

INSIGHTS FROM EVALUATOR DATABASE



PARTS MARKET TRENDS AND SAVINGS POTENTIALS

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MRO SmartHub

Recap Market Insights 2022 – 1st User Forum in Geneva



✓ "Parts market **recovery ongoing**"

✓ "**USM more volatile** than NEW"

✓ "USM pricing tends to **stabilize in 2021**"

✓ "The role of USM has **not yet changed**"

Focus of today's presentation

- Describing the role of USM in the industry
- Quantifying the potential of cost saving strategies

Data and calculation methodology

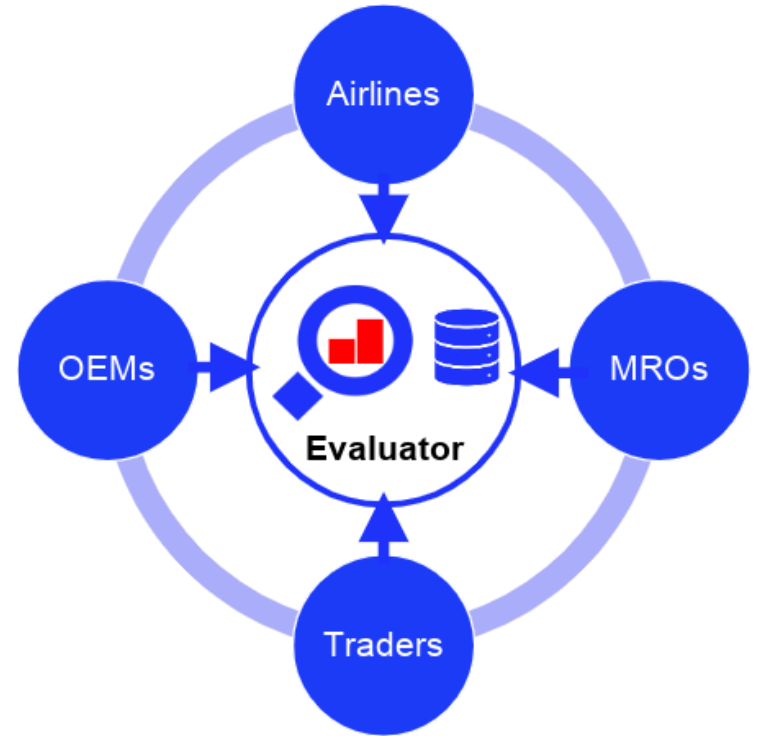
10 M+
applicable
datapoints for
FMV calculation



