

## Press Release

### **Airbus and Recaro Aircraft Seating aim to extend contract for exclusive delivery of SFE seats for A320 family**

Recaro 3710Swift (economy class) and 4710Swift (business class) now also available as SFE-seats for A320 aircraft family

**AIX, Hamburg, Germany, 3 April 2019 – Recaro Aircraft Seating has been the exclusive supplier of a “supplier-furnished-equipment” (SFE) seat for Airbus’ A320 family since 2016 with 3530Swift (economy class). Since then Airbus has sold over 20,000 seats of this catalogue product. Building on the unique relationship between the two parties, Recaro will be supplementing its SFE product portfolio for the Airbus A320 family with two additional next generation seat types: the 3710Swift (economy class) and the 4710Swift (business class), both of them best in class in terms of weight, comfort, and modularity.**

With this addition Recaro will be able to deliver a dual class SFE seat solution (business class and economy class) for the A320 Family. Having different SFE seating options available for both line-fit and retrofit of the Airbus A320, will sound like music to the ears of many global airlines - especially the start-up and low-cost airlines - and lessors. Not only does this offer them a comprehensive family of products to choose from, it also assures them of the shortest market lead-time and the latest generation of high Recaro quality they are used to.

Dr Mark Hiller, CEO and Shareholder of Recaro Aircraft Seating on the renewed agreement: “We are absolutely thrilled with Airbus’

continued trust in Recaro. The extension and enlargement of the contract confirms our vision to drive comfort in the sky through a combination of consistent performance in terms of process stability, product quality and reliable delivery.”

Up until 2016, when Airbus and Recaro signed the original contract, all economy-class seats for the A320 Family were supplied exclusively as “buyer-furnished-equipment” (BFE). The benefits that came with the introduction of a SFE seat for the A320-family of airplanes are that Recaro supplies seats in predefined, pre-qualified and pre-certified Airbus layouts and catalogue configurations. This which saves considerable time normally required for individual product approval. Next to its SFE options, Recaro also has an Airbus BFE product catalogue that will continue to be updated.

**Photo (left to right):**

Mr. Bernhardt Seiter - Vice President Sales EMEA, Recaro Aircraft Seating  
Mr. Luiz Almeida – Senior Manager OEM and Lease Accounts, Recaro Aircraft Seating  
Mr. Jean Daniel Escarpit – Purchasing manager Seats, Airbus  
Mr. Tim Sommer – Vice President Seats & Electronics, Airbus  
Mr. Jörg Schuler – Senior Vice President Procurement Cabin, Airbus  
Dr. Mark Hiller - CEO and Shareholder, Recaro Aircraft Seating  
Mr. Christian Kley - Head of Purchasing and MFT Leader Seats, Airbus  
Mr. Klaus Steinmeyer – Vice President Strategy and Programs, Recaro Aircraft Seating  
Mr. Olivier Cuq – Director of Cabin Procurement, Airbus  
Mr. Heiko Fricke – Executive Vice President Research and Development, Recaro Aircraft Seating  
Mrs. Martina Putsch  
Mr. Martin Putsch – Shareholder and CEO, Recaro Holding

**About Recaro Aircraft Seating**

Recaro Aircraft Seating sees itself as a solution provider for its customers. As a global supplier of premium aircraft seats for airlines and OEMs, the company reported a growth averaging 10% over the past 15 years. Recaro employs 2300 people worldwide and exceeded half a billion euros in sales in 2018. It is the global market leader in the economy class seating. To secure its strategic expansion, Recaro is investing hundreds of millions in product innovation in business class seating. Over the next 5 years, it will also invest in significantly expanding its headquarters in Schwäbisch Hall as well as its sites in China, Poland and the USA. With this, Recaro consistently underpins its corporate vision of "Driving comfort in the sky".

The aim: become market leader in economy and business class seating while maintaining a permanent customer focus. For more information, please visit [www.recaro-as.com](http://www.recaro-as.com).

## **About Recaro Group**

The Recaro Group comprises the independently operating divisions Recaro Aircraft Seating in Schwäbisch Hall and Recaro eGaming in Stuttgart as well as the Recaro Holding located in Stuttgart. The Group's consolidated sales amounted to 540 million euros in 2017. Currently the Group employs more than 2,400 employees at its locations around the world. The automotive seating business as well as the child seat and stroller business are operated by licensees. For more information, please visit [www.recaro.com](http://www.recaro.com).

## Press information Recaro Aircraft Seating

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