

Presented by

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Chief Operating Officer
Customers



Commercial Update

Paris, 19th June 2007



Airbus today

A380 Family



A340 Family



A350 Family



A330 Family



A320 Family



13

7,285

4,755

263

models

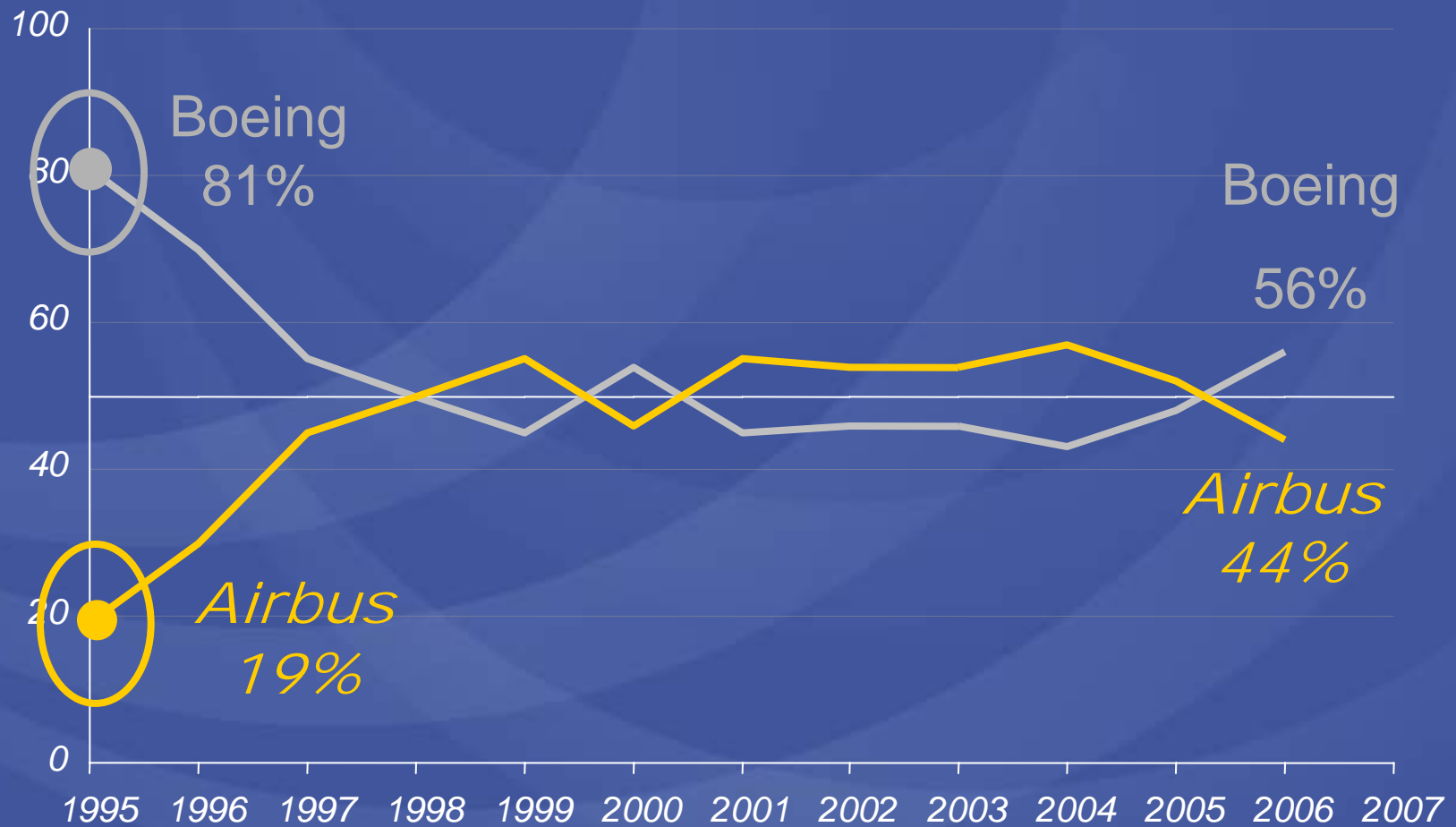
aircraft sold

delivered

customers

Order evolution

% share of gross unit orders:
1995 – end 2006



824 Airbus orders in 2006

Gross orders



The second best year ever

Airbus 2006

- **2nd** best year in orders - 824
- **best** ever year in deliveries - 434
- **highest** ever industry backlog - 2533

Air show announcements

Firm orders (to end May 2007): 201 aircraft

Monday 18th announcements:

Qatar	20 A350-800	PA	GECAS	60 A320 Family	PA
	40 A350-900	PA	ALAFCO	12 A350-800	PA
	20 A350-1000	PA		7 A320	PA
	3 A380	PA	Nouvelair	2 A320	PA
Emirates	8 A380		S7	25 A320 Family	PA
Jazeera A/I	30 A320	PA	Air France	2 A380	
US Airways	22 A350-800			18 A320 Family	
	10 A330-200				
	60 A320 Family				

Orders: 219 firm aircraft, valued at \$30 bn
plus 120 commitments, valued at \$15 bn

Total firm orders (to date): 420 aircraft

A320 Family

5,087 firm orders

181 customers

(end May 2007)

Now over 5,000 firm orders!

