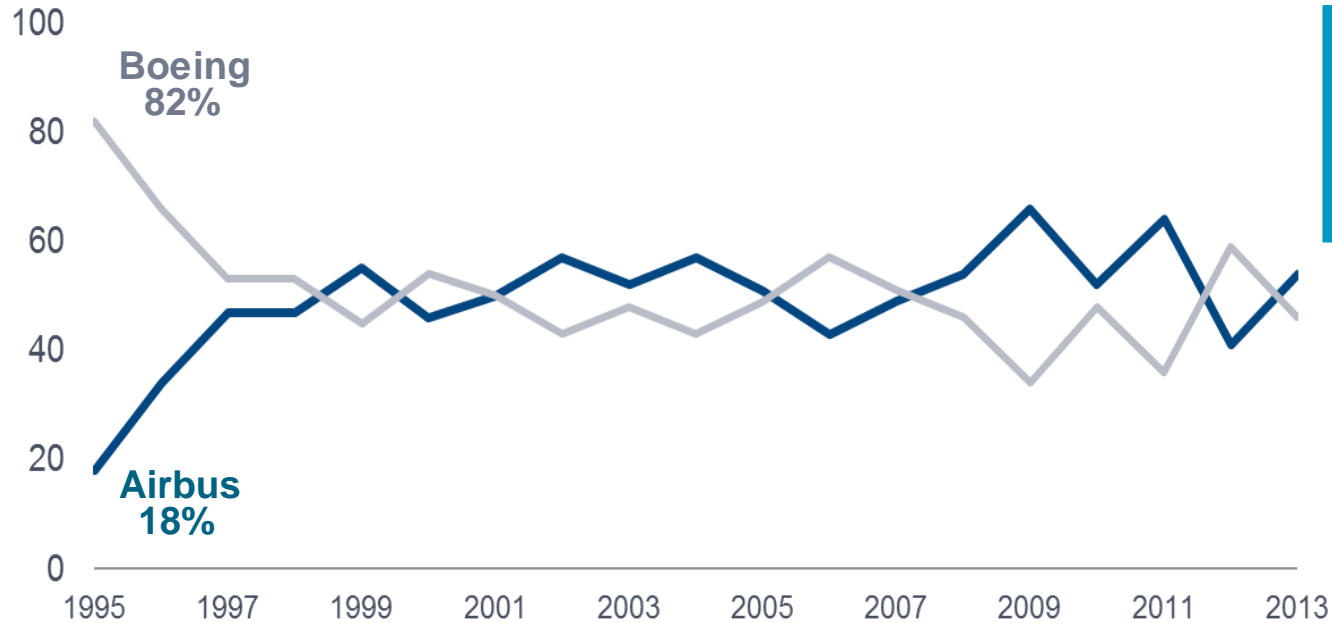
Orders
Deliveries
Backlog

Industry records for a single Programme

| | |
|--|-----------------------|
| Single-aisle year-end backlog (A320 Family) | 4,298 aircraft |
| Single-aisle deliveries in a year (A320 Family) | 493 aircraft |
| Wide-body deliveries in a year (A330 Family) | 108 aircraft |

