



AIRBUS PROCUREMENT
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Material & Parts Procurement

Airbus – UKTMP/UKAD Strategic Fit Meeting

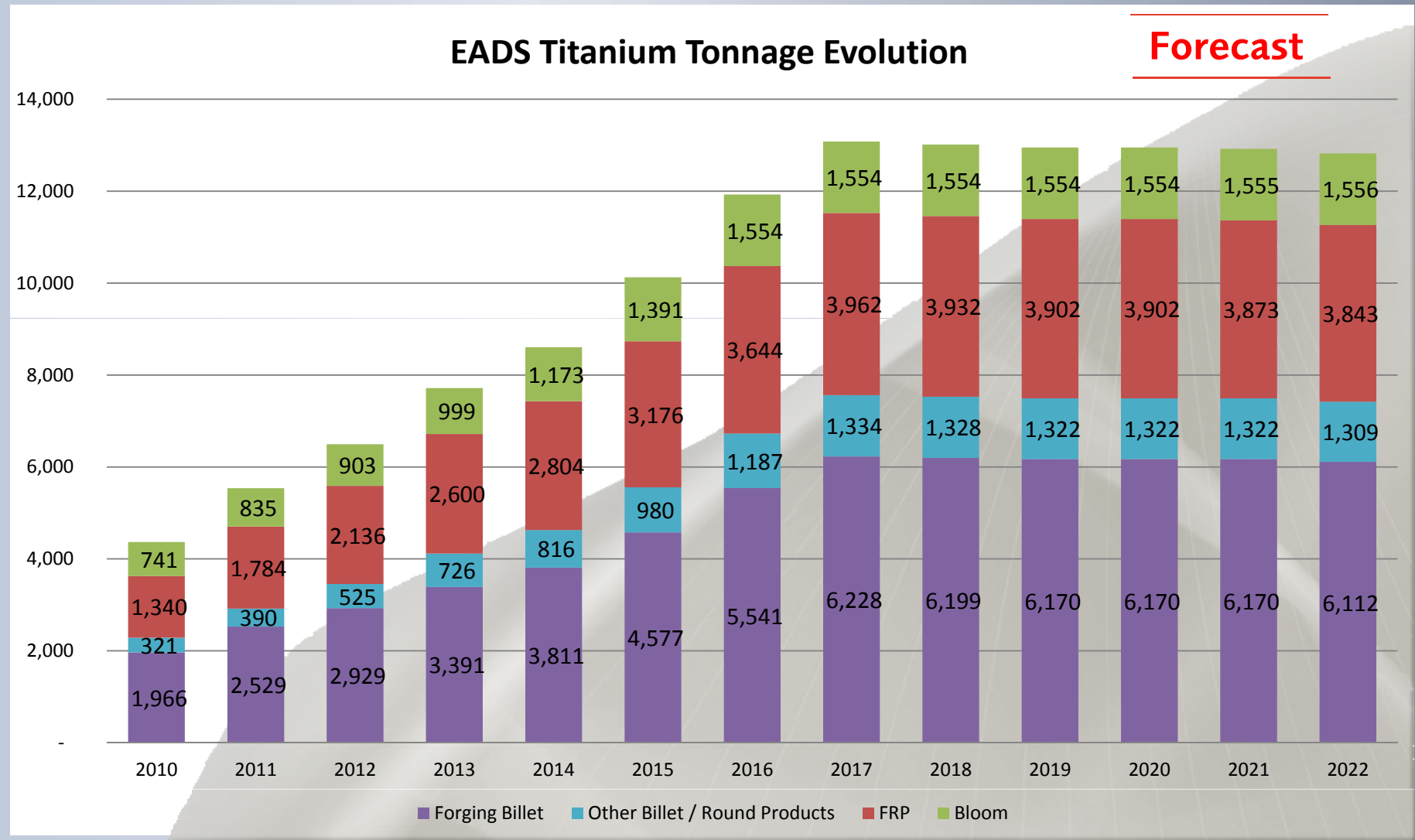