A320 Family – versatility breeds success

1,000th delivery



1999

2,000th delivery



2003

3,000th delivery

Jan 2007



5,000th delivery

end 2011



*From 100 to 220 seats,
from low cost carrier to VIP...
The most versatile – and successful – aircraft ever*

A330 / A340 Family

1,113 firm orders

86 customers

(end May 2007)

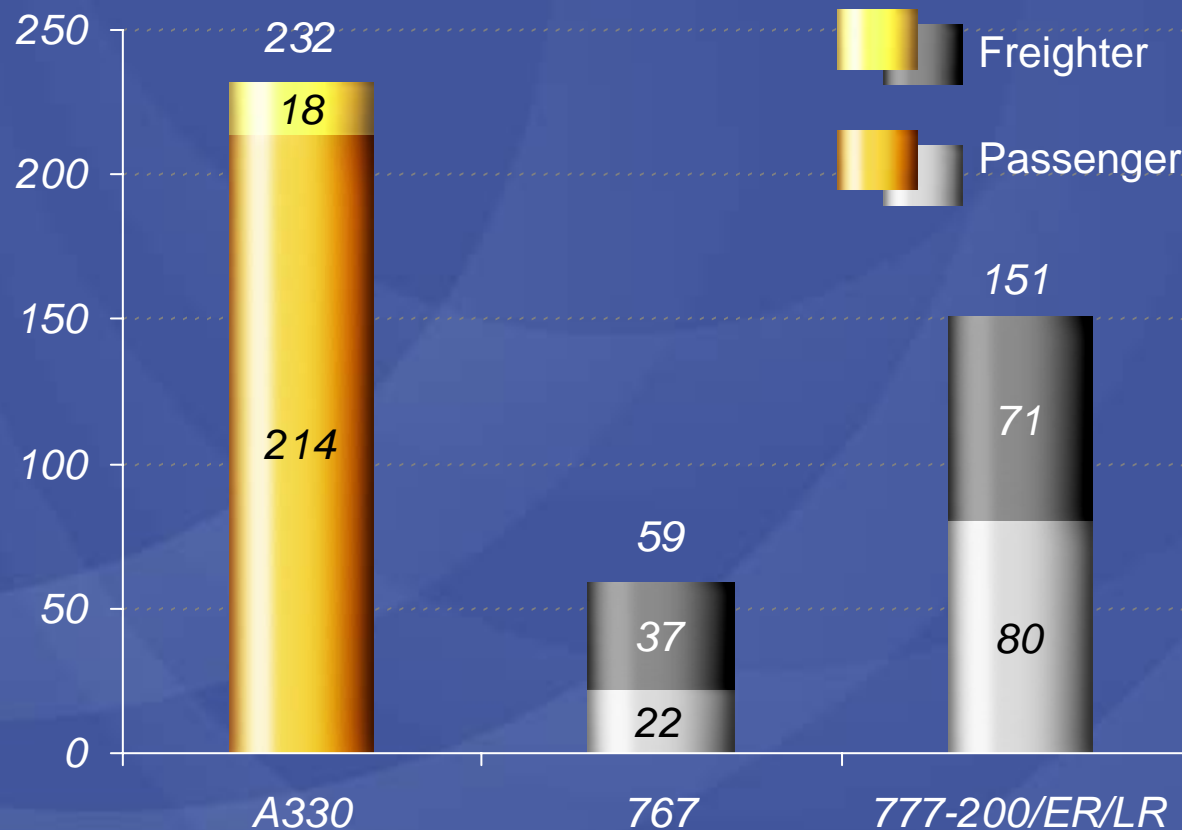


Airbus A330/A340 net sales per year



- *2006 was best year for A330/A340 net sales*
- *Airbus delivered 53% of all 200-375 seat aircraft in 2006*
- *43 aircraft sold in 2007 to end May*

A330 vs. 767 and 777-200/ER/LR backlog



The A330 is the clear leader of its generation and the right choice for investors

Data to end May 2007.

A380 Family

160 firm orders

14 customers

(end May 2007)



Designed for world growth and the environment

A380



The world needs the A380

- Air traffic will double in the next 15 years
- Big cities are getting bigger and driving world growth
- Operational constraints limit frequency growth
- Larger capacity means fewer flights and greater environmental responsibility



A380 – designed with the future in mind

Hubs drive growth



Half of the 100 fastest growing city pairs involve a hub at both ends

Growth in seats added 1995 to 2005. Source: Airbus, OAG September of each year. Non stop routes of over 2000nm. Domestic routes excluded.



