

**The AJW Group** is a world leading specialist in the provision of integrated aircraft solutions. A team of over 700 dedicated aviation professionals around the globe focus on the business ethos of quality and flexibility that permeates every aspect of the customer experience.

AJW has built a global reputation for the resources and expertise it provides which underpin more than 1,000 customers in 117 countries.

AJW Aviation provides a comprehensive range of component support services, including global 24/7/365 AOG, power-bythe-hour, consumable supplies, parting-out and logistics management.

> AJW Engines offers cohesive management solutions, engines for lease, and quality overhauled condition material, to reduce operational costs.

AJW Leasing and AJW Capital Partners deliver a broad spectrum of innovative financial solutions for international aviation projects. AJW Technique, the component repair and overhaul specialist, reduces direct maintenance costs through exceptional reliability, first-class turn times, minimised AOGs and superior warranties.

AJW's significant inventory of modern, commercial, Airbus and Boeing aircraft spare parts is valued at around US\$500m. It provides the central core around which the Group's specialist divisions revolve. Inventory is purchased and consigned to transform aviation efficiency supporting power-by-the-hour contracts, component sales, exchanges, loans and repairs, as well as AJW's renowned 24/7/365 AOG service.

It is always important for AJW to purchase inventory at the right price and quality. The commercial team actively seeks out acquisitions of spares and aircraft for teardown to locate at strategic hubs worldwide. These sustain day-to-day operational demand and supplement our major asset base.

# AJW aviation

Services include: parts sales, loans and exchanges; power-by-the-hour and pool access; consignment stock; consumable supplies; global 24/7/365 AOG; repair and inventory management; parting-out; logistics and door-to-door freight management. AJW is highly regarded for its 24/7/365 AOG and critical response service excellence and its ability to provide guaranteed delivery from a core inventory of Airbus and Boeing aircraft spares.

AJW Aviation operates out of London, Dubai, Singapore, Shanghai, North America and Montreal with aircraft spares stock in all of these locations as well as strategic hubs across Europe, Asia and the Americas.

#### Power-by-the-hour

For a fixed price AJW provides power-by-the-hour services for modern, commercial Boeing or Airbus aircraft. We guarantee dispatch reliability through the supply, repair and overhaul of rotable components within all ATA chapters to the latest modification status. AJW imposes no restrictions or limitations, whatever the fleet size may be. Tailored power-by-the-hour programmes include:

- Component cover
- Recommended stock and stock positioning
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- Access to rotables on a pool basis
- Component repair and overhaul management
- Engine management
- Contractual purchasing
- Logistics and transport services
- Critical response service

### Integrated aircraft support

The AJW Group is formed of several distinct business units that offer market leading products and services. Although each one of these Group entities is able to function independently, together they can be combined to form customised programmes which offer our diverse airline customer base complete integrated aircraft solutions.

Whether it is reducing direct maintenance costs using our quality driven component repair facility, building certainty into operational costs via our uniquely flexible power-by-the-hour services, or taking advantage of commercially attractive component lease options - the AJW Group provides a multiplicity of choice.

To support this business AJW has developed robust, certified, Quality Management Systems that meet all international standards.

#### Component optimisation & logistics

AJW Aviation customises programmes for airlines that are self-sufficient in component stock but seek new ways to optimise their supply chain. Frequently called cost-per-flighthour, or flight-hour-services, these options are underpinned by AJW's robust business systems and core logistical capabilities which align flexible and innovative processes to improve efficiency, guarantee on-time-performance, and reduce operational costs.

AJW can streamline deliveries to line stations on a global basis, minimise and leverage inventory assets, manage component repair and overhaul, and simplify consumable supplies.

#### **Consumables management**

Benefit from significant price savings and optimum stock cover: AJW solves your consumable supply issues with a streamlined service designed to minimise inventory, reduce costs and enhance the operational efficiency of your airline:

- On-site consignment of regularly used consumables
- Timely replenishment on consumptionOne supplier and a designated single
- point of transactionNo minimum order values, or minimum
- quantities
- One consolidated monthly invoice simplifies financial transactions

#### Sales, exchange & loan

No matter how frequent or extensive your needs, the AJW customer service team is available 24/7/365, to source your spares requirements for all modern Airbus and Boeing aircraft.

We offer a range of sales, exchange and loan services via our global operations network including sales offices in over thirty countries and our strategic inventory hubs worldwide. All spares are supplied with full certification and guaranteed delivery.

