

IATA MRO SMARTHUB

HARNESSING INDUSTRY DATA TO

QUANTIFY RECOVERY FROM

THE COVID PANDEMIC WITHIN THE USM MARKET



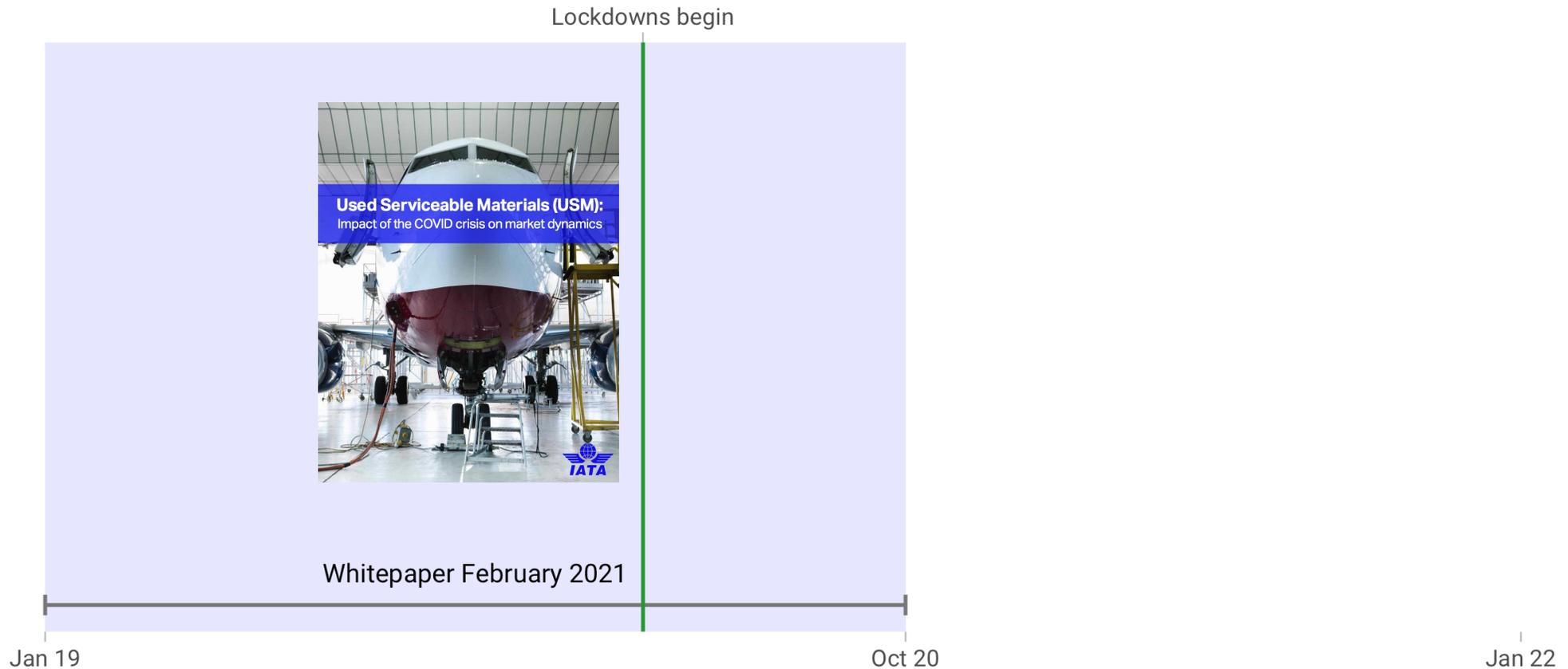
Dr. Sebastian Vock, Opremic

6 October 2022,
Geneva

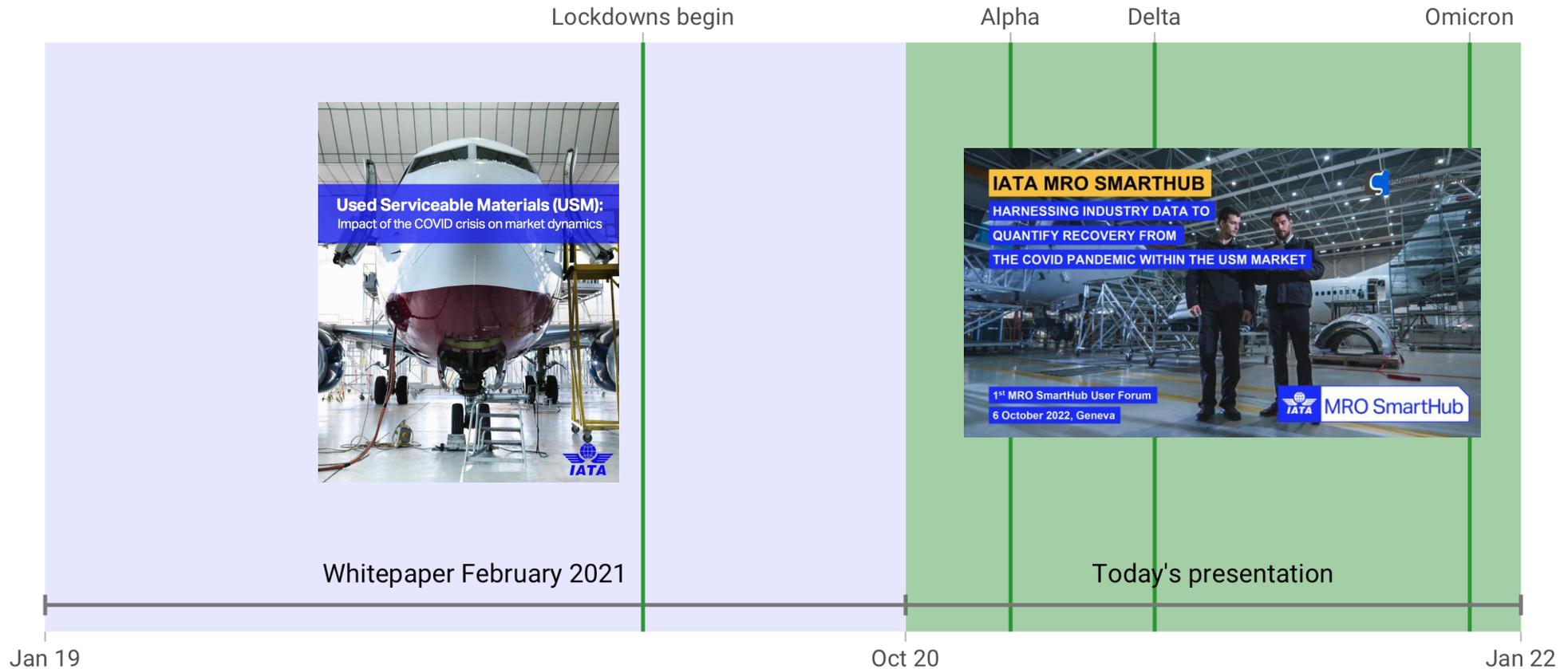


MRO SmartHub

Quantifying the recovery within USM market



Quantifying the recovery within USM market



Data and calculation methodology

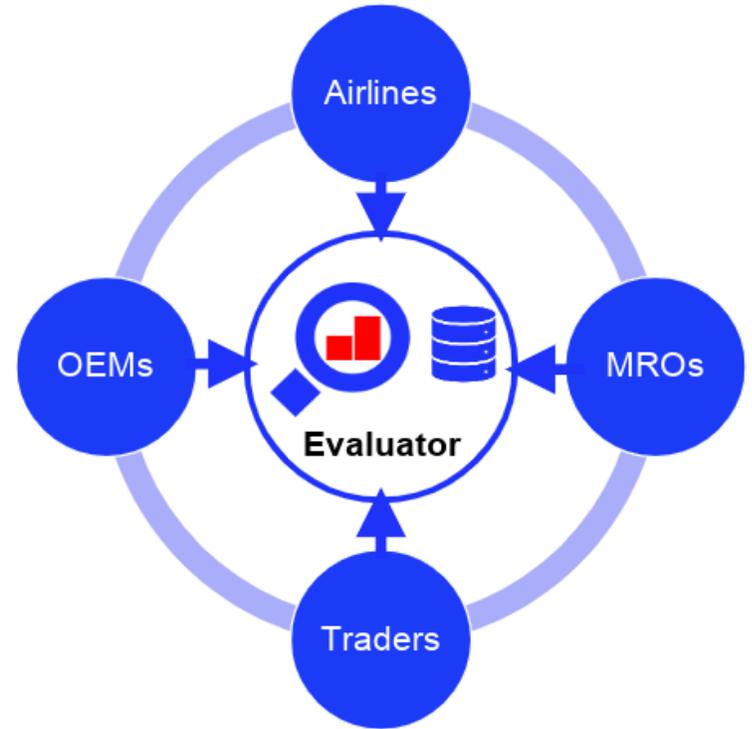
8 M+
applicable
datapoints for
FMV calculation



15+
companies
contribute data



**History from
Jan 2018
onwards**



Unique and secure

- Anonymized customer data**
- Purchase & sales orders
- Repair orders
- Generic material information



Recap Whitepaper February 2021



"New parts sales fared better than USM"

- January 2020: -64%

"The historic pricing data of USM from MRO SmartHub shows a wild variance in part prices in 2020 as compared to 2019."

