



Translating Thailand 4.0 into reality

Opportunity Thailand Seminar

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AIRBUS

WE MAKE IT FLY

Creating a better connected, safer and more prosperous world

Airbus is an international pioneer in the aerospace industry. We are a leader in designing, manufacturing, and delivering aerospace products, services and solutions to customers on a global scale.

A commercial aircraft manufacturer with the two Divisions **Defence and Space**, and **Helicopters**, Airbus is the largest aeronautics and space company in Europe and a worldwide leader.



Revenues 2015 : **€64.5 bn**

12 000 Suppliers from
more than **100** countries

136 574 Employees
from **135** different nationalities

Located across **35** countries
on more than **180** sites



Asia-Pacific

A key and fast growing market

3 000 civil aircraft

2 000 helicopters

140 military wings
in service

1/3 of revenues

1/3 of backlog

Strong Industrial Presence
(JV, Partnership, FAL)

+ 600 suppliers in

15 countries

5 500 Employees
+ tens of thousand jobs
supported



WE MAKE IT FLY TOGETHER

→ Long time reliable partner of Thailand operators

Royal Thai Armed Forces & Security Forces

Thai airlines – Ministries and Agencies

→ Footprint

Airbus Thailand (AGT)

Airbus Flight Operations Services (AFOS) - Airbus Helicopters Thailand (AHT)

→ Development of Services

Airbus Total Support Package and Maintenance Training with Thai Airways

Airbus Flight Ops Digital Documentation (worldwide center of excellence)

Airbus Helicopters maintenance & technical support

→ Growing supply chain

Wide network of partners and suppliers in:

Aerostructures (composites and metal), Equipment, Cabin Interiors, Aircraft Services



Aerospace 4.0: Airbus digital ambition

Leverage **digital technologies** to bring step change

business value

market differentiation

employee engagement



Redesigning processes along the value chain to improve **operational efficiency and profitability**

Improving **products** & platforms to deliver unmatched operational performance and **value added services**



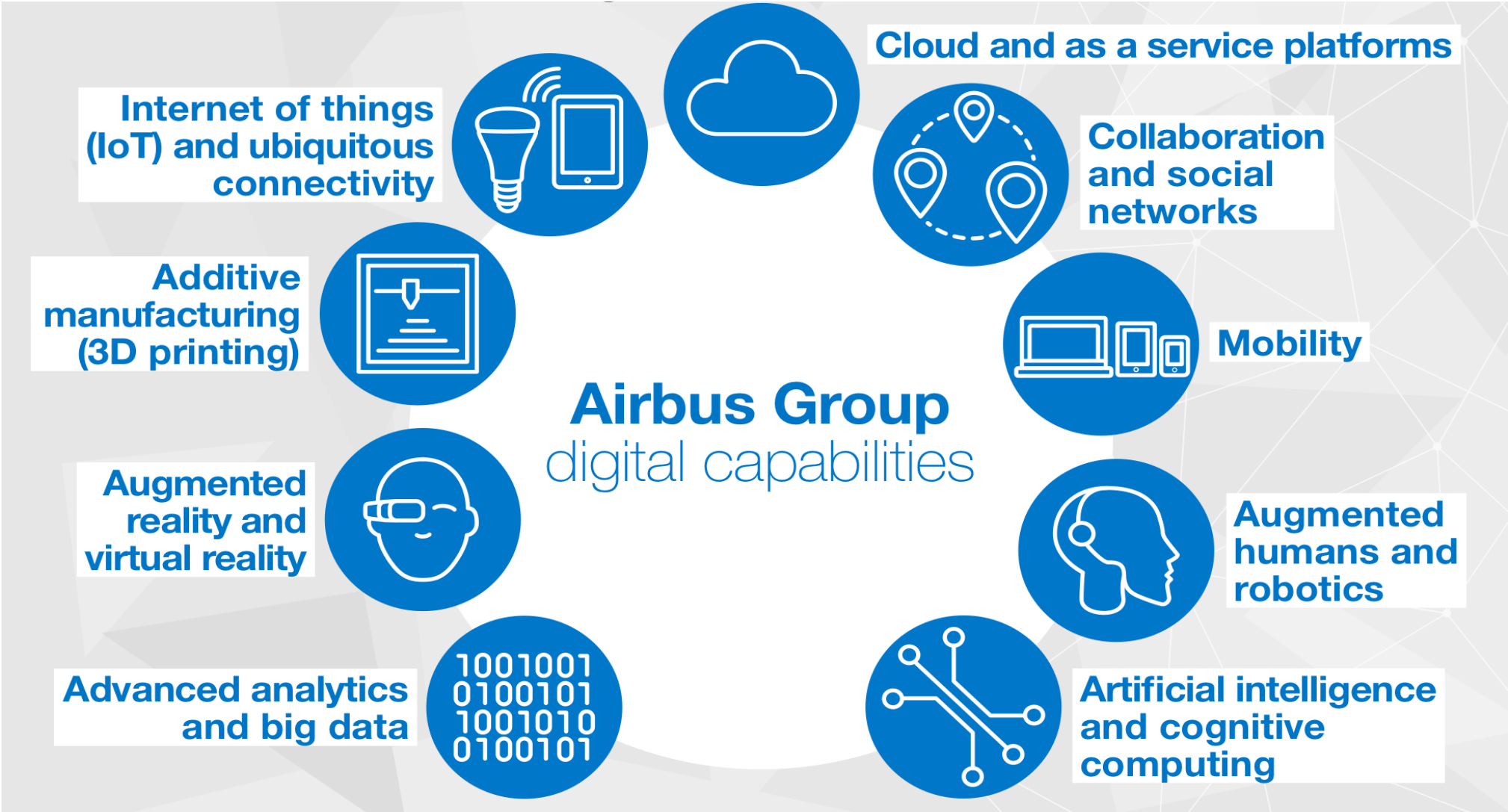
Imagining **innovative or disruptive business models** to keep our leading edge and drive the market



Boosting company transformation and mindset change to increase **agility, speed and customer centric focus**



Articulated around 9 Airbus key digital capabilities



Aerospace 4.0 - opportunities for Thailand

Thailand and Airbus share together:

- A successful journey through **Industry 2.0 (Industrialization)** and **Industry 3.0 (Globalization)**:
Advanced products - Manufacturing - Services - Supply chain
- Leading **capabilities, capacity** and **human capital** to transition to the new digital economy and shape Aerospace 4.0 in Thailand

- Next step :**
- Smart services and maintenance
 - Advanced transportation systems (particularly in the EEC)
 - Data analytics
 - Space

- Key enablers:**
- Investment in People, Technologies, Infrastructures
 - Integrated public / private innovation ecosystem
 - Government support / specific regulation (EEC)
 - Human capital development



Thank you