

FACC IS RAMPING UP FOR AFTERMARKET SERVICES TOGETHER WITH PROPONENT

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FACC is ramping up its activities in its newest business segment, Aftermarket Services. The aim is to reach the sales target of 100 million euros by fiscal year 2022/23 with new innovative products and maintenance, repair and overhaul (MRO) services. In order to secure a powerful organization in the growing market, FACC is now entering into a strategic cooperation with the aircraft parts distributor Proponent.

"We look forward to our future cooperation with Proponent. I firmly believe that, together, we will be able to market FACC products and services in the aftermarket segment even more successfully and serve as a reliable partner to aircraft operators worldwide," commented Robert Machtlinger, CEO of FACC. As part of the strategic cooperation, Proponent will assist FACC in marketing and selling its MRO services and product innovations for aircraft upgrades and modifications from February 2019. A number of joint projects such as the commercialization of the "Passenger Luggage Space Upgrade", a cabin solution developed by FACC to significantly increase luggage stowage space, are already underway. Thanks to Proponent's broad market presence, FACC will be able to fully realize its goal of significantly expanding its existing customer base in the MRO segment.



Cooperation generates real added value

In addition to the cooperation entered into with Alaris Aerospace Systems in the previous year, FACC is now strengthening its marketing activities in the growing MRO market with the second global distributor Proponent. With eleven facilities in eight countries, the US corporate group Proponent is one of the world's largest wholesalers of aircraft spare parts and related services. As an internationally recognized distributor, Proponent has a strong international presence in Europe, America and Asia, with its customer base including all major aerospace companies - from manufacturers and MRO companies to airlines. "With FACC, airlines benefit from the manufacturer's high quality, the shortest ground times and competitive prices," adds Christian Mundigler, FACC Vice President After Market Services. "Our partner Proponent gives us the opportunity to offer customers complex technical services in our growing Aftermarket Services business segment from a single provider - with proven quality when it comes to providing innovative solutions in an attractive working environment with short turnaround times." With their combined expertise and resources, Proponent and FACC will also be offering their services in the "heavy repairs" segment focusing on structural component repairs. While Proponent will provide replacement parts for the duration of the structural repair, FACC will contribute its composite expertise to the repair service.

One-stop-composite-shop with turnkey expertise

FACC has built its Aftermarket Services business segment around three pillars: repair, refurbish and replace. The new Aftermarket Services support the three existing divisions - Aerostructures, Engines & Nacelles and Cabin Interiors - with enhanced solutions. With its expertise as a turnkey partner and its powerful infrastructure in America, Asia and Europe, FACC has created an excellent starting position in the fast-growing market alongside its core business, the development and manufacture of lightweight components for the global aircraft industry. With its three approvals as a Design Organization (DOA), Production Organization (POA) and Maintenance Organization (MOA), FACC has established the ideal basis for being successful in this business segment. In the field of MOA in particular, FACC offers an optimum range of maintenance and repair services for both structures/engines and interiors with EASA, TCCA and FAA Part-145 approvals. With its comprehensive range of products and services, FACC ensures that aircraft get back in the air more quickly and at lower cost - entirely in line with the claim: "The future requires performance. We guarantee it."

About Proponent

Proponent is the world's largest independent distributor of commercial aircraft parts, serving the MRO, OEM and airline markets. With over 600 employees at 11 facilities worldwide, we think and operate on the global scale of aerospace. With over 45 years of experience, we work to simplify aftermarket needs with fast, reliable delivery of critical parts, and custom solutions to improve

overall efficiency. Proponent isn't just a name, it's our mission statement. We are committed to contributing to the success of our customers and suppliers. We work to address your unique business challenges and goals with unmatched agility and industry-leading customer service. From the boardroom to the warehouse, we delight in taking care of the details that keep planes in the air. To learn more, visit www.proponent.com.

Aftermarket Services



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