



2017 Airbus orders & deliveries

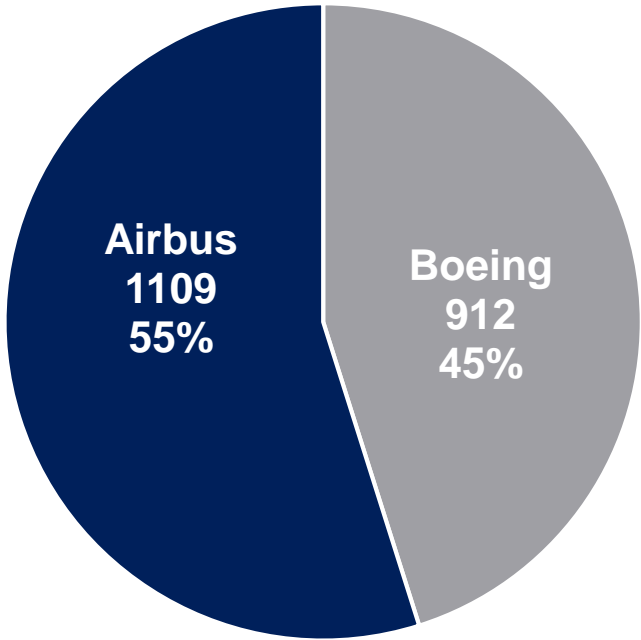
John Leahy, COO Customers

December 2017 order book

End November	388 gross orders	333 net orders
Middle East Airlines	1 A321neo	1 A321neo
Qatar Airways	50 A321neo	4 A321neo
Viva Air	50 A320ceo/neo	35 A320ceo/neo
Air Senegal	2 A330-900	2 A330-900
Pegasus Airlines	25 A321neo	25 A321neo
Airbus Defence and Space	5 A330-200 MRTT	5 A330-200 MRTT
Delta Air Lines	105 A321ceo/neo	105 A321ceo/neo
Aercap	50 A320neo/A321neo	50 A320neo/A321neo
Air Lease Corporation	6 A320neo/A321neo, 2 A330-900	6 A320neo/A321neo, 2 A330-900, -4 A350-900
CALC	55A320ceo/A320neo	55A320ceo/A320neo
GECAS	10 A320ceo	10 A320ceo
Frontier Airlines	134 A320neo/A321neo	134 A320neo/A321neo
Aviation Capital Group	6 A320ceo	6 A320ceo
JetSMART	70 A320neo/A321neo	70 A320neo/A321neo
Volaris	80 A320neo/A321neo	80 A320neo/A321neo
Wizz Air	146 A320neo/A321neo	146 A320neo/A321neo
Unidentified Customers	20 A320neo, 20 A321neo, 4 A330-900	20 A320neo, 20 A321neo, 4 A330-900
End December	1,229	1,109

