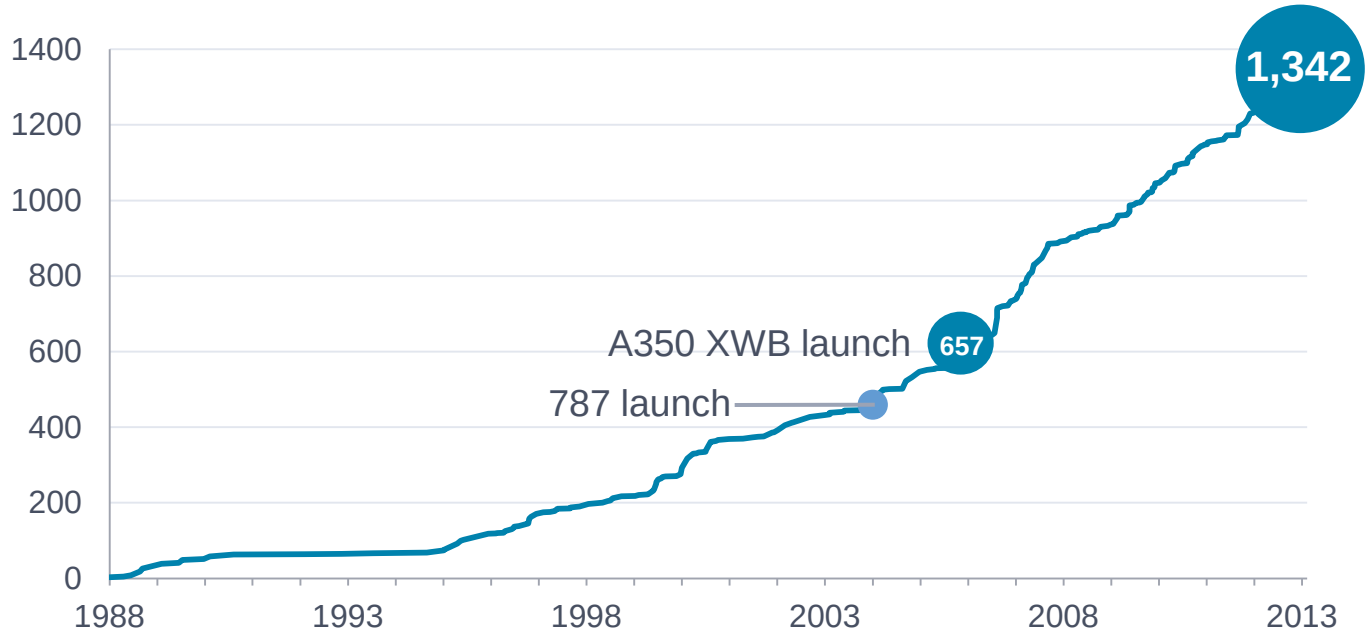
John Leahy
Chief Commercial Officer - Customers