20+
companies
contribute data



**History from
Jan 2018
onwards**



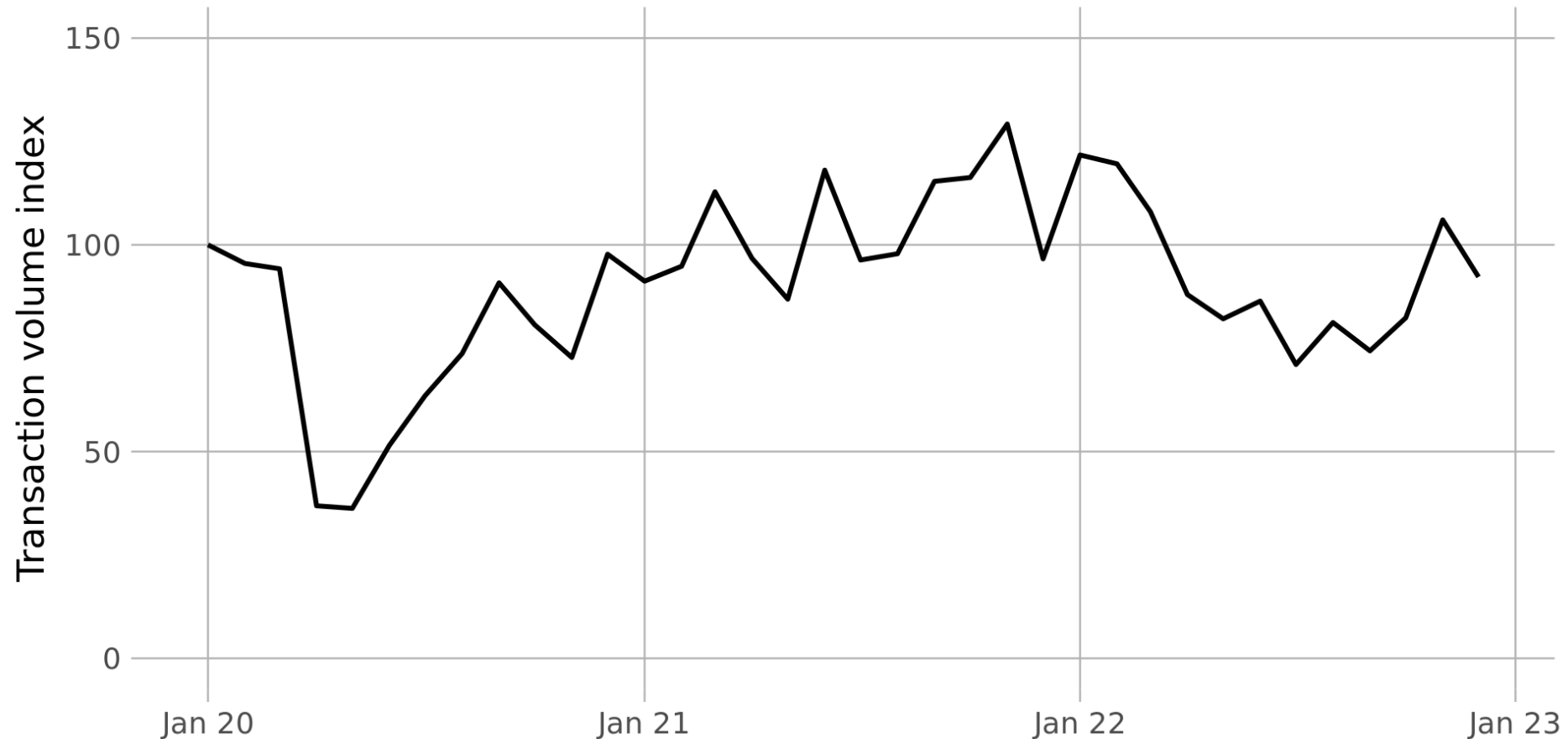
Unique and secure

- Anonymized customer data**
- Purchase & sales orders
 - Repair orders
 - Generic material information



Transaction volume achieved 120% in 2021 – setback in 2022

Monthly average. Index calculated relative to Jan 2020 = 100.

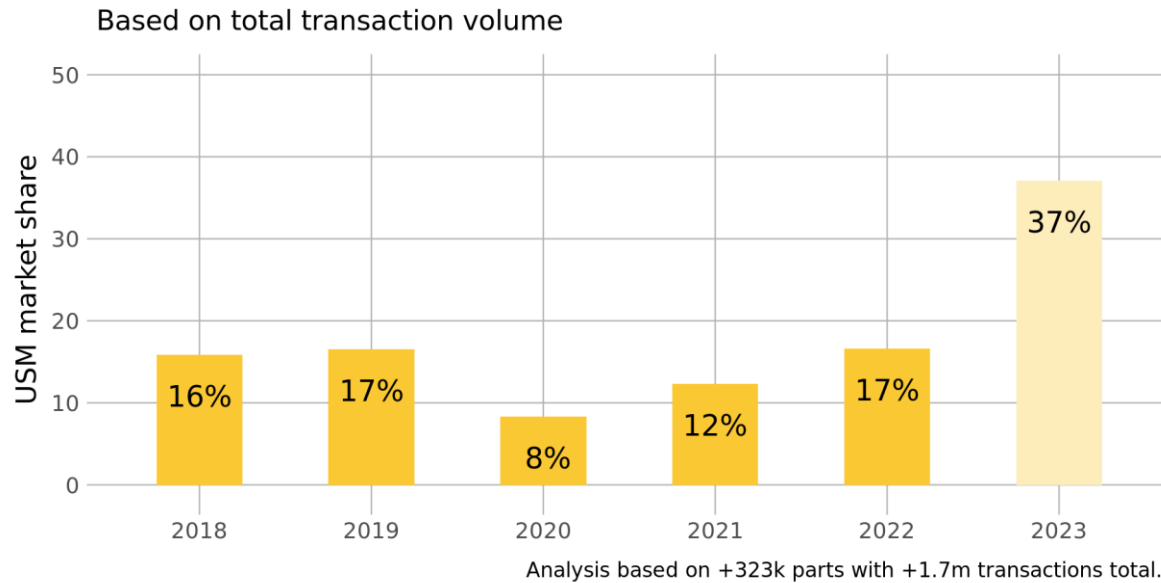


Analysis based on +324k parts with +1.8m transactions total.

