



53<sup>rd</sup> INTERNATIONAL  
PARIS AIR SHOW  
LE BOURGET  
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FlightGlobal

COMMERCIAL AIRCRAFT ORDERS REPORT

# PARIS 2019

## SUMMARY

Arguably Boeing won the battle, if not the war, at this year's Paris air show. While Airbus marked its 50th anniversary by disclosing more business than its Seattle rival, the event will ultimately be remembered for a show-stopping order from IAG that is set to revive the grounded 737 Max programme.

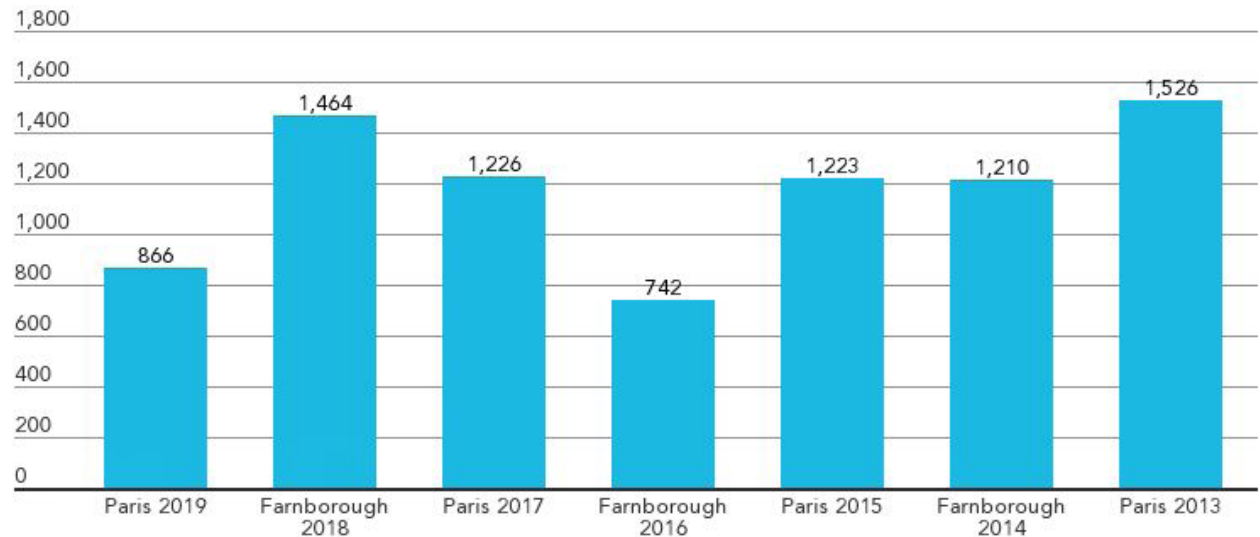
The timing, scope and magnitude of the IAG commitment – and the fact it is a new customer for the type – clearly has wider implications for the success of the programme beyond the week in Le Bourget. Aside from this statement order, it was a quiet show for Boeing. IAG's letter of intent for 200 aircraft covers the lion's share of the 232 commitments it secured at the show.

Airbus logged 388 fresh commitments – including 20 previously logged as undisclosed customers - at the end of the show and 344 order conversions to give it the largest share of business during the show. That was driven by a string of customers for the A321XLR it launched at the show. But significantly it also secured 85 commitments for the A220.

On the regional side it was a big show for ATR – securing a commitment for over 100 aircraft from lessor NAC and deals to support its planned launch of short take-off and landing version of the ATR 42-600. Embraer too booked business for 78 aircraft at the show.

Lower levels of business from the big two airframers meant the show was one of the quietest in recent years for commercial aircraft order commitments, be they firm orders, letters of intent, options or the revealing of previously undisclosed customers.

