

Airbus Innovation Days

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The most
comprehensive
product line



Airbus Product line

Airbus Family

From 100 to 600+
seats

Covering short,
medium and long
range



A380 Family
*From 400 to 600+
seats*



A350 XWB
*From 280 to 370
seats*

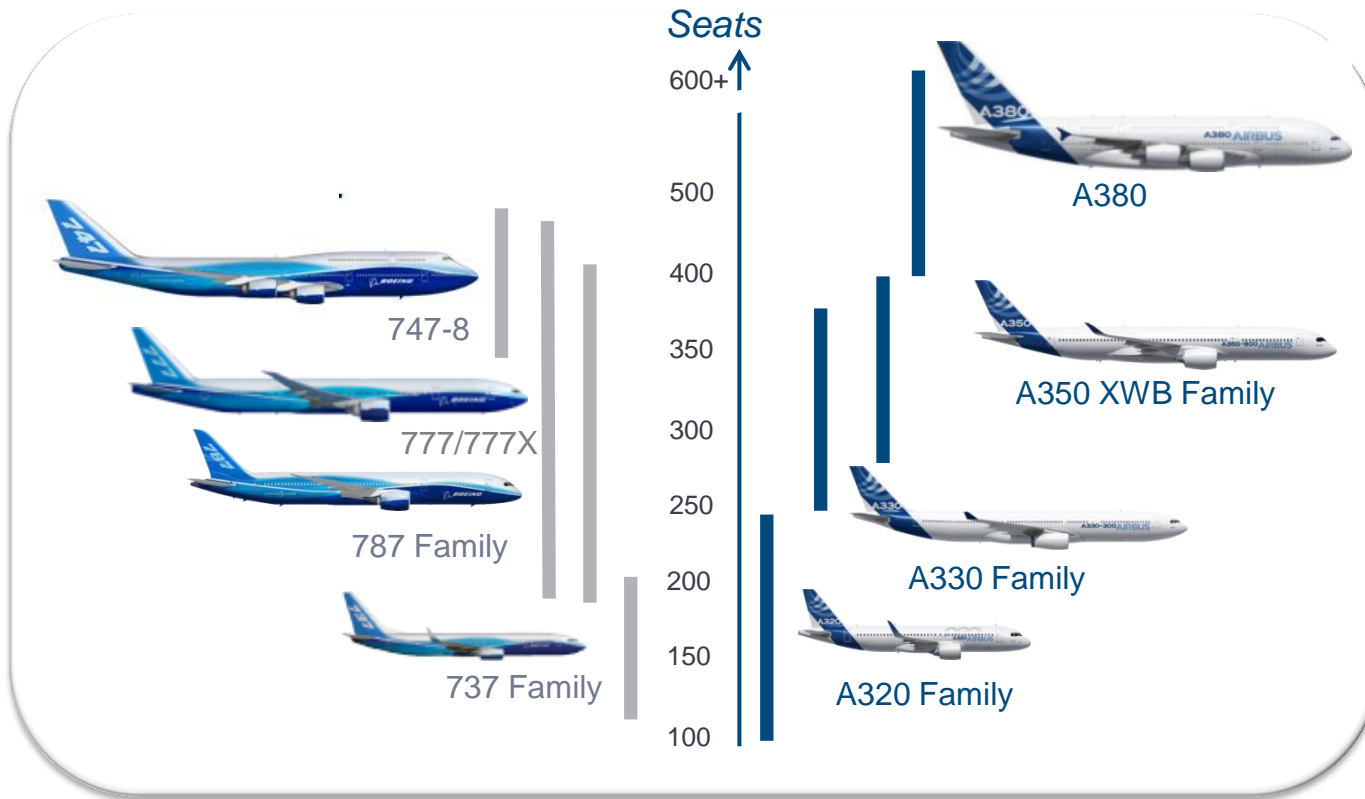


A330 Family
*From 250 to 300
seats*



A320 Family
From 100 to 240 seats

Airbus vs. Boeing Product line



— Seat capacity (minimum – maximum)

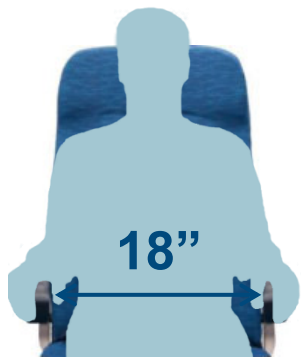
Airbus Family

A complete, far-sighted product line

Airbus Product line, designed for:

Comfort

Airbus products
offer superior
comfort



Efficiency

Airbus products
offer superior
efficiency



Profitability

Airbus products
offer superior
profitability



Airbus Product line

A320 Family

A320 Family, the leader in the Single Aisle market



A380 Family
From 400 to 600+ seats

A350 XWB
From 280 to 370 seats

A330 Family
From 250 to 300 seats

A320 Family
From 100 to 240 seats

A320neo vs. 737 MAX Family



A320neo Family

Well spaced Family protecting each other's value

3 sizes cover the market from 140 to 240 seats



Passenger comfort expectations

A320
18"