Airbus and Boeing world market share

Net order share since 1995



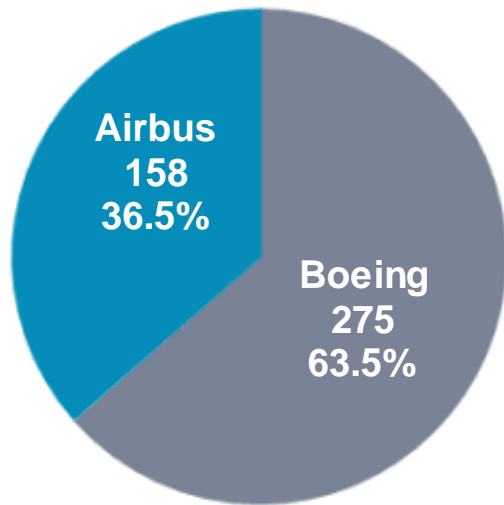
Airbus
53%
1,503 aircraft

Boeing
47%
1,355 aircraft

To end 2013

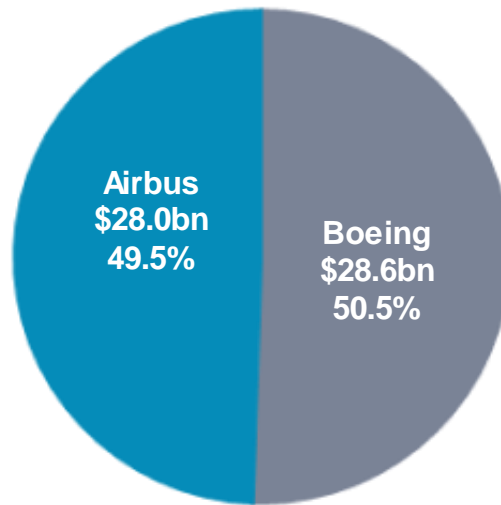
2014 gross market share

Units



433 industry
orders

Revenues

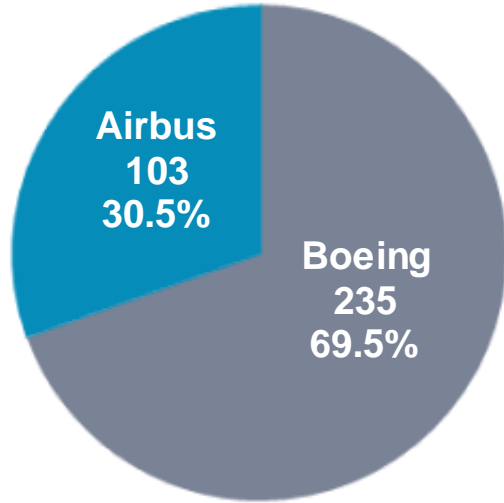


\$56.6bn
industry

Data to end March 2014

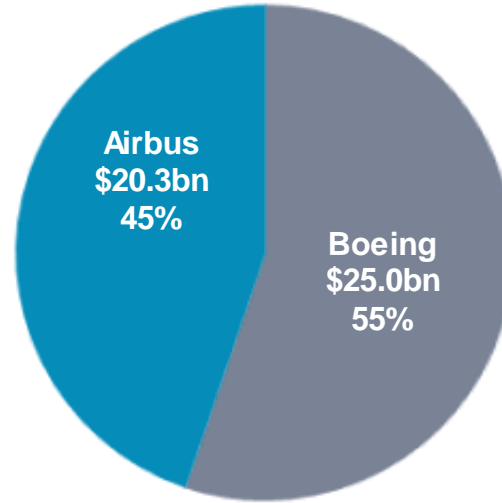
2014 net market share

Units



338 industry
orders

Revenues



\$45.3bn
industry

Data to end March 2014

More than 600 Airbus deliveries in 2014

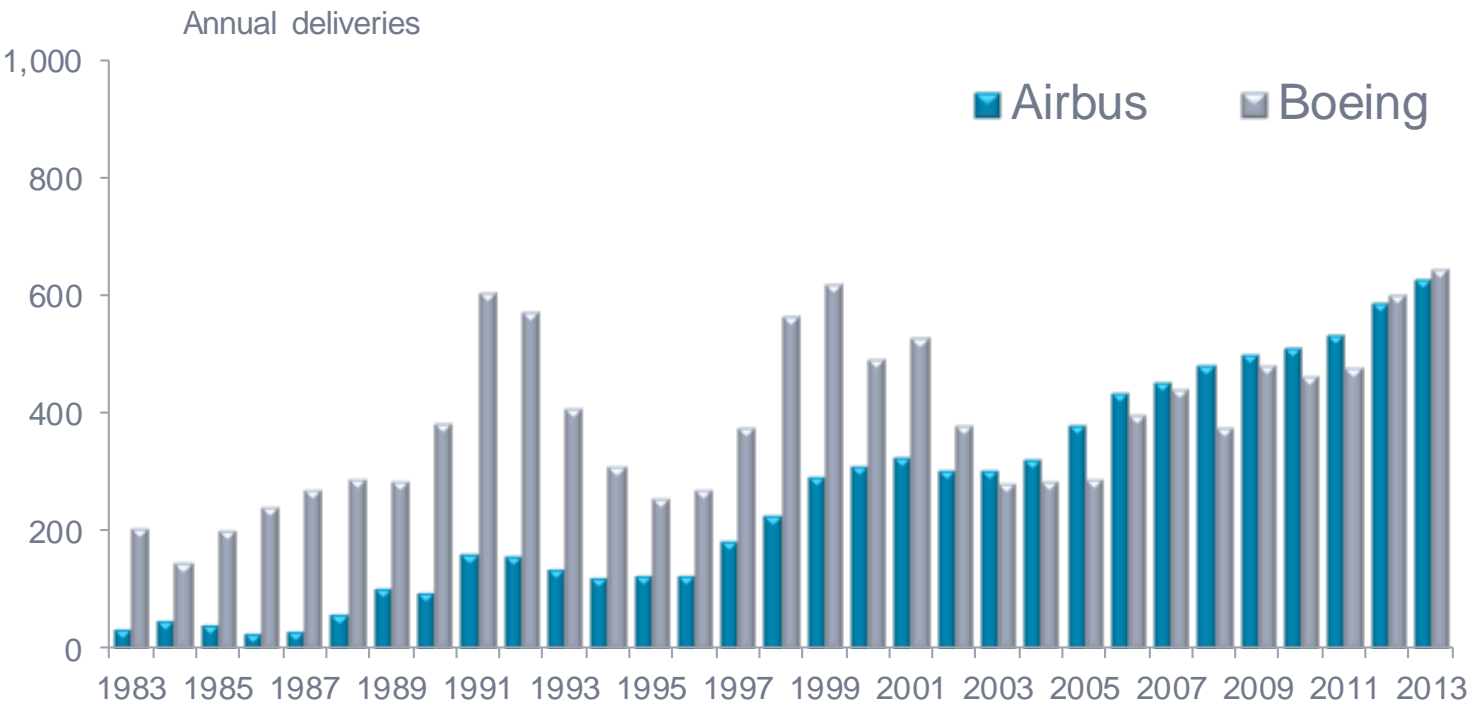


**Airbus
production**

**Output at
record levels**



Delivery comparison



Deliveries

Stable Airbus production in 2014

Airbus order backlog

| | |
|----------|--------------|
| A320ceo | 1,572 |
| A320neo | 2,675 |
| A330 | 266 |
| A350 XWB | 812 |
| A380 | <u>196</u> |
| | 5,521 |

Market reasoning

Need for capacity to absorb growth.

