

| Conventional Fleet Data |              |
|-------------------------|--------------|
| BEW (kg)                | <b>42500</b> |
| BEI (M.I.)              | <b>49,00</b> |

|     | A/C Reg mark | (*) Adjustment for |                | Seats capacity | MTW   | MTOW  | MLW   | MZFW  |
|-----|--------------|--------------------|----------------|----------------|-------|-------|-------|-------|
|     |              | Weight (Δ kg)      | Index (Δ M.I.) |                |       |       |       |       |
| (#) | EI-INA       | 490                | 1,61           | 180            | 73900 | 73500 | 67400 | 64300 |
| (#) | EI-INB       | 611                | 1,12           | 180            | 73900 | 73500 | 67400 | 64300 |
| (#) | EI-INC       | 534                | 1,57           | 180            | 73900 | 73500 | 67400 | 64300 |
| (#) | EI-IND       | 546                | 1,49           | 180            | 73900 | 73500 | 67400 | 64300 |
| (#) | EI-INE       | 507                | 1,33           | 180            | 73900 | 73500 | 67400 | 64300 |
| (#) | EI-HJD       | 881                | 2,56           | 180            | 73900 | 73500 | 67400 | 64300 |
| (#) | EI-HJE       | 923                | 2,36           | 180            | 73900 | 73500 | 67400 | 64300 |
| (#) | EI-HOA       | 817                | 2,26           | 180            | 73900 | 73500 | 67400 | 64300 |
| (#) | EI-HOB       | 793                | 2,55           | 180            | 73900 | 73500 | 67400 | 64300 |
| (#) | EI-HOC       | 850                | 2,37           | 180            | 73900 | 73500 | 67400 | 64300 |
| (#) | EI-HOD       | 870                | 2,50           | 180            | 73900 | 73500 | 67400 | 64300 |
| (#) | EI-HOE       | 977                | 2,49           | 180            | 73900 | 73500 | 67400 | 64300 |
| (#) | EI-HOF       | 873                | 2,61           | 180            | 73900 | 73500 | 67400 | 64300 |
| (#) | EI-HOH       | 896                | 2,58           | 180            | 73900 | 73500 | 67400 | 64300 |
| (#) | EI-HOI       | 1005               | 2,62           | 180            | 73900 | 73500 | 67400 | 64300 |
| (#) | EI-HOJ       | 897                | 2,61           | 180            | 73900 | 73500 | 67400 | 64300 |
| (#) | EI-HOL       | 943                | 2,47           | 180            | 73900 | 73500 | 67400 | 64300 |

(\*) with reduced 50% (**100lt standard**) water quantity

(#) CLS installed

- All Weights in **kg** (kilogram)

In case of **full water qty on board**, apply the following additional adjustments:

|                |              |
|----------------|--------------|
| Weight (Δ kg)  | <b>100</b>   |
| Index (Δ M.I.) | <b>-0,17</b> |

| Flight Crew nr. | Adjustment for |                |
|-----------------|----------------|----------------|
|                 | Weight (Δ kg)  | Index (Δ M.I.) |
| 2               | 170            | -1,17          |
| 3               | 255            | -1,73          |
| 4 ***           | 340            | -2,28          |

\*\*\* applicable to EI-INA/B/C/D/E and EI-HOC/D/E/F/H/I/J/L only

| Cabin Crew nr. | Adjustment for |                |
|----------------|----------------|----------------|
|                | Revenue Flight |                |
|                | Weight (Δ kg)  | Index (Δ M.I.) |
| 1              | 75             | -0,43          |
| 2              | 150            | 0,05           |
| 3              | 225            | 0,54           |
| 4              | 300            | 0,11           |
| 5              | 375            | 0,60           |

| Pantry code | Adjustment for |                |
|-------------|----------------|----------------|
|             | Weight (Δ kg)  | Index (Δ M.I.) |
| D           | 314            | 0,19           |
| M           | 534            | -0,05          |
| V           | 980            | 2,67           |
| NS (1)      |                |                |
| Z           | 139            | 0,04           |

| Apply to                                                       |
|----------------------------------------------------------------|
| Domestic                                                       |
| Medium Haul Flight                                             |
| From/To CAI, TLV                                               |
|                                                                |
| (1) <b>Non Standard</b> service (refer to operational message) |
| Ferry, Test, Training Crew                                     |

| Authorized persons on JUMP SEAT (Location) | Weight (Δ kg) | Index (Δ M.I.) |
|--------------------------------------------|---------------|----------------|
| Cockpit - 1st Obs (1)                      | 84            | -0,55          |
| Cockpit - 2nd Obs (1) **                   | 84            | -0,55          |
| Cabin - AFT                                | 84            | 0,55           |