737
17"



18" wide seats for more Personal Space*

Personal space = seat pitch * seat width

A320



4
frames



737



3
frames



15% more volume for all your belongings



A320neo

Cabin

18" wide seats
1" wider than the 737

Widest Single-Aisle cabin
in the sky

New pivoting bins
60% more bags

Increased Cabin Efficiency
Space-Flex
Smart-Lav
Airbus Cabin-Flex

LED Mood lighting
16.7 million colours

A320neo Family vs. 737 MAX cost efficiency



A320neo vs. **737 MAX 8**
18" seat width 17" seat width

Cash Operating
Cost per seat

+5%



A320neo PW Advantage
189 seats

737 MAX 8
197 seats

A321neo vs. **737 MAX 9**
18" seat width 17" seat width

Cash Operating
Cost per seat

+14%

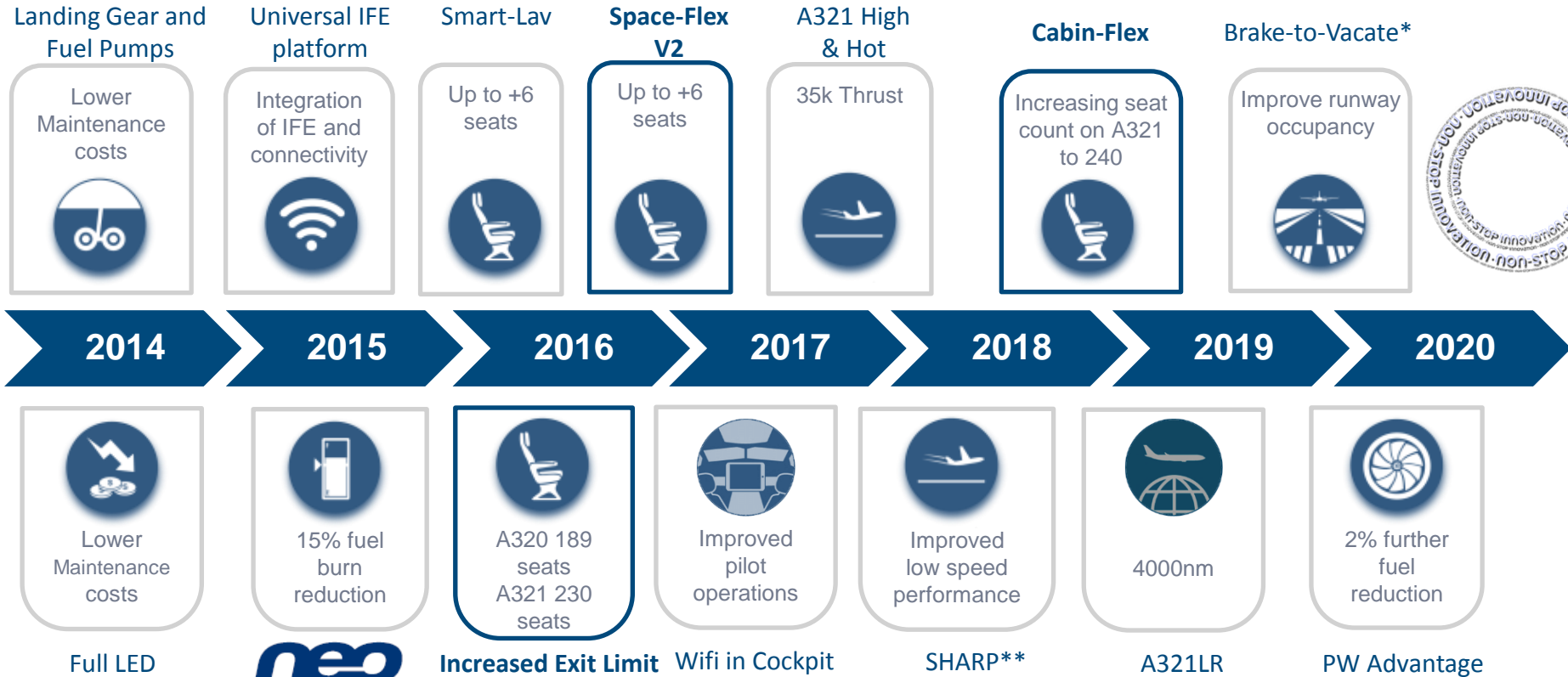


A321neo PW Advantage
240 seats

737 MAX 9
215 seats

Airbus standard economic rules; Comparison at 800nm, \$2/USg, HD Configuration

A320 Family non-stop innovation to enhance airline profitability



*Subject to launch ** Short Airfield Performance

A320 Family innovation to enhance airline profitability

A320 space optimization



Slim-line seats

A319: +15 seats



Space-Flex

