



Airbus Corporate Jets

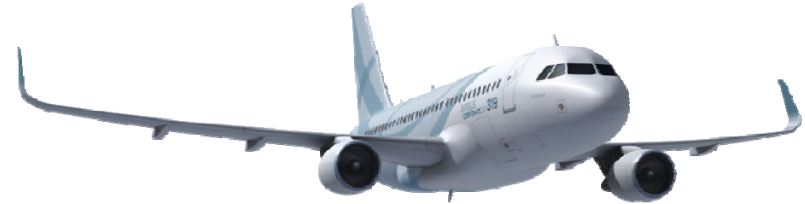
Space that goes a long way

By David Velupillai, Marketing Director



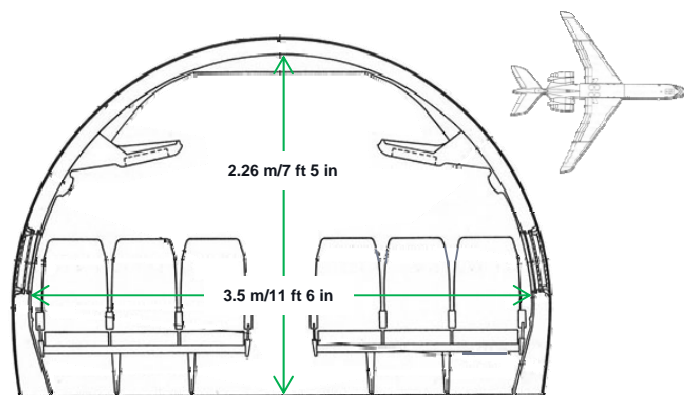
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- Large bizjets – then & now
 - Comfort
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 - Entertainment
- Cabin variations
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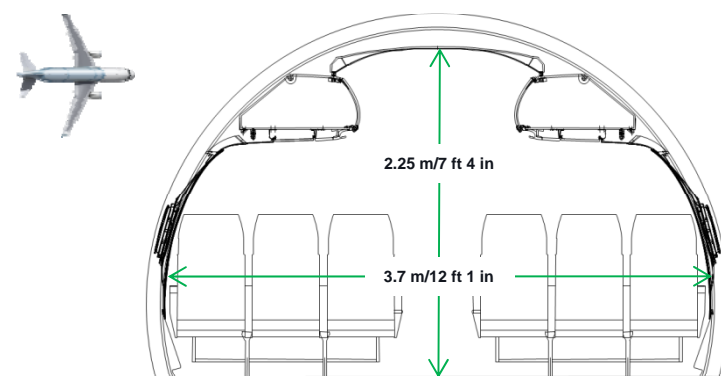


Large corporate jet cabins have improved a lot

Vickers VC-10 – 1970s



Airbus ACJ319 – 2000s



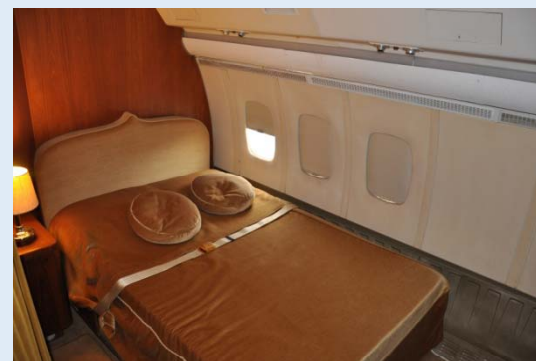
Today's large corporate jets have more space & style

