



accenture

Stage 0 – IX Retrofit Services

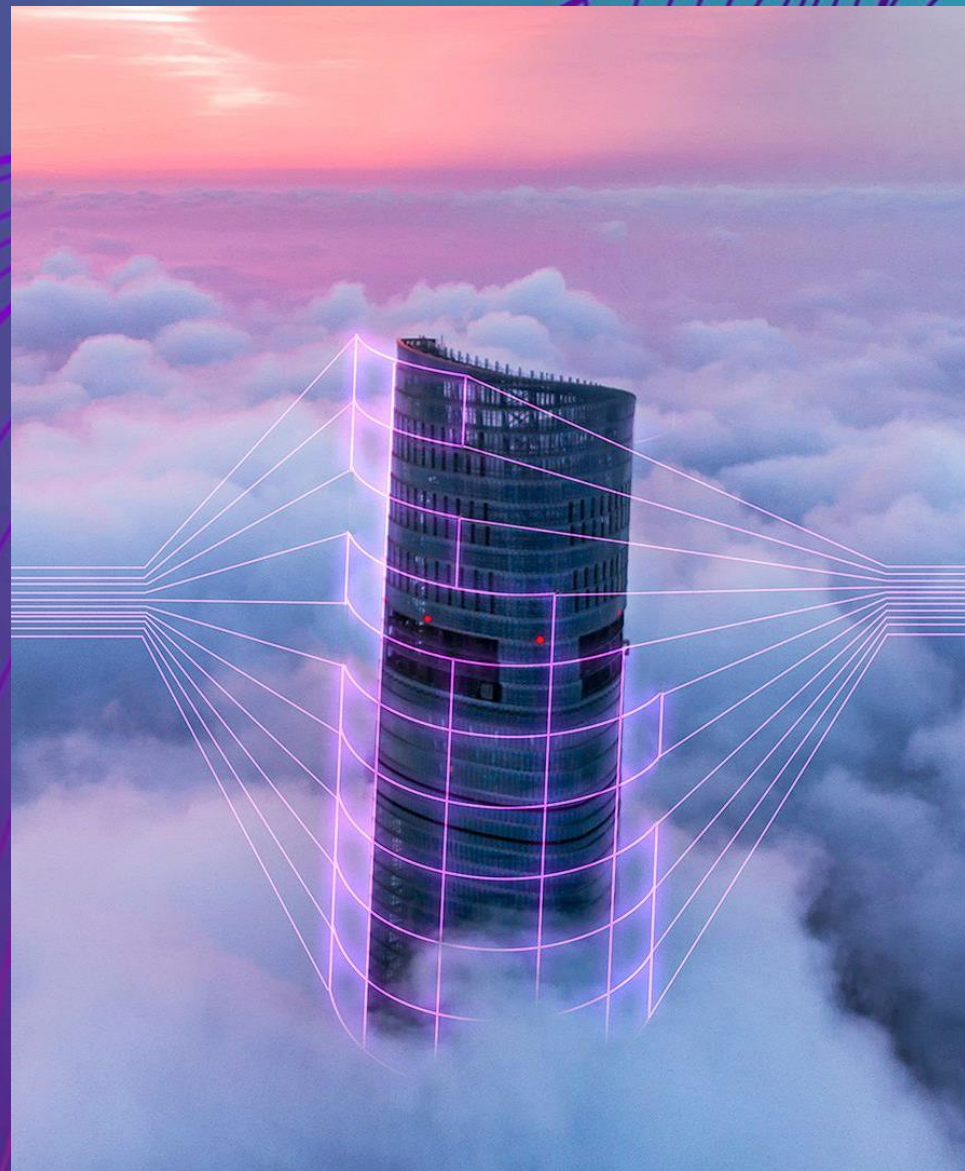
January 2026

Agenda

- 01** Accenture in Aerospace
- 02** Accenture Retrofit Services Introduction
- 03** Our Portfolio
- 04** Contacts

01

Accenture in Aerospace



What is unique about Aerospace engineering services at Accenture?

1

We work at the core of our clients E&M processes

We have engineers with specialized technical expertise working alongside our clients' team, on the shop floor. We understand their needs and can **deliver end-to-end value** at scale to help them truly transform their engineering setup from the bottom up.

2

We are EN9100 certified and accredited by EASA

We understand the regulatory requirements that our clients must fulfill. Apart from being certified, we hold a **Part 21.J Design & Part 21.G Production** Organization Approval by EASA/LBA.

3

We support clients across the product lifecycle

We have over **1,000 aviation part numbers**, whose entire life cycle we are responsible for. This spans requirement gathering, engineering, certification, manufacturing and support across the aviation product lifecycle and is a unique advantage.

