

The latest addition
to the Airbus Family

AIRBUS

Airbus newest family member's reveal event

Tuesday 10th July 2018

PROGRAMME

10:00 Arrival of journalists and welcome coffee

10:30 **Start of the Media briefing, followed by Q&A**

- Introduction – David Dufrenois, Head of Sales, CSALP
- Product Briefing – Rob Dewar, Head of Customer Support & Engineering, CSALP
- Cabin Briefing – Christine De Gagne, Director Cabin Marketing, CSALP
- Airbus Family Briefing – Antonio Da Costa, Head of Product Marketing, Airbus

12:00 Transfer to the tarmac

12:30 **Fly past**

12:35 **Landing of the aircraft**

The Airbus logo, consisting of the word "AIRBUS" in a bold, white, sans-serif font, is positioned in the bottom right corner of the slide.

Airbus newest family member's reveal event

Tuesday 10th July 2018

PROGRAMME

12:35 Landing of the aircraft

13:00-13:30 Welcome aircraft and crews, short speeches (next to the aircraft):

- Guillaume Faury, President, Airbus Commercial Aircraft
- Eric Schulz, Chief Commercial Officer, Airbus Commercial Aircraft
- Philippe Balducchi, Chief Executive Officer, CSALP

13.30 Buffet lunch served in the Delivery Centre

13:30-14:30 Visit of the Aircraft in groups of 5 maximum

14:30 End of the programme / transport to airport in front of the Delivery Centre

