

SPRINT AIR



SprintAir  
MRO

Profile



## Executive Summary

- The following business plan outlines the establishment of an MRO (Maintenance, Repair, and Overhaul) aviation company. The company aims to provide comprehensive and high-quality maintenance services for commercial and private aircraft. With a focus on efficiency, safety, and customer satisfaction, our MRO aviation company aims to capture a significant share of the growing aviation maintenance market.

## Business Description

- Our MRO aviation company will offer a wide range of services, including routine maintenance, inspections, repairs, component replacement, and overhauls for various types of aircraft. We will target both commercial airlines and private aircraft owners, providing them with reliable and cost-effective maintenance solutions.

## Market Analysis

- The following business plan outlines the establishment of an MRO (The aviation industry is experiencing significant growth, resulting in increased demand for MRO services. Factors such as aging aircraft fleets, stringent safety regulations, and the expansion of low-cost carriers contribute to the rising need for maintenance services. By positioning ourselves as a trusted and efficient MRO provider, we can tap into this growing market and establish long-term partnerships with airlines and aircraft owners.

## Competitive Analysis

- The MRO industry is highly competitive, with several established players dominating the market. However, by offering competitive pricing, superior customer service, and investing in advanced technologies, we can differentiate ourselves from the competition.







## Cost Structure

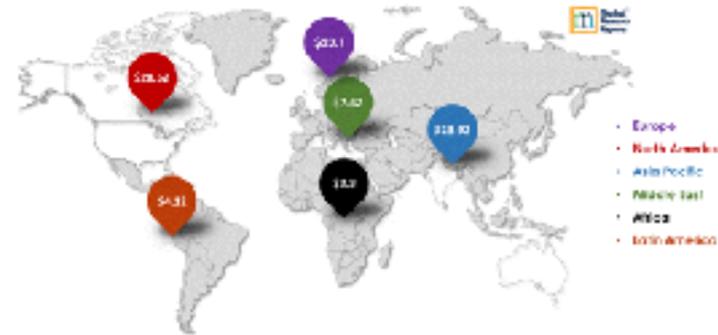
The cost structure of an MRO aviation business typically includes the following elements:

- Facility Costs: Lease of land, build a hangar and maintenance facility, utilities, insurance, and property taxes.
- Equipment and Tools: Procurement and maintenance of specialized tools, diagnostic equipment, and software.
- Human Resources: Salaries and benefits for technicians, engineers, support staff, and management.
- Inventory and Spare Parts: Procurement and storage of spare parts, consumables, and materials.
- Regulatory Compliance: Costs associated with maintaining certifications, licenses, and compliance with safety regulations.
- Marketing and Advertising: Promotional activities to attract customers, attending and participating in aviation exhibition, etc

## MRO Market Potential

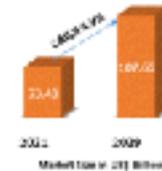
- The current global fleet size is ~27,000 and is expected to increase to ~36,000 by 2030 which will accelerate the demand for MRO. The MRO market at ~USD 82 billion in 2018 is expected to go as high as USD 120 billion by 2025.
- Asia-Pacific will be 2nd largest market with accounting for 21% global value
- A320 and B737 families will contribute to 40% of total MRO output
- Operations and business models of Maintenance Repair and Overhaul (MRO) organizations are rapidly changing, driven by competitive forces and changing global dynamics.

Global Commercial Aircraft MRO Market Insight by Geography Value (in USD bn) in 2020



## What is the MRO industry trend in 2023?

- MRO trends for 2023, data-driven technologies are poised to move to the forefront of optimization plans for the future, supported by the onset of 5G technology and increased adoption. MRO has long been an analog, manual process, even in our thoroughly digital age.



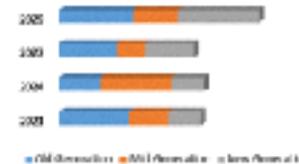
### Key Players

- |                        |                    |
|------------------------|--------------------|
| AMC Corp               | AMEC International |
| Aviation Partners Inc. | Aviation           |
| Delta TechOps          | Global MRO         |
| Delta Air Lines        | Global Maintenance |

### Regional Analysis in 2023 (%)



### Aircraft Generation Segments Overview



## Why Dubai

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- Dubai Airports World number #1 for international passengers
- Emirates Airlines is the world largest International Airline
- The World Fastest and biggest passengers and Cargo hubs
- Dubai International Airport is the fastest growing aviation hub in the world
- Dubai Duty free stores is the biggest in the world
- 30% market value increased for Private Jets in last 2 years
- UAE heavy investment in logistic development (\$ 30 Billion up to 2026)
- Dubai is world Top Business & tourism destination for many years

