



# KLIABC-2018

2018

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Airbus Malaysia Customer Services

**AIRBUS**

# SE Asia in the World:

## What Global Industry Trends Do We Need to Consider?



**Growth**



**Regionalisation**



**Service**



**Innovation**

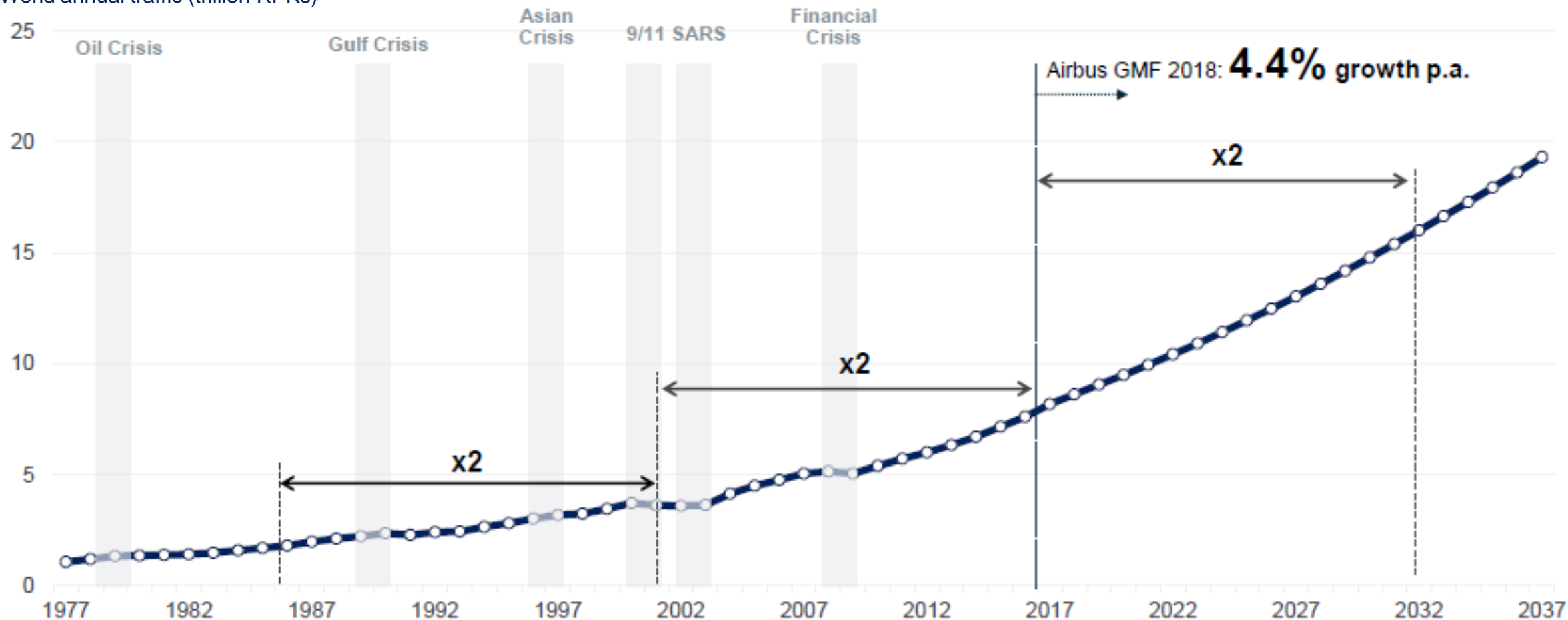


**Digitalisation**

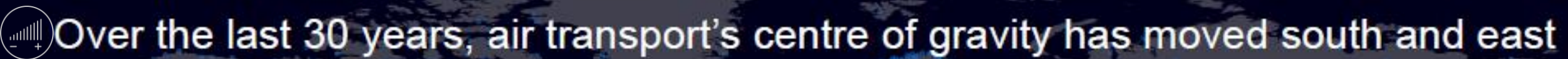


Traffic has proven to be resilient to external shocks. It doubles every 15 years

World annual traffic (trillion RPKs)