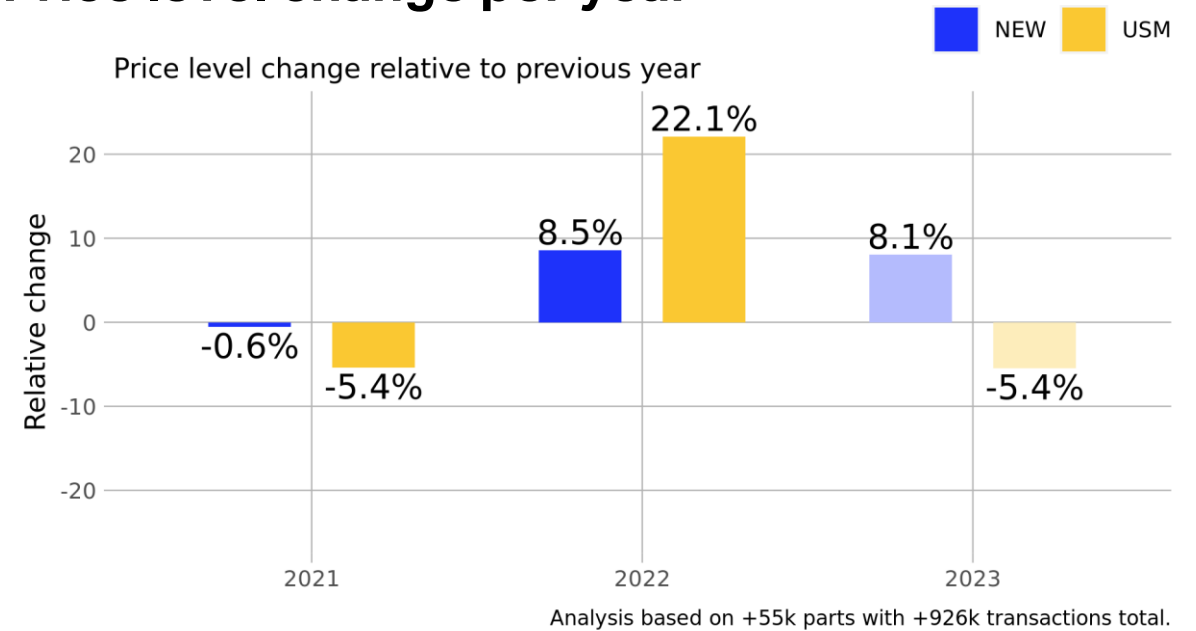


USM market share recovered in 2022 – strong outlook

USM market share per year



Price level change per year

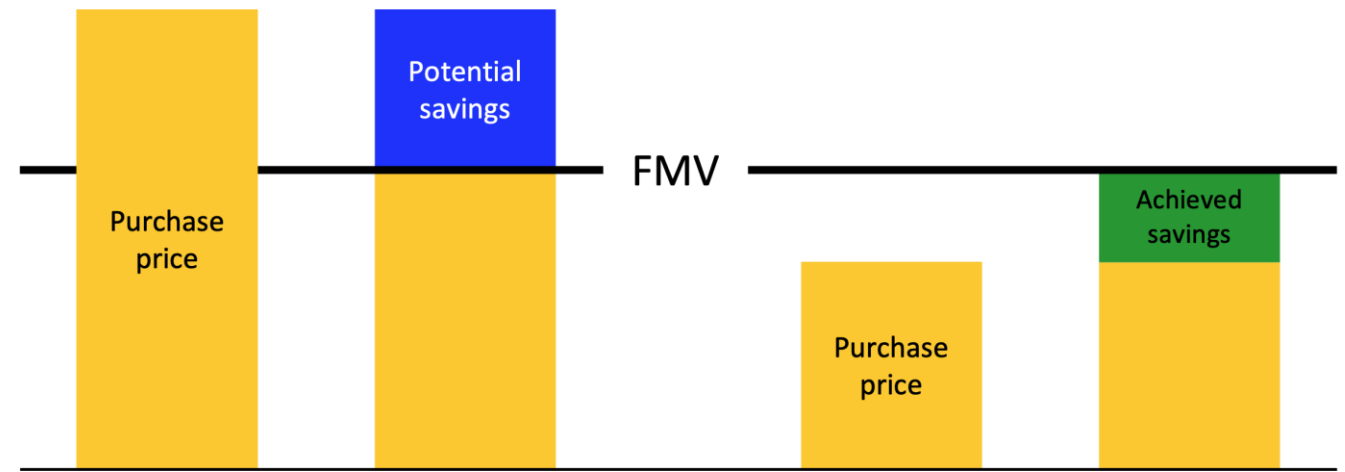


Market share value and price level change for 2023 based on data contributed to MRO SmartHub Evaluator until Sept 15th.