September 2012

Presented by
Airbus Materials Management Team



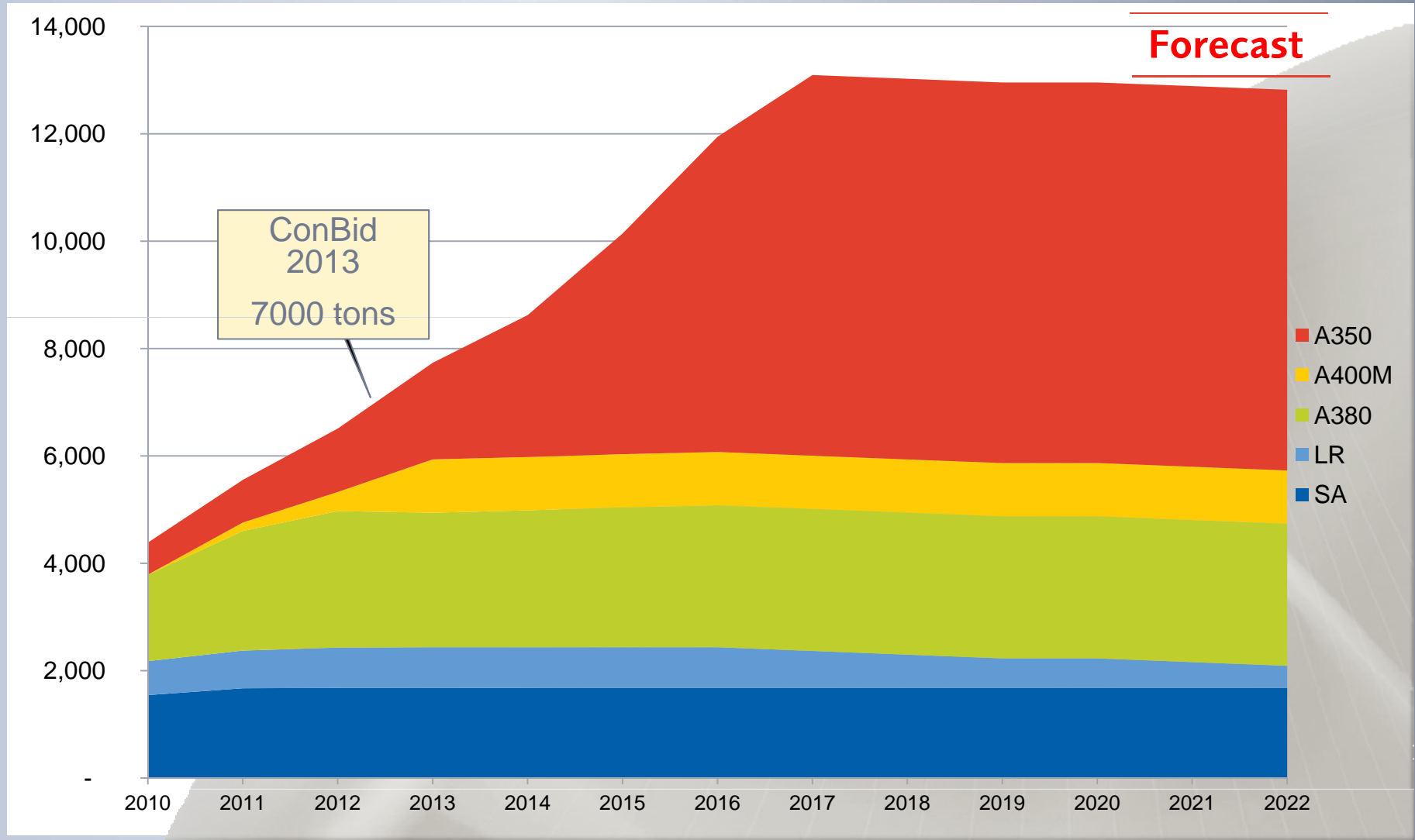


EADS Titanium needs evolution up to 2022





EADS Impact on Ti volumes per program

