Airbus Corporate Jets

Space that goes a long way
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Airbus today

23 Age of oldest Airbus aircraft*

440+ Customers & operators

10,000+ Total orders

52,500 Employees

€30 billion** Revenue

* Aircraft families in production today  ** 2010
Airbus is well established in the Latin America and Caribbean region

25 operators with over 408 aircraft on operation

Data to August 2011
Airbus has the most modern aircraft family

Years since introduction (aircraft in production today)


Old

Boeing

Airbus

737

A320

A330/A340

777

New

A350

A380

787

747

767

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Airbus offers a complete corporate jet family

Airbus Single-Aisle

Airbus ACJ318, ACJ319 and ACJ320

Airbus Widebodies

Airbus VIP Widebodies

Airbus ACJ318
Airbus ACJ319
Airbus ACJ320
Airbus ACJ330
Airbus ACJ340
Airbus ACJ350
Airbus ACJ380
Airbus’ Corporate Jet fleet is widespread & growing

Customers and operators

170+ Sales = 110+ Airbus ACJ318, ACJ319 & ACJ320 + 60+ Government & VIP Airbus widebodies
Airbus’ modern designs bring many benefits

- Advanced Fuel-saving aerodynamics
- Weight-saving composites
- Efficient engines
- Fuel-saving wingtip fences
- Common cockpit + Fly-by-wire + Centralised maintenance
- Quiet & elegant cabin
Airbus is new top-end of the corporate jet market

VLJs = Very Light Jets

- VLJs
- Small bizjets
- Mid-size bizjets
- Traditional bizjets
- Top-of-the-line bizjets
- VIP Widebodies
Airbus corporate jets are similar on the outside

Airbus ACJ318  Bombardier Global 5000  Embraer Lineage 1000  Gulfstream 4 & 450

Airbus ACJ319  Bombardier Global Express  Gulfstream 5 & 550  Gulfstream 650

... but bigger on the inside
Airbus corporate jets are much bigger on the inside

...more space than any other business jet
Customers want to take home & office comfort into the air
Airbus’ advantage in the cabin is unmatched
Airbus ACJ318 is classy and comfortable
Airbus ACJ318 delivers pretty good privacy
Airbus ACJ318 has a beautiful bathroom
Airbus ACJ319 delivers even more comfort & space
Airbus corporate jets allow a large round-table

Phoenix Airbus ACJ319 cabin concept

... round-table is often focus of family life
Airbus offers worldwide network of approved outfitters
Airbus corporate jets fly nonstop in Latin America …

Nonstop in Latin America

Unmatched comfort & space

Long-haul needs more comfort

… and have intercontinental range
Airbus corporate jets benefit from worldwide support

Excellent operational reliability

99.9%

6 Training Centres + co-operation with CAE

7 Spares Centres

Technical Advice
24 hr/day, 7 days/week

170 Field Service teams

Comprehensive Worldwide Support

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The ultimate luxury?
ACJ318 offers lounge and dining areas
The ultimate luxury?
ACJ318 offers private bedroom/office
ACJ318 en-suite washroom
Space Drives Charter Profitability

Revenue premium significantly greater than cost differential
Greater profitability driven by value of space and comfort
Over 15 Airbus corporate jets available for charter...

... highlighting their popular appeal
Charter market

• Customers on the VIP Charter market demand space and comfort and are prepared to pay a premium for it

• It is the value of space and comfort that drives the larger Airbus Corporate Jets higher utilisations and more profitable operations

• According to operators and customers, Airbus Corporate Jets command the highest charter rates and utilisations in the market
Conclusions

Airbus corporate jets

Have the best cabins
Benefit from continuing innovation
Are part of the most modern aircraft family
Deliver reliability and worldwide support