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### **Agenda**

- **EFW P2F Forecast**
- **Product and Process Improvements**
- **ESG**

# EFW P2F Market Forecast

## ➤ A33X P2F:

- Constant demand over the next few years, even long term.
- Peak demand can be met with the current mod sites, by increasing the number of lines.
- Status quo: robust supply chain and sufficient manpower (quality is key).



## ➤ A32X P2F:

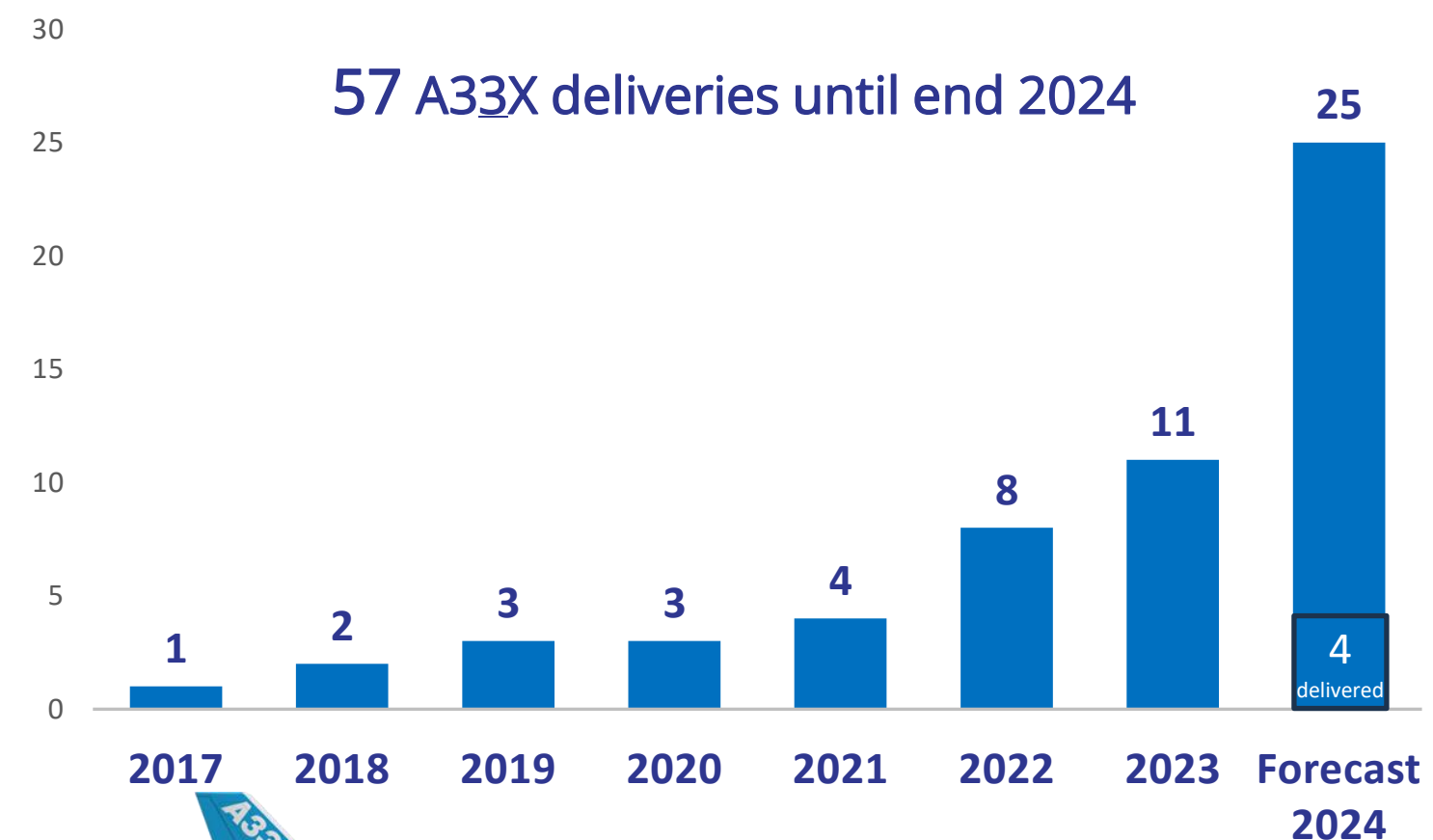
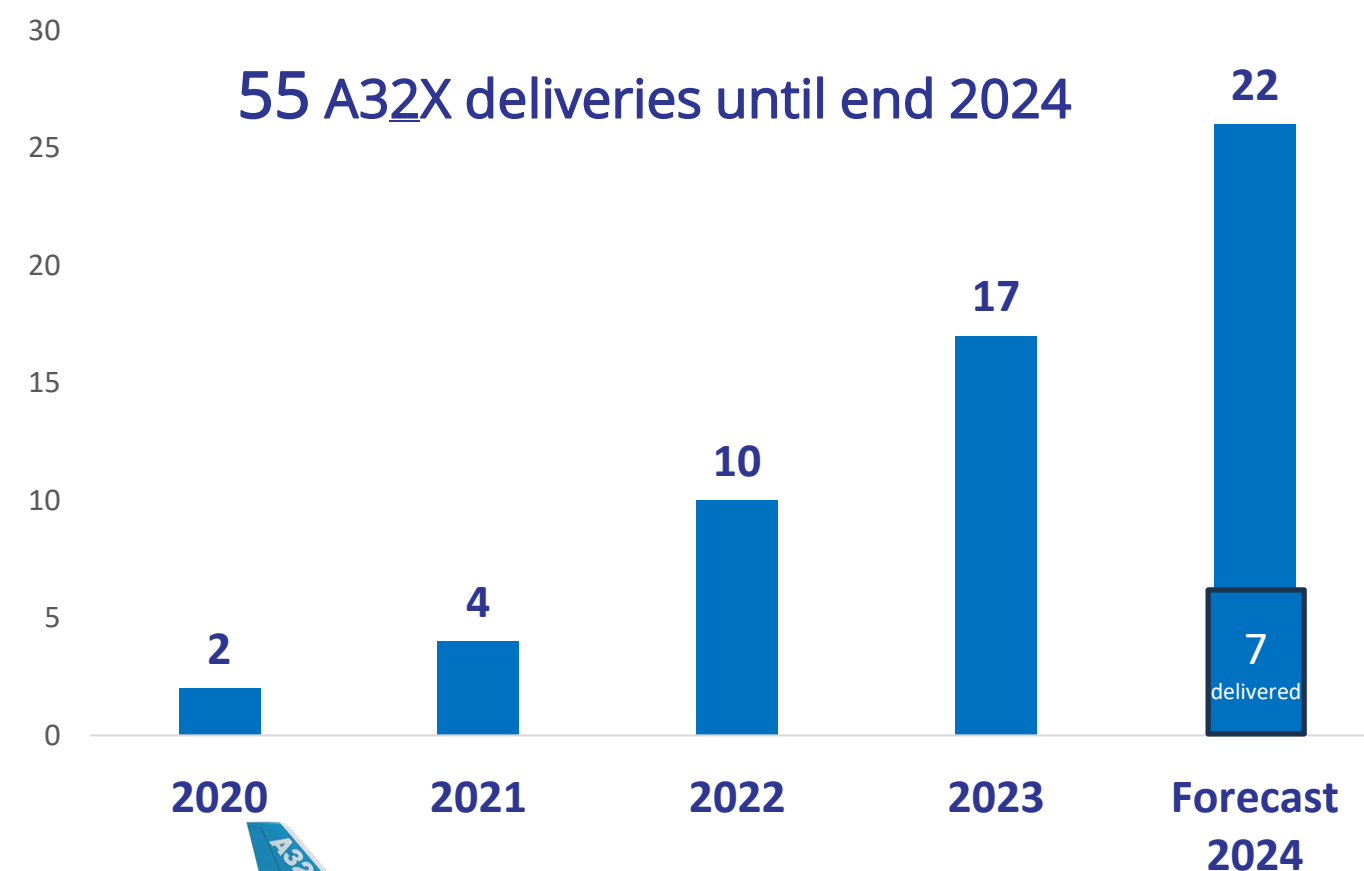
- Further medium and long-term demand of A32X P2F.
- Slight drop in the short term due to feedstock and engine issues.
- A robust supply chain and sufficient capacity can meet any increase in demand.