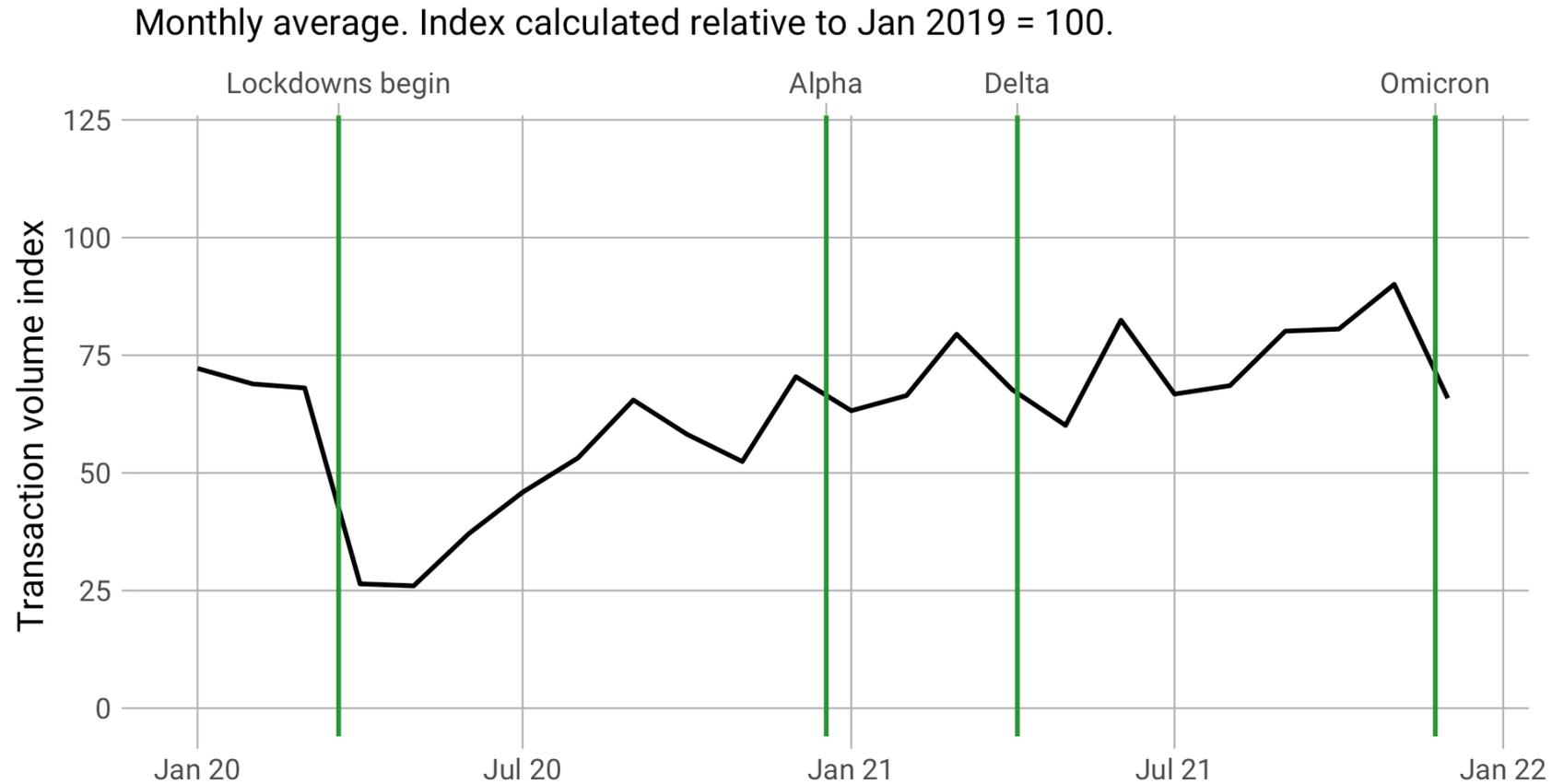
"The spare parts market felt the effects of COVID early."