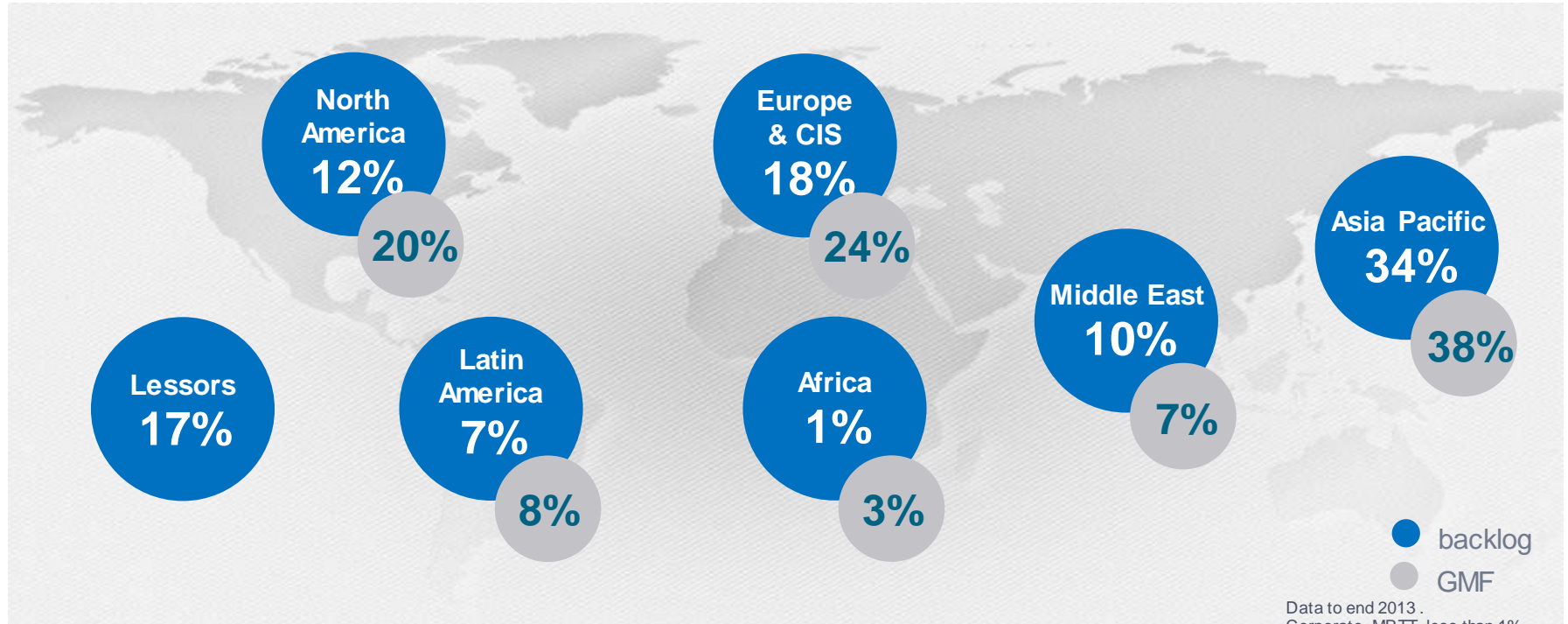
No all-new designs to come in the near-term.

Attractive fuel savings.

Backlog at end March 2014

2013 Airbus order backlog by region

Airbus backlog and GMF



Data to end 2013.
Corporate, MRTT less than 1%

Airlines are buying bigger aircraft



Heathrow Defies Capacity Cap as A380 Aids Passenger Increase Bloomberg

By Kari Lundgren - Jan 13, 2014

London's Heathrow Airport, which has operated close to capacity since the start of the decade, added 2.4 million passengers last year as airlines eked out seats by operating bigger planes including the Airbus A380.

Europe's busiest hub attracted 72.3 million travellers in 2013, up 3.4 percent on 2012's 69.9 million, even as the number of flights stagnated, according to a statement today. Seats per aircraft increased by 2.8 percent on average.

Heathrow is fighting for the opportunity to build a third runway after being limited by the flight capacity of its two existing strips. Carriers have responded by boosting the average size of jets there, led by a surge in A380 operations that have made the airport the third-busiest in the world for the superjumbo, according to Airbus, up from fourth in 2012.

Congestion relief

Perceptible trend towards higher capacity models

Airbus products

A380 Family



A350 Family



A330 Family



A320 Family



Airbus products

a full range of
fuel-efficient
products

1,253 new A320 Family orders in 2013

10,253

total firm orders

6,006

total deliveries

4,247

firm order backlog

1,572 ceo
2,675 neo

A320 Family

—
takes-off or lands every 2 seconds with 99.6% reliability



Commercial data to end March 2014.
In-service data of summer 2013

A320 Family production rate to increase to 46



A320 production

—
Rate 42 today.
Rate 44 Q1/2016,
rate 46 from
Q2/2016

A320 Family



A320 Family

Distinct capacity steps between models to best serve market growth

A321, CEO and NEO is the best-selling aircraft in its class



A321

More than
2,000
Orders,
95
customers

As of end march 2014

Strong demand for A321s in 2013



A321

Over 600 A321 orders, commitments and type conversions*

*From A319/A320 to A321. To end 2013, including undisclosed customer(s)

Airbus single-aisle strategy builds on proven values



A320 Family

Most deliveries now equipped with Sharklets

6,000th A320 Family delivery March 6th, 2014



A320 family seat count evolution



A320 Family

Distinct capacity steps between models to best serve market growth

A321neo with up to 240 seats.