### Total order commitments and options Paris and Farnborough (2013-2019)



NOTE: Figures exclude existing order conversion announced during the show, include orders from customers identified at the show previously booked as unattributed

EVENT TYPE	QUANTITY	SHARE
<b>Firm order</b>	<b>130</b>	<b>15%</b>
<b>Order Lol/MoU</b>	<b>562</b>	<b>65%</b>
<b>Option</b>	<b>119</b>	<b>14%</b>
<b>Option Lol</b>	<b>55</b>	<b>6%</b>
<b>TOTAL</b>	<b>866</b>	<b>100%</b>

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## BIGGEST ORDERS

IAG was the stand-out customer at the show, placing commitments for 228 aircraft when factoring its commitment to A321XLRs. Aircraft lessors NAC and Air Lease also struck deals for over a hundred aircraft each and Saudia for up to 65 aircraft. But much of the other business was for smaller order chunks, with much of the A321XLR comprising a mix of new orders and conversions rather than pure new business.

Last year at Farnborough, much of the business was attributed to undisclosed customers – covering preliminary deals for more than 400 aircraft. That was largely believed to reflect Chinese business, in part reflecting reluctance to publicise deals amid growing China-US trade tensions.

With those tensions having since deepened, it is perhaps notable that at Paris this year there were no aircraft orders from Chinese carriers and no undisclosed customer announcements from either manufacturer.



Airbus

Air Lease struck deals for 105 aircraft during the show, the vast majority for Airbus types including the new A321XLR

 INTERNATIONAL AIRLINES GROUP	TOTAL <b>228</b>	Boeing 737 Max 200 Lol/MoU Airbus A321XLR 14 firm and 14 option
 Nordic Aviation Capital	TOTAL <b>125</b>	ATR 42/72 35 firm 35 option 35 option Lol A220 20 Lol/MoU
	TOTAL <b>105</b>	Airbus A220-300 50 order Lol Airbus A321XLR 27 order Lol Airbus A321neo 23 order Lol Boeing 787-9 5 order Lol
	TOTAL <b>65</b>	Airbus A321XLR 15 firm Airbus A320neo 15 firm and 35 option

## AIRBUS A321XLR

Launched on the first day of the Paris air show with an initial commitment for 27 aircraft from Air Lease, the Airbus A321XLR ended the show with 11 customers.

Airbus' long-range addition will probably be configured for around 200 passengers for operators using the type across its maximum 4,700nm range. The aircraft is based on the reconfigured fuselage of the A321neo which enables the twinjet to seat up to 244 passengers.

The commitments were a mix of conversions of existing Neo commitments and fresh orders.

That includes a notable commitment from American Airlines, which is ordering 20 new aircraft and converting 30 others; Qantas which is ordering 10 and converting 26 options; and IAG, which is ordering 14 A321XLRs and taking options on another 14 Iberia and Aer Lingus.

Investment firm Indigo Partners is taking 50 aircraft – 32 of which will be new orders – to be deployed across low-cost carriers Frontier Airlines, JetSmart and Wizz Air.

Saudia has ordered 15 of the type, while Saudi Arabian low-cost Flynas signed an Lol for 10 and Middle East Airlines converted four A321neos into the XLR.

Cebu Pacific of the Philippines is to take 10 of the type, while JetBlue is switching 13 A321neos into the longer-range variant.

A321neos are powered by CFM International Leap-1A or Pratt & Whitney PW1100G engines.



Airbus

The new XLR variant ended the Paris air show with 11 customers



Airbus

Cebu Pacific Air ordered 10 Airbus A321XLR during the show

## AIRCRAFT SEGMENT

Narrowbody aircraft again accounted for almost two-thirds of the order commitments announced during the show – roughly on a par with Farnborough in 2018.

Much of that was driven by the launch of the A321XLR from Airbus and the size of the IAG deal for Max aircraft.

There were relatively few widebody deals. These covered 62 aircraft – around 7% of total aircraft. For Airbus that covered Cebu Pacific and Virgin Atlantic deals for A330-900s, including the former’s eye-catching plan to configure the A330neos with 460 seats in an all-economy layout. Boeing deals covered 777 and 787 aircraft, including Korean’s move for 30 more 787s.

