C SERIES
PROGRAM UPDATE

ISTIFAN GHANEM
Director, C Series Program
A DIVERSIFIED CUSTOMER BASE

LESSORS

REGIONAL AIRLINES & START-UPS

MAJORS

LOW COST

airBaltic

Lufthansa

DELTA

SWISS

AIR CANADA

KOREAN AIR

350+ ORDERS

INCLUDING

VARIOUS BUSINESS MODELS

- KEY ALLIANCES & GROUPS

- MATURE & GROWTH MARKETS
CONTINUING THE MOMENTUM

- **10th C Series Delivery in Q1**
- **SWISS First CS300 Delivery**
- **Korean Air First C Series Delivery**
- **ETOPS 120/180min Type Approval**
- **CS100/300 Certification by CAAC**
- **LCY Steep Approach Certification and Validation**
- **Korean Air First CS300 Delivery**
- **CAT III Autoland Certification**

**TIMELINE NOT TO SCALE**
18 C Series delivered as of September 6, 2017
EXPANDING GLOBAL PRESENCE

1st OPERATOR IN ASIA

DELIVERY H2 2017

READY FOR EIS WITH ON-SITE SUPPORT

CERTIFIED BY KOREAN CIVIL AVIATION

BOMBARDIER
THE FUTURE OF LCY
CS100 STARTED COMMERCIAL FLIGHTS INTO LCY ON AUG. 8TH

LARGEST AIRCRAFT @ LCY

275% MORE RANGE

25% MORE SEATS

2,200 NM

CERTIFIED
WORLD RECORD FOR TURNAROUND FOR THE FIRST COMMERCIAL FLIGHT

50 MINUTES FROM FERRY FLIGHT TO REVENUE SERVICE

Delivery to airBaltic
Jul 20

Landing @ RIX
Jul 21 @ 8h15 UTC

1st Revenue Flight RIX-ZRH
Jul 21 @ 9h05 UTC

Image courtesy of airBaltic ©
YMX-RIX flight not included
AIRBALTIC TO LAUNCH LONGEST ROUTE WITH CS300

“"We are delighted to link Latvia and the UAE with our brand-new Bombardier CS300 that fly longer distances and reach airports that we were not able to serve with our fleet before."

– Martin Gauss, Chief Executive Officer of airBaltic

RIGA – ABU DHABI

UP TO 2,500 NM*

6 HRS FLIGHT TIME

145 PAX

(*) Equivalent Still Air Distance with 75% Annual Winds on RIX-AUH Route
EXCEPTIONAL IN-SERVICE PERFORMANCE
ROBUST AIRCRAFT EIS DRIVING
EXCEPTIONAL ROUTE EXPANSION

100+

JULY 2016 – JULY 2017
SUCCESSFUL ENTRY INTO SERVICE

18 aircraft in service

Over 16,000 revenue flights

Over 1.5 million passengers

Up to 100 revenue flights/day

Up to 10 legs/day

Up to 17 FH/day per aircraft

As of September 2017
Utilization during first full month after EIS
ANA 787 was used on short haul domestic flights only in the first months

HIGHLY DEPENDABLE
RIGHT FROM THE START

HIGHEST
UTILIZATION
AT ENTRY-INTO-SERVICE
C SERIES HIGH UTILIZATION

UP TO **17 FH / DAY**
PER AIRCRAFT

UP TO **74 MINUTES**
AVERAGE FLIGHT TIME

UP TO **10 LEGS/DAY**

AS LOW AS **35 MINUTES**
TURNAROUND TIME

Max Flight Hours

Max Flight Cycles

FH: Flight Hours
FUEL BURN BETTER THAN BROCHURE VALUES

2016 Brochure Values

-4.0%  -3.0%  -2.0%  -1.0%  0.0%

Mission Length (NM)

CS100

CS300

FUEL BURN BETTER THAN BROCHURE VALUES

TOTAL SAVINGS

$ 800,000

UP TO 3% LOWER FUEL BURN

OVER THE LIFE OF THE AIRCRAFT

Dual Class, 15 years Net Present Value, Standard Mission Profile
EASY MAINTENANCE, LESS DOWNTIME

20+ A-CHECKS

Completed in less than 3 HOURS

“very easy to follow compared to other type aircraft”

MULTIPLE A-CHECKS COMPLETED

NO FINDINGS
A SUCCESSFUL PROGRAM BY ALL MEASURES

- **EXCEPTIONAL ENTRY INTO SERVICE**
- **FUEL BURN BETTER THAN EXPECTED**
- **1.5+ MILLION PASSENGERS, 16,000+ FLIGHTS, 100+ ROUTES**

As of September 2017
WE ARE JUST AT THE BEGINNING

While others are writing their last chapter,

Our story is just beginning...