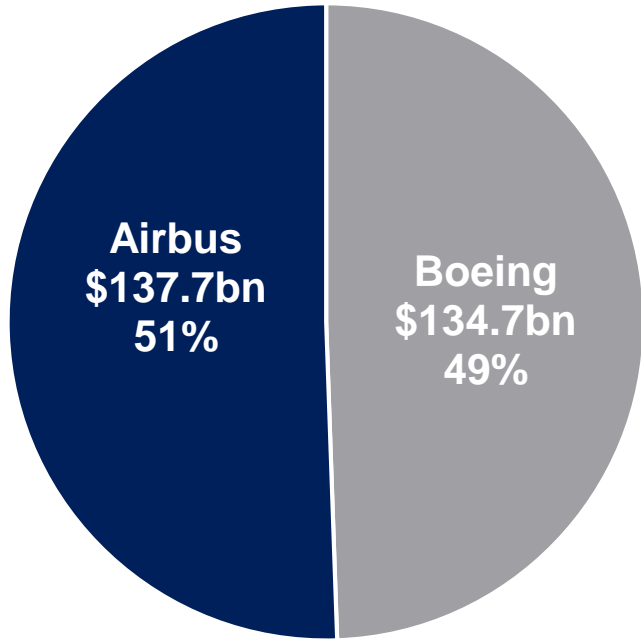
2017 net market share to December 31st

Units



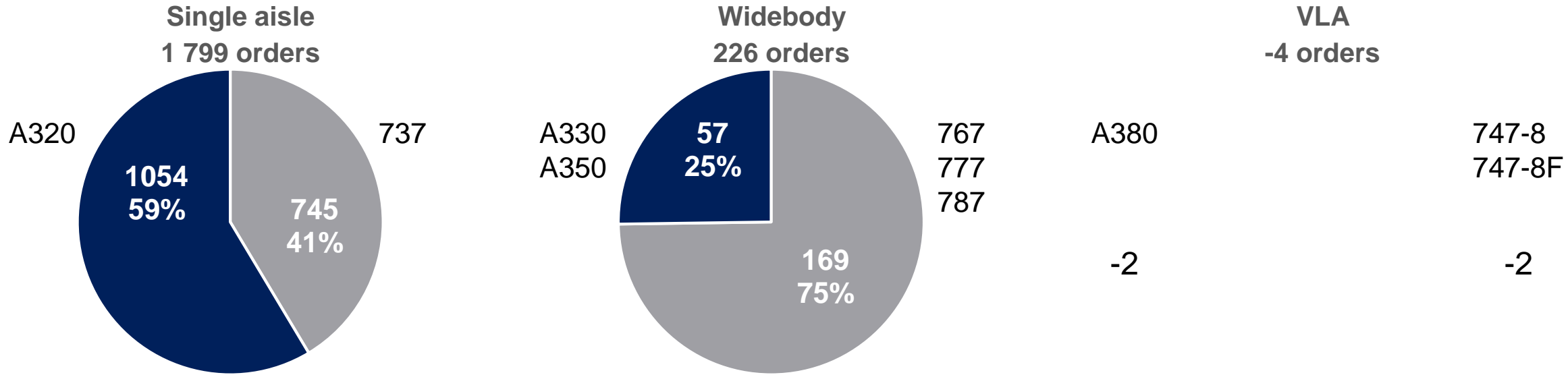
2 021
industry orders

Revenues

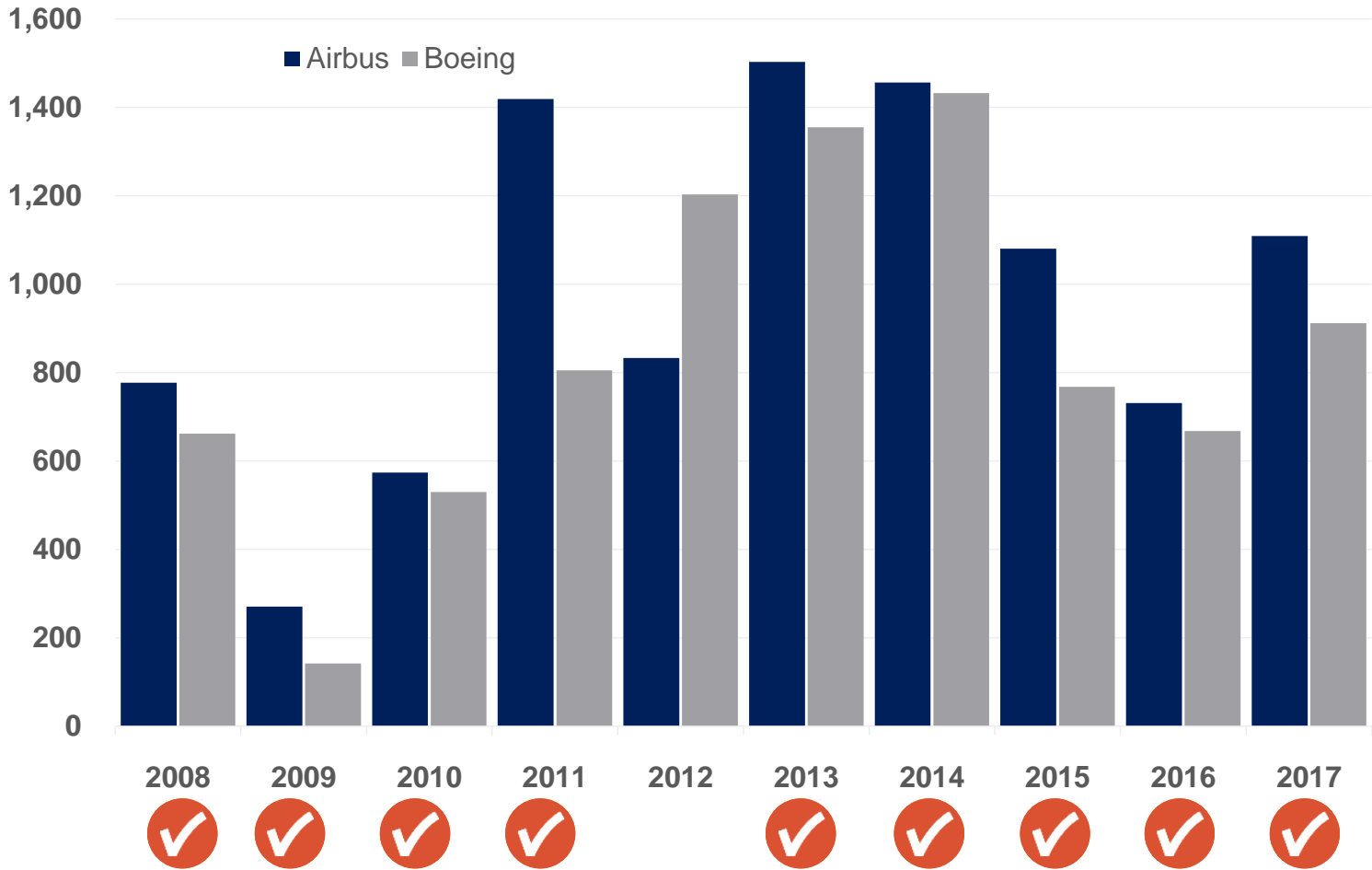


\$272.4bn
industry orders

2017 net market share to December 31st by category



