



# Maximized value with effective end-of-life asset management

## VALUE<sup>Plus</sup>



Maximized value with effective end-of-life asset management

### OPTIMIZE ENGINE USAGE

- + Green-time lease out**  
Additional income by leasing out the asset to another party
- + Sale, exchange & trade**  
Final income through straight sale of surplus engine to MTU

### MAXIMIZE ENGINE MATERIAL VALUE

- + Teardown management**  
Additional income through consignment of engine to MTU and remarketing of serviceable parts
- + Material management**  
Inventory of engine parts commissioned to MTU and remarketed to generate income

## Getting the most out of your engines

It is no secret that engines make up the largest portion of value on an aging aircraft. It is also no surprise that engine owners want to get the most from their precious jewels. At MTU Maintenance, we organize, optimize, and maximize your assets with two overall goals – making sure you always get the best value and revenue from your engine(s), and that you have the optimal exit strategy.

We approach asset management from a unique perspective: As an MRO provider, asset manager, parts trader and engine lessor, we have the technical and market knowledge to know if your engine is worth more than the sum of its parts, or if the sum of its parts is the moneymaker. Against

this multipronged background, we evaluate your assets and the current market, before recommending an appropriate course of action.

- If your engine is worth more in the air, we optimize its green-time by leasing it out to another party
- If your engine is worth more in parts, we maximize its material value through teardown and material management
- We look at single engines and entire fleets – and are clever in our planning

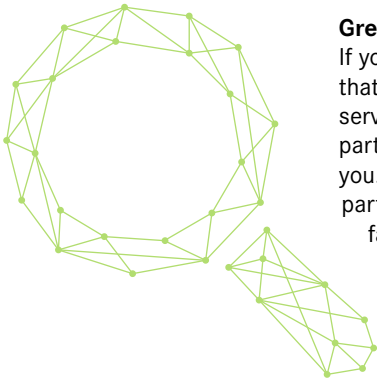
Our asset solutions are innovative, flexible, and integrated, which means we can always develop individual strategies with and for our customers.

Our engine portfolio covers the following engine types:  
CF6, CF34, CFM56, GE90, PW2000, V2500





## Optimize engine usage



### Green-time lease out

If your asset still has remaining life (green-time) that isn't being used, we help you extend the service life of the asset by leasing it to other parties. This generates additional income for you. We have a broad network of customers and partners and can find an appropriate recipient fast. If needed, we can repair the engine to particular standards or tailor it to the recipient's needs and to your redelivery conditions.

### Sale, exchange and trade

Should you want immediate income and competitive prices for your engine, we offer these options:

- Engine sale to MTU – either as straight sale or sale and leaseback
- Engine exchange for immediate thrust
- Engine remarketing through our broad customer pool

Whichever option you chose, we are there every step of the way to ensure smooth and reliable transactions.

## Maximizing engine material value

### Teardown management

If continuing flight operations is no longer a profitable option for your engine, its teardown and the remarketing of its parts can produce more revenue than an outright sale. As part of this solution, the engine is consigned to MTU. We manage the complete teardown from workscoping, disassembly, and recovery of usable parts all the way to parts management and storage.

Resulting material can be taken on by MTU, sold to other parties, or retained by the engine owner for their purposes. Whoever the recipient, materials, and therefore assets, do not go to waste and you, the asset owner, profit.

### Material management

Surplus and spare parts are also valuable materials that can be evaluated by MTU to establish their current market worth. As a large MRO provider, we are interested in all engine modules and parts, including slow-moving material. We purchase parts, salvage, reuse or remarket them through our sales network, or provide an exchange service whenever required.



## Your benefits

- Intelligent and customized exit strategies
- Additional income for remaining service life through asset lease out
- Final income through teardown and parts remarketing
- Access to MTU's broad customer and sales network
- Increased residual value