4

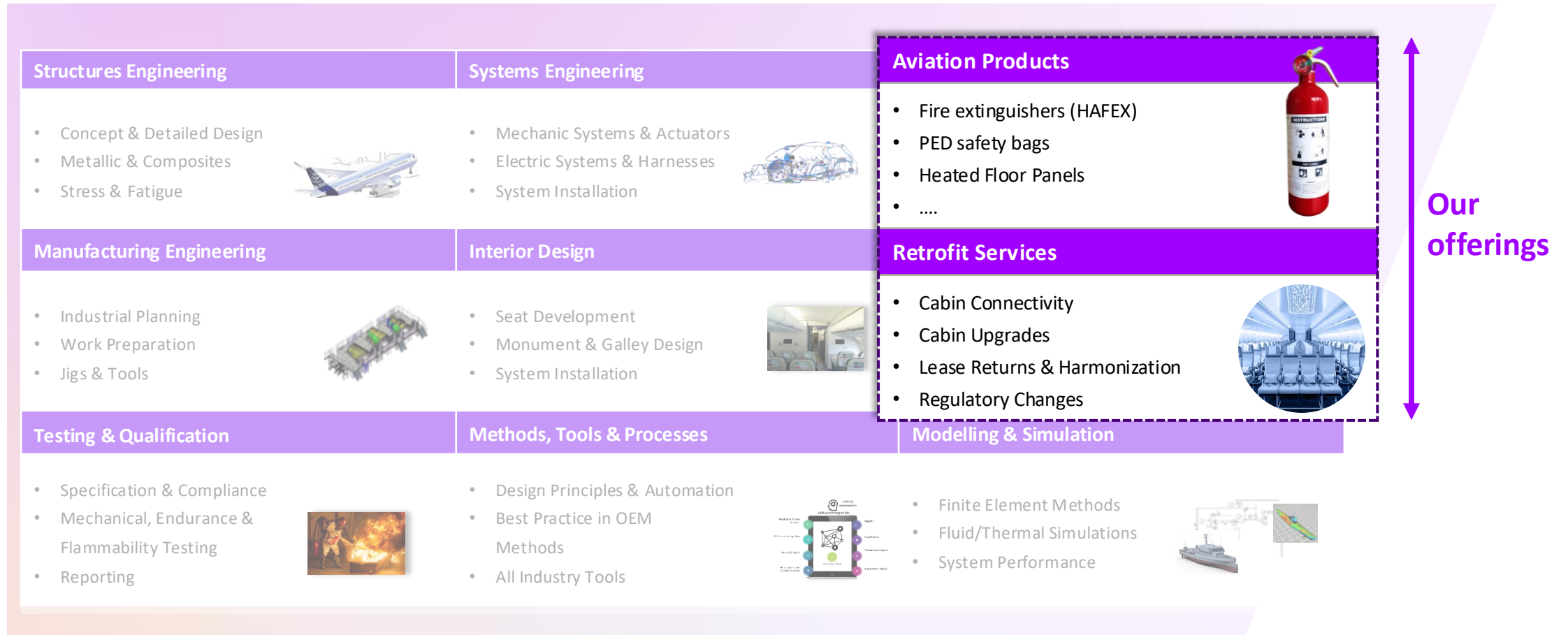
We provide more than just engineering know-how

Our **unparalleled assets and expertise combined** with our extensive industry knowledge enable us to offer aerospace clients truly transformative projects that combine our technical delivery with the advantages of an increased use of a digital thread.



Our Engineering Footprint in Aerospace Ecosystem

Tier 1 Suppliers | Aircraft OEMs | Airlines & Lessors | MROs



02

Retrofit services model



The difference we make – Boutique retrofit experience

Our principles

Mission-Specific Engineering

- Flexible integration of best-fit, multi-vendor technologies
- Tailored solutions for single aircraft or specialized fleets
- Customized deliverables leveraging a proven engineering knowledge base

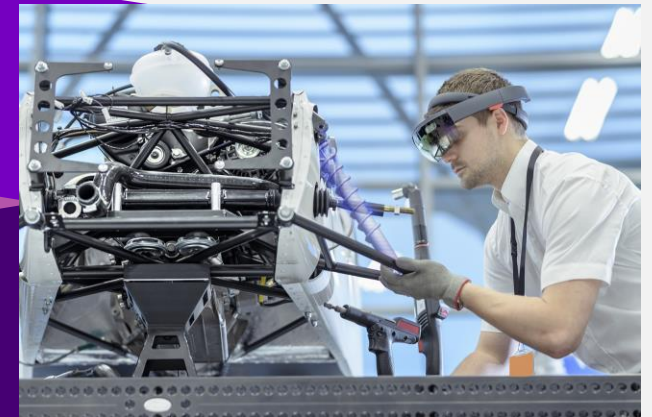
Agile Retrofit Delivery Model

- Accelerated engineering and production cycles
- Fast-track certification and documentation pathways
- Lean processes that reduce waiting time and keep your fleet operational

Personalized Support & Collaboration

- One team dedicated to your aircraft from day one
- Full visibility through regular design checkpoints
- Senior engineers involved throughout the project lifecycle

Accenture Retrofit Boutique



From engineering to material delivery, we provide tailored solutions that ensure precision, performance, and a seamless retrofit experience.

Creating **distinct value** for quality and effectiveness through our **core retrofit expertise**