(1) To be assigned according to the number of Flight Crew on duty

\*\* applicable to EI-INA/B/C/D/E and EI-HOC/D/E/F/H/I/J/L only

Note: aircraft with CLS installed, ULD tare weight **must be included to TTL**

| Applicable Forms          |                            | Rev. | Date   |
|---------------------------|----------------------------|------|--------|
| Balance Chart Form        | BC A320-272N CLS installed | 0    | MAR 23 |
| Loading Instructions Form | LI A320 - A -              | 3    | MAR 23 |

| DRY OPERATING WEIGHT (DOW) - DRY OPERATING INDEX (DOI) |      |                     |       |                        |       |                      |       |                                  |       |
|--------------------------------------------------------|------|---------------------|-------|------------------------|-------|----------------------|-------|----------------------------------|-------|
| A/C Reg mark                                           | Crew | D - Domestic flight |       | M - Medium Haul flight |       | V - From/To CAI, TLV |       | Z - Ferry, Training, Test flight |       |
| EI-INA                                                 | 2+0  | 43474               | 49,63 | 43694                  | 49,39 | 44140                | 52,11 | 43299                            | 49,48 |
|                                                        | 3+0  | 43559               | 49,07 | 43779                  | 48,83 | 44225                | 51,55 | 43384                            | 48,92 |
|                                                        | 2+4  | 43774               | 49,74 | 43994                  | 49,50 | 44440                | 52,22 | 43599                            | 49,59 |
|                                                        | 3+4  | 43859               | 49,18 | 44079                  | 48,94 | 44525                | 51,66 | 43684                            | 49,03 |
| EI-INB                                                 | 2+0  | 43595               | 49,14 | 43815                  | 48,90 | 44261                | 51,62 | 43420                            | 48,99 |
|                                                        | 3+0  | 43680               | 48,58 | 43900                  | 48,34 | 44346                | 51,06 | 43505                            | 48,43 |
|                                                        | 2+4  | 43895               | 49,25 | 44115                  | 49,01 | 44561                | 51,73 | 43720                            | 49,10 |
|                                                        | 3+4  | 43980               | 48,69 | 44200                  | 48,45 | 44646                | 51,17 | 43805                            | 48,54 |
| EI-INC                                                 | 2+0  | 43518               | 49,59 | 43738                  | 49,35 | 44184                | 52,07 | 43343                            | 49,44 |
|                                                        | 3+0  | 43603               | 49,03 | 43823                  | 48,79 | 44269                | 51,51 | 43428                            | 48,88 |
|                                                        | 2+4  | 43818               | 49,70 | 44038                  | 49,46 | 44484                | 52,18 | 43643                            | 49,55 |
|                                                        | 3+4  | 43903               | 49,14 | 44123                  | 48,90 | 44569                | 51,62 | 43728                            | 48,99 |
| EI-IND                                                 | 2+0  | 43530               | 49,51 | 43750                  | 49,27 | 44196                | 51,99 | 43355                            | 49,36 |
|                                                        | 3+0  | 43615               | 48,95 | 43835                  | 48,71 | 44281                | 51,43 | 43440                            | 48,80 |
|                                                        | 2+4  | 43830               | 49,62 | 44050                  | 49,38 | 44496                | 52,10 | 43655                            | 49,47 |
|                                                        | 3+4  | 43915               | 49,06 | 44135                  | 48,82 | 44581                | 51,54 | 43740                            | 48,91 |
| EI-INE                                                 | 2+0  | 43491               | 49,35 | 43711                  | 49,11 | 44157                | 51,83 | 43316                            | 49,20 |
|                                                        | 3+0  | 43576               | 48,79 | 43796                  | 48,55 | 44242                | 51,27 | 43401                            | 48,64 |
|                                                        | 2+4  | 43791               | 49,46 | 44011                  | 49,22 | 44457                | 51,94 | 43616                            | 49,31 |
|                                                        | 3+4  | 43876               | 48,90 | 44096                  | 48,66 | 44542                | 51,38 | 43701                            | 48,75 |

| EI-HJx and EI-HOx Applicable Forms |                            | Rev. | Date   |
|------------------------------------|----------------------------|------|--------|
| Balance Chart Form                 | BC A320-272N CLS installed | 0    | MAR 23 |
| Loading Instructions Form          | LI A320 - A -              | 3    | MAR 23 |

