

Low Tech and high Volume Parts

- Over 80% of the current aircraft defects are cabin related.
- Over 80% of the cabin related defects requires part replacement.
- Over 80% of the parts required pre-ordering;
- Without pre-ordering, waiting time is usually 90 days.

Energetic Flexible Reliable

活力 靈活 可靠



HONGKONG AIRLINES
香港航空



HONGKONG
EXPRESS
香港快運

Why are cabin parts so difficult to source?

- For branding purposes, airlines have their unique designs and color schemes;
- Manufacturers : especially seats, only manufacture parts during the production run and usually subcontracted through a bidding process;
- Once the run is over, they have very little surplus stock to sell as spares to eliminate over / dead stocks.

Energetic Flexible Reliable

活力 靈活 可靠



HONGKONG AIRLINES
香港航空



HONGKONG
EXPRESS
香港快運

Ways and Means

- Reverse engineering;
- Set up in-house design capability;
- Obtain drawings from manufacturers;
- Obtain drawings from airlines.

Energetic Flexible Reliable

活力 靈活 可靠



HONGKONG AIRLINES
香港航空



HONGKONG
EXPRESS
香港快運

What are the opportunities?

- Lower overhead for PMA manufacturers;
- Quicker response time;
- Smaller volume;
- Taking the load and supplies burden from the manufactures;
- Help the airlines to maintain customer image;
- Win – Win philosophy.

Energetic Flexible Reliable

活力 靈活 可靠



HONGKONG AIRLINES
香港航空



HONGKONG
EXPRESS
香港快運