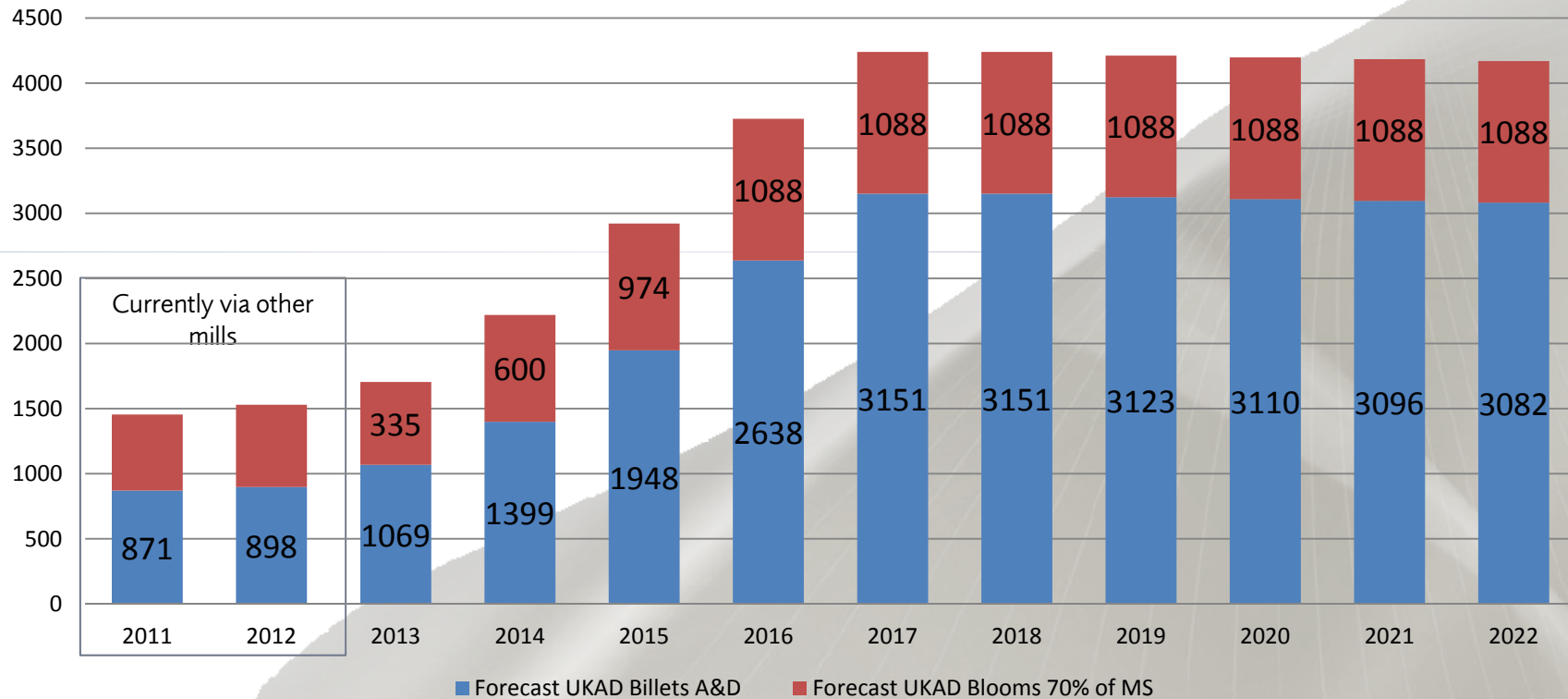




UKAD Forecasted volumes

UKAD Volumes Forecast

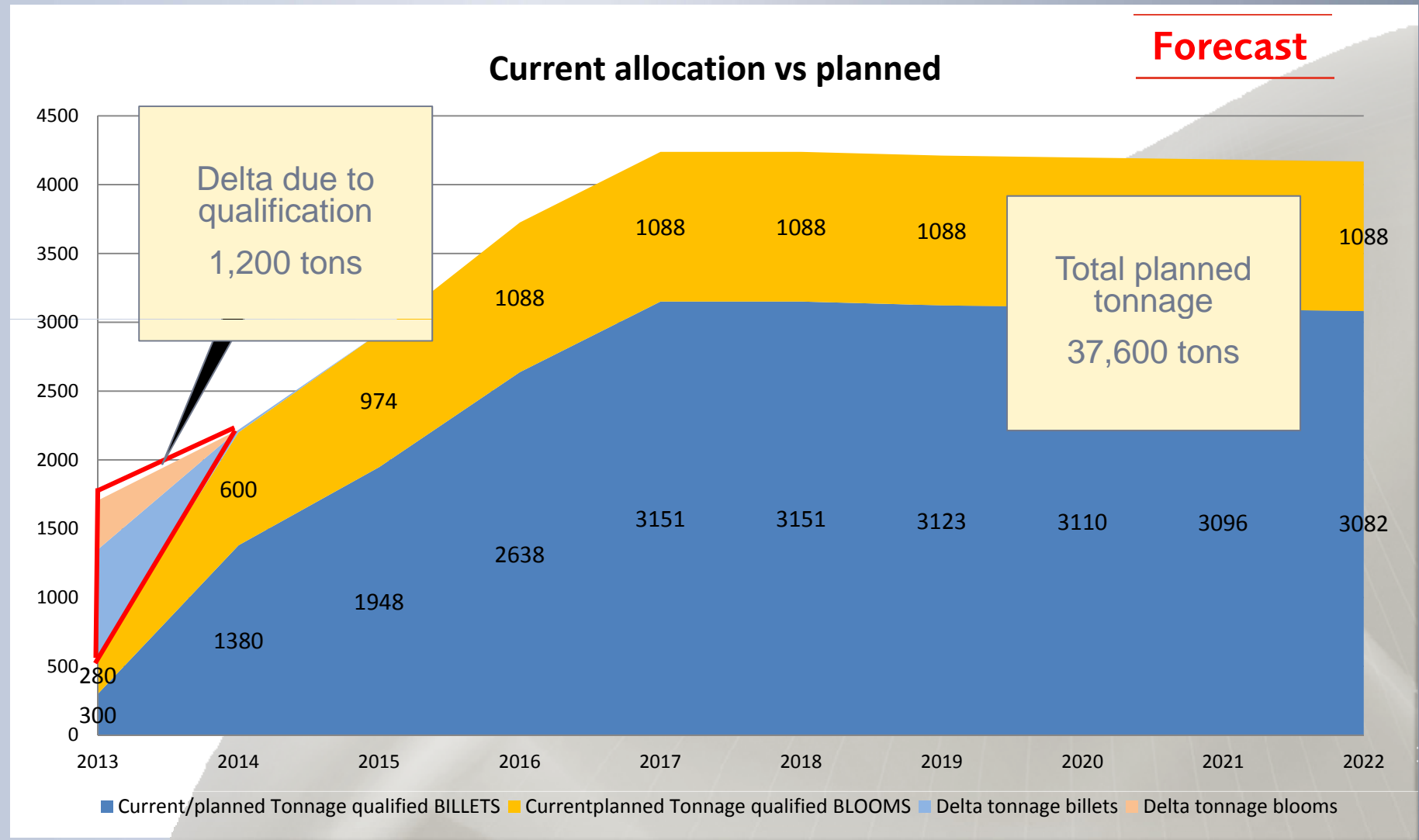
Forecast



Assumptions for A&D, based on ConBid 2010-2013 (except for A350, where qualification list used*)
 18tons per A350XWB, 400kg per A320, 1,4 ton per A330, 5,2 ton per A380, 2 ton per A400M
 * A350 door frame 16/18 included

