Press Conference
Paris Air Show

Philippe MHUN – Head Of Customer Services
Laurent MARTINEZ – Head Of Services By Airbus
21st June 2017
Supporting more & more aircraft safely

With increased maintenance outsourcing and product sophistication

Airbus aircraft in service

9,500
mid 2017

12,000
2020
Introducing the connected aircraft with FOMAX

An aircraft improvement to unlock data and connectivity access

Currently 400 parameters: <2% available data
Introducing the connected aircraft with FOMAX

Connected Aircraft
Enables capture of
24000 +
parameters:
100% of data

Enabled by
Rockwell Collins partnership

An aircraft improvement to unlock data and connectivity access
Skywise
Opening the door to unique differentiating opportunities

skywise. The beating heart of aviation.

Connect
- A/C
- Passengers
- Flight & Fleet

Optimize
- Mission
- Reliability
- M&E planning
- Inventory

Predict
- 100% availability
- Material demand

Watch
- Airspace

Share
- Technical data
- Benchmarking
User centric services

- Predictive Maintenance
- Maintenance mobility
- Scheduled Maintenance Optimisation

- Cabin apps*
- Digitalised CAMO*

- Analytics by NAVBLUE
- Airport+ MApp

- Eng. & Maintenance

- Passengers & Cabin

- Airlines | OEMs | Suppliers | MROs | Passengers

* Subject to launch
Use aircraft data to anticipate maintenance actions.

Up to 30% reduction in operational interruptions.

Powered by Skywise.
Global Services Forecast over 20 years

2017 > 2036
From more than $110bn$ to more than $220bn$ per year

Source: Airbus Global Service Forecast 2017
MRO yearly demand* over the next 20 years

More than x2

Source: Airbus Global Service Forecast 2017
Passenger aircraft ≥ 100 seats
Introducing Airbus MRO Alliance (AMA)

Combining Airbus expertise and digital capabilities with MRO industrial experience

Leveraging Airbus services
- FHS Upgrades
- Satair parts

Bringing optimised maintenance turnaround time

Maximising added-value for airlines and lessors during grounding time
Creating a global community Airbus MRO Alliance (AMA)

Gathering members from all continents

Covering capabilities on the full range of Airbus aircraft

Agreements already signed with leading MROs
Introducing FHS powered by Skywise

Improve aircraft operational reliability
Reduce direct maintenance cost
Guaranteed unmatched On Time Performance

Tailored Support Package (TSP)
- Line & Base Maintenance
- Fleet Engineering

FHS* Components
- World-class supply chain solutions

*FHS: Flight Hour Services

Predictive Maintenance
Connected, real time analytics
#ExcellenceConnected

**Differentiation**
- Broad used parts services with VAS Aero cooperation

**Integration**
- One easy interface for multiple channels

**Transformation**
- Same day delivery & capacity extension

**Digitalisation**
- Improved demand forecasting analytics with digital factory & customer co-creation

Innovative Material Services

- Broaden our product and service offering
- Enhance and digitalise our operations
- Act as integrator to serve market needs

Powered by skywise.
Cabin & Systems Upgrade market

Source: Airbus Global Services Forecast 2017

Passenger aircraft above 100 seats

From more than 6bn$ in 2017
to more than 11bn$ in 2036

% by region

Asia Pacific: 38%
Europe: 22%
Middle East: 15%
North America: 14%
Latin America: 5%
Africa: 3%
CIS: 3%

Source: Airbus Global Service Forecast 2017
Passenger aircraft above 100 seats
Cabin & Systems upgrades market trends

Driven by Fleet Growth and Innovation

Cabin Segmentation & Optimisation
Increasing number of class layout (3-class and +)

Connectivity
Answering passenger expectations

Premium Products

Systems Upgrades
Introducing Airbus Interiors Services

Partnership with Inmarsat on direct air to ground communication

Upgrade Solutions
Tailored Equipment
Innovative Product
Flight Operations

World Air traffic will double in the next 15 years.

Source: ICAO
Airbus Global Service Forecast 2017
Introducing N-Tracking with Flightradar24 and Spire Global

Airbus Defence and Space surveillance digital eco-system providing global data to track every aircraft, anywhere

Flight Operations by NAVBLUE

Introducing N-Tracking with Flightradar24 and Spire Global

Powered by skywise.
New pilots & technicians demand forecast

More than 1,000,000 Pilots & Technicians required in next 20 years*

Source: Airbus Global Service Forecast 2017
Passenger aircraft above 100 seats
Addressing demand for more pilots & technicians

Global footprint
Extended offering: Ab Initio
Innovation & Airbus standard
Services by Airbus

+18% revenues in 2016

Powered by skywise.
Services by Airbus

Download our app to access Services by Airbus Portfolio at services.airbus.com

Powered by Skywise
Leveraging OEM added value
Building long term partnerships