

ASILA JALIL  
KUALA LUMPUR

# Leonardo's decades of growth in Malaysia

LEONARDO, a major player in the aerospace, defence, and security sectors, is ready to strengthen its collaboration with Malaysia to deliver better service and technological capabilities amidst the growing helicopter fleet across the region.

Leonardo Malaysia general manager Salvatore Ritrosi said among its efforts to enhance its presence in Malaysia were plans to introduce the AW609 tiltrotor.

The aircraft will be used to carry out a range of roles and missions in the country, supporting further development of its operational capabilities tailored to the specific regional market requirements and expectations.

"The AW609 is the world's first multirole tiltrotor designed to obtain civil certification, and this plan will mark the entry of the all-new type in Southeast Asia.

The Italian multinational company develops multi-domain operational capabilities in the aerospace, defence, and security sectors, with an integrated offer of high-technology solutions for military and civil applications.

It has a solid industrial base in Italy, the United Kingdom, the United States and Poland, as well as 105 other sites worldwide, and has a commercial presence in 150 countries.

Its collaboration with Malaysia was materialised in a recent signing with the Defence Ministry to supply two ATR 72 MPA (Maritime Patrol Aircraft) platforms in May.

Leonardo is no stranger to Malaysia's defence scene. The company had supplied the Royal Malaysian Navy with naval guns such as OTO 76/62 SR Super Raid, light torpedoes and heavy Black Shark torpedoes.

"For the last 30 years, Leonardo has delivered air traffic management solutions to clients in Malaysia, including the National Civil Aviation Authority, Malaysia Airports Holdings Bhd and the Royal Malaysian Air Force," Ritrosi noted.

Last year, the company generated a revenue of 14.7 billion euros securing €17.3 billion worth of orders.

"With €14.7 billion in revenue in 2022, Leonardo showed a solid growth

trend, which was more than four per cent thanks, in particular, to Helicopters and Electronics for Defence and Security," he said.

This year marks Leonardo's 40th anniversary in Malaysia. Formerly known as AgustaWestland (today Leonardo Helicopters), Leonardo Malaysia first set foot in Greater Kuala Lumpur (Greater KL) when the company set up its regional office in 2001.

What was a coordination centre for all sales and marketing and customer support activities in the region, Leonardo Malaysia has evolved into an Asia Pacific hub for important aviation activities, including the establishment of a regional helicopter maintenance facility, training centre, and logistic hub, serving an international fleet of more than 200 helicopters.

Ritrosi added Malaysia's supportive policies, excellent connectivity, and pool of skilled talent in the aviation field are some of the factors that drew Leonardo to establish its regional office in Greater KL 10 years ago.

"These key factors emphasise Malaysia's immense potential for growth, making it the destination of choice for Leonardo to foster innovation, expand our market presence, and drive technological advancement in the region," he said.

In Malaysia, the company has two subsidiaries, Selex ES Malaysia and Leonardo Helicopters.

"Leonardo is also the only helicopter manufacturer to have selected Malaysia as its exclusive hub for maintenance and support services covering Southeast Asia and the Far East.

"The Helicopter Centre is one of six development components of the Malaysia International Aerospace Centre (MIAC) managed by Malaysia Airports and also houses our Training Academy," Ritrosi added.

Its main products in service in



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**SALVATORE RITROSI**  
Leonardo Malaysia general manager



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**DATUK MUHAMMAD AZMI ZULKIFLI**  
InvestKL chief executive officer

world's leading companies.

InvestKL's facilitation and support play a pivotal role in Leonardo's establishment in Greater KL.

"The company is well positioned to capitalise on the dramatic increase in airport infrastructure throughout Southeast Asia. This advantage places Leonardo in a strategic position to drive technological innovation and foster economic growth within the region.

"By leveraging their expertise in aerospace and defence, the company has the potential to contribute to the country's aspiration to become a top investment destination for technology and innovative activities. We look forward to further strengthening our collaboration with Leonardo and witnessing the positive impact of their cutting-edge solutions on the region," said InvestKL chief executive officer Datuk Muhammad Azmi Zulkifli.

## Empowering Malaysian Talent to Greater Heights

Currently, the company boasts a dedicated team of 250 skilled Malaysians with over 100 highly qualified engineers, specialised technicians, logistic specialists, and training instructors contributing their expertise to enhance the company's operation in Malaysia.

Its complex in Sultan Abdul Aziz Shah Subang Airport not only provides repair and maintenance services but also serves as its training hub.

With the aim to create a regional training centre in Greater KL, the Leonardo Training Academy provides advanced training in helicopter piloting and maintenance, making it a significant training centre in Asia for the company's customers from various industries, locally and globally.

To date, the centre has trained more than 4,000 of certified local experts in various helicopter-related fields.

"This demonstrates Leonardo's dedication to nurturing local talent and ensures that Malaysia remains competitive in the aerospace and defence industries, bolstering the country's potential for growth and innovation," Ritrosi said.

Malaysia are helicopters, with the company supplying a fleet of 60 helicopters that are operational with the military, law enforcement, search and rescue, fire which has significantly grown in the last 10 years.

The company is well-positioned to capitalise on baggage handling systems, especially with the recent advances in Leonardo BHS technology.

InvestKL is the investment promo-

tion agency for Greater KL under the Investment, Trade and Industry Ministry. Guided by the National Investment Aspirations framework, the agency is focused on attracting the establishment of global services hubs by the



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