

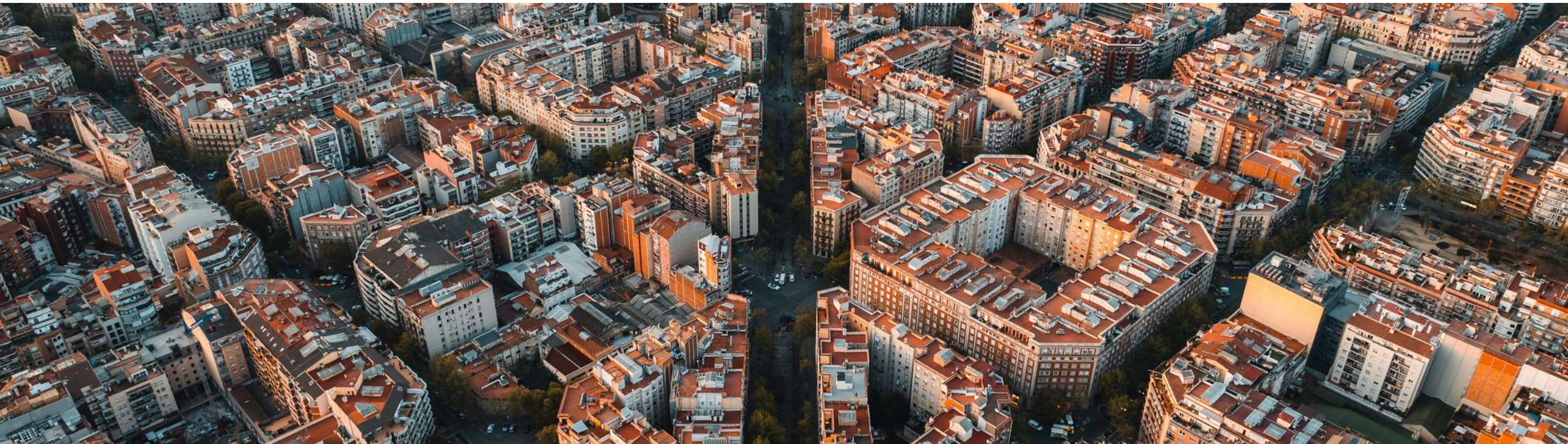
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**OCTOBER 22, 2024**

**BARCELONA, SPAIN**





# Market Trends for Aircraft Spare Parts

## Insights from the Evaluator database

Dr. Sebastian Vock  
Senior Solution Architect – Opremic

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# The role of USM is about to change