RPK = Revenue Passenger Kilometer  
Source: ICAO, Airbus GMF 2018



● Aviation Megacity

● Other City

Source: Airbus GMF 2018

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42%

of world demand for aircraft in next 20 years



14,450 new pax & freighter aircraft

36%

of worldwide MRO market

\$664Bn over next 20 years

38%

of worldwide Upgrades market

\$68Bn over next 20 years

40%

of worldwide Training market



219,890

over next 20 years



208,200

## Asia-Pacific

Asia-Pacific is driving the services market

Airbus Fleet in service:

3,432 aircraft

Sources:

Airbus orders and deliveries as of 31st December 2017

Airbus Global Market Forecast 2017

Airbus Global Service Forecast 2017

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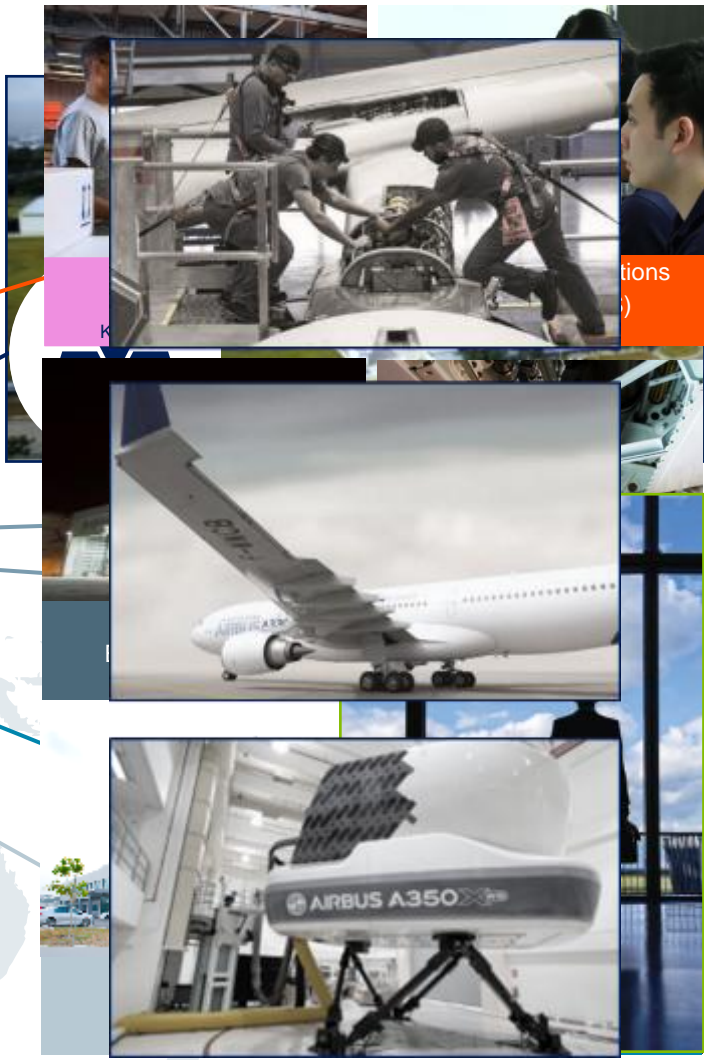