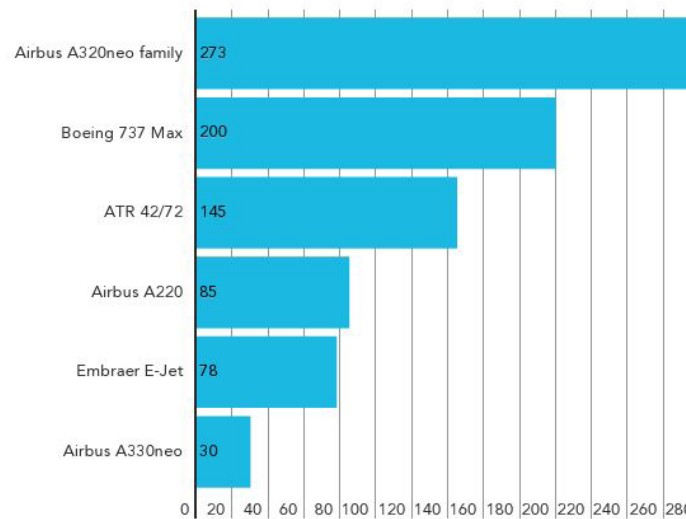
The big difference between Paris and the corresponding show at Farnborough last year was strong business in the turboprop sector. Whilst last year strong orders for Embraer drove business for regional jets, this year it was a big show for ATR which struck a number of deals, including a commitment for over 100 aircraft from lessor NAC.



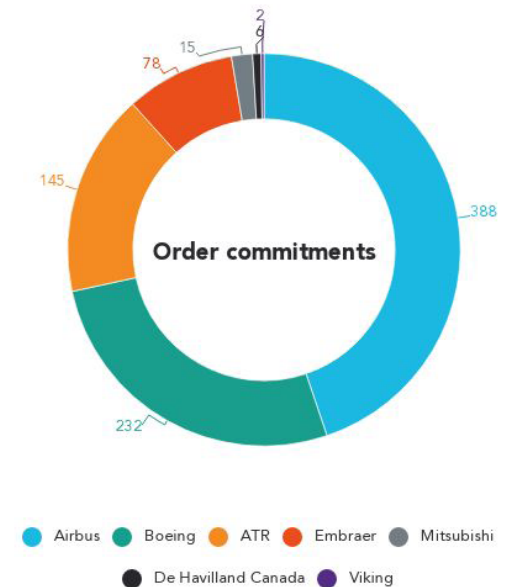
BillyPix

KLM committed to taking up to 35 Embraer 195-E2 jets for its Cityhopper regional unit, completing a multi-year campaign for a new aircraft

### Orders and options by aircraft type



### Manufacturer battle



EVENT TYPE	QUANTITY	SHARE
<b>Narrowbody</b>	<b>558</b>	<b>64%</b>
<b>Widebody</b>	<b>62</b>	<b>7%</b>
<b>Regional jet</b>	<b>93</b>	<b>11%</b>
<b>Turboprop</b>	<b>153</b>	<b>18%</b>
<b>TOTAL</b>	<b>866</b>	<b>100%</b>

NOTE: Figures exclude existing order conversion announced during the show, include orders from customers identified at the show previously booked as unattributed

## MANUFACTURER BUSINESS

Airbus logged 388 fresh commitments – including 20 previously logged as undisclosed customers - at the end of the show and 344 order conversions to give it the largest share of business during the show.

That was driven by a string of customers for the A321XLR it launched at the show. But significantly it also secured 85 commitments for the A220, the first business for the former CSeries programme since the firming in December of last year's banner orders from JetBlue and David Neeleman's planned US start-up.

Boeing was the second biggest manufacturer, securing 232 commitments.

ATR was third biggest operator for commitments. That included securing a commitment for over 100 aircraft from lessor NAC – including a letter of intent for 35 firm aircraft - and deals to support its planned launch of new short take-off and landing variant of the ATR 42-600. ATR detailed 17 commitments for the type hopes to formally launch the programme before the year end.

Embraer too booked business for 78 aircraft at the show, including a major deal for E195-E2s from Dutch carrier KLM.