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This is our Family

David Dufrenois
Head Of Sales

AIRBUS



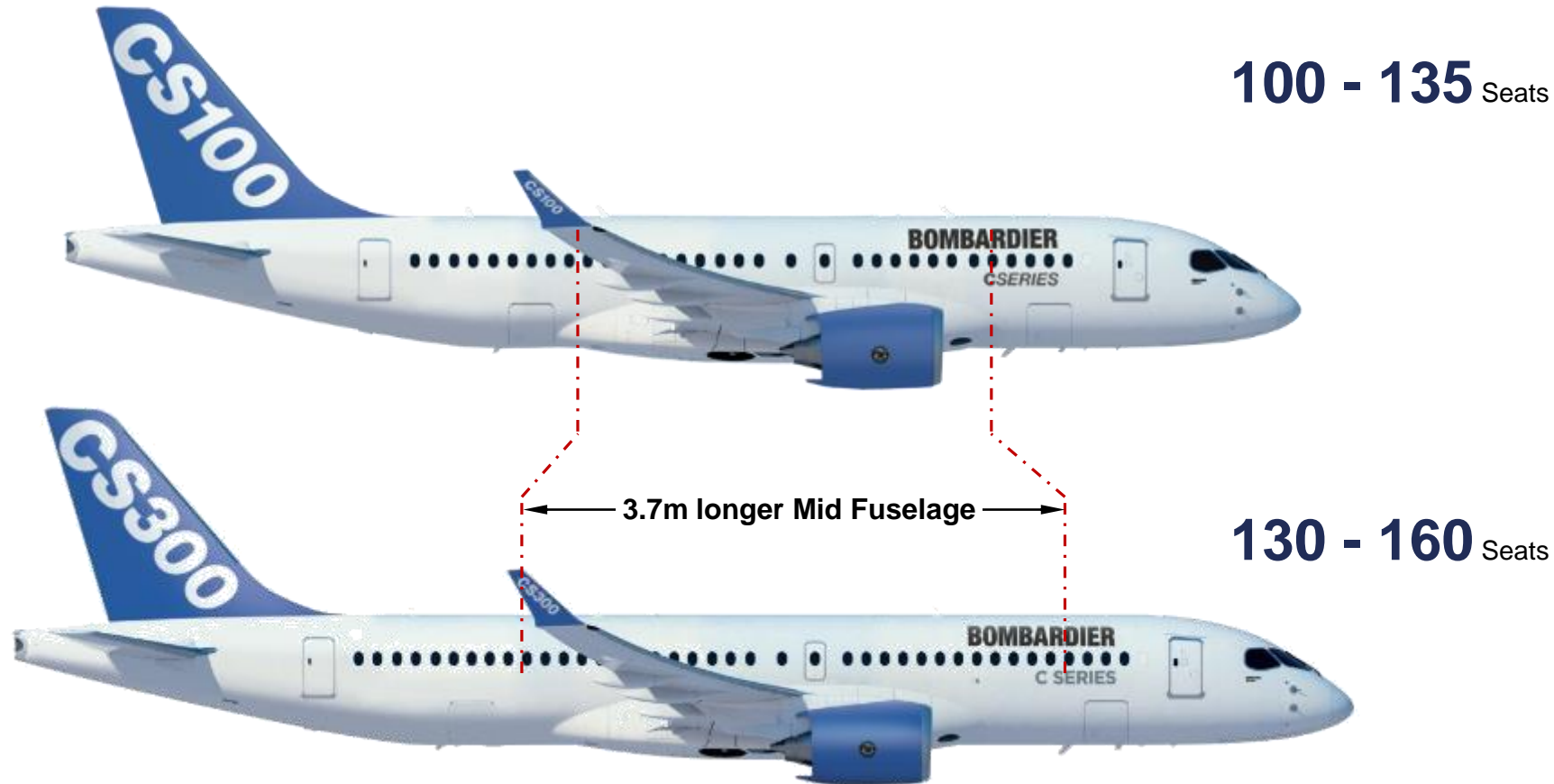
This is our Family

Unbeatable fuel efficiency
Radical innovator

Rob Dewar
Head of Customer Services and Head of Engineering

AIRBUS

C Series Family



Optimized
for each
segment

Same Type Rating

>99% LRU
Commonality

Same Part
Numbers

20 min Turn
Around

AIRBUS

CS100

116 passengers
2,950 nm
MTOW 60,8t

CS300

141 passengers
3200 nm
MTOW 68,6t



Range circles from Paris (CDG)