- Take-away 2<sup>nd</sup> MRO SmartHub user forum -



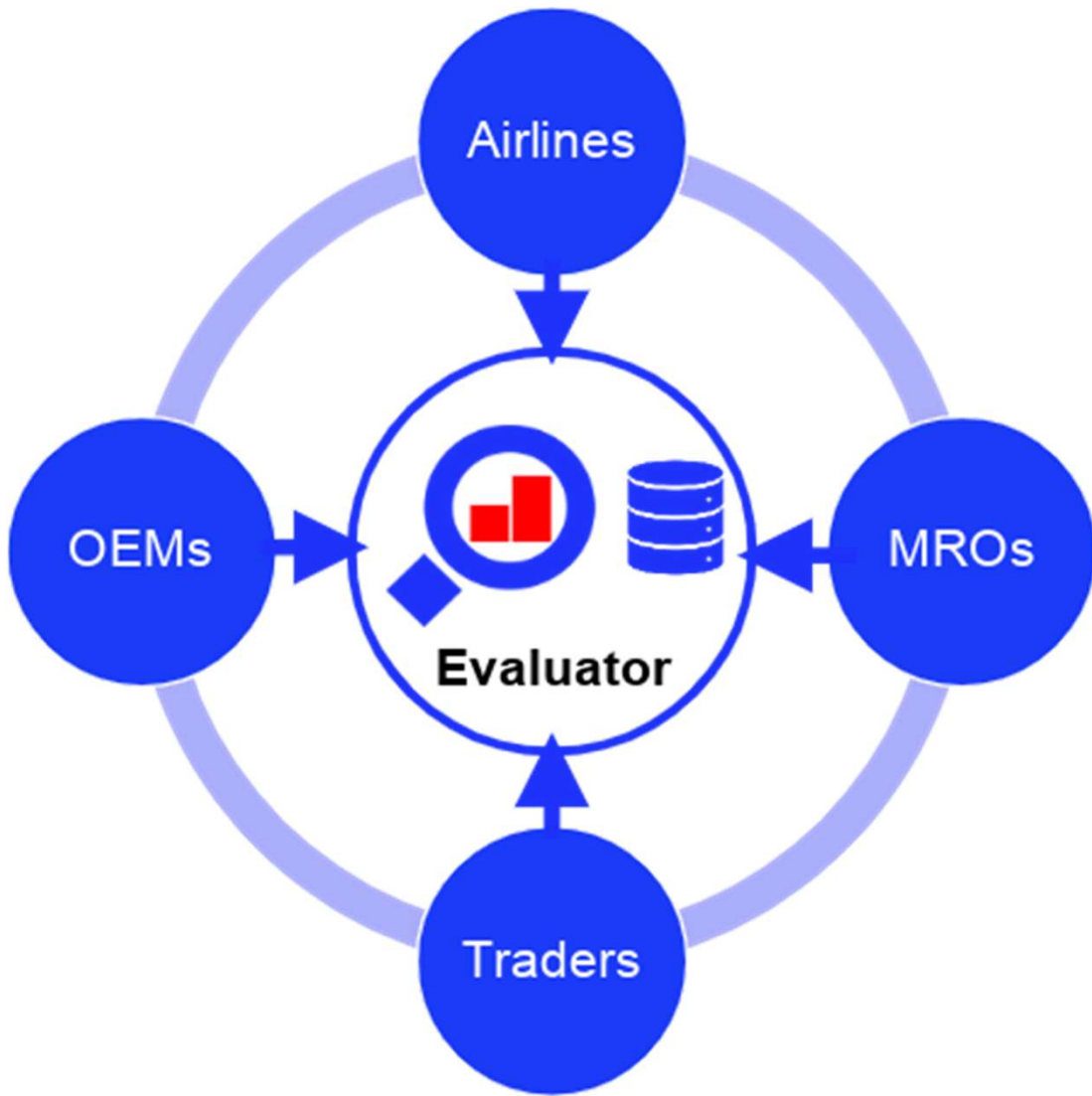
**We've seen a 50% year-over-year increase in demand from this time last year, so the USM market is definitely hot**