A320 with up to 189 seats

Both subject to certification

More room for innovation - Cabin enablers available today



Space-Flex*

Up to +9 seats



Smart Lav**

Up to +6 seats



Higher exit limit

A320 at 189 seats

Innovation

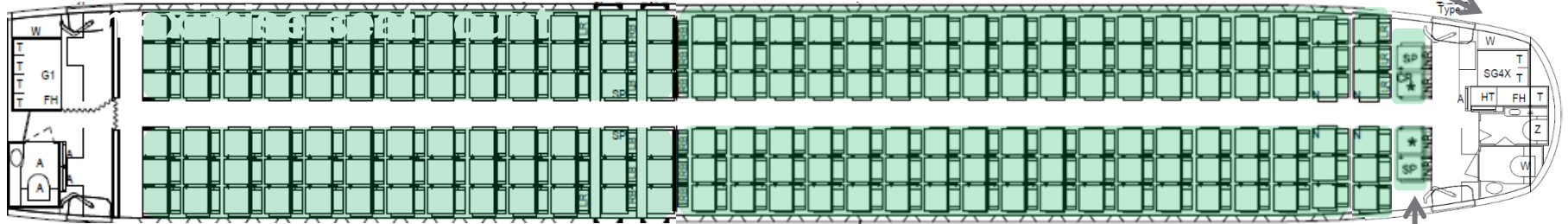
More seats with similar comfort level


- * in service,
- ** 2015

A320 from 180 to 189 seats

189 seats with mixed 29"/28" seat pitch

Space Flex
+ all aft seats 28" pitch = 



CAS + 3 seats = 

Subject to certification approval

A320neo Featuring new engines and Sharklets



A320neo

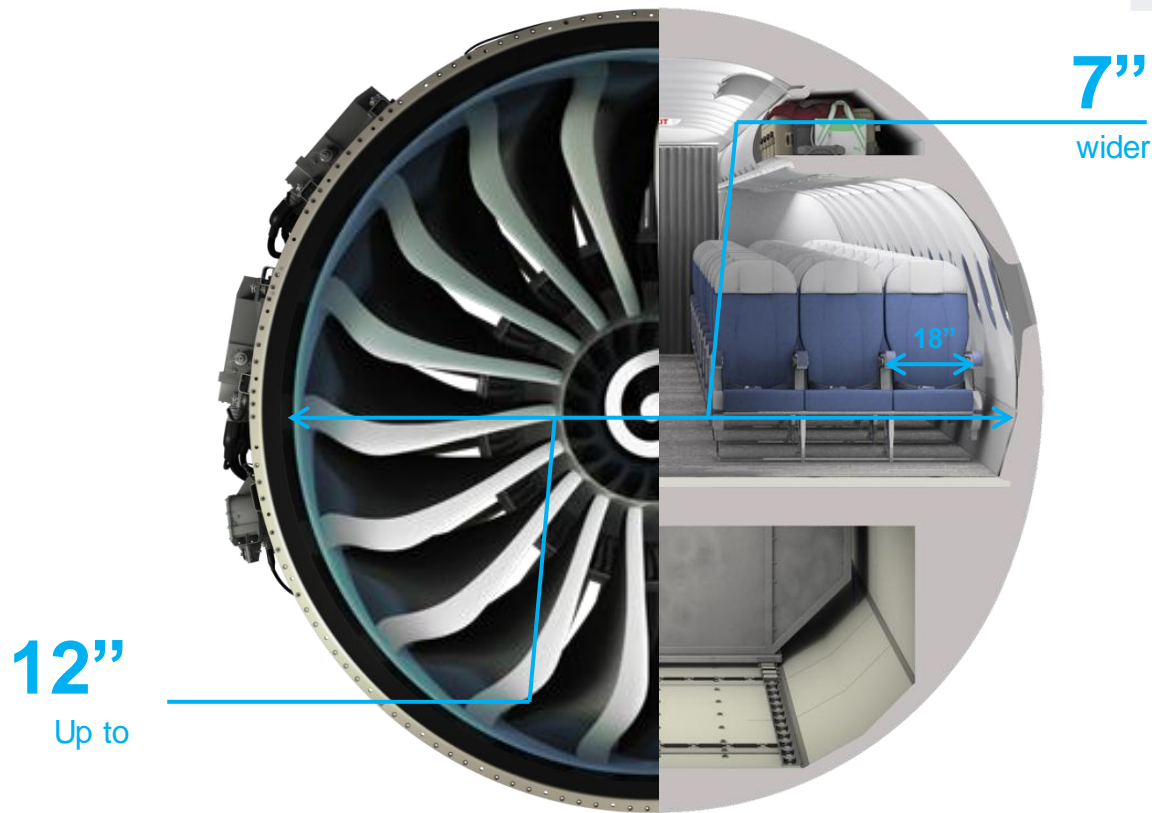