Airbus vs. Boeing annual net orders last 10 years

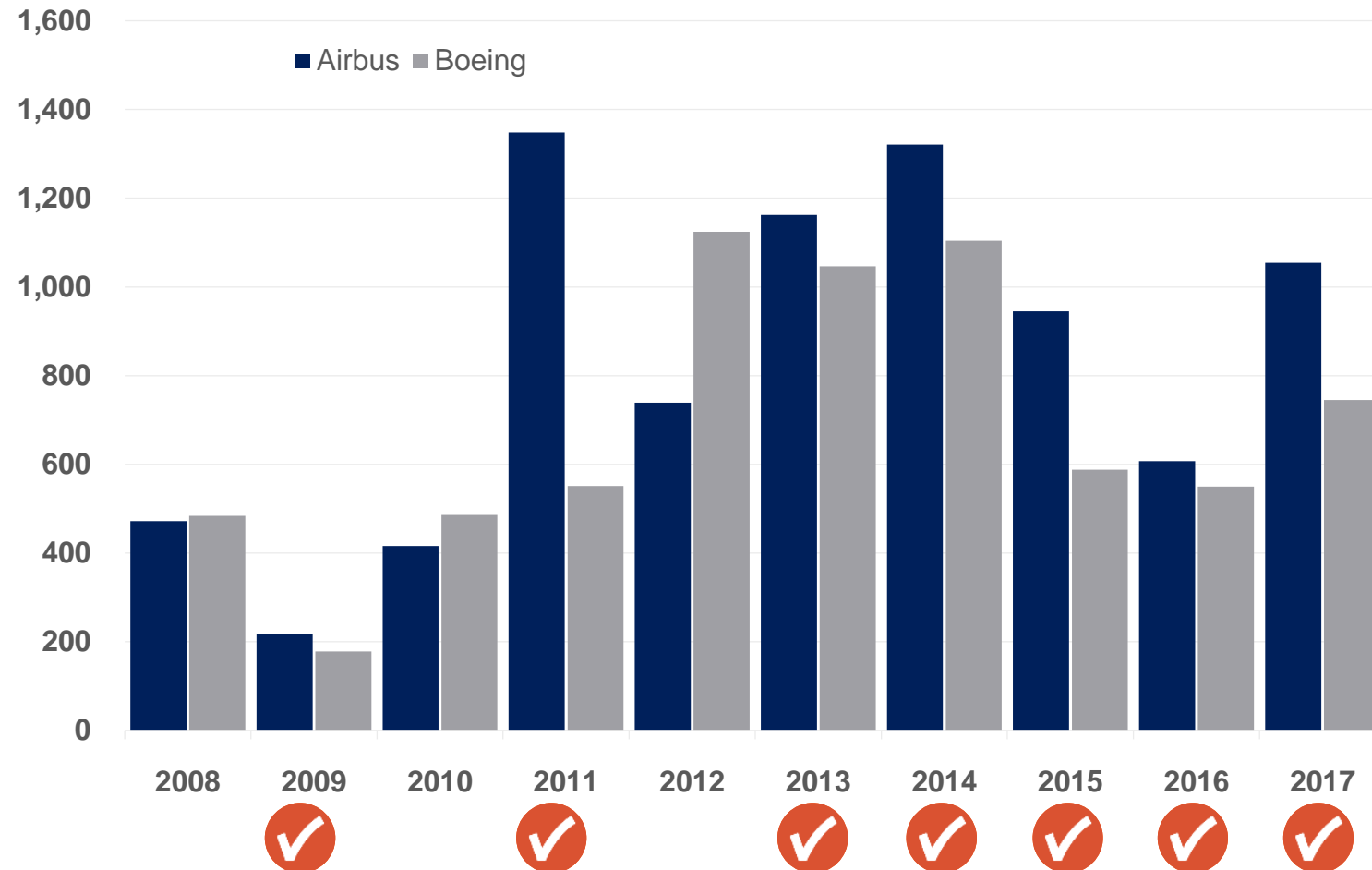


9 out of 10

In net order intake, Airbus has been the largest aircraft manufacturer in 9 of the last 10 years winning **53%** of all orders