# In this global village, regionalisation is a must.





# Airbus footprint in the Region

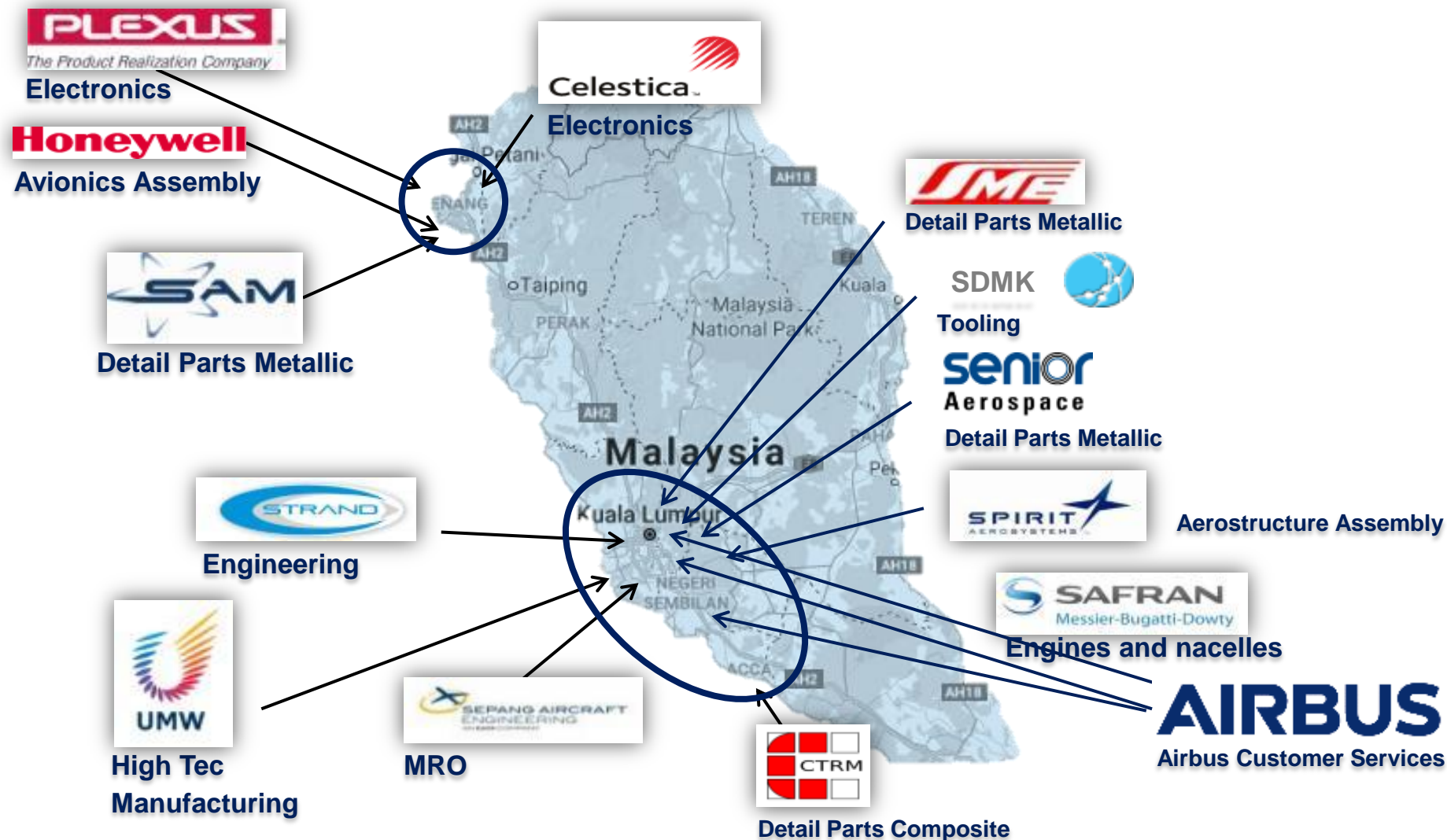


## A growing network

1000+ employees to support all aspects of customers operations

