



Risk mitigation and more revenue with portable MRO

MOVE^{Plus}



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INCREASE REVENUES

- + Remarketability**
Fast, easy transitions between lessees and operating environments without unnecessary spend
- + Exit strategy**
Increased residual value thanks to expert MRO and end-of-life strategies

MITIGATE RISKS

- + Risk transfer to MTU**
Continued operations at predictable costs for lessors and lessees, including engine spares
- + Technical consultancy**
Correctly calculated and accessible maintenance reserves, fleet management and accurate documentation

More flexibility for you

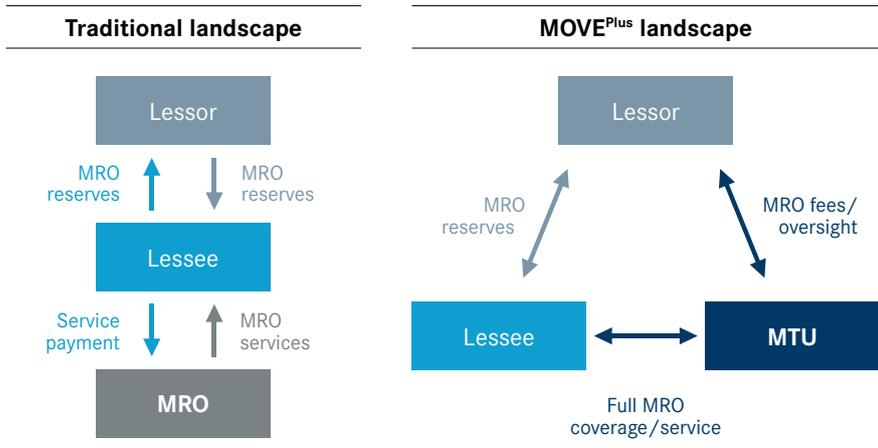
MRO solutions for lessors and asset owners are all about mitigating risk and maximizing the revenue stream. MTU Maintenance supports customers with a portable MRO solution across the lifecycle. This enables fast remarketability of assets through easy transfers and predictable costs with no unnecessary MRO work – such as doubled-up end-of-lease checks or multiple boroscopes.

Services can start from the moment the engine is purchased, or at any point in the lifecycle. It is a case of opt-in and opt-out at any time.

Lessors are directly involved in engine maintenance decisions – particularly during transitions between lessees, in managing and optimizing maintenance reserves and choosing the timing of engine shop visits. Our solution also includes intelligent end-of-life strategies and extensive technical consultancy.

Both lessors and lessees benefit from our comprehensive, cost-effective MRO services, simplified transitions, and ultimately, financial and technical risk mitigation.





Risk transfer to MTU

Maintenance risks and cost predictability are transferred to MTU. Lessors are often concerned about the status of their asset and, more importantly, they want to know that any findings during transitions can be rectified without causing additional cost to them. The lessees, particularly those receiving the engine next, also don't want to be burdened with costs arising from previous usage. In such cases, comprehensive contractual coverage is paramount. We ensure this for you, taking care of end-of-lease checks with all-in MRO rates.

Through its tripartite contractual structure, MTU offers a simplified and flexible framework that enables complete portability and a fully integrated solution.

Technical consultancy

You can rely on us to manage all technical aspects of your fleet. We optimize MRO across the lifecycle, avoiding exposure. Further, we protect lessors by making sure maintenance fees are correctly calculated and scaled according to operating region – ensuring that they are not underreserved and no costly shortfalls occur later down the line. Additionally, through our program, the maintenance reserves remain with the lessor at all times, providing complete transparency. We also take care of all documentation and regulations, including full back-to-birth documentation of life-limited parts (LLPs), for instance. Additionally, we look after housekeeping, logistics and additional aspects such as ground support equipment and QEC rotables on request.

Remarketability

Portability is about accurate engine MRO assessment and appropriately planned and performed maintenance being taken, ideally, "as is" by the next lessee and carried forward upon transition. In turn, doing away with unnecessary, doubled-up maintenance and the related spend. Not only are transition costs reduced, unexpected engine removal coverage can be included in MTU's solution, too. As well as covering corrective action based on the findings from an end-of-lease check, something not always guaranteed by other parties.

Further, we ensure fast and smooth transitions between lessees and different operating environments according to a severity factor matrix, as well as spare engine support if needed. We take great care during lease transitions to optimize timing and project management – avoiding headaches, delays and higher costs for all parties. Outsource your engineering staff needs to our engine experts! So you can focus on your business: revenue generation.

Exit strategy

We also protect and maximize residual value with our intelligent end-of-life strategies. The correct exit strategy doesn't have to be a direct sale: It could be prolonged lease out if there is market demand, sale as a green-time engine, or teardown and parts remarketing. We look at each case individually and decide with you the best course of action.

Your benefits

As a lessor:

- Mitigated risk
- Smooth transitions
- Predictable MRO costs
- Extensive technical support
- Faster asset remarketability
- Residual value retention
- End-of-life value maximization
- Additional services (if required)

As a lessee:

- Hassle-free operations including spares
- Predictable MRO costs
- Simplified and cost-effective EoL inspections
- Full technical support
- Additional services (if required)