Data to December 31st 2017

Single-aisle net orders last 10 years

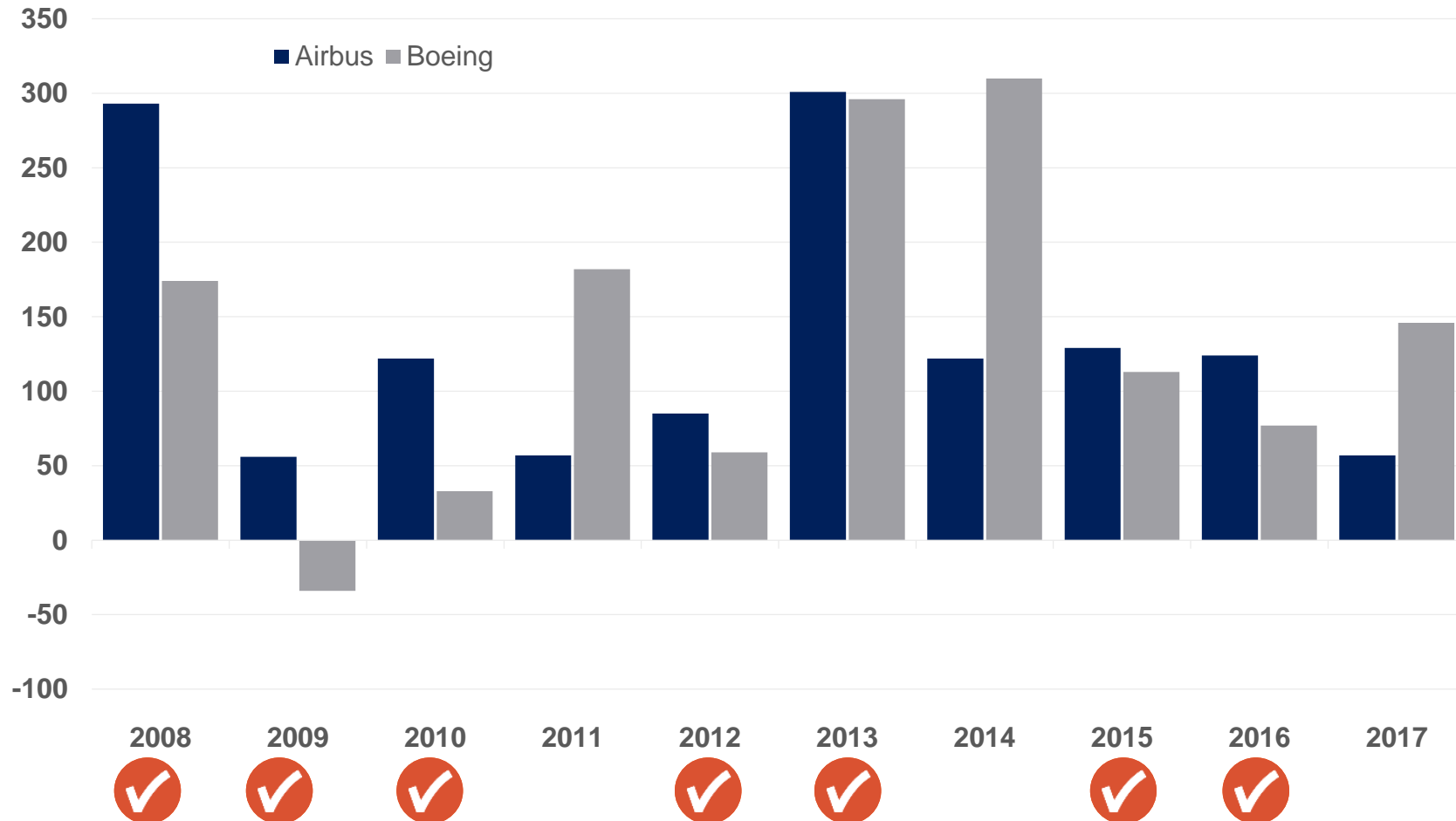


Airbus leads the single-aisle market

Airbus has outsold Boeing in the single-aisle aircraft market in 7 out of the past 10 years, capturing **54%** of net sales

Data to December 31st 2017

Widebody net orders last 10 years

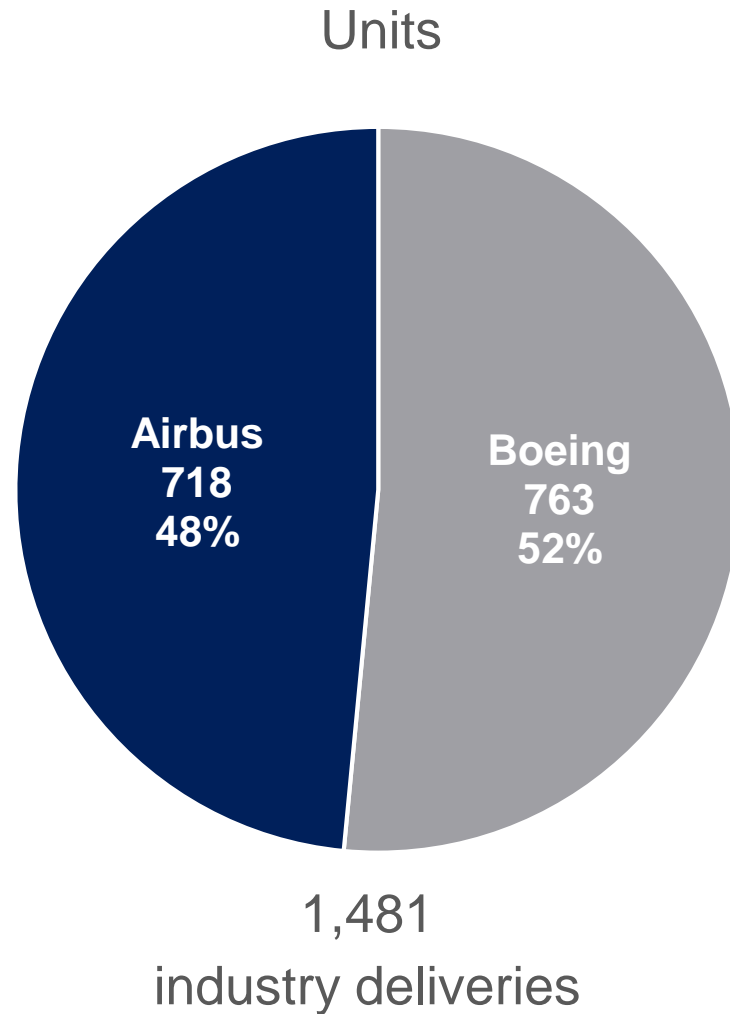


Airbus shares the widebody market

Airbus has outsold Boeing in the widebody passenger aircraft market in 7 out of the past 10 years, capturing **50%** of net sales

