



AIRBUS' ASIA-PACIFIC PRESENCE IS REINFORCED WITH NEW AGREEMENTS ANNOUNCED AT THE SINGAPORE AIRSHOW

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Airbus underscored its strong Asia-Pacific presence with a high-level participation at this dynamic region's largest aerospace exhibition – the Singapore Airshow – which brought a new customer for the A350 XWB, plus agreements to expand the company's services footprint in the area.

As the world's fastest-growing market for new civil aircraft, Asia-Pacific represents a key customer base for Airbus' product line of modern jetliners. There are more than 2,800 aircraft in service with 100-plus operators in the region, and Asia-Pacific customers account for approximately 31 per cent of all Airbus orders globally.

A350 XWB in the spotlight

Airbus' A350 XWB jetliner – which is popular with customers in the Asia-Pacific region – had a successful Singapore Airshow, showcasing its capabilities during flying presentations throughout the week and providing up-close views for event-goers while on static display.

Approximately one-third of all A350 XWB orders received to date are from Asia-Pacific customers, with Philippine Airlines becoming the latest: announcing at the Singapore Airshow its intention to order six A350-900 versions, with another six purchase options.

To be configured in a premium three-class layout, Philippine Airlines' A350-900s will be operated on non-stop flights from Manila to the U.S. West Coast and New York, as well as to new destinations in Europe.

Enlarging Airbus services in Asia-Pacific

The Asia-Pacific region's importance to Airbus extends beyond the opportunities for aircraft sales, underscored by the company's continuing commitment to increase its services presence that already encompasses training centres, spares supply and other support resources.

Two agreements announced at the Singapore Airshow will further expand this footprint. The first – involving Airbus and the SIA Engineering Company (SIAEC) – will form a Singapore-based joint venture to provide airframe maintenance, cabin upgrade and modification services for A380s, A350s and A330s operated by Asia-Pacific airlines.

This partnership leverages the synergy of SIAEC's extensive maintenance experience and expertise with Airbus' depth of technical and engineering knowledge as the airframe manufacturer.

Also during the Singapore Airshow, Airbus joined with Vietnam's Vietjet in an agreement to provide flight and maintenance training services for the airline at Ho Chi Minh City. As part of this accord, an A320 Full-Flight Simulator (FFS) will be located at Vietjet's facility for flight crew training, while maintenance training will utilise Airbus training media and courseware – including its dynamic trainers and teaching techniques.

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