

**FROM**

Soeren FISCHER

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**PHONE**

33 5 61 18 58 41

**E-MAIL**

Soeren.fischer@airbus.com

**OUR REFERENCE**

ME1332562

**To the attention of the :**  
**Single-Aisle Family suppliers**  
**Long-Range suppliers**

**Subject: All Airbus Programmes Production Planning #94**

Dear Suppliers,

Please find herewith an update of the Airbus Production Planning.

The new Long-Range production programme "BW" reflects the market evolution in 2015 and 2016, and maintains the rate at 10.0 until end 2016.

The other modification of the Airbus Production planning relates to the new Single Aisle Family Programme "BY" and implements:

- rate 42 in 2017 and beginning of 2018 ;
- the change of 5 A320/A319 into A321 in mid-2014, at the ramp up from rate 12 to rate 15.

It also integrates the ceo/neo flexibility concept, which aims at protecting a sustained aircraft delivery rate throughout the ceo/neo cutover period. The detailed mechanism of the ceo/neo flexibility and the impacts on the demand generated by Airbus at each Plant / Final Assembly Line level are not directly visible in the attached document, but will be subject to a specific communication from our Procurement teams in the course of Q4 2013.

The detailed schedules incorporating those changes will be communicated through our normal lines of communication.

Airbus relies on you to ensure that:

- i) Airbus production planning is cascaded at all levels of your supply chain in order to secure the rates ramp-up for all Programmes.
- ii) All necessary measures are taken in a timely manner to adjust your production capacity accordingly.

Best Regards,



Soeren FISCHER  
Head of Programme Procurement