The A330neo
Powering into the future

A330 - Airbus best selling widebody programme

A330 cumulative net orders



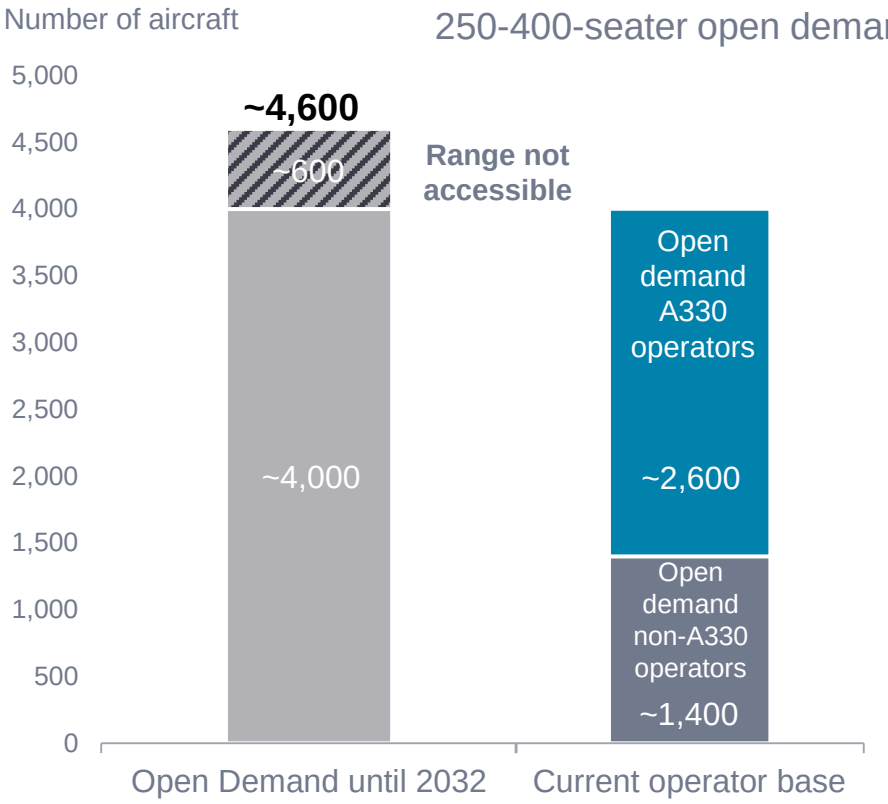
A330

100%

increase in order book since A350 XWB launch

AIRBUS

A330neo has an accessible market of 4000 aircraft



A330neo

Will sell over 1000 aircraft

A330ceo and A330neo offer complementary solutions

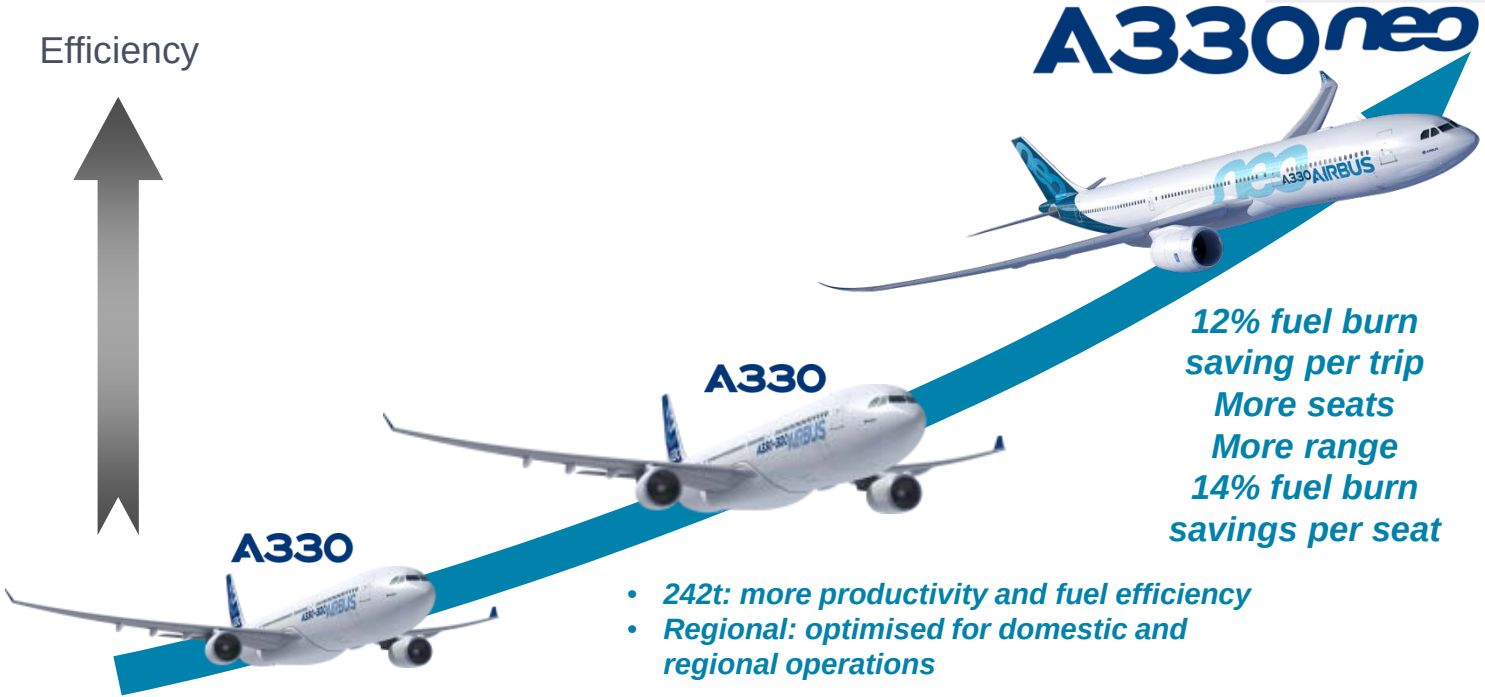
Will continue to be the preferred solution beyond 2030

