



Continental Motors

Press Release

Continental Motors to Power Chinese Flight School's DA40 Diesel Fleet Expansion

St. Egidien (Germany), 27 March 2015—Continental Motors Group, an AVIC International Holding Corporation company, partners with Xinjiang Tianxiang Flight School in Xinjiang Province, Northwest China to expand their CD-135 powered DA40 fleet. Tianxiang's current fleet of 16 will expand to 30 with four aircraft delivered this week and 10 more delivered by end of 2015.

In addition to expanding its fleet, Tianxiang's strategy is to increase the flight hours of its existing fleet through improved maintenance practices. To this effect, a Tianxiang delegation including Mr. Ouyang Xinxing, Chief of Maintenance Department and Mr. Zhulei, Purchase Manager visited Continental Motors Group's CD135 and CD155 diesel manufacturing facility in St. Egidien, Germany.

Tianxiang Flight School was established four years ago and has since set new records with its CD-135 powered DA40 fleet which is flying an incredible rate of 13 hours per day and averaging 13500 total flight hours per year. Over 70 percent of these aircraft have reached 1000 hours total flying time, with peaks up to 1200 hours a year, the CD135 engines deliver a very high degree of reliability at industry-low operating costs.

During the delegation's visit, Tianxiang acknowledged and expressed appreciation for the efforts made by Continental Motors to improve customer service, in particular the spare parts ordering experience. In 2014, Continental Motors established warehousing capabilities in Chinese capital Beijing, hence drastically reducing the lead time for parts delivery in Asia. This translated into reduced inventory and aircraft down time for Tianxiang and other Continental Motors clients in the region.

"Efficient operation depends on qualified maintenance work and close cooperation between operator and engine manufacturer. Continental Motors' capabilities of quick response to customer needs and supplying localized service are strengthened. The



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establishment of Continental Motors' offices and warehouse in Beijing is very convenient for our flight school," said Mr. Zhu Lei, Purchase Manager at Tianxiang.

"Tianxiang's performance is remarkable, particularly because Tianxiang is a young flight school," said Jan Helwig, Head of Sales and Service at Continental Motors in Germany. "We recognize their accomplishment to date and are happy to welcome their mechanics to the increasing number of maintenance seminars we hold in China. First and foremost, it is a priority for us to support our customers overall maintenance capability level. Jet-A burning engines are particularly well suited to the very demanding environment of flight schools, especially those who accumulate many hours per annum. Altogether, 4000 plus Continental Diesel engines have been delivered to date and have performed more than 4 million flight hours to their operators. This demonstrates the efficiency, safety and reliability of Continental Motors Diesel engines," continued Helwig.

"We are deeply impressed by Continental's manufacturing facility in St Egidien. Its modern workshops; safe and efficient manufacturing; control system and qualified workers, give us even more confidence in operating Continental Diesel engines," said Mr. Ouyang, Chief of Maintenance at Tianxiang.

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AVIC International Holding Corporation was set up in 1979, with majority shares owned by Aviation Industries of China (AVIC). Headquartered in Beijing, AVIC International delivered over 147 billion RMB in revenue in 2013. The company has over 70,000 employees across 400 subsidiaries and is located in over 50 countries. AVIC International is a well-diversified company, with holdings in International Civil Aviation, Trade & Logistics, Retail & High-end Consumables, Real Estate and Hotel Management, Electronics Manufacturing, and Natural Resource Development. More information can be found at www.avic-intl.cn.

Continental Motors Group, Ltd. of Hong Kong, China is a subsidiary of AVIC International Holding Corporation of Beijing, China. Its mission is to provide advanced gasoline and Jet-A piston engine products, spare parts, engine and aircraft services, avionics equipment and repairs as well as pilot training for the general aviation marketplace. Continental is an international operation employing approximately 450 team members in Mobile and Baldwin counties, Alabama, USA; 200 team members in St. Egidien, Germany; and 8 team members in Beijing, China. More information can be found at www.continentalmotors.aero.

Europe, Middle East, Africa:
Sebastian Wentzler
T +49-37204-6961250
C +49-173-6603347
swentzler@continentalmotors.aero

Americas:
Robin Tillery
+1-251-436-8621
+1-251-753-0237
rtillery@continentalmotors.aero

Asia-Pacific
Li Jing
+86-10-84989608
+86-13501188908
lijing@continentalmotors.aero