



Best Practices - Asset Manager

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Aircraft Purchaser & Manager USM

IATA 19th MCC &

2nd MRO Smarthub User Forum

October 5th, 2023

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



8.800+
Generated Surplus Parts


18
Aircrafts signed

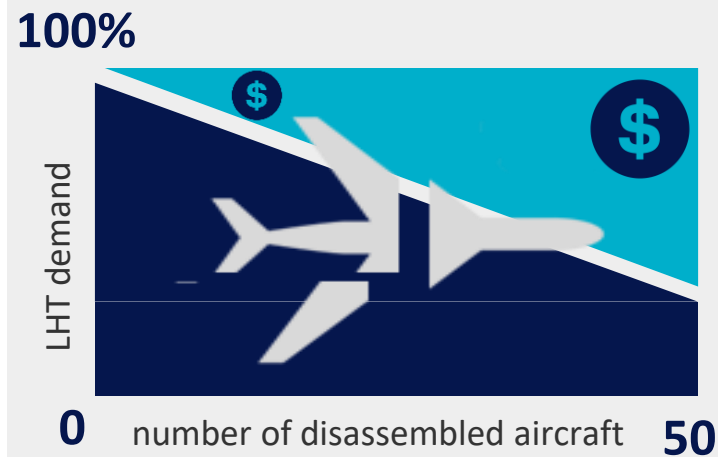
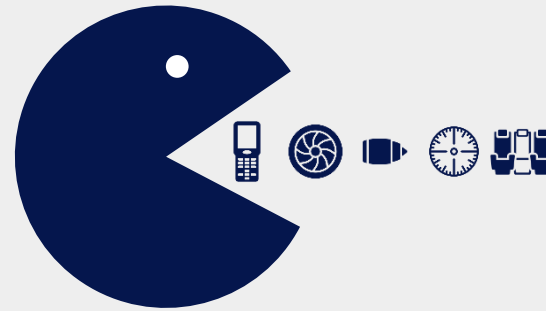


10
European teardown locations



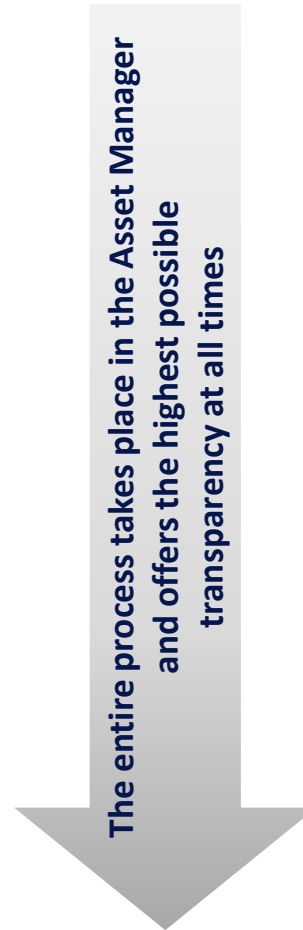
Adjustments in the Lufthansa Technik USM Process after Covid

 4,200+
aircraft under
exclusive contracts

A blue banner for 'MRO SmartHub' with the text 'Joint bid procurement for asset teardowns' and 'Asset Manager'. It features icons for a magnifying glass, a document, a person, a dollar sign, and an airplane.

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** Joint Bid Procurement **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

Currently used categories

Aircraft Related Components



Engine`s



Components



Upcycling



Landing Gear



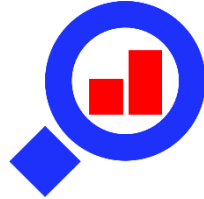
Cabin & Seats



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

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

needed



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

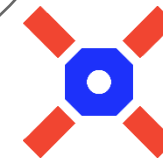


Auctioneer
e.g. to auction the remainings



Teardown modul
for transparent control of the dismantling process

coming soon

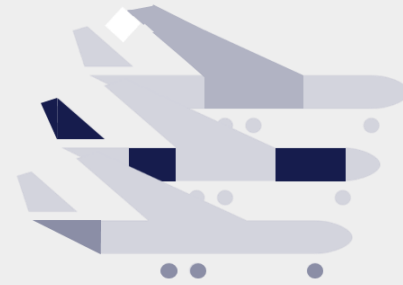


Connector
e.g. to sell the parts which are good for sale after MRO

Asset Manager – Facts / figures and outlook

100+  projects


~53%
hitrate*








2024

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

1st project
December
2022

2500+ 
Sold part`s



	<p>2nd MRO SMARTHUB USER FORUM & 19th MAINTENANCE COST CONFERENCE OCTOBER 4-6, 2023 HANOI, VIETNAM User Forum 2023</p>	<p>MRO SmartHub Meet us at MRO EUROPE RAI Amsterdam October 18-19, 2023 MRO Europe 2023</p>	<p>MRO SmartHub Joint bid procurement for asset teardowns LEARN MORE Asset Manager</p> 
<p>60889 43  591 days ago ▲</p>	<p>Evaluator High FMV quality parts Last FMV calculation Your last contribution</p> <p>46964 1.9.2023  9 days ago</p>	<p>Asset Manager Current projects Upcoming projects Your participations</p> <p>55 5 5 </p>	

Thank you!