Source: GMF

Open demand = demand not already satisfied by aircraft in backlog

Well-defined Airbus A330 Family product strategy

Efficiency



12% fuel burn saving per trip
More seats
More range
14% fuel burn savings per seat

- *242t: more productivity and fuel efficiency*
- *Regional: optimised for domestic and regional operations*

Today | **2015** | **2017**

A330neo

Building on proven values

AIRBUS

A330neo

Aerodynamic improvements

- New A330 sharklets
- 4% Aerodynamic gain from re-optimisation
- Span extension to 64m

Cabin developments

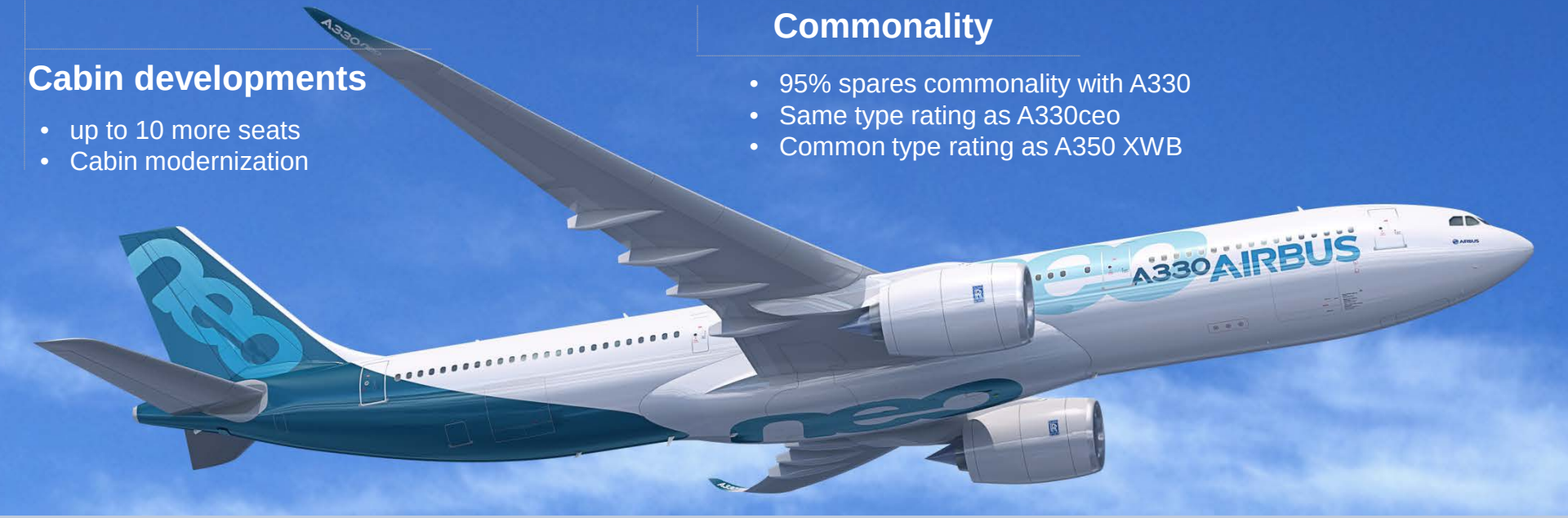
- up to 10 more seats
- Cabin modernization

New Generation Engine

- Increased fan size (from 97.5 to 112in)
- 11% Lower fuel burn at Powerplant level
- Latest engine performance improvements