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## AJW technique

Utilising one of the best industry-specific engineering skill bases in the world, AJW Technique provides a broad range of component repair and overhaul services for the AJW repair supply chain.

Situated next to Montreal's International Airport, this state-ofthe-art, 160,000 sq.ft. facility, serves the global commercial and business aviation market place across an expanding and diverse range of platform types including: Airbus, Boeing, Bombardier and Embraer. Using customisable equipment built for future technologies, AJW is able to process 35,000 units a year across 5,000 separate part number lines.

AJW Technique delivers outstanding reliability, guaranteed availability of exchange product and first class turn times which improve airline efficiency and reduce the costs of AOG dependency. Through the pioneering of strategic partnerships with OEMs, AJW's service initiatives are fully backed by superior warranties, global approvals including TCCA, FAA, EASA, CAAC, CAAS and ANAC, and competitive pricing which complement the company-wide determination to drive down direct maintenance costs for customers worldwide.

# AJW engines

AJW Engines' comprehensive aircraft engine portfolio offers integrated management solutions to provide engineering services, aircraft engines for lease, and quality overhauled condition engine material. AJW's variable engine inventory includes: CF6-80, CFM56-3/5/7, V2500 and PW4000. These provide sales and purchasing opportunities.

All AJW engines and parts undergo an extensive inspection and records audit with full trace release packs to ensure technical compliance and quality of the highest standard. This is critical in realising value from the asset throughout its life cycle. Our contracting support demonstrates flexibility in tailoring leases, contracts and other agreements to individual customer requirements and minimise engine maintenance costs. AJW Leasing and AJW Capital Partners provide complementary and sophisticated financial solutions for a wide range of aviation projects on a global scale. By accessing these highly professional services, airlines and operators can benefit from a different perspective which draws on the Group's commercial wisdom that has been honed across decades of aviation experience.

# AJW leasing

Building on the Group's industry knowledge and technical expertise, AJW Leasing develops flexible and affordable options for airlines that need comprehensive financial support to achieve their ambitions. We provide AJW Aviation and AJW Engines with the funding support and resource structure to sustain engine and spares lease agreements with major airlines worldwide.

Our range of specially customised leasing options are adopted by airline customers in more than twenty countries. AJW Leasing is an experienced financial intermediary between airlines and OEMs.

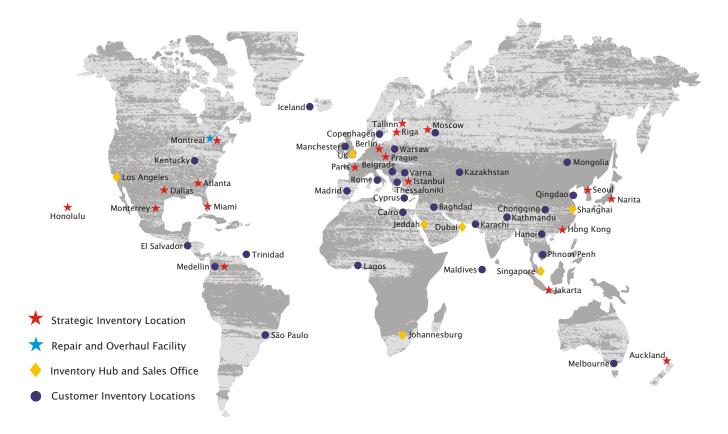
AJW Leasing is headquartered in the Isle of Man and it accesses the international leasing community through its wholly owned subsidiary in Dublin, Ireland.

# AJW capital

AJW Capital Partners Limited is the Group's principal investing division. We focus on hard assets, primarily mid-life and older commercial aircraft, and develop sophisticated strategies to maximise value including: sale, teardown, or lease. We actively seek unusual and challenging situations where we can provide a range of solutions, including high-value lease options, to airlines.

AJW Capital also creates and manages joint venture vehicles to acquire packages of aircraft and engine spare parts that are utilised by AJW Aviation, the world's largest privately held specialist in the supply, exchange, repair and lease of commercial aircraft spare parts.

# A global view



Visit ajw-group.com, or call any of our global offices to discover how the AJW experience can transform the operational efficiency and growth requirements of your business.

### 1932 onwards

AJW is proud to work with like-minded airlines, established and emerging operators, in an environment of shared experience and shared expertise that permeates every level.

#### We share a common goal: to be the best at what we do.

### ajw-group.com

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