

## **SATAIR AND REGENT AEROSPACE CORPORATION SIGN AN EXCLUSIVE LONG-TERM CO-OPERATIVE AGREEMENT FOR AIRCRAFT CABIN UPGRADES AND REFURBISHMENTS**

Satair and Regent Aerospace Corporation of Valencia, California, USA, signed today at the MRO Asia-Pacific exhibition in Singapore a multi-year, global, co-operative agreement for the MRO solution and supply of aircraft cabin repairs, refurbishment, modifications, reconfigurations and upgrades and refurbishments for Satair's integrated approach to offer additional MRO services and solutions for airlines, lessors and MROs worldwide. This is the first time that Satair has entered into an agreement of this kind with an aircraft cabin/OEM supplier. As a global centre of excellence on commercial aircraft cabin interiors Regent will help Satair with to offer additional services and solutions for the airlines, lessors and MROs across the globe who want geographical and total solutions for their fleets. The agreement offers new avenues of opportunities for both companies to expand cabin interior market share by building new revenue streams and in the process satisfying a growing customer's demand.

Paul Lochab, Chief Commercial Officer of Satair said today: "This agreement is unique because it offers our customers a one-stop solution for their cabin while keeping them integrated in our network. Our goal for our customers is quicker turnaround times that yield higher asset utilization. Our customers want us to build solutions by vertically integrating our service offerings and this agreement brings a highly capable partner to the table." Service segments covered under this agreement include cabin interiors – MRO, retrofits, and cabin interiors modifications and upgrades. Cabin interior spares include all plastic components, food trays, arm caps, cushions and dress covers. Additionally Satair will have exclusive global distribution rights for life vests, PSU panels, ovens, overhead bins and doors.

For its part, Regent will cost specific cabin upgrades and refurbishment items with qualified lead-times for all selling activities set forth by Satair with a cabin interiors price list and a price variation for cabin interiors repair refurbishment. The four main target activities are light checks, heavy checks, lease return checks and generic work scope activity.

Reza Soltanian, President of Regent Aerospace, said today, "That we are honored to have been selected by Satair A/S to provide Satair and its customers around the globe with our MRO Cabin Interiors Services. Regent's relationship with Satair will offer Satair's and Regent's customers with combined strengths and abilities of both companies to provide exceptional services on a shorter lead-time, value added with innovative solutions on a cost competitive basis."

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# SATAIR

## PRESS RELEASE

### **About Satair**

Satair is a truly global company and world leader in the commercial aerospace aftermarket. The company supports the complete life cycle of the aircraft with a full and integrated portfolio of flexible, value adding material management products, services and tailored support modules across all platforms. Satair is a global company with 1,300 employees. A key part of the Airbus Customer Services unit, Satair has exclusive or primary distribution arrangements for aerospace component manufacturers, and supplies parts to multi-fleet customer airlines and MRO companies. It also fulfils the material service support obligation for the in-service fleet of more than 7,000 Airbus aircraft.

### **About Regent Aerospace Corporation**

Regent Aerospace Corporation Headquarters in Valencia, CA, with its multi-worldwide operations is the world's leading FAA and EASA Approved Part 145 Repair Station as well as AS9100D for aircraft interiors including seating, Galley, Lavatory, Side Walls and Overhead Bins, PSUs and ceiling panels in-flight entertainment system (IFE), Inserts, ULD and carts. Founded in 1993, Regent provides commercial airlines, leasing companies and MROs with the most complete aircraft interior repair, overhaul, alteration and installation services in the industry. Regent has continued to expand its operations and capabilities to provide its customers with services and parts to support their maintenance and operations. Whether it is a complete cabin upgrade reconfiguration, overhaul or manufacture of all cabin related interiors parts to support line maintenance, Regent will be there.

Regent headquarters in Valencia, CA, has over 200 employees, and more than 600 employees worldwide operating from locations in Indianapolis, Jacksonville, Miami, Louisville, Dallas, Beijing, Singapore, Indonesia, and Mexico.

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