Commonality

- 95% spares commonality with A330
- Same type rating as A330ceo
- Common type rating as A350 XWB



AIRBUS

Trent 7000 - a step change in power plant efficiency

- Building on 28 million hours A330/Trent 700 experience
- Trent 1000-TEN architecture with Trent XWB technology
- From 97.5” to 112” fan
- From 5:1 to 10:1 bypass ratio
- From 35:1 to 50:1 overall pressure ratio
- 68-72k lb take off thrust with great hot & high capability
- Electrical bleed air system (EBAS)
- Comparable economics for core TotalCare services and LLPs combined for new Trent 700 and 7000 proposals

Engine efficiency

11% fuel burn improvement vs. current A330 at Powerplant level

Maturity from in-service experience

A330neo aerodynamic optimisation

Wing span increased to **64m (+3.7m)**

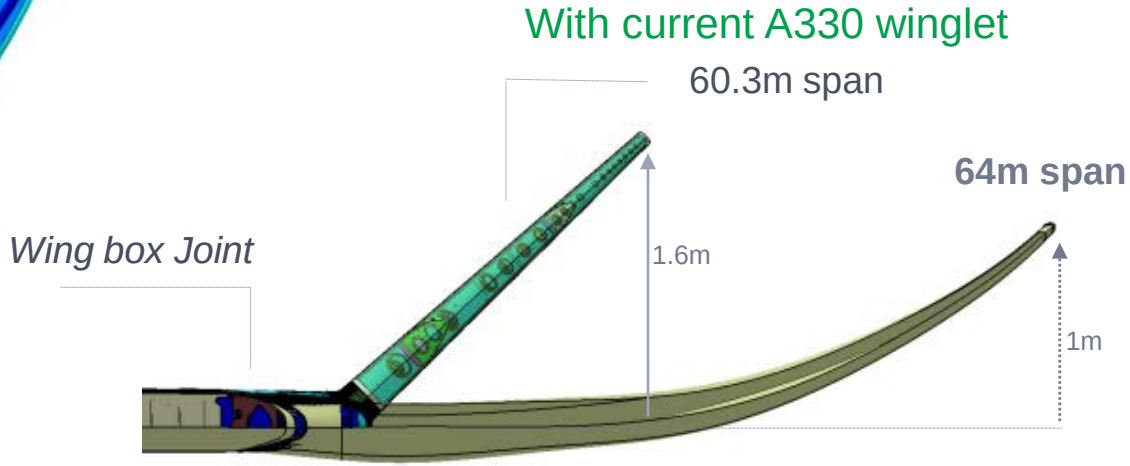
Aerodynamic optimisation

Improving lift-to-drag ratio using A350 wing philosophy

4% fuel burn savings vs. current A330

AIRBUS

A330neo sharklet



Composite A330neo sharklet

A330 sharklet

Improving lift-to-drag ratio using A350 XWB wing philosophy

AIRBUS

Airframe DMC reduction

Scheduled maintenance

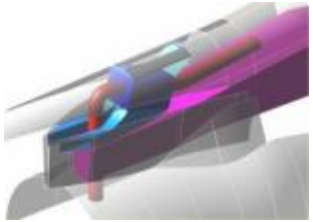
DMC: -3%

MPD evolution:
- 2C evolution from 42 to 48 months

MPD optimisation:
- deletion of fatigue sampling tasks

MPD evolution on re-designed parts*:
- A check evolution to 2000FH/ 6 months
- 50% less Man Hours for A330neo over 12 years

+



EBAS

DMC: -2%

Electrical Bleed Air System
- Pneumatic controls replaced by full electrical regulation,
- higher reliability
- Already successfully in service on A380

Airframe DMC
–
5% reduction

* Applicable to Propulsion system, Pylon and Engine Bleed, fire Extinguishing systems, wing, sharklets (or similar), center wing box, RFE, CLS…