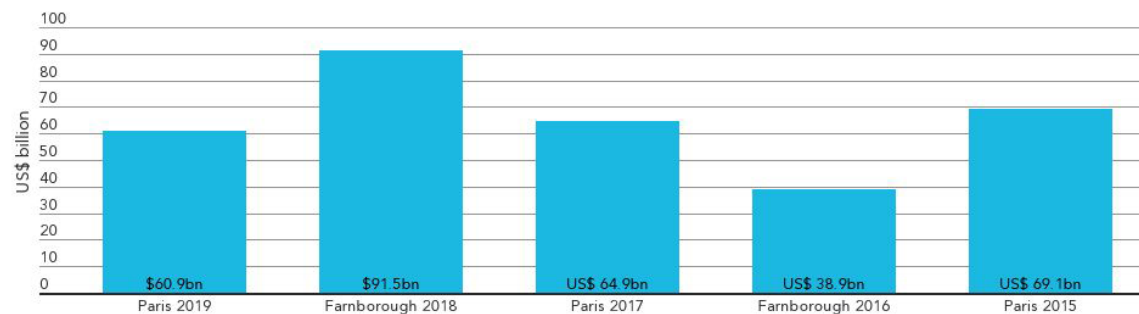
Airbus

Virgin Atlantic Airways made a deal to take up to 14 A330neos

	Firm order	Order LoI/MoU	Option	Option LoI	Total	Values (\$bn)
AIRBUS	97	226	65		388	39.8
BOEING		232			232	15.4
ATR	1	74	35	35	145	2.7
EMBRAER	24	15	19	20	78	2.5
MITSUBISHI AIRCRAFT CORPORATION		15			15	0.4
DH CANADA	6				6	0.1
VIKING	2				2	0.02
<b>TOTAL</b>	<b>120</b>	<b>572</b>	<b>119</b>	<b>55</b>	<b>866</b>	<b>60.9</b>

NOTE: Figures exclude existing order conversion announced during the show, include orders from customers identified at the show previously booked as unattributed

### Order commitment by value



NOTE: Note: Based on Cirium Ascend's Full-Life Base values. Figures exclude order conversions announced during the show and include orders from customers previously booked as unattributed

## AIRCRAFT LESSORS

Two lessors dominated much of this year's show as Air Lease and regional aircraft specialist NAC both detailed commitments covering in excess of 100 aircraft.

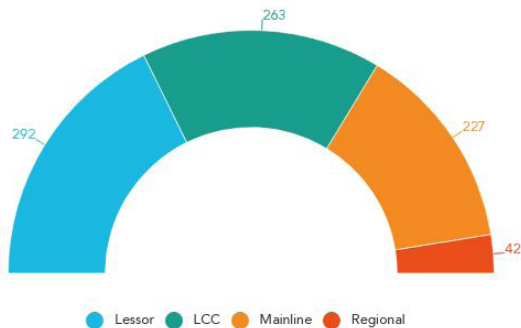
Air Lease was the first to commit to the new Airbus A321XL, with a preliminary commitment for 27 of the type. That is part of wider deal which will also cover 50 A220-300s and an "incremental order" for an additional 23 A321neos. It also signed up for five more 787-9s.

NAC struck a deal for 105 ATR turboprops. Its letter of intent covered 35 firm aircraft and 35 options as well purchase rights on a further 35. It covers -600 models and convertible between both the ATR 42 and 72. The lessor rounded off the show by making its first commitment to the Airbus A220s, signing a MoU for 20 of the type.

Air Lease and NAC are the first two lessors to sign for the former CSeries programme.

Accipiter emerged as the customer for 20 A320neos previously attributed by Airbus to an undisclosed customer, while turboprop specialist Elix Aviation Capital is set to be launch customer of the ATR short take-off and landing variant after signing for 10 of the type.