Conference area

Club fours

Bedroom

Vickers VC-10 – 1970s



Airbus ACJ319 – 2000s

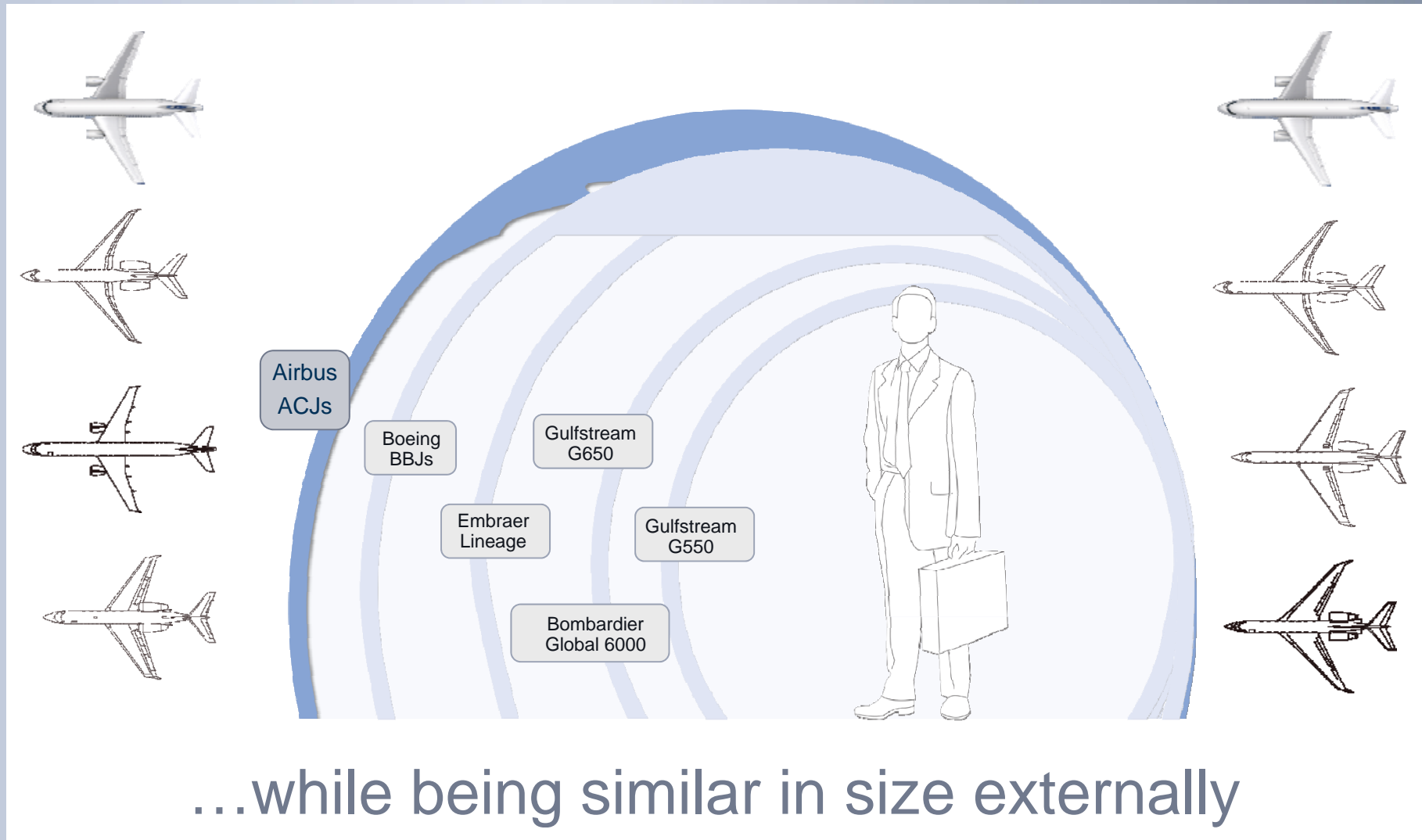


How large corporate jet cabins looked in the 1970s



Comfort

Airbus corporate jets have widest & tallest bizjet cabin



Airbus' wider and taller cabin allows...



Circular tables &
a passage alongside



Domed ceilings



Good-sized rooms &
a proper corridor

Mood lighting delivers a different ambiance...



... while retaining neutral colours in cabin furnishings

Window shades also help to change cabin feel

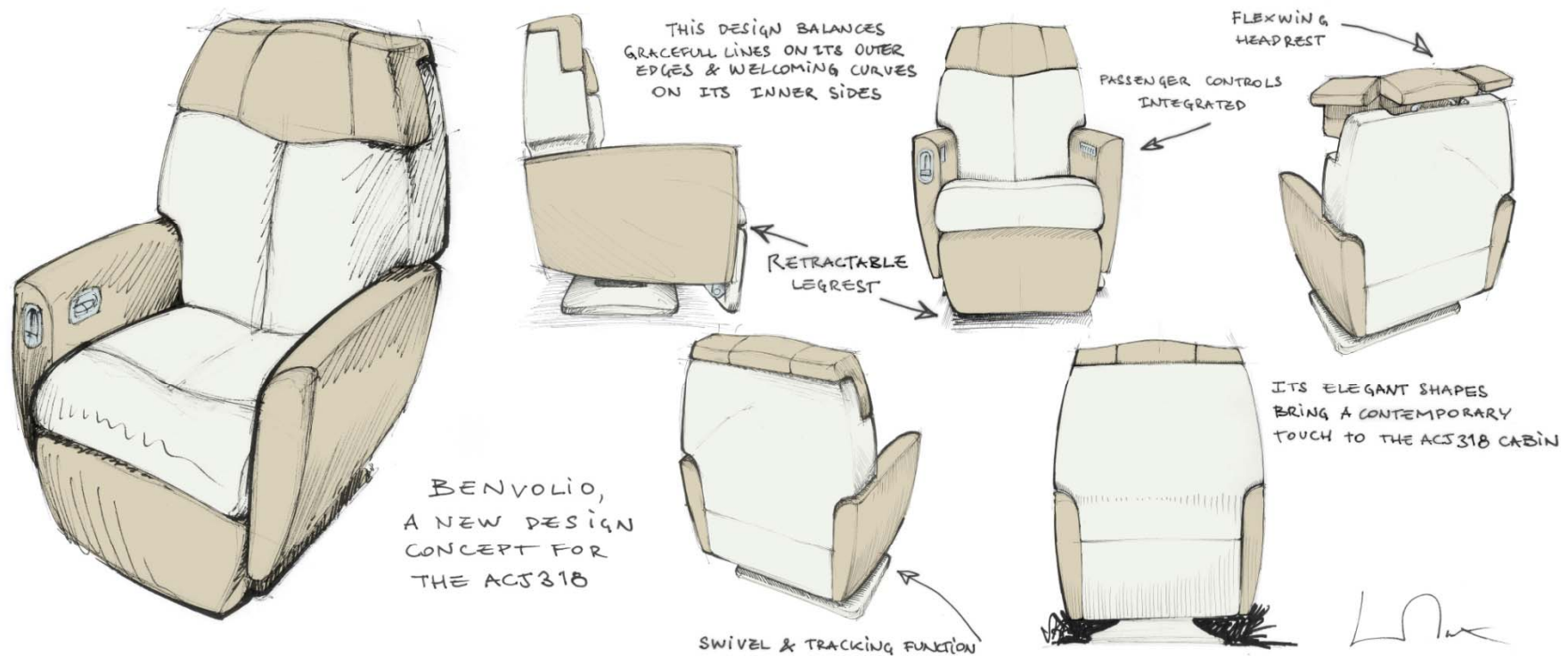


Manual
or
Electrical

Airbus ACJ319



Seat shapes and styles also change with the times ...



... example of Benvolio seat offered in Airbus ACJ318 Enhanced

Large-cabin bizjets can have beautiful bathrooms ...



