



RUSSIA'S SUKHOI PUSHES SUPERJET SALES IN ASIA

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Sukhoi Civil Aircraft Corp. is pushing Superjet SSJ100 aircraft sales in Southeast Asia as part of a new strategy to expand its emerging market commercial sector sales by 30%. Following a visit to the region earlier this year by a high ranking Russian delegation, SSJ100s have been delivered to Cambodia, Laos and potentially Vietnam.

Vientiane-based Lao Central Airlines will start operations later this year with a single SSJ100, and has options on another two of the aircraft. [Sky Angkor Airlines, based in Phnom Penh, Cambodia](#), is to take a single SSJ100 in December for use on regional schedules, with two more in the pipeline.

Sukhoi has claimed sales to date of 13 SSJ100s to various buyers in [Laos and Indonesia](#), and has established a new Sino-Russian leasing company to lease at least 100 of the aircraft to Southeast Asian operators over the next three years.

The new leasing entity will base operations in Xixian, Shaanxi province and will spend \$3 billion on

the aircraft.

Additionally, the recent Russian delegation to the region—which included Russian Minister of Industry and Trade Yuri Slyusar—said it had talks with Vietnam Airlines and Vietjet Air on potential deals for the SSJ100, although this has not been confirmed.

Russia's United Aircraft Corp. (UAC), of which Sukhoi is a subsidiary, is also known to be actively seeking to establish an MRO presence in the region to bolster SSJ100 sales. Initial indications are the MRO center could be in Vietnam.

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