

## Press Release

### **Airbus Services continues its success in China through close cooperation with local customers and partners**

**Shanghai, 8 November 2019** – Airbus has signed several contracts and agreements with its Chinese customers and partners for services cooperation at the 2019 China International Import Expo in Shanghai. These include the following:

- **Airbus Automatic Dependent Surveillance – Broadcast Out (ADS-B Out retrofit) contract with China Eastern Airlines** for its A320 fleet, which will modernise the Air Traffic Management (ATM) system to allow an increase of airspace capacity, operational efficiency and safety;
- **Airbus’ eTech 3D Repair contract with China Eastern Airlines.** eTech 3D repair is a mobile app which provides a single solution for quick and easy monitoring, reporting and assessment of aircraft structural damage. The repair process is optimised thanks to a direct connection to Airbus tools;
- **A350 XWB Airbus Competence Training (ACT) SUITE contract with China Southern Airlines and with Sichuan Airlines.** The ACT maintenance training digital tool is an operationally oriented, scenario-based programme focused on a ‘learning by doing’ approach. It allows for both theoretical – with animated system descriptions – and practical troubleshooting and maintenance tasks. It brings more realism by introducing simulation at the very early stages of the maintenance training;
- Multi-year materials and spares supply contract between **Satair (an Airbus Services Company) and Guangzhou Aircraft Maintenance and Engineering Co. (Gameco)** to further improve supply chain efficiency.

These agreements demonstrate the close relationship and cooperation between Airbus, its customers and partners in China, with the ambition to contribute to the development of air transport and traffic growth in the region.

Airbus Services’ presence in the region has been constantly growing, providing optimised aircraft availability, streamlined flight operations and enhanced passenger experience. Through its local team and facilities in China, Airbus Services offers aircraft and component repair, flight operations support and services, materials services, training, fleet and supplier management, as well as digital solutions.

Remi Maillard, SVP Airbus Services said: “China is definitely a strategic market for Airbus Services. We approach this market with a long-term strategy developing strong partnerships with Chinese industry leaders and with the ambition to further enhance safety, strengthen customer relationships and to build a sustainable aviation eco-system.”

As of today, the Airbus’ local team includes four subsidiaries or Joint Ventures (JVs): Satair for material management, Eltra for component repairs and Hua Ou with two JVs in the areas of

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training and support for spares warehousing. In 2018, Airbus already announced the creation of a customer services hub and the yearly expansion of its local team by 20% to further strengthen its presence and capacity to specifically answer the requirements of Chinese markets.

“Airbus Services is committed to further enhance customer proximity through localised teams of service sales and support, marketing and business development and by expanding its footprint in all service areas to better serve and support the increased Airbus fleet and meet customer expectations in the next decade,” said Regis Boniau, VP Customer Services of Airbus China.

Airbus forecasts a healthy three-digit US\$ billion cumulated services market in China and demand for more than 100,000 new pilots and close to 122,000 new technicians over the next 20 years (see Airbus’ Global Services Forecast 2019).

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### **About Airbus**

Airbus is a global leader in aeronautics, space and related services. In 2018 it generated revenues of € 64 billion and employed a workforce of around 134,000. Airbus offers the most comprehensive range of passenger airliners. Airbus is also a European leader providing tanker, combat, transport and mission aircraft, as well as one of the world’s leading space companies. In helicopters, Airbus provides the most efficient civil and military rotorcraft solutions worldwide.

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