- David Greenwell, SVP Supply Chain at AerFin -



# Supply chain issues are driving an ultra-competitive market for used serviceable material [...].

- Lindsay Bjerregaard , Aviation Week, September 2024 -



# Evaluator

## Anonymized customer data

- Purchase & sales orders
- Repair orders
- Generic material information

Platform data

Market data

Public data

# Evaluator covers history since 2018

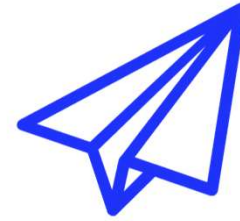


**25+**

companies contributing data to Evaluator database

+ 5

since 2023



**50+**

aircraft and engine types covered by material catalog

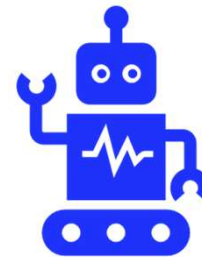


**18M+**

applicable datapoints for FMV calculation

+ 8M

since 2023



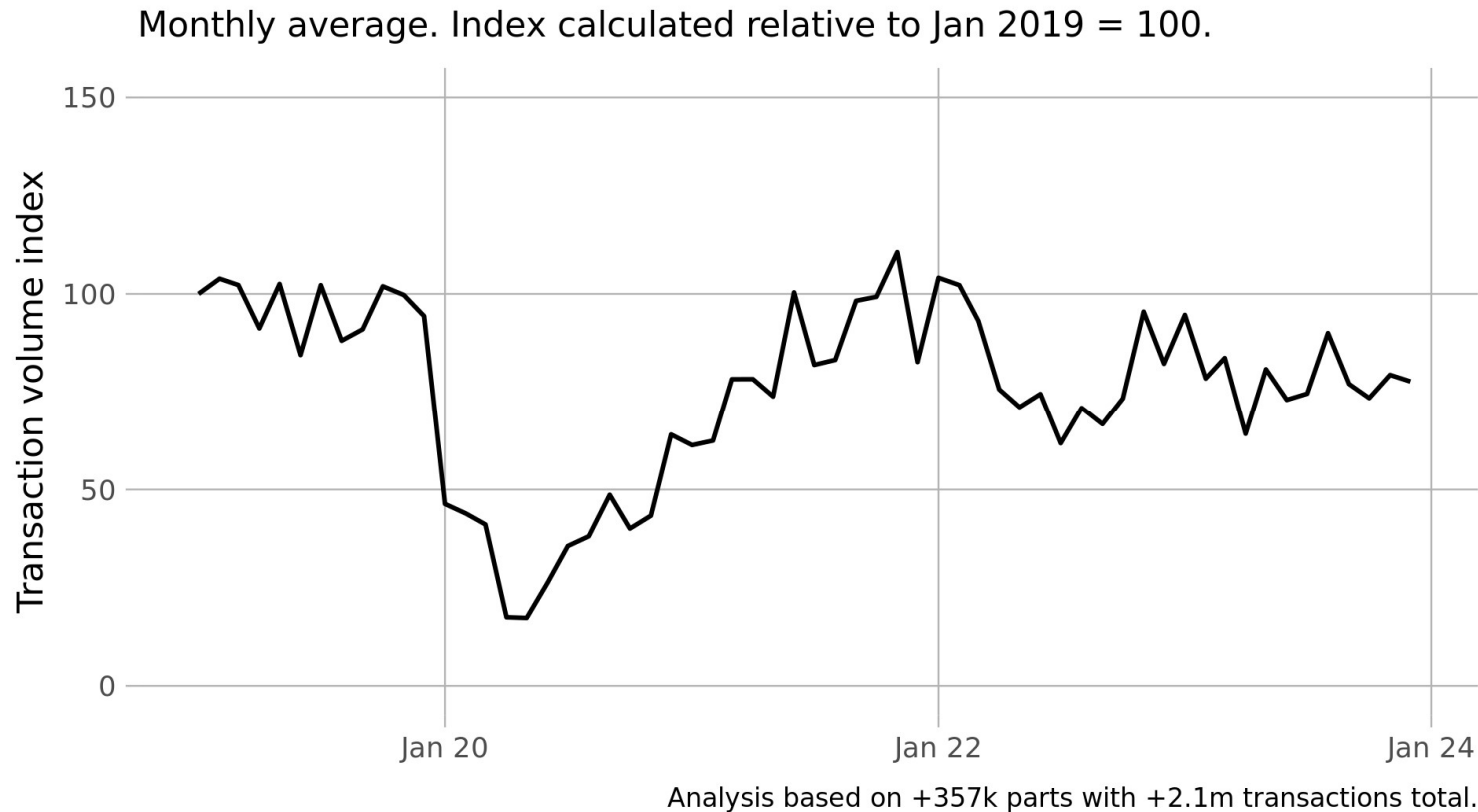
**1.5M+**

part numbers included in material catalog

+ 0.3M

since 2023

# Transaction Volume Trends for Parts Market



## Sharp decline in 2020

Impact of the COVID-19 pandemic

## Strong rebound in 2021

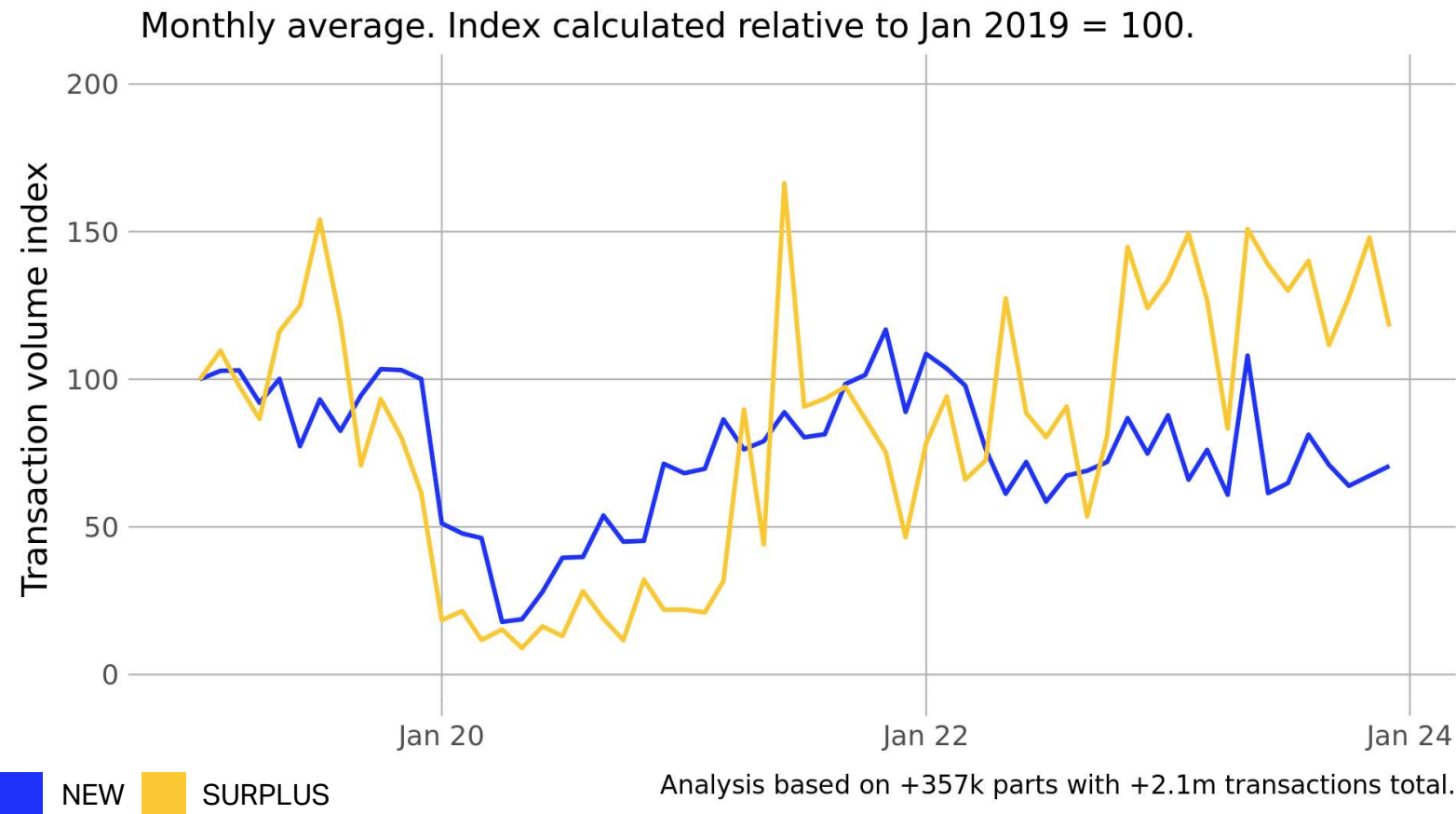
Though not fully to pre-pandemic level

## Stabilization in 2023

At around 80-90% of the baseline



# Opposing trends in volume for new and surplus



Steady increase of surplus transaction volume since 2019

**NEW fully recovered in 2022**

Trend changed afterwards, dropping to 60-80%

**Comparing 2023 to 2019**

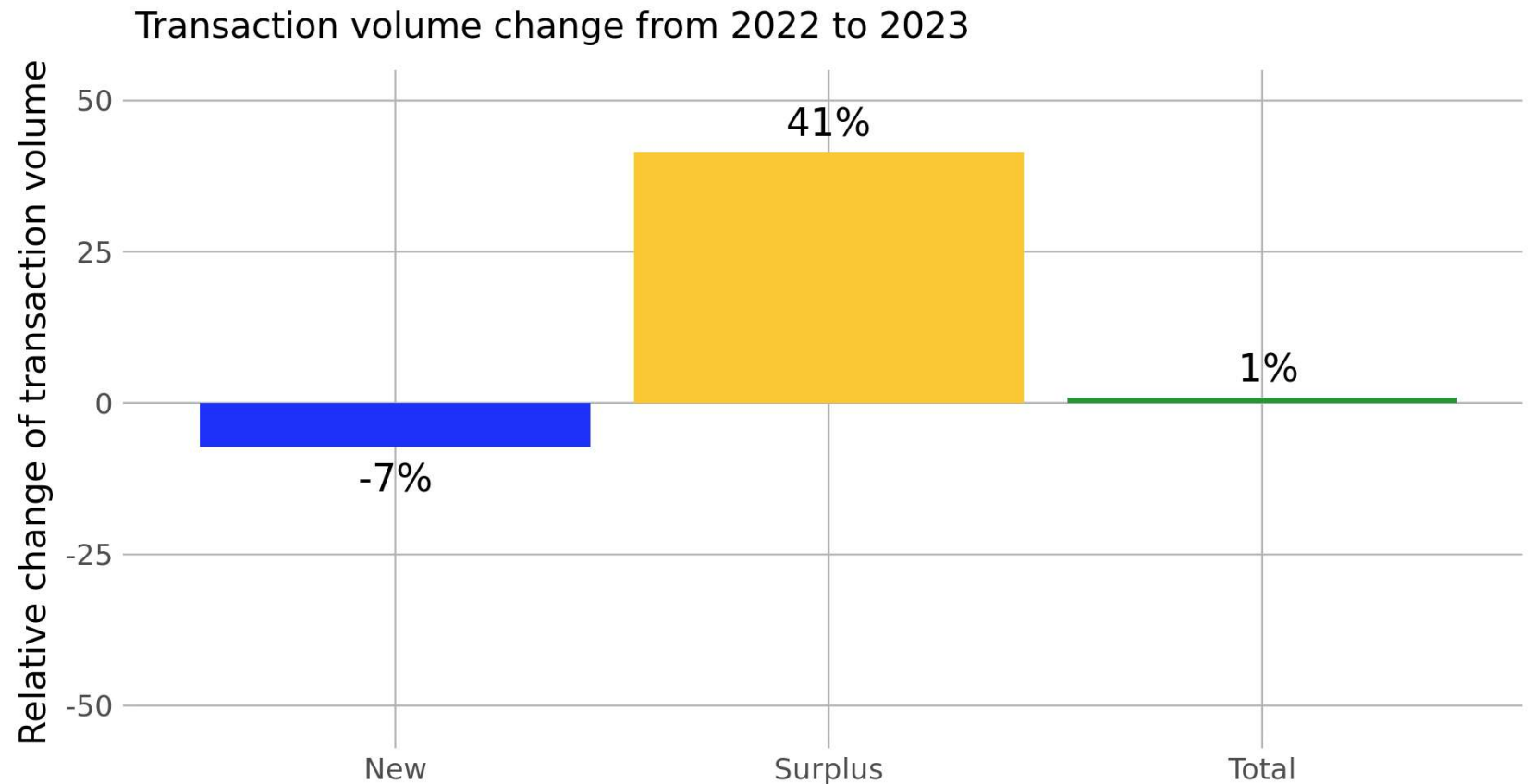
Surplus transactions +28%,  
NEW transactions -17%