Data to December 31st 2017

2017 deliveries



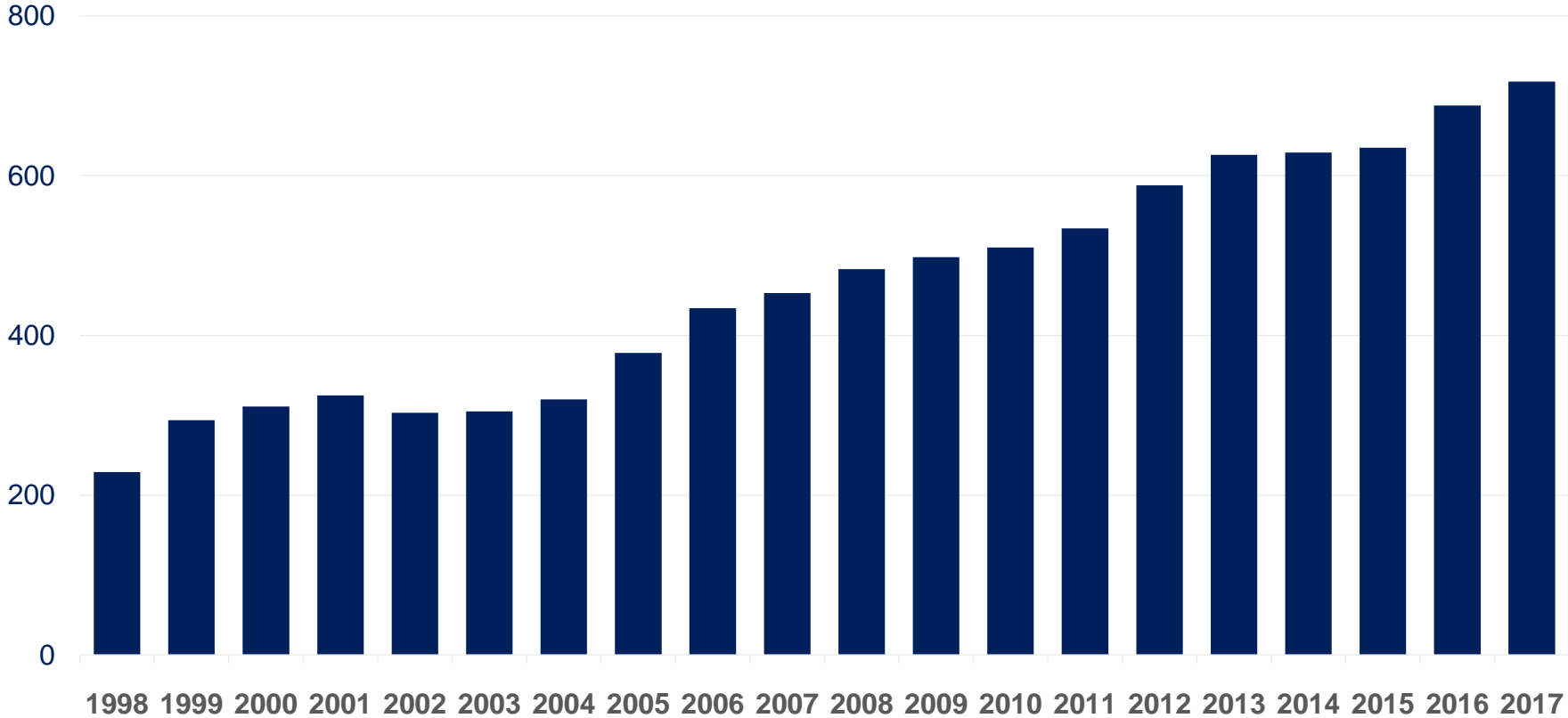
2017 was a record year for deliveries

First time Airbus
has delivered more
than 700 aircraft

Data to December 31st 2017

AIRBUS

Airbus deliveries



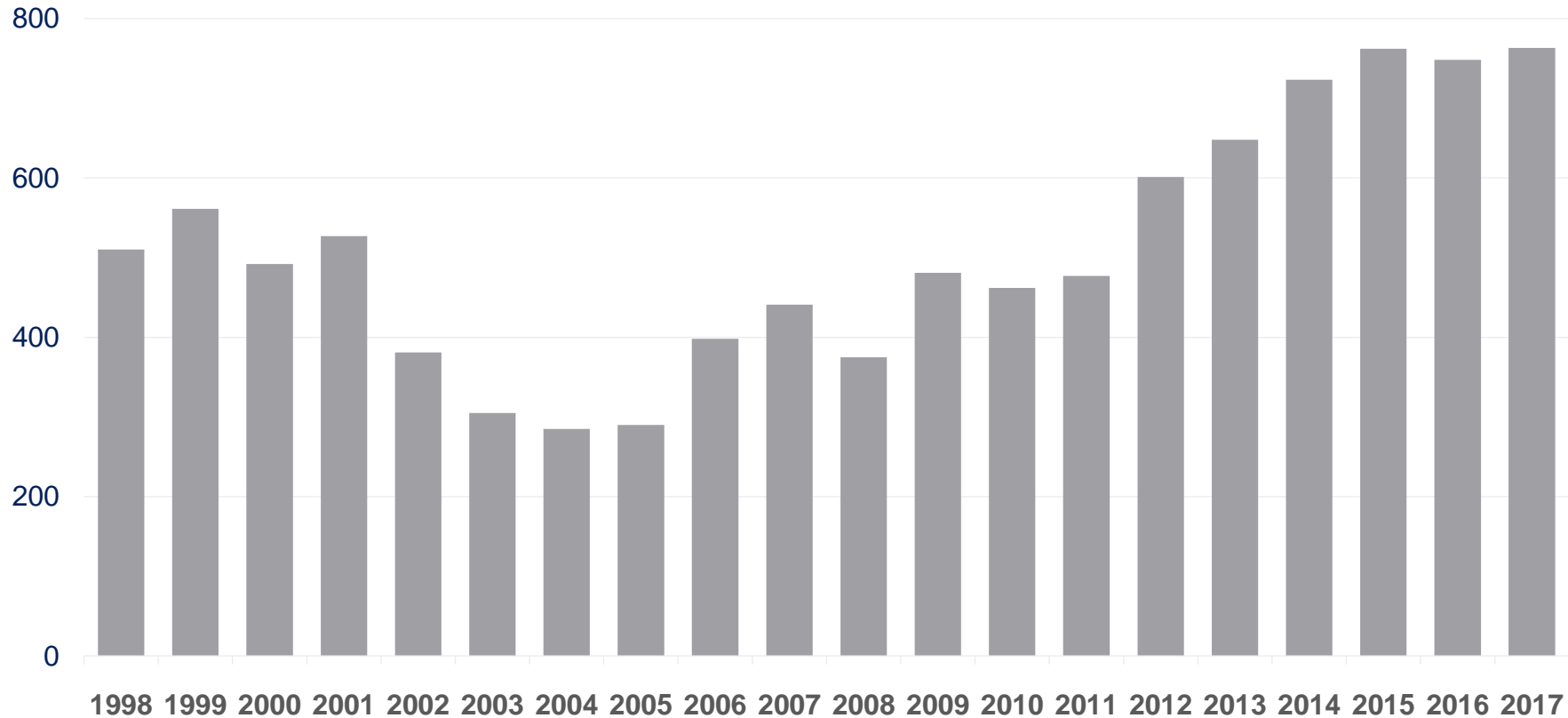
A record year