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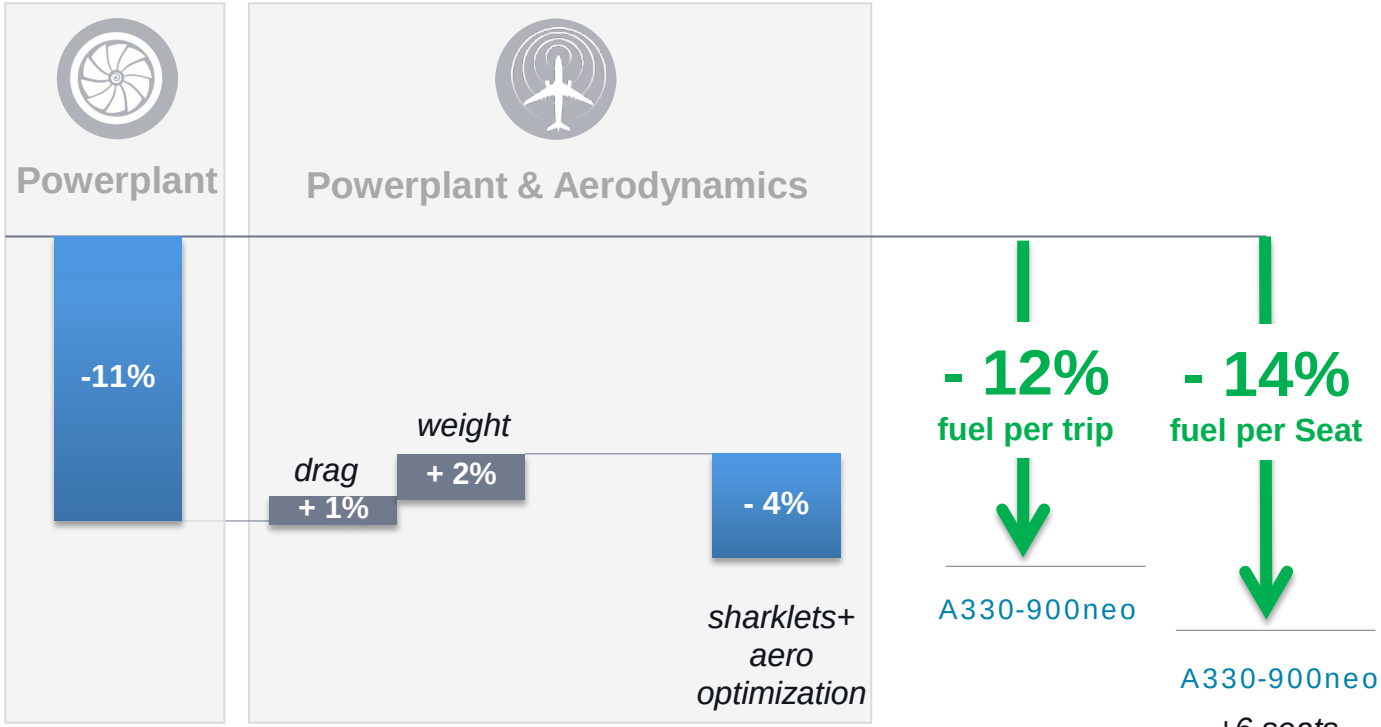
A330neo net block fuel efficiency improvement vs. A330-300



A330neo fuel efficiency

14%
lower fuel burn per seat

Datum is a A330-300 235t MTOW with Trent 772B engines Vs.

A330-900neo 242t MTOW with Trent 7000 engines

Max passenger payload – 4,000 nm mission

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A330neo cabin

A330neo cabin

Superior passenger appeal

Harmonized with A350 XWB

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A330neo cabin

A330neo cabin

18in economy seat width

Wider than 16.9in 787 seat

A330 at 8 abreast, 787 at 9 abreast

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A330neo Increased Cabin Efficiency (ICE)

New design lavatory

Based on A320 Family experience :

- Space-Flex
- Smart Lav

Optimized Crew rest

Segregated Flight Crew Rest and Cabin Crew Rest in LDMCR

A330neo cabin efficiency

Up to 10 additional seats

Superior level of comfort

LDMCR- Lower Deck Mobile Crew Rest

(*) subject to certification

A330neo basic aircraft data

	A330-800neo	A330-900neo
Standard seating	**252 seats** (36B/C 216 Y/C)	**310 seats** (36B/C 274 Y/C)
Maximum design weights	**MTOW 242t** MLW 186t MZFW 172/176t	**MTOW 242t** MLW 191t MZFW 177/181t
Engines	Trent 7000 (72,000 lbs)	Trent 7000 (72,000 lbs)
Maximum Fuel Capacity	139,090 l	139,090 l
Maximum passenger range	**7,450nm**	**6,200nm**
A330neo Max passenger range Per Boeing assumptions	A330-800neo: 8,200nm	A330-900neo: 7,000nm
787s Max passengers range Per Boeing assumptions	787-8: 7,850nm	787-9: 8,300nm