... big enough for showers

Communications

Passengers want to use their personal devices onboard



- ✎ For their intended functions (e.g. ipad and iphone)
- ✎ To play music and video on the aircraft's entertainment system
- ✎ As a way to control cabin lighting, entertainment etc

GSM onboard enables passengers to stay in control



- ✈️ Reachable for important business
- ✈️ Familiarity with own device
- ✈️ VVIP passengers can be billed directly

Internet and Wi-Fi make it possible to stay in touch



Entertainment

Customers want the latest – such as HD* displays

1970s






 Small, cathode ray tube TV

* High Definition

2010s



Airbus ACJ319

-  Large, liquid crystal display TV
-  Full HD (1920 by 1080 pixels)
-  2 Terrbyte capacity servers

Satellite TV can deliver the latest news & sport



Today's passenger information is very sophisticated




1970s



 Hand-marked map

2010s



-  Instantaneous aircraft position
-  Journey time & other information
-  Can be shown on many screens

Cabin is controllable via touch-screen/personal device



- ✈️ Fingertip control of lighting, audio-visuals, window-shades
- ✈️ Convenience of own device
- ✈️ Ability to programme single-touch scenarios

Cabin variations

Cabin layouts often begin with location of bedroom

Bedroom at front

Airbus ACJ319



Bedroom in middle



Bedroom at rear



European customer's ACJ319 features quiet elegance



Beige colours are popular throughout the world

European Airbus ACJ319



Airbus ACJ319 cabin concept created for Asian market

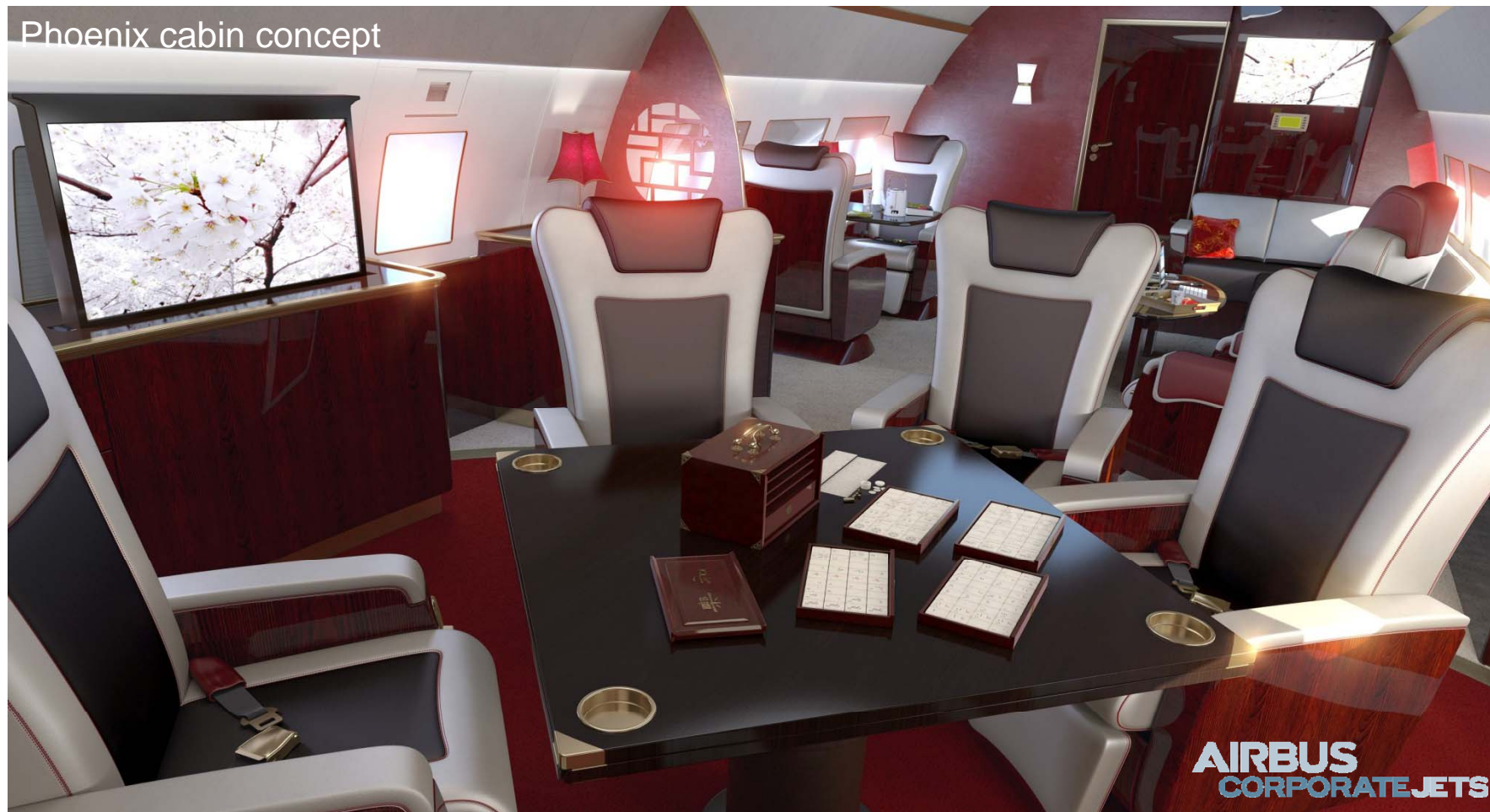
Phoenix cabin concept



Round-table is focus of family life in many cultures

Airbus' ACJ319 Phoenix concept caters to Asian tastes

Phoenix cabin concept



Round-table converts to square one, which is better for games

Airbus' ACJ319 Phoenix concept can feature a Karaoke lounge



Karaoke is a passion in many Asian cultures

Airbus offers a network of approved cabin outfitters



Evolution today

Airbus ACJ318 Enhanced

Airbus ACJ318 delivers comfort & space to a broad market



ACJ318 Enhanced brings new features & more options



- Improved cabin as standard
- Sharklets option
- Choice of new seat
- More cabin options



Airbus ACJ318 Enhanced brings new standard features

Full-height stowage



Accordia shades

Enhanced lining

Domed ceilings



- Domed ceilings throughout main cabin and office/bedroom
- Accordia window-shades & enhanced cabin-lining throughout
- High-definition in-flight entertainment (IFE)
- New passenger flight-information system (CCC Skyshow)
- Full-height stowage & integrated video control-centre

Airbus ACJ318 Enhanced offers more cabin options



ACJ318 Enhanced has improved crew-rest & stowage



Airbus ACJ318 Enhanced has domed ceilings throughout



Airbus ACJ318 Enhanced has more elegant cabin lining



Airbus ACJ318 Enhanced offers a new seat option



Airbus ACJ318 Enhanced has new washbasin at rear...