- January 2020: -76%
- April & May: -82%

Changes compared to January 2019

Total transaction volume – Jan 2020 – Dec 2021

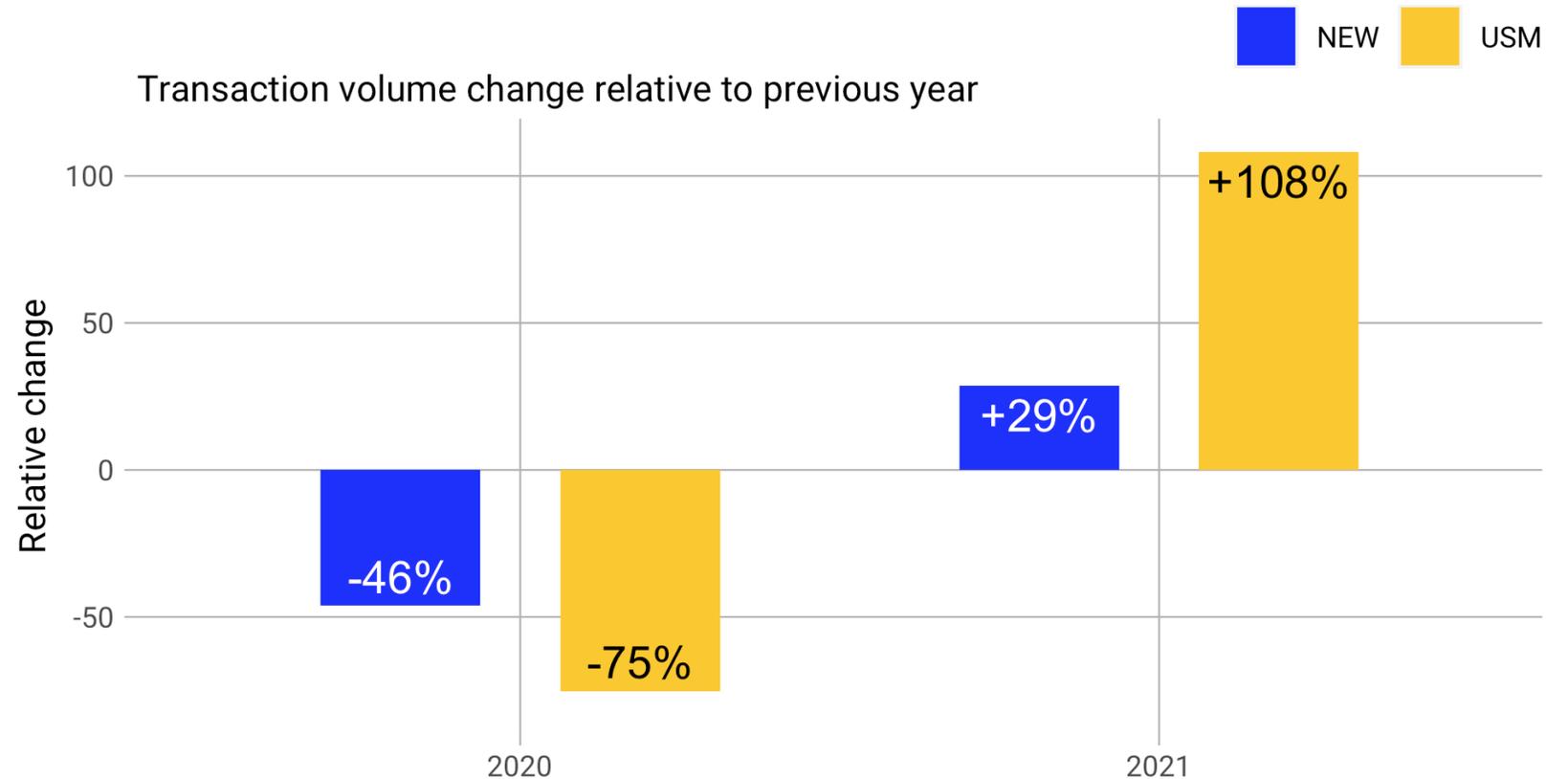
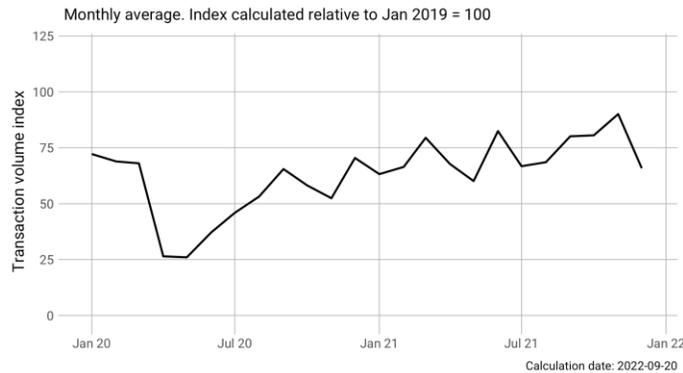
Initial drop to 25% of Jan 2019 level, continuous but slow recovery in 2020 and 2021



Analysis based on +281k parts with +1.4m transactions total.

