

Feb 2012

## Airbus in India

### Market Situation

India is one of the fastest growing markets in the world with a predicted annual increase in aviation traffic of above seven per cent up to 2028. The impressive growth figures are primarily being driven by a huge and expanding middle class coupled with renewed economic confidence. Yet the sector still has some way to go before it reaches the levels seen in mature aviation markets such as the US, Australia and Europe. Even so, by 2028, Airbus estimates that Indian carriers will need over 1,000 new aircraft to meet passenger and freight demand.

India has around 80 airports and about seven international gateways, which includes Delhi, Mumbai, Kolkata, Chennai, Bangalore, Pune and Hyderabad. All these airports will be A380 compatible. The emerging gateways include Jaipur, Amritsar, Guwahati, Nagpur and Kochi.

Airbus has fostered aviation partnerships in India since the first aircraft, an A300B2 was delivered to Air India some 30 years ago in 1976. Today, that partnership has grown to around 75 per cent of all commercial aircraft in the country. Airbus' aircraft are today part of the fleet of all major Indian carriers including Air India, Kingfisher Airlines, Jet Airways, GoAir and Indigo Airlines.

Notable recent orders from Indian carriers include IndiGo's order for 180 aircraft (including 150 A320neos) and GoAir's order for 72 A320neo placed in 2011. Others include A320 Family aircraft for Air India, A350s and A380s for Kingfisher and A330s for Jet Airways.

### Industrial cooperation

Bangalore is Asia's "Silicon Valley" and also India's aviation capital. The region produces some of the world's best engineering graduates and is home to some of the leading aviation research institutions and production facilities.

Airbus' vision for the Indian Aviation sector is to support its growth in the most sustainable way possible and to use commercial successes to further mutually beneficial industrial co-operation opportunities.

Airbus' industrial partnerships in India span right across engineering, IT services, training, technical publications, and R&T. It also includes manufacturing of aircraft parts and sub-assemblies, such as doors and wing components for the A320 Family of aircraft.

Together, EADS and Airbus have committed to supporting the development of commercial aviation and related infrastructure in India and the group is actively pursuing the creation of MRO centres in India together with local partners.

Today, Indian engineering and manufacturing companies nationwide, including more than 2,000 people, contribute to virtually all Airbus aircraft programmes. Airbus' cooperation strategy with India is summarised as the "**six pillars of cooperation**".

**Six Pillars of co-operation:****1. Airbus Engineering Centre India (AECI)**

Operational since mid 2007, and officially opened in Bangalore in October 2007, Airbus Engineering Centre India (AECI) currently employs over 250 people – and this will rise further to 450 over the next three years. It is a High-tech facility responsible for developing advanced capabilities in modeling and simulation, which are critical factors in the design and production of high performance aircraft, such as the A380 and the A350 XWB. It is owned by Airbus.

**2. Pilot and Maintenance Training (ATI)**

Operational since April 2007, Airbus Training India (ATI) in Bangalore, offers maintenance training to airlines in India and neighbouring countries. A pilot training centre has been setup in Bangalore under the global CAE-Airbus co-operation and this centre will be able to train several hundred pilots per year when it is fully equipped with six to eight simulators. CAE, Interglobe and Airbus have agreed to set up another pilot training centre in North of India, in the National Capital Region (Gurgaon), to be strategically located close to some of our key customers there. This training centre will be ready to start its operations in 2013.

**3. Aerostructure Design and Build**

Airbus has several close relationships with India suppliers and is encouraging Tier-1 partners to work with India companies. Some examples:

- **HAL** (Bangalore): A long standing partnership to produce 50% of forward passenger doors for all A320 family aircraft.
- **Dynamatis** (Bangalore): Partnering with Tier-1 supplier SPIRIT Aerostructures to manufacture a complex machining component and assembly of the Flap-Track Beams for the A320 Family aircraft. They are the single source for this assembly and produce 100% of this assembly for Airbus.
- **TATA** (Bangalore): Partnering SPIRIT Aerostructures to produce composite parts for A350 XWB programme.

**4. Engineering, Information System and Technical Publication Services**

Several engineering projects have been initiated with Indian companies to provide Engineering Services to various aircraft programmes including the A380 and the A350 XWB. Two dedicated design centres, one with CADES for CoE Fuselage and the other with QuEST for CoE Wing & Pylon was inaugurated in June 2011 in order to extend our engineering footprint in India and to develop/access cost competitive skills in medium and long term. Each of these design centres is expected to grow in the next 5 five years. On top of that, dedicated centres have been set up for Airbus Technical Publication with Sonovision-Aetos in Bangalore. Four companies namely, Infosys, Satyam, TATA and WIPRO have been selected as part of Airbus/EADS supplier list to provide Information System Services.

## 5. Research & Technology

On R&T, Airbus has identified projects with Indian Universities (Indian Institute of Science, Bangalore and Indian Institute of Technology) and national laboratories. These projects are expected to commence soon.

Airbus has decided to set up an Innovation cell in India during this year to tap the “frugal innovation” deep rooted in the Indian culture and to also focus on future transportation needs from an emerging market.

## 6. Other Initiatives

- **Spares Centre:** A Spares Support Solutions India Pvt Ltd (SSSI), an EADS subsidiary, was created in 2009 in partnership with Airlogic Ltd (Turkish Company) and Air Space Infrastructure Private Ltd. The JV will maintain an inventory of rotatable components used on all types of Airbus commercial aircraft by operators in India for outright sale.
- **India Bio-Diversity Programme:** In partnership with Raleigh, the Indian government, the United Nations Development Programme and local NGOs, the **Airbus Corporate Foundation** has launched an exciting project that brings Airbus volunteers from all Airbus sites around the world together, to work on a common project in rural communities in India. This project is aimed at setting up Bio-Gas plants in these communities thereby helping them to **protect forests**, implement new ways of **improving people’s livelihoods**, develop **alternative energy** and **create awareness** on the topic of protecting bio-diversity in the country. This is the largest project initiated by ACF so far.
- **Air Traffic Management:** Airbus is working closely with the Airport Authority of India (AAI) and DGCA on ways of improving Air Traffic Management in India.

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