

John Leahy

Chief Operating Officer - Customers

Airbus Innovation Days

Commercial Update



Passenger traffic

up **5.9%**

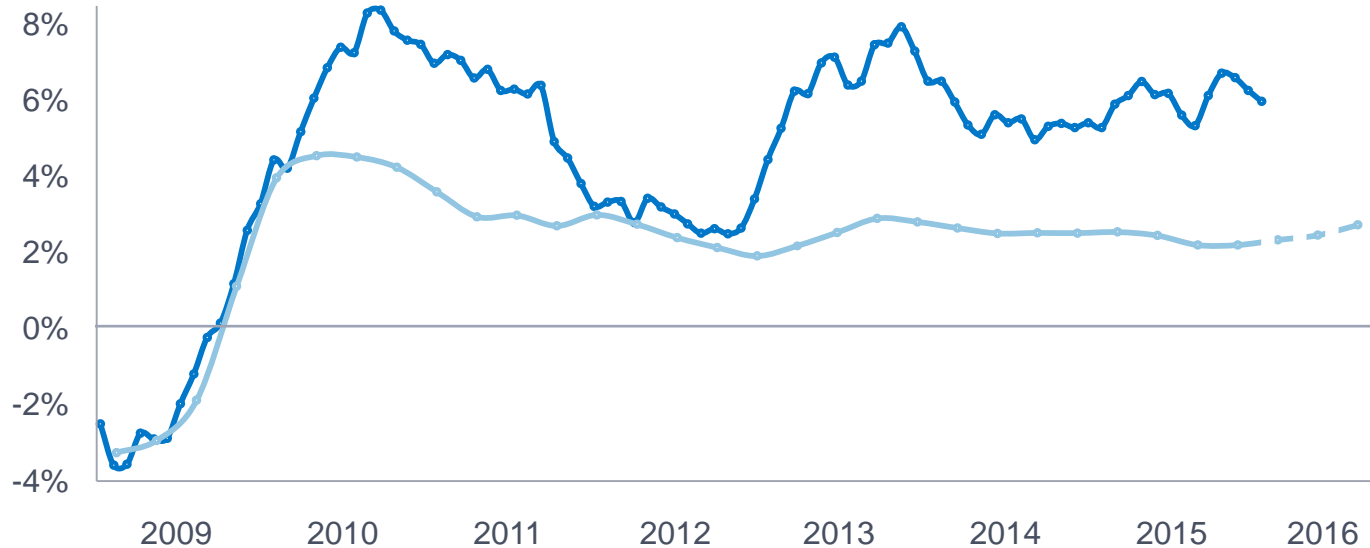
outperforming
GDP growth

- World real GDP
- World passenger traffic (ASKs)

End April 2015 to 2016

Source: IHS Global Insight, OAG, Airbus

World real GDP and passenger traffic
Growth (year-over-year)



Passenger traffic

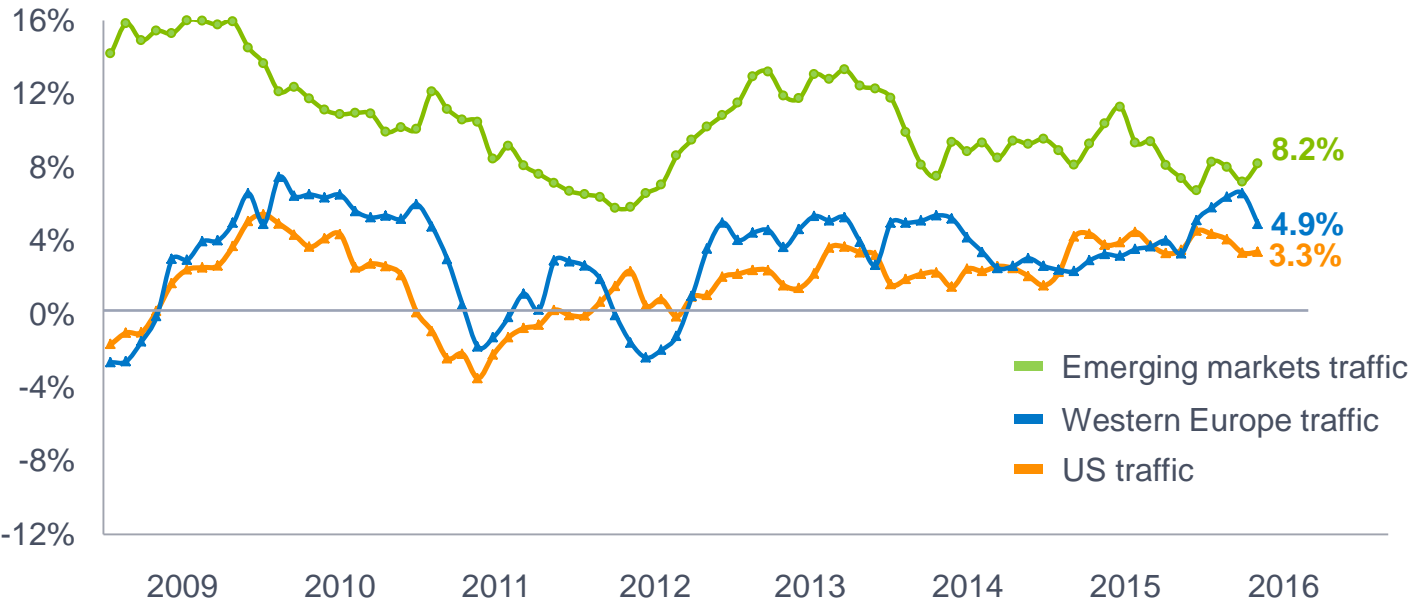
Dominated by AA, DL and UA in the USA

Driven by LCCs in Europe

Slowing in Emerging Markets

Source: OAG, Airbus. End April '16

Growth in ASKs (year-over-year)