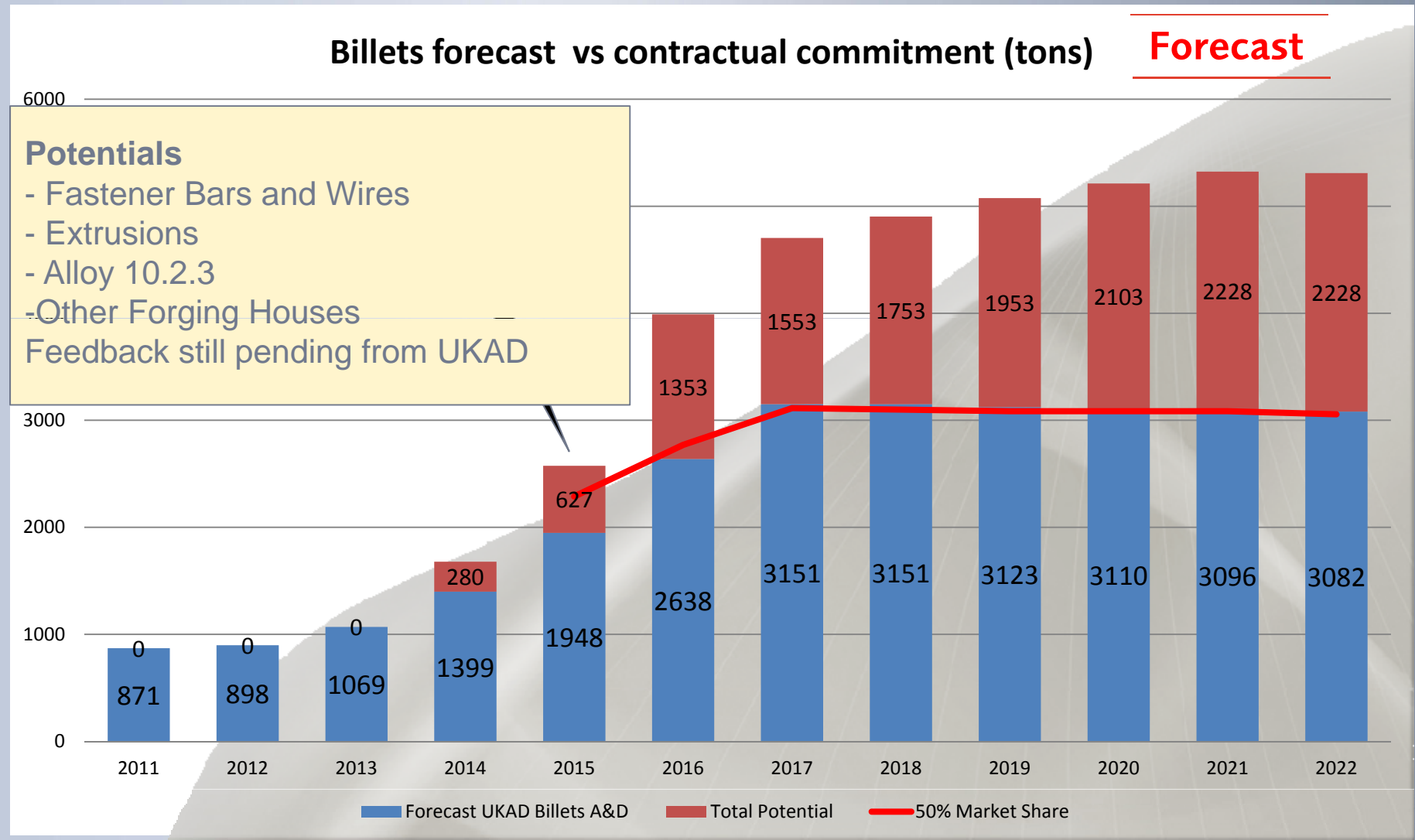


UKAD Forecasted Vs Current



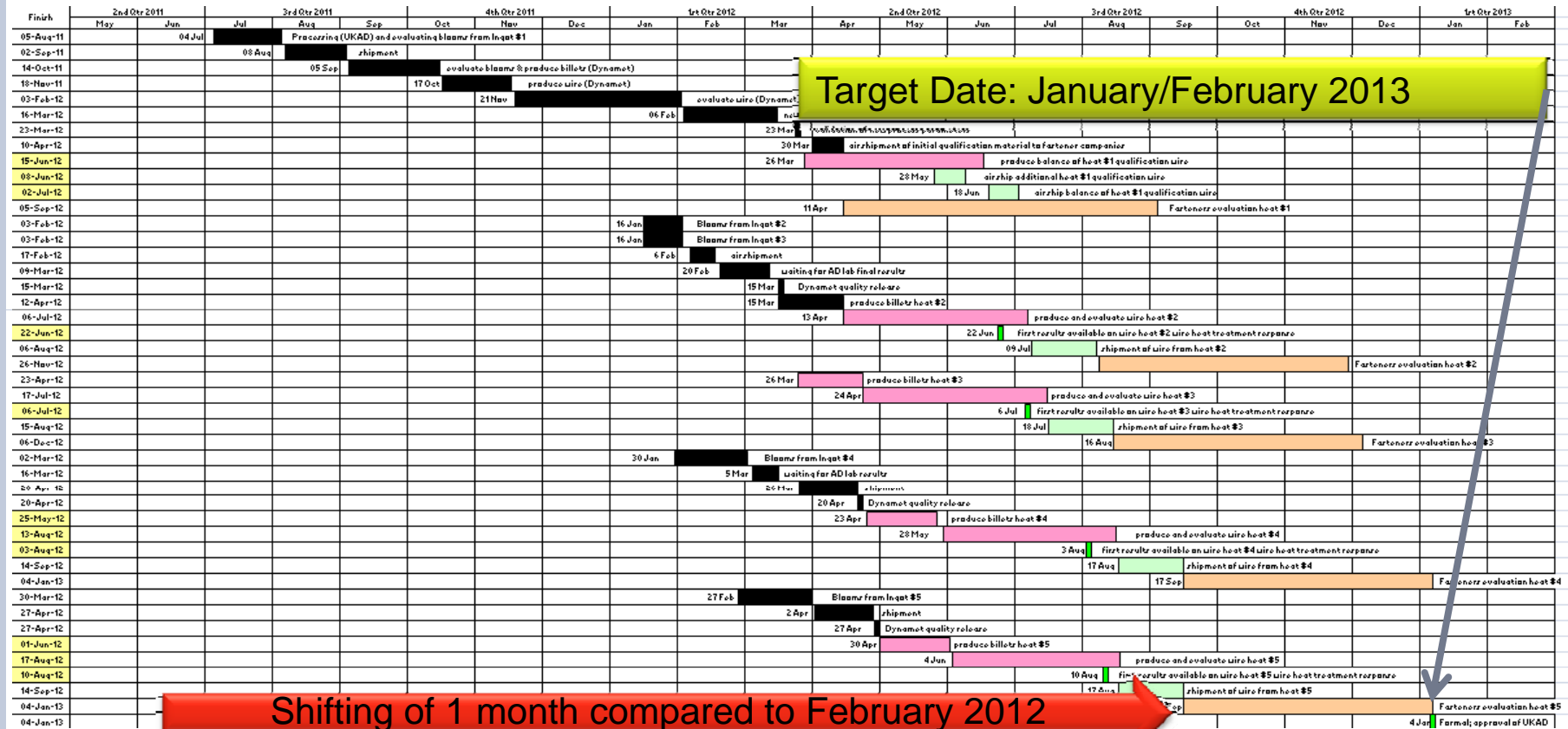


UKAD Forecast vs contractual commitment





UKAD Qualification / Fastener



Workshop performed 25.07, incl AFS, Lisi & SPS
 Next step: CNF provided in Sept 12 to approve new manufacturing route

