



Airbus Commercial Aircraft - Results 2016

#AirbusResults

Fabrice Brégier
President Airbus Commercial Aircraft
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AIRBUS

SAFE HARBOUR STATEMENT

DISCLAIMER

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.

- **These factors include but are not limited to:**

- Changes in general economic, political or market conditions, including the cyclical nature of some of Airbus Group’s businesses;
- Significant disruptions in air travel (including as a result of terrorist attacks);
- Currency exchange rate fluctuations, in particular between the Euro and the U.S. dollar;
- The successful execution of internal performance plans, including cost reduction and productivity efforts;
- Product performance risks, as well as programme development and management risks;
- Customer, supplier and subcontractor performance or contract negotiations, including financing issues;
- Competition and consolidation in the aerospace and defence industry;
- Significant collective bargaining labour disputes;
- The outcome of political and legal processes including the availability of government financing for certain programmes and the size of defence and space procurement budgets;
- Research and development costs in connection with new products;
- Legal, financial and governmental risks related to international transactions;
- Legal and investigatory proceedings and other economic, political and technological risks and uncertainties.

As a result, Airbus Group’s actual results may differ materially from the plans, goals and expectations set forth in such forward-looking statements.

For a discussion of factors that could cause future results to differ from such forward-looking statements, see Airbus Group “Registration Document” dated 5 April 2016. Any forward-looking statement contained in this presentation speaks as of the date of this presentation. Airbus Group undertakes no obligation to publicly revise or update any forward-looking statements in light of new information, future events or otherwise.

Deliveries & Milestones 2016



688 aircraft deliveries

- 49 A350 XWB
- 545 A320 Family aircraft (68 NEOs)
- 66 A330
- 28 A380

10,000th Airbus delivery

A320neo ramp-up accelerated

Successful A350XWB ramp-up

A350-1000 First Flight

A321neo PW certification



Targets met

Orders & Backlog 2016



731 orders (net)

From 51 customers (8 new)

Book to bill above 1

Backlog: 6874 aircraft

Working on backlog is key



A320



● **545 A320 Family delivered**

39 NEO (PW powered)
29 NEO (CFM powered)

● **A320neo meeting / exceeding targets**

● **607 A320 Family aircraft ordered**

561 NEO (net)
46 CEO (net)

● **A321: 40% of total deliveries**

● **A321neo PW certification**

We own the Middle of the Market



A350 XWB



49 deliveries to 11 customers (7 new)
+2 A350-1000 deliveries to Flight test

Rate increase by factor 3.5

On track to rate 10/month by end 2018

41 orders (net) – orderbook at 818 (net)

A350-1000 Flight Test campaign on track

First A350-1000 delivery H2 2017



A330



- **66 deliveries**
- **First A330 Regional**
- **83 A330 orders (42 NEO, 41 CEO)**
- **Airspace by Airbus' launch**
- **China CDC ground-breaking**
- **A330neo development on track**
First flight H1 2017



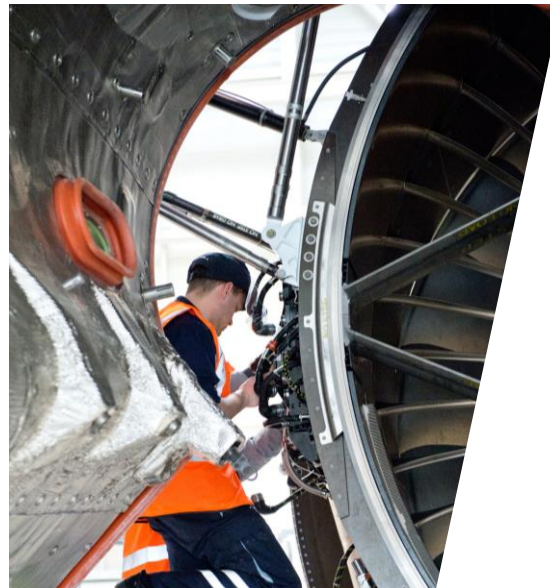
A380



- 28 deliveries (+1)
- Passengers love the A380
- Launch of IflyA380 website
- Preparing for rate 12/year, faster
- Accelerating efficiency measures



Services



Services by Airbus launch

New maintenance contracts with leading airlines

New training center in Singapore, Mexico & Brazil

New digital flight operations offer (NavBlue)

New partnerships for big data & predictive maintenance

Transforming the company



- **Adapting to fast changing industry environment**
- **Becoming simpler, leaner, better**
- **Digitalisation influences the way we produce and operate aircraft**
- **Continue to invest in core competences**
- **Future-proof with continuous innovation**
- **Ensuring our industry leadership position**

Thank you