A new HUB for Asia Pacific

# ✪ Airbus' supply chain in Malaysia



## Malaysia Supply Chain

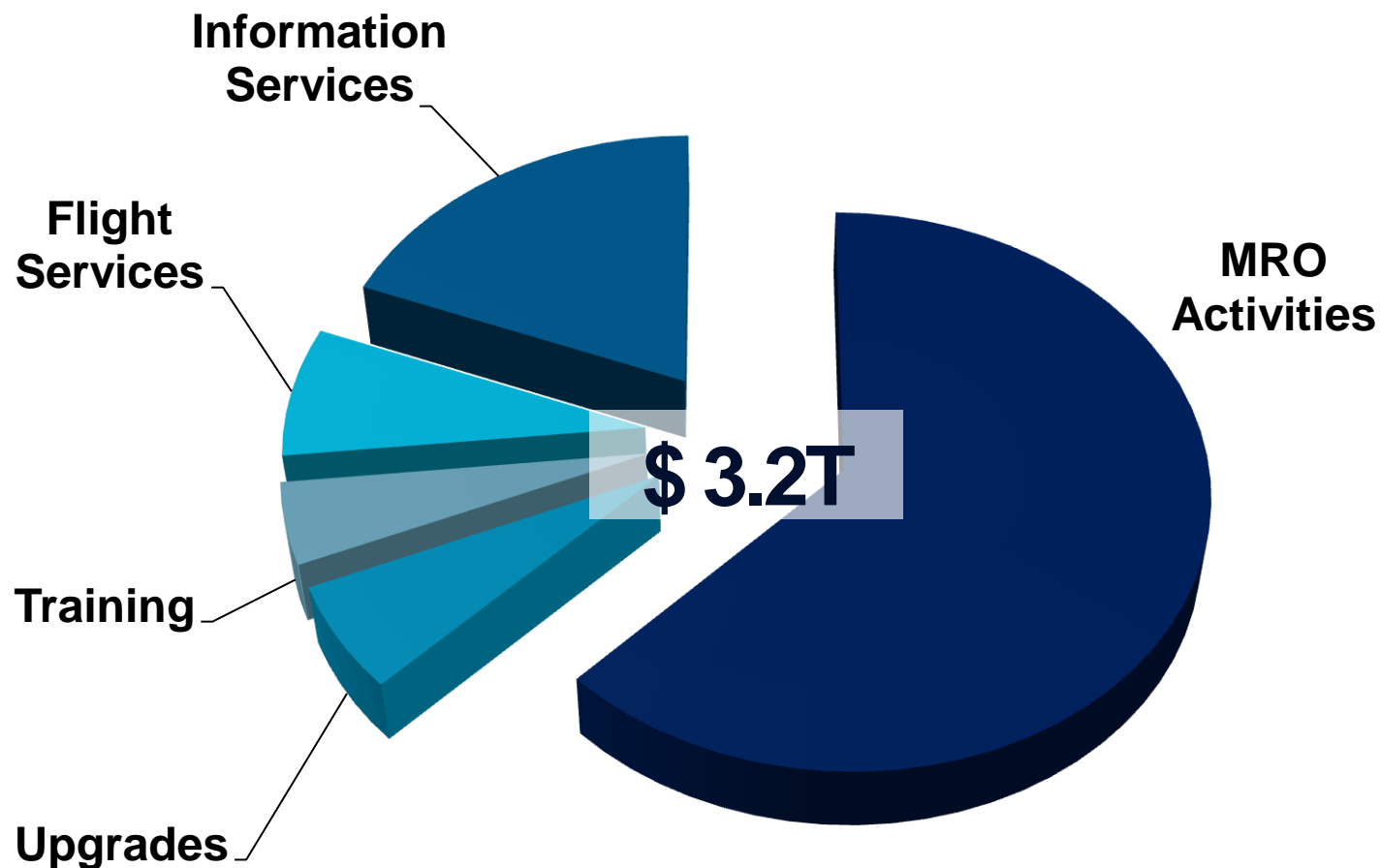
Airbus is sourcing in Malaysia from all commodities