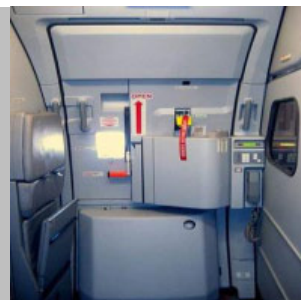
New rear galley
configuration

A320: +9 seats



Smart-Lav

New lavatory
design



New door rating

Increased Exit Limit

A321neo: +20 seats

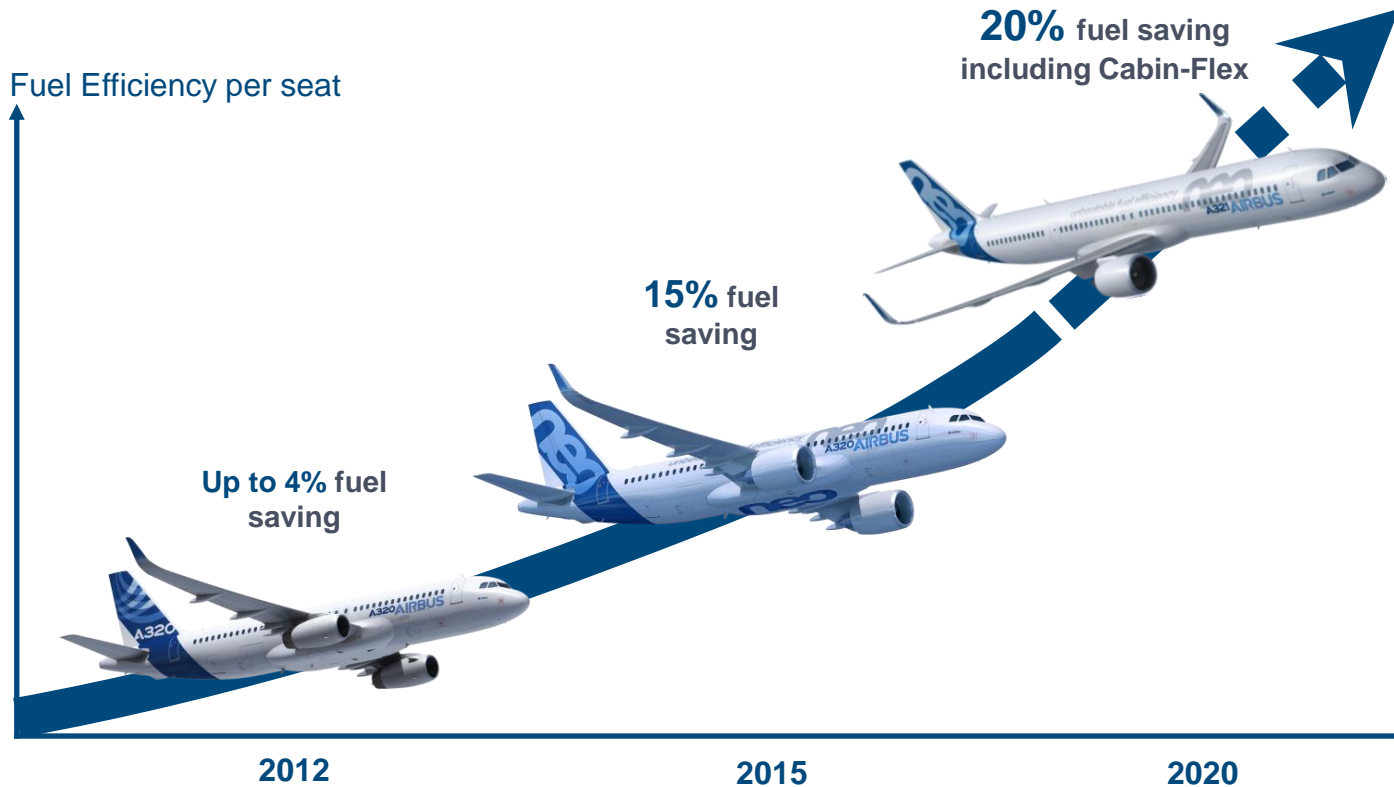


Airbus Cabin-Flex

A321neo new door
configuration

Innovation that
brings benefits to
both network carrier
and Low Cost
configurations

A320 Strategy - Making the best better



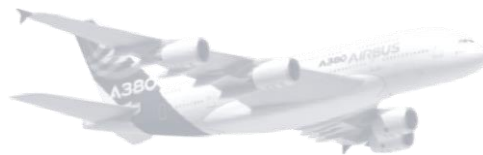
A320 strategy

Non-stop innovation built on proven values with focus on airline profitability

Airbus Product line

Airbus twin aisle Family

Complementary
A330 and A350
Families, the
winning
combination



A380 Family
*From 400 to 600+
seats*



A350 XWB
*From 280 to 370
seats*



A330 Family
*From 250 to 300
seats*



A320 Family
From 100 to 240 seats

A330neo vs. 787 Family



787-9

283 seats **(9 abreast)**



787-8

244 seats **(9 abreast)**



A330-900

287 seats **(8 abreast)**



A330-800

257 seats **(8 abreast)**

A330neo Family

Unbeatable mid
size aircraft

Unbeatable comfort
& economics

A330: Setting the standards in passenger comfort



A330
18"



