Air transport has a role in most people life ...

Share time with friends and family
Discover new horizons and cultures
Open new markets
Increase opportunities and business
Resolve global issues

... people and goods need to fly
Today’s passenger traffic 36% above 2000 level

RPK growth: 2007 vs. 2000

North America +8%
Europe +25%
Latin America Int’l +25%
Middle East Int’l +144%
Africa Int’l +54%
India +184%
Asia-Pacific Int’l +27%
China +177%

Source: ATA (North America), AEA (Europe), AAPA Int’l (Asia-Pacific), IATA Gabi (Latin America, Africa & Middle East), CAAC (China)
The main drivers of tomorrow’s traffic growth

- Growing Middle East passenger and cargo hubs
- Asia: a new economic paradigm in the making
- LCCs in Asia growing in number and traffic share
- Accelerating deregulation in Asia
- Continuing high growth rate for domestic China and emerging China international outbound traffic
20-year demand for 24,262 new passenger & freighter aircraft

- **Single-aisle**: 16,620
- **Twin-aisle**: 5,944
- **Large aircraft**: 1,698

**Deliveries**

<table>
<thead>
<tr>
<th>Type</th>
<th>% Unit</th>
<th>% Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single-aisle</td>
<td>68%</td>
<td>40%</td>
</tr>
<tr>
<td>Twin-aisle</td>
<td>25%</td>
<td>41%</td>
</tr>
<tr>
<td>Large aircraft</td>
<td>7%</td>
<td>19%</td>
</tr>
</tbody>
</table>

Passenger aircraft ≥100 seats
24,262 GMF 2007 vs. 22,663 GMF 2006 results

All passenger (≥100 seats) and freighter aircraft new deliveries

Single-aisle

Value (US$ trillion) 1.01 1.14

Twin-aisle

Value (US$ trillion) 1.08 1.16

Large aircraft

Value (US$ trillion) 0.5 0.52

1,599 units more demand than anticipated in 2006
GMF 2007 vs. GMF 2006 results

All passenger (≥100 seats) and freighter aircraft new deliveries

2006-2025 new deliveries

GMF 2006

22,663

~700

2nd hand aircraft less attractive

~500

Higher traffic growth

~250

Full coverage of 100-seater market

~150

1 year additional growth

24,262

2007-2026 new deliveries

GMF 2007
### 2007-2011: highest yearly traffic growth in emerging and large population regions

<table>
<thead>
<tr>
<th>Expanding Regions</th>
<th>Growth Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>India</td>
<td>+11.3%</td>
</tr>
<tr>
<td>China</td>
<td>+11.1%</td>
</tr>
<tr>
<td>Eastern Europe</td>
<td>+9.4%</td>
</tr>
<tr>
<td>Middle East</td>
<td>+9.0%</td>
</tr>
<tr>
<td>CIS</td>
<td>+8.6%</td>
</tr>
<tr>
<td>Africa</td>
<td>+7.7%</td>
</tr>
<tr>
<td>Asia*</td>
<td>+6.8%</td>
</tr>
<tr>
<td>Latin America</td>
<td>+6.6%</td>
</tr>
</tbody>
</table>

**5.6 billion people**

<table>
<thead>
<tr>
<th>Developed Regions</th>
<th>Growth Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australasia</td>
<td>+6.4%</td>
</tr>
<tr>
<td>Western Europe</td>
<td>+5.6%</td>
</tr>
<tr>
<td>Japan</td>
<td>+5.2%</td>
</tr>
<tr>
<td>North America</td>
<td>+4.1%</td>
</tr>
</tbody>
</table>

**1 billion people**

*Asia excludes India & China*
The world of 2026 will be very different from today

<table>
<thead>
<tr>
<th>1986</th>
<th>2006</th>
<th>2026</th>
</tr>
</thead>
<tbody>
<tr>
<td>1- US</td>
<td>1- US</td>
<td>1- US</td>
</tr>
<tr>
<td>2- Japan</td>
<td>2- Japan</td>
<td>2- China</td>
</tr>
<tr>
<td>3- Germany</td>
<td>3- China</td>
<td>3- Japan</td>
</tr>
<tr>
<td>4- UK</td>
<td>4- Germany</td>
<td>4- Germany</td>
</tr>
<tr>
<td>5- France</td>
<td>5- UK</td>
<td>5- India</td>
</tr>
<tr>
<td>6- Italy</td>
<td>6- France</td>
<td>6- UK</td>
</tr>
<tr>
<td>7- Brazil</td>
<td>7- Italy</td>
<td>7- France</td>
</tr>
<tr>
<td>8- Canada</td>
<td>8- Canada</td>
<td>8- Brazil</td>
</tr>
<tr>
<td>9- Mexico</td>
<td>9- Brazil</td>
<td>9- Italy</td>
</tr>
<tr>
<td>10- Spain</td>
<td>10- India</td>
<td>10- Russia</td>
</tr>
<tr>
<td>11- China</td>
<td>11- Spain</td>
<td>11- Mexico</td>
</tr>
<tr>
<td>12- Netherlands</td>
<td>12- South Korea</td>
<td>12- South Korea</td>
</tr>
</tbody>
</table>