**15% lower fuel
burn, more range**

**Most comfortable
single aisle**

**High commonality
with A320ceo**

A320neo Every inch counts



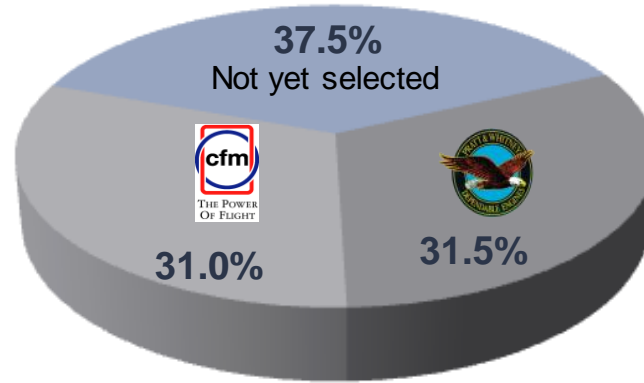
A320
Improved engines

Higher by pass ratio
12:1

Higher EGT margin

Lower engine DMC
cost

A320neo engine selection



A320 Engine selection

Equal split
between engine
manufacturers

Data to end February 2014

Source: Press releases

A320neo programme is on schedule

Industrial
Launch

End of
concept

End of
Design

FAL
Start

First
Flight

Entry Into
Service



Concept

Integration & Qualification