**Based on EFW's 8 years of operational experience and to provide more operational flexibility, we will introduce further improvements to both P2F programs.**

# Forecast Conversion Deliveries 2024

112 P2F deliveries by end of 2024



Still increasing number of deliveries in 2024 in both programs.

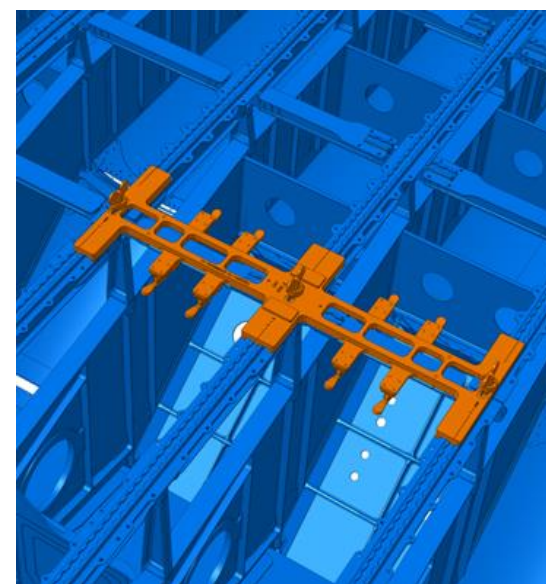


# Process Improvements

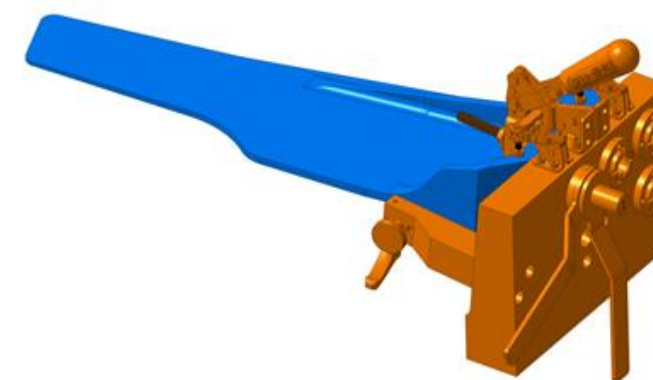
- Conversion optimization (production input from over 70 conversions):
  - Further optimization of tooling (standard conversion and special tooling).
  - Specific design and kit changes to reduce man hours and improve the turnaround time (TAT):  
Simple installation of parts and pre-installation work (drilling, cutting...) outside the aircraft.



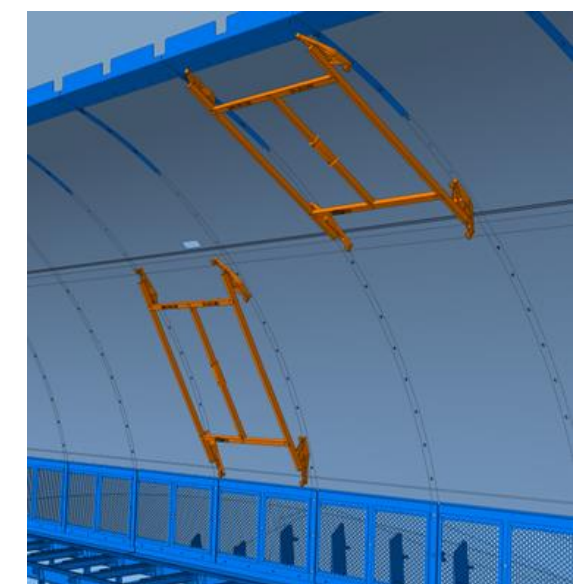
Temporary connection of  
new and old cross beams



Alignment seat rails



Drilling Frame Feet



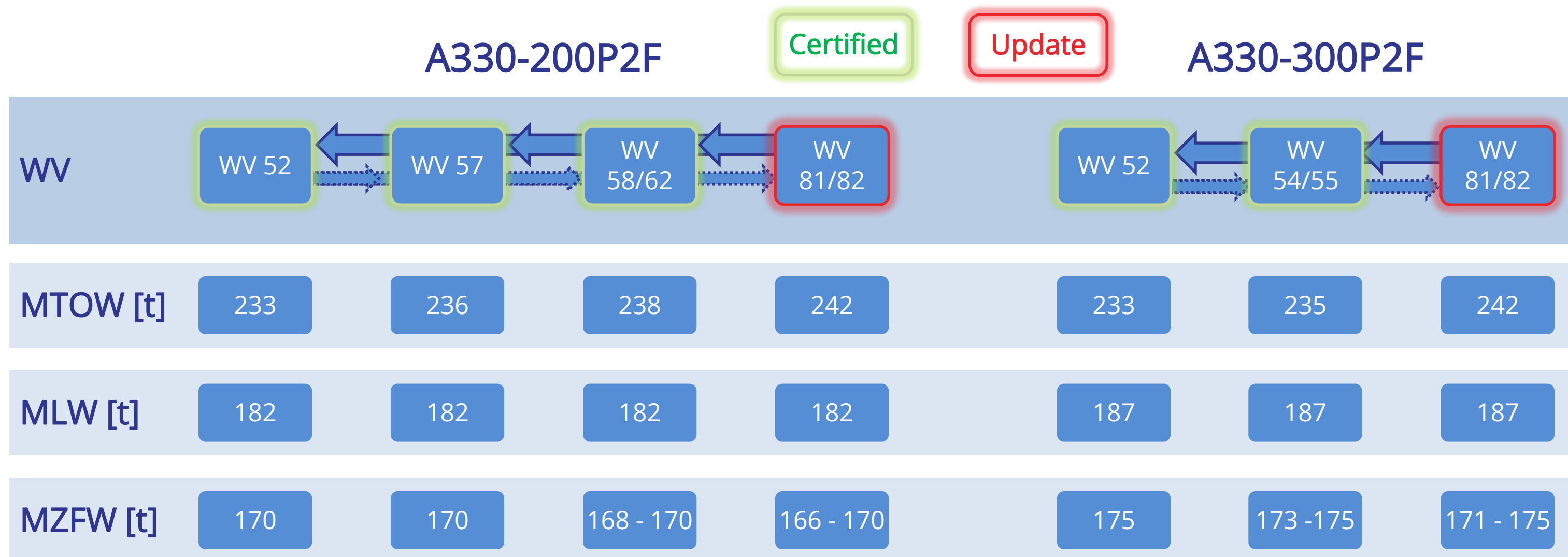
Installation Lining  
Framework

**EFW aims to deliver the same TAT (and quality) at all mod sites as soon as possible, independent of different aircraft conditions.**