Meeting market demand

6,400 new
Airbus orders
in last 5 years*

16,443
Total sales

*End 2010- April 2016

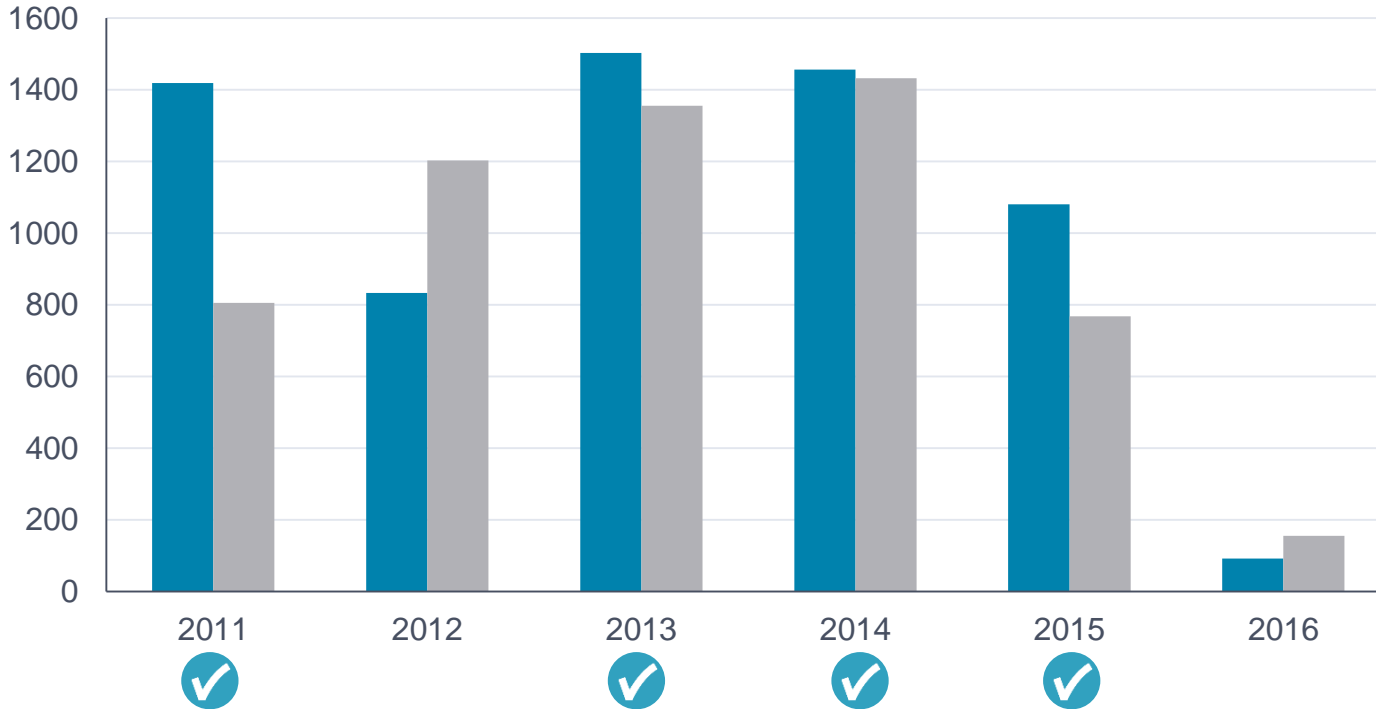
Airbus vs. Boeing order intake

53%
market
share
in last 5 years*

 Airbus
 Boeing

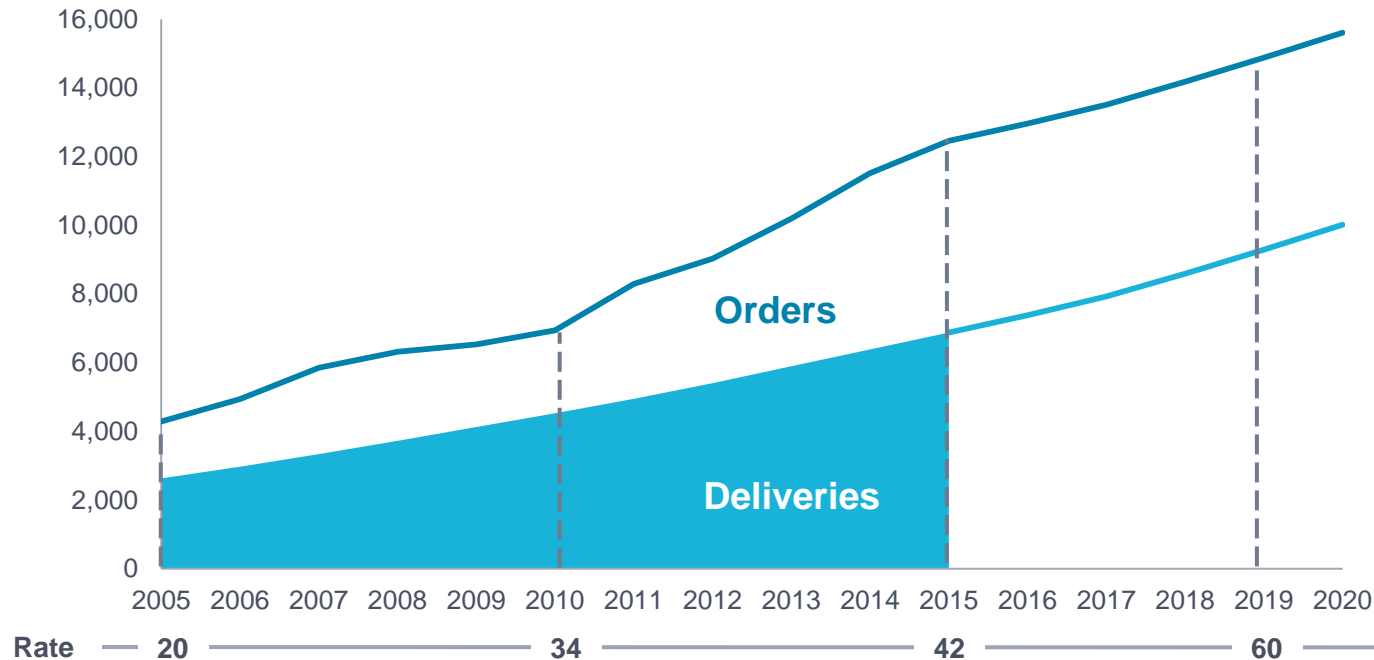
*From end 2010 to end April 2016

Annual net orders



A320 Family 2020 backlog

A320 Family orders and deliveries



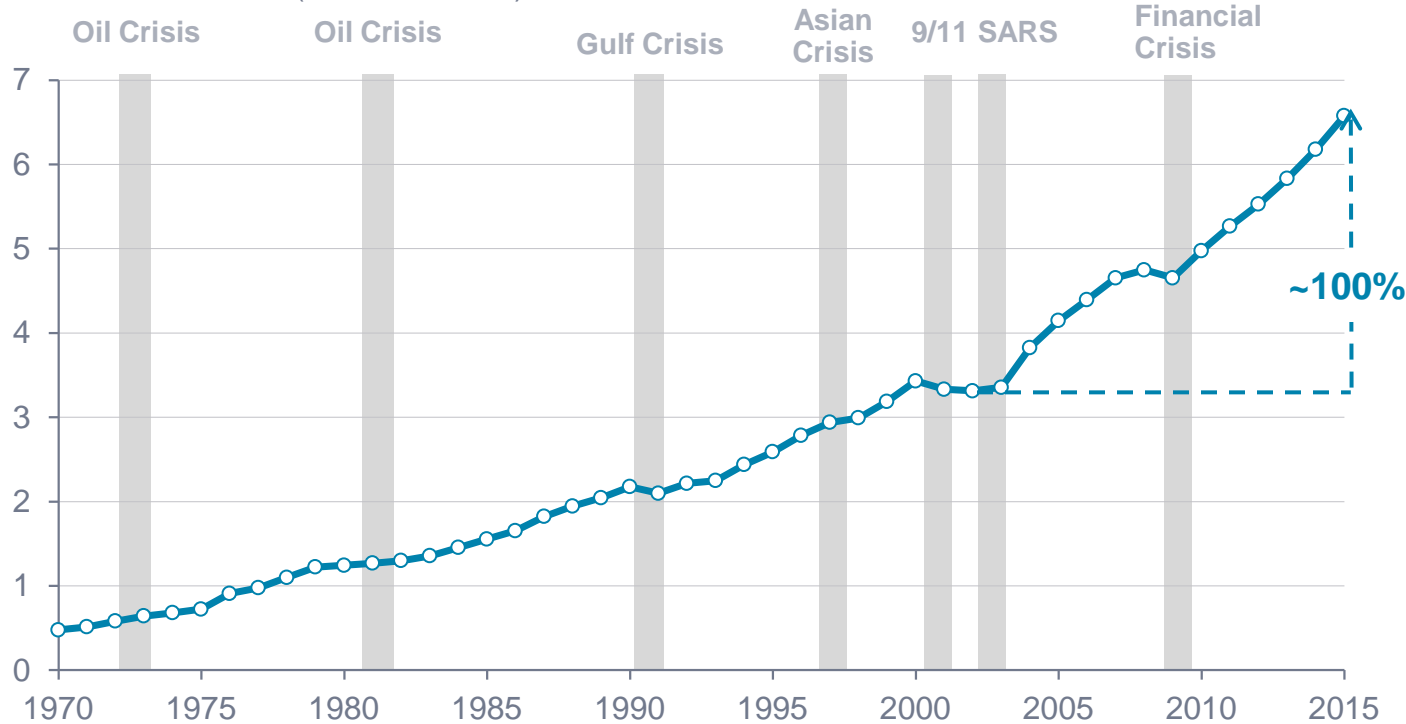
**5,479
aircraft**

**8 years of
production
at rate 60**

Assuming book-to-bill = 1 from 2016-2020

Air travel has overcome external shocks

World annual traffic (RPKs - trillions)