2017's 718 deliveries are the continuation of a steady, consistent ramp-up

Data to December 31st 2017



Boeing deliveries

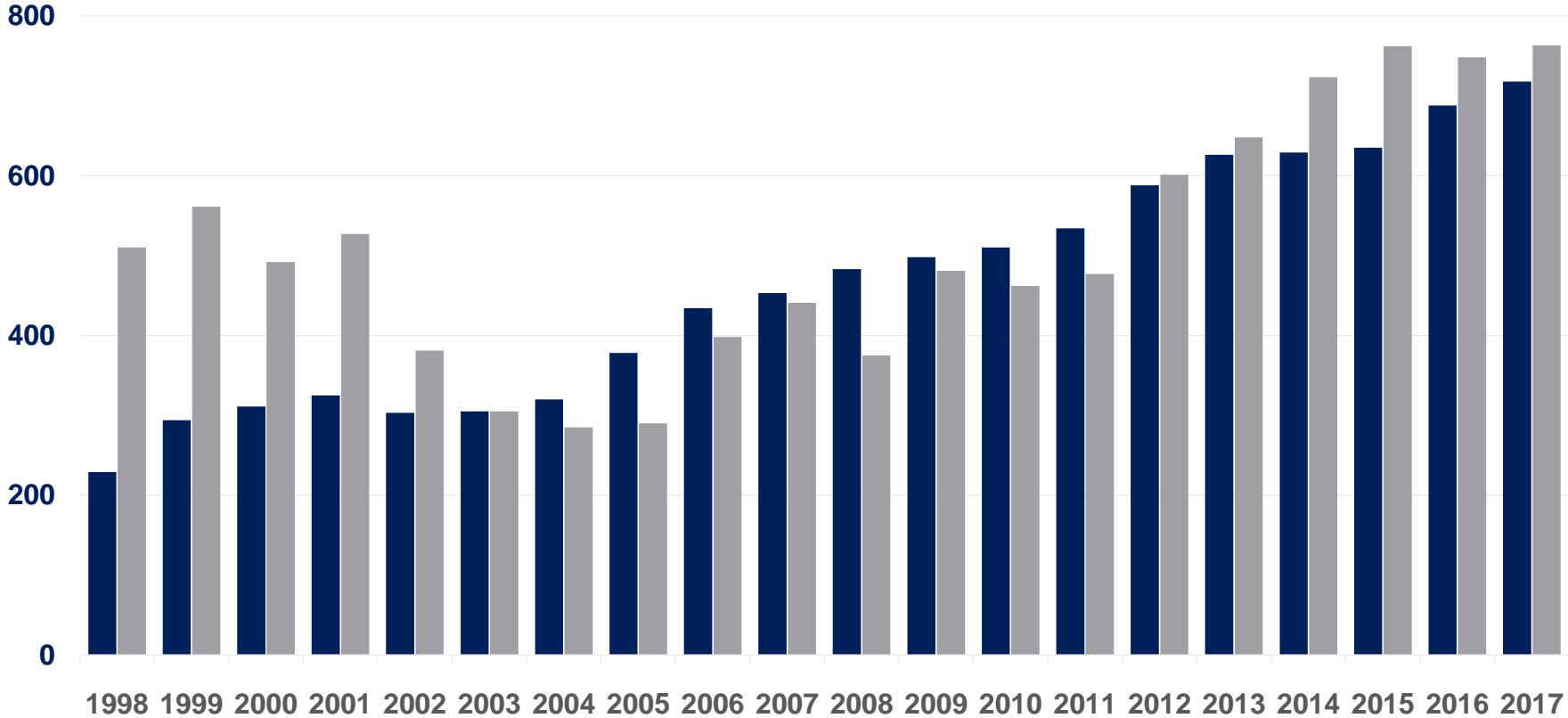


A peak year

Boeing's deliveries have consistently been cyclical, with **high peaks** followed by **low troughs**

