

MRO Americas

Presented by : John GRANT

Future Cabins and aircraft interiors

April 2016



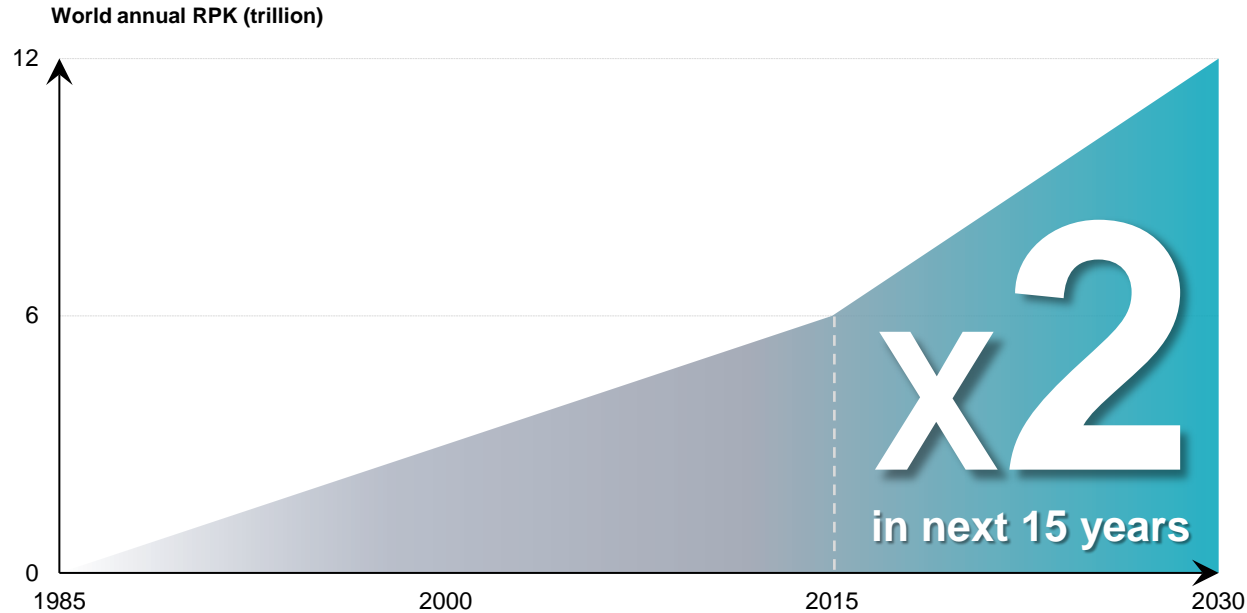
The Aircraft cabin challenge



Cabin revenues are key for airlines success

- ❖ Cabin appeal
- ❖ Ambience
- ❖ Comfort
- ❖ Connectivity
- ❖ Cabin service

Air Traffic Evolution



Global Air Traffic

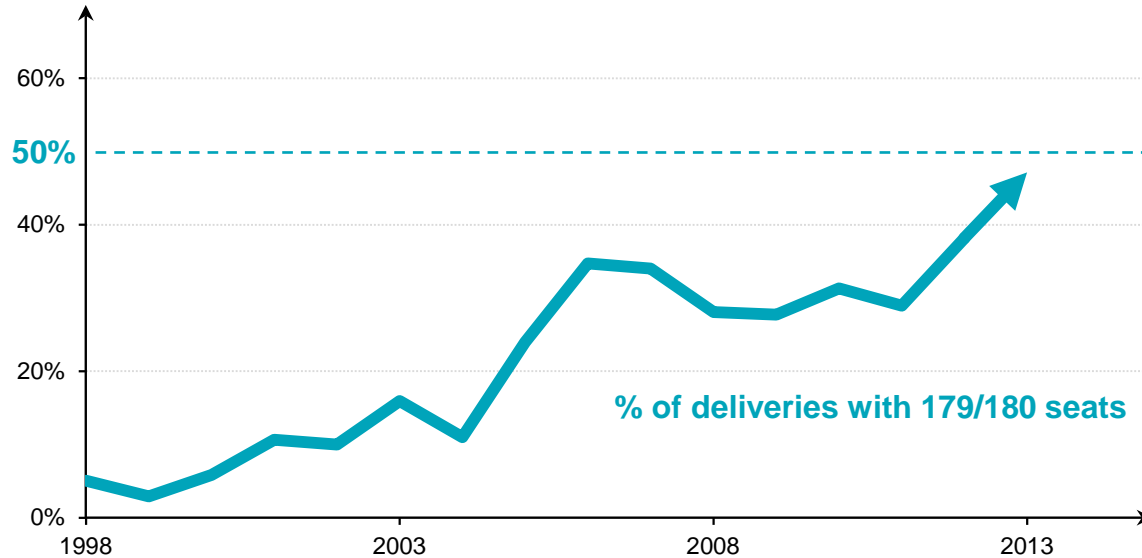
Doubling
every 15 years

Drives demand for
aircraft and seats

Puts pressure on
the supply chain

Sources: ICAO, Airbus GMF 2015

A320 trend for additional seats – a market driver



A320

Almost
50%
of A320 deliveries
are high density

