

More mobility for the world



Lufthansa Technik

Spare Engine Coverage SEC

Keep 'em flying!





SEC customer advantages:

- Vast expertise in fleet management
- Single source supply chain management
- Precisely tailored to your fleet's MRO needs
- Built-in flexibility to meet operational changes
- Significantly less administration effort
- Pool engines with high technical standard



Peace of mind at lowest cost

If your flight operations have ever experienced an engine-induced AOG, you know what we are talking about: making sure that, in the event an engine has to be taken off the wing, a spare is always available.

With Spare Engine Coverage SEC, Lufthansa Technik offers its many years of experience and know-how. This has been gained from managing engine pools for any size of fleet, ranging from single aircraft operations to major airlines such as Lufthansa. Our customers enjoy peace of mind; the prospect of an AOG is no longer daunting.

SEC is an ideal solution for operators who need the backup of a perfectly matched spare engine, without the burden of investing in and managing a spare engine pool. Spare Engine Coverage is the ideal and economical adjunct to an existing engine maintenance contract with Lufthansa Technik.

Lufthansa Technik offers the most popular powerplants in its continuously expanding spare engine portfolio.

Current list of engine types covered by SEC:

- **CFM International:** CFM56-3 series, CFM56-5A, (-5B), -5C series
- **General Electric:** CF6-80C2A, -2B, -2D series
- **Pratt & Whitney:** PW4000 Series (small fan)
- **IAE:** V2500 (on Airbus)



Secure and cost-efficient

Customers worldwide already benefit from Lufthansa Technik's far-reaching capabilities, combining technical competence and economies of scale in parts pooling unrivalled by any other MRO or spare engine provider. This is especially true of our engine business. Lufthansa Technik's engine maintenance and overhaul facility is renowned for its quality and cost-effectiveness. Engines overhauled by us reach a significantly higher time on wing than the industry average. With SEC, this proven reliability and dedication concerning MRO is also made available regarding spare engine coverage.

Buy experience – get availability

From experience of day-to-day operations, you know that decisions made at an early stage of fleet planning have a long-term effect on maintenance costs and the investment required to maximise aircraft availability. We are happy to share our experience with you as early as

possible in the life cycle of your aircraft. Our powerplant specialists will support you in making sound decisions which blend the best of cost-efficient engine MRO services with spare engine provision. If required, Lufthansa Technik will also provide comprehensive consultancy and financial services. Operators with an existing in-house engine pool have all the options, ranging from integrating SEC into their own portfolio to employing our services for any possible marketing, sale or sale and lease-back solution.

As dynamic as the market

SEC is a very flexible solution tailored to your individual operational requirements. Should your needs change, we will adapt our services quickly to meet them. This is especially important in today's dynamic market environment. Lufthansa Technik Engine Services will be your single source and contact for all MRO and spare engine requirements.

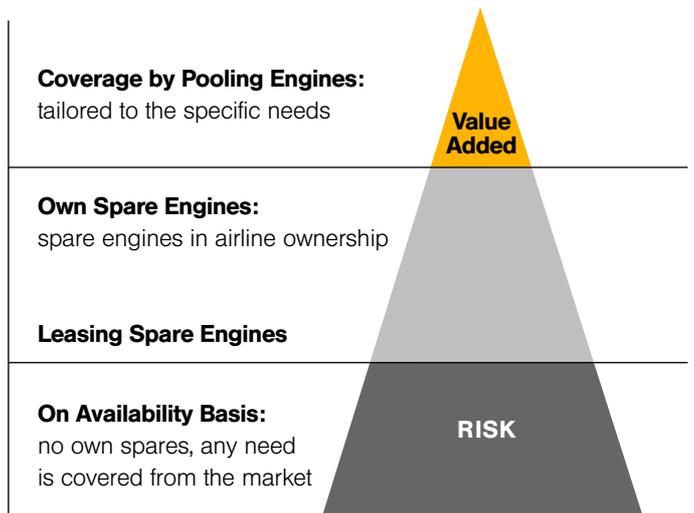


Reduce risk – add value

By employing our Spare Engine Coverage, Lufthansa Technik engine service customers gain two major advantages. Firstly, they have security of supply, with spare engines available for planned and unplanned maintenance and repair. Secondly, the combination of engine maintenance and spare engine pooling acquired through SEC significantly reduces costs. This service gives airlines a distinctive competitive advantage and helps to ensure a smooth trouble free operation.

You'll have it when you need it

Operators who satisfy their engine maintenance and repair requirements on the open market by placing ad hoc contracts run the risk of not having a spare engine immediately available if an engine-induced AOG should occur. Depending on the market situation, such operators may also have to pay more for planned maintenance if, for example, there is a shortage of the relevant engine type. In the worst case, no satisfactory replacement may be available. SEC eliminates these risks.





Formula for success: TES[®] + SEC

Especially for operators of smaller fleets it is often very difficult to ensure aircraft availability through own spare engines on an economical basis. An operator of a fleet of five Airbus A320 normally needs two spare engines worth up to US\$ 15 million. SEC eliminates the extremely costly need for investments and cuts the capital costs by up to 50 percent. Our experience in handling engine

MRO services and engine pooling for fleets of any size and mix shows that operators will maximise savings by including SEC in Total Engine Support TES[®], Lufthansa Technik's comprehensive engine service package. For a typical small fleet of narrowbody airplanes owning or lease-in of spare engines proves to be up to 50 percent more expensive.