Airbus work value in Malaysia is above US\$400M

Activity represents an equivalent of 4000+ jobs in Malaysia



## Fleet growth triggers growth of services



More  
aircraft,  
more  
services

2017 > 2036

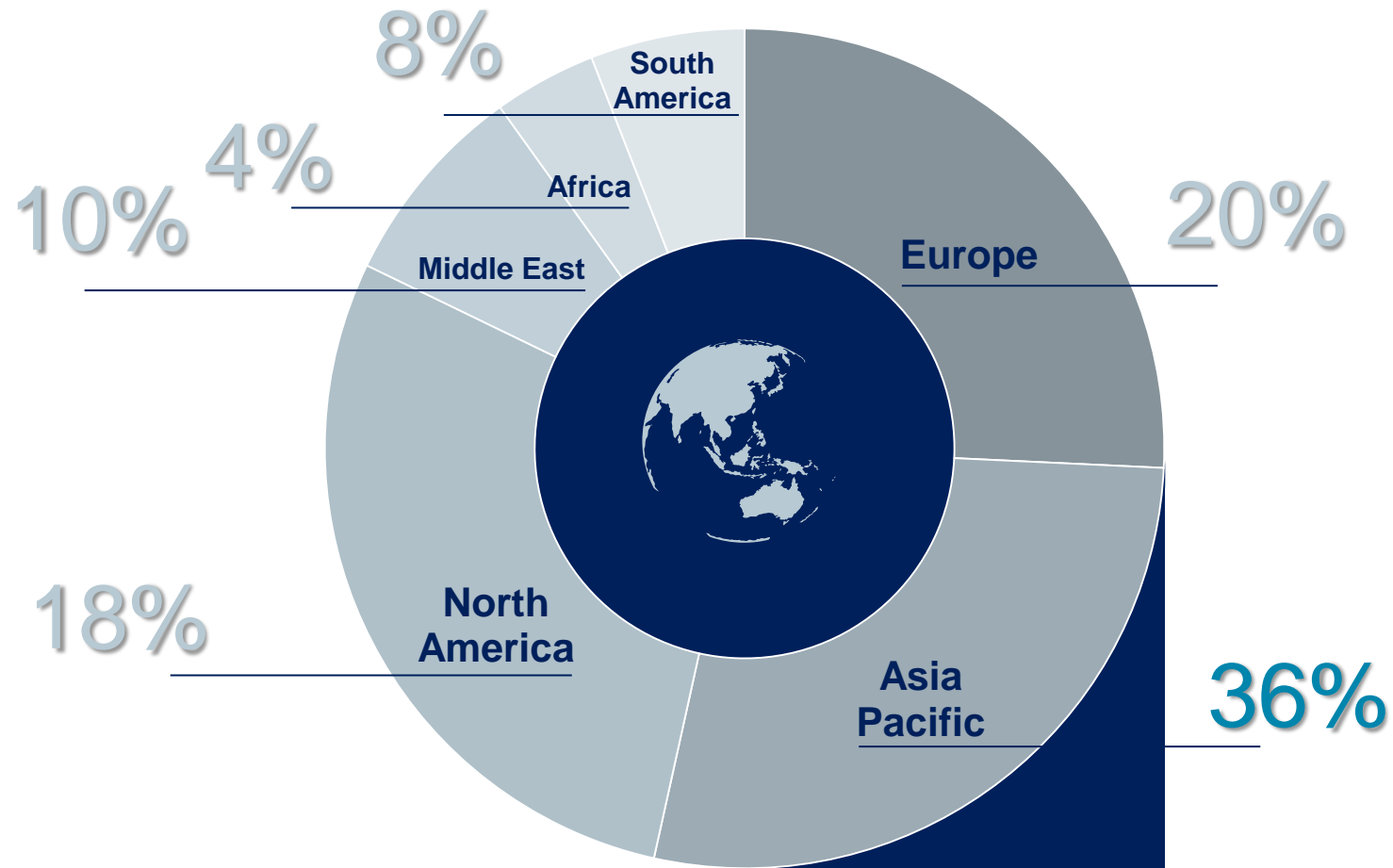
From more than  
110bn\$ to more  
than 220bn\$ per  
year