Air travel is resilient

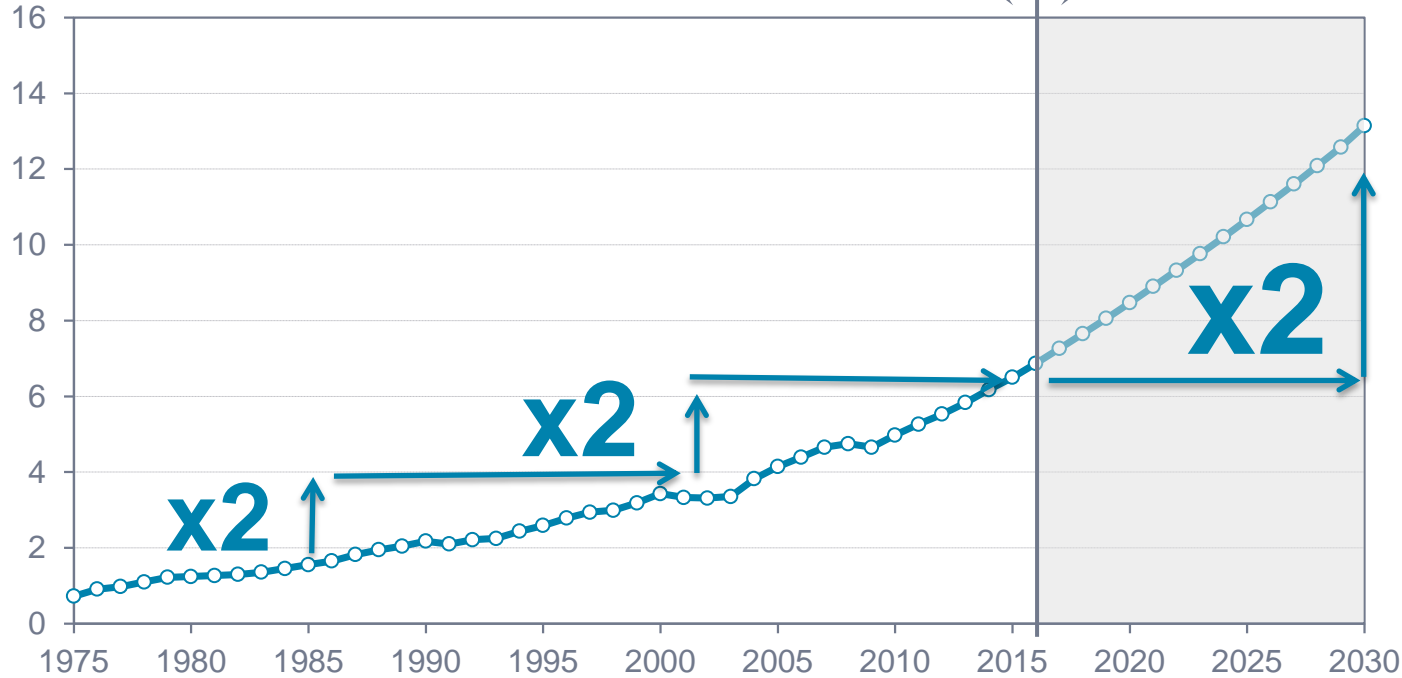
Air travel has doubled since 2002

Source: ICAO, Airbus

Preliminary 2015 traffic data

World air traffic growth

World annual RPK* (trillion)



