

DEFENCE AND SPACE
Commercial presentation 2021



### Who we are

We are the Airframe solution provider for Airbus Defence and Space.

We integrate end to end competencies from Engineering, Manufacturing, Assembly to In-Service support. Our expertise contributes to make Airbus' platforms best in class.



We put this expertise at the disposal of other pioneers, pursuing mutual interests in building the future of aerospace.



## **Key figures**

## Annual external revenues 240M€

#### **R&D Investment**

115M€ / year in Airbus DS

#### **Automated cells**

15 automated composite cells and assembly pulse lines

#### **Production sites**

180.000 m<sup>2</sup>

#### **Customers**

**OEMs and Tiers1** 

# **Sevilla** Tablada

#### Cadiz CBC

Madrid Getafe

- Structural Assemblies
- Automated Assembly
- Wire-Harness Shop
- Procurement
- Commercial & Program
- Composite Manufacturing
- Automatic Assembly
- Sheet Metal Forming
- Superplastic Forming / Diffusion Bonding
- Engineering Office
- Systems Lab and Rigs
- Structural Test Lab
- Flight Test Centre
- Customer service center













### Main customers



As part of Airbus, our strong financial backbone gives our partners stability. We are the choice of resilience and business continuity. We deliver on commitment.



Our value proposal

#### History

AIRBUS DS Aerostructures has a long history within the aerospace industry. Since early 1970s, Airbus Group has developed a strong know-how in Aerostructures technologies.

#### **Network leader**

We manage and coordinate a **solid supply chain network** to guarantee optimum MAKE/BUY mix.

#### **Agile industrialization**

Capacity to quickly achieve complex industrializations and fostering continuous improvements. To be always ahead, to be your launching factory.

#### Competitiveness

Wining contracts for commercial platforms with external customers in a **highly demanding market** 

#### End to End partner

Our commitment starts with the first sketch, manufacturing, assembly and lasts to the in-service support. Our service will accompany you during the **whole life cycle**.

#### Versatility

Based on a large experience of project management in a **multiproduct** environment, we have acquired the skills and competences to adapt to any production needs.

# Our strategy

# Technology at the core

Following our mission to make Aerostructures best in class, technology development is a core pilar of our strategy.

# Synergise civil and military

Exploit synergies between military and civil platforms, to bring together the best of two worlds.

# Deliver the results accordingly

Actively manage portfolio: Focus on profitability, value creation, and market position.



## Our main products at a glance

Fan cowls Airbus A320neo **Boeing 737 and 777 Dassault Falcon series Undisclosed platform Empennages tail planes** Winglets **Control surfaces** Fuselage assembly **Detail parts Electrical components** Repair and retrofit services Airbus A330 Multi Role Eurofighter Airbus A400M Airbus C295 **Tanker Transport (MRTT)** 

#### **Components and airframes**

A large portfolio of components...

#### Civil and military programs

...already proven in many Aircraft programs



## The best technology for the platform

#### **Eurofighter Slats:**

**Technology: Titanium Super Plastic forming** 

The titanium super plastic forming technology offers the best possible weight / performance ratio, ensuring responsiveness of the actuators and resilience. The tolerances achieved to respond to the aerodynamic requirements illustrate our expertise mastering that technology.

The Eurofighter is one of the most agile aircraft in the world. Its inherently unstable flight laws leads to extremely demanding requirements to its moveable parts. The slats are a key enabler of the Eurofighter's agility. Constantly driven by the on-board computers, the slats have to withstand extreme conditions.

What is your requirement?

## The latest assembly technologies



### High rate automatic assembly

Demonstrated capacity to ramp-up to **highest rate** in aerospace world for the A320 NEO and Boeing 737MAX, on time, on cost and on quality. Automation is an enabler to ensure **best quality standards and competitiveness**.

### End to end digitalization

With the implementation of end to end data follow-up such as Digital work order, incident flow, real time KPIs and DMU assisted inspection, our process operation becomes seamless. Industry 4.0 is now!



# A centre of excellence for composites

## **Composites and Combined solutions**

The Cadiz plant is Airbus DS' centre of excellence for composites and combined solutions. It is our duty to ensure the technological supremacy of our future platforms, both for military aircraft and space programmes. We collaborate with distinguished partners to push the boundaries of physic's law, with safety as our mantra.

Recent achievements include a composite laminar flow empennage, one shot monolithic cockpit, 10m tip to tip reinforced skin using out of autoclave dry-fiber resin infusion.



## End to End solution provider





# Developing your project

At the Forefront of Engineering methods and technologies

Conceptual Design



Aerodynamics



Structural Analysis



Certification

33.29 mm

III power

Type de selection
 Celection de met
fanction per troppe

\* Type de support

Pennage automations à parallele Estoplies de seus peut de décon-

\* Type de vos

than the spendous

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# Your partner for services

In service support available for you worldwide

AIRBUS

Maintenance studies



Spares part management



Secured connectivity



Assistance 24/7





## **Digital and Innovation**

**Augmented reality** 

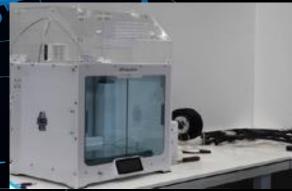
Lazer assistance

Automated testing

3D prototyping



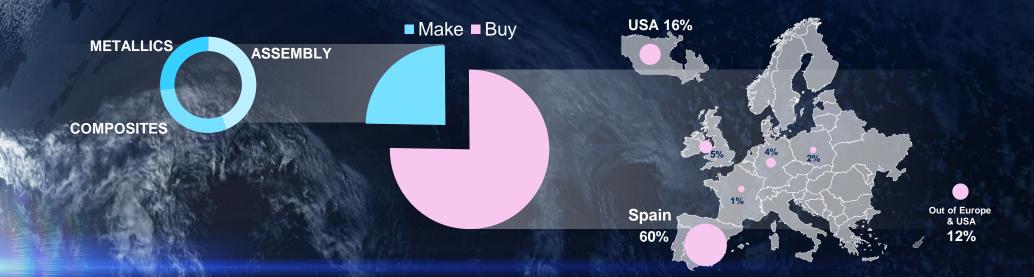




Future is now!

Building the "Factory of the Future" is a key initiative launched at Airbus Defence and Space. Concrete application in digitalization, augmented reality and prototyping are now in use with significant improvements in reactivity, quality and efficiency.

## **Footprint**



Our Eco-system

25%/75% make-buy Big footprint **in Spain**60% procurement spent **in Spain** 

Supply Chain **competitiveness** and **integral management** 



(2019 Data, not exhaustive)





#### **Performance**



A clear focus on delivery

**100%** OTD A320 Neo\*

**100%** OTD B737MAX\*

98%
On Quality Delivery average\*

\*2019 figures

TOP

High level of Customer satisfaction Several Best Supplier award

### Performance Excellence

Boeing 2016

## Best Supplier

SAFRAN 2015

# **Best Supplier**

SAFRAN 2016

### 6 Top Supplier Performance

SAFRAN 2019

## Top Supplier Performance

**DASSAULT 2014 - 2018** 

OES Rising Star

2019 (Cadiz plant)

## Leading the way in the decarbonisation of aviation



Airbus Ambition to be the first to offer a zeroemission commercial aircraft by 2035 Green plant initiative to be beyond compliance of current environmental industrial regulations

# **Airbus Foundation** Delivering humanitarian relief 900+ **70** tons of aid Relief flights countries **AIRBUS** © Copyright Airbus Defence and Space 2021 / Airbus Defence and Space Aerostrctures