| DRY OPERATING WEIGHT (DOW) - DRY OPERATING INDEX (DOI) |      |                     |       |                        |       |                      |       |                                  |       |
|--------------------------------------------------------|------|---------------------|-------|------------------------|-------|----------------------|-------|----------------------------------|-------|
| A/C Reg mark                                           | Crew | D - Domestic flight |       | M - Medium Haul flight |       | V - From/To CAI, TLV |       | Z - Ferry, Training, Test flight |       |
| EI-HJD                                                 | 2+0  | 43865               | 50,58 | 44085                  | 50,34 | 44531                | 53,06 | 43690                            | 50,43 |
|                                                        | 3+0  | 43950               | 50,02 | 44170                  | 49,78 | 44616                | 52,50 | 43775                            | 49,87 |
|                                                        | 2+4  | 44165               | 50,69 | 44385                  | 50,45 | 44831                | 53,17 | 43990                            | 50,54 |
|                                                        | 3+4  | 44250               | 50,13 | 44470                  | 49,89 | 44916                | 52,61 | 44075                            | 49,98 |
| EI-HJE                                                 | 2+0  | 43907               | 50,38 | 44127                  | 50,14 | 44573                | 52,86 | 43732                            | 50,23 |
|                                                        | 3+0  | 43992               | 49,82 | 44212                  | 49,58 | 44658                | 52,30 | 43817                            | 49,67 |
|                                                        | 2+4  | 44207               | 50,49 | 44427                  | 50,25 | 44873                | 52,97 | 44032                            | 50,34 |
|                                                        | 3+4  | 44292               | 49,93 | 44512                  | 49,69 | 44958                | 52,41 | 44117                            | 49,78 |
| EI-HOA                                                 | 2+0  | 43801               | 50,28 | 44021                  | 50,04 | 44467                | 52,76 | 43626                            | 50,13 |
|                                                        | 3+0  | 43886               | 49,72 | 44106                  | 49,48 | 44552                | 52,20 | 43711                            | 49,57 |
|                                                        | 2+4  | 44101               | 50,39 | 44321                  | 50,15 | 44767                | 52,87 | 43926                            | 50,24 |
|                                                        | 3+4  | 44186               | 49,83 | 44406                  | 49,59 | 44852                | 52,31 | 44011                            | 49,68 |
| EI-HOB                                                 | 2+0  | 43777               | 50,57 | 43997                  | 50,33 | 44443                | 53,05 | 43602                            | 50,42 |
|                                                        | 3+0  | 43862               | 50,01 | 44082                  | 49,77 | 44528                | 52,49 | 43687                            | 49,86 |
|                                                        | 2+4  | 44077               | 50,68 | 44297                  | 50,44 | 44743                | 53,16 | 43902                            | 50,53 |
|                                                        | 3+4  | 44162               | 50,12 | 44382                  | 49,88 | 44828                | 52,60 | 43987                            | 49,97 |
| EI-HOC                                                 | 2+0  | 43834               | 50,39 | 44054                  | 50,15 | 44500                | 52,87 | 43659                            | 50,24 |
|                                                        | 3+0  | 43919               | 49,83 | 44139                  | 49,59 | 44585                | 52,31 | 43744                            | 49,68 |
|                                                        | 2+4  | 44134               | 50,50 | 44354                  | 50,26 | 44800                | 52,98 | 43959                            | 50,35 |
|                                                        | 3+4  | 44219               | 49,94 | 44439                  | 49,70 | 44885                | 52,42 | 44044                            | 49,79 |
| EI-HOD                                                 | 2+0  | 43854               | 50,52 | 44074                  | 50,28 | 44520                | 53,00 | 43679                            | 50,37 |
|                                                        | 3+0  | 43939               | 49,96 | 44159                  | 49,72 | 44605                | 52,44 | 43764                            | 49,81 |
|                                                        | 2+4  | 44154               | 50,63 | 44374                  | 50,39 | 44820                | 53,11 | 43979                            | 50,48 |
|                                                        | 3+4  | 44239               | 50,07 | 44459                  | 49,83 | 44905                | 52,55 | 44064                            | 49,92 |
| EI-HOE                                                 | 2+0  | 43961               | 50,51 | 44181                  | 50,27 | 44627                | 52,99 | 43786                            | 50,36 |
|                                                        | 3+0  | 44046               | 49,95 | 44266                  | 49,71 | 44712                | 52,43 | 43871                            | 49,80 |
|                                                        | 2+4  | 44261               | 50,62 | 44481                  | 50,38 | 44927                | 53,10 | 44086                            | 50,47 |
|                                                        | 3+4  | 44346               | 50,06 | 44566                  | 49,82 | 45012                | 52,54 | 44171                            | 49,91 |
| EI-HOF                                                 | 2+0  | 43857               | 50,63 | 44077                  | 50,39 | 44523                | 53,11 | 43682                            | 50,48 |
|                                                        | 3+0  | 43942               | 50,07 | 44162                  | 49,83 | 44608                | 52,55 | 43767                            | 49,92 |
|                                                        | 2+4  | 44157               | 50,74 | 44377                  | 50,50 | 44823                | 53,22 | 43982                            | 50,59 |
|                                                        | 3+4  | 44242               | 50,18 | 44462                  | 49,94 | 44908                | 52,66 | 44067                            | 50,03 |
| EI-HOH                                                 | 2+0  | 43880               | 50,60 | 44100                  | 50,36 | 44546                | 53,08 | 43705                            | 50,45 |
|                                                        | 3+0  | 43965               | 50,04 | 44185                  | 49,80 | 44631                | 52,52 | 43790                            | 49,89 |
|                                                        | 2+4  | 44180               | 50,71 | 44400                  | 50,47 | 44846                | 53,19 | 44005                            | 50,56 |
|                                                        | 3+4  | 44265               | 50,15 | 44485                  | 49,91 | 44931                | 52,63 | 44090                            | 50,00 |

