Best Practices - Asset Manager

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2nd MRO Smarthub User Forum
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Lufthansa Technik Group – Facts & figures

800+ customers worldwide

22,000+ employees worldwide*

4,200+ aircraft under exclusive contracts

36 subsidiaries and affiliates worldwide

* Lufthansa Technik AG Germany and 23 consolidated companies of Lufthansa Technik Group in 2022; employees as of 30.06.2023;
Lufthansa Technik’s used material experience

110+ aircrafts have been purchased and dismantled at different facilities worldwide

400+ Mio. USD spend in surplus material, aircrafts and engines p.a.

Purpose: Less cash out for high quality material, avoided repairs, faster availability
Lufthansa Technik’s dismantling activities 2019 at a glance

100+ A/C offered
20+ A/C Types

18 Aircrafts signed

8,800+ Generated Surplus Parts

10 European teardown locations

Member of AFRA

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Adjustments in the Lufthansa Technik USM Process after Covid

- 4,200+ aircraft under exclusive contracts

2023:
- 0 to 2
- 2 to 3

100% LHT demand:
- 0 to 50%

Joint bid procurement for asset teardowns

Asset Manager

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The Asset Manager increases the chance to procure favorable and cost-efficient USM for all participating parties (seller and buyer)

Enabling **Joint Bid Purchasing** and thus increasing the A/C share that all partners bid on increases the chance to win A/C auctions and it helps to protect the environment.

The Asset Manager helps to **quickly divide** the aircraft material into standardized or flexibly created categories and to make them available to the right partner for bidding.

The Asset Manager **leads the entire process**

Constant **transparency** and access to necessary information and documentation regarding the A/C as well as the process

All **participants** are carefully selected, the requirements for participation are:
- Registered user for IATA Smart Hub
- Agreement for sale of the awarded items

**Bid winners** will be **informed immediately** after confirmation by LHT and will receive further information.

The entire process takes place in the Asset Manager and offers the highest possible transparency at all times.
Currently used categories

Aircraft Related Components

Engine`s

Components

Cabin & Seats

Upcycling

Landing Gear
Asset Manager as part of IATA SMARTHUB`s has significant advantages

**Evaluator**
e.g. to calculate the material value and the repair costs

**Auctioneer**
e.g. to auction the remainings

**Document modul**
e.g. to convert the OCCM and to analyze the documents

**Teardown modul**
for transparent control of the dismantling process

**Connector**
e.g. to sell the parts which are good for sale after MRO
Asset Manager – Facts / figures and outlook

100+ projects

~53% hitrate*

LHT plans to further increase the number of purchased AC’s

1st project December 2022

2500+ Sold part’s

2024

2024

LHT plans to further increase the number of purchased AC’s

100+

~53%

LHT plans to further increase the number of purchased AC’s

2500+

Sold part’s

1st project December 2022

LHT plans to further increase the number of purchased AC’s

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Thank you!