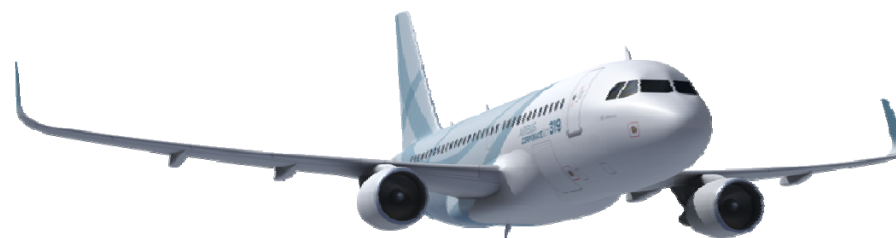


...and shower is now in option catalogue

Conclusions

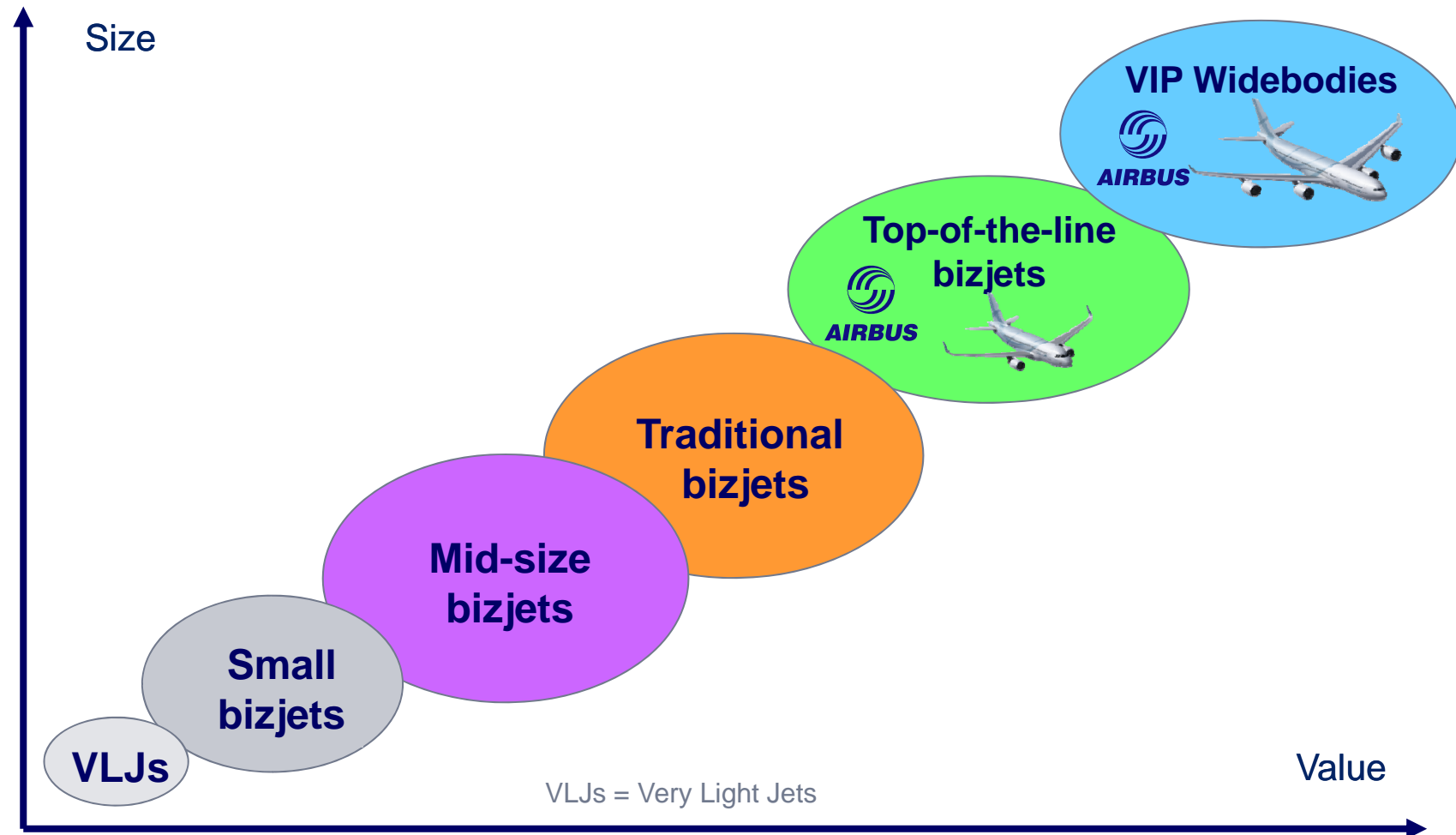


- ✈ Comfort, space and style are more important than ever
- ✈ The latest cabin technology is very much in demand
- ✈ Tastes are increasingly global, but variations remain