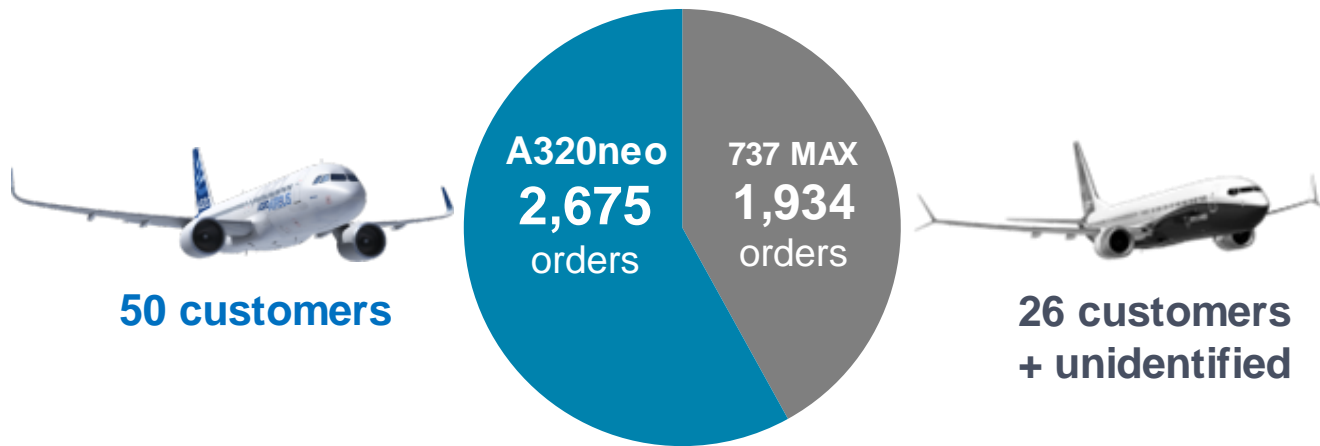
A320neo

**Seamless
integration
into the final
assembly
flow**

A320neo moving forward



NEO leads the MAX in orders and customers

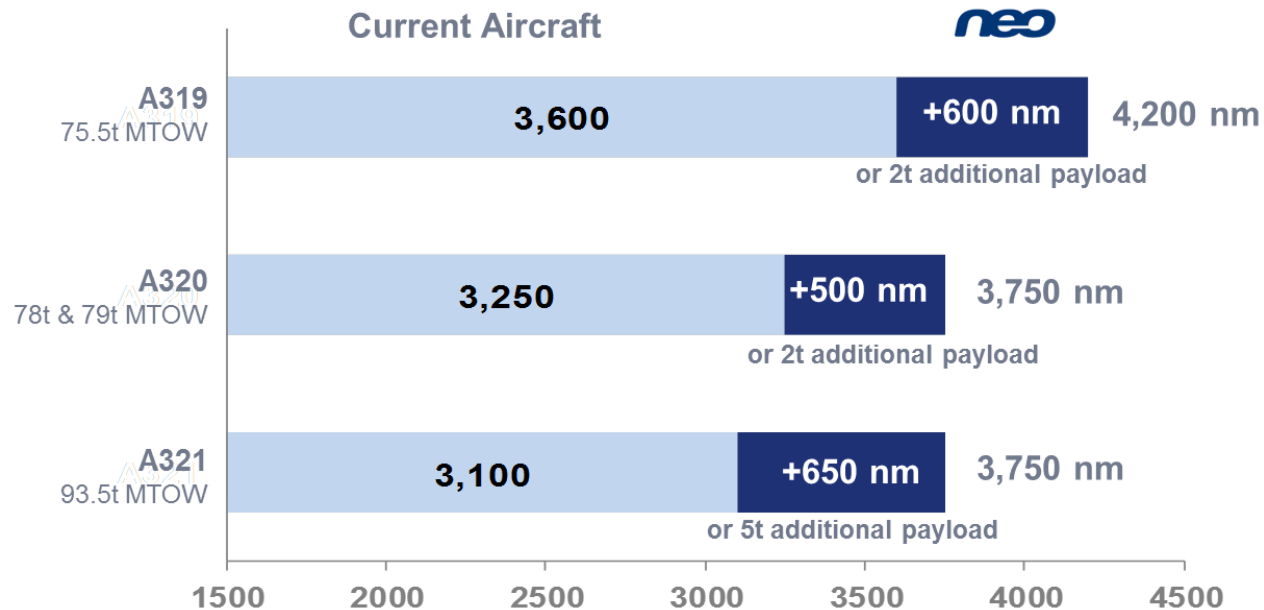


A320 Family

60%
prefer
A320neo

Data to end March 2014,
Source: Airbus Orders & Deliveries,
Boeing.com

NEO - more range, more markets



NEO

extra range
opens new
market
opportunities

A321- the 757-200/767-200 replacement



A321

**Up to 240
seats.
Most cost-
effective
successor**

**You'd never
accept this...**



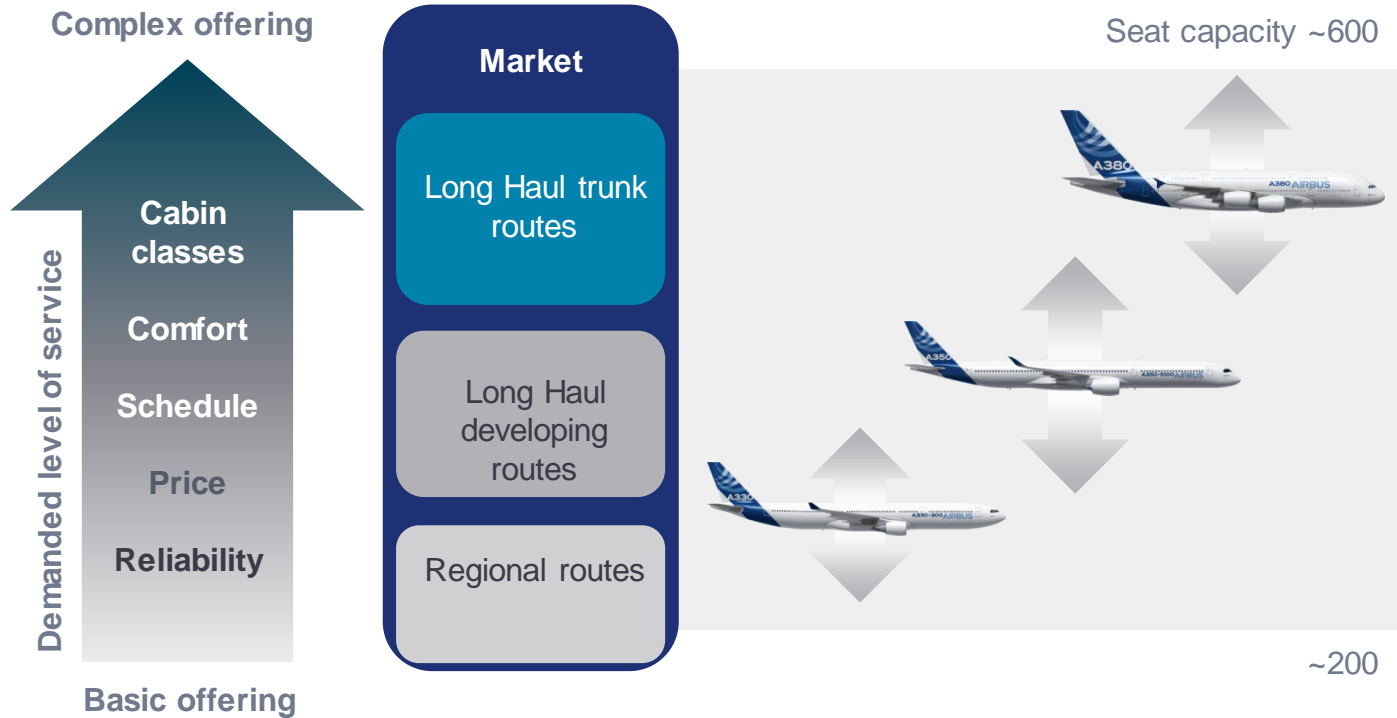
So why
would you
accept this?