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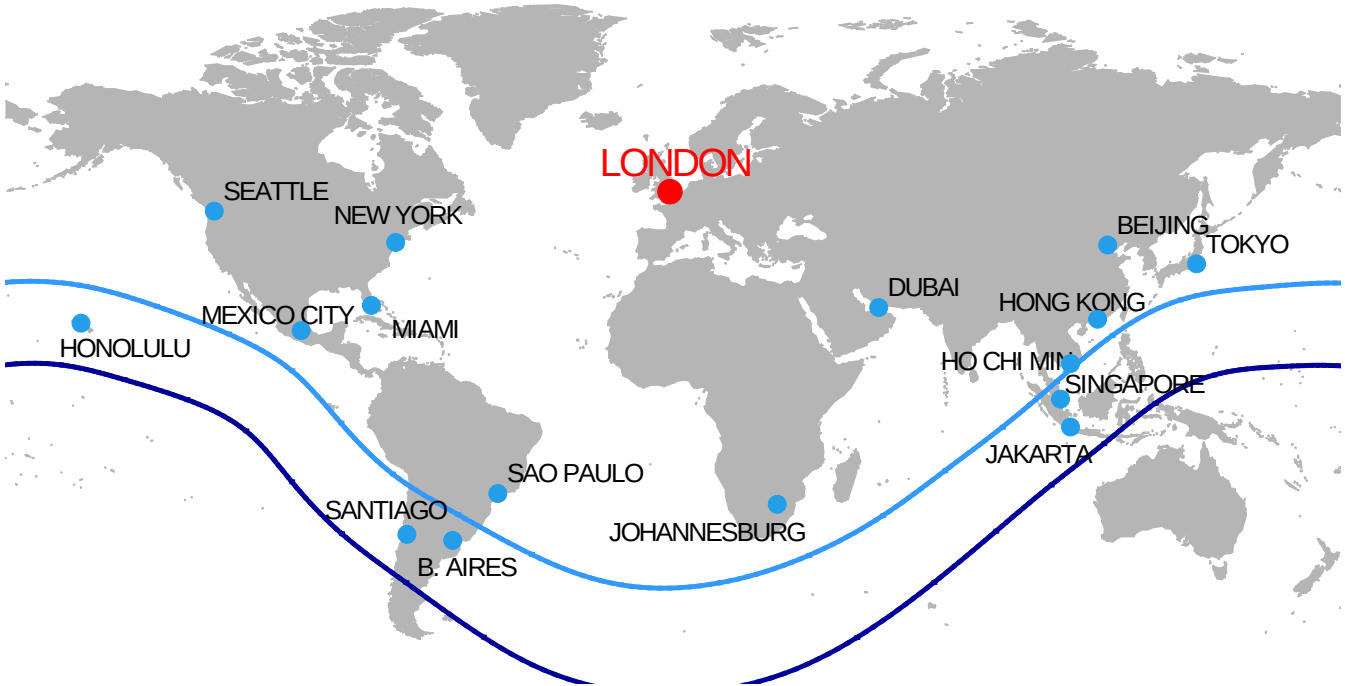
A330neo range from London



A330-800neo Trent 7000, 252 pax. 7450nm

A330-900neo Trent 7000, 310 pax. 6200nm

A330neo range

New A330 market opportunities

Nominal performance
JAR 3%, 200nm diversion
85% reliability max annual head winds

