

LAND SUCCESS WITH US.



## GERMANY'S FOREMOST ENGINEERING SERVICE PROVIDER . . . . . . THE LEADING PARTNER FOR EUROPE'S AVIATION INDUSTRY.



Taking off with sound ideas. Flying high in all sectors of industry. Landing success in partnership with customers. FERCHAU has been renowned for all this for over 40 years now. The fundamental principle has remained successful to this day: in addition to providing engineering services at its own engineering offices, FERCHAU supports its customers with 'mobile' engineering specialists. The right engineers are in the right place at the right time, providing an efficient boost directly where it is needed, in our customers' development and innovation centres.

As Germany's foremost engineering service provider, FERCHAU offers you certainty and security in your projects and plans over the long term. Financially sound, family-owned and owner-managed, we are dedicated to our own success and therefore also that of our customers. This solidity is bolstered by many years of experience in the aerospace industry. Plant engineering, mechanical engineering, electrical engineering, IT and vehicle construction are areas of business that FERCHAU is constantly expanding.

The best is the enemy of the good. In line with this motto, FERCHAU's constant aim is to press ahead with process optimisation and tailoring of the services it offers. Specialisation for key industries is one aspect of this: FERCHAU founded its AVIATION division in 2004. Operationally and technically, it is geared to meet the requirements of the European aerospace industry. It is independently organised, and with the strength of FERCHAU Engineering behind it is on a steady course for success. Thanks to the links with the FERCHAU network, AVIATION has access to interdisciplinary know-how and additional capacity at all times to complement its own concentrated aerospace expertise.

For more information go to [www.ferchau.de](http://www.ferchau.de)

### COMPANY

- **FOUNDED IN 1966**
- **OVER 50 BRANCHES AND LOCATIONS**
- **60 ENGINEERING OFFICES**
- **MORE THAN 3,600 EMPLOYEES**
- **TURNOVER IN EXCESS OF 260 MILLION EUROS**
- **CERTIFIED TO ISO 9001**

As at 31 Dec. 2009

### AVIATION DIVISION LOCATIONS

- **DIVISION MANAGEMENT IN HAMBURG**
- **TOULOUSE**
- **HAMBURG**
- **BREMEN**
- **MUNICH**
- **BOURNEMOUTH**

Highly complex processes, extreme safety requirements, enormous cost pressure, a global procurement market, cross-border development and production: there is no other branch of engineering where conditions are so demanding and requirements are so high as in the aerospace industry. Supplier consolidation, extensive work package orders, offshoring quotas and risk sharing are current challenges on the market. Our AVIATION division is a reliable partner for OEMs in the aerospace industry and for their system and equipment suppliers.

International presence: at many locations across the European aerospace industry, such as Toulouse, Hamburg, Bremen, Munich and Bournemouth, we handle development projects at our engineering offices or on site at our customers' premises. Covering areas such as series production supervision and MRO, customer and product support, safety and reliability, and quality assurance, our service portfolio goes well beyond that of product development on its own.

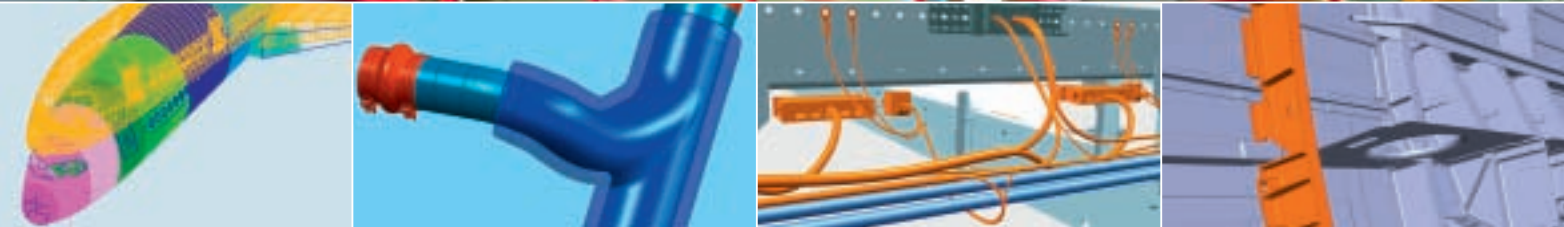
Organised as a company within a company: key areas such as project management, engineering, procurement and sales are centrally based at the AVIATION division. This ensures transparency, an integrated, holistic line of thought and proximity to our customers. It is also how we create the conditions to assume overall responsibility in complex development projects across national borders and in various technical disciplines.