Unmatched
combination of
performance and
economics



C Series

All-new efficient design

20% Lower
fuel burn per seat



Advanced Materials

More efficient materials
& optimised design



Efficient Aerodynamics



New Engines

Latest technology
for the lowest SFC



Simple, robust systems

State of the art,
weight efficient



AHMS

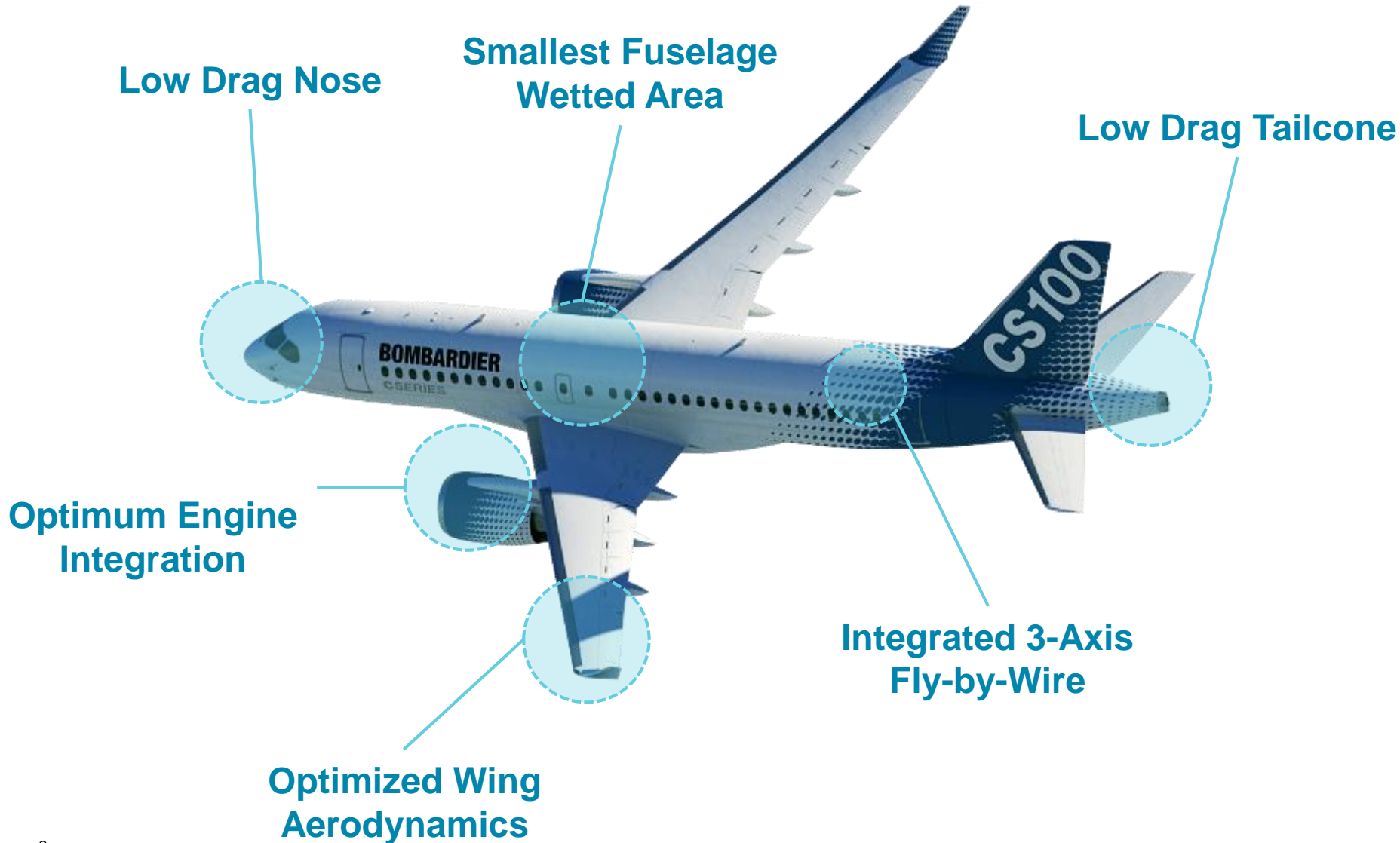
Advanced diagnostics
capability

Compared to previous
generation aircraft

AIRBUS

Unbeatable aerodynamic efficiency

Aerodynamic optimization made possible with the latest technologies





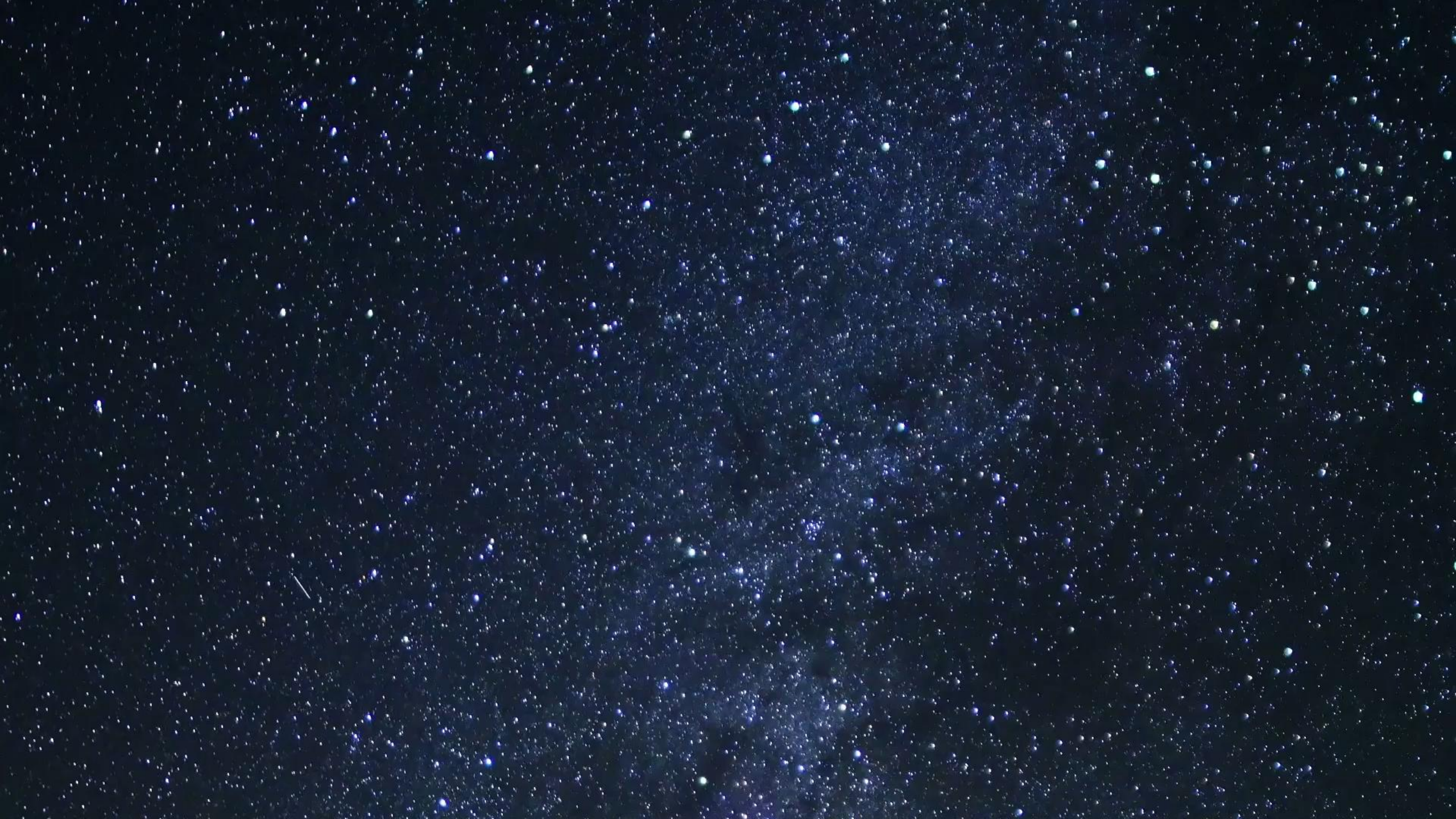
State-of-the-art Flight Deck

Intuitive and clean
cockpit design

Digital Modular
avionics

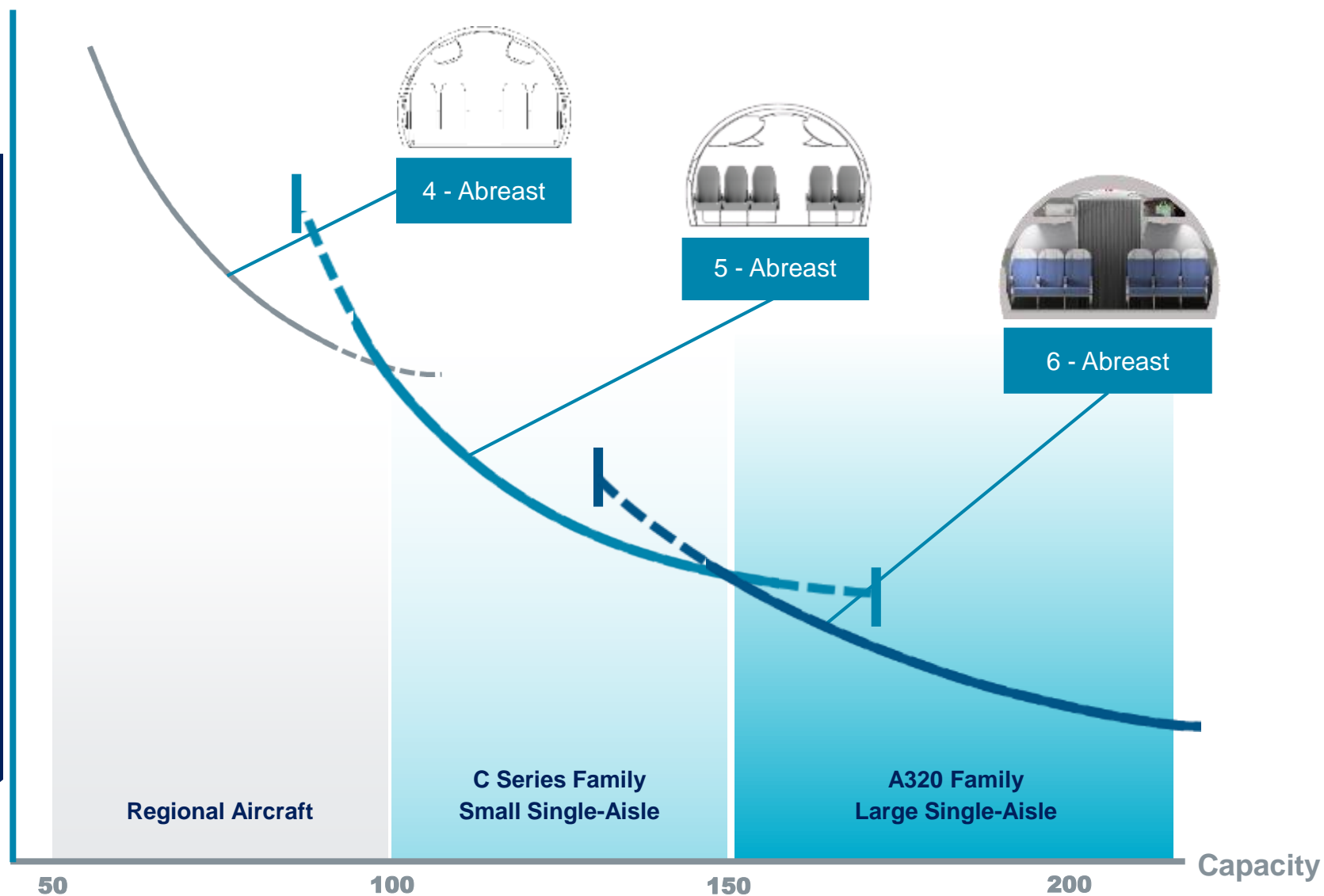
