



HANSE AEROSPACE e.V. – Holzmühlenstr. 84 – 22041 Hamburg

Press report

Suppliers invest in products and staff

There is no denying the fact that the economic crisis has also affected the aviation industry. A survey carried out by the Hanse-Aerospace e.V. association among its members in the run-up to the Aircraft Interiors trade fair revealed that more than half of the companies were performing less well than at the same point last year. The atmosphere among the suppliers to the aviation and space industry nevertheless remains cautiously optimistic.

Although the economic situation was significantly worse than expected for most companies in 2009, medium-sized suppliers see themselves as being well-equipped for the future. Uwe Gröning, the first chairman of Hanse-Aerospace e.V. (the largest German association for suppliers to the aviation and space industry) estimates that the effects of the economic crisis on the aviation industry will still be event in 2012. "Most companies are well-positioned to be able to survive this crisis," he explains. This is proven by the results of a survey the association has carried out among its member companies. More than half of the companies asked (51.5%) admitted that their financial situation had worsened since the last year. In the majority of cases (86 % of companies), this has not resulted in staff cutbacks. 29 % of companies stated that they hoped to expand their workforce over the coming year. 57 % responded that no redundancies for operational reasons should be required. The crisis is not affecting all companies equally. 20 % of the member companies even claimed that their situation had improved since the start of 2009.

As a result, the industry is adopting a calm approach to the challenges of the current economic situation. "Many companies take advantage of quiet months to invest in their own expertise," reports Gröning. Manufacturers revise their products and push ahead with new developments and research projects, often supported by EU, national and state support programmes. The leading cluster concept for the aviation and space industry in the Hamburg metropolis region plays a key role in this. The initial results of these efforts will be on display at the Aircraft

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Interiors trade fair where numerous manufacturers will be exhibiting revisions to their product range, as well as new products.

At the same time, the companies are continuing to invest in the skills of their employees. 54 % of the companies asked claimed that they are increasingly investing in further education measures while approx. 11 % have introduced shorter working hours. "This trend is evident among both temporary employment and engineering services operating in our Personnel working group as well as among manufacturers," says Jan Heinze, manager of the working group for Personnel at Hanse-Aerospace. As Managing Director of the Technical University of Heinze, he has noted a significant increase in applications for further education in the fields of technical engineering and subsidised industrial training for the aviation industry. "In 2010, almost 100 people will qualify as aircraft technicians by completing the CAT B1 basic training course. More than ever before. There has also been an increase in applications for training in the fields of cabin interior furnishings and painting".

Another evident trend is that companies are becoming increasingly active at an international level. More than half of the companies have been focusing on internationality for the last few years and are building momentum in this field, for example by opening additional branches abroad (6.3%). 27 % of companies stated that they are currently focused at a national level but that they want to become more internationally active.

HANSE-AEROSPACE e.V. is an association made up of companies operating in the aviation and space industries. The member companies represent a broad spectrum of suppliers to development companies, manufacturing and maintenance companies and service providers operating in the aviation and space travel industry. Further education institutes and universities complete the spectrum. Some 10% of all skilled employees working in the German aviation and space industry work for HANSE-AEROSPACE member companies. The member firms together generate some 11 billion euros - of which 1.5 billion is made in the aviation and space industry.

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