Providing more capacity, more comfort



Upper deck - true widebody cabin
2-2-2 business class, common product with
Airbus long range family

Main deck - the widest cabin ever
wider seats in every class



Large innovation potential



8000nm plus range



Saving the planet

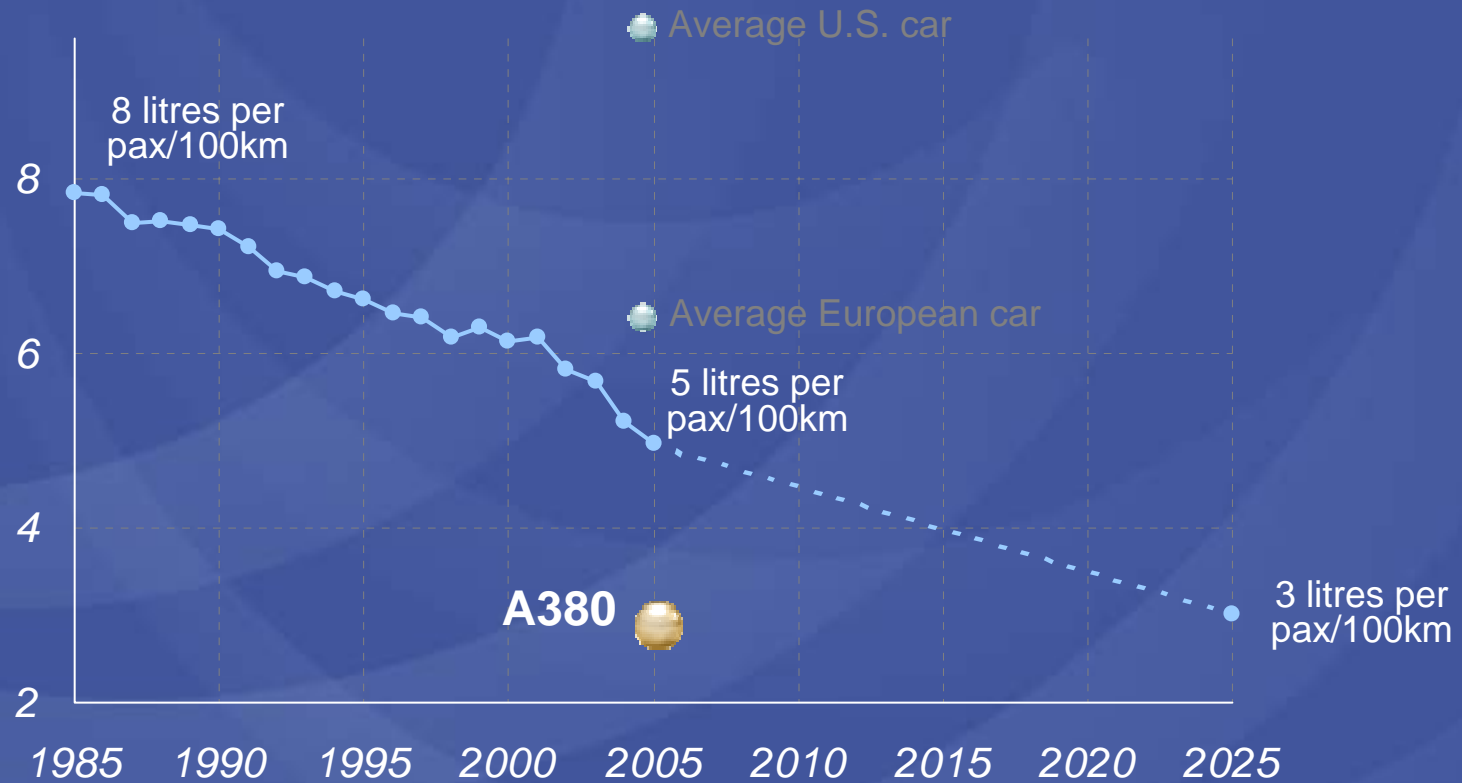


- 17 dB margin to current Chapter 4 (27 dB margin to Chapter 3)
- QC2 for takeoff and QC0.5 for landing at London Heathrow
- 2.9 litres of fuel per pax per 100 km (current fleet average of 5 litres)
- Less than 75g of CO₂ per pax per km (EU car manufacturers' target: 140g per km in 2008)
- Minimizing environmental impact through greater network efficiency (fewer flights, less noise, less pollution)