Smart design for
efficient operations

AIRBUS



Design
Efficiency*

MORE EFFICIENT



Right Sized Cross Section

Each segment and
capacity has an
optimum size

A320 and C Series
deliver the optimum
efficiency

*Design efficiency is equal to
Fuselage Weight / Drag Index

AIRBUS

A perspective view of the interior of an Airbus C Series aircraft cabin. The cabin features a high ceiling with a large, illuminated skylight that casts a bright, cool light. The seats are upholstered in a light blue fabric with white headrest covers. The cabin is empty, showing the aisle and the rows of seats on both sides. The overall atmosphere is clean, modern, and spacious.

This is our Family

C Series Cabin

Christine De Gagné
Aircraft Interiors Marketing Director

AIRBUS



Widest
seats and
aisle

Seat width
18 to 19 in

Fast turn
around time

AIRBUS



One roller-
bag per
passenger

Best stowage
in its class

AIRBUS



Best view
of the sky

Extra natural
light

1 to 2 windows
per seat

AIRBUS



Welcome
aboard!

Bienvenue
à bord!

**Exclusive
cabin tours
starting soon...!**



402

Orders

38

Deliveries

364

Backlog

C Series Family

* To 10th July 2018

AIRBUS



Successful Entry Into Service

38 in operation 

3 Operators 

75,000+ Flight hrs and counting 

Up to 18+ Flight hrs utilization per day 

Up to 10 legs per day 

Feedback From Airlines

PROVEN



PERFORMANCE
BETTER THAN EXPECTED



“Exceeding expectations”

airBaltic



ECONOMICS
OPENING NEW ROUTES



“Exceeding economic expectations”