Transaction volume – Year by year

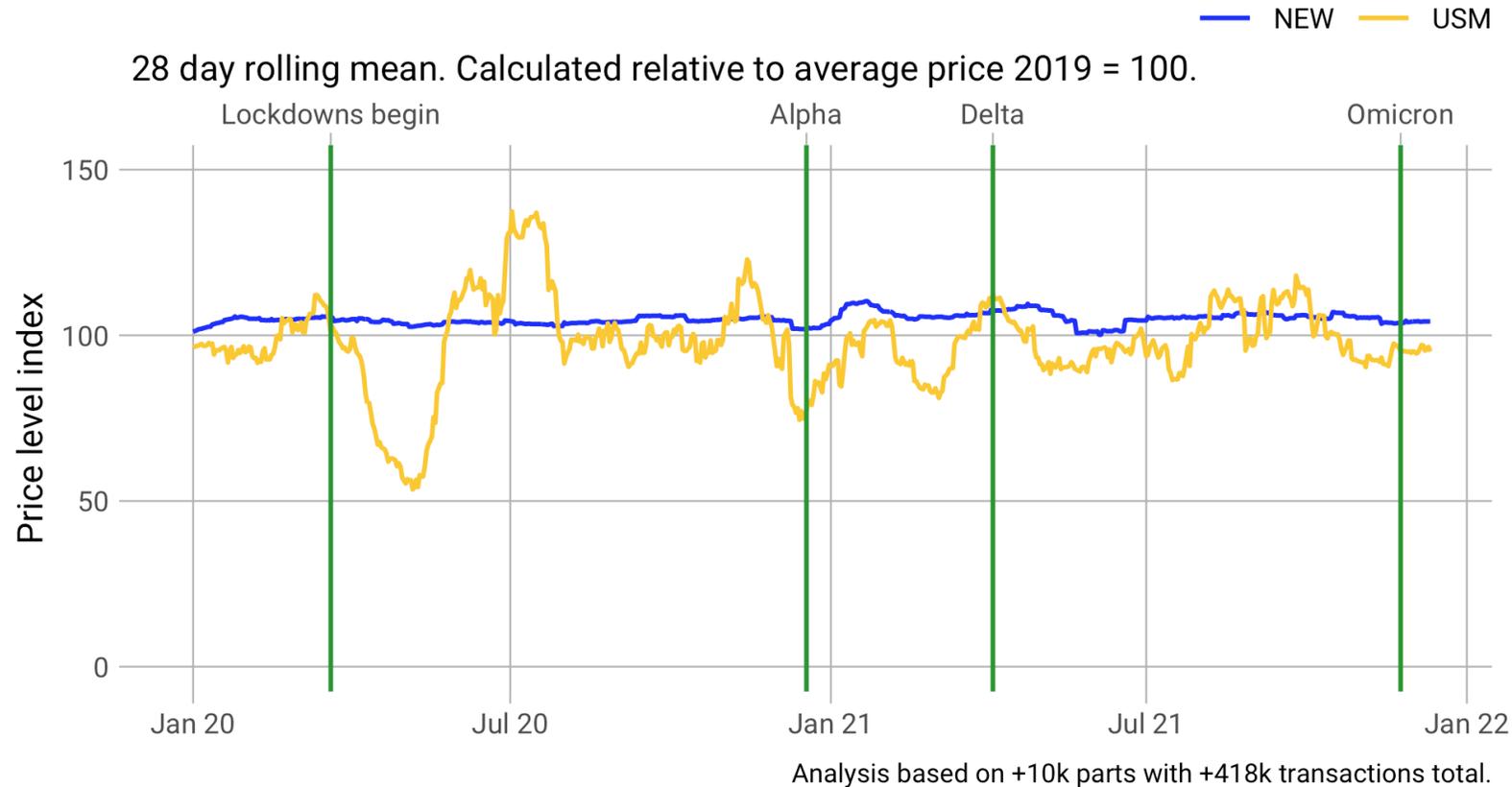
USM highly volatile with significant changes. Slow recovery of NEW in 2021.



Analysis based on +281k parts with +1.4m transactions total.