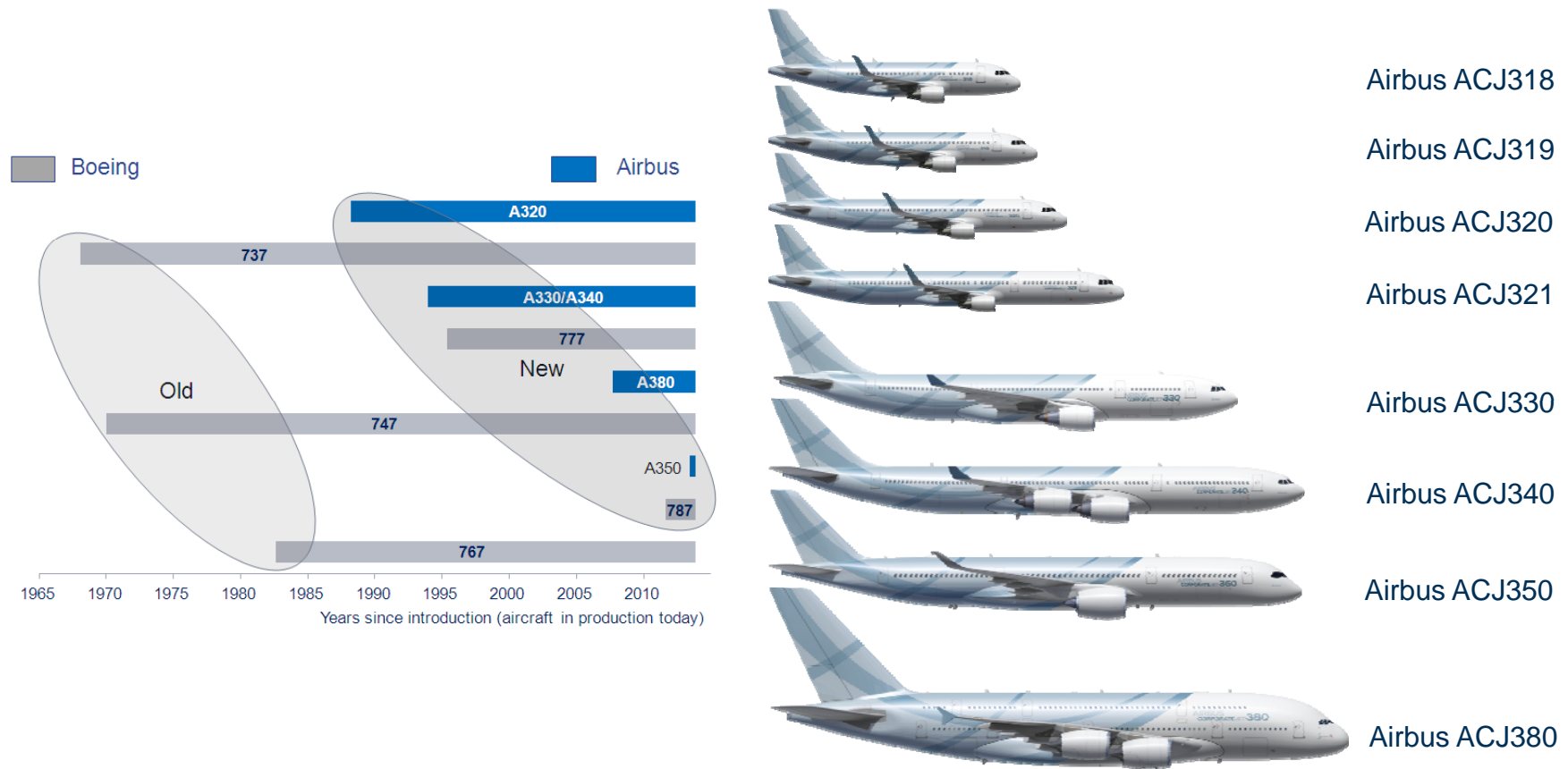


Appendices

Airbus is new top-end of the corporate jet market



Airbus corporate jets' family is the most modern ...



... and the most comprehensive

Over 15 Airbus corporate jets available for charter...



UK



MiddleEast



Europe & Mideast



Germany



China



Switzerland



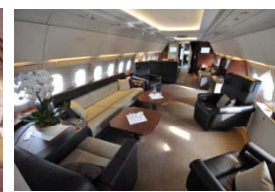
Austria



Switzerland



Portugal



Switzerland



Australia



Austria



UK

...highlighting their widespread appeal

Airbus corporate jets have intercontinental range...