Comprehensive know-how and many years of experience: the title of 'EADS E2S Preferred Supplier for Engineering Services', awarded in 2008, confirms the quality of the services that we provide. Not only that, we also work as a strategic engineering supplier for Lufthansa Technik, DIEHL Aircabin and Composite Industrie. We are a constant, reliable presence on the market for our customers. A partner who takes responsibility, bears risks and has the competence to deal with complex work packages. Our global network of 30 AVIATION partner companies, with whom we respond flexibly to project inquiries, makes a crucial contribution to our success.

For more information go to [www.ferchau.de/go/aviation](http://www.ferchau.de/go/aviation)



## PERFECT FIT: TECHNICAL EXPERTISE FOR YOUR REQUIREMENTS.



As an engineering specialist for the aerospace industry, we support you all along your value added chain. Whether aircraft structures or systems, cabins or cargo holds: at AVIATION there are appropriate expert teams for each field. Highly qualified specialists with many years of experience in the sector speak your language.

Depending on what you want as the customer, and on the task in hand, we perform contracts for work and services in our own engineering offices or on site at your premises. Alternatively we support you with qualified specialists who work as an integrated part of your project teams.

Day in, day out, we provide proof of our expertise in cooperation with OEMs in civil and military aviation, with system and equipment suppliers and with the space industry. We work successfully for companies such as Airbus, Astrium, EADS Military Air Systems, Eurocopter, Latecoere, Lufthansa Technik and Sogerma.

We assume overall responsibility for complex development projects, from the initial idea through to series production. Where in the past you have had to manage various part orders with a variety of suppliers, with AVIATION you have only one point of contact to deal with everything together. We thoroughly familiarise ourselves with your procedures, processes and standards, enabling us to take over interface management and coordinate every step that is taken, on an interdisciplinary basis and across different locations. We unite development processes, prevent unnecessary duplication, uncover potential savings and optimise your costs.

We can also relieve your workload by taking care of subsidiary tasks or routine work. In this case, too, we pay particular attention to interface management.

- SUPPORT IN THE CUSTOMER'S PROJECT TEAM
- FIXED PRICE CONTRACTS IN THE ENGINEERING OFFICE
- AWARD OF PART ORDERS TO PARTNERS IN THE AVIATION NETWORK

- SYSTEMS ENGINEERING
- SYSTEMS INTEGRATION
- VERIFICATION, VALIDATION & TESTING
- DOCUMENTATION
- SERIES PRODUCTION SUPERVISION
- MAINTENANCE, REPAIR & OVERHAUL
- CUSTOMER & PRODUCT SUPPORT
- PROJECT MANAGEMENT

- PRIMARY AND SECONDARY STRUCTURE
- MECHANICAL SYSTEMS
- ELECTRICAL SYSTEMS
- CABIN FITTINGS AND EQUIPMENT
- CARGO HOLD EQUIPMENT
- FLIGHT TEST INSTALLATIONS

Our engineers, designers, draftsmen, project managers and quality managers are masters of their development tools for a huge range of technical fields. This concentrated interdisciplinary know-how releases synergies that add wings to creativity and new problem-solving approaches.

When it comes to choosing the appropriate experts for your task, AVIATION has access to FERCHAU's pool of active employees and applicants. This includes 50,000 profiles, while a further 5,000 freelance specialists are available at short notice. Our candidates have to pass professional applicant tests. In interviews, our human resources experts put the applicants' professional qualifications and personal qualities under scrutiny. Not only that: we think ahead. In order to secure problem-solving competence for your future projects, we act early and with foresight to select top personnel who meet your requirement profile.

To make sure your projects are dealt with effectively, we back a mix of long experience, new insights and fresh ideas. Our philosophy involves close cooperation with universities producing engineering graduates in Germany and elsewhere, committed encouragement of next-generation talent, and continuous vocational and advanced training. In 2009 alone, FERCHAU employees' qualifications were worth five million euros. You, too, benefit from the high level of satisfaction among our employees, because low staff turnover creates stability and continuity in cooperation.

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## PRECISION LANDING: QUALITY THROUGH CONSTANT PROCESS OPTIMISATION.



Quality assurance for your projects is a matter of top priority for AVIATION. Even the most minor carelessness can have fatal consequences. It is all about time, money, safety, accuracy of fit and smooth processes when the products and systems from various suppliers come together in final assembly. At AVIATION, project quality is therefore synonymous with seamless quality in the processes.