Ranking by real GDP

Source: Global Insight, Airbus
Emerging countries will drive the world economy

Bubble size proportional to real GDP at PPP (Purchasing Power Parity) in US$billions in 2012

Source: Global Insight, Airbus
Other emerging countries as big as China and India combined.

- China and India today: more countries to follow

- 21 countries, 2 billion people

Emerging countries of today:
- Brazil
- Ukraine
- Turkey
- Russia
- Indonesia
- Argentina

Emerging countries of tomorrow
Great potential for Low Cost Carriers (LCC) around the world

<table>
<thead>
<tr>
<th>Region</th>
<th>LCC Market share (seats):</th>
<th>Population</th>
<th>Number of LCCs</th>
<th>Deregulation</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>28%</td>
<td>335m</td>
<td>13</td>
<td>1978</td>
</tr>
<tr>
<td>Latin America</td>
<td>20%</td>
<td>560m</td>
<td>10</td>
<td>acceleration today</td>
</tr>
<tr>
<td>Europe</td>
<td>30%</td>
<td>490m</td>
<td>44</td>
<td>1997</td>
</tr>
<tr>
<td>Asia-Pacific</td>
<td>12%</td>
<td>3.9b</td>
<td>43</td>
<td>acceleration today</td>
</tr>
</tbody>
</table>
LCC and emerging market fleets growing more than twice as fast as the others

LCC in BRIC* countries growing at 14.4% per year

* Brazil, Russia, India & China
India and China fastest growing, but US remains the largest market

Traffic volume in 2026
(RPKs - billions)

- Domestic USA
- Western Europe (Domestic + Intra)
- Western Europe - USA
- Domestic P.R. China
- Western Europe - Asia
- P.R. China - USA
- Domestic India
- Domestic Japan
- Indian Sub. - P.R. China
- Australia - Middle East

Ratio to 2006 traffic
Network airlines’ demand represents 70% of total

Passenger aircraft demand ≥100 seats

Excluding freighters
Large replacement opportunity for aircraft driving demand

- 14,980* passenger and freighter fleet in service in 2007
- 13,772 aircraft to be replaced by a more eco-efficient model (92% of current fleet)
- 1,208 aircraft will still need to be replaced by 2026

* end-2007 passenger and freighter fleet in service
20-year demand for 24,262 aircraft

- 16,620 single aisles
- 5,944 twin aisles
- 1,698 very large aircraft

Market value of $2.8 trillion
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
More mega-cities

Number of mega-cities

- 1970: 4
- Today: 26
- 2015: 33

Mega-cities: agglomerations of more than ten million people.

747 era → A380
Larger mega-cities

1985

2015

Urban population
- 5-10 million
- 10-15 million
- 15-20 million
- 20-25 million
- >25 million

Source: UN, Thomas Brinkhoff: City Population, Airbus
Mega hub cities are big points of origin and destination

For routes over 2,000nm/3,700km excluding domestic traffic

77% of the passengers flying long-range want to travel from/to these cities
The reality about hub-cities

- Hub cities are big points
- Hub cities are getting bigger
- Hub-cities are the most **dynamic** cities
- Hub traffic to double in 20 years
Stronger hubs and network development

**More efficient network**
- Hubs are points too
- Improve connectivity
- Fewer flights
- Less fuel
- Less emissions
- Less noise

**Less efficient network**
- Market development
- If traffic/frequency sufficient
- More flights
- More fuel
- Higher emissions
- Greater noise

![Graph showing comparison between hub and point-to-point networks](image)
In 2015 60% of Europe to Asia traffic will be hub-to-hub

**Hub-to-hub**
- Examples: BJS-FRA, SEL-LON
- Growth potential: 48 current and 3 new city pairs
- Organic growth: +14.7 million seats

**Hub-to-secondary**
- Examples: TYO-VIE, HEL-BKK
- Growth potential: 168 current and 61 new city pairs
- Organic growth: +8 million seats