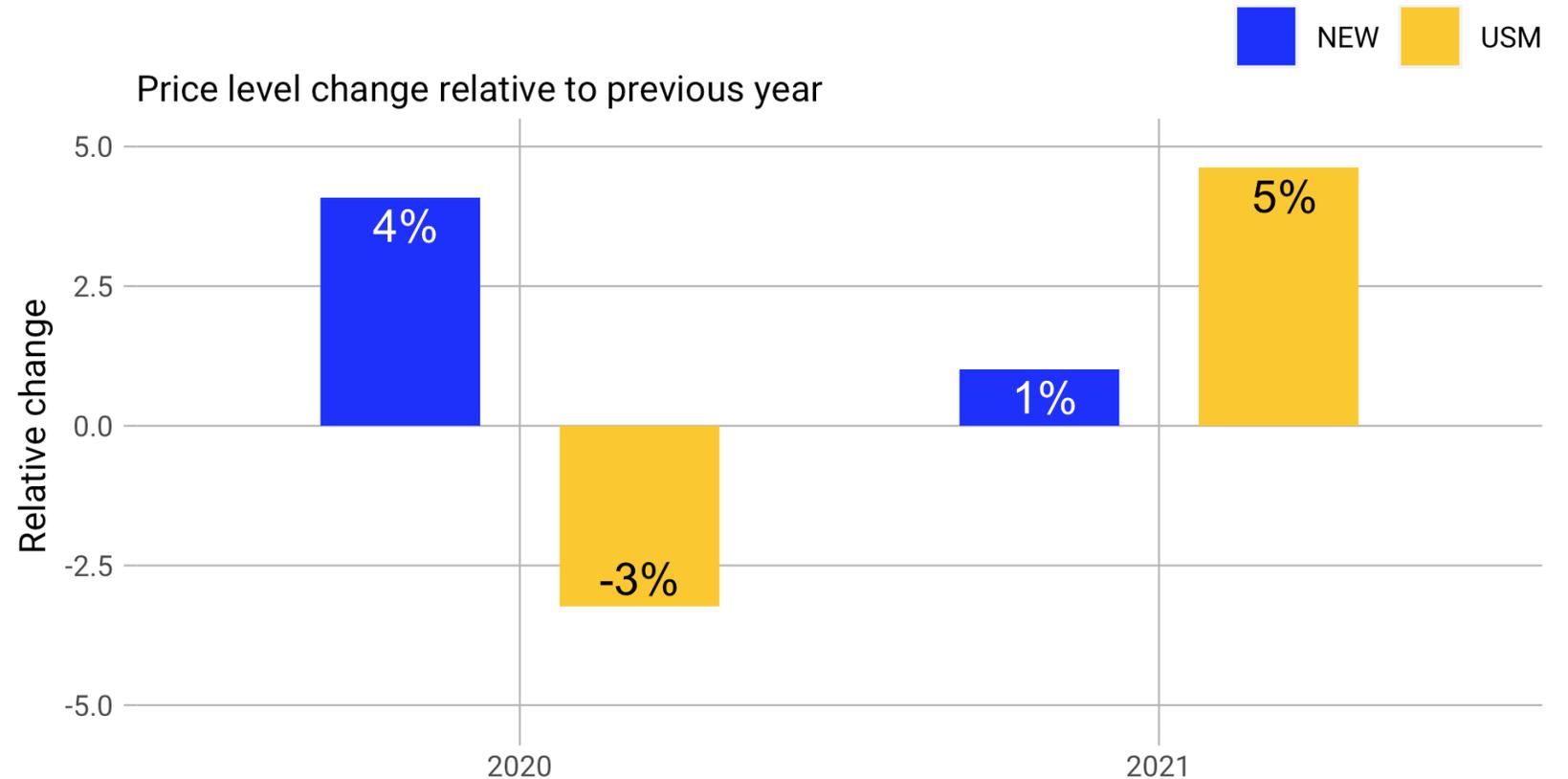
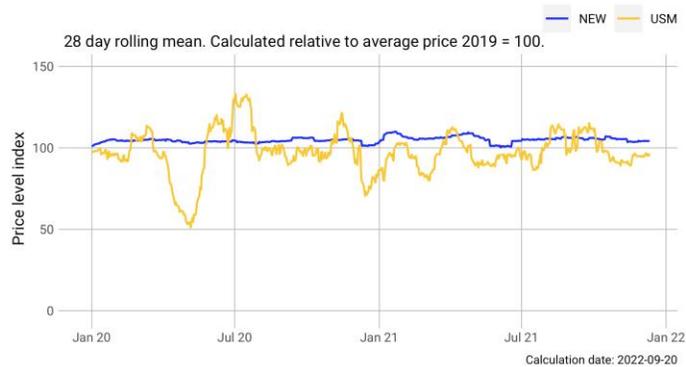
Price level – Jan 2020 – Dec 2021