# Opposing trends in volume for new and surplus

Volume for NEW shrinks

Surplus volume significantly increases

Total market slightly grows

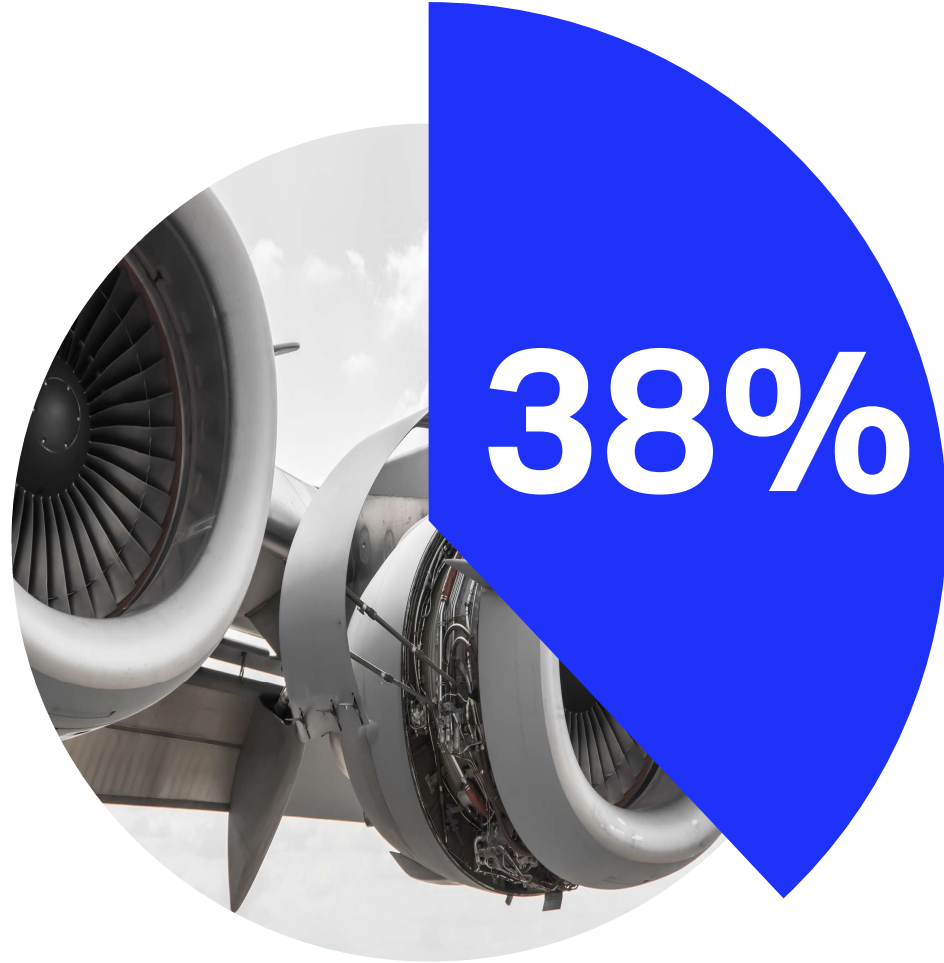


Analysis based on +357k parts with +2.1m transactions total.