ACJ318

4,200 nm/7,800 km



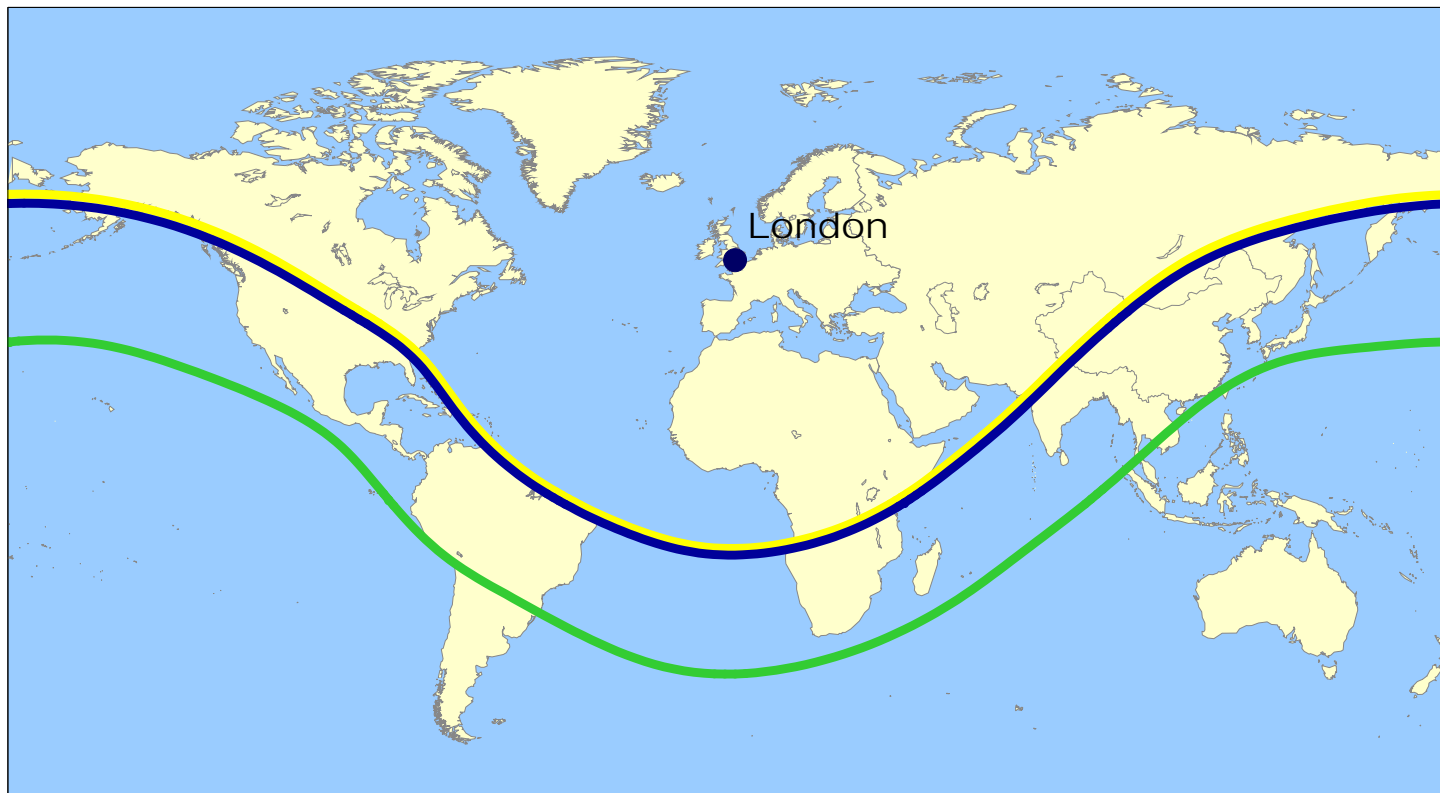
ACJ319

6,000 nm/11,100 km



ACJ320

4,300 nm/8,000 km



8 passengers NBAA IFR rules

Airbus VIP widebodies offer even more capacity & range



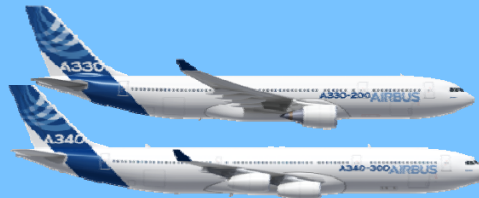
Airbus VIP widebodies have “nonstop to the world” range



Airbus A330/A340 is most successful widebody programme **ever**

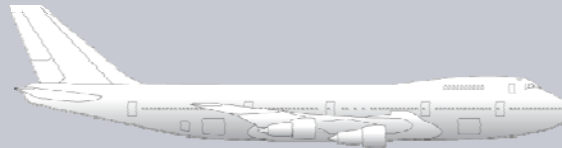
Total orders

Airbus A330/A340



1,621

Boeing 747



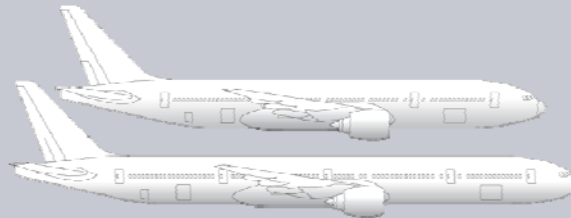
1,525

Boeing 767



1,108

Boeing 777-200/300



1,431

Boeing 787



848

Lockheed TriStar orders = 249

McDonnell Douglas DC-10 & MD-11 orders = 646

Airbus' Corporate Jet fleet is widespread & growing

Customers & operators



Airbus corporate jets benefit from worldwide support



**6 Training Centres
+ co-operation with CAE**



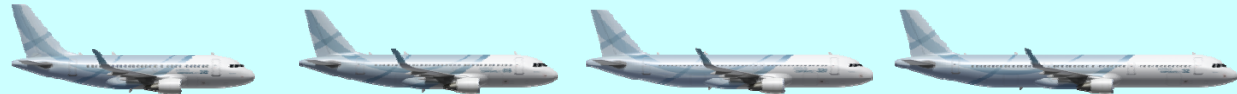
7 Spares Centres



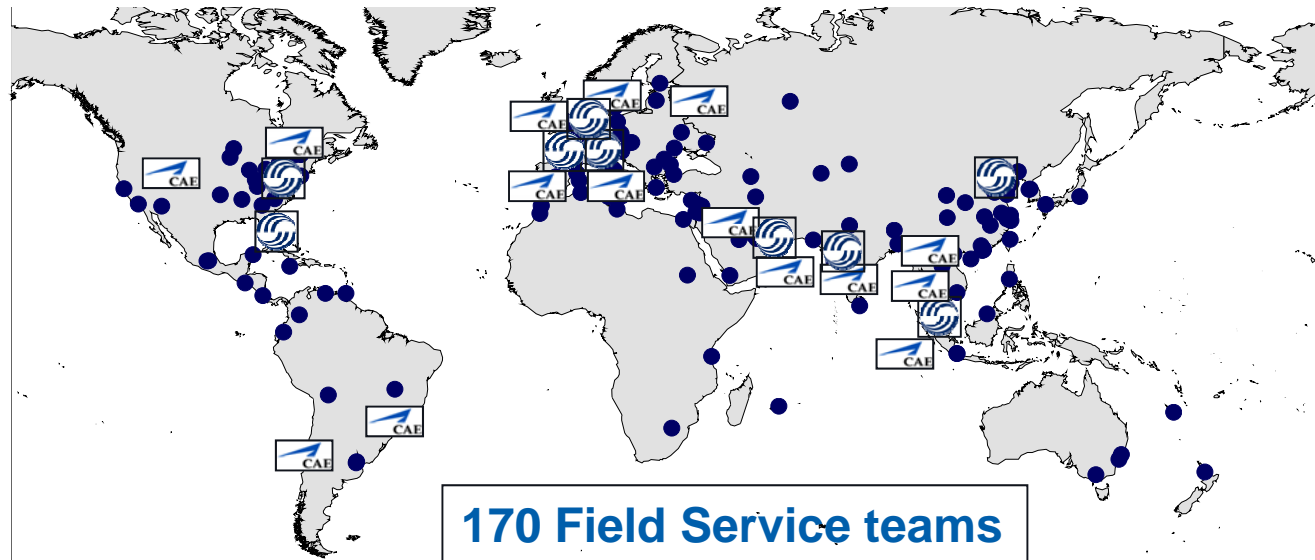
**Technical Advice
24 hr/day, 7 days/week**