airBaltic



MAINTENANCE
65+ A-CHECKS, NO FINDINGS



*“very easy [...] compared
to other type aircraft”*

SWISS

20%

lower fuel burn &
CO₂ emissions*

NOx emissions

Up to

50%

below CAEP/6

Up to

20_{EPNdB}

margin to
Chapter 4

C Series Family

*Per seat vs previous generation aircraft - Best engine shown

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This is our Family

Unbeatable fuel efficiency
Complementing our Family



Antonio Da Costa
Head of Product Marketing

AIRBUS



14,678

Orders

8,256

Deliveries

6,422

Backlog

End June 2018

Single-aisle Family

AIRBUS

Platform to Innovate

Continuous innovation



Advanced Engine Technology

High By-pass ratio
Low noise and emissions



Unbeatable Fuel Efficiency

20% less fuel burn per seat



Technology pioneer

Fly-by-wire,
Advanced materials



Superior Comfort

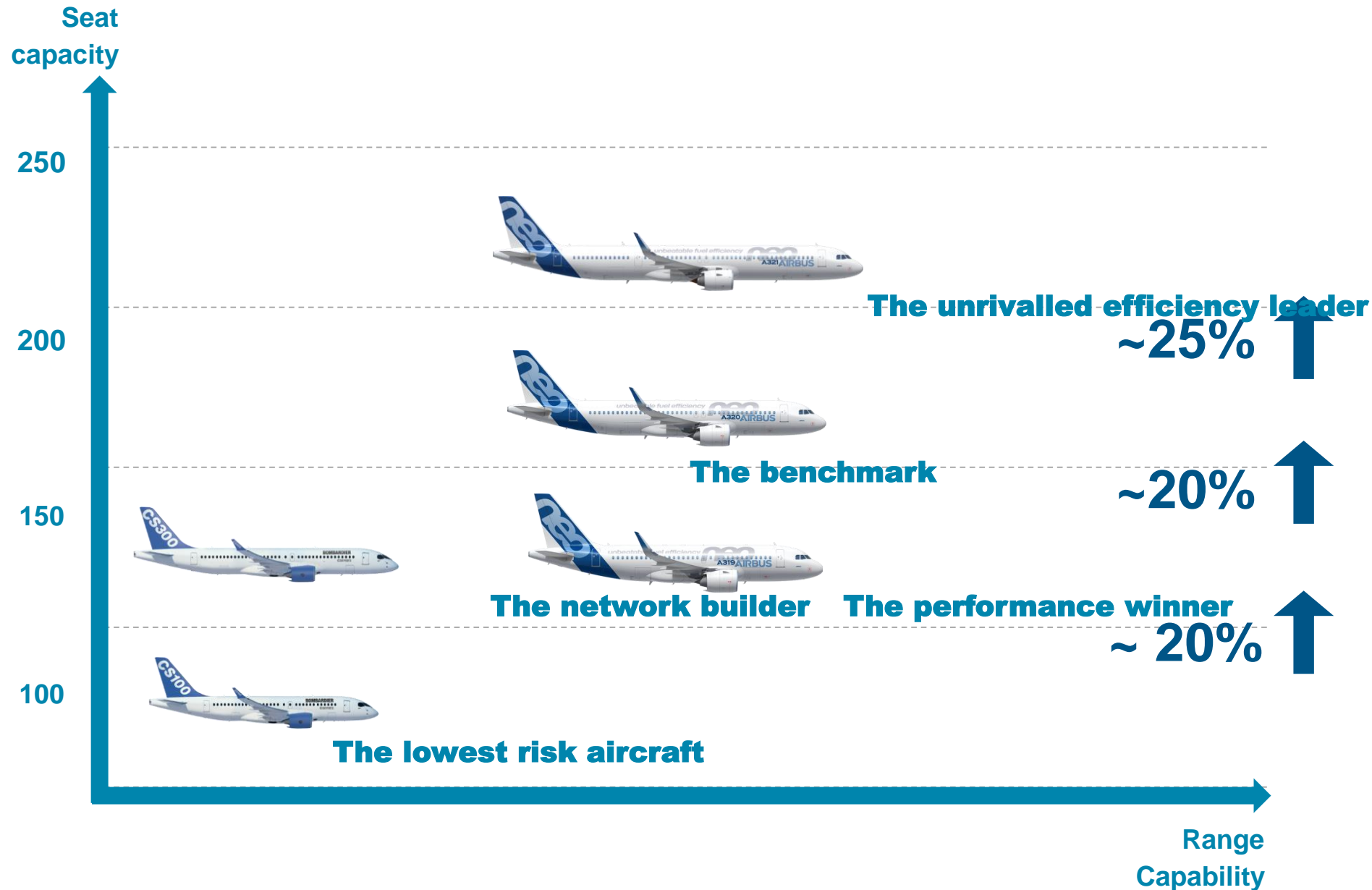
18"+ wide seats
Cabin Differentiation
Flexibility
Cargo Superiority



Single-Aisle Family DNA

C Series and A320 Families share the same values

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Full market coverage

Our Family covers 100% of the single-aisle market

From 100 to 240 seats

Up to 4,000nm

Most capable aircraft
Typical 2-class layout
JAR3% - 200nm alternate

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The unrivalled efficiency leader - A321
Best answer to highly competitive environments
Long-range route opener
Best answer to very high density focused LCC



The benchmark - A320
The **Benchmark** single-aisle aircraft
Workhorse for all airline models, network or LCC



The performance winner – A319
Best answer on performance driven markets
Commonality with A320 and A321



The network builder – CS300
Best network feeder
Lowest risk solution for Start-ups
Growth from CS100



The lowest risk solution – CS100
Lowest risk for new routes opening
Growing Regional Airlines
Urban and challenging operations



Airbus SA Family: Full market coverage

Each member of
our single-aisle
Family has its
own role to play
for every
customer
whatever the
market

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Airbus' efficient Single-Aisle product line



A321neo



A320neo



A319neo



CS300



CS100

5 aircraft types



737MAX-10



737MAX 9



737MAX 200



737MAX 8



737MAX 7



E195E2



E190E2

7 aircraft types

Simpler fleet solution

Wider market
coverage*

Fewer and more
efficient aircraft
types

* above 100 seats

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Single-Aisle family unbeatable fuel efficiency