USM prices start to stabilize in 2021, prices for NEW material increase fluctuation



Price level – Year by year

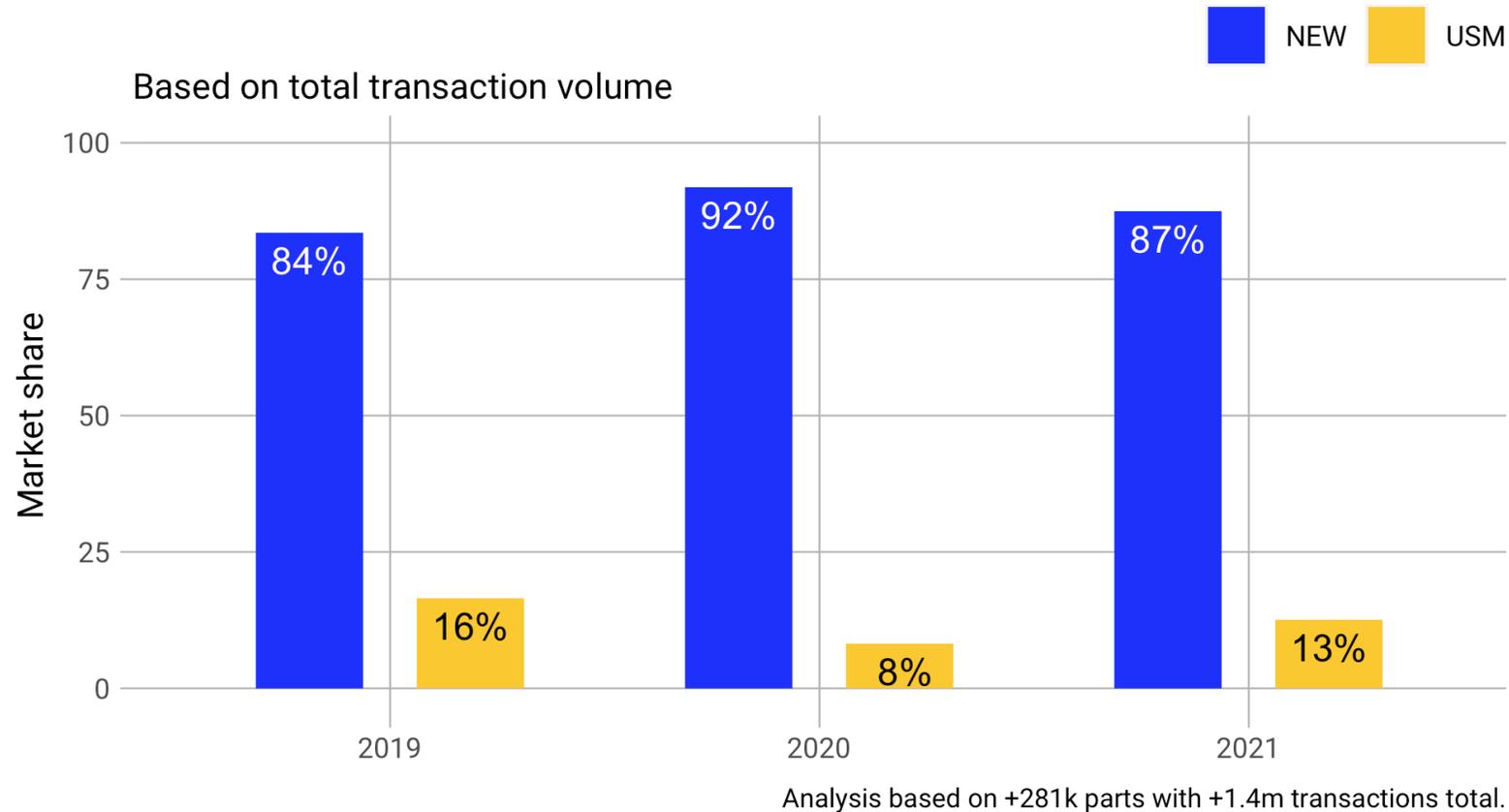
Price for NEW steadily increasing. USM price level relative to demand level.



Analysis based on +10k parts with +418k transactions total.