**Secondary-to-secondary**
- Examples: BHX-LHE, MAN-HYD
- Growth potential: 37 current and 9 new city pairs
- Organic growth: +0.9 million seats

31 Million seats in 2015

43 Million seats in 2015

3 Million seats in 2015
Air travel is a strong growth market

Air traffic will double, airport capacity will not

Source: ICAO, Airbus
70% of the worldwide traffic concentrated in 250 airports

93 capacity constrained airport represents 64% of worldwide traffic

Source: IATA, OAG, Airbus, Schedule flights, September 2007. 3492 airports with registered scheduled operations
Already operating at or near design capacity

Source: CAPA, ACI, Airbus
More flight delays in Europe and in the US

Flight delays (% of total flight)*

Source: FAA, AEA, CAA, Airbus

* 12 months rolling average at 15 minutes or more delay

Source: FAA, AEA, CAA, Airbus
Worsening of congestion could push VLA demand higher

<table>
<thead>
<tr>
<th>Scenario</th>
<th>VLA Demand</th>
</tr>
</thead>
<tbody>
<tr>
<td>GMF Base</td>
<td>1,283</td>
</tr>
<tr>
<td>(Low congestion)</td>
<td>1,283</td>
</tr>
<tr>
<td>Scenario 1</td>
<td>1,528</td>
</tr>
<tr>
<td>(Medium congestion)</td>
<td>1,528</td>
</tr>
<tr>
<td>Scenario 2</td>
<td>1,771</td>
</tr>
<tr>
<td>(High congestion)</td>
<td>1,771</td>
</tr>
</tbody>
</table>
Top ten reasons why bigger is better

1. Traffic to almost treble in next 20 years
2. “Hub-to-hub” is just “big point-to-big point”
3. Global Hub Cities getting bigger, inhabitants richer and more internationally mobile
4. People live in and want to go to global hub cities
5. Passengers want more comfort and cheaper flights
6. New large aircraft offer better economics
7. New large aircraft are more eco-efficient
8. Diminishing return of additional frequency
9. Airport congestion worsening
10. Airport capacity improvement limited
Airbus doing more with less

- More passengers, less flights
- More passengers, less fuel consumption
- More passengers, less noise
- More passengers, less CO2 emission
A380: more passengers, less fuel consumption

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

The A380 is the first aircraft to consume less than 3 litres of fuel per 100 ASK
Like a car pool; only better

Environmental efficiency through airline productivity

Source: ICAO, Airbus
“By 2016, … the A380 could enable nearly 10 million more passengers to fly to/from Heathrow with no increase in flights”

Eryl Smith
Business Strategy, Planning and Development Director

A380 maximises slot and space utilisation to the benefit of airlines, airports and the environment
A380: more passengers, less noise

Airbus doing more with less

85 dbA contour at London Heathrow – 5,000 nm mission

A380… half the noise footprint on departure with 40% more capacity per flight
A380: more passengers, less emissions

Airbus doing more with less

Relative to CAEP4 limits in %

-98% -80% -58% -55% -32% -17%

HC CO NOx
ACARE’s ambitious goals:

50% cut in CO2 emissions > Vision 2020

Aircraft manufacturers 20-25%

Engine manufacturers 15-20%

Operations 5-10%

Air Traffic Management
The Airbus Way: **Greener, Cleaner, Quieter, Smarter**

**Global ISO 14001 Certification**

- **Investing in research to design cleaner aircraft.**
- **Managing the supply chain for a shared vision of environmental responsibility.**
- **Inventing new best practices to disassemble and recycle end-of-life aircraft.**
- **Optimising aircraft operations and maintenance for enhanced environmental performance.**
- **Mitigating the impact of manufacturing on the environment thanks to cleaner technologies and processes.**
- **Developing intermodal transport solutions for minimal infrastructure footprint.**
February 1st, 2008: groundbreaking first test flight with alternative fuels

Greener, Cleaner, Quieter, Smarter

- 1st flight from Filton to Toulouse
- GTL provided by Shell
- GTL to be made of gas or organic plant matters
- 1st step in long term testing to evaluate viable and sustainable alternative fuel of the future
- GTL has attractive characteristics for local air quality (no sulphur) and fuel burn
Greener by recycling

Greener, Cleaner, Quieter, Smarter

Developing environmental best practices for aircraft dismantling and recycling

Airbus PAMELA project

PAMELA: Process for Advanced Management of End-of-Life of Aircraft
Airbus doing more with less

Greener, Cleaner, Quieter, Smarter

Vision
Ambition
Innovation
Determination

Airbus leading the industry in eco-efficiency