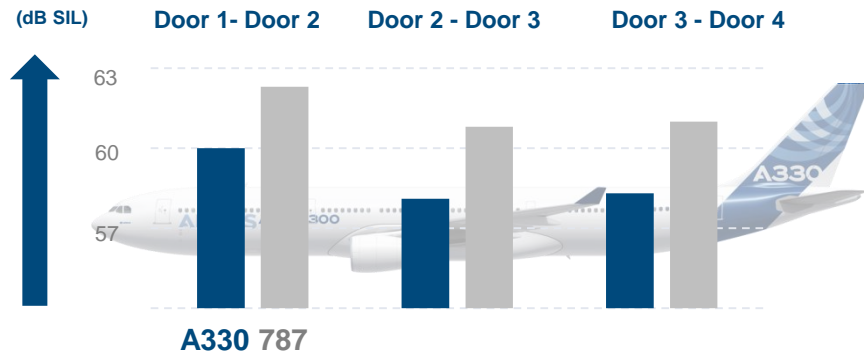
787
17"



18" wide seats for more Personal Space*

Personal space = seat pitch * seat width

**NOISE
LEVEL**
(dB SIL)



A330 is **quieter** than 787

AIRSPACE

New A330neo cabin

A350 XWB style

New bins

New entrance area

Efficiency

Space Flex

Smart Lav

Quietness

3dB quieter than 787

Comfort

1in wider seat than 787

1in wider aisle (8ab)

A330neo vs. 787 Family cost efficiency



A330-800

18" seat width

vs. 787-8

17" seat width

Cash
Operating
Cost per seat

Direct
Operating
Cost per seat



A330-800neo
242t
257 seats
8 abreast

+2%

787-8
228t
244 seats
9 abreast

+10%

787-8
228t
244 seats
9 abreast

A330-900

18" seat width

vs. 787-9

17" seat width

Cash
Operating
Cost per seat

Direct
Operating
Cost per seat



A330-900neo
242t
287 seats
8 abreast

2%

787-9
254t
283 seats
9 abreast

+8%

787-9
254t
283 seats
9 abreast

Airbus standard economic rules; Comparison at 4000nm, \$2/USg, ; Typical 3-class configuration

A330 Family non-stop innovation to enhance airline profitability

240min ETOPS

More direct routings



RNP AR

Optimised flight paths



FTIS

Flammability reduction



FMS 1A

New FMS release



AP/FD TCAS

Collision avoidance systems



Regional

Lower operating costs and MTOW



Dual HUD

Improved situational awareness



AIRSPACE

More seats, New cabin



2009

2010

2011

2012

2013

2014

2015

2016

2017



Improved SFC/ maintenance



New weight variant



Improved traffic awareness



FMS landing system



On-ground navigation and runway overrun prevention



Ground based Landing



Increased range and new cabin features



New engines new sharklets

Upgraded Engines

235t/238t MTOW

ATSAW

FLS

OANS & ROPS

GBAS

242t MTOW

A330neo

A330 Family innovation to enhance airline profitability



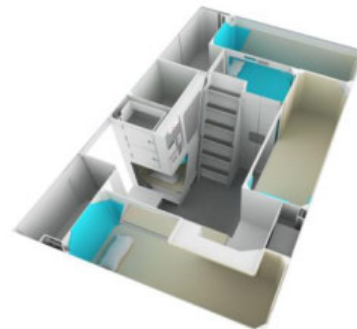
New design lavatory

- Spa package
- More revenue space



Modular Space-Flex

- PRM Lavatories
- Additional 4.5 Trolleys



Optimized Lower Deck Crew Rest

- More ergonomic and comfortable interior for cabin and flight crew
- More revenue space

