Today's fleets need more flexibility

With today’s aviation market growing at a rapid pace, aircraft operators are facing increased cost and time pressures in order to stay competitive. Airlines therefore require a smooth and uninterrupted operation of their fleets. To realize this, flexible and affordable spare engine solutions which promptly cover scheduled and unscheduled maintenance events are a key aspect.

In pursuit of ever greater competitiveness and operating efficiency, more and more operators are choosing to free themselves from outright spare engine ownership, in favor of leasing options. Supporting this trend, MTU Maintenance has expanded its existing lease business and founded MTU Maintenance Lease Services B.V., a joint venture with Sumitomo Corporation based in Japan. With the aim of significantly growing its own spare engine pool, MTU has set out to respond more comprehensively to the individual needs of its increasing MRO and third-party customer base.

Customized engine lease solutions by MTU

During its 35-year history, MTU Maintenance has gathered extensive expertise in the engine MRO business. With its aim to provide customers with all-round, care-free service packages, engine leasing has become an integral part of MTU’s business model. The company has created a range of modularly flexible lease options catered to the specific needs of operators and engine owners. Ranging from short-term leasing and engine pooling, through stand by arrangements up to sale and lease-back solutions, MTU provides the right solution for its customers’ requirements.

Engine lease customers benefit from MTU’s policy of customer proximity: The company’s engines are stored around the globe, which ensures a fast delivery and reduces precious downtime. Whenever needed, customers may take advantage of MTU’s excellent engineering capabilities as well as additional services, among others end of lease services, logistical support, housekeeping solutions as well as maintenance services, LRU management or engine trend monitoring. MTU covers its customers’ individual needs—when it matters most.

Spare engine portfolio
• CF6
• CF34
• CFM56
• GE90
• PW2000
• V2500

Integrated engine leasing
Customized solutions by MTU

An MTU Aero Engines Company
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Sale and lease-back

With this solution, one of MTU’s affiliates or trusted partners purchases the customer’s engine for a mutually agreed upon price and immediately leases it back without the engine needing to change location. There will be no interruption or disruption of engine operations as the operator remains in possession of the engine for the duration of the lease. Should the engine not be required for operations, MTU can further assist by remarketing the asset to other operators.

Benefits
• Immediate and continuous spare accessibility
• Liberation of locked-up equity due to alternative financing option
• Transfer of asset risk to lessor

Engine pooling

MTU has set up a dedicated engine lease pool, to which it contributes its own spares. In addition, engine owners, either operators or suppliers, provide surplus spare engines. These engines are then made available to other pool members for a pre-defined monthly membership fee. Pool members thus have access to spare engines that cover their needs for the required duration, including scheduled and unscheduled events. MTU acts as the pool manager and coordinates all transactions among members.

Benefits
• Access to one or more spare engines at favorable rates (consumer and prosumer)
• Dedicated professional pool management
• Optimized asset utilization (prosumer and supplier)
• Trusted technical standards

Short-term leasing

MTU offers comprehensive lease solutions and can provide customers with replacement engines at short notice. Under this operating lease, customers are entitled to unlimited access to an engine for a defined period of time, e.g. for the duration of a maintenance event. As a further option, customers can easily lease an engine with a different thrust rate if this is needed for short-term operations.

Benefits
• Payment upon use only
• Fast engine availability
• Increased operational flexibility
• No upfront capital expenditure

Stand-by arrangements

This arrangement ensures the availability of a particular engine for an agreed period of time. Typically, the engine’s serial number and location as well as the financial terms and conditions are fixed in advance. This option is ideal for operators seeking to cost-effectively cover unscheduled shop visits. To this end, the monthly fee can be negotiated relative to the required confidence level.

Benefits
• Fast engine availability
• Highly cost-effective
• Scalable monthly fee and flexible lease term
• Trusted technical standards
• Known source and location
• Adjustable confidence level to match seasonal needs

Integrated engine lease solutions

Based on MTU customized analysis and consultancy

Operator spare level

Minimum Scheduled event coverage

None

Zero spares

Spot options

Remarketing of idle times of own spares*

Short-term leasing

with or without availability guarantee

Short-term leasing

with or without availability guarantee

Sale and lease-back

Engine pooling

prosumer*

Stand-by arrangements

at agreed confidence level

Long-term leasing

Engine pooling

consumer

End of lease, logistics services and housekeeping

Engine MRO and related services (LRU management, ETM etc.)

Additional services

Providing & consuming (prosumer)

Consuming spares only (consumer)

Providing spares only

MTU-supplied spares

Available to the pool (temporarily)

Not made available to the pool

* Potential for additional revenue generation

Providing spares & managing the pool

Downloadable version

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