# A33X Improvements



- Weight Variants (WV): Any MSN can be downgraded, but not every MSN can be upgraded to all WV



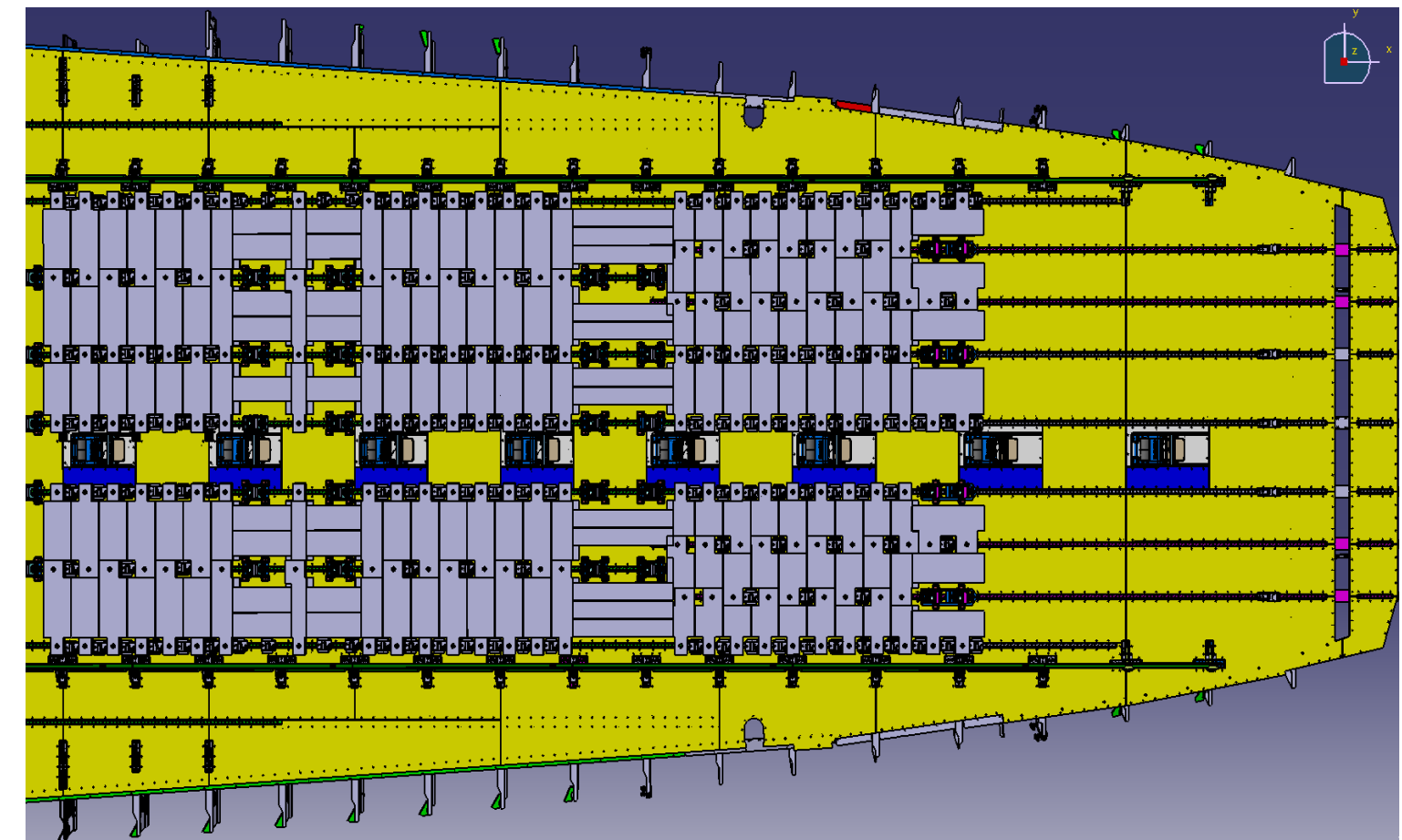
Entry Into Service (EIS) in QII 2025

# A33X Improvements



## ➤ Load Introduction

- Current aircraft configuration does not consider *empty flight* capability.
- Option for empty flight and random/constant loading: up to 3,5t load introduction through heavy panels on cargo floor in the aft fuselage.
- Shifting the CG aft improves aircraft balanced, reduces trimming and increases fuel efficiency.
- Certified weight variants remain unchanged.
- Same volume can still be loaded in all container positions