Excellent operational reliability

99.9 %



Comprehensive Worldwide Support

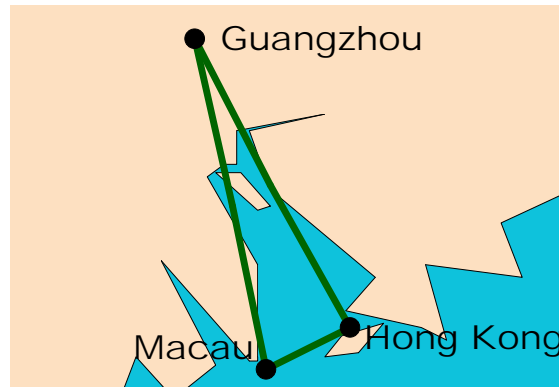


170 Field Service teams

Corporate jets help business to succeed & grow



Work while travelling



Visit several cities in a day



Ensure confidentiality

航班号	计划	目的地/经停站	登机口	预计/状态
CA1281	14:10	赤峰	C14	15:15
CA1301	15:00	广州	C37	15:00
CA1561	15:00	南京	C22	15:00
CA1563	15:00	杭州	C02	15:00
CA4116	15:00	成都	C12	15:00
CA945	15:00	卡拉奇	C53	15:00
本屏航班计划时间: 14:10 至 15:00				页: 1/15

Set your own schedule



Access remote airports



Avoid airport queues

Airbus' modern designs bring many benefits



Quiet & elegant
cabin



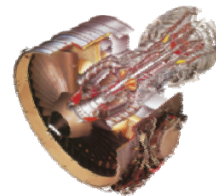
Common cockpit
+ Fly-by-wire +
Centralised
maintenance



Advanced
Fuel-saving
aerodynamics



Weight-saving
composites



Efficient
engines



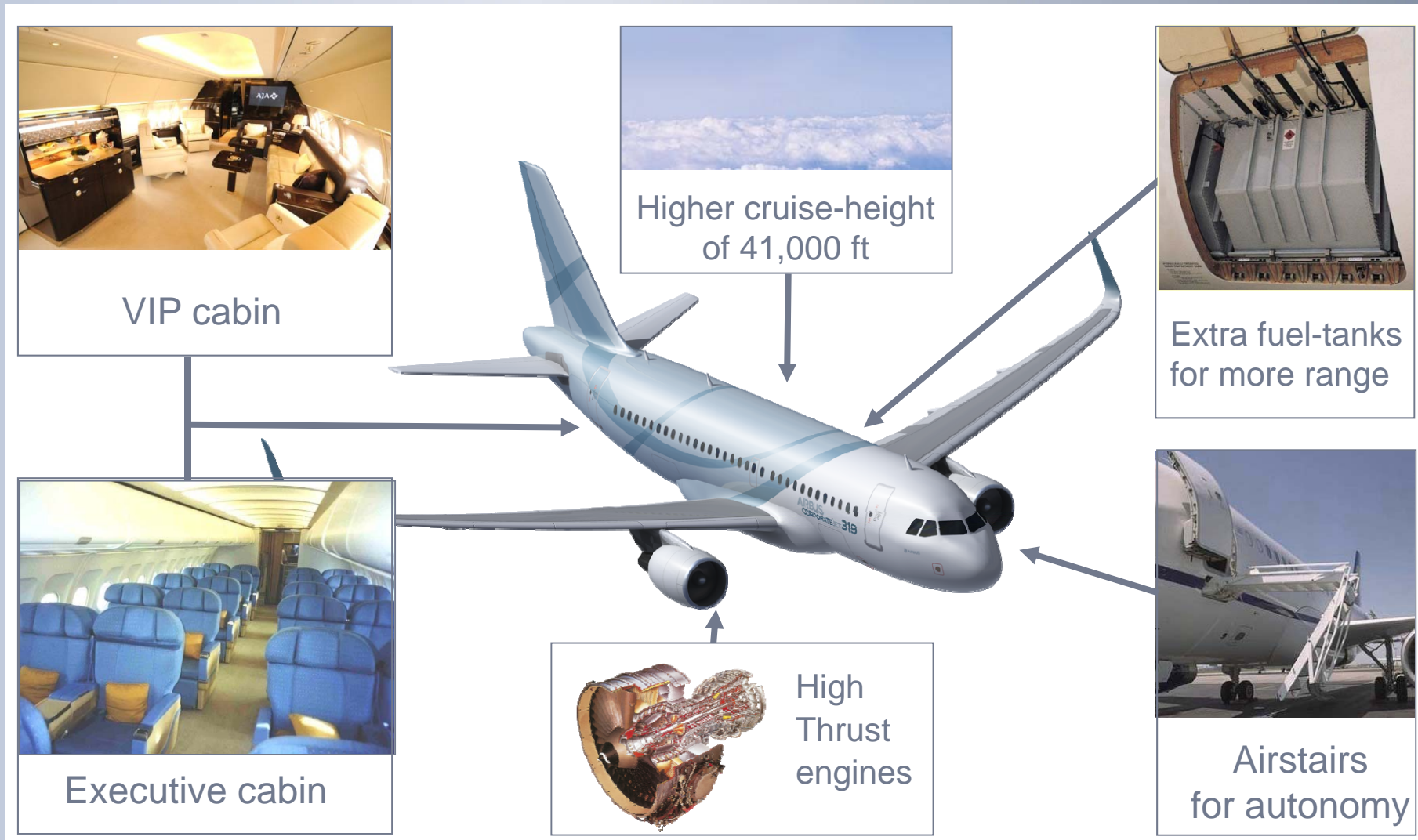
Fuel-saving
Sharklets

Airbus Corporate Jets can carry large groups ...