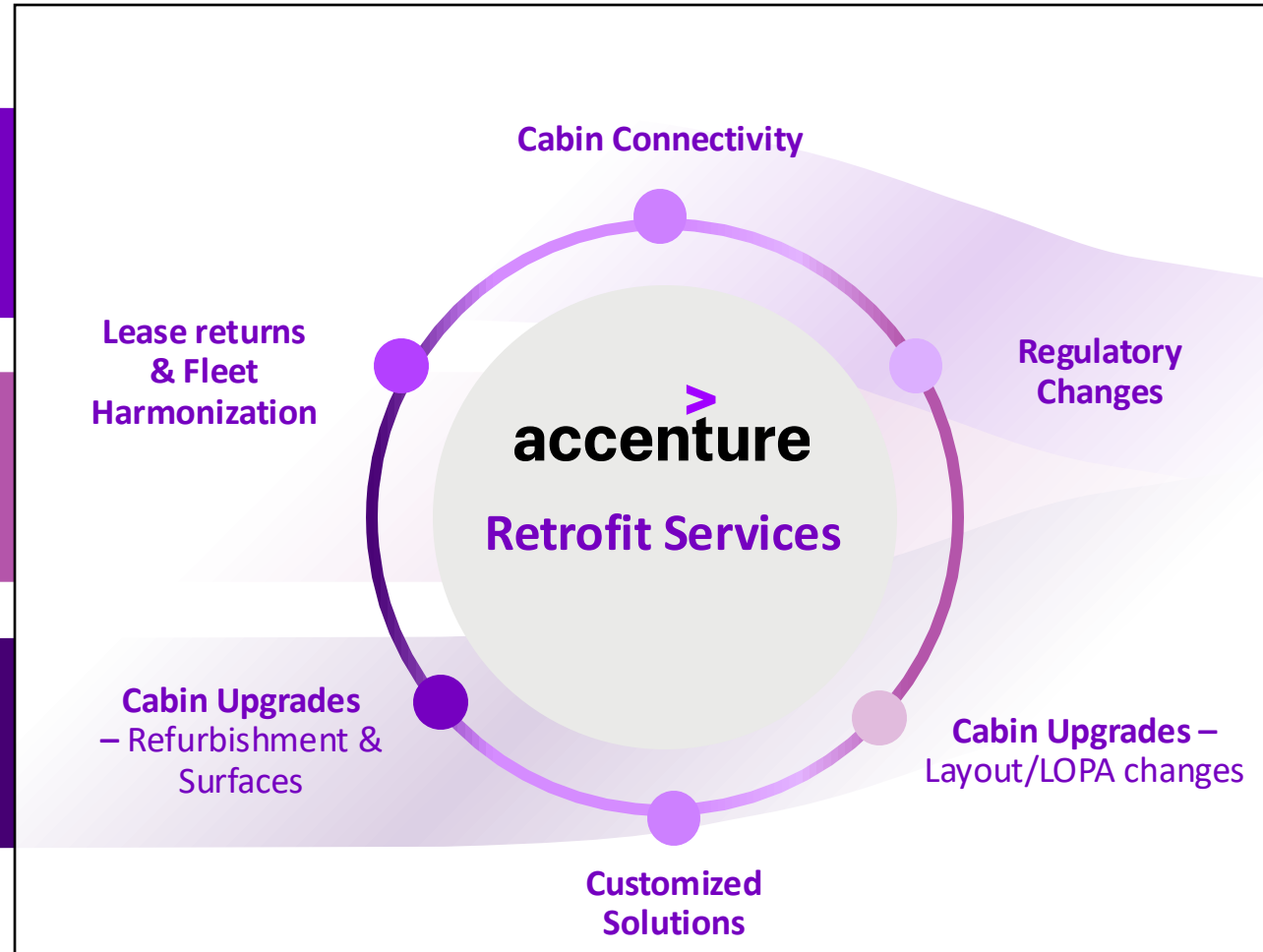
Our Retrofit Service Portfolio

Our principles

Mission-Specific Engineering

Agile Retrofit Delivery Model

Personalized Support & Collaboration



Our focus KPIs

- ↓ Request-to-quote Leadtime
- ↑ Service OTIF
- ↑ First-Time-Right
- ↑ Integration Feasibility
- ↑ Regulatory & Standards Compliance
- ↓ Support & Response Time



Understanding client challenges is the foundation for Mission-Specific Engineering

Market Drivers for Modifications

High-speed connectivity is *must* for modern IFE and cabin management systems

Aging interiors reduce passenger experience

Evolving customer needs for premium or low-cost seating

Unified design required to increase brand value

Keeping pace with evolving safety and environmental requirements

Cabin Connectivity

Cabin Upgrades Refurbishment & Surfaces

Cabin Upgrades Layout/LOPA changes

Lease returns & Fleet Harmonization

Regulatory Changes

Our typical client challenge

- Upgrade connectivity (Wi-Fi, satcom) but face complex integration with existing avionics, structural modifications, and EMI testing.
- Certification hurdles (EASA/FAA STC) and downtime risk during installation.
- Rapid and compliant interior upgrade design and coordination of kit deliveries parts (incl. BFE, mechanical and electrical integration).
- Struggle with material compliance (flammability, durability) and tight turnaround times.
- Reconfiguring seating for new business models (e.g., premium economy, high-density layout).
- Structural modifications, stress analysis, and compliance demonstration.
- Aircraft must be restored to original condition or aligned with fleet standards before lease return.
- High cost and tight timelines for cabin reconfiguration and compliance.
- New mandates (e.g., halon-free fire extinguishers, connectivity standards, safety upgrades) require fast compliance.
- Multi-authority approvals (EASA, FAA, ANAC) add complexity.

Driven by Delivery Excellence. Powered by Certified Aviation Expertise.

