

# SKY IS THE LIMIT

INTERVIEW WITH **SEVERINE COSMA**,  
COMLUX EXECUTIVE VICE PRESIDENT OF MARKETING

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**A**s one of the leaders in business aviation industry, Comlux has left its mark worldwide. Founded in Switzerland in 2003, Comlux has a growing fleet of aircraft and dedicates itself to exceeding expectations. Severine Cosma, the Vice President of Marketing spoke with ASG to illustrate the grounds behind the success story.

## What services does Comlux provide?

Comlux is a unique one-stop shop in business aviation, allowing our customers to liaise with one company regrouping all the competences in-house. We offer a wide-range of services to our VIP customers including aircraft management, aircraft transactions, interior completions, maintenance and refurbishments. Charter services are provided through our dedicated program, OneAbove by Comlux.

## What has Comlux been up to in the cabin design and completion segments?

Since 2008, Comlux has developed its own completion center in Indianapolis, USA: Comlux Completion. We are fully approved by manufacturers to perform completion and service work on ACJ, BBJ, Bombardier and Sukhoi VIP aircraft. Our facilities, built in 2012, are very modern and were extended in 2016 to accommodate wide-body VIP aircraft.

Indeed, 2017 has been a very exciting year so far and it is not yet over. We have signed various maintenance projects including interior work in the first quarter of the year: one BBJ and one Global 6000, both with Asian customers. Earlier this year, we proudly delivered the first ever EASA-certified VIP cabin on a Sukhoi Business Jet (SBJ) to one of our customers in Central Asia. Regarding the future of VIP aircraft programs like the ACJ Neo and BBJ MAX, we have announced a partnership with four design firms (Alberto Pinto Design, Design Q, Unique Aircraft, Winch Design) to work jointly with future Comlux customers. Last month, we announced the signing of our first ACJ320 Neo completion at Comlux Completion. And we have other exciting news to announce before the end of the year!

## What is Comlux doing to continue making a name for itself in Asia?

Since 2012, Comlux has had a presence in Asia, with offices in Macau and Hong Kong. We have developed a solid customer base, mainly for

completion and upgrades services, but also for transactions. With our Swiss heritage, we are promoting Swiss excellence in the products and services we sell. We regularly participate in conventions and conferences in Asia to better understand the client needs in the region and to develop our presence throughout different countries.

### Do clients based in different countries throughout the world have specific preferences?

Comlux has its own in-house design department and we work with external designer firms, such as the ones we are partnering with for the Neo and Max design concept initiative. Every client is unique and we adapt the cabin interior to their own style and preferences to create their most desired interior.

### What is Comlux doing to ensure the latest technology is onboard?

Comlux has set up an innovation and research center in Indianapolis, USA with a highly-skilled engineering team constantly looking for the most efficient and ingenious solutions and the next inventive technologies available, so that we can always be proactive and offer those things a step ahead. We are also developing partnerships with several key suppliers to offer the latest and greatest products in the industry such as the complete VIP cabin integrated solution in partnership with Rockwell Collins.

### What is the future of aircraft cabin design?

With aircraft interior design, “the sky is the limit” – literally, as there are so many new and improved options available, including organic light-emitting diode (OLED) monitors on the aircraft and many different layout and material options to meet any of our customer’s needs.

### What can be expected from Comlux in the next few years?

On the completion side, beyond the news I explained earlier, we are currently working on our first VVIP completion of an Airbus ACJ330, due to be completed mid next year. With the Neo and MAX coming in the upcoming years, we will be among the first completion centers to outfit these brand new products.

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On the aviation side, we are very excited by the next start of the operations of the BBJ 777-200LR of Crystal AirCruises by Comlux Aruba. The aircraft fitted with 86 first class seats, a social lounge area and the ability to fly over 11,000nm nonstop will be available on the charter market through our dedicated charter management program OneAbove. Today, Comlux is one of the unique companies providing the most engineered luxury service solutions in business aviation. We will continue to serve our unique customers the same way, with the same quality and consistency.

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