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OF 2024 MATERIAL  
TRANSACTIONS WILL  
BE FOR **SURPLUS**

Estimated based on data contributed to MRO SmartHub Evaluator until Sept 3rd.

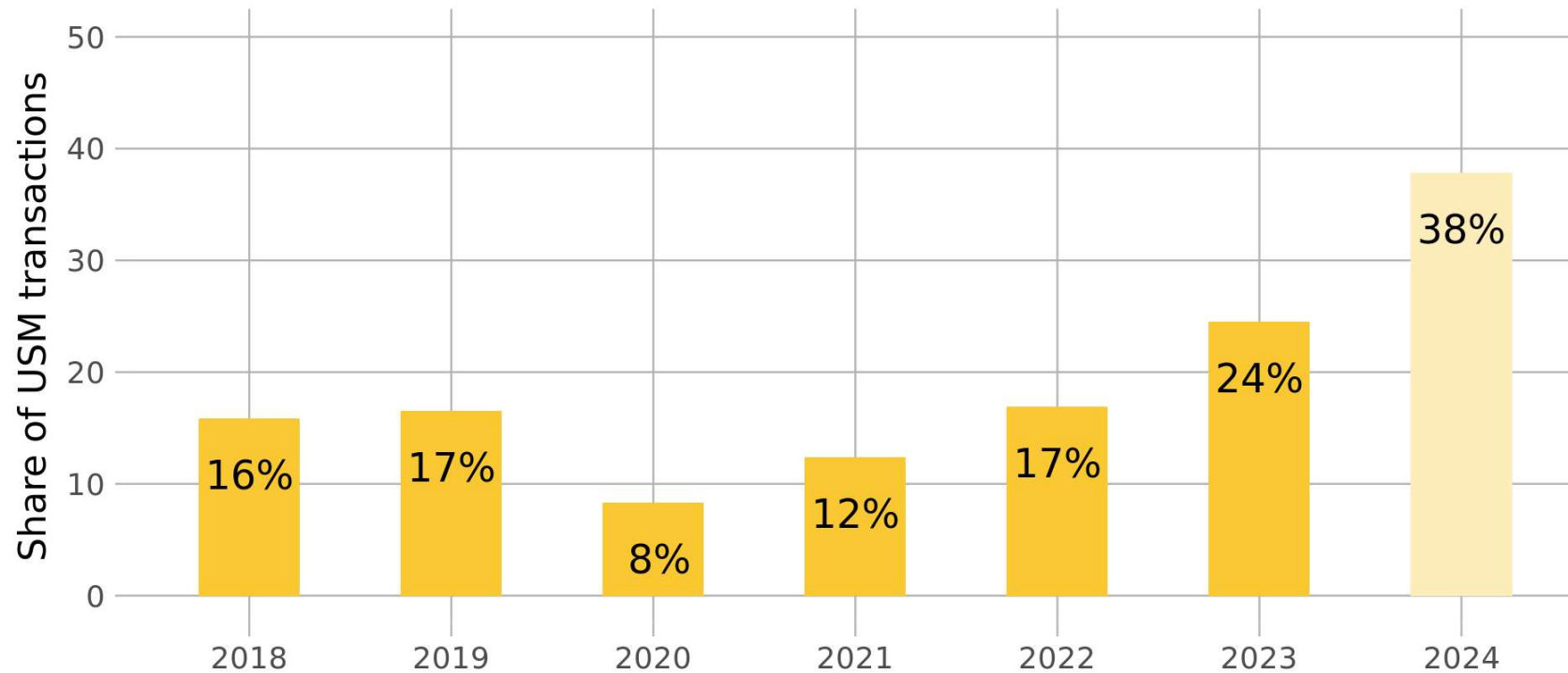
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# USM market share significantly grows in 2023

Transaction volume share for USM material.



Analysis based on +357k parts with +2.1m transactions total.