Market

Air traffic forecast to double again over the next 15 years

Source ICAO and 2015 Airbus Global Market Forecast

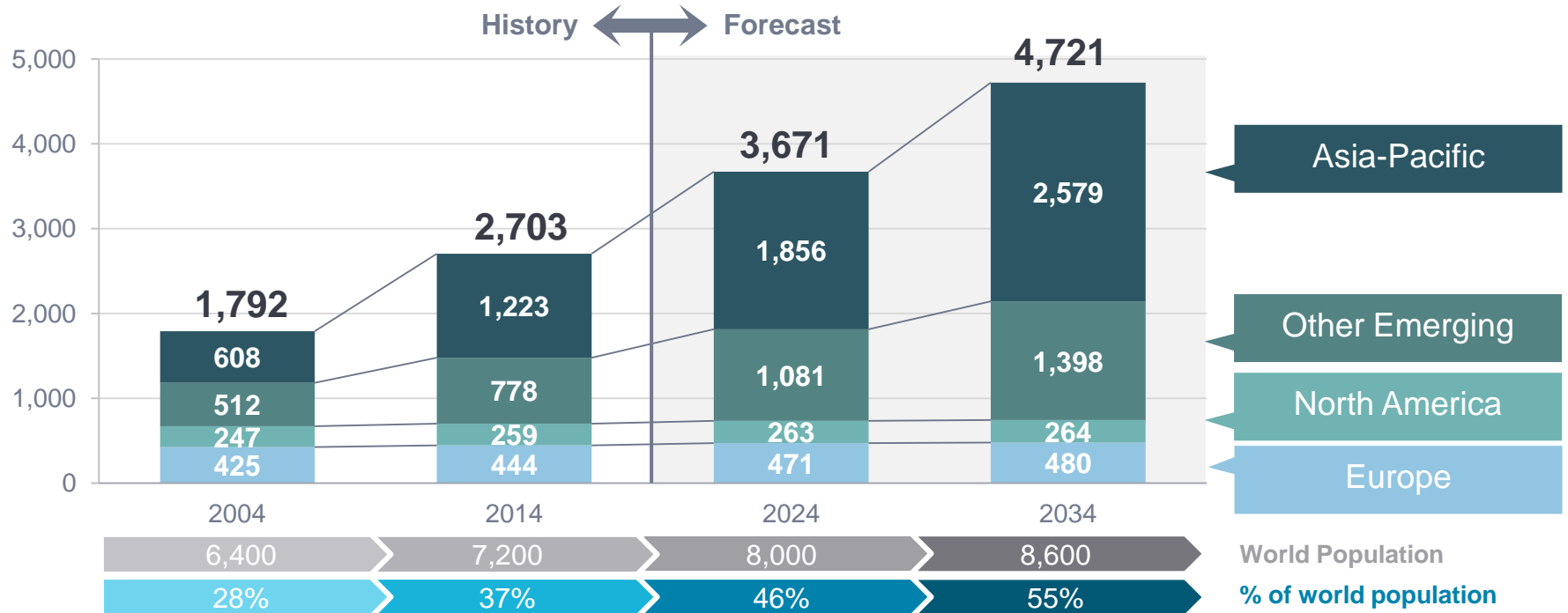


Market growth

driven by
increasing
middle class
populations

Middle class growth will be driven by Asia-Pacific

Middle Class*, millions of people



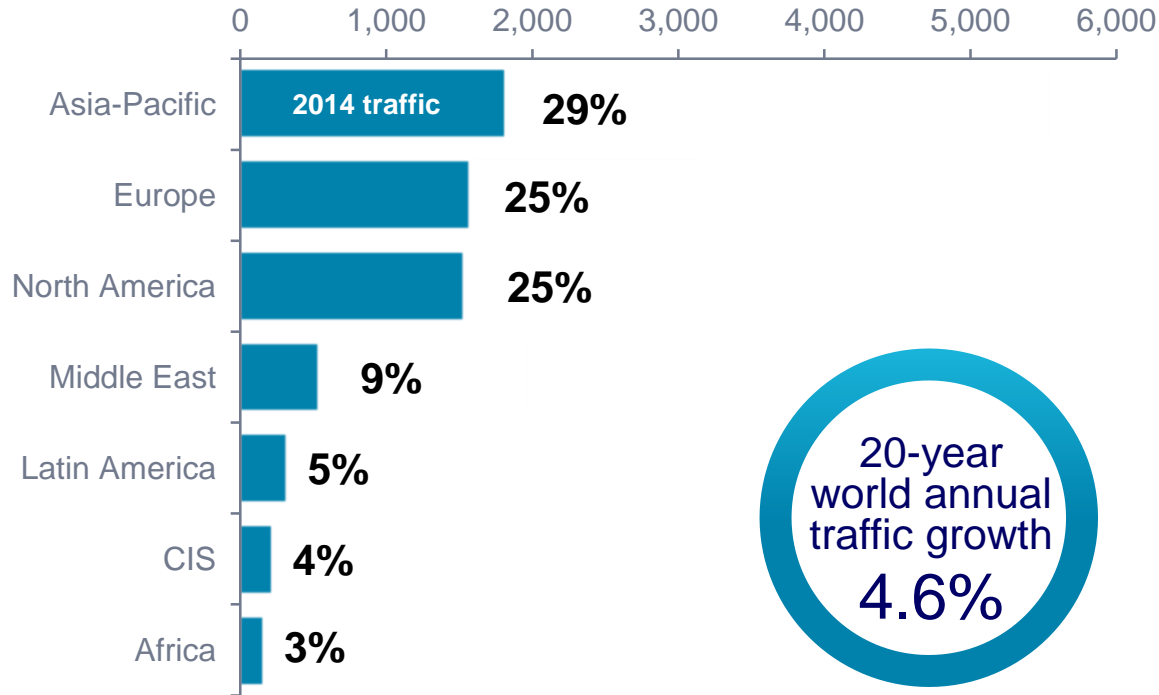
Source: Oxford Economics, Kharas (Brookings 2012) Airbus GMF

* Households with yearly income between \$20,000 and \$150,000 at PPP in constant 2014 prices

** Estimate for 1994 split by region

2014 world traffic

RPK traffic by airline domicile (billions)



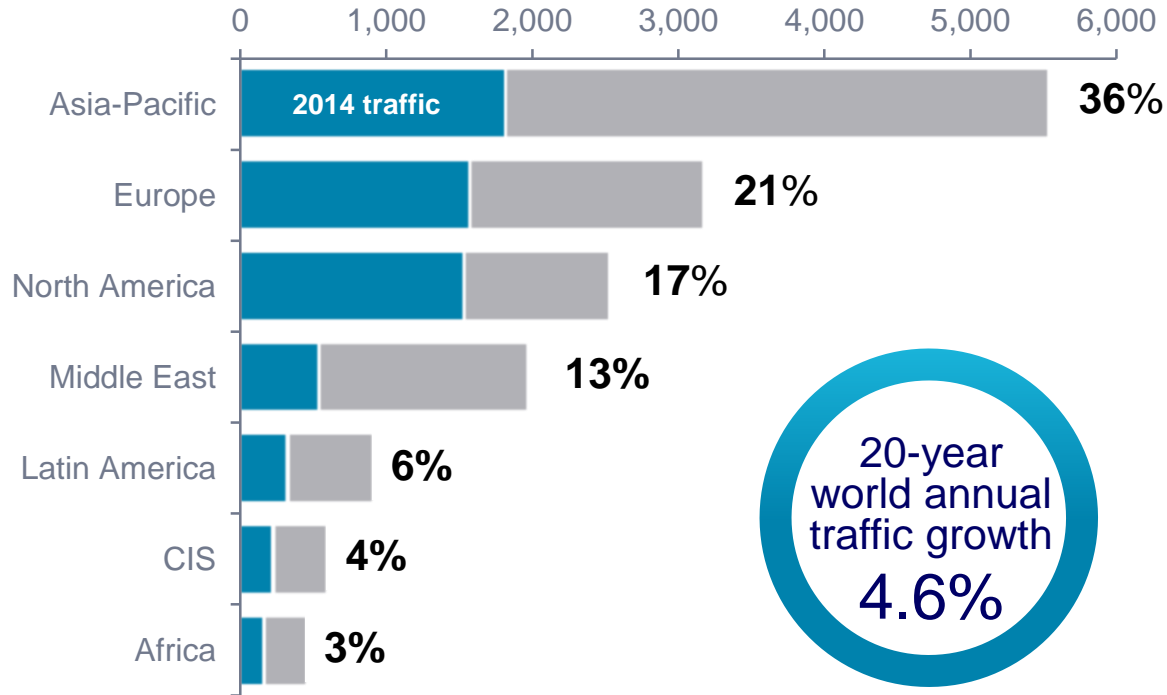
● % of 2014 world RPK

Source: Airbus GMF 2015

2034 world traffic

Asia-Pacific airlines to lead World traffic by 2034

RPK traffic by airline domicile (billions)



● 20-year growth
● % of 2034 world RPK

Source: Airbus GMF 2015

Asia-Pacific

33%

of the Airbus
in-service fleet

~2,000 aircraft
order backlog



A320neo: 1st deliveries to India



A380: ANA to be 8th Asian operator



A350 XWB: 33% of total order book



A330neo: Garuda is the 3rd Asian airline to order

Europe

31%
of the Airbus
in-service fleet

1,100+ aircraft
order backlog.



A350 XWB “Unreservedly positive” for Finnair

A380: 50 daily flights at Heathrow

A320neo: 16% fuel savings for Lufthansa

A330neo: TAP Air Portugal to be the first operator

Excluding undisclosed customers

The Americas

23%
of the Airbus
in-service fleet

1,000+ aircraft
order backlog



A320neo:
chosen by American, Frontier, Hawaiian, JetBlue, Spirit & Virgin America



A330neo: Orders from Delta, Hawaiian



A380: serving 11 cities in the Americas



A350 XWB: TAM first operator in the Americas

Africa & Middle East

10%
of the Airbus
in-service fleet

450+ aircraft
order backlog



A380: Emirates introduce a 615 seat version

A320neo: Air Cote D'Ivoire place first order in Africa

Ethiopian 1st to fly A350 XWB in Africa

A330: Rwandair, a new African operator in 2016

A320 Family

An **A320** takes off or lands **every 2 seconds**

12,499

Orders

7,020

Deliveries

5,479

Backlog



End April 2016

Delivery of 7,000th A320 Family - 3rd May 2016





A321

**2,800 sales to
over 100
customers**

**40% of A320
Family deliveries
in 2016**

End April 2016

*“We expect the A320neo to achieve around **16-17% lower fuel burn** per seat based on identical aircraft capacity”*

Carsten Spohr
Chairman of the Executive Board and
CEO of Deutsche Lufthansa AG
January 2016

First to fly **A320neo**

Less noise. Less fuel. Less CO₂.