All of our workflows are strictly process-oriented and subject to all-encompassing standards. The FERCHAU quality management system, with regular internal audits, is certified to ISO 9001 and EN 9100. The Airbus certification for FERCHAU—the first to be awarded to an engineering provider in Germany—is the basis for the strategic partnership with the European aircraft manufacturing group.

AVIATION adheres meticulously to customer-specific quality specifications. For Airbus, for example, we work entirely in accordance with GRAMS (General Requirements for Aerostructure and Material Suppliers).

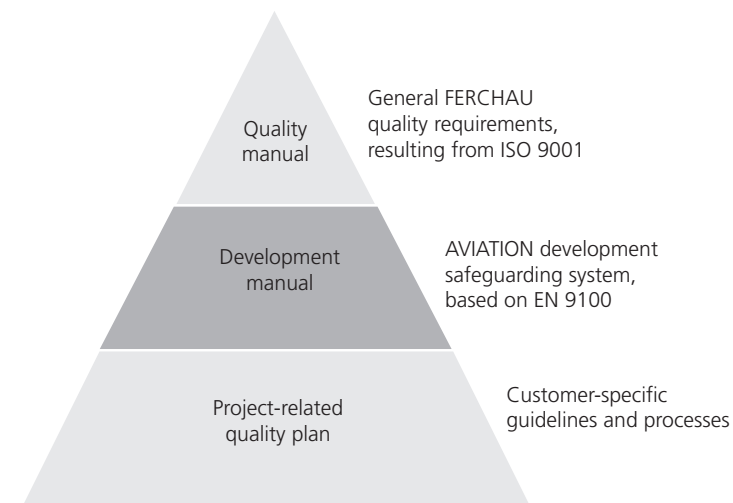
### ESTABLISHED PROCESSES DEVELOPED IN-HOUSE

- PROJECT MANAGEMENT
- RISK MANAGEMENT
- QUALITY MANAGEMENT
- RECRUITMENT
- KNOWLEDGE MANAGEMENT

Our web-based knowledge database “my.work”, which contains central knowledge building blocks for work in the aerospace industry, gives us an effective instrument that we use to prepare our employees for new projects. We also use “my.work” for regular knowledge checks with our employees and as a targeted supplement to classical CAD/CAE training.

The permanent assessment of all FERCHAU processes, both internally and by our customers, gives rise to continuous improvements. This is how we achieve high quality in consultancy and services for your benefit at all times.

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## REINFORCEMENT: WELL CONNECTED AROUND THE WORLD.



We broaden our speedy access to specialised knowledge, human resources and technical resources through networking with strong partners. Initiated by FERCHAU, the AVIATION partner network is the guarantee that your development projects will be implemented efficiently. Whether you need a specialist or an all-rounder, an individual expert or entire teams, and whether you are in Europe or Asia: we are well connected throughout the world, ready to support you.

The AVIATION partner network was established in 2003—with advantages for all. As the size of the work packages increases, so does the need to join together with other specialists. In joint projects, work content and interfaces represent a particular challenge. AVIATION has the know-how and the instruments to manage this cooperation successfully.

When working on your projects, the AVIATION partner network operates as if it were one company: you have just one point of contact. Quality and transparency are assured in all project phases. The basis for successful cooperation—along with good organisation—is provided by values that we live by, such as openness, trust, reliability and loyalty. A regular exchange of ideas with our partners strengthens our common awareness for proactive and positive business development.