Our Retrofit Delivery Excellence

Is powered with pool of expertise and delivery model that is leveraging:

- I. Modification service specific SME pool
- II. Supplier delivery and collaboration model with established supplier base
- III. Reusable methods and standards for design
- IV. Regulatory research & up-front development

Certified Aviation Expertise

E2E Engineering

Large work packages including design and stress activities up to signature delegation

Retrofit (Part 21J – DOA)

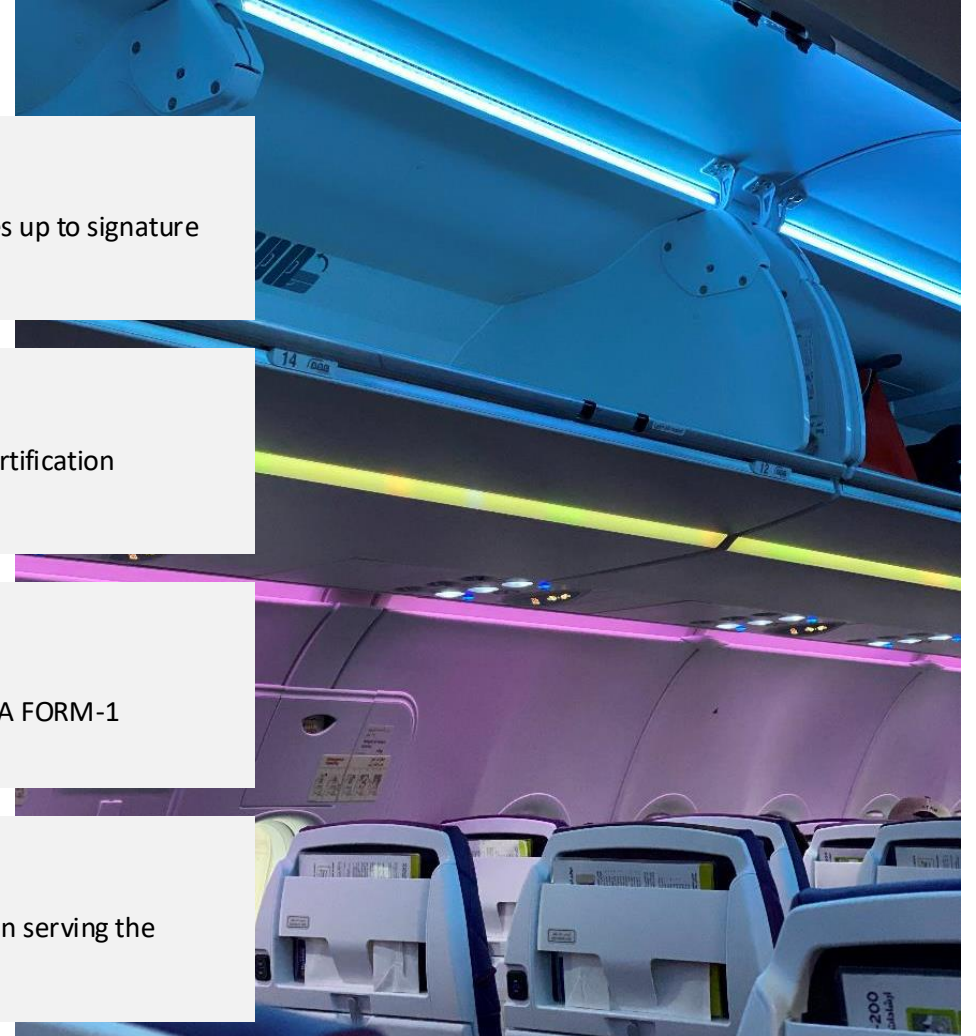
Aircraft modification including design verification and certification resulting in minor and major changes (STCs)

Production (Part 21G – POA)