Task = Transport a 30-person group



Airbus ACJ318, ACJ319 & ACJ320 have extra features



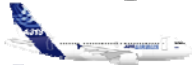
All Airbus aircraft feature great cockpit commonality

Many aircraft

A318



A319



A320



A321



A330-200



A330-300



A340-300



A340-500



A340-600



A380-800



One cockpit

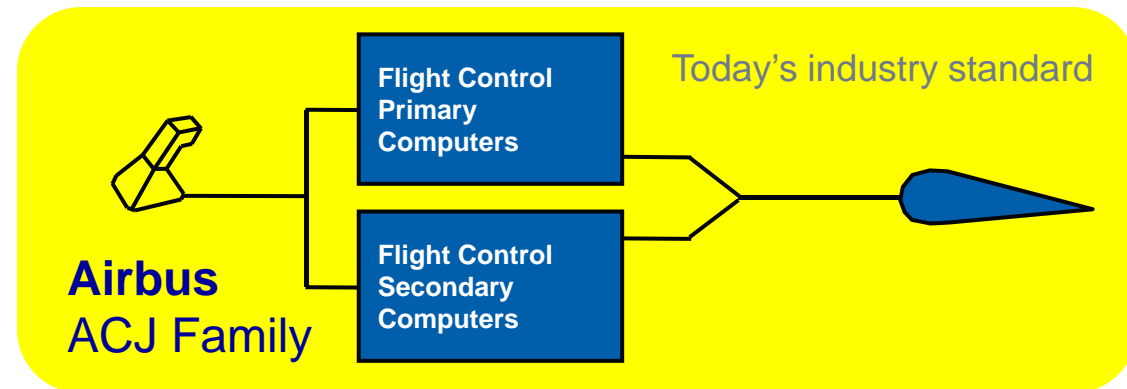


Aircraft in production today

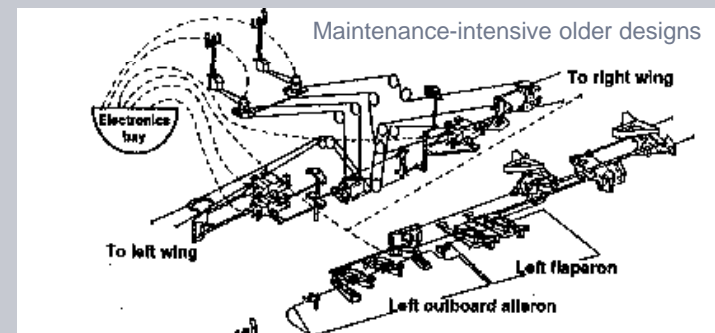
Same
Cockpit
Handling
Procedures

... Saving time & money in training

Airbus corporate jets are 1st to benefit from fly-by-wire

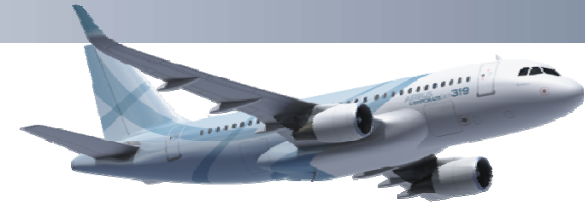


Boeing BBJ
Bombardier
Global 5000
and 6000
Gulfstream
GIV, 450, V, 550



Airbus ACJ318, ACJ319 & ACJ320 take-off performance is good

ISA & Sea level, JAR rules, Dry runway



Airbus ACJ318
68 t MTOW

CFM56-5B9/P (23,300 lb)

1,790 m / 5,870 ft

Airbus ACJ319
76.5 t MTOW

CFM56-5B7/P (27,000 lb)

1,880 m / 6,170 ft

Airbus ACJ320
77 t MTOW

CFM56-5B4/P (27,000 lb)

2,025 m / 6,645 ft

Boeing BBJ
77.6 t MTOW

CFM56-7B27 (27,300 lb)

1860 m / 6100 ft*

Global 6000
43 t MTOW

RR BR70A2-20 (14,750 lb)

1887 m / 6190 ft*

Gulfstream G550
41.3 t MTOW

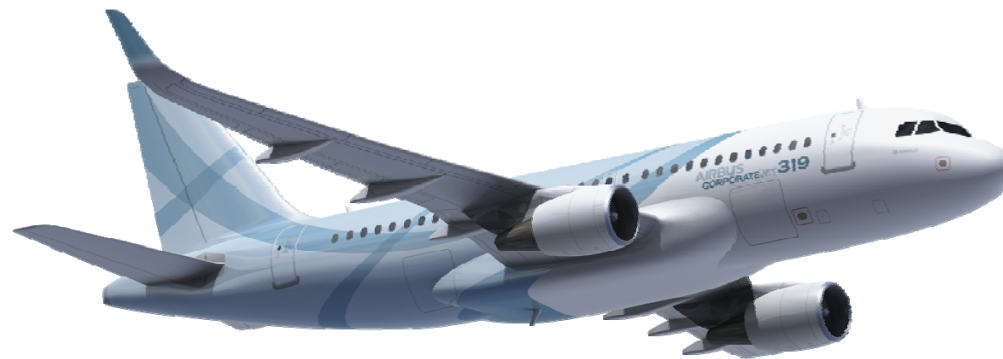
RR BR710 (15,385 lb)

1801 m / 5910 ft*

Bombardier and Gulfstream figures from internet

Airbus ACJ318, ACJ319 & ACJ320 are young at heart

Airbus ACJ319 go-ahead	Jun 1997
Airbus ACJ319 First flight	May 1999
1 st Airbus ACJ319 delivery (Al Kharafi/Twinjet)	Nov 1999
1 st Airbus ACJ320 Prestige delivery (Qatar)	Dec 2000
Airbus ACJ318 Launch	Nov 2005
1 st Airbus ACJ318 delivery (Comlux)	May 2007





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