### Fact & Numbers...

- The world busiest International airport with over 85 million passengers
- Dubai Airports support over 100 Airlines
- Dubai Airports connect to over 260 destinations worldwide
- Up to 1100 flights are handled per day by Dubai Airports
- Dubai Airports currently handles 318,200 aircraft movement in 2023
- Emirates Airline and FlyDubai jointly has over 300 new aircrafts order.
- Dubai Airport set to become the world largest airport with capacity of 160 million passenger and 12 million tonnes of cargo per year by 2030



## Business Strategy

- Long term contract with major airlines, Cargo and private jets
- Create a diversified portfolio of MRO business, Aircraft, Private Jets and Cargo operation, Management services and Trading
- Jet Fuel Supply services
- Aircraft Dismantling & Aircraft spare parts and components trading
- Education and labour supply service

## Key differentiator:

- Higher portfolio return & Lower risks through portfolio diversification
- Best Practices in Aircraft Engine MRO

## Target customers:

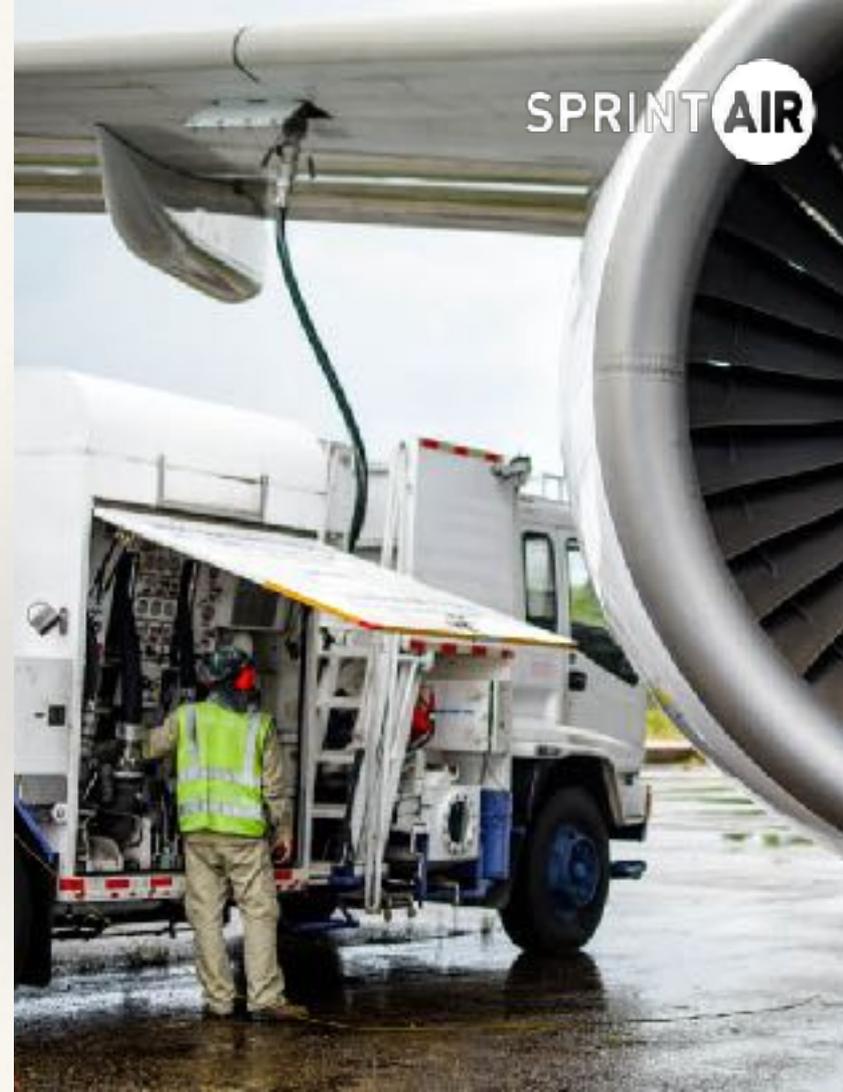
- Large commercial industry, Private Jets & Industrial cargo carrier
- Strategic need to secure spare parts access to gain customer satisfaction and gain future price
- Flydubai and some Asian airlines

## Technology focus:

- Best MRO Proven & latest technologies

## The team:

- Recognised past European aviation and MRO sector pioneers with vast international networks and excellent reputations with main industrial



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THANKS