D-AINB 

A320neo in operation

16.5% less fuel

ISO seats

2-class, 150 pax

800nm

Single Aisle market shares

NEO vs. MAX

A320neo

82

customers



4,515
orders

3,090
orders

737 MAX

62

customers

NEO leads MAX

**More orders
from more
customers**

**59% overall
market share
(68% in 2015)**

End April 2016

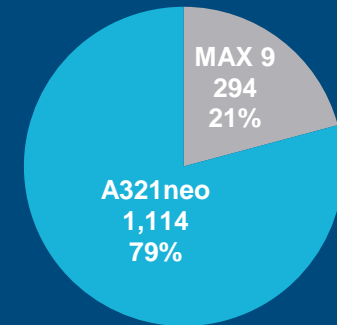


A321neo

Undisputed
market leader
with

79%

Market share



End April 2016

A321LR

4,000nm range

Worldwide
market potential
of 1,000 aircraft



Middle of the Market

Last five years



A330-300/900



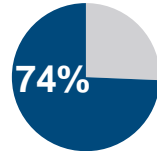
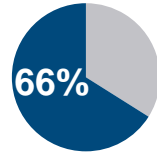
A330-200/800



A321/A321neo



A320/A320neo



787-9



787-8



737-900/MAX 9



737-800/MAX 8

Medium to long haul market

Airbus is the clear market leader

Firm gross orders for the past five years

Middle of the Market



A330-300/900



787-9



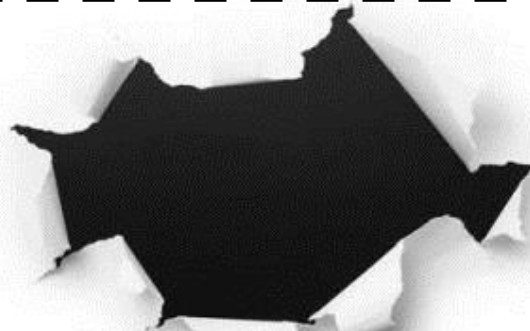
A330-200/800



A321/A321neo



A320/A320neo



737-800/MAX 8

The Boeing Gap



An **A330** takes off or lands **every 20 seconds**

1,634
Orders

1,276
Deliveries

358
Backlog



End April 2016



A330neo

Aerodynamic improvements

- New A330 sharklets
- Increased span
- Aero improvement

Cabin developments

- Up to 10 more seats
- Airspace

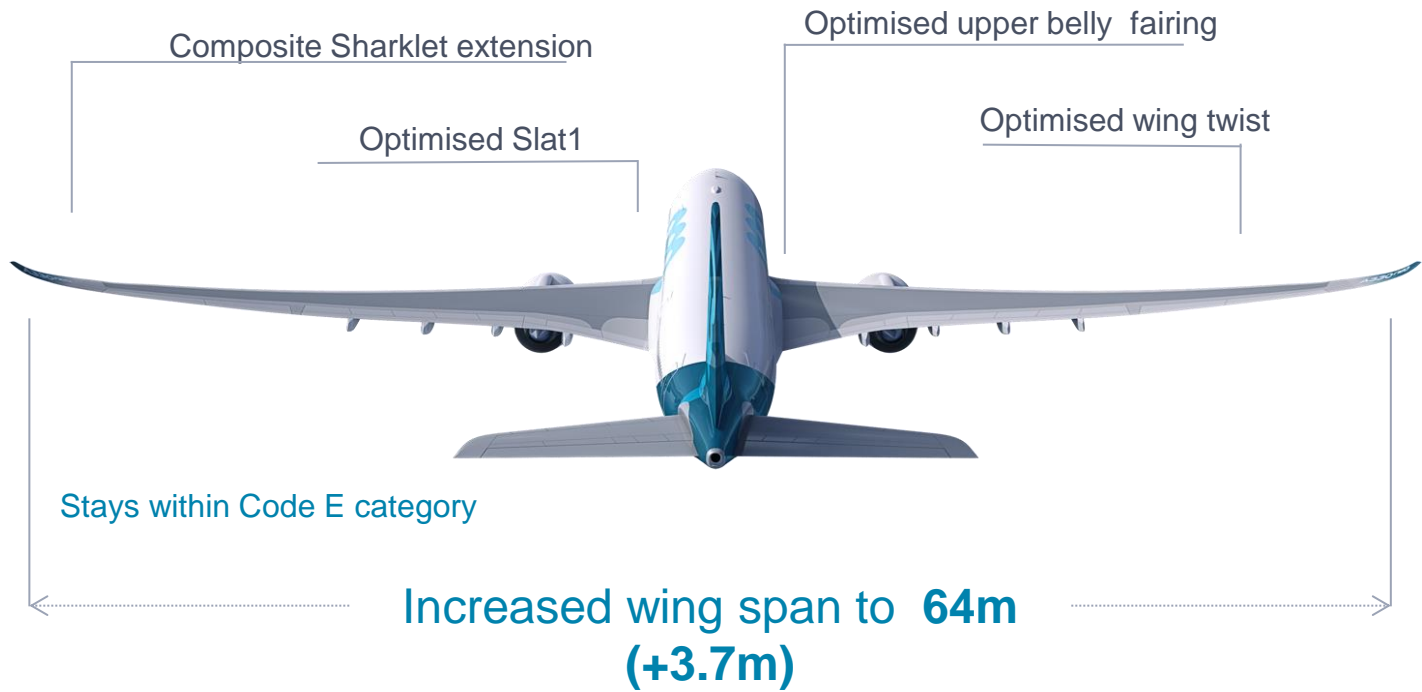


Commonality

- 95% spares commonality with A330
- Same type rating as A330ceo
- Common type rating as A350 XWB

New Generation Engine

- Increased fan size (from 97.5 to 112in)
- 11% Lower fuel burn at Powerplant level
- Latest engine performance improvements



New sharklets & aero optimisation

More seats

Superior comfort

Longer range

Better economics

3-class configurations



A330neo

14% fuel efficiency improvement per seat

Full commonality with A330

Same Type Rating as A350 XWB

186 orders from 10 customers

End April 2016

AIRSPACE

Airspace by Airbus

Creating attractive
space through

COMFORT
AMBIENCE
SERVICES
DESIGN

A330-800

	A330-800	787-8
	242t MTOW	
Seats (3-class)	257	244
Range (nm)	7,480	7,380
Fuel/seat	datum	+2.5%
COC/seat	datum	+2.5%

More seats

Superior comfort

Longer range

Better economics

3-class configurations

A330-900

	A330-900	787-9
	242t MTOW	
Seats (3-class)	287	283
Range (nm)	6,550	7,830
Fuel/seat	datum	+2%
COC/seat	datum	+2%

More seats

Superior comfort

Better economics

3-class configurations

A350 XWB

804

Orders

24

Deliveries

780

Backlog



At May 31st 2016

AIRSPACE

Airspace by Airbus

Creating attractive
space through

COMFORT
AMBIENCE
SERVICES
DESIGN





8 aircraft



4 aircraft



5 aircraft



3 aircraft



3 aircraft



1 aircraft

24 aircraft delivered

“Our overall experiences of the new aircraft type are unreservedly positive. We have seen a clear improvement in customer satisfaction on the routes we have operated with the new aircraft”

Pekka Vauramo
CEO Finnair



Deliveries at May 31st 2016



A350-1000 EIS in 2017

Development
on track

181 orders from
10 customers

End April 2016

A350-1000

**1,000 aircraft
replacement
market**

Vs. 777-300ER
-40t MTOW
-23% cost/seat
+450 nm range

A350-1000 366 seats

777-300ER 371 seats (+5)



