

Expliseat announces new customer agreements ahead of AIX 2026



Expliseat will exhibit at the Aircraft Interiors Expo in Hamburg from April 14 to 16

[Expliseat](#) has announced three new customer agreements ahead of Aircraft Interiors Expo ([AIX](#)) 2026 including two major U.S. airline wins, one of which marks its first Embraer linefit selection - as well as a new retrofit agreement in Asia-Pacific. Together, the announcements confirm the company's growing momentum across both retrofit and linefit programs in two of the world's most active aviation markets, the April 13 press release said.

“These agreements are a recognition that our technology delivers measurable value for airlines operating in one of the most demanding markets.” said Amaury Barberot, Chief Executive Officer,

Expleseat. “In the U.S., airlines are adopting our aircraft seating products to enable premium cabin experiences without compromising economics. In Asia-Pacific, this new agreement confirms the relevance of our solutions in a fast-growing market where efficiency and adaptability are key, and where our company has been building a strong and growing presence.”

Over the last three years, the French-manufacturer has completed a product premiumization roadmap to serve the most demanding airlines in the world. TiSeats have now been selected by six Skytrax 4 and 5-star airlines.

The addition of new customers, combined with returning customers and order extensions, has effectively doubled the supplier’s order backlog, now representing seat programs across more than 200 aircraft and marking a significant expansion of its commercial skyline.

Breakthrough in the U.S.

Expleseat has secured its first two major U.S. airline customers, marking a decisive entry into this regional aircraft market. The agreements include:

- A retrofit program on CRJ aircraft with the TiSeat 2X
- A linefit program on Embraer aircraft with the TiSeat 2X, the company’s first Embraer linefit selection.

This momentum builds on an already established presence in North America with [Air Canada](#) and [Porter](#), among others.

TiSeat 2X delivers up to 30 percent weight reduction, up to 10x lower direct maintenance costs compared to industry standards, and exceptional durability. Passenger-facing features include improved ergonomics, premium cushioning, refined design details, and integrated USB charging in the PED holder.

“This seat is uniquely suited to the U.S. market, evolving toward higher expectations in both efficiency and passenger experience,” said Jean-François Tessier, VP Sales North America, Expleseat. “These agreements illustrate how lightweight seating is becoming a structural component of that transformation, enabling airlines to improve operating economics while aligning regional cabins with medium and long haul network standards.”

Asia-Pacific expansion

Expleseat is also expanding its Asia-Pacific footprint through a new retrofit agreement with a leading legacy carrier and Skytrax 5-star airline, on TiSeat 2V Prime.

“Asia-Pacific operators are increasingly looking for solutions that improve both economics and flexibility,” said Adrien Daniere, VP Sales, Expleseat. “This agreement highlights how TiSeat enables airlines to optimize cabin layouts while maintaining a competitive onboard product.”

This announcement builds on an active and growing position across Asia-Pacific, where diverse operators such as Air Tahiti, Air Caledonia, and Cebu Pacific are already flying with the company’s seats.

The new agreement signals continued acceleration in the region, further reinforced by the opening of a new sales office in Singapore, the press release said.

Growth backed by industrial scale

AIX 2026 marks the transition from a disruptive innovator to a trusted industrial partner for global airlines, built on its strongest year to date, marked by triple-digit growth, 50 percent more aircraft in

service in the past 12 months, and the highest customer satisfaction maintained throughout a major production scale-up.

With the capacity to produce 32,000 seats per year, Expliseat is well positioned to support the next phase of its international growth, having already demonstrated its industrial scalability by delivering over 2,600 seats per month at the end of last year.

Building momentum across markets and platforms

The €36M capital raise completed in June 2025, the largest in company history, led by Credit Mutuel Innovation and Bpifrance, reflected a vision already proven in the market: industrial scale, differentiated technology, and a growing global customer base.

That momentum continued with the entry into the single aisle market with the [Jazeera Airways](#) A320 program further confirming that the technology scales across aircraft families and operator profiles.

This trajectory also signals the next step in the evolution of the product portfolio, with its lightweight technology beginning to extend into new areas of the cabin, supporting both the premiumization of the onboard experience and the company's continued growth toward a nose-to-tail cabin offering.

A further milestone is the Buyer Furnished Equipment (BFE) agreement signed with Embraer for E-Jets E1 and E2. The agreement creates an initial pathway for airlines to select Expliseat seats directly as a factory linefit option and marks a major step toward expanding linefit access for TiSeat 2X Lite and Prime operators.

These agreements mark a new chapter, not just in terms of geographic reach but in the depth of the company's seating solutions integration across aircraft families, cabin segments and airline profiles. These updates will be revealed at AIX 2026 in Hamburg, April 14 to 16.