A330neo space optimization

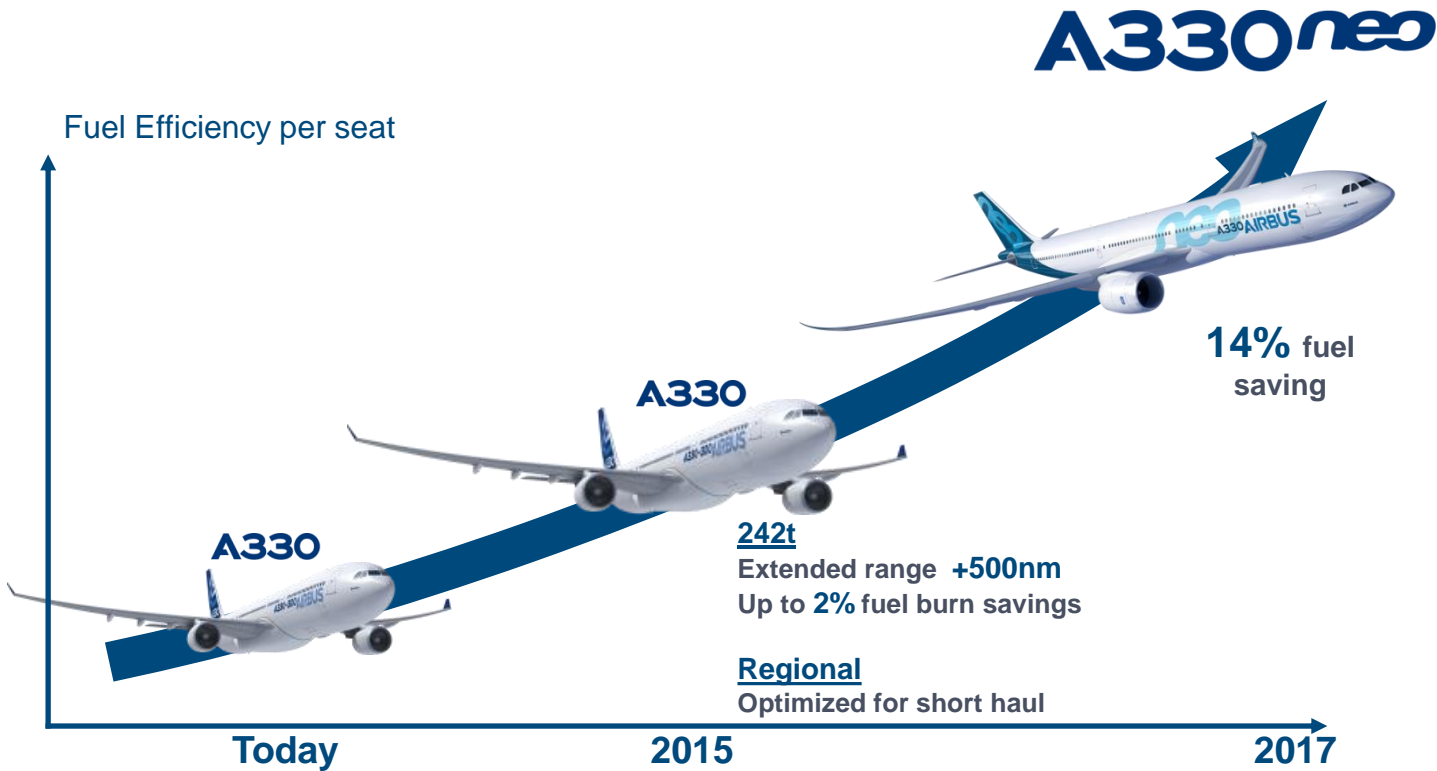


Up to 10 seats
gain without
compromising
comfort

PRM- Passengers with Reduced Mobility

A330 strategy

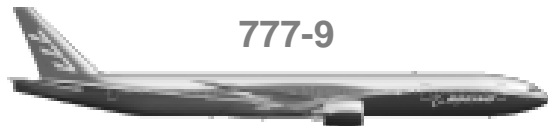
A well defined product strategy with focus on airline profitability



A350 XWB vs. 787 Family and 777-9

A350 XWB Family

One new generation family vs two different generation families



777-9

398 seats (**10 abreast, 17"**)



A350-1000

366 seats (**9 abreast, 18"**)



787-10

324 seats (**9 abreast, 17"**)



A350-900

325 seats (**9 abreast, 18"**)



787-9

283 seats (**9 abreast, 17"**)

Passenger comfort expectations



A350 XWB

18"



787/777

17"



18" wide seats for more Personal Space*

Personal space = seat pitch * seat width

A350 XWB



Uncompromised comfort with **9** abreast

AIRSPACE



reddot award
winner



A350 XWB Cabin

Comfort

18" Y-class seat width
Wide panoramic windows

Efficiency

Largest overhead bins on the market
Space-efficient monuments

Technology

4th generation IFE
Unique flat floor
Full LED moodlighting

Well being

Quietest cabin in its class
Optimal cabin environment

A350 XWB Family vs 787 & 777-9 cost efficiency



A350-900

18" seat width

vs. 787

17" seat width

Cash
Operating
Cost per seat

Cash
Operating
Cost per seat

+10%

+4%



A350-900

325 seats

9 abreast

787-9

283 seats

9 abreast

787-10

324 seats

9 abreast

A350-1000

18" seat width

vs. 777-9

17" seat width

Cash
Operating
Cost per seat

+7%



A350-1000

366 seats

9 abreast

777-9

398 seats

10 abreast

Airbus standard economic rules; Comparison at 4000nm, \$2/USg, ; Typical 3-class configuration