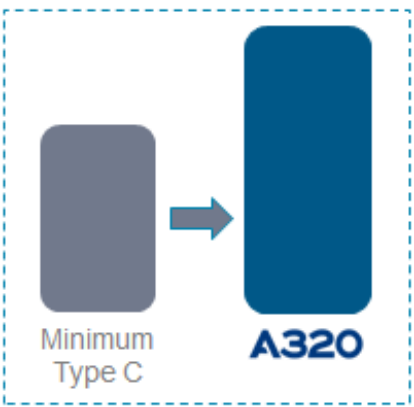
High density: 179/180 seats

A320 Max Pax – response to market demand



2 x Type III

Type C



Over Wing exit and wide slides

A320
—
A320 doors are actually
larger
than
Standard Type C

*A320 door size = 73" x 32"

**Minimum Type C door size = 48" x 30"

Space optimization - enablers



Increased
Exit Limit



Smart-Lav



Space-Flex
2 versions



Slim-line Seats

A320 180-seat layout



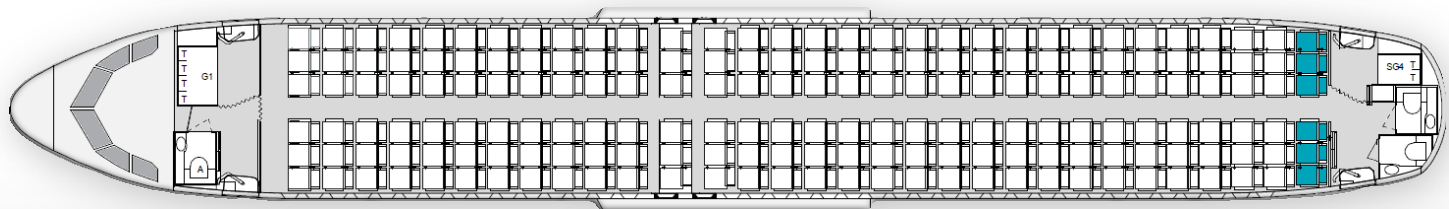
Seats

Count	180
Pitch	28"/29"
Width	18"

Monuments

Galley	G1, G5
Trolley	11 FS
Lav	A, D, E

A320 new 186-seat layout



A320

Seats

Count	186
Pitch	28"/29"/30"
Width	18"