**Entry Into Service (EIS) in QIV 2024**



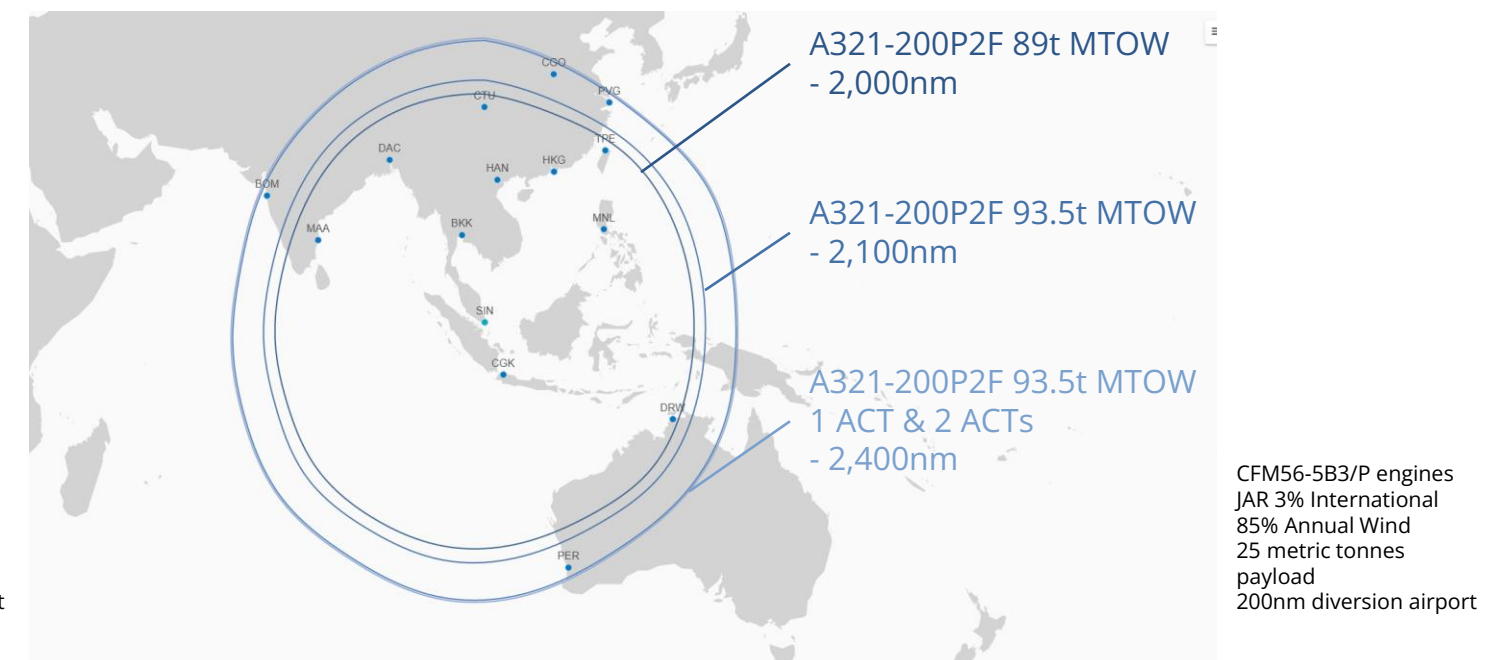
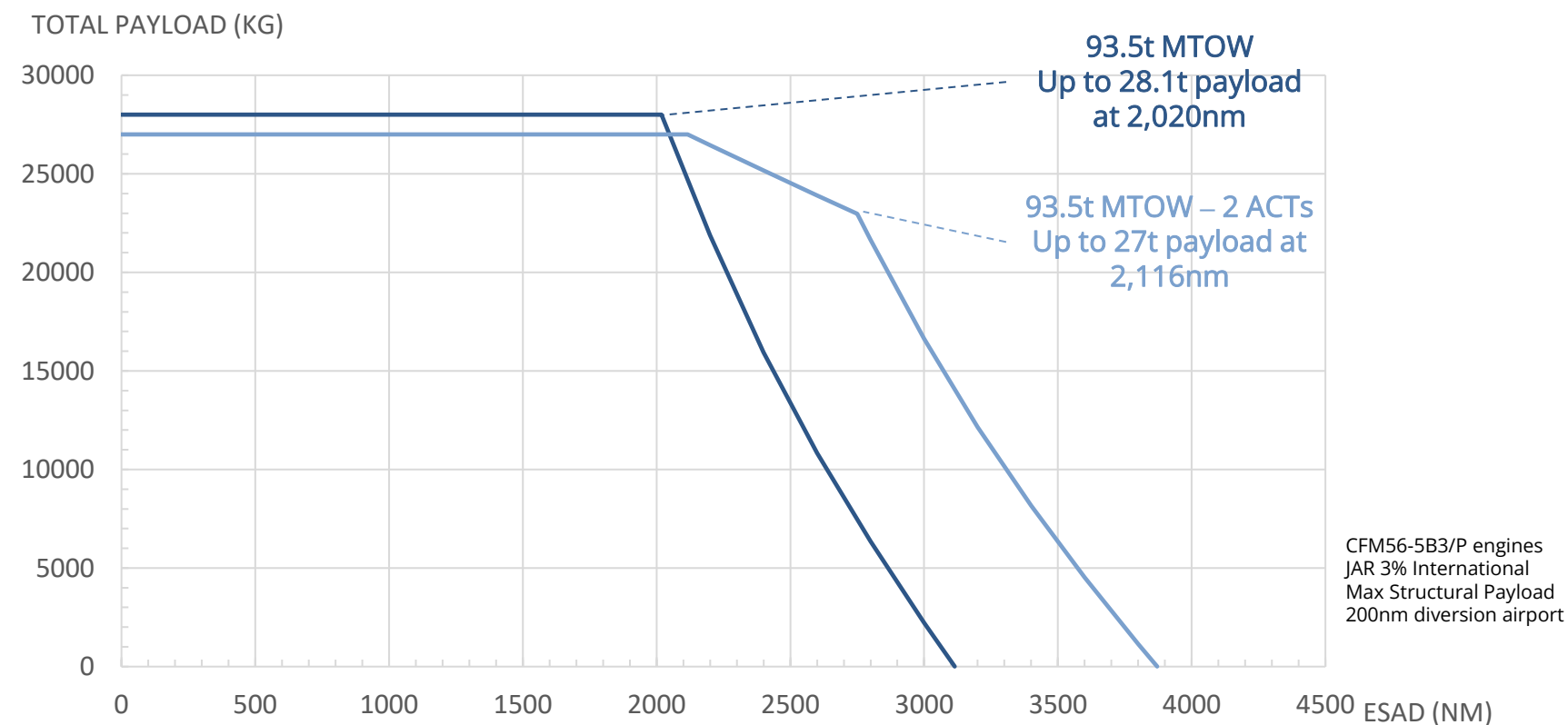
# A32X Improvements