A350-1000

An exceptional product

vs. 777-9

-35t OWE

-7% cost/seat

+400nm range

A350-1000 366 seats

777-9 398 seats (+32)



“Strategically, the ULR is very important to us”

SIA-CEO Goh Choon Phong,
Airways News, March 3rd, 2016



A350-900 ULR

**8,700nm range
for non-stop
premium routes**

vs. 777-8
-40t OWE
-10% cost/seat
Equivalent range

A350-900ULR 173 seats
777-8 190 seats (+17)





2020

Less fuel*: -2%

More range**: +500nm

More payload*: +5t



A350-900

Developing fast

**A valuable
improvement
package**

**Worth
\$4 million
additional
Present Value**

*6000nm sector

** @ max pax

An **A380** takes off or lands **every 3 minutes**

319

Orders

187

Deliveries

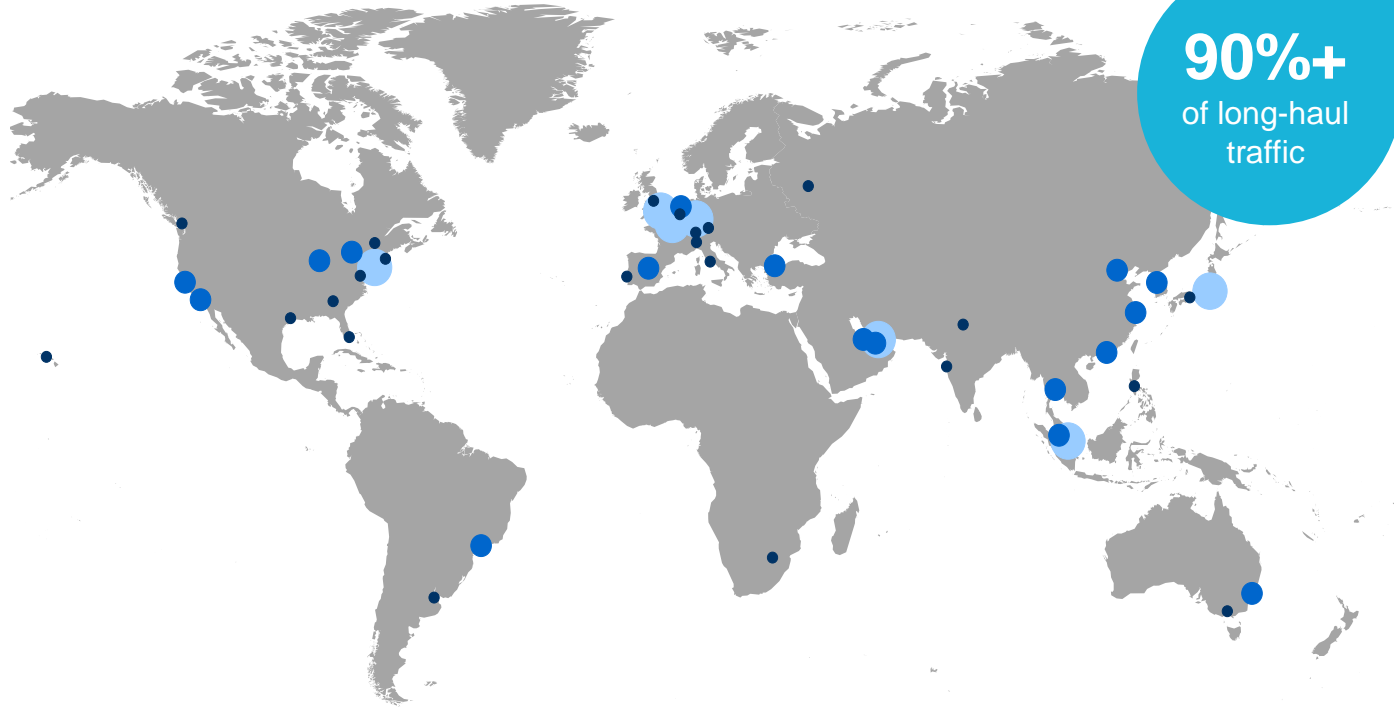
132

Backlog



End April 2016

2014 Aviation Mega-Cities



2014

47
Mega-Cities

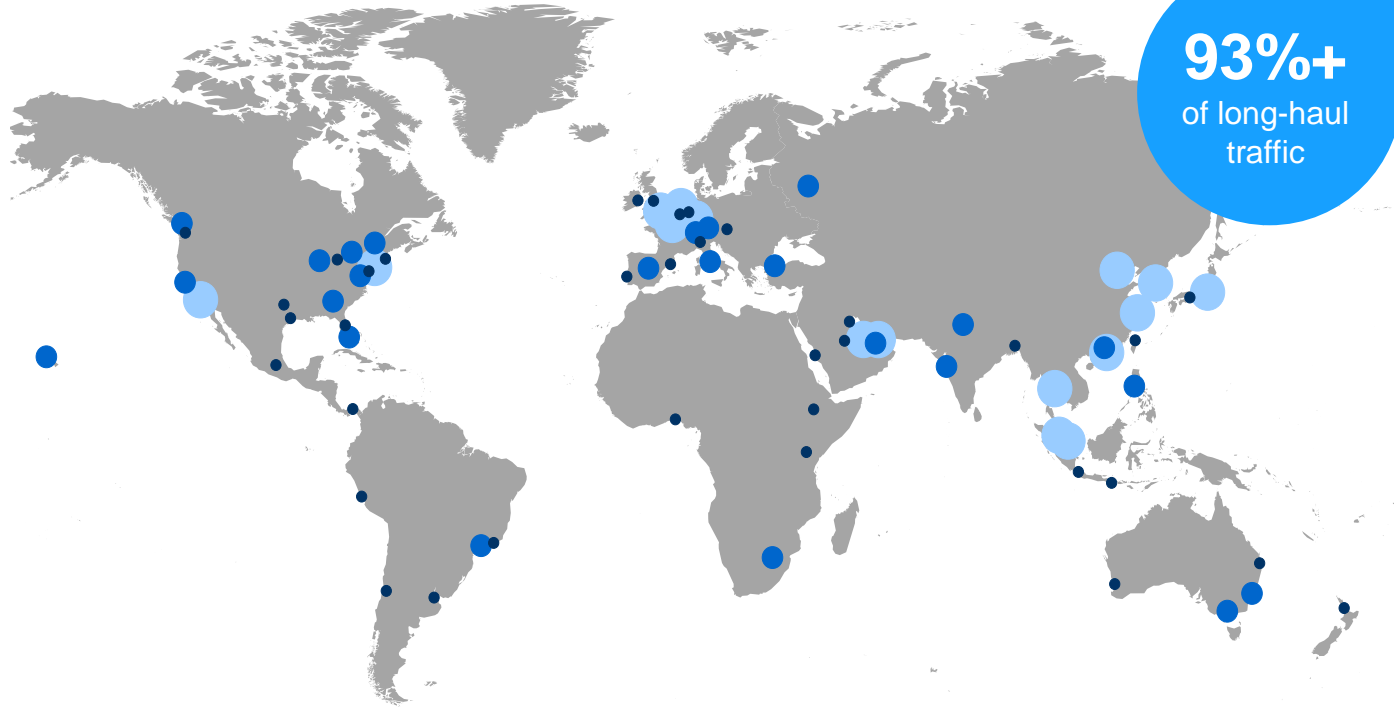
36
served by A380

>50 000 daily long-haul passengers

>20 000 daily long-haul passengers

>10 000 daily long-haul passengers

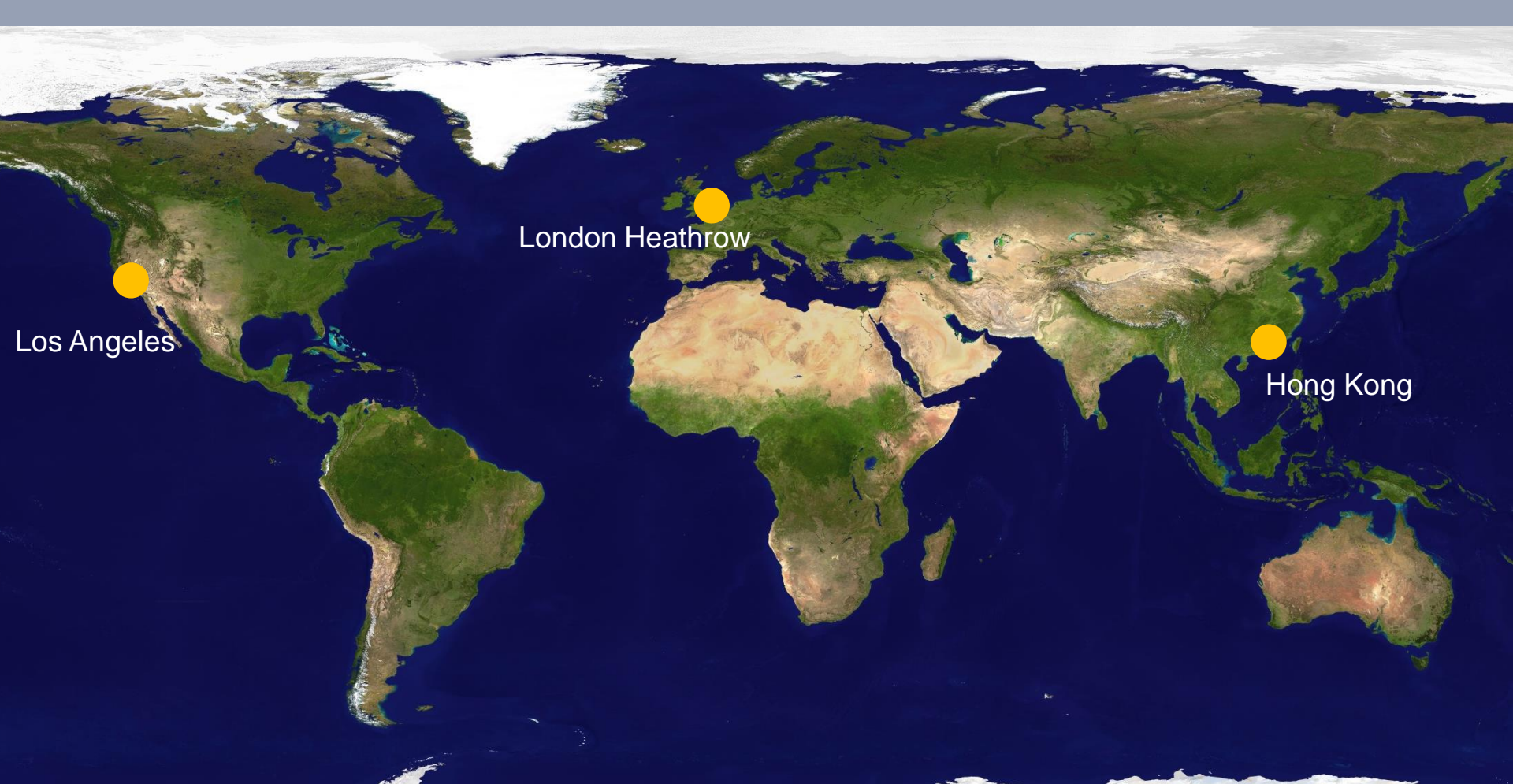
2024 Aviation Mega-Cities



2024

75 Mega-Cities

- >50 000 daily long-haul passengers
- >20 000 daily long-haul passengers
- >10 000 daily long-haul passengers