Cabin products cross program will be delivered with EASA FORM-1

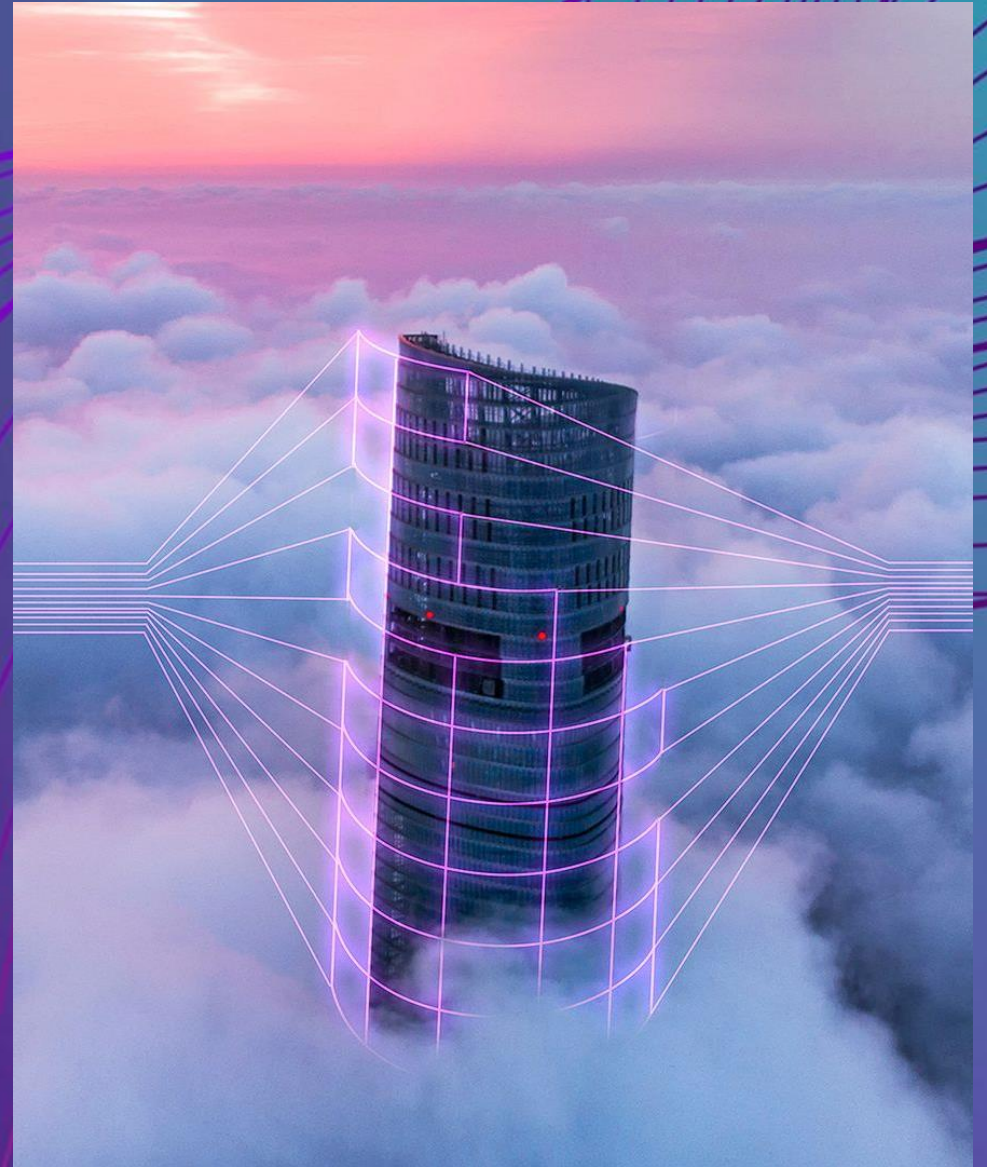
Supply Chain

Interface reduction by managing the product supply chain serving the customer one face



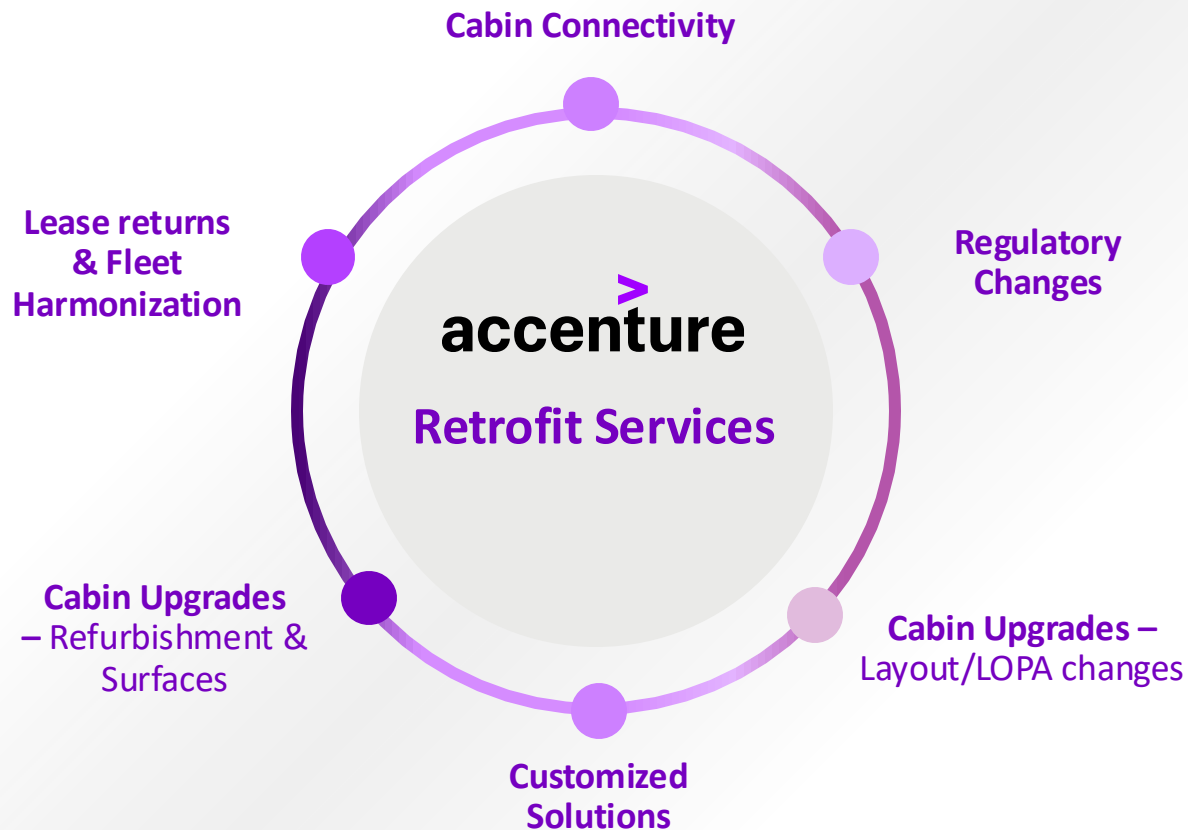
03

Retrofit services portfolio



Accenture Retrofit services

Our Portfolio



Partnering with you, we design and delivery mission-specific solutions that keep your fleet airworthy and aligned with the latest requirements.