A350 XWB space optimization



6-trolley galley

Up to +3 seats



ICE rear galley

Up to +6 seats



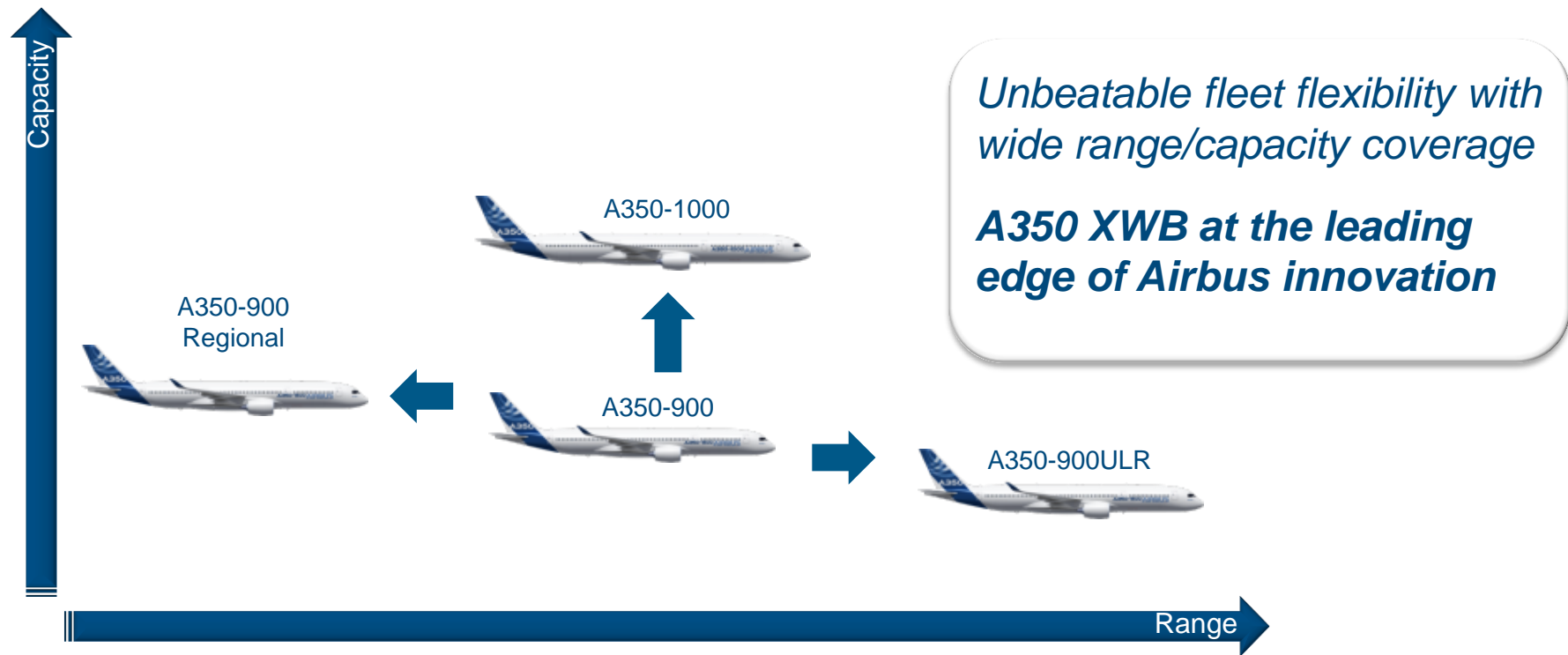
Smart-lavs

Up to +6 seats

**Up to 15 seats
gain without
compromising
comfort**

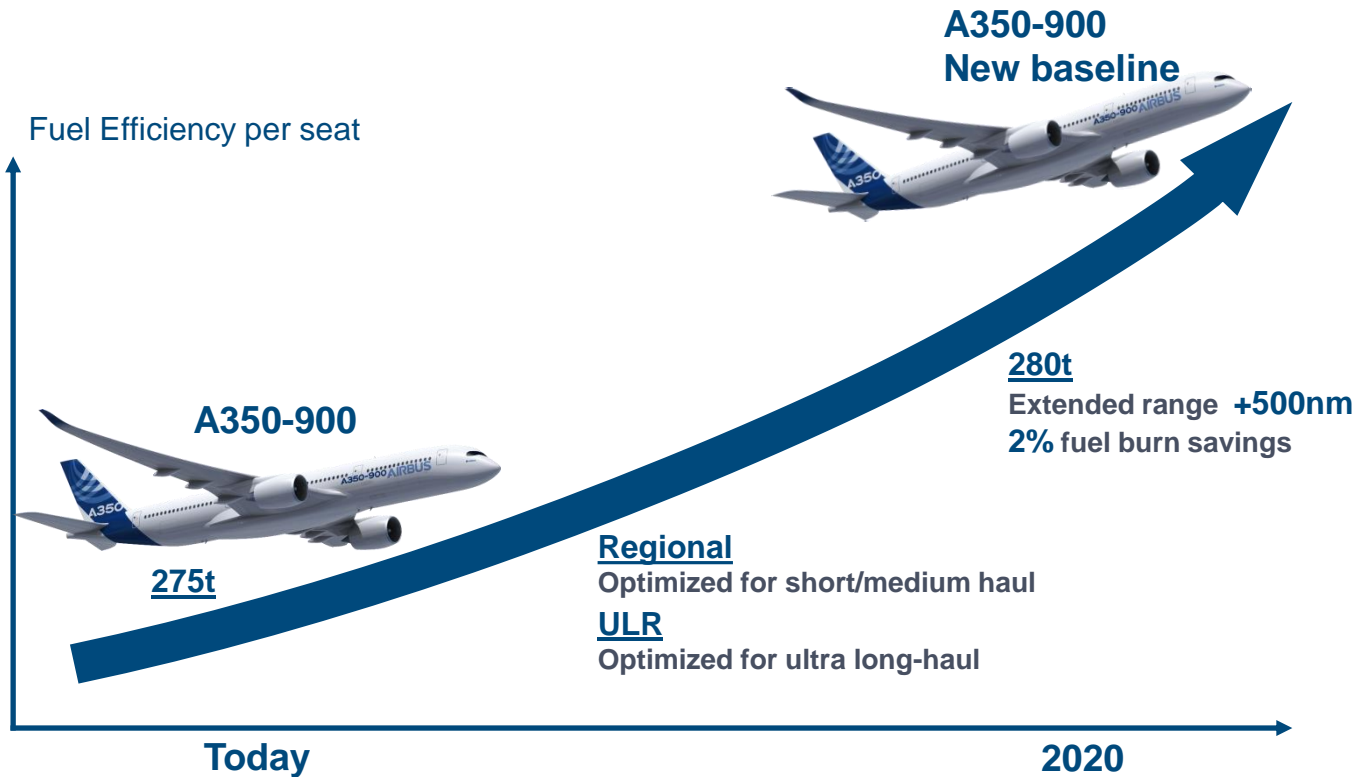


A350 XWB Family designed to maximize airline profitability



A350 XWB strategy

Continuous incremental development turning innovation into higher aircraft value



1% from aerodynamic enabler, 1% from engine enabler

Airbus Product line



A380 Family
From 400 to 600+ seats



A350 XWB
From 280 to 370 seats



A330 Family
From 250 to 300 seats



A320 Family
From 100 to 240 seats

A380 Family

Undisputed
Industry flagship

Passenger comfort expectations



A380
18"

777
17"