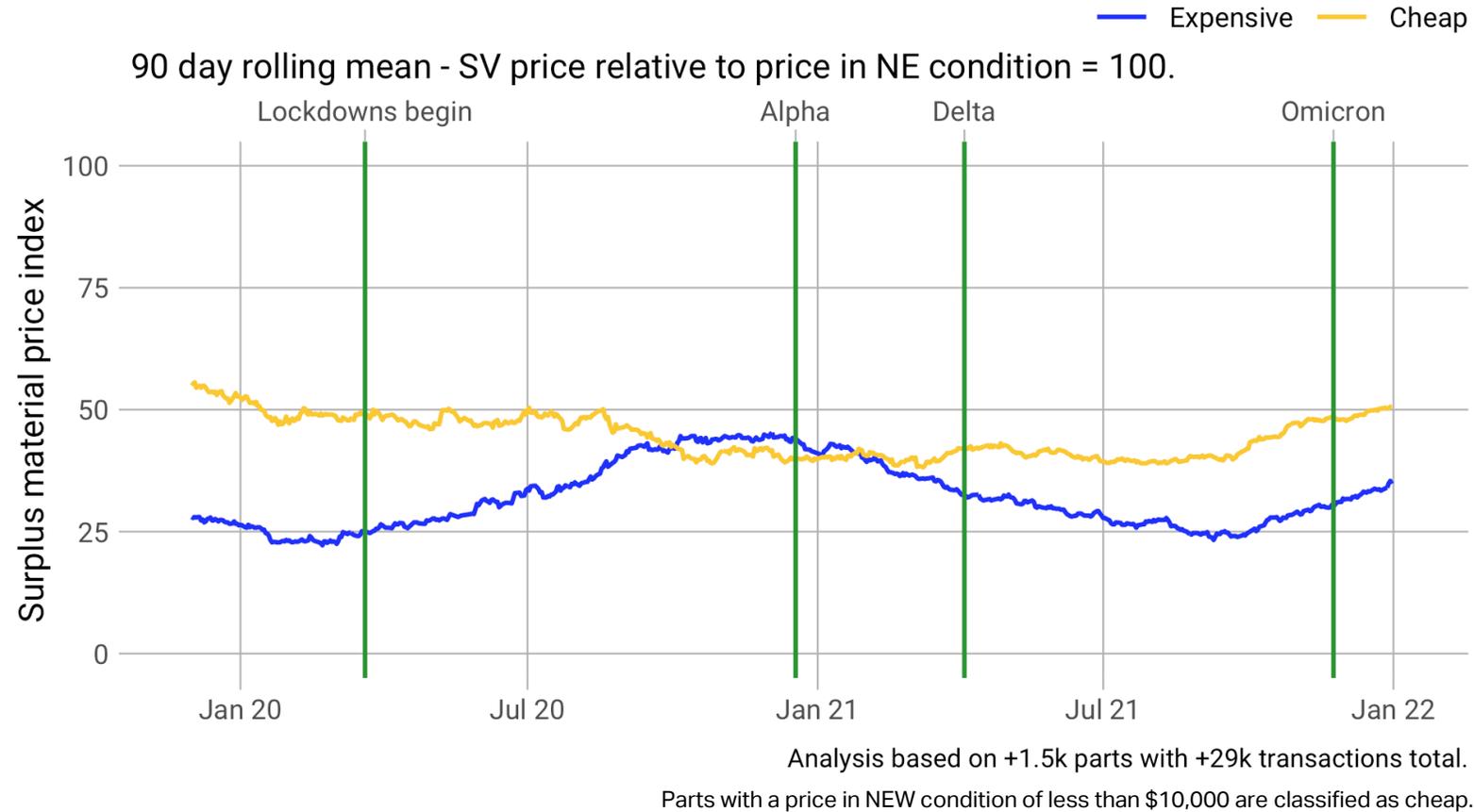
Does the role of surplus material change after COVID?

Market share of USM 2021 still lower than 2019. No change in the role of USM visible.



Does the role of surplus material change after COVID?

Until end of 2021 no significant change in surplus pricing observable.



- ✓ Parts market **recovery ongoing**
- ✓ **USM more volatile** than NEW
- ✓ USM pricing tends to **stabilize in 2021**
- ✓ The role of USM has **not yet changed**

Coming next

- Publication of whitepaper with extended results
- Include data from 2022 into analysis



Dr. Sebastian Vock
Opremic trade GmbH
Senior Solution Architect
IATA MRO SmartHub

sebastian.vock@opremic.com
+49 151 167 86349



CONNECTOR
AIRLINE CAMPAIGN
2022

Free access to Connector for all airlines until the end of March 2023



Visit the product page
www.iata.org/mro-smarthub

Download the COVID Whitepaper from Feb 21
www.iata.org/mro-smarthub/#tab-6