USM market share showing continuous growth since 2018

Significant rebound after pandemic, fully recovered in 2022

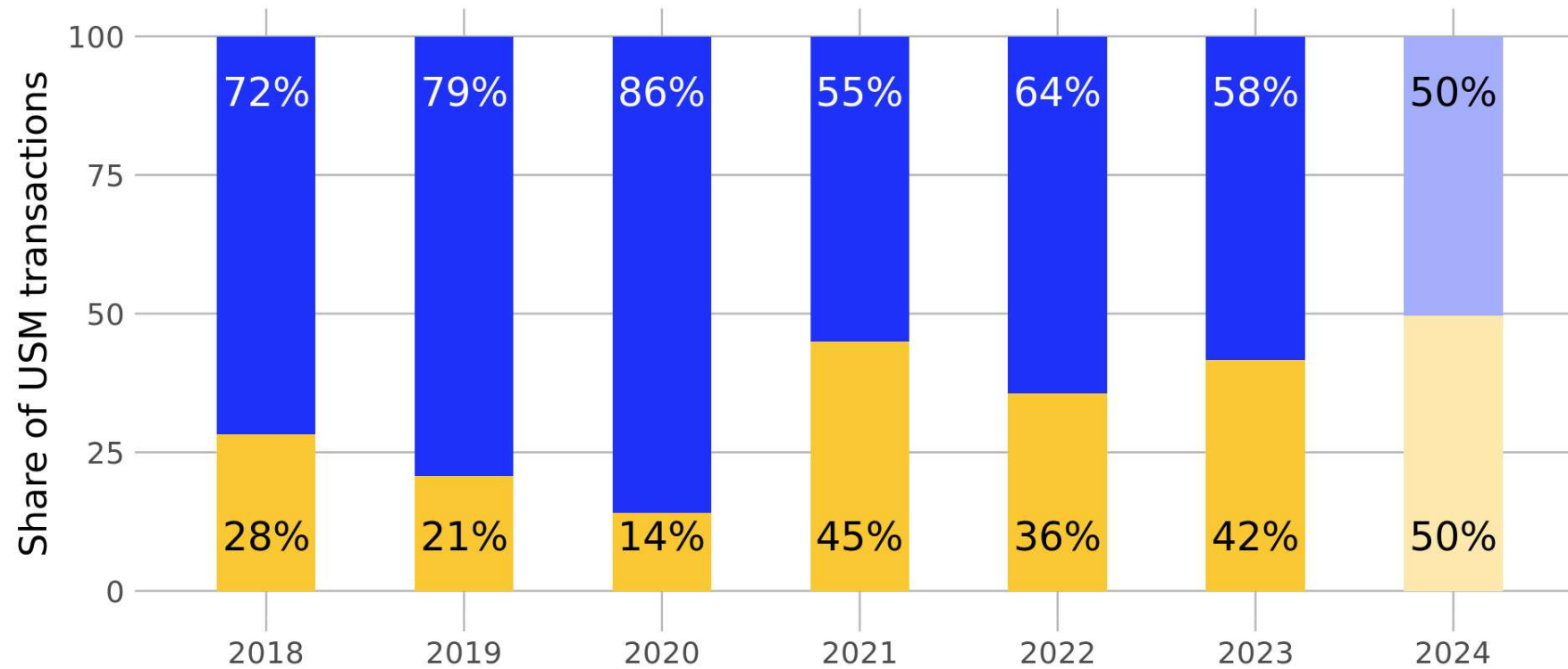
Transaction volume share for 2024 estimated based on data contributed to MRO SmartHub Evaluator until Sept 3rd.

# US/AR becomes stronger and stronger

AR/US material share significantly increased since 2018

2024 expected to be the first year with balanced market

Share of transactions for AR/US and SV/OH.



Analysis based on +357k parts with +2.1m transactions total.

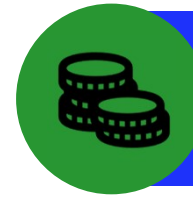
Transaction volume share for 2024 estimated based on data contributed to MRO SmartHub Evaluator until Sept 3rd.

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# Why has surplus material and especially AR/US material become more and more important?