A330neo cost efficiency

A330neo

787

A330neo: the better overall solution, with greater comfort

More seats than the 787

Equal fuel burn to the 787

Lower Engine thrust 72k vs 74k: Lower EMC

Proven Airframe maintenance cost

1% Lower cash operating costs than the 787

7% Lower total cost than 787

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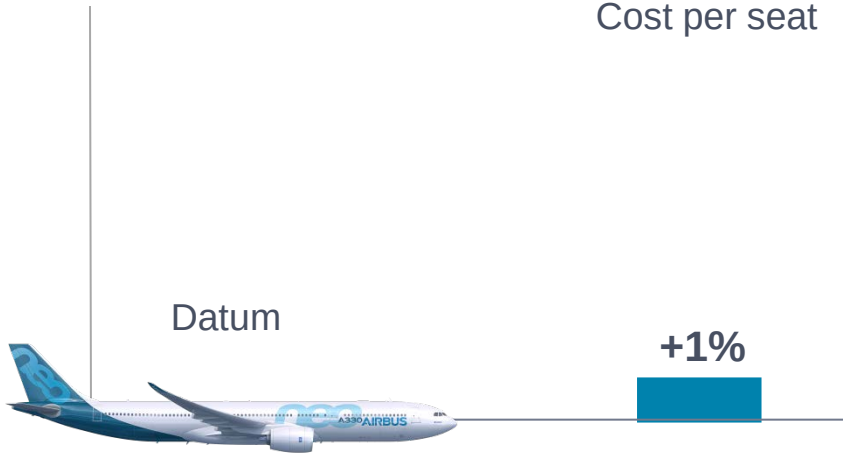
A330neo cost efficiency

Operating cost

Cash Operating Cost per seat



Greater efficiency

1% Cash cost per seat advantage against 787-9

Lease rates (USD)