Data to December 31st 2017

Airbus and Boeing deliveries

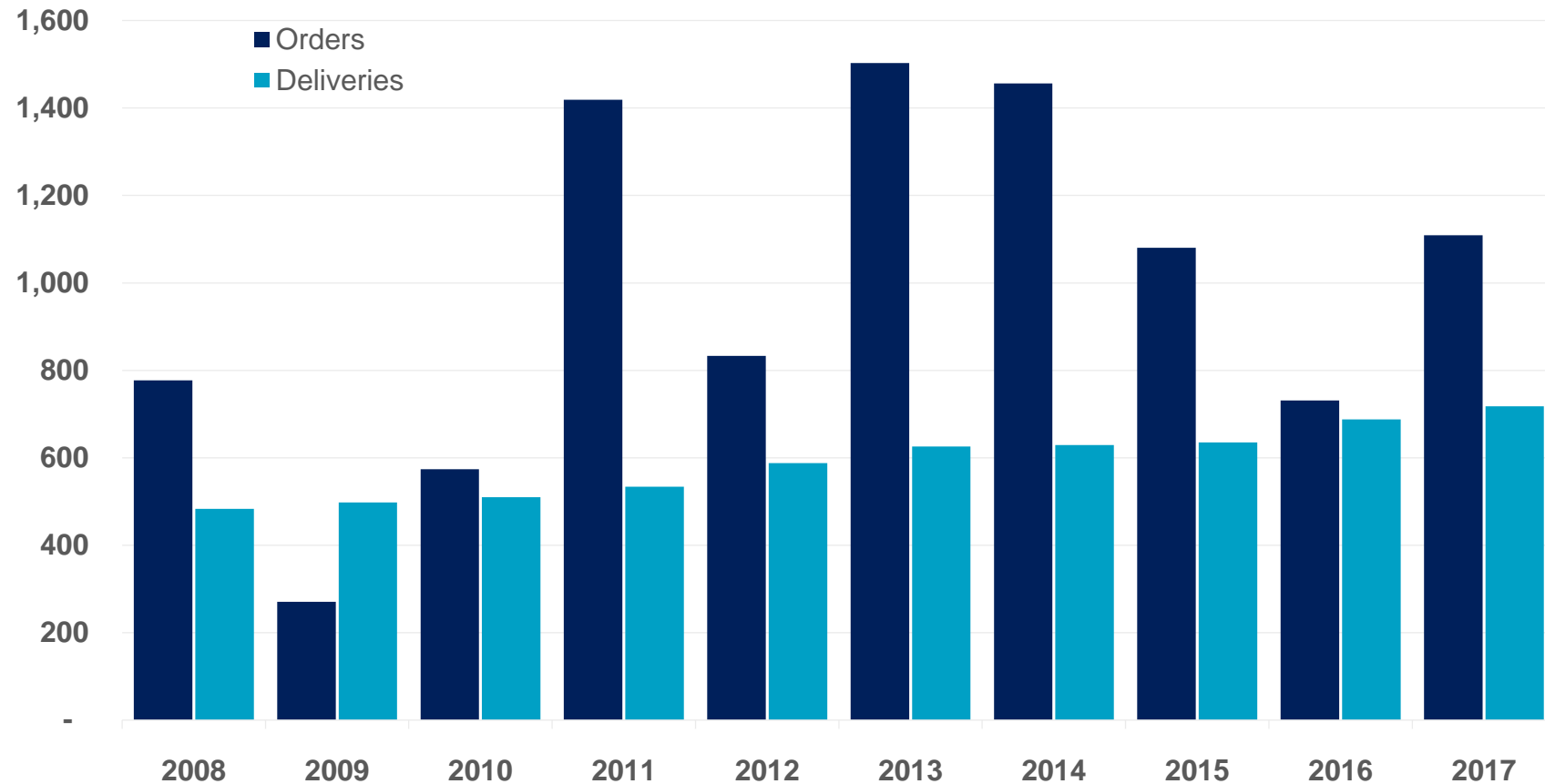


Closing the gap

Data to December 31st 2017



Airbus orders and deliveries last 10 years

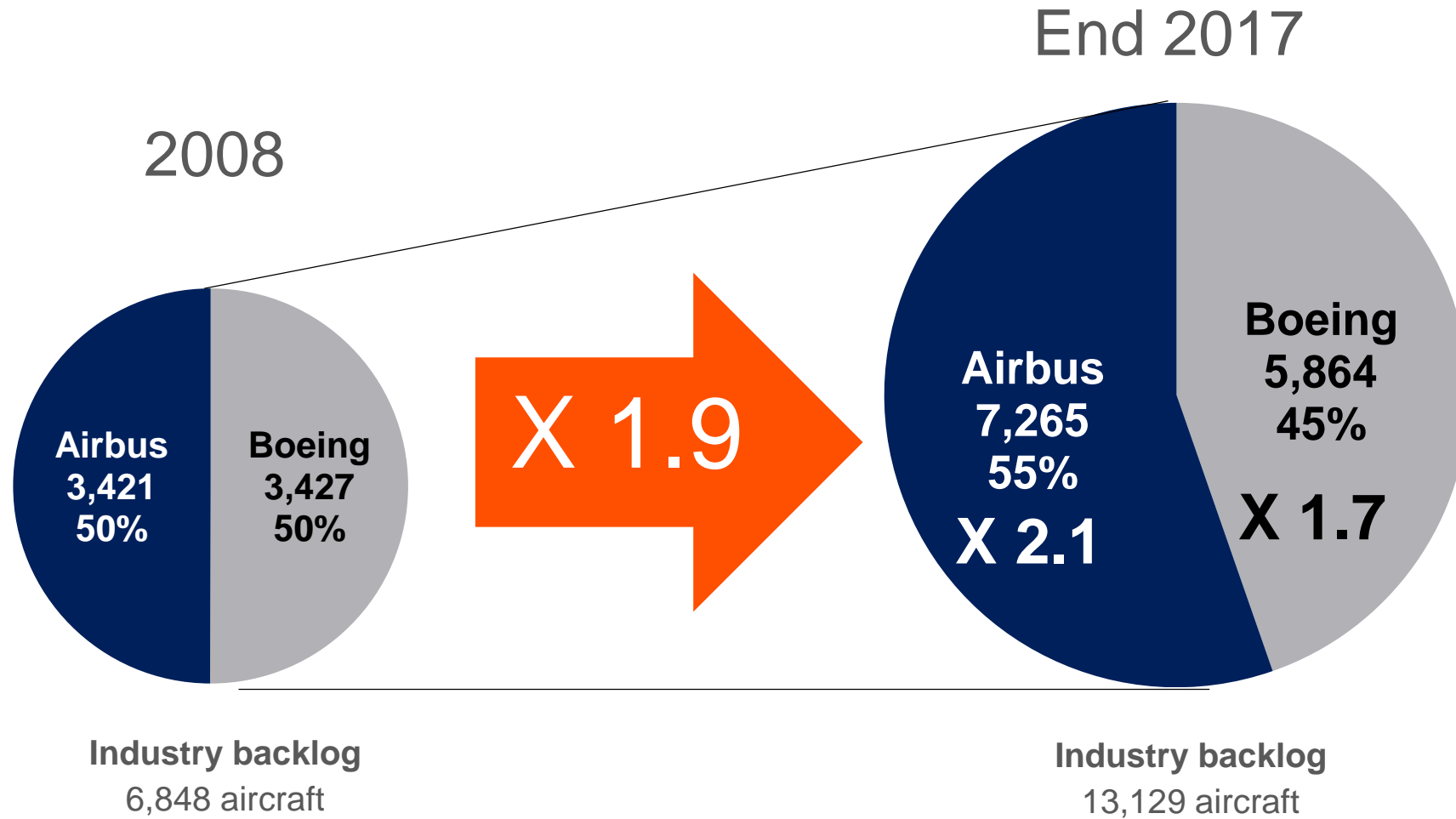


Book-to-bill

Consistent book-to-bill > 1 has grown the Airbus backlog by 3,850 units over the past 10 years

Data to 31st December 2017

Backlog development 2008-2017



Data to end December 2017

A320
unbeatable
fuel **efficiency**

14,120

Orders

7,979

Deliveries

6,141

Backlog



End December 2017

AIRBUS



Airspace ambience

New Entrance Area

Unique welcome
experience

Latest lighting
technologies

Wider 18" seat,
wider aisle

Image shows concept design

AIRBUS



Airspace XL Bin

40% more volume
than current fixed bin

60% more bags
due to vertical
loading

Largest bag size
24" x 16" x 10"

Image shows concept design

AIRBUS

A321neo: now flying long range

A321LR roll-out, 5 January 2018



AIRBUS

A330

powering
into the **future**

1,707

Orders

1,390

Deliveries

317

Backlog



End December 2017

AIRBUS

A330neo: the new generation A330