## ➤ Additional Center Tank (ACT)

- Up to 2 ACT will provide increased range capability and operational flexibility.
- Tare weight per ACT: ~575kg – Fuel per ACT: ~2,400kg (3,000l).

Source: **AIRBUS**

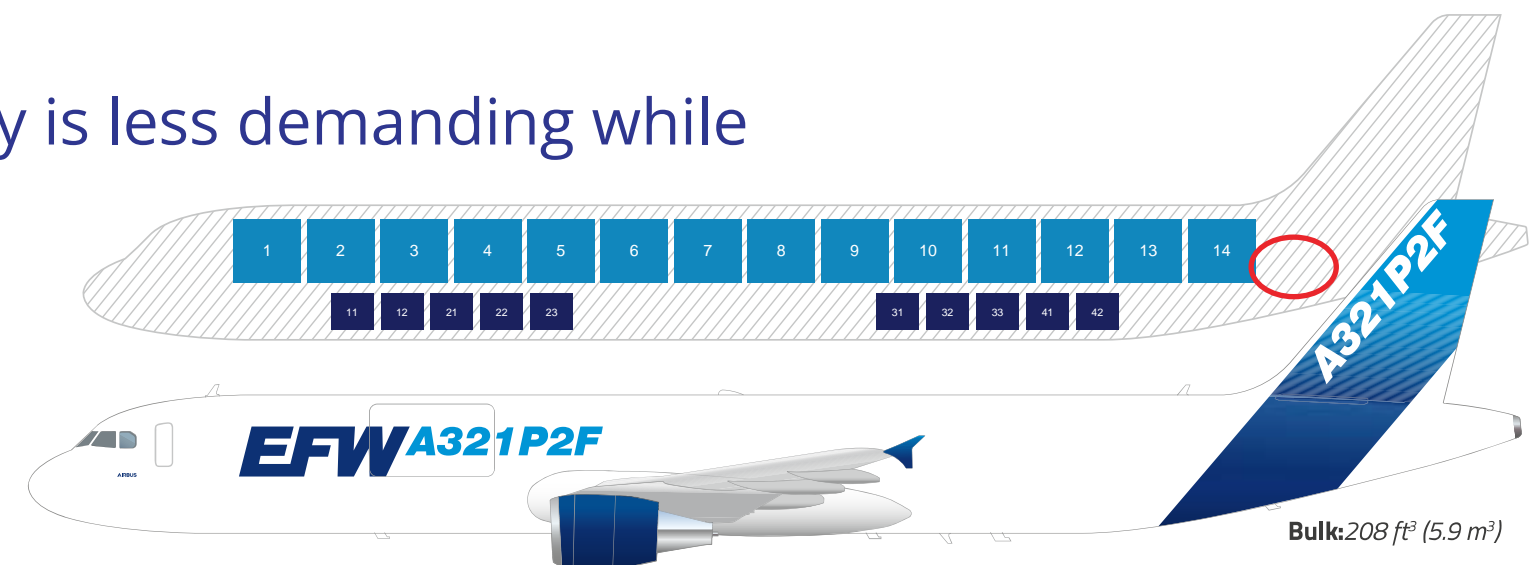


**Entry Into Service (EIS) in Dec 2024**

# A32X Improvements



- Design to Weight – Increased Payload and Range Capability
  - Current aircraft configuration is optimized for empty flight and random loading.
  - Feasibility study with OEM to reduce ballast, but:
    - Maintain one configuration on both affected and non-affected area.
    - Maintain certified weight variants (WV 000 – 011).
    - Avoid the impact on current STC.
  - Option serves operations where load flexibility is less demanding while balancing the aircraft with cargo.



