



ONE+

Q1 2026



More than a service provider: Thinking ahead, shaping success, and taking responsibility

Marc Bochinger is convinced that success comes from thinking ahead and helping to shape the future. After 15 years at AIRBUS, in various plants and most recently as production manager in Stade, he deliberately left his comfort zone in 2016 and joined Porsche Consulting. New perspectives, new industries, new ways of thinking. Two years later, he returned – to the ‘aircraft family’, as he himself calls it. When the opportunity arose in 2018 to return to aviation in an operational role, it was a return driven by conviction. **‘The move into consulting was a conscious decision on my part to gain new perspectives,’** he explains. **‘But then I realized that I wanted to be back in the front left seat – because aviation is more than just a job for me.’**

Since 2018, Marc Bochinger has been responsible for the entire operational business at A&T – from production and facilities to all improvement measures in the production area. His leadership philosophy is clear: passion. **‘Only when you are on fire yourself can you ignite others.’** For him, success is inextricably linked to the company. **‘I cannot be personally successful if the company is not.’** Sustainable growth is crucial – not the quick deal, not the short-term volume, but a long-term, sustainable partnership with our customer. **‘We want to be successful by making our customers successful.’**

What this looks like in practice becomes clear in day-to-day operations: if a component that

is urgently needed fails at the customer’s site or a malfunction occurs, speed is of the essence. **‘In such moments, it’s not about responsibilities, but about solutions. Our standard is to provide fast and reliable support.’** Short turnaround times, stable processes, transparency and clear priorities – for Marc Bochinger, these are not just buzzwords, but operational necessities. Reacting is not enough. **‘It only becomes truly rewarding when you move from reaction mode to action mode – when you can actively shape outcomes.’**

For him, actively shaping progress also means taking responsibility when the starting point is anything but easy. As an example, he cites the takeover of the pre-assembly operations at Aeropark Varel during the COVID-19 pandemic in 2021 by Service Zentrum Nord GmbH. **‘We inherited a considerable backlog from our predecessor – so you find yourself with your back against the wall,’** he says, describing the situation. But it is precisely in such phases that true partnership and responsibility prove themselves. The first step was to create transparency, establish clear structures and regain stability step by step. **‘Once you have the schedule under control, the real work begins – then you can start to really improve.’**

Today, the A&T Group includes several entities: A&T Manufacturing for component production, A&T Aerospace for materials management – covering aluminium, titanium and steel – as well as the Nordenham Service Centre. Marc Bochinger oversees operations across all entities. The pandemic was a humbling experience. **‘We thought it would last three months. Things turned out differently.’** Yet the company emerged from this period stronger and more resilient.

He takes a pragmatic yet consistent approach to technology. **‘Automation requires standardisation. And standardisation is the basis of industry.’** Automation helps where processes are stable. Where flexibility is required, you need people with the right skills. **‘Ideally, we can combine both.’** For him, industrialization starts with clear standards – he refers to Henry Ford and the idea of standardising screws to enable mass production. **‘That was a remarkable vision: building an automobile that his own employees could afford at a time when horse-drawn carriages still dominated the streets.’**

In ONE HLTS, he sees a powerful integrated model. Production and logistics are managed as one integrated value chain – from raw materials to the finished component. **‘Production without logistics does not work.’** The combination of materials management, manufacturing expertise and logistics intelligence creates synergies – and redundancies that provide security. Especially in an environment where the international division of labor continues to increase, smart and reliable plant supply becomes a decisive factor.

In his free time, his family comes first. Although he is often on the road during the week, he deliberately sets aside weekends for them. Role models? In the past, they were athletes such as Michael Jordan or unconventional entrepreneurs like Richard Branson. Today, he thinks first of his father. And of gratitude. **‘It’s not something we can take for granted – that we get to sit here and do what we do.’**

In the long term, his goal is clear: A&T should be the first partner that customers think of when they face a challenge. A

trusted problem solver – an enabler who takes responsibility and delivers.

And on a personal level? **‘I would like to speak more languages,’** he says. French, for example. A simple wish like the man himself. No grand adventures, no towering waves. **‘I am content.’**

Ultimately, Marc Bochinger is less a traditional managing director and more a creator. Someone who understands processes, sees interdependencies and takes full ownership rather than delegating responsibility.

For him, partnership is not just a buzzword, but daily practice – on the shop floor, in discussions with customers and in exchanges with employees. His professional career shows that progress happens when you are willing to embrace new perspectives while remaining true to your convictions. For him, returning to aviation is not about standing still, but about continued growth – together with a team that takes responsibility and makes solutions possible.