Source: Airbus Global Service Forecast 2017

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# MRO Market forecast



Maintenance  
Repair and  
Overhaul market

**\$ 1.85 Tn**

worldwide MRO demand  
over the next 20 years

**x 2**

market doubles every  
20 years

Source: Airbus Global Service Forecast 2017  
Passenger aircraft above 100 seats

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# Training Market forecast



## New pilots & technicians demand forecast

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

Thereof 40% in Asia  
Pacific

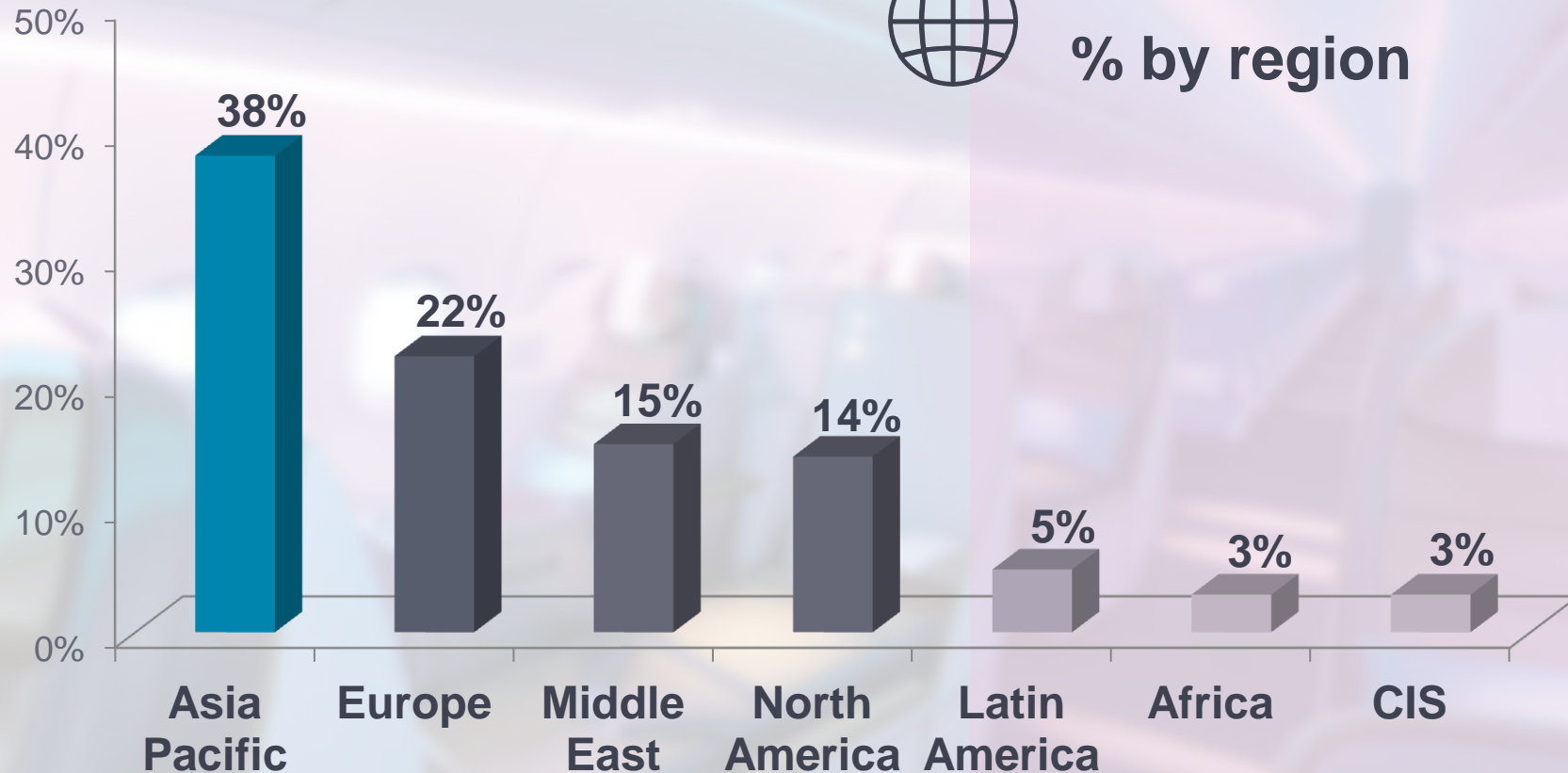
Source: Airbus Global Service Forecast 2017  
Passenger aircraft above 100 seats