Airbus Wide-body Family: matching market demand



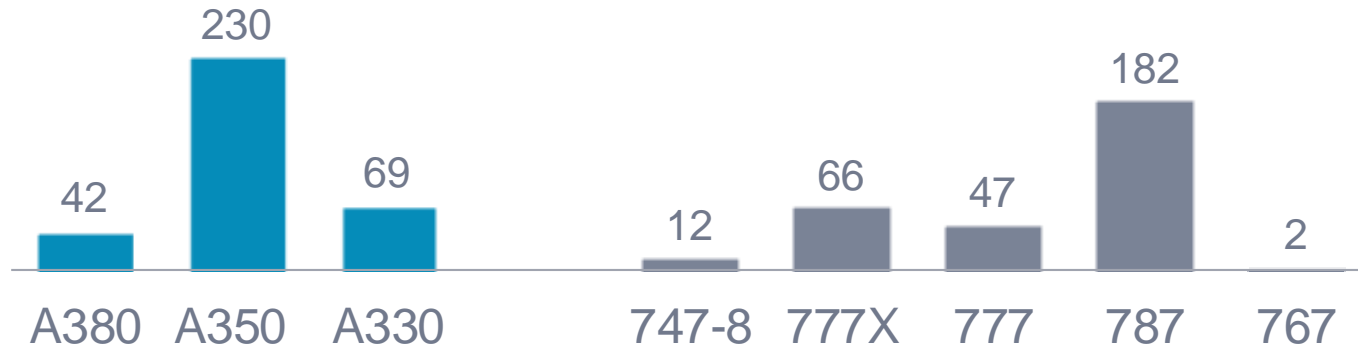
Airbus serving the widebody market



Airbus widebody family
-
market matched capacities

Wide-body sales in 2013

Net passenger and freighter wide-body orders in 2013



2013 orders

341

Airbus wide-body

309

Boeing wide-body

1000th A330 delivery in 2013



New developments keep the A330 competitive

1,336

**total
firm orders**

1,070

**total
deliveries**

266

backlog



To end March 2014

242t A330 – On target for delivery to Delta



Status

—

In production
Q1 2014

EIS
May 2015

A330 Regional



A330 Regional: The Regional Wide-body Solution



Status

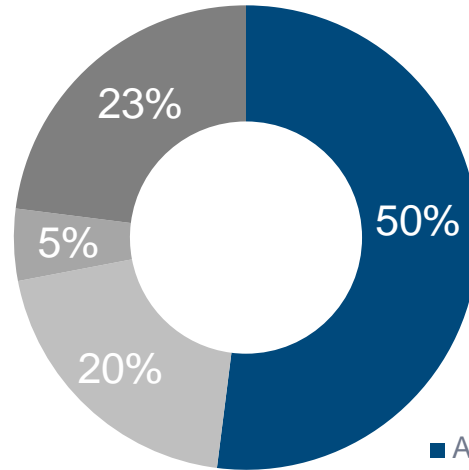
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Launched
Q3 2013

EIS
2015

A330 dominates the Asia-Pacific regional market

Route frequencies <3000nm (GC distance)



- A330
- 767-300/300ER
- 787
- 777-200/ER

A330

The regional twin-aisle reference

Representative month: September 2013

A330 serving Asia's domestic and regional markets



2,700nm with 400 pax
A330-300 @199t MTOW

A330

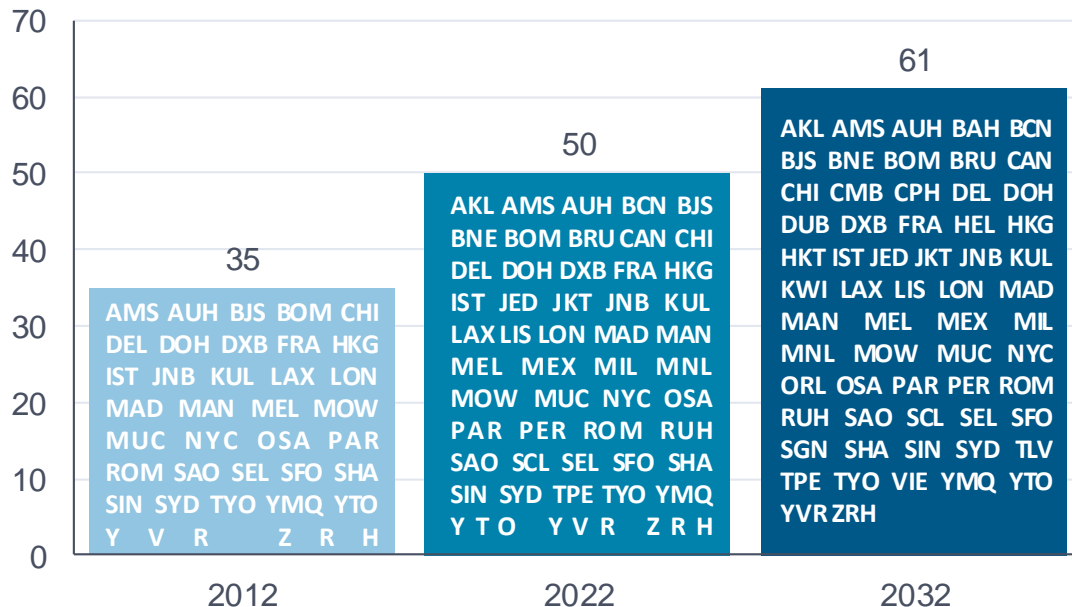
**The
regional
twin-aisle
reference**

Assumptions: JAR 3%, 200nm diversion.
85% annual reliability winds, 3% track
allowance

Number of congested airports to increase exponentially

Aviation Mega Cities 2012-2032 (Congestion Level 2 & 3)

