

Predictive Maintenance and the Evolution of Component Support

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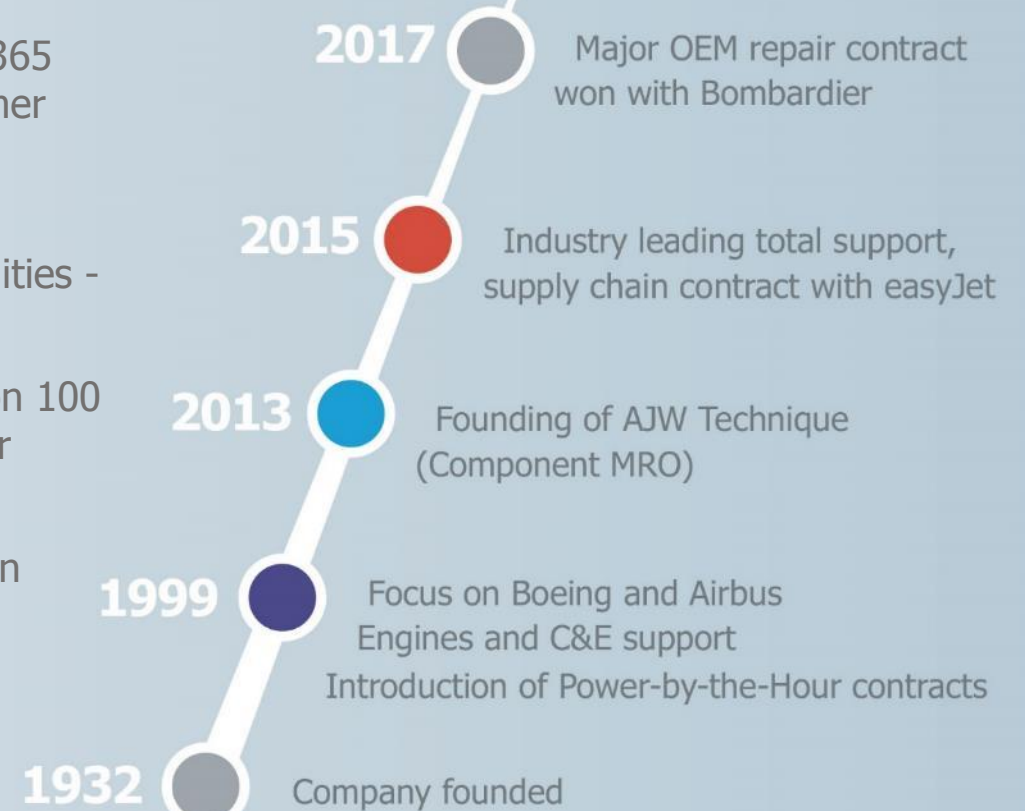
AJW is a world leading independent specialist in the supply and repair of modern commercial airframe and engine spare parts.

Contributing to the efficient and profitable operations of global airlines.



- Supporting more than 1,000 airlines in 117 countries
- Renowned for our 24/7/365 AOG logistics and customer service
- Incorporating one of the world's leading MRO facilities - AJW Technique
- 5 x winner of the 'Aviation 100 Parts Supplier of the Year Award' including 2017
- Consistent 20% growth in group revenue over 10 years
- Over 750 staff globally

An aviation story since 1932

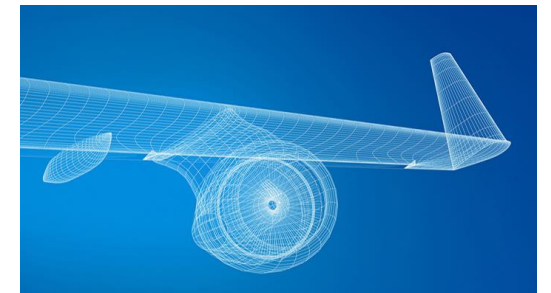


Analytics is the answer

AJW



Prognos[®]



PREDIX



What is important?



Predictability



Reliability



Cost



Traditional PBH

- 100% risk transfer
- Little incentive for 'good behaviour'
- Short contracts
- Little desire to evolve contracted terms

Evolution

- Gainshare & 'win-win'
- Both sides incentivised to drive out cost
- More lifecycle contracts similar to engines, including the lease return
- Ability to change the terms and coverage
- Engaged partnership



Thank you