TIMELINE OF KEY MILESTONES:

2005

Founding of LTS Nordwest GmbH

2006

Commissioning of the Material Management Center in Nordenham

2007

Taking over production activities for the wind energy sector

2012

Commissioning of production for the aviation industry

2015

Founding of A&T Solution

2016

Founding of Honold LTS Logistics

2017

Founding of A&T Aerospace for trading aluminum products for aviation, takeover of internal transport and commissioning of the Augsburg Material Management Centre

2021

Takeover of aluminum plate processing and logistics at the Varel site

2021

Founding of Honold LTS North and takeover of Bremen and Stade Material Management Centers

2023

Taking over material management for Airbus Helicopters in Donauwörth and aviation materials processing





It has been an eventful year. Let's take a look back at the key events and milestones.

Review of 2025

Consistent development with a focus on growth, security and information management

For ONE HLTS, 2025 was characterised by structural development, strategic investments and a clear focus on information security, transparency and digitalisation. In an increasingly complex market environment, we not only responded to changes, but also actively shaped them – with sustainable measures that strengthen our organisation in the long term.

New brand strategy – clear focus and consistent market presence

In 2025, we laid the foundation for holistic brand development by developing and introducing a new brand strategy. This was based on defining our core brand values, binding guiding principles and a concise slogan – **Move.Values.Together.** – which together reflect our self-image and strategic focus. These elements provide orientation, create identification and form a framework for our daily activities – both internally and in our market presence. The aim was to establish a common understanding of the brand across all locations and to clearly sharpen our corporate identity.

On this basis, we also further developed the structure of our communication. With the ONE+ information letter, we have created a quarterly format that provides transparent information about projects, developments and strategic topics. Through a cross-location editorial structure and a uniform appearance, we ensure that content is communicated consistently, comprehensibly and purposefully. ONE+ not only strengthens internal networking, but also promotes trust and transparency towards cus-

tomers and partners. Another step was to consolidate our social media activities.

The previously separate accounts of individual companies were bundled under the ONE HLTS brand and transferred to a uniform presence on LinkedIn and Instagram. This enabled us to focus our communication, exploit synergies and present our content clearly from a common brand perspective. This increases our reach, strengthens our recognition and supports our positioning as a modern logistics partner and attractive employer.

In addition, a new, modern website was developed and successfully launched. It bundles all services, competencies and locations under a clearly structured user interface and offers a transparent presentation of our service portfolio. The improved usability and contemporary design strengthen our public image and make it easier for customers, partners and applicants to access relevant information.

With this strategic realignment, ONE HLTS is positioned as a strong entity not only organisationally but also in terms of branding.

Leadership development programme with reHuman – rethinking responsibility

Parallel to strategic brand development, a cross-location leadership development programme was introduced in 2025 in collaboration with our partner reHuman. The aim of the programme is to understand leadership as an attitude and to strengthen our managers in their personal and professional development in the long term.

The focus is on self-reflection, value-oriented leadership, clear communication and the conscious handling of responsibility. In

workshops, coaching sessions and practical training courses, existing leadership approaches are questioned and further developed.

The programme creates space for exchange, a change of perspective and personal development – while simultaneously strengthening the common understanding of leadership within ONE HLTS.

ISO 27001 certification – Honold LTS Logistics

The consistent further development of our information security standards began back in 2024 with the successful ISO 27001 certification of LTS Nordwest.

This step provided internationally recognised proof of a structured and effective information security management system. As part of the certification process, existing processes were systematically analysed, risks assessed and binding security guidelines established. In addition, comprehensive training and awareness-raising for employees, clear definitions of responsibilities and the implementation and documentation of technical and organisational protective measures were carried out.

On this basis, Honold LTS Logistik also successfully completed ISO 27001 certification in 2025. This created a uniform, cross-company security standard that sustainably strengthens our competence in handling sensitive data. The third pillar of ONE HLTS, Honold LTS North, has already begun the certification cycle and will complete it on schedule in 2026, establishing a consistent, company-wide security standard for the future. The certifications not only increase process and information security, but also create additional trust, particularly in security-critical sectors such as aviation and high-tech. At the same time, ONE HLTS



is positioning itself as a reliable and forward-looking partner in an increasingly digitalised market environment.

Move into the new Materials Management Centre in Stade

The move to the new Material Management Centre in Stade in 2025 marked a significant infrastructure milestone.

The modern logistics property was specifically designed to enable flexible usage concepts and efficiently meet a wide range of customer requirements. Even in the planning phase, the focus was on optimised material flows, future-proof hall layouts and high-quality technical equipment.

The commissioning of the site has created additional capacity and further professionalised existing processes.

The MWZ enables higher throughput, improves operational stability and at the same time offers room for future growth. In addition, the Stade site strengthens our regional presence and underlines our commitment to investing sustainably in modern logistics infrastructure. The project is a clear commitment to long-term development and strategic growth.





Digitisation and automation – systematic efficiency gains

Another strategic focus in 2025 was the consistent digitisation and automation of our operational processes. With the expansion of T & T across ONE HLTS locations, goods and material movements are recorded digitally in a uniform manner, creating end-to-end transparency and traceability across the entire supply chain. Process steps can now be tracked in real time, status reports are available more quickly and deviations can be identified at an early stage. T&T not only improves data quality and process reliability, but also forms an essential basis for efficient, data-based control and continuous optimisation of our operational processes.

