

A close-up, low-angle view of the leading edge of an Airbus aircraft wing, showing the curved upper surface and the underside with several small, dark, rectangular protrusions. The background is a clear, light blue sky.

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EVP Head of Airbus Programmes

Programmes update

March 2016

2015 deliveries : On commitment

2015:

635 aircraft delivered



**14 A350 XWB delivered to 4 operators:
Qatar(6), Vietnam (4), Finnair (3), Latam (1)**

27 A380

103 Long Range

491 SA



Delta retweeted
Airbus @Airbus · May 28
We're delighted to deliver today the 1st #A330 242t to @Delta
goo.gl/EwZ6DU #DeltaA330



Protect final stage of deliveries and improve **Customer Confidence & Loyalty**

“READY to OPERATE” focusing on four Axes

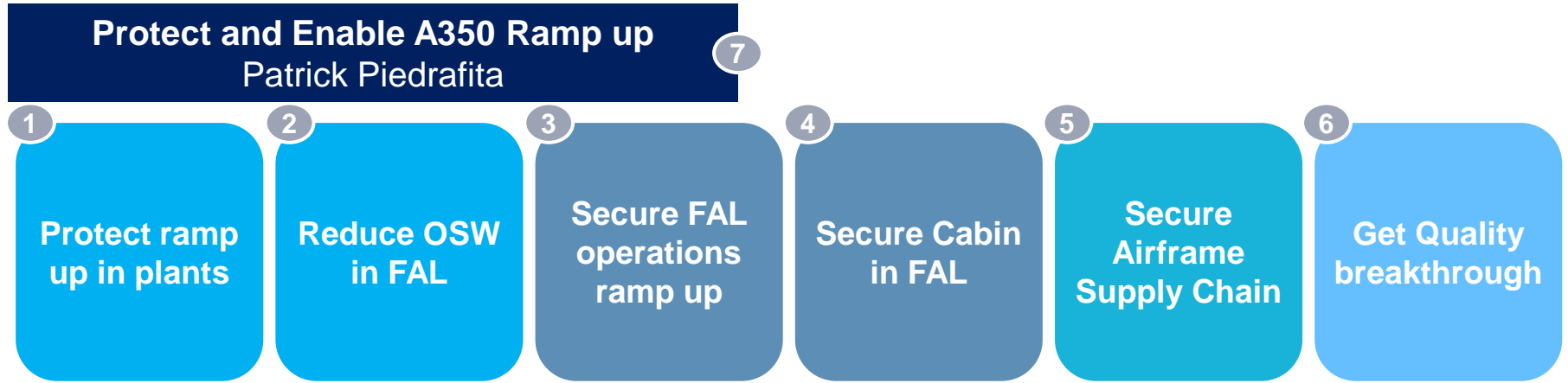
Priority on Quality

- Right first time
- Better prevention
- Sustainable Fixes
- Improved Responsiveness on in-service issues

Priority "Zero remaining work at start of flight line"



A350 XWB Ramp up boost plan: Key operational topics accelerated and efficiently steered



The project is about boosting enablement of existing organisation.

- One single operational governance: unify all contributions / actions gaining traction & speed
- One single control tower : Higher frequency of senior control
- Simplified reporting focused on industrial input levers
- Leverage of the current organization

Ensure A350 XWB operators' satisfaction worldwide through ad-hoc support

Since first delivery, 18 aircraft delivered to 5 operators & good feedback from passengers and crews



A350 XWB Ad-hoc support

OPS Center
AOG

Spare
availability
logistics &
transportation

Hot items
deep dive

TTGF

Preventive
monitoring

Data
analysis

Preparing the future with competitive product developments

A320neo / A321neo EIS



Readiness for First NEO
deliveries to each
operator in 2016 / 2017

A330neo transition



A330neo on track
Entry into service end 2017
New NEO cabin A350 XWB like

A350-1000 in FAL



FAL Start in Feb. 2016
Entry into service in mid-2017

A380: leverage market development platform

- 27 A/C delivered in 2015. Similar level planned in 2016
- Product still to be improved through **incremental development** to reduce maintenance cost and ease entry into service
- Focus on further **fixed cost reduction**

A380

–
Market development platform steers innovative combined offers



Services growth is an opportunity and a must

Relying on robust support, Airbus Services aim to

Provide our customer with the most complete and integrated range of services to enhance the superiority of our aircraft

The market is going through a very intense development phase – this means opportunities!



Flight Hours
and LRU
Solutions



Upgrade
Solutions



Material &
Supply Chain
Solutions



Training
Solutions



Flight
Operation
Solutions