| EI-HOx and EI-INA/B/C/D Applicable Forms |                            | Rev. | Date   |
|------------------------------------------|----------------------------|------|--------|
| Balance Chart Form                       | BC A320-272N CLS installed | 0    | MAR 23 |
| Loading Instructions Form                | LI A320 - A -              | 3    | MAR 23 |

| DRY OPERATING WEIGHT (DOW) - DRY OPERATING INDEX (DOI) |      |                     |       |                        |       |                      |       |                                  |       |
|--------------------------------------------------------|------|---------------------|-------|------------------------|-------|----------------------|-------|----------------------------------|-------|
| A/C Reg mark                                           | Crew | D - Domestic flight |       | M - Medium Haul flight |       | V - From/To CAI, TLV |       | Z - Ferry, Training, Test flight |       |
| EI-HOI                                                 | 2+0  | 43989               | 50,64 | 44209                  | 50,40 | 44655                | 53,12 | 43814                            | 50,49 |
|                                                        | 3+0  | 44074               | 50,08 | 44294                  | 49,84 | 44740                | 52,56 | 43899                            | 49,93 |
|                                                        | 2+4  | 44289               | 50,75 | 44509                  | 50,51 | 44955                | 53,23 | 44114                            | 50,60 |
|                                                        | 3+4  | 44374               | 50,19 | 44594                  | 49,95 | 45040                | 52,67 | 44199                            | 50,04 |
| EI-HOJ                                                 | 2+0  | 43881               | 50,63 | 44101                  | 50,39 | 44547                | 53,11 | 43706                            | 50,48 |
|                                                        | 3+0  | 43966               | 50,07 | 44186                  | 49,83 | 44632                | 52,55 | 43791                            | 49,92 |
|                                                        | 2+4  | 44181               | 50,74 | 44401                  | 50,50 | 44847                | 53,22 | 44006                            | 50,59 |
|                                                        | 3+4  | 44266               | 50,18 | 44486                  | 49,94 | 44932                | 52,66 | 44091                            | 50,03 |
| EI-HOL                                                 | 2+0  | 43927               | 50,49 | 44147                  | 50,25 | 44593                | 52,97 | 43752                            | 50,34 |
|                                                        | 3+0  | 44012               | 49,93 | 44232                  | 49,69 | 44678                | 52,41 | 43837                            | 49,78 |
|                                                        | 2+4  | 44227               | 50,60 | 44447                  | 50,36 | 44893                | 53,08 | 44052                            | 50,45 |
|                                                        | 3+4  | 44312               | 50,04 | 44532                  | 49,80 | 44978                | 52,52 | 44137                            | 49,89 |
|                                                        |      |                     |       |                        |       |                      |       |                                  |       |
|                                                        |      |                     |       |                        |       |                      |       |                                  |       |
|                                                        |      |                     |       |                        |       |                      |       |                                  |       |
|                                                        |      |                     |       |                        |       |                      |       |                                  |       |
|                                                        |      |                     |       |                        |       |                      |       |                                  |       |
|                                                        |      |                     |       |                        |       |                      |       |                                  |       |
|                                                        |      |                     |       |                        |       |                      |       |                                  |       |
|                                                        |      |                     |       |                        |       |                      |       |                                  |       |
|                                                        |      |                     |       |                        |       |                      |       |                                  |       |
|                                                        |      |                     |       |                        |       |                      |       |                                  |       |
|                                                        |      |                     |       |                        |       |                      |       |                                  |       |
|                                                        |      |                     |       |                        |       |                      |       |                                  |       |
|                                                        |      |                     |       |                        |       |                      |       |                                  |       |
|                                                        |      |                     |       |                        |       |                      |       |                                  |       |
|                                                        |      |                     |       |                        |       |                      |       |                                  |       |
|                                                        |      |                     |       |                        |       |                      |       |                                  |       |