18" wide seats for more Personal Space*

Personal space = seat pitch * seat width

A380



Etihad Residence



Asiana Economy class



Emirates shower spa



Air France Economy class

A **unique** passenger experience



A380 vs 777-9 cost efficiency

A380 vs. **777-9**
 18" seat width 18" seat width

Cash
Operating
Cost per seat

+23%



A380
544 seats
11 abreast



777-9
291 seats
9 abreast

A380 vs. **777-9**
 18" seat width 17" seat width

Cash
Operating
Cost per seat

15%



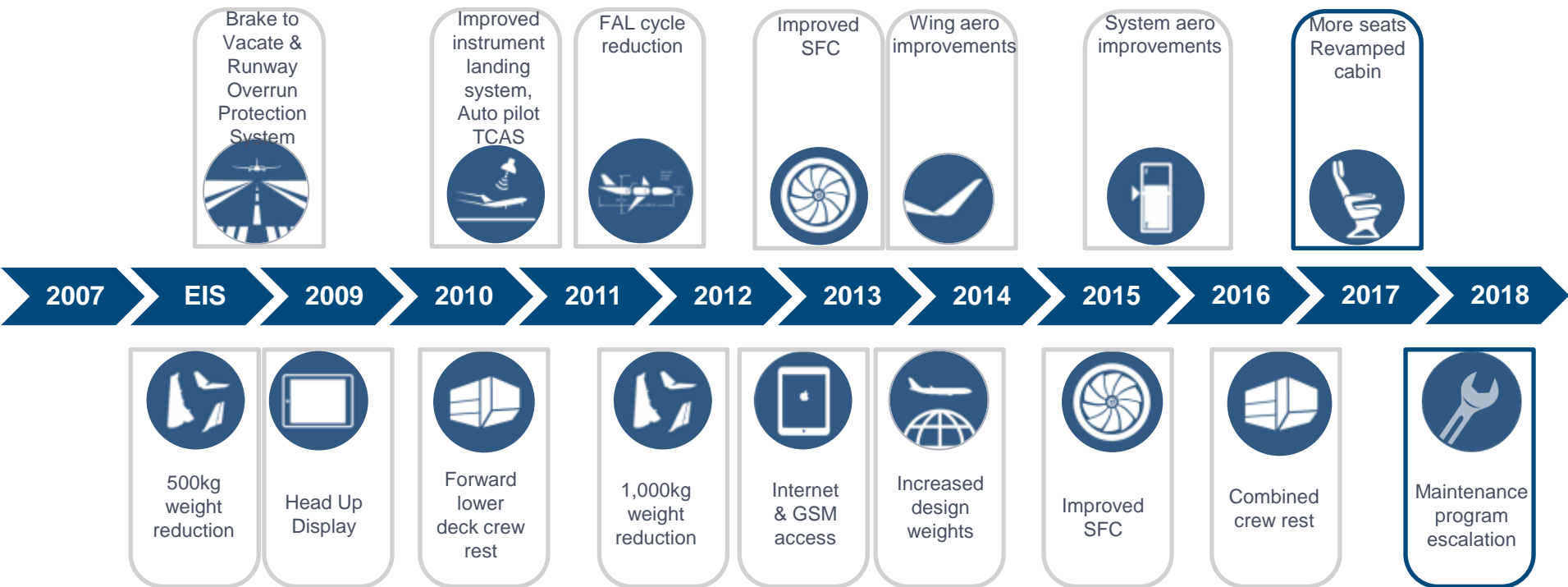