A330neo first flight, 19th October 2017



AIRBUS



A330neo

... beats the 787
on comfort, fuel
and economics
at **\$25m** lower
capital cost.

AIRBUS

A350 XWB

Shaping **the future**
of **air travel**

854

Orders

142

Deliveries

712

Backlog



End December 2017

AIRBUS



A350-900

25%

New
levels of
efficiency

25% lower

- operating cost
- fuel burn
- CO₂ emissions

Compared to previous generation

AIRBUS



A350-1000 On-time certification

A flawless
certification
exercise in **less
than a year**

**Joint EASA &
FAA certification**



AIRBUS

A380
unique passenger
experience

317

Orders

222

Deliveries

95

Backlog



End December 2017

AIRBUS



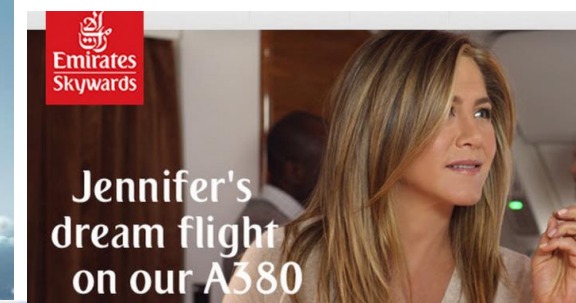
A380

the best
aircraft to
capture
growing traffic

- Air traffic doubles every 15 years
- 90% of long-haul passengers travel through 55 cities
- The A380 is the best aircraft to
 - capture peak demand
 - relieve airport congestion
 - boost hub operations

AIRBUS

The A380 enhances airlines' brands



An **Airbus**
takes off or lands
every 1.4 seconds

18,191

Orders

10,926

Deliveries

7,265

Backlog



End December 2017

AIRBUS