Quantify savings potentials with MRO SmartHub FMV

- **Condition specific calculation**
 - FMV SV used for SV parts
- **Time specific calculation**
 - Price in Feb 22 vs. FMV in Feb 22
- **3 resulting KPI**
 - Spending
 - Potential savings
 - Achieved savings

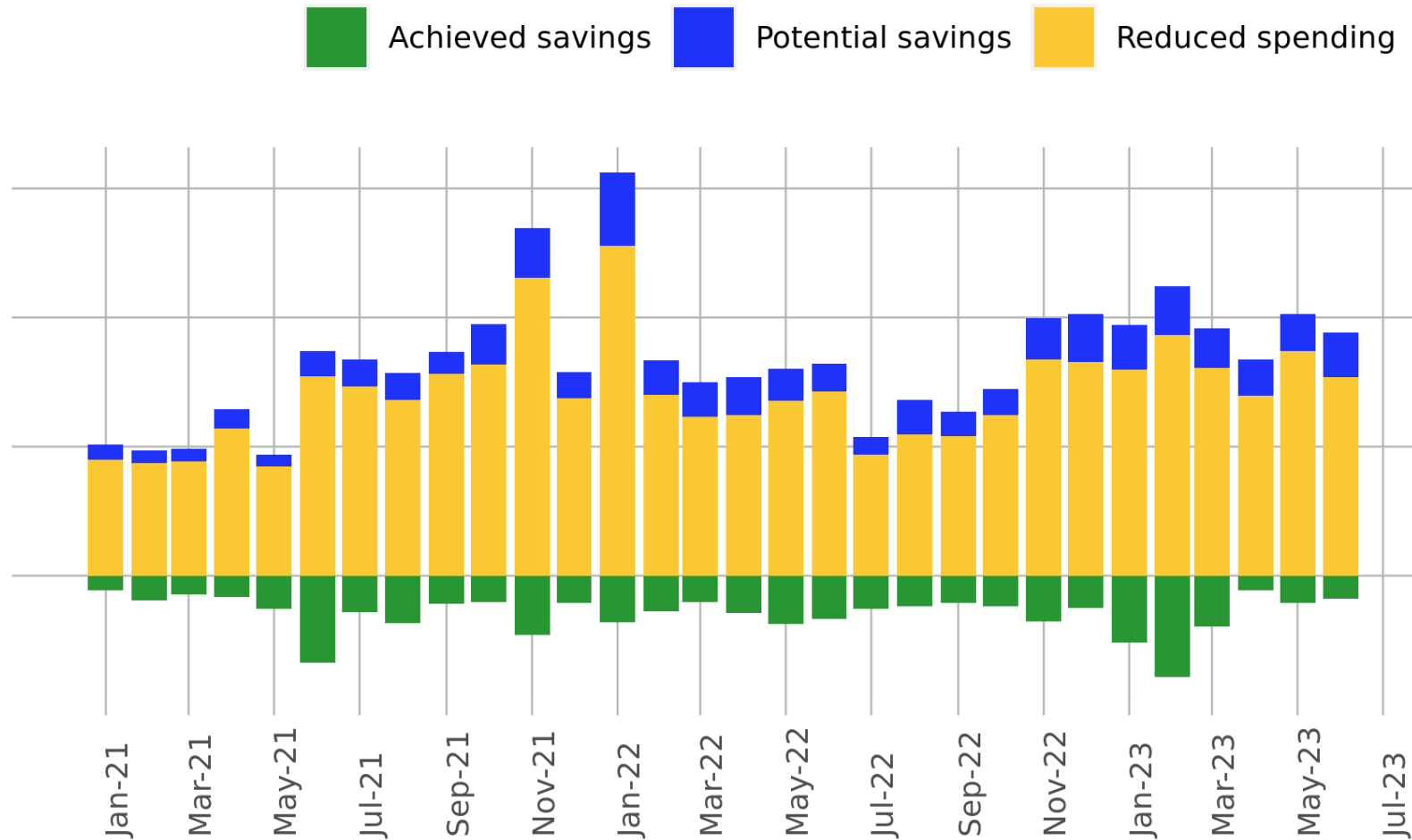
Calculation methodology



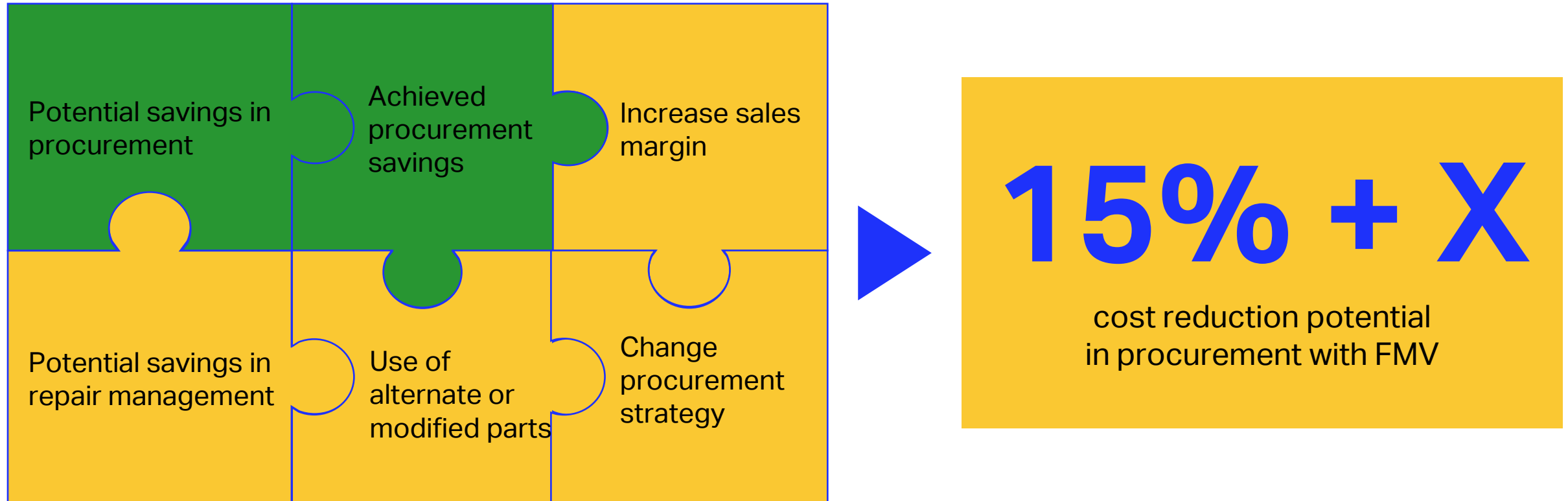
15%

cost reduction potential
in procurement with FMV

Continuous cost reduction potential in procurement



Quantify savings potentials with MRO SmartHub FMV





- ✓ **Setback** in parts market recovery
- ✓ **USM market share returns** to pre-COVID level
- ✓ USM prices **fluctuate and increase**
