



LUFTHANSA TECHNIK ACHIEVES FURTHER MILESTONES IN ASIA PACIFIC

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More than 100 Airbus A350s under contract already

Offices and logistics centers opened throughout the region

Local presence of top management

The Lufthansa Technik Group celebrates the first year anniversary of the establishment of Lufthansa Technik Component Services Asia Pacific in Hong Kong. The move last year facilitated the expansion of the component division's presence in the Asia Pacific (APAC) region.

The new regional set-up has been contributing greatly to the success of the component division over the last 12 months. Looking at the new Airbus A350 alone, material supply contracts for more than 100 aircraft have already been signed.

By now, the Group's component division has almost 300 employees across the APAC region, including Hong Kong, Shenzhen and India, to support the growth of business. The regional logistics centers are located in Hong Kong, Singapore and Tokyo, contributing to the division's extensive network in Asia.

Lufthansa Technik Component Services Asia Pacific was founded in September 2016 with the aim of widening the component division's footprint across the region and offering customer support and component supply services in closer proximity to the customers. In the past year alone, there were more than 30 new hires in the APAC headquarters. The warehouse in Hong Kong has already reached its capacity limit and is therefore due to undergo further expansion.

Important management positions have been shifted from Germany to the region with Burkhard Pfefferle-Tolkiehn, Vice President Component Services for Asia Pacific at Lufthansa Technik, in Hong Kong.

"Lufthansa Technik Component Services Asia Pacific is located at the heart of the fastest growing aviation market in the world. With the local network of Lufthansa Technik production facilities and access to the global know-how of our company, we are able to offer our customers complete solutions when it comes to technical services," says Burkhard Pfefferle-Tolkiehn.

"With Lufthansa Technik Shenzhen, we are already the market leader for many repair services, and it is our aim to extend this position to other areas."

The APAC region plays a central role in the growth strategy of Lufthansa Technik. In 2016 alone, the Group's APAC revenue grew by 22 percent to around 600 million euros. This dynamic development is continuing: More than 500 aircraft from over 30 customers in the APAC region are under long-term exclusive contracts for component services with Lufthansa Technik.

Lufthansa Technik now has representative offices in China, Japan, Singapore, India, Thailand and the Philippines. An office will soon be opened in Taiwan as well. Together with Lufthansa Technik Shenzhen as an important repair facility and the strengthening of local workforce in the APAC region, the Lufthansa Technik Group is geared up for further regional growth in the area of components.

28 OCTOBER 2017

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