Our customization services are backed by extensive experience in:

Commercial Aviation



Special & General Aviation



Cabin Connectivity

Overview

Turnkey connectivity retrofit solutions, covering engineering, certification, integration of SATCOM/Wi-Fi systems, and delivery of complete installation kits. We ensure fast, compliant installation of Ka/Ku/L-band and LEO/GEO connectivity systems tailored to each aircraft.

Service Breakdown

- Antenna, radome & equipment integration design
- STC/minor change engineering & substantiation
- EMI/T-PED testing, flight test support
- Wi-Fi network activation & performance validation
- Part 21G hardware kit supply & BFE integration
- MRO support

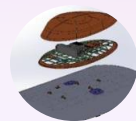


References



Boeing 747-8 VIP

Design of installation and integration of KA Band antenna & Cabin Wi-Fi



Boeing 757-200 VIP

Design and Integration of KA Band Random & Adapter plate & Cabin Wi-Fi



Challenger 300

Design and installation of Satcom swift broadband system



Challenger 604

Design and installation of Iridium Satcom



VIP Airbus A318CJ

Design and Certification for Inflight Entertainment upgrade & Cabin Wi-Fi

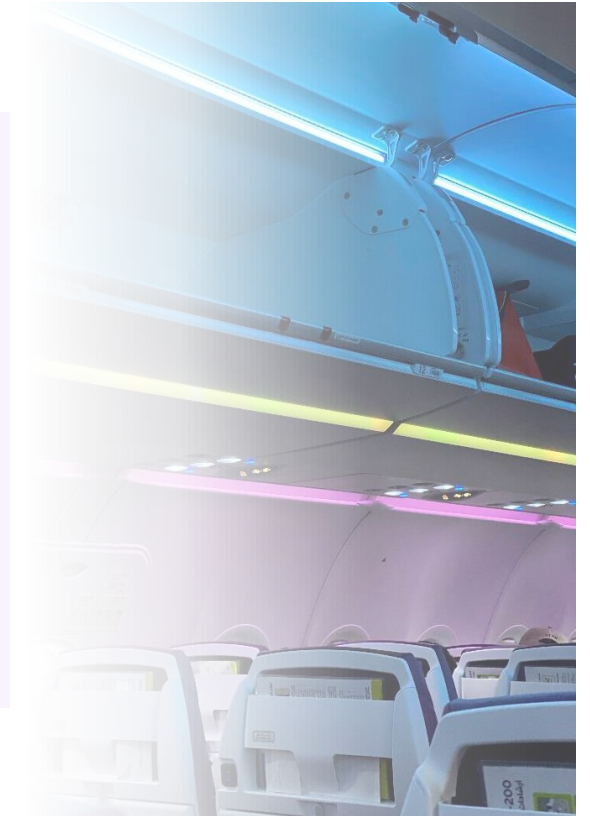
Cabin Upgrades

Overview

Customized cabin enhancement solutions, from LOPA reconfigurations to full interior refurbishments and IFE upgrades. Our engineering and production models ensure fast, flexible, mission-specific cabin improvements aligned with customer brand and operational needs.

Service Breakdown

- LOPA/layout definition & re-seating
- Interior refurbishment (linings, monuments, lavatories, galleys, carpets)
- IFE upgrades (HD/4K systems, wiring, servers)
- LED/mood lighting modernization
- Certification, kit delivery & layover installation support

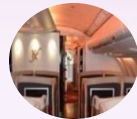


References



Boeing 767-300

Design and certification of layout change from first class to business class seats



Airbus A330-200

Design and modification of cabin interiors incl. linings, storages, seats, floor coverings, carpets, placards



Airbus A320

Design and modification in A320 cabin layout change, high density cabin



Embraer P300

Design of MedEvac solution for all Phenom 300 Cabin variants & Layover Support

Lease returns & Fleet Harmonization

Overview

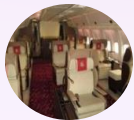
For operators and lessors, end-to-end modification services to restore aircraft to redelivery condition or harmonize cabin configurations across diverse fleets. Our services minimize downtime and ensure full compliance with contractual hand-back requirements.

Service Breakdown

- Redelivery gap assessment & work-scope definition
- Cabin restoration to OEM/fleet standard
- LOPA harmonization (seating, monuments, linings)
- Material compliance updates (flammability, placards, emergency equipment)
- Engineering + kit + on-site modification support



References



Boeing 767-300

Design and certification of layout change from first class to business class seats



Airbus A330-200

Design and modification of cabin interiors incl. linings, storages, seats, floor coverings, carpets, placards



Airbus A320

Design and modification in A320 cabin layout change, high density cabin

Regulatory Changes

Overview

Remain our clients compliant by delivering regulation-driven modification packages, including engineering, certification, and hardware kits for mandated upgrades (avionics, safety equipment, environmental standards). We manage the full compliance pathway from assessment to installation.

Service Breakdown

- Continuous regulatory market radar and proactive development of technical solutions
- Regulation impact review & compliance strategy
- Engineering & certification (STC/minor change)
- Integration of mandated equipment (avionics, sensors, extinguishers, safety systems)
- Hardware kits & installation instructions
- On-site installation and documentation updates



References



Airbus, Boeing, Bombardier

Integration of Accenture developed HAFEX fire extinguisher through an AML-STC



A&D Industry –wide

Accenture development and certification of the halon-free handheld fire extinguisher according to ETSO-2C515 A1.

