

## Press Release

### **TAP hits two firsts with Recaro's brand new SL3710 seat**

First airline to feature the Recaro SL3710 seat and the first to combine SL3710 and BL3710 in one cabin

**AIX, Hamburg, Germany/Lisbon, Portugal 3 April 2019 – Recaro Aircraft Seating and TAP Portugal continue their successful partnership. The flagship Portuguese airline recently appointed Recaro as its preferred seat supplier for their new fleet of 25 Airbus A320/A321's. The new aircrafts will be the first to feature Recaro's brand new SL3710 seat. With this order TAP will have another worldwide premiere, as they will also be the first cabins equipped with a combination of the SL3710 and BL3710 created by Recaro.**

The SL3710 is the new generation of Recaro's highflying SL3510 seat. As a slimmer version of its older sibling, this 8kg lightweight seat sets a new benchmark in the market.

The SL3710 keeps costs low over the entire lifecycle, contributing to a lower TCO and explaining why Recaro nicknamed the seat the 'efficiency performer'. With regards to design, the clear focus on efficiency strikes again. Due to less fragile parts the SL3710 is highly reliable and the perfect embodiment of Recaro's claim on premium quality products in the sky.

A spare parts commonality with the BL3710, reduces the maintenance costs of the SL3710 to a minimum. Besides common parts, the two seats also share a common design language which can prove crucial for a consistent look and feel in hybrid layouts.

The latter is exactly why TAP decided to go with a combination of these Recaro seats when choosing the right fit for its A320/A321 aircrafts.

On top of that Recaro's BL3710 impressed TAP with a cutting-edge combination of lightweight, ergonomic design and exceptional comfort. The seat beautifully reflects Recaro's high quality standards and design principles and its modularity ensures airlines maximum freedom in seating configuration.

"For me, it's all about the people behind the company," says Antonoaldo Neves, Chief Executive Officer of TAP Air Portugal. "Having worked with Recaro before, I know Recaro's team is one of the best to work with. Throughout the whole tender process, we worked together successfully. Operating as one team paves the way for a great partnership and bright future for TAP Portugal. TAP is investing a lot in new technology aircraft and this partnership with Recaro is essential in the objective of improving even further the product offered to our customer."

Head of Fleet Planning and Contracts at TAP Air Portugal, Nuno Leal, points out the combination of two types of Recaro seats to fit their cabins: "One of the many benefits working with Recaro is their ingenious design thinking goes beyond the inside and technicalities of the seat. They also deliver quality when it comes to the look and feel of their seats creating much needed synergy and consistency in a cabin, even when implementing multiple models."

"As returning clients are happy and satisfied clients, we are very pleased to have TAP place another order with Recaro," Dr. Mark Hiller, Chief Executive Officer and Shareholder of Recaro Aircraft Seating. "Not long ago, TAP and Recaro signed a contract for 6,200 economy and business class seats. The airliner now being the

launch operator for the next generation of one of our best-selling economy seats, proves their continued trust in us.”

Qendrim Turkaj, Regional Sales Director at Recaro Aircraft Seating, joins into this laud: “Of course, every new tender is an opportunity to present both the company and its products in the best possible light. Having the advantage of already equipping the aircraft fleet of TAP Air Portugal, we were really keen on getting TAP onboard as a launching partner for our new SL3710.”

The new SL3710 is the successor of the SL3510 and is one of the innovations Recaro presents at the AIX in Hamburg from 2 to 4 April 2019.

**Photo (from left to right):**

Mr. Qendrim Turkaj - Regional Sales Director, Recaro Aircraft Seating  
Mr. Bernhardt Seiter - Vice President Sales EMEA, Recaro Aircraft Seating  
Mr. Klaus Steinmeyer - Vice President Strategy and Programs, Recaro Aircraft Seating  
Mr. Nuno Miguel Faria Leal - Head of Fleet Planning and Contracts, TAP  
Dr. Mark Hiller, CEO and Shareholder, Recaro Aircraft Seating  
Mr. Trey Urbahn, Chief Strategy Officer, TAP  
Ms. Maria Caldeira, Cabin Interiors Product Manager, TAP  
Mr. Joel Fragata, Head of In-Flight and On-Ground Product, TAP  
Mr. André Seabra de Oliveira Simoes, Fleet Manager, TAP  
Mr. Eduardo Sanz Garcia, Fleet Manager, TAP  
Mr. Tim Gänger, Platform System Manager, Recaro Aircraft Seating  
Mr. Martin Putsch, Shareholder and CEO, Recaro Holding  
Ms. Sarah Bahlinger, Product Management, Recaro Aircraft Seating

**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 Schwaebisch 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 Schwaebisch 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



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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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Press contact:

KeKo, Carsten Menge

Tel: +49 69 97 88 03-570

[media@recaro-as.com](mailto:media@recaro-as.com)