- ✓ The role of USM is about to **change**



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MEASURING YOUR SUCCESS CAN BE SO EASY

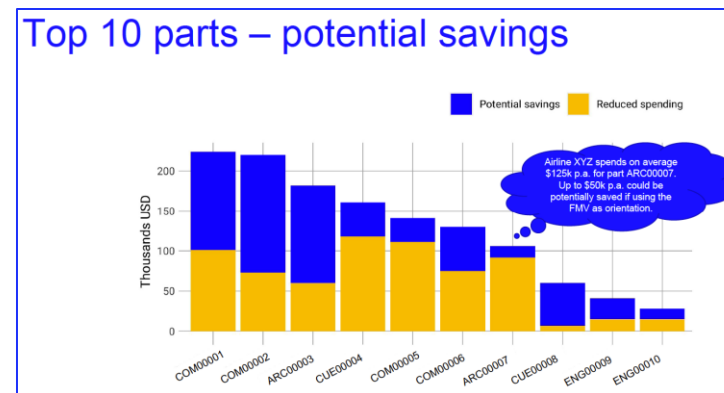


Company Benchmark

- ✓ Benchmark yourself against the data from 15+ industry players
- ✓ Quantify savings potentials on various levels, e.g., company or material category level

Request your personalized benchmark study today!

iata.org/mro-smarthub



Total values

-  **\$62 million** material spending
-  **\$11 million** achieved savings
-  **\$8.5 million** potential savings

As per data contributed by Airline XYZ to IATA MRO SmartHub. Only PN included with FMV in stage 1-4.