

O. von Tronchin Airbus Freighter Marketing November 10, 2020



Airbus is building up the freighter portfolio



3 new freighter programs launched

Entry Into Service

2010 A330-200F

2017 A330-300P2F
2018 A330-200P2F
2020 A321P2F
2021 A320P2F

Airbus Freighters

4

new Airbus freighter models are entering the market

Airbus P2F organisation

AIRBUS

OEM Data Provision
NTO Issuance (certification support)

Cockpit Computer Modifications







Prototype Conversion Industrialization Commercialisation





STC Development Kit deliveries

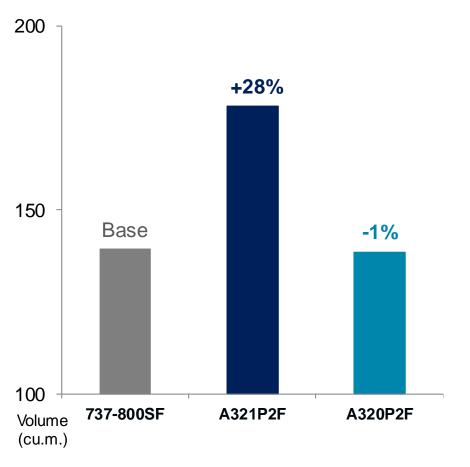
A solid program

Experienced market players with freighter conversion experience

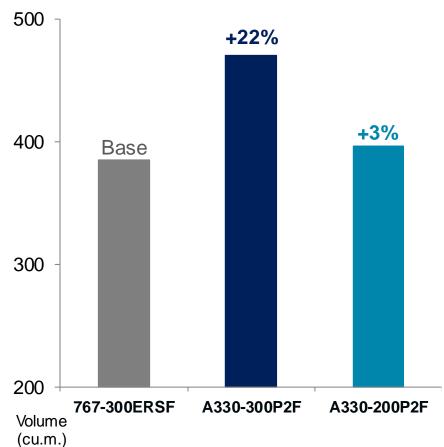


The express / e-commerce market requires volume optimised freighters

Single aisle freighters



Mid-size freighters



Volume driven freighters

A321P2F and

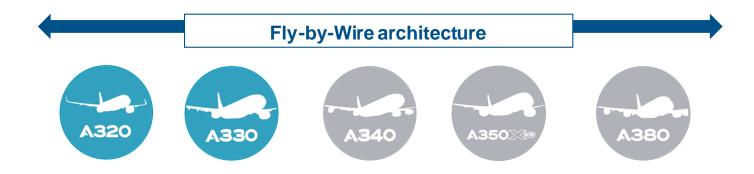
A330-300P2F

offer 20% and more volume

Useable volume: Stowability containers 85%, bulk 50%



A320/A321P2F bring the Airbus Fly-by-wire advantages to the cargo industry



- ✓ Commonality between A320/A321P2F, A330-200F, A330P2F, A320neo, A330neo
- ✓ Cross Crew Qualification
- ✓ Mixed Fleet Flying
- ✓ Lower maintenance cost



Crew commonality

Airbus unique CCQ and MFF

Finally available for freighter aircraft



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