### Orders and options by customer type



NAC's deals during the show included 105 ATR turboprops

ATR

# COMMITMENTS AND OPTIONS: FULL LISTING

Buyer	Buyer category	Event type	Quantity	Aircraft model	Note
AirAsia	LCC	Swap	253	A321neo	Swap
Air Lease	Lessor	Order Lol/MoU	50	A220-300	New
IAG	LCC	Order Lol/MoU	50	737 Max 8	New
IAG	LCC	Order Lol/MoU	50	737 Max 10	New
IAG	LCC	Order Lol/MoU	50	737 Max 8	New
IAG	LCC	Order Lol/MoU	50	737 Max 10	New
Saudia	Mainline	Option	35	A320neo family	New
American Airlines	Mainline	Swap	30	A321XLR	Swap
Air Lease	Lessor	Order Lol/MoU	27	A321XLR	New
Qantas	Mainline	Swap	26	A321XLR	Swap
Air Lease	Lessor	Order Lol/MoU	23	A321neo	New
Undisclosed customer		Order Lol/MoU	22	ATR 72-600	New
United Airlines	Mainline	Firm order	20	E175	New
NAC	Lessor	Order Lol/MoU	20	ATR 42-600	New
NAC	Lessor	Option	20	ATR 42-600	New
NAC	Lessor	Option Lol	20	ATR 42-600	New
Indigo Partners	Lessor	Order Lol/MoU	20	A321XLR	New
Accipiter Holdings	Lessor	Firm order	20	A320neo	Previously unidentified
American Airlines	Mainline	Order Lol/MoU	20	A321XLR	New
KLM	Regional	Option Lol	20	E195 E2	New
NAC	Lessor	Order Lol/MoU	20	A220	New
United Airlines	Mainline	Option	19	E175	New
Indigo Partners	Lessor	Swap	18	A321XLR	Swap
Cebu Pacific Air	LCC	Order Lol/MoU	16	A330-900neo	New
Saudia	Mainline	Firm order	15	A321XLR	New
Saudia	Mainline	Firm order	15	A320neo	New
NAC	Lessor	Order Lol/MoU	15	ATR 72-600	New
NAC	Lessor	Option	15	ATR 72-600	New
NAC	Lessor	Option Lol	15	ATR 72-600	New
Undisclosed customer		Order Lol/MoU	15	SpaceJet M100	New
KLM	Regional	Order Lol/MoU	15	E195 E2	New

Buyer	Buyer category	Event type	Quantity	Aircraft model	Note
JetBlue Airways	LCC	Swap	13	A220	Swap
Indigo Partners	Lessor	Order Lol/MoU	12	A321XLR	New
China Airlines	Mainline	Order Lol/MoU	11	A321neo	New
Cebu Pacific Air	LCC	Order Lol/MoU	10	A321XLR	New
Cebu Pacific Air	LCC	Option	10	A321neo	New
Korean Air	Mainline	Order Lol/MoU	10	787-9	New
Korean Air	Mainline	Order Lol/MoU	10	787-10	New
Qantas	Mainline	Firm order	10	A321XLR	New
Elix Aviation Capital	Lessor	Order Lol/MoU	10	ATR 42-600	New
Flynas	LCC	Order Lol/MoU	10	A321XLR	New
JetBlue Airways	LCC	Firm order	10	A220	New
Virgin Atlantic Airways	Mainline	Firm order	8	A330-900neo	New
IAG	Mainline	Firm order	8	A321XLR	New
IAG	Mainline	Option	7	A321XLR	New
IAG	Mainline	Option	7	A321XLR	New
Virgin Atlantic Airways	Mainline	Option	6	A330-900neo	New
TAAG Angola Airlines	Mainline	Firm order	6	Q400	Previously unidentified
IAG	Mainline	Firm order	6	A321XLR	New
China Airlines	Mainline	Order Lol/MoU	6	777F	New
Cebu Pacific Air	LCC	Order Lol/MoU	5	A320neo	New
Air Lease	Lessor	Order Lol/MoU	5	787-9	New
Delta Air Lines	Mainline	Firm order	5	A220-100	New
Undisclosed customer		Order Lol/MoU	5	ATR 42-600	New
Middle East Airlines	Mainline	Swap	4	A321XLR	Swap
Air Antilles	Regional	Firm order	2	DHC-6 Twin Otter	New
Binter Canarias	Regional	Firm order	2	E195 E2	New
Fuji Dream Airlines	LCC	Firm order	2	E175	New
Atlantic Airways	Mainline	Order Lol/MoU	2	A320neo	New
Air Tahiti	Regional	Order Lol/MoU	2	ATR 42-600	New
Easyfly	Regional	Firm order	1	ATR 42-600	New
Turkmenistan Airlines	Mainline	Order Lol/MoU	1	777-200LR	New

NOTE: Figures include orders from customers identified at the show previously booked as unattributed. Existing order conversion announced during the show are identified as swap



The logo for FlightGlobal features the word "FlightGlobal" in a bold, black, sans-serif font. A small, blue, stylized graphic element, resembling a corner bracket or a stylized '7', is positioned above the letter 'i' in "Flight".

# FlightGlobal

Pioneering Aviation Insight

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