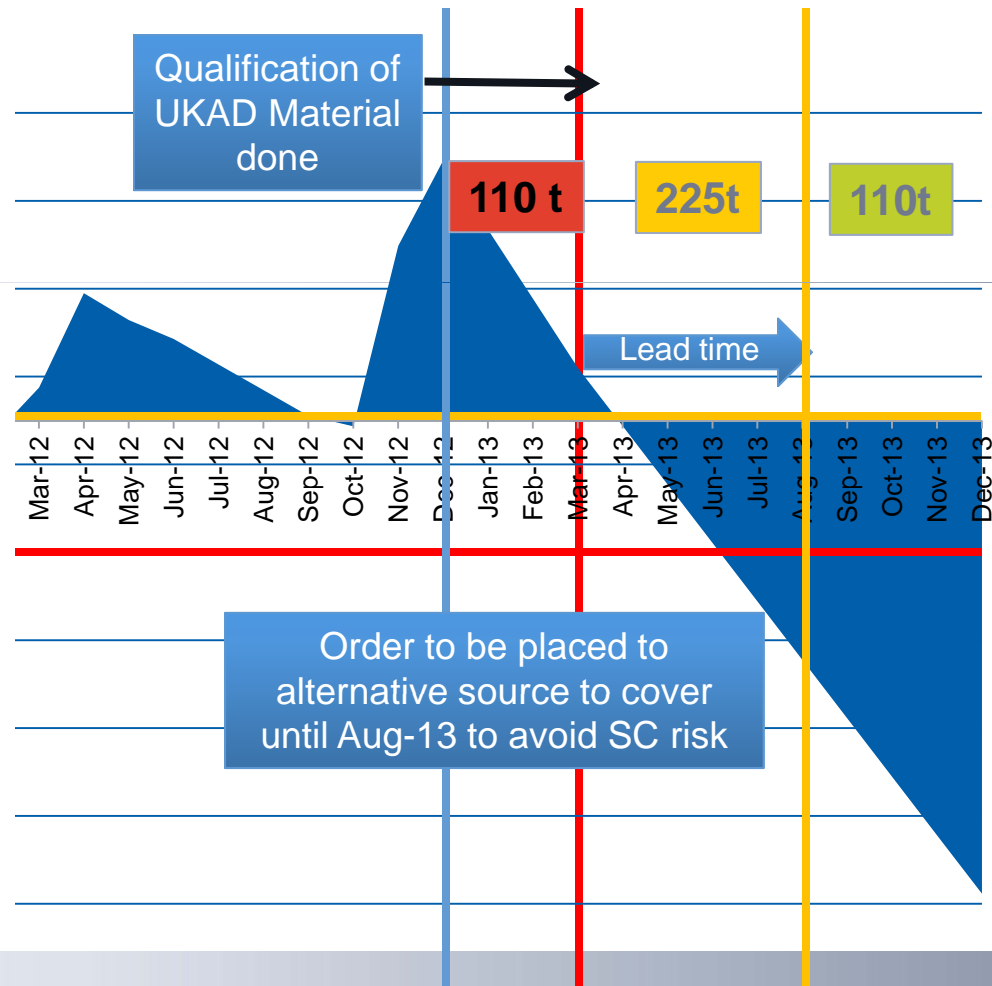


UKAD Qualification / Fastener

2013 total tonnage = 445 tons 53t per month	
	UKAD allocation (t)
Missed UKAD Bloom	110t
Min UKAD Bloom	110
Max UKAD Bloom	335

* Acknowledged and agreed by UKAD

Dynamet Stock evolution





Business Potentials Summary

	Status	2014	2015	2016	2017	2018	2019	2020	2021	2022
Potential billets Door Surroundings (only 50% of DS)		200	307	386	386	386	386	386	386	386
Potential billets other forgers	Proposal to UKAD Q3 2012		200	300	400	500	600	700	775	775
Potential billets LG 10.2.3 (50% MS)	Feedback awaited UKAD				100	200	300	350	400	400
Potential billets Extrusions	Feedback awaited UKAD	80	120	200	200	200	200	200	200	200
Potential Bars and Wires	CFT Q4 2012			466	466	466	466	466	466	466
Total Potential		280	627	1353	1553	1753	1953	2103	2228	2228