A380
544 seats
11 abreast



777-9
311 seats
10 abreast

Airbus standard economic rules; Comparison at 4000nm, \$2/USg, ; Typical 4-class configuration

A380 non-stop innovation since entry into service

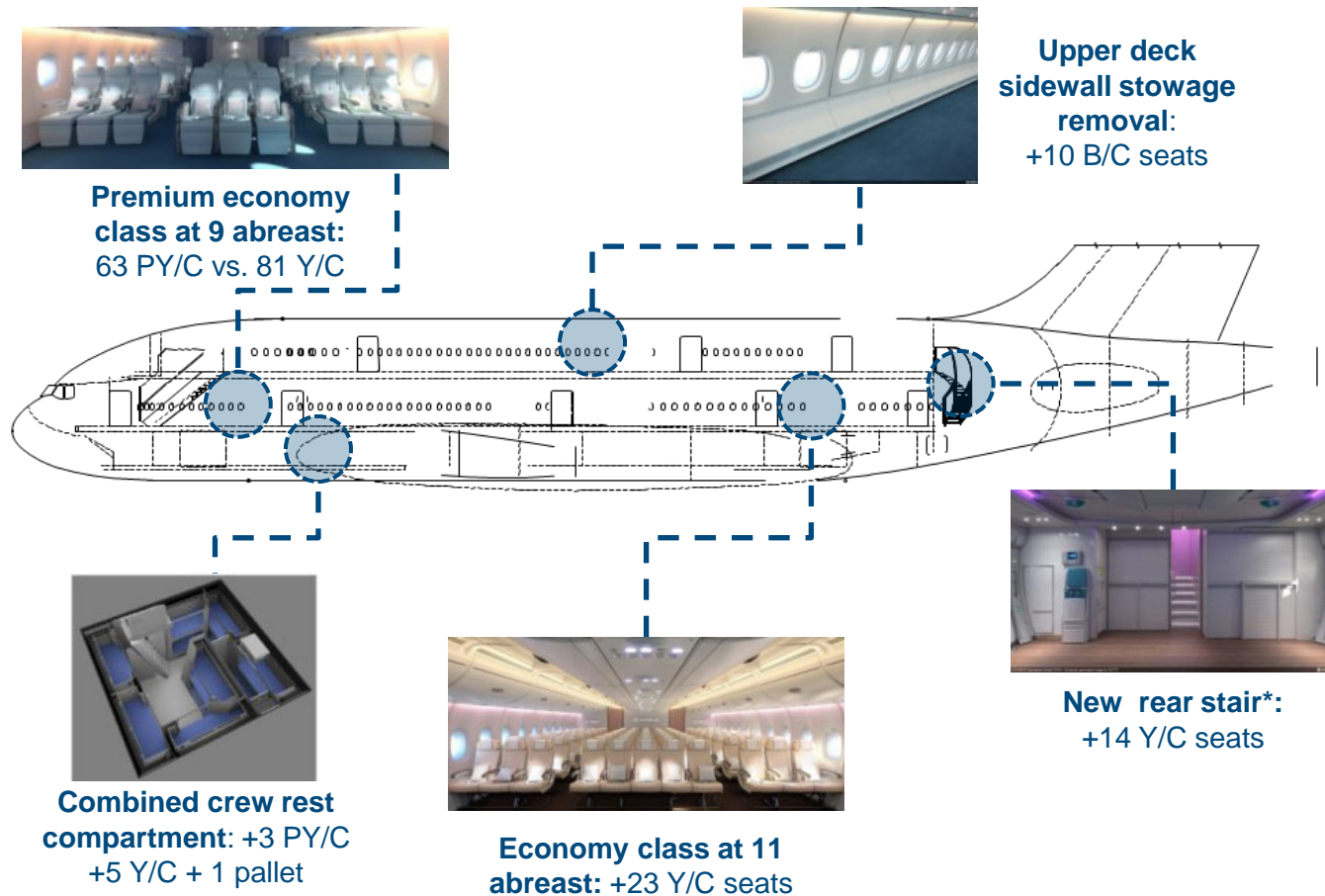




A380

Cabin enablers

\$23 million in
additional revenue
per year



NON-STOP INNOVATION DELIVERS...



Undisputed
industry
Flagship



The winning combination
Strong market recognition
of complementary roles



Single aisle
leader

...COMFORT, EFFICIENCY AND PROFITABILITY