Number of cities



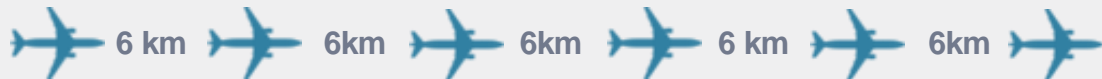
In 20 years

There will be
75% more
congested
airports than
today

Source: GMF 2013, Airbus

Wide-bodies help to cope with insufficient airspace

Example: tower control for airspace (30km width) – ICAO rules



**900
seats**

+ 39%



**1,250
seats**

+ 95%



**1,750
seats**

Widebody benefit

**Double the
seats in the
same airspace**

Other A330 market opportunities



A330 markets

—
**Mid-size
freighter**

MRTT

A350 XWB shaping efficiency

812

firm orders

39

customers

812

backlog

A350 XWB

25% lower cost

**18in comfort
in efficient
9-abreast
economy**



Data to end March 2014

A350 XWB cabin comfort



A350 XWB on track for delivery to Qatar Airways later this year



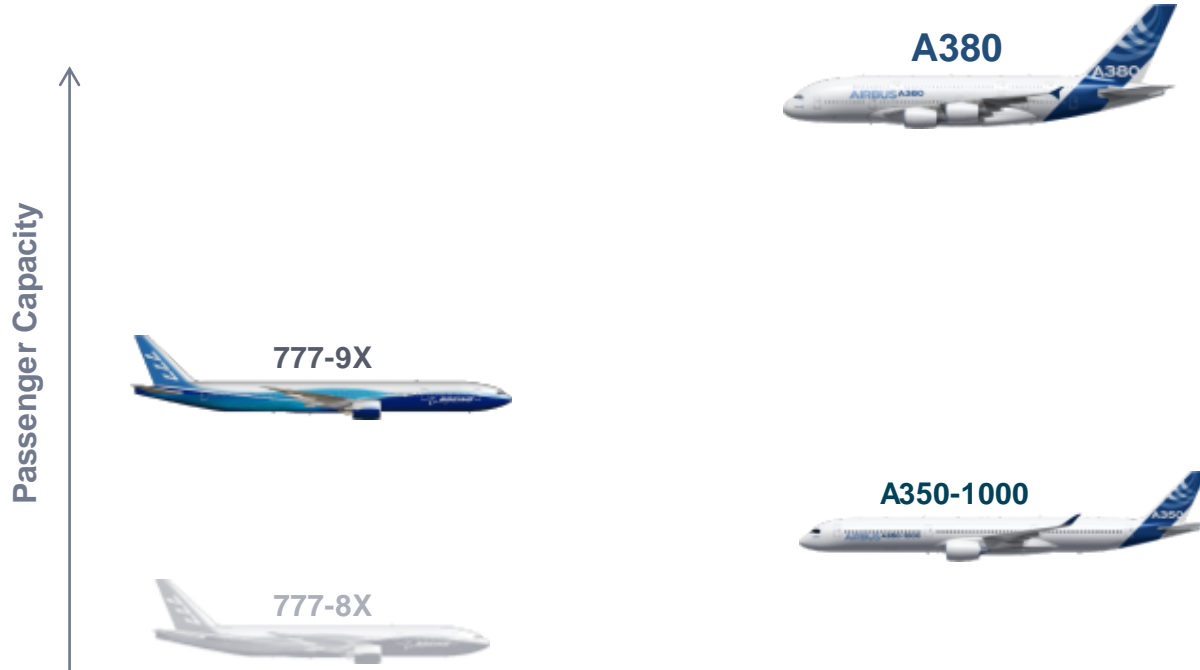
A350-1000



A350-1000

**On-track for
EIS mid 2017**

Very Large Aircraft product positioning - Tomorrow



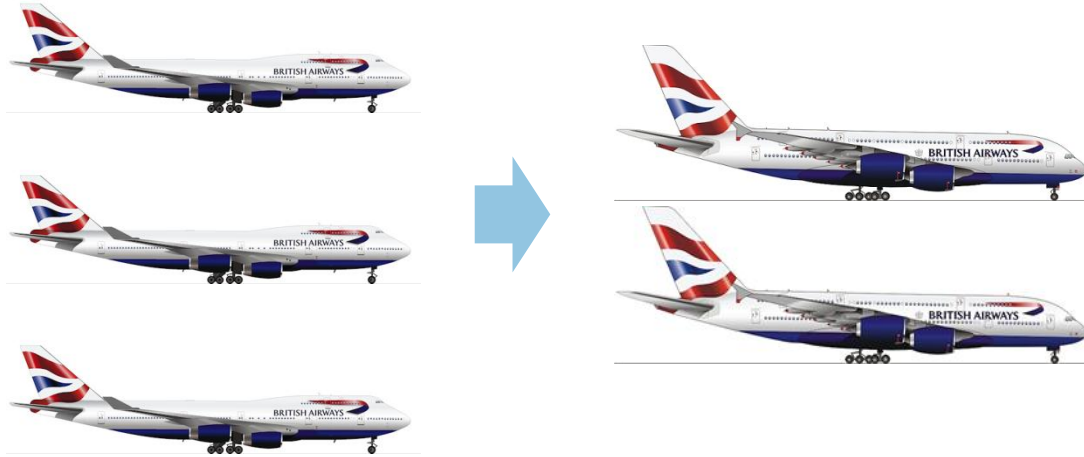
Positioning

**A380 and
A350-1000**

**boxing in the
777-9X**

A380 economics, explained

Heathrow – LAX daily service



5% more premium seats,
7% fewer non-premium seats
1% fewer total seats

A380 economics

**“19% lower
trip costs”**

**(and a valuable
Heathrow slot
freed up)**

British Airways statement, February 2014
as reported by Airline Weekly.

Twice daily A380 LHR-LAX summer 2014



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