20%

Most advanced engine technology + Aircraft integration

= Lower Fuel Burn

vs previous generation of aircraft



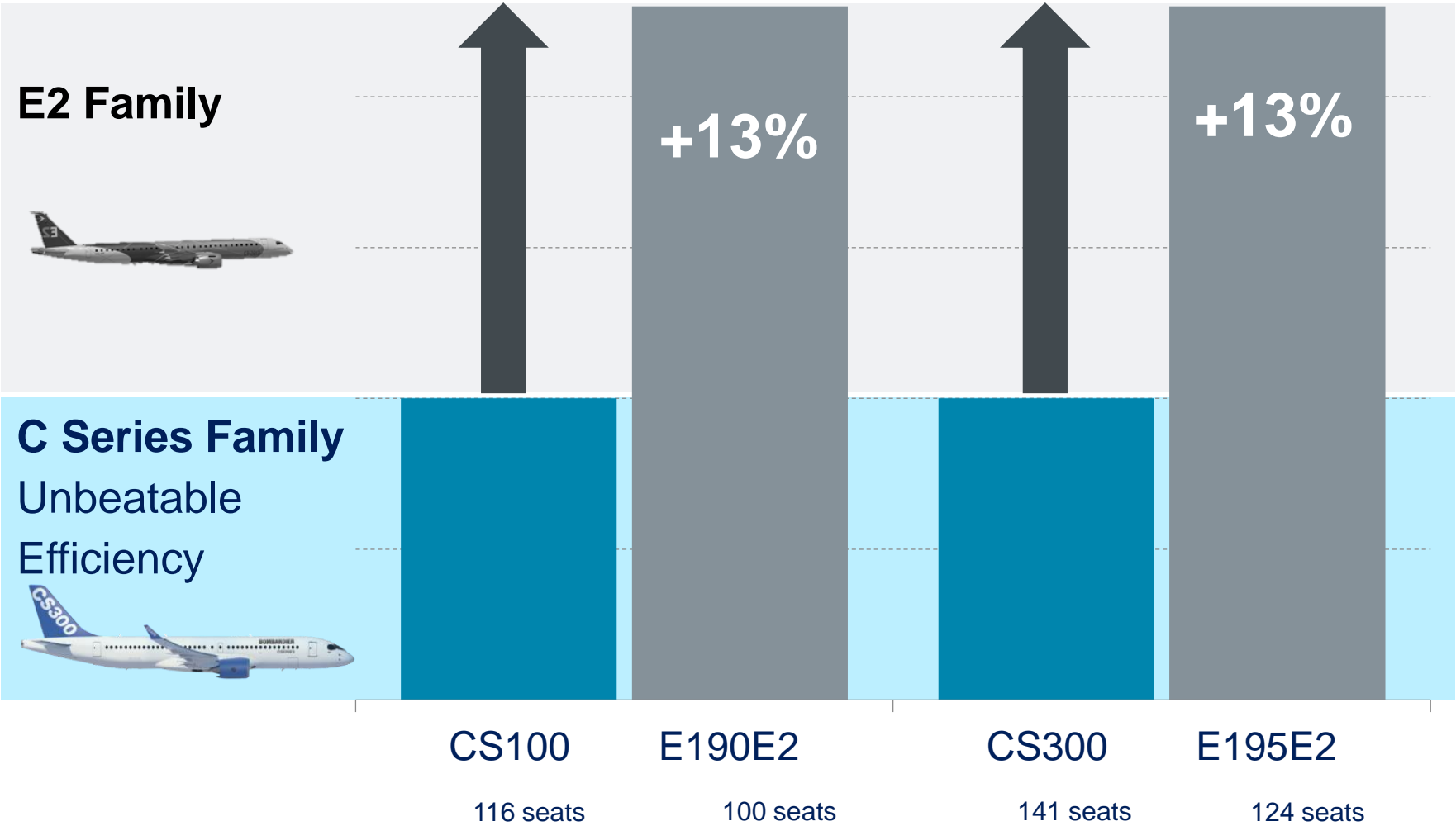
PW1000G

*CFM Leap-1A also available on A320 Family



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Cost per Seat Comparison



Unbeatable
Cost
Efficiency

- Lower weight
- Lower fuel burn
- Lower
Maintenance
Costs

Typical 2-cl airline rules



Complete Single-aisle offer

Full market coverage from 100 seats
Simpler solution



Single-aisle family DNA

C Series and A320 Families share
the same values



Single-aisle family unbeatable efficiency

20% lower fuel
13% less cost per seat

AIRBUS



Welcome
to the C
Series

AIRBUS