

Schweizerische  
Management  
Gesellschaft

Leadership Excellence

**PILATUS**

# Relentlessly Swiss – Aircraft Construction in Central Switzerland

Pilatus Flugzeugwerke AG



## **Best Practice Meeting**

Tuesday 27 November 2018, 2 pm–8 pm, Stans  
[www.smg.ch/veranstaltungen](http://www.smg.ch/veranstaltungen)

# Speakers



**Markus Bucher**  
CEO Pilatus Aircraft

Markus Bucher has been Chief Executive Officer (CEO) of Pilatus Aircraft Ltd since 2013 and has worked for the company for over 30 years. Prior to his appointment as CEO, he was responsible for production, assembly, aircraft maintenance, logistics and IT in his role as Chief Operating Officer (COO). Markus Bucher was appointed to Executive Management in 2008, with responsibility for aircraft assembly and maintenance. He joined Pilatus in 1986 on completion of an apprenticeship and went on to gain further qualifications in operating technology and business administration. As Head of Customer Service for Training Aircraft, he successfully and sustainably transformed the business model for service contracts through his innovative approach.



**André Zimmermann**  
VP Government Aviation

André Zimmermann has led the Government Aviation Business Unit since 2018 with responsibility for business activities with government customers. Within his team of around 300 employees, over 100 are based locally at customer premises. He has been a member of Executive Management since 2014 and was responsible for the PC-24 project through to successful certification at the end of 2017. He previously spent some twelve years as CEO of a Swiss mountain railway. A trained machine mechanic, graduate in business administration and a licenced pilot, he worked for Pilatus as Assistant to the CEO from 1999 to 2002.



**Dr Philippe Hertig**  
Member of the Executive  
Board SMG,  
Partner, Egon Zehnder

Dr Philippe Hertig is a partner at Egon Zehnder. He also acted as Managing Partner of the Zurich office from 2007 to 2012. He hails from a family of entrepreneurs with a long tradition. He worked as a Regional Sales Manager at Pilatus Aircraft Ltd on completion of a degree in business studies. He was a doctoral student at the Institute for Organisation and Human Resource Management at the University of Bern from 1993 to 1995 and then returned to Pilatus Aircraft Ltd to become a member of Executive Management and Head of the Government Aviation Business Unit. He joined Egon Zehnder in 1999, an executive search team specialising in finding and assessing senior leaders and board members.

# Programme

Tuesday 27 November 2018, 2 pm–8 pm, Stans

- 2.00 pm Participants arrive at Pilatus Flugzeugwerke AG  
(Shuttle service from reserved parking spaces at Buochs Airport from 1.30 pm)
- 2.30 pm **Welcome by Dr Philippe Hertig**, Member of the Executive Board SMG
- Presentation by Markus Bucher**, CEO Pilatus Flugzeugwerke AG  
“Competitive through Innovation and Strong Leadership”
- Presentation by André Zimmermann**, VP Government Aviation  
“Developments in Customer Support – Creation of a New Business Pillar with Performance-based Contracts”
- Questions and answers
- 4.00 pm Coffee break
- 4.15 pm **Guided tour in groups**  
(the tour includes some outdoor areas – please bring appropriate shoes and clothing)
- 6.15 pm **Conclusion and outlook by Dr Philippe Hertig**  
Pilatus Flugzeugwerke AG invites you for an “apéro riche”.
- 8.00 pm End of event

## **Pilatus Flugzeugwerke AG**

Founded in 1939, Pilatus Flugzeugwerke AG is the only Swiss company to develop, produce and sell aircraft to customers around the world: from the legendary Pilatus Porter PC-6 to the PC-12, the best-selling single-engine turboprop in its class, and the PC-21, the training system of the future. The latest development is the PC-24 – the world’s first ever business jet for use on short unprepared runways. Domiciled in Stans, the company is certified to ISO 14001 in recognition of its efforts for the environment. The Pilatus Group includes two independent subsidiaries in Broomfield (Colorado, USA) and Adelaide (Australia). With over 2,000 employees at its headquarters, Pilatus is one of the largest employers in Central Switzerland. Pilatus provides training for around 120 apprentices in 13 different professions – job training for young people has always been a very high priority at Pilatus.



## Host

### **Pilatus Flugzeugwerke AG**

Ennetbürgerstrasse 101  
6371 Stans  
www.pilatus-aircraft.com

### **Parking at Buochs Airport**

Fadenbrücke 20  
6374 Buochs

## Registration – [www.smg.ch](http://www.smg.ch)

Please register using the web form on our website **www.smg.ch**. The number of participants is limited. Registrations will be accepted according to date of receipt and balance between sectors.

## Travel by public transport

On arrival at Stans railway station, take the bus to Buochs, Beckenried or Seelisberg (No. 311). Alight at the fourth stop (“Pilatus Flugzeugwerke”), which is just a few metres from the main entrance.

## Travel by car

SMG members will find reserved parking spaces at Buochs Airport, from where a shuttle bus will take them to the main entrance of Pilatus Aircraft in Stans. The shuttle will operate at the following times: 1.30 pm to 3.00 pm and 6.30 pm to 8.30 pm.

## Event organiser

### **Schweizerische Management Gesellschaft**

Zeltweg 48, 8032 Zürich  
office@smg.ch, [www.smg.ch](http://www.smg.ch)  
Telephone +41 44 202 23 25

### **Directions to Buochs Airport from Lucerne**

Take the A2/E35 motorway direction Gotthard. Take exit 33 “Stans-Süd”. At the roundabout, take the second exit direction “Buochs”. After the motorway underpass, take a sharp left across the bridge (max. height 3.80m, 8 t), then follow signs.

### **Directions to Buochs Airport from Gotthard**

Take the A2/E35 motorway direction Lucerne. Take exit 33 “Stans-Süd”. At the roundabout, take the second exit, direction “Stans”. At the following roundabout, take the third exit, direction “Buochs”. After the motorway underpass, take a sharp left across the bridge (max. height 3.80m, 8t), then follow signs.

## SMG Calendar 2019

### **SMG New Year Reception**

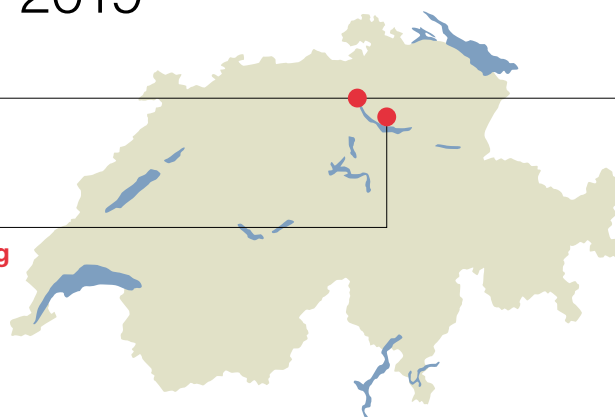
#### **Lookout**

Zurich, 28 January

#### **Sonova**

### **SMG Annual General Meeting**

Stäfa, 27 March



### **56<sup>th</sup> SMG Forum**

Zurich, 19 September