**Entry Into Service (EIS) in QII 2025**

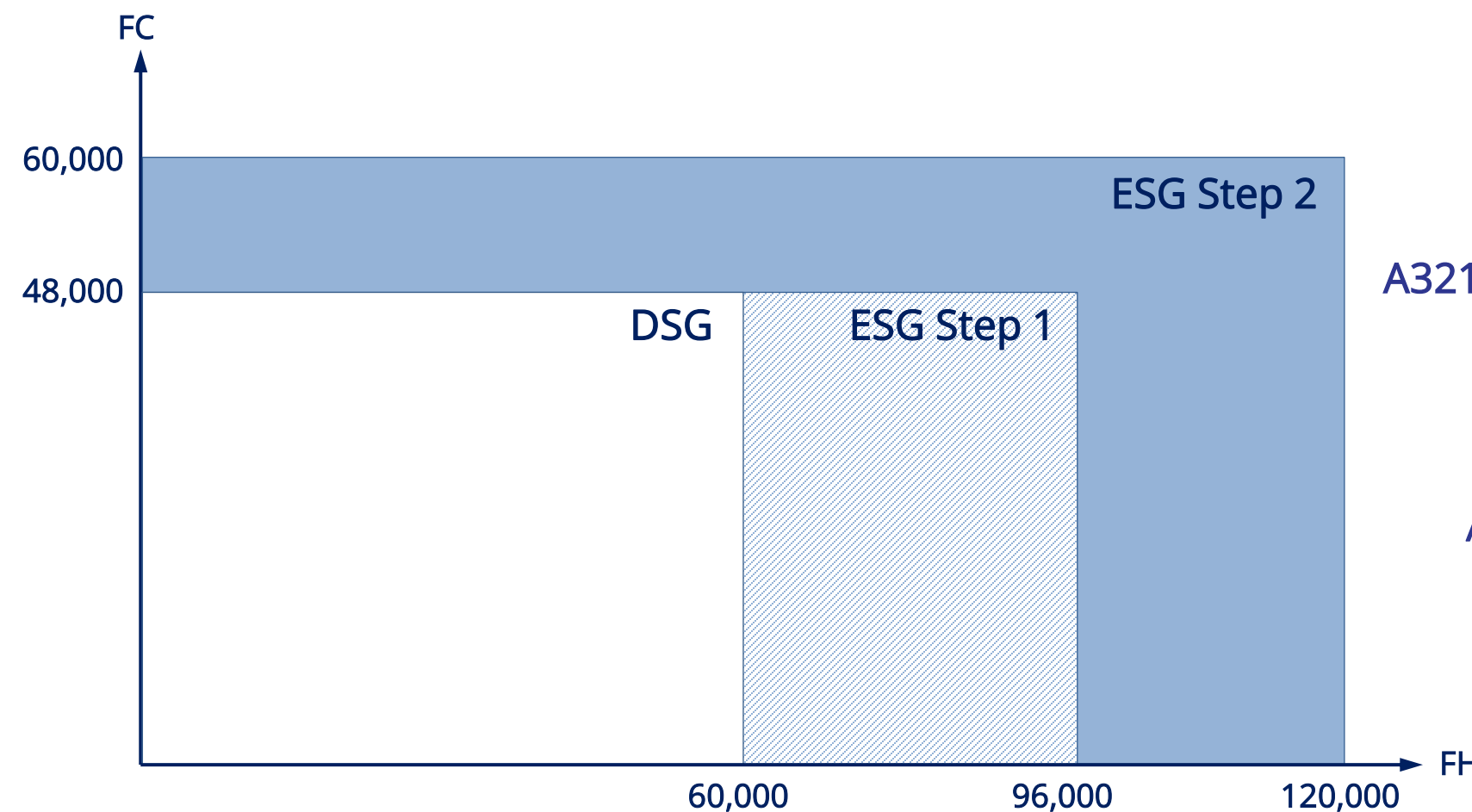




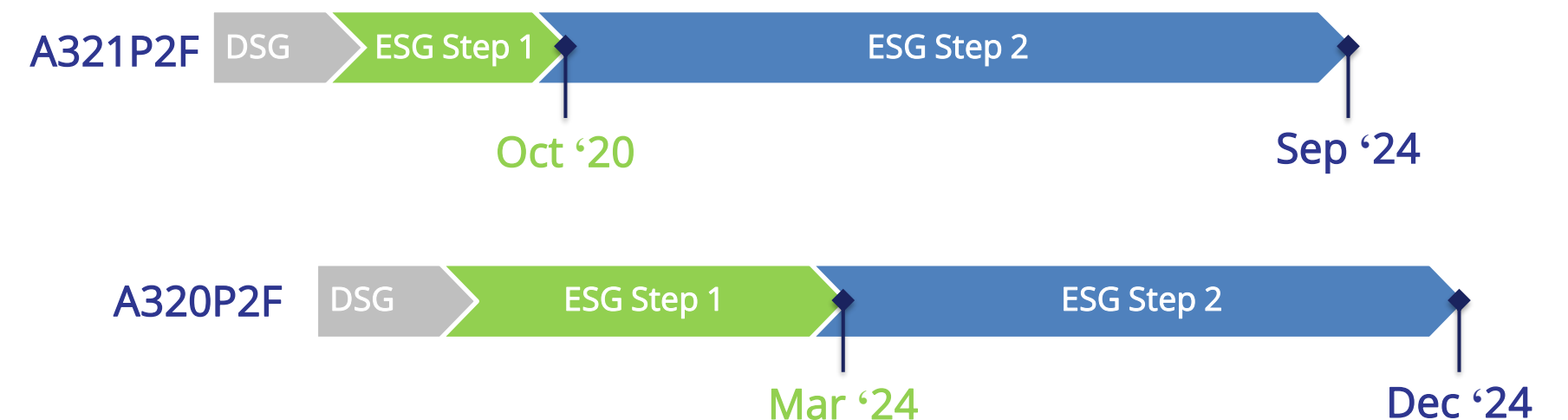
# A32X and A33X Improvements

## ➤ Extended Service Goal (ESG) – Step 2

- Majority of P2F candidates have almost reached PAX Design Service Goal (DSG).
- ESG step 1 and step 2 allow continuous operation beyond DSG.
- ESG step 1 SB already available for A321 P2F and A320 P2F, step 2 will follow.



## Timeline EIS



# ESG

What is ESG?

Extended Service Goal or Environment/Social/Governance? Actually, it's both...

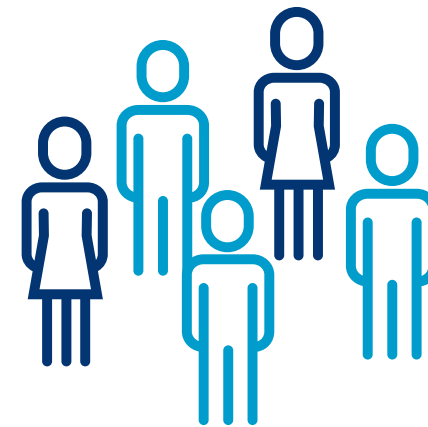
E



Environment

We are committed to support the de-carbonization journey and to reduce our environmental footprint.

S



Social

We are committed to making EFW a safe, attractive, and fair place to work. We engage and involve ourselves for the community.

G

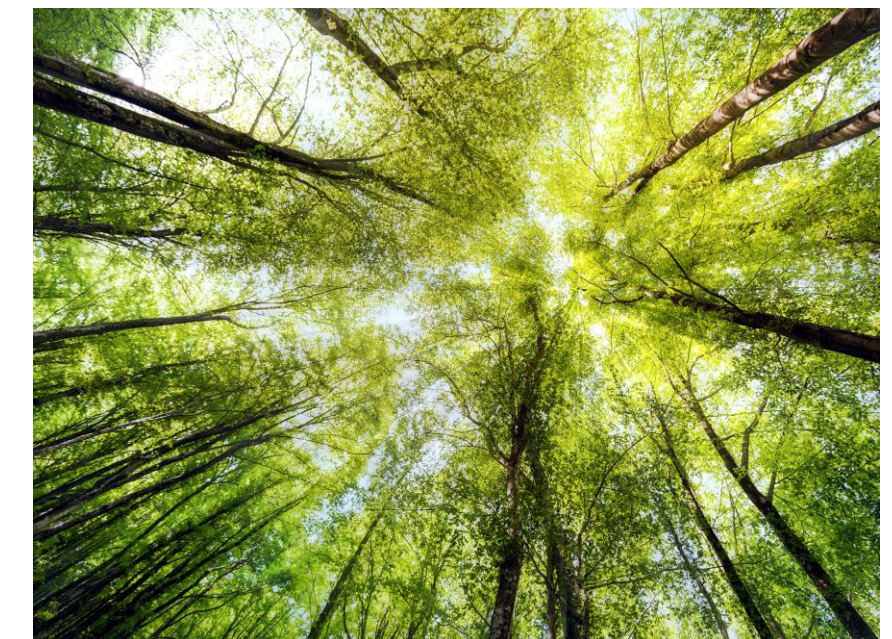


Governance

We conduct our business with integrity and are committed to be an open and transparent company.

## EFW cares about its environmental, social and governance responsibilities

- Some numbers as an evidence:
  - **100%** renewable electricity powering our Dresden facility.
  - **50%** of electricity comes from green power.
  - **ISO 14001** – We work strictly in line within certified environmental management system.
  - **10** – We affirm the support of the 10 UNGC principles.
  - **17** – We affirm the support of the 17 SDGs.
  - **GOOD** – Our 2023 sustainability performance has been rated by EcoVadis.
  - **2,500** trees per year are aimed to be planted reflecting freight tonnage converted at EFW.





# Coming Soon – EFW is expanding its network

We are delighted to announce a new P2F partnership  
for a dedicated market.





Thank you very much.