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# Upgrades Market forecast



**2017-2036**  
**% by region**



## Cabin & Systems Upgrade market

**180bn\$**

over the next 20 years

Source: Airbus Global Service Forecast 2017  
Passenger aircraft above 100 seats

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## Innovation at Airbus : Some recent examples

Innovation

### Greener



**E-Fan X project / partnership**  
Reducing fuel consumption

### Smarter



**Pop-up project / partnership**  
New forms of urban mobility

### Higher



**Airbus Perlan II mission- September 2nd**  
76000 ft. World record altitude - glider flight

### Longer



**Zephyr flight - 11/07/2018**  
Solar drone, 70000ft alt.  
>25 days continuous flight  
World record at Maiden flight

# Shaping the future of flight

**€3.5 billion** annually  
on **research and  
development.**

Airbus holds  
approximately **37,000  
patents** worldwide

Worldwide network of  
talent and companies

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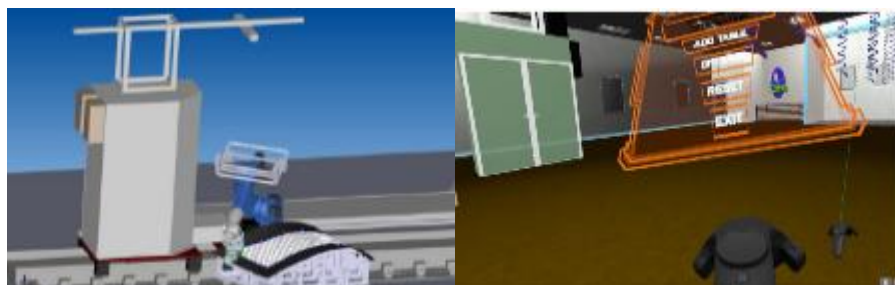


Innovation happens when great ideas, people, and challenges intersect.

Automation activities – lay-up, painting, drilling, data-rich manufacturing



Digital twin



Aerospace  
Malaysia  
Innovation  
Center (AMIC)

Leading the  
Industry 4.0 for  
aerospace since  
2015

Successful PPP  
dedicated to SCM  
and digitalization of  
the supply-chain

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# Aerospace Malaysia Innovation Centre (AMIC)

## AMIC Stats:

- ⇒ Network with approx. 100+ researchers and engineers in Malaysia
- ⇒ Focused on Project Management and R&T Development
  - ⇒ Manufacturing 4.0 (Hangar of the future, Automation, ...)
  - ⇒ Sustainable aviation (Biofuel)
- ⇒ R&T project value per annum of ca. RM 26 million+ per year. In 2018, 21 running projects.
- ⇒ End of 2018, 28 delivered projects total (RM 45 million)



## Skywise makes digitalisation happen



## Connecting aircraft with Skywise

Opening the door to unique differentiating opportunities



# skywise.

CONNECTED AIRCRAFT  
**24 000 parameters\***  
100 % available data



\*From 1400 to 40 000 for Long Range



**Turning  
unscheduled  
maintenance  
into scheduled  
maintenance**



**Up to  
-30%  
Operational  
Interruptions**



**Up to 3%  
fuel burn  
reduction**



**Boost Airlines  
& MRO  
efficiency**

**« More aircraft availability, optimised cost »**

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Terima Kasih!

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