### SUPPLIER MANAGEMENT

- SELECTION
- APPROVAL
- DEVELOPMENT

### GLOBAL ENGINEERING

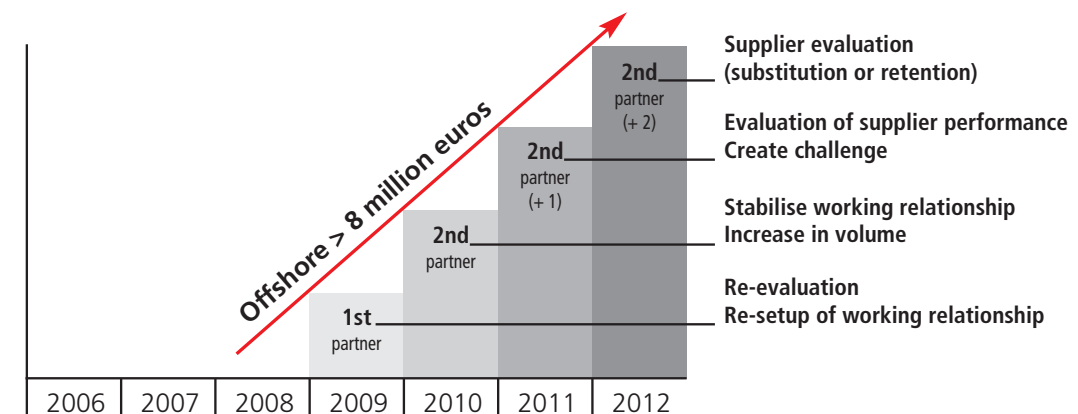
- LOW-COST SOURCING
- US \$ SOURCING
- OFFSET OBLIGATIONS

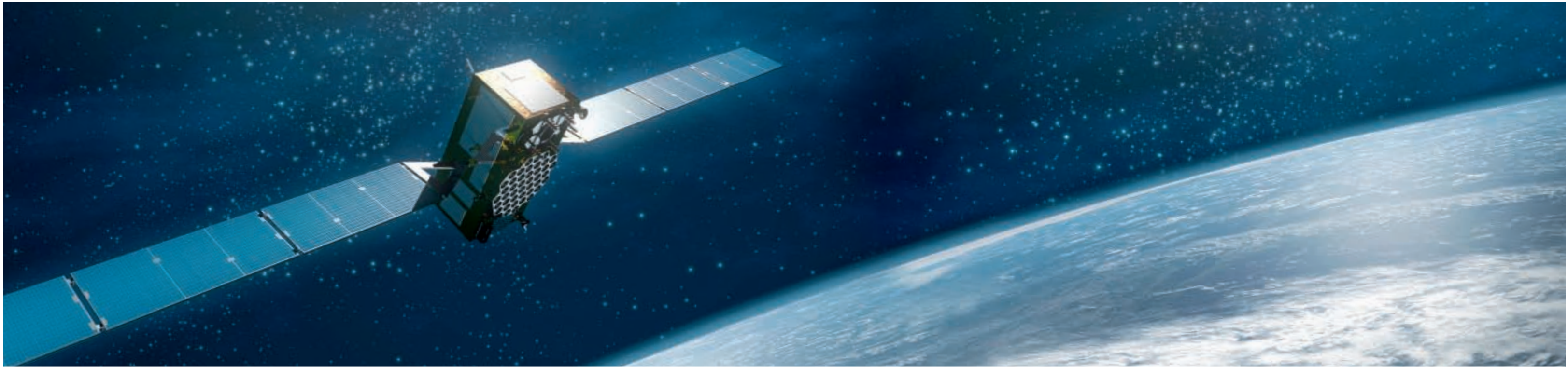
The proven processes in quality management, project management and supplier management are also the key to successful global engineering. If project processing tasks in the engineering offices can be standardised, we allocate them to our offshore partners, who perform this work in countries such as India, Turkey or Slovakia. We pass on the associated price advantage to our customers, thus fulfilling a key requirement that EADS makes of its suppliers, for example. In order to cushion the rising cost pressure experienced by our customers and satisfy the contractual offset obligations that the OEMs have to fulfil, we are continuously expanding our network of global suppliers.

By invoicing our services in US dollars we also help our customers to avoid currency risks.

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### OFFSHORING TREND AT AVIATION





## MASTERING NEW CHALLENGES TOGETHER.

Development projects in both civil and military aerospace technology always oscillate around the boundary of what is technically and financially feasible. The service life of aircraft usually amounts to several decades, and the certification process is by its very nature heavily regulated. In FERCHAU you will find a strong partner to lead your development jointly to success. Strengthen your market position with us.



### YOUR ADVANTAGES

- STRONG PARTNER TO IMPLEMENT YOUR ENGINEERING STRATEGY
- YOUR EXPERTS CONCENTRATE ON CORE COMPETENCES
- FLEXIBLE STAFFING OF INTERNATIONAL DEVELOPMENT PLATFORMS
- REDUCTION OF FIXED COSTS
- PROPORTIONAL TRANSFER OF THE DEVELOPMENT RISK
- SAFEGUARDING THE QUALITY AND SCHEDULING OF YOUR DEVELOPMENT PROJECT
- ACCESS TO THE AVIATION NETWORK

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