The introduction of smapOne has enabled paper-based processes to be digitised, standardised and secured. Checklists, test reports and documentation are now carried out on the move and in real time, minimising sources of error and making data available immediately. In addition, KANBAN delivery to production ensures optimised material control, stable replenishment processes and a reduction in unnecessary stock.

Overall, these measures contribute to significantly faster processes, greater transparency and a sustained increase in efficiency along the entire value chain. Digitalisation is therefore not an end in itself, but a key growth driver for ONE HLTS.

Summary – Shaping the future together

For ONE HLTS, 2025 was a year of consistent development and clear strategic focus. With investments in modern infrastructure, certified information security, digital process landscapes and profes-

sional external communications, we have laid out the foundations for sustainable growth.

Whether through ISO 27001 certification, the move to the new MWZ in Stade, the introduction of cross-location track & trace structures or the consistent digitalisation and automation of our processes – we have strengthened structures, increased transparency and sustainably improved efficiency. At the same time, we have further professionalised our internal and external communication and clearly positioned our brand with ONE+, our new website, and the expansion of our social media presence.

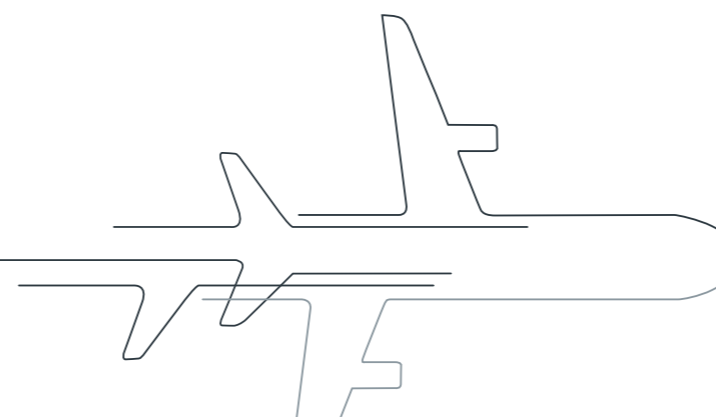
These developments clearly show that ONE HLTS stands for growth with responsibility, security with a system, and information management with vision. On this stable basis, we will continue to actively seize opportunities, drive innovation and shape the future of logistics together with our employees, customers and partners.

Outlook

A look ahead – what to expect

In the next Information Letter, you can look forward to an insightful interview with Lukas Maier, Managing Director of Honold Kontraktlogistik. He shares his views on current developments, strategic directions, and the challenges and opportunities the company is currently facing. He also discusses his personal out-

look on the future of contract logistics and the role of innovation, collaboration and growth within the organisation. Look forward to in-depth insights and interesting ideas straight from the source.



ONE HLTS is not just a network of logistics service providers; we are a partner for holistic, innovative, and tailored logistics solutions.

With years of experience, a strong network, and cutting-edge technology, we face the growing challenges of the aviation and aerospace industry. From our locations across Germany, we support our customers in optimizing their processes to be more efficient, sustainable and future-proof.

Our journey started in 2005 with the founding of LTS Nordwest GmbH in Nordenham. Since then, we have continuously evolved, expanding our portfolio to meet the industry's dynamic demands. Today, **ONE HLTS** brings together four high-performance locations, each specializing in the unique requirements of our customers. Whether in materials management, production logistics, consulting, IT-driven solutions, or temperature-controlled storage: our expertise and commitment make us a trusted and indispensable partner in the industry.

Our values are at the centre of everything we do. Reliability, innovation and sustainability form the foundation of our collaboration with customers and partners.

We see ourselves as an integral part of their value chain, working alongside you to develop solutions that are not only efficient but also sustainable and cost-effective. Leveraging cutting-edge technologies, such as our SAP-based warehouse management system, we go beyond optimizing logistics processes—we ensure transparency and security across the entire supply chain.

At **ONE HLTS**, we understand that every customer's needs are as unique as their products. That's why we focus on flexible, tailor-made solutions designed to meet your specific requirements.

Whether it's just-in-time delivery for assembly lines, comprehensive risk management in information security, or specialized handling for temperature-sensitive materials - we guarantee the highest quality and absolute reliability in everything we do.



DIN ISO 9001:2015
ISO/IEC 27001:2022
DIN ISO 14001:2015
EN 9120:2018
AEO C/s

With locations in Nordenham, Stade, Bremen, Augsburg, and other key regions across Germany, we are exactly where you need us. Our experienced local teams work seamlessly together to ensure that your logistics operations run efficiently, reliably, and are prepared for the future.

ONE HLTS – we make things possible. For you.
Let's shape the future of logistics together.

ONE HLTS

Gemeinsam. Werte. Bewegen.

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