Monuments

Galley	G1, SG4
Trolley	7 FS
Lav	A, F, G

+6
SEATS



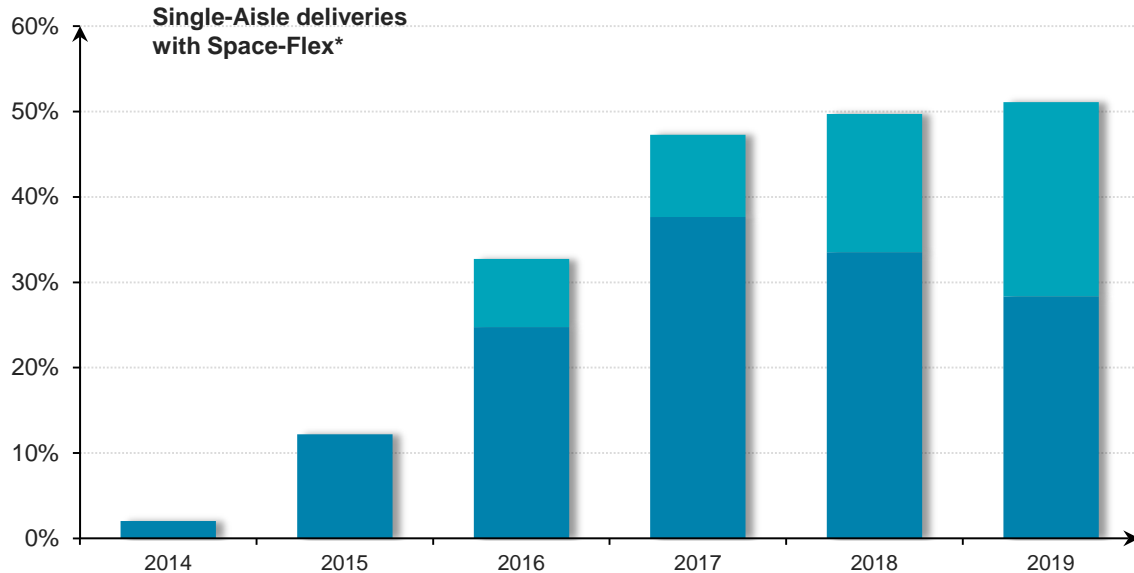
Enablers

Lav. F & G4 galley
or Space-Flex
Slim seats

Requirements

Wide slide or slide rafts

Space-Flex customer base is rapidly expanding



Space-Flex

50%
of deliveries
equipped with
Space-Flex by
2019

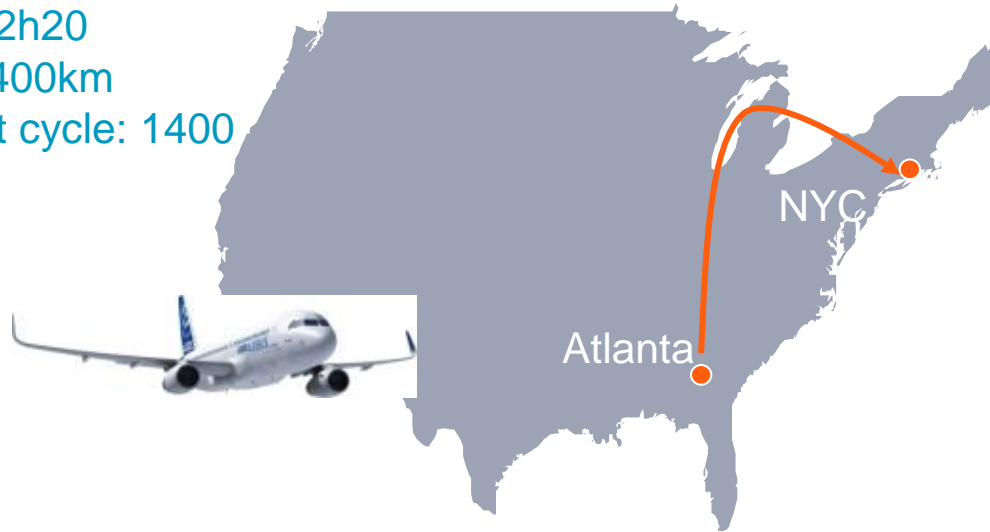
> 300 secured
for retrofit.
20 shipsets per
month by 2018

* Deliveries as forecast given current commitments and requests

The driver - Additional Revenue generation

A320: Upgrade from classic **179 PAX** configuration to **186 PAX** flying Atlanta to New York City

- + Flight time: 2h20
- + Distance: 1400km
- + Annual flight cycle: 1400



Space-Flex

**Additional
6 seats**

can generate
\$800,000 per
year
ROI < 2 years

Note: Embodiment, BFE seats, slide raft costs included, 80%LF



Space-Optimization

Key

to maximizing revenues in all classes and aircraft types

Connectivity – a dynamic market driver

❖ Dependent on Airline strategy

- ✓ Passenger internet access
- ✓ Mobile telephony
- ✓ Wireless content distribution
- ✓ Telemedicine
- ✓ Crew applications
- ✓ And others.....



Passenger drivers


Tendency
towards high
bandwidth low
cost solutions



Services subject to separate contract between airline and service provider

Summary

AIRSPACE



Upgrade Services

Maintaining the competitive edge

Market Dynamics

- ❖ Strong demand for travel requires focus on the supply chain

Space Optimization

- ❖ The key component for future cabins

Innovation Drivers

- ❖ The catalyst for Cabin upgrades