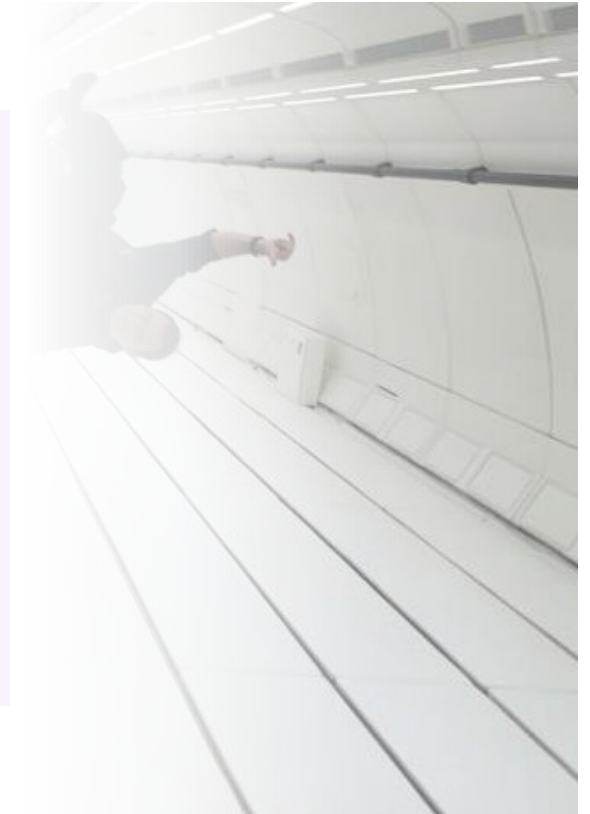
Customized Solutions

Overview

Tailored retrofit solutions for unique or non-standard customer requirements. This includes custom designs, special-mission adaptations, and tailor-made system or structural integrations delivered through our mission-specific engineering and certification capabilities.

Service Breakdown

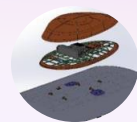
- Feasibility assessment & concept definition
- Custom structural, mechanical & electrical design
- Integration of special-purpose or non-standard equipment
- Certification (STC/minor change) incl. required testing
- Part 21G hardware kit production
- Installation support & documentation updates



References



Airbus A319CJ Installation of additional AFT cargo access hatch from main cabin compartment



Boeing 747-8 Installation of FWD cargo access hatch, access ladder and smoke penetration test



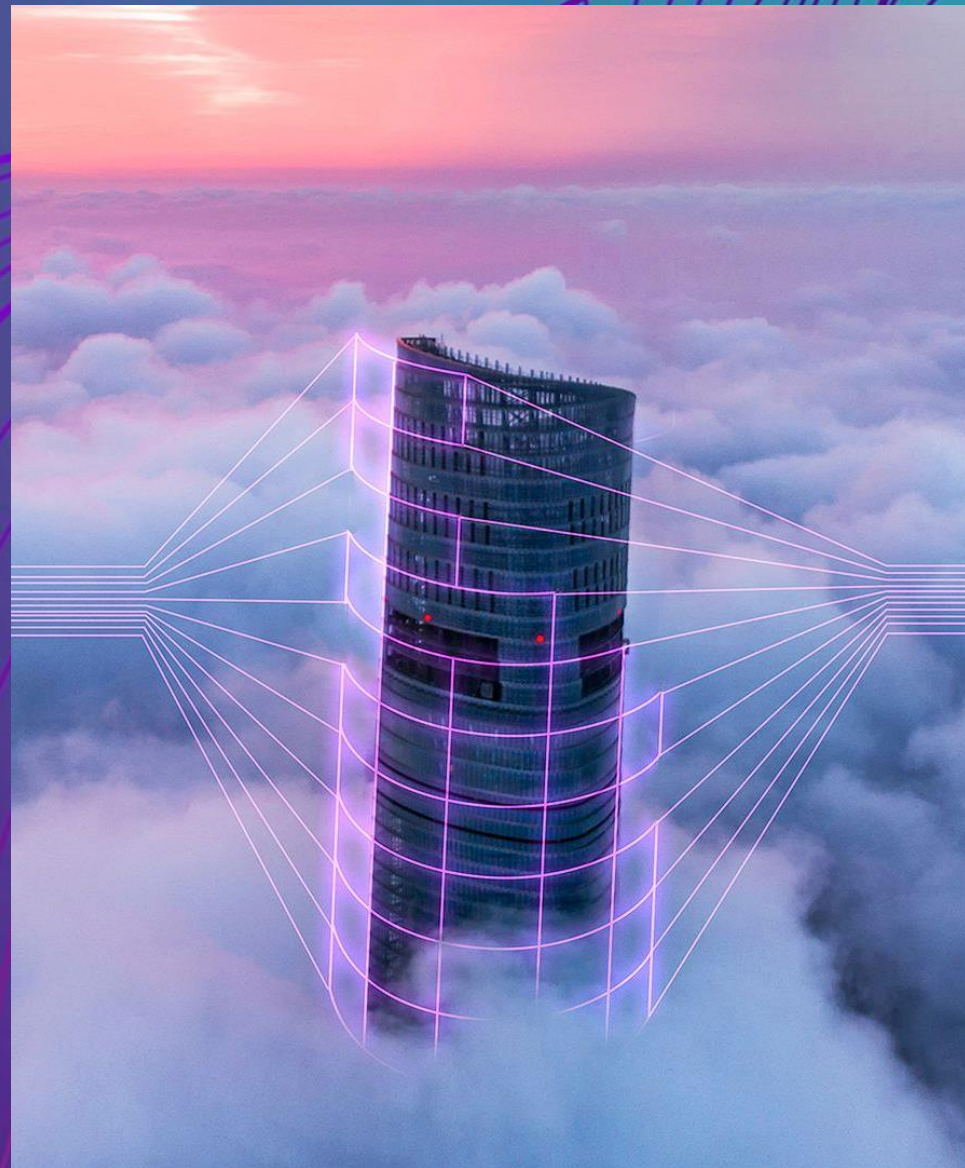
Airbus A310 Design & modification of structural provisions for Zero G aircraft