A330-900neo – 1.05 M

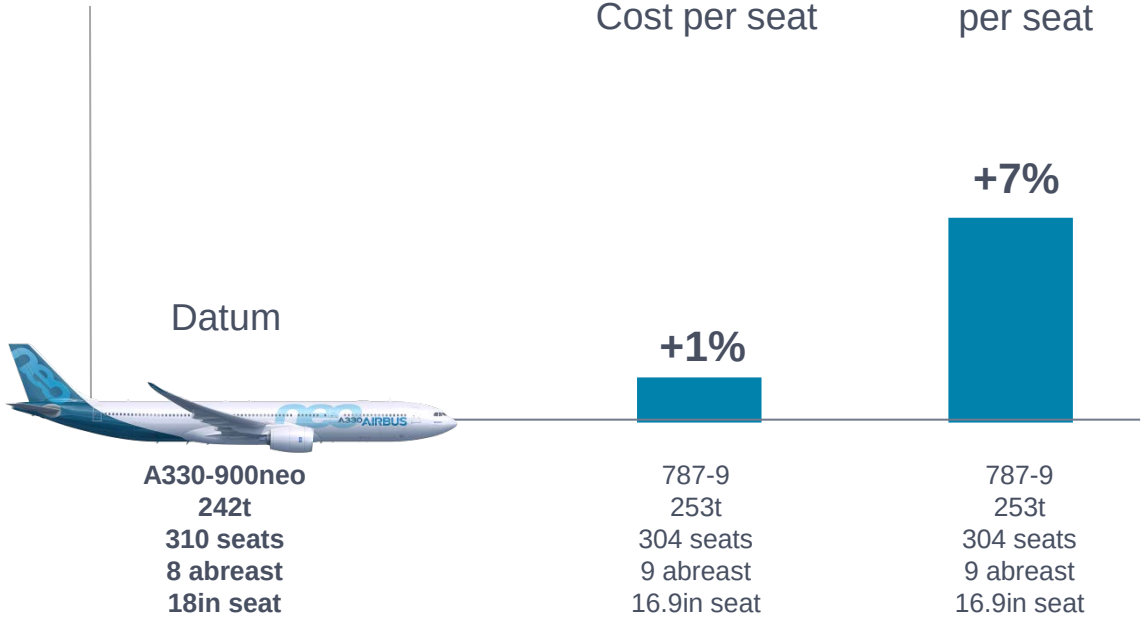
787-9 – 1.25 M

Airbus standard economic rules
787 with GE engines,

4000nm route, JAR 3%, 200nm diversion, fuel price 3 US$/Usg

A330neo cost efficiency

Operating cost



Greater efficiency

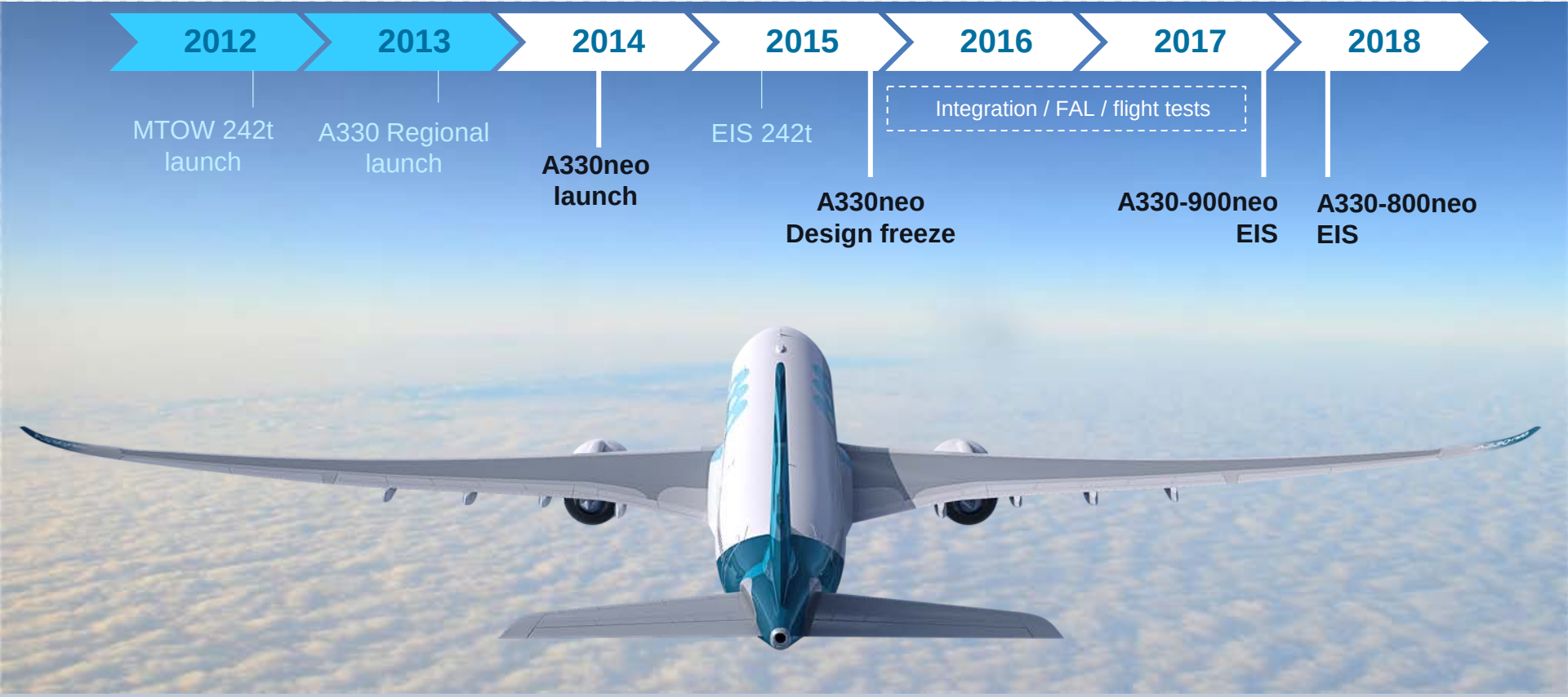
7% Total cost per seat advantage against 787-9

Lease rates (USD)
A330-900neo – 1.05 M
787-9 – 1.25 M

Airbus standard economic rules
787 with GE engines,

4000nm route, JAR 3%, 200nm diversion, fuel price 3 US$/Usg

A330 Programme timeline



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The A330 *neo* Family

- 14% fuel efficiency improvement per seat
- 400nm range increase
- More revenue potential with up to 10 more seats
- Full commonality with A330
- The perfect combination with A350XWB
- Beats 787 on trip cost and seat cost

AIRBUS


A330neo
A330 AIRBUS