Cost Efficiency



Availability

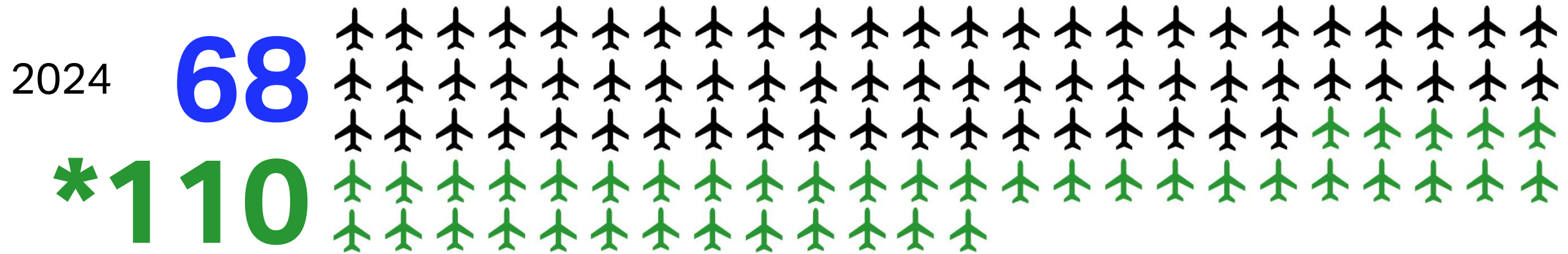


Sustainability



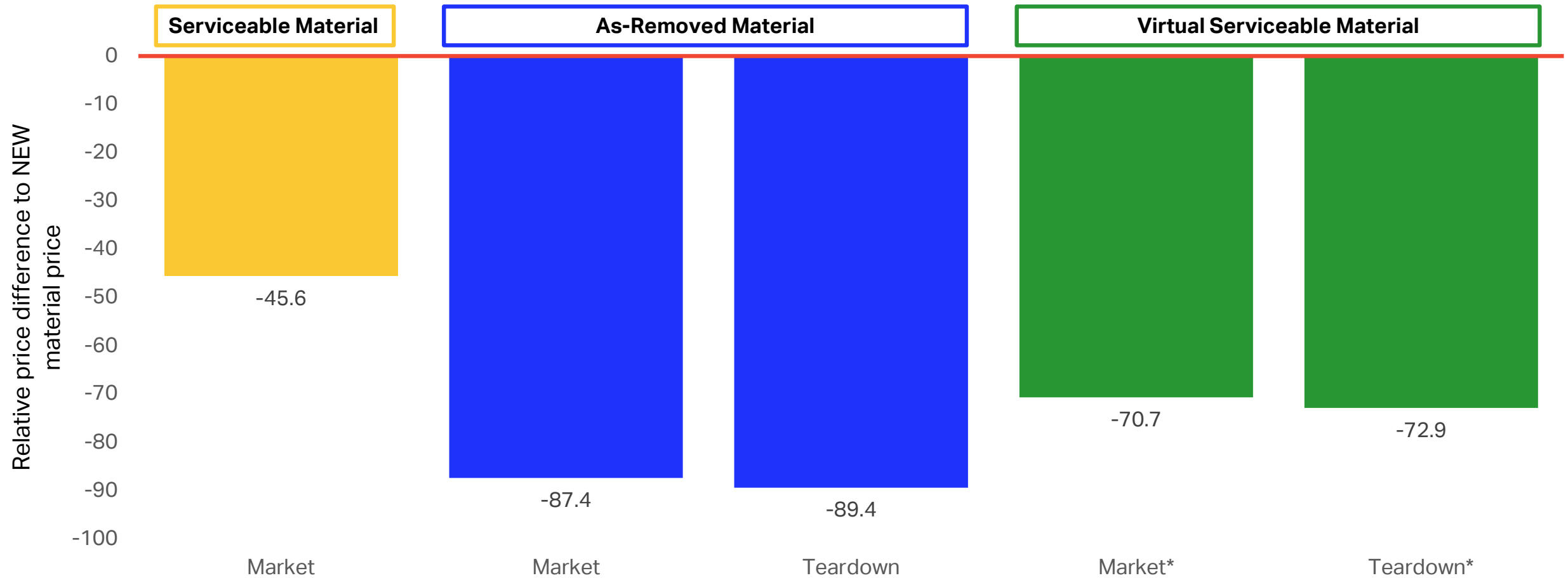
Risk mitigation

# Number of teardown projects (Asset Manager)



Approximation for the availability of US/AR material based on the number of started teardown projects on MRO SmartHub. \* Estimation for total number of teardown projects in 2024.

# Quantifying cost savings potential – Median price



Based on MRO SmartHub Evaluator database on numbers until AUG 24.

Virtual prices marked with \* calculated as sum of material purchase costs in AR and MRO costs.





The presentation showcases key market insights, highlighting the **growing demand for surplus material** due to supply chain challenges and cost pressures. It also emphasizes the value of **alternative procurement strategies** to optimize material supply making it more efficient and reducing costs.

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<https://www.iata.org/mro-smarthub>

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