IATA Maintenance Cost conference

Sept 19, 2018

Tiymor Kalimat Manager, Aircraft Contracts





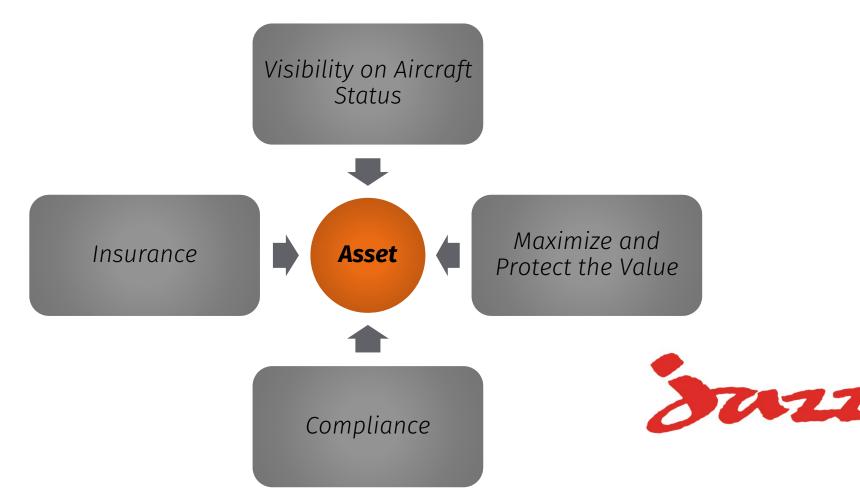
		<u>Airline</u>	<u>Lessor</u>
1)	Aircraft Leasing Attractiveness	High	High
2)	Lease Ownership Focus	Short Period	Asset Life
3)	Aircraft Leasing Goals	Reduce Investment	Maximize ROI
4)	Factors Affecting Aircraft Value		Maintenance
5)	What is Maintenance		





#### What is Maintenance? - Lessor

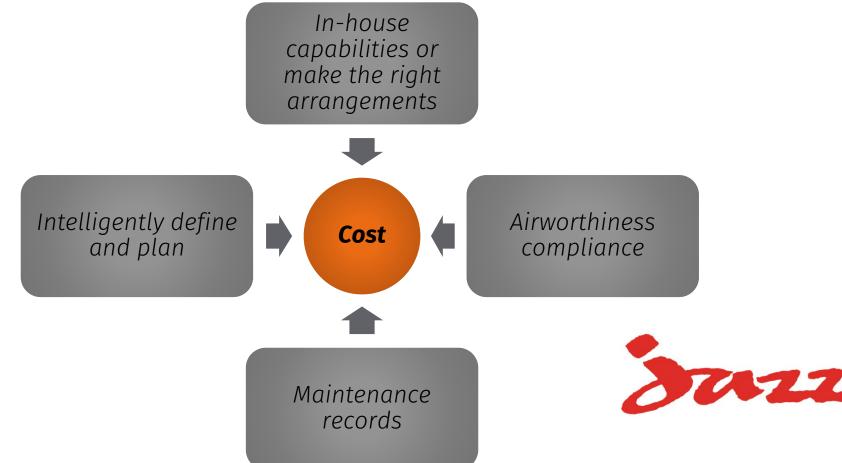
Lessor arrangement to protect and control<sup>(1)</sup>owner's ownership interest in the aircraft and its parts<sup>(2)</sup>technical actions carried out by an operator which would affect the current and future value<sup>(3)</sup>and could impact the ability of other operators to operate it<sup>(4)</sup>





#### What is Maintenance? - Airline

Operator's arrangement to execute <sup>(1)</sup> physical work on an aircraft such as repair, overhaul, replacement and inspection <sup>(2)</sup> in accordance with the operators policies, procedures, practices and in compliance with aircraft registrar requirement <sup>(3)</sup> and the keeping of execution completion evidence <sup>(4)</sup>





		<u>Airline</u>	Lessor
1)	Aircraft Leasing Attractiveness	High	High
2)	Lease Ownership Focus	Short Period	Asset Life
3)	Aircraft Leasing Goals	Reduce Investment	Maximize ROI
4)	Factors Affecting Aircraft Value		Maintenance
5)	What is Maintenance	Cost	Value
		Compliance	Transferability
		Current	Remaining
6)	Conceptual Differences		







#### **Conceptual Differences**

#### **Operator**

**Owner** 

Maintenance Compliance	National Authority	Several Authorities
Parts Sourcing Practices	Interchangeability	Limitation on Time / Age
Repairs	OEM & National Authority	OEM
The Use of Available Means of Compliance	OEM & National Authority	OEM
Inspection	Burden	Control
Redelivery Maintenance Standards	Operator Maintenance Program	MPD
Maintenance Records	National Authority	Several Authorities
Maintenance Planning	Cost Optimization	Maximum Value
Modifications	Value to Operation	Value to Asset
Defects	On Condition	Terminating
Third Party Work	National Authority	Several Authorities
Maintenance Reserve	Waste	Revenue



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3)	Aircraft Leasing Goals	Reduce Investment	Maximize ROI
4)	Factors Affecting Aircraft Value		Maintenance
5)	What is Maintenance	Cost	Value
		Compliance	Transferability
		Term	Remaining
6)	Conceptual Differences	Operation	Asset













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