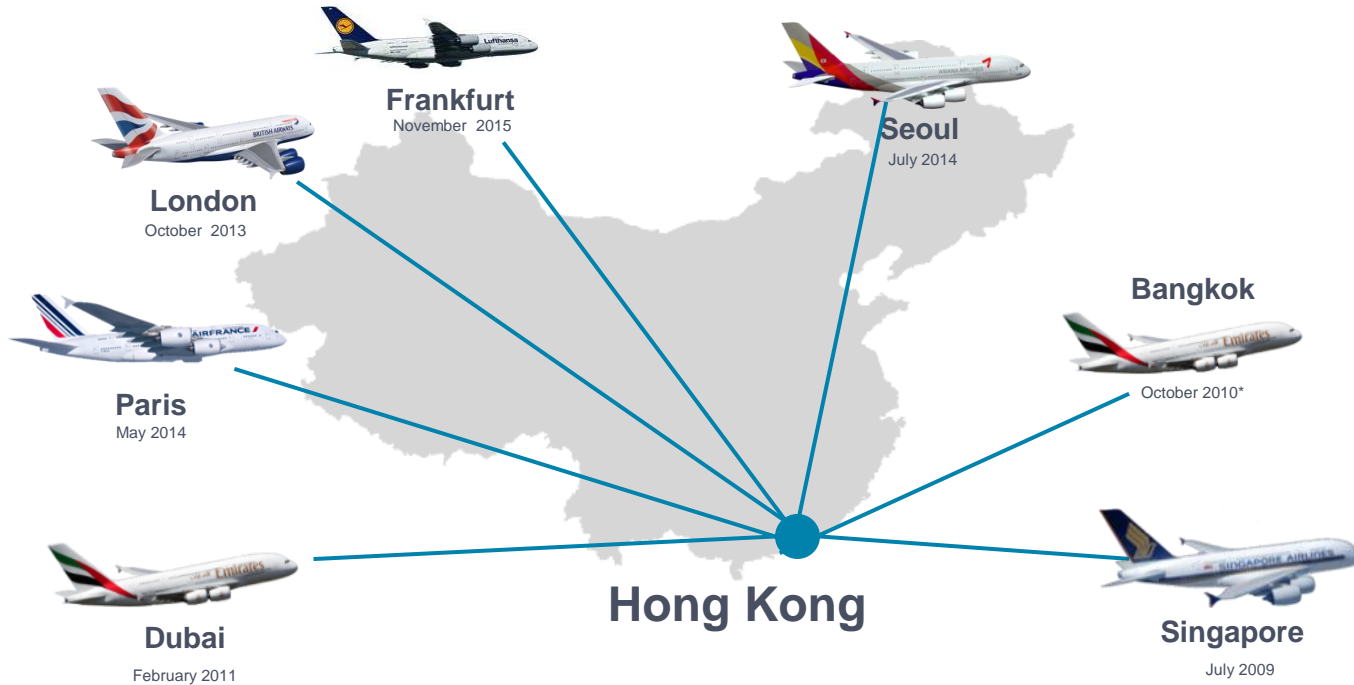
London Heathrow

Los Angeles

Hong Kong

A380 at Hong Kong

14 daily flights



OAG May 2016

Flights = take offs+ landings

* Seasonal route

A380 at Los Angeles

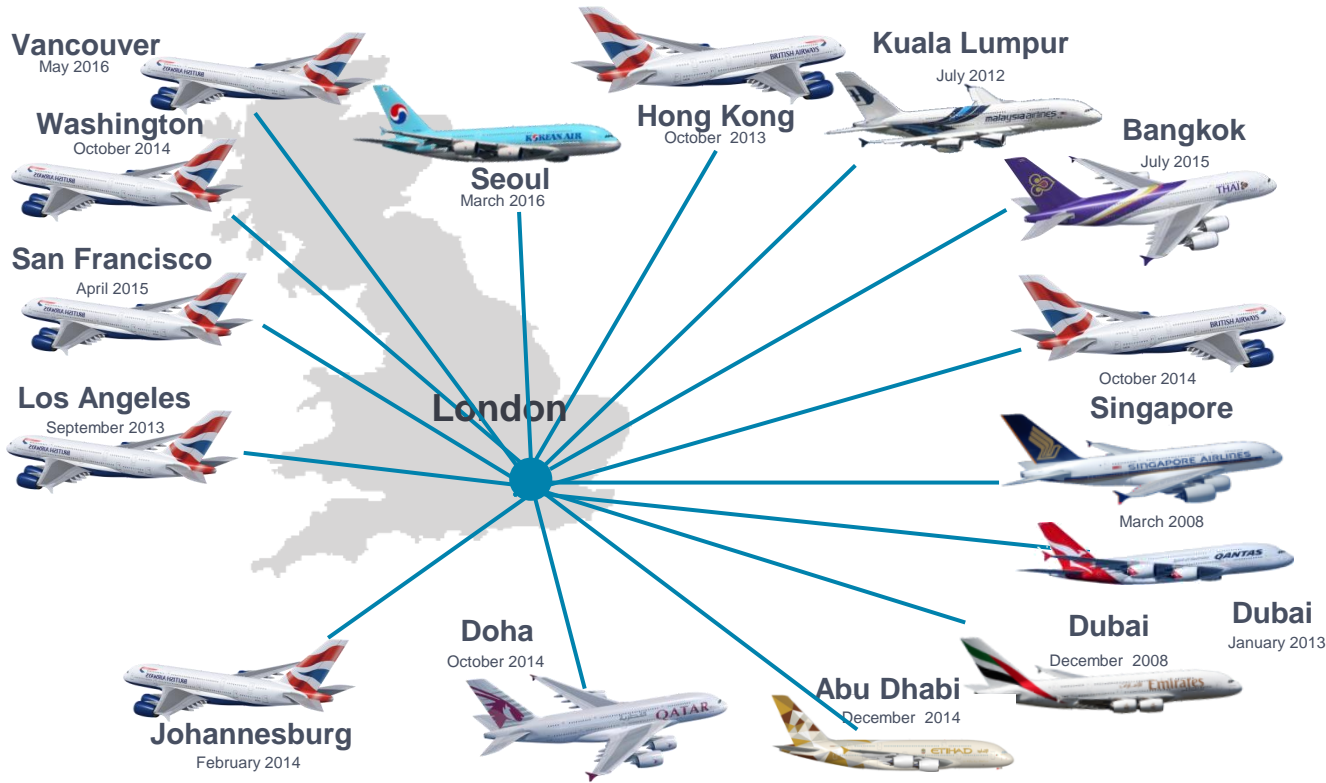


24 daily
flights

OAG March 2016

Flights = take offs+ landings

A380 at Heathrow



50 daily flights

8% of all passengers
in 2015 flew on an
A380

Rising to 10% in
2016*

OAG May 2016

Flights = take offs+ landings

*projected



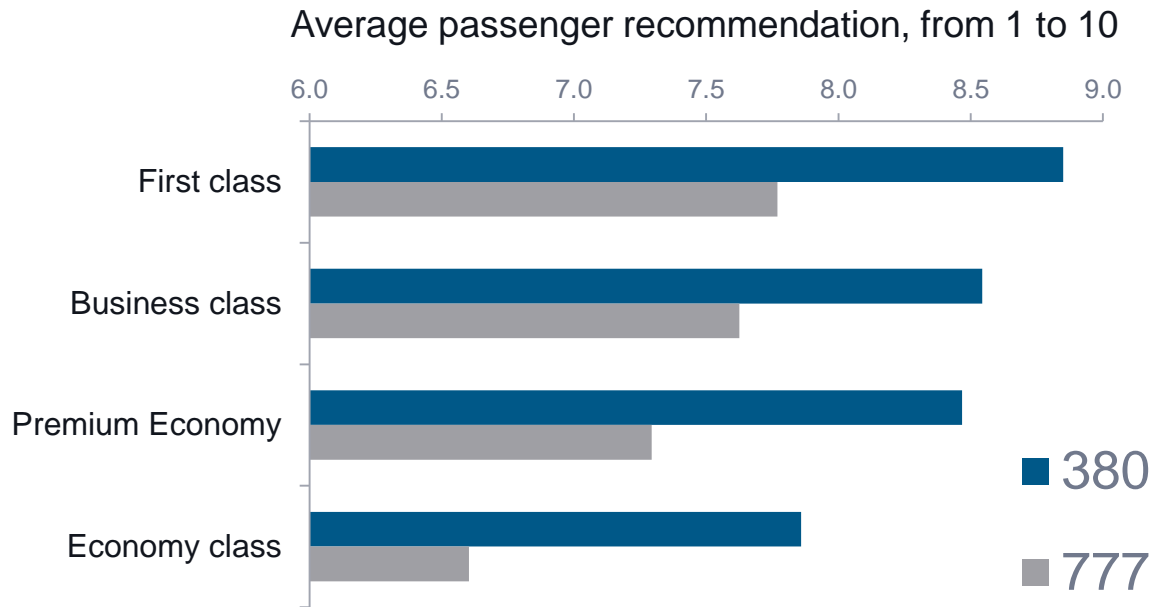
60%

of passengers are ready to make a special effort to fly A380

20% are willing to pay more

Independent agency surveying over 2,000 passengers arriving on A380 flights at LHR.

A380: 1st for customer satisfaction*



(*) 95% satisfaction

A380 customer satisfaction

A380 is preferred
by passengers in
all cabin classes

EPINION

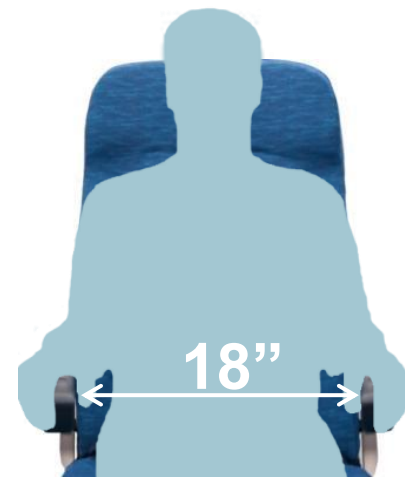
Independent agency surveying over
2,000 passengers arriving on A380
flights at LHR.





Comfort

Airbus products offer superior comfort





Efficiency

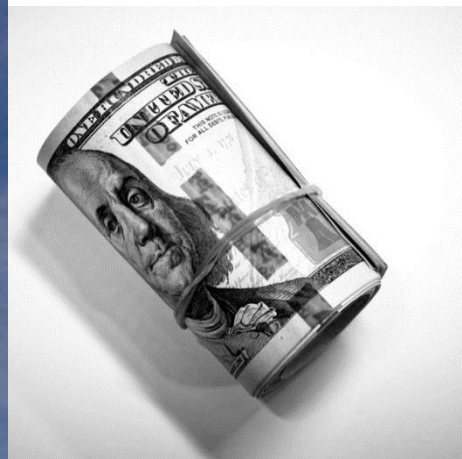
**Airbus products
offer superior
efficiency**





Profitability

**Airbus products
offer superior
profitability**





Comfort

Efficiency

Profitability