Embraer P300 Design and certification of battery heaters for the main batteries & cabin power

04

Design Organisation Approval



Accenture scope of Design Authorization Approval

	TC	STC	major changes	minor changes	major repairs	minor repairs	flight conditions	permit to fly
Large and small aeroplane								
Flight								
Flight characteristics		■	■	■				
Avionics								
Communication systems		■	■	■				
Indicating, Alerting systems		■	■	■				
Recording systems		■	■	■				
Cabin								
Cabin interiors		■	■	■				
Cargo compartments		■	■	■				
Electrical cabin systems		■	■	■				
External schemes, placards and markings		■	■	■				
Flight deck interiors		■	■	■				
Electrical Systems								
Wireless transmission systems		■	■	■				
Environmental Control Systems								
Oxygen systems		■	■	■				
Ice and Rain protection systems		■	■	■				
Structures								
Fuselage		■	■	■				



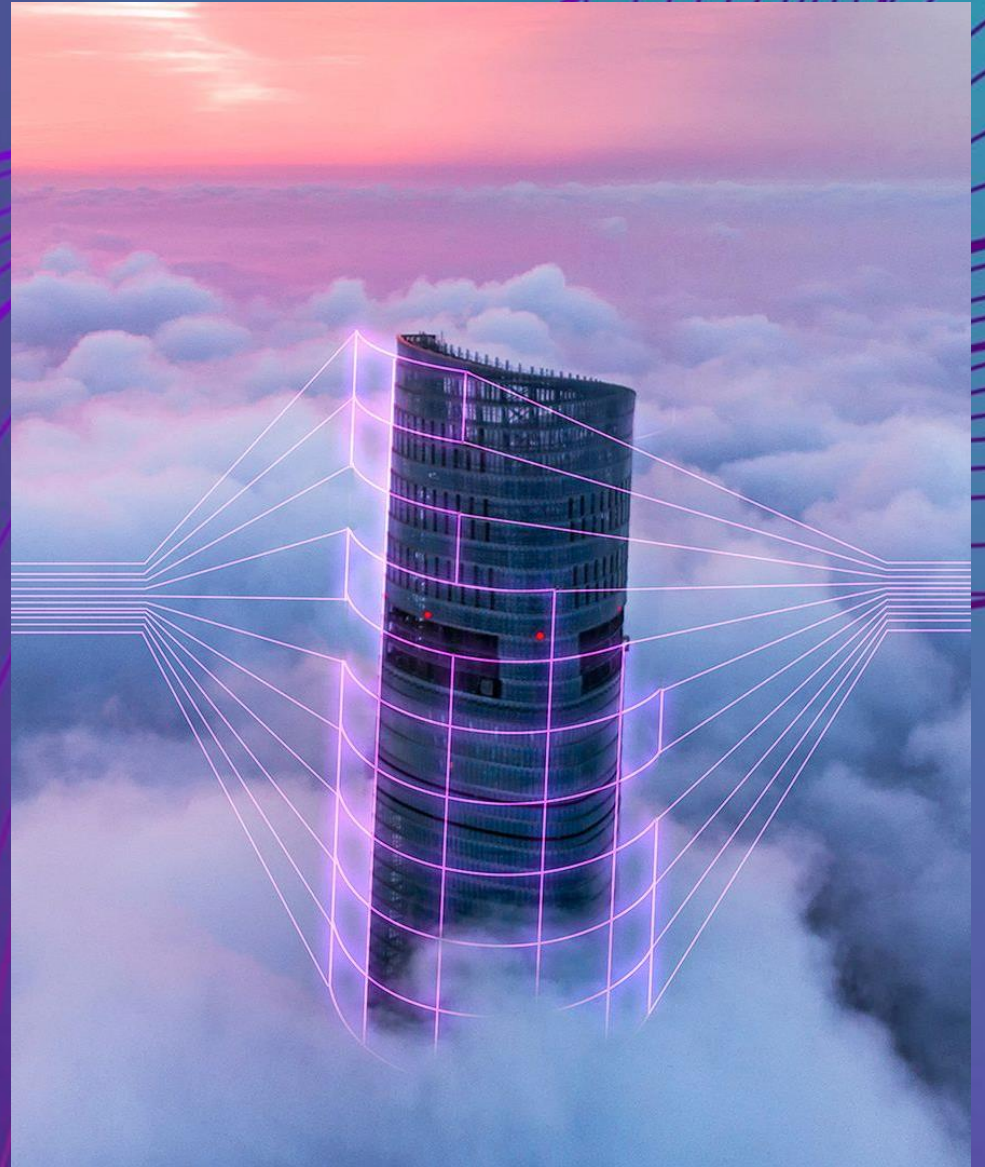
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umlaut engineering GmbH

■	Within scope
□	Outside scope

05

Contacts



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