IATA

18th MAINTENANCE COST CONFERENCE & MRO SMARTHUB USER FORUM

GENEVA, SWITZERLAND

October 5-6, 2022
MRO SmartHub User Forum

Opening & Welcome Remarks

Frédéric LÉGER
Senior Vice President Commercial Products and Services
IATA Commercial Products & Services disseminate the standards, best practices, positions and data in the industry:
To promote and sell sustainable commercial products and services that **provide high value and benefits to our customers and to the wider aviation industry**, while at the same time generating **sufficient surplus to fund IATA operations**.
Airline operational cost drivers

By MRO Segment 2020

- Modifications: 13%
- Engines: 7%
- Components: 17%
- Line: 21%
- Airframe: 42%

Source: Oliver Wyman

Fuel and Oil: 24.5%
Maintenance and Overhaul: 11.2%
Aircraft Ownership: 13.1%

Source: Oliver Wyman
IATA Strategy Roadmap

Rebalancing the value chain

Objective

To enable a continued reduction in real airline operating costs and charges, to facilitate sustainable growth.

MRO Aftermarket: Control Aircraft Maintenance costs by providing choices, options and tools to the airline industry

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8 April 2022
Building an industry community around IATA core values: neutrality, transparency and efficient operations

**Application / functionalities**
- Create transparency without disclosing sensitive information
- Provide safe, neutral and unbiased valuation for parts and MRO services
- Document classification and digitalization

**Customer base / database objectives**
- Coverage for 75% global surplus transaction data
- Cover all continents and industry players

**Airline & Industry benefits**
- Reduction in material cost
- Maximizing inventory value and usability
- Improved asset evaluation
- Neutral platform to transact and benchmark
- End-to-end part traceability
IATA welcomes Turkish Technic and UTD Aviation Solutions to the MRO SmartHub community