... One A380 at a time

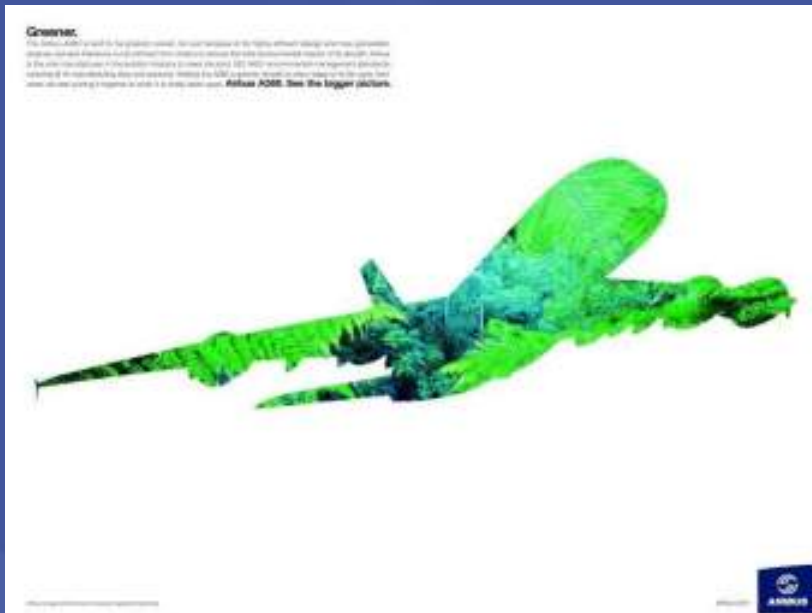
A380 is 20 years ahead of the fleet

Worldwide passenger air traffic fuel consumption (litres per 100 ASK)



The A380 is the first aircraft to consume less than 3 litres of fuel per 100 ASK

A380 is 20 years ahead of the fleet



At 5 litres per 100 RPK,
the aviation industry burns
160 million tonnes of fuel per year



*A380 technology would save
65 million tonnes of fuel today*



Taking the lead:
the **A350** **XWB**
XTRA WIDE BODY



A350 XWB



- Wider, more comfortable **Cabin** incorporating innovative Airbus Cabin Vision features and personalised IFE

- **Aerodynamics** for Mach 0.85 cruise with unequalled levels of efficiency



- Light, robust, repairable **Structure**

- A380 **Systems** and **Cockpit** commonality

- Advanced Rolls-Royce Trent XWB **Engines** delivering best levels of fuel efficiency, maintainability and environmental impact

Respecting the environment



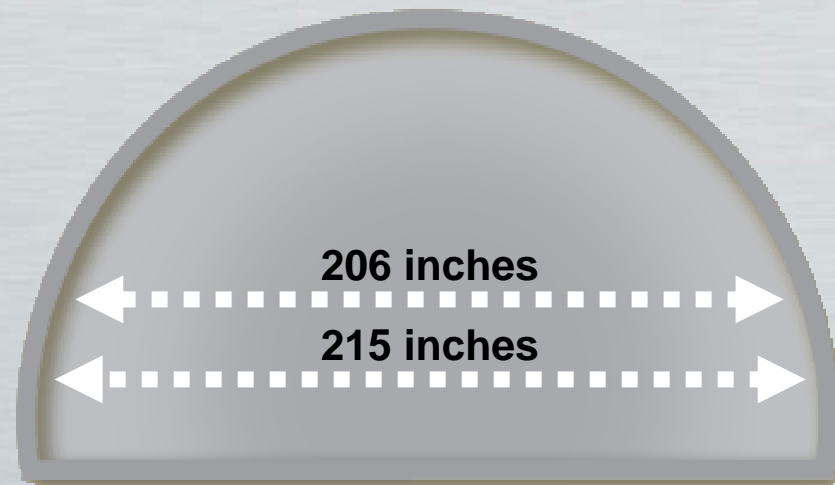
- **Low noise levels**
 - Stage IV minus ~ 10dB
- **Low emissions levels**
 - 30% below CAEP/6 NOx level
- **Powerful takeoff performance**
 - Optimised calculations using On-board Information System
 - 85dB noise contour within airfield boundary
- **Precision on-airport guidance systems**
 - On-board Airport Navigation System
 - Brake To Vacate

Dimensioned for the future – Xtra wide



A350

787



Xtra comfort all round

- 5 inches wider at eye level
- 5 inches wider at the shoulder
- 5 inches wider at armrest

A350 XWB range



● One family, 3 models, similar range

A350 XWB – Xtra efficiency



Seats (3-class)*

Design range

MWE per seat

Block fuel per seat

Cash Operating Cost per seat

Noise Classification at London

Departure

Arrival

A350-900	787-9	777-200ER
314	280	301
8,100nm	8,100nm	7,700nm
Datum	+2%	+16%
Datum	+4%	+30%
Datum	+7%	+25%
QC1	QC1	QC2
QC0.5	QC0.5	QC1