

Digital Tech Ops Ecosystem

open – modular – neutral

Sky-High Innovations

Digitization through Digital Tech Ops
Ecosystem

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Agenda

- ✈ Digital Tech Ops Ecosystem
 - ✈ AMOS
 - ✈ flydocs
 - ✈ AVIATAR
 - ✈ LHT Engineering Services
- ✈ Digital Sharing
- ✈ Road to Digitization
- ✈ At the end of the road



Digital Fleet Services

A core strategic pillar of Lufthansa Technik's future



Leading the digital transformation of Digital TechOps



Maintenance & Engineering (M&E) Software

- launched 1989
- 280 employees
- >7000 AC contracted
- ~85,000 end users

Market leader for M&E software



Digital Records & Asset Solutions

- launched 2007, acquired 2016
- 320 employees
- >3000 AC contracted

Technology leader in digital records solutions



Data and Analytics Solutions

- launched 2017
- 70 employees
- >3000 AC contracted
- ~8000 end users

Leading OEM-independent analytics solution



Lufthansa Technik

Engineering Services

Engineering & SCAMT Services

- Core USP since founding
- 230 employees
- >700 AC contracted

Leading OEM-independent SCAMT service provider



DIGITAL TECH OPS ECOSYSTEM

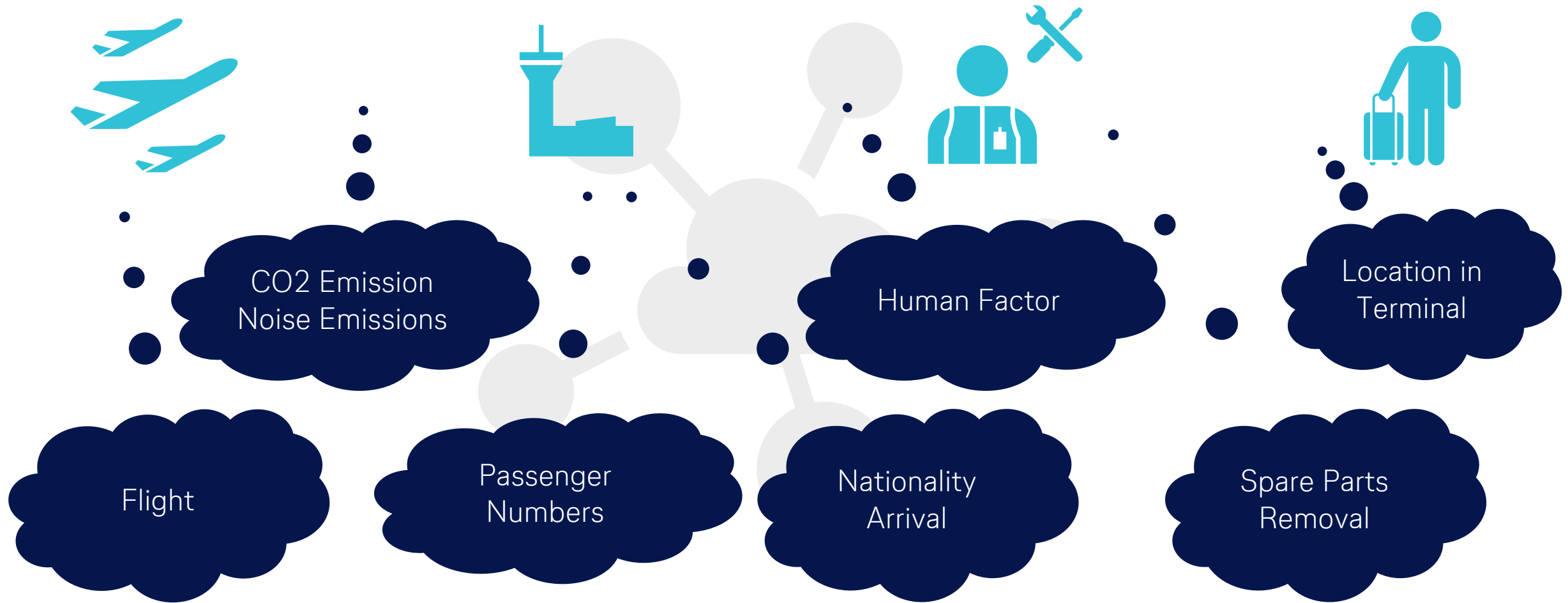


Lufthansa Technik

Digitization, Digitalization, Digital Transformation



Data



Maximizing and Quantify



People don't know how to use it



- ✈ Digitalization will not replace human entirely, use digitization to enhance human capabilities
- ✈ Find, Segmentate the data.
- ✈ Create tangible value to the data



Road to Digitization



At the end of the road

Reduce TechOps cost and increase aircraft availability

Reduce Tech Ops cost



CAMO Efficiency

Improvement through automated CAMO processes



Operational Stability

Reduced AOG costs and delays



MRO Costs

Reduced material management and MRO costs



Asset Value Optimization

Reduced fleet value degradation



Fuel Efficiency

Reduce fuel-burn & ESG exposure

Six-digit savings per aircraft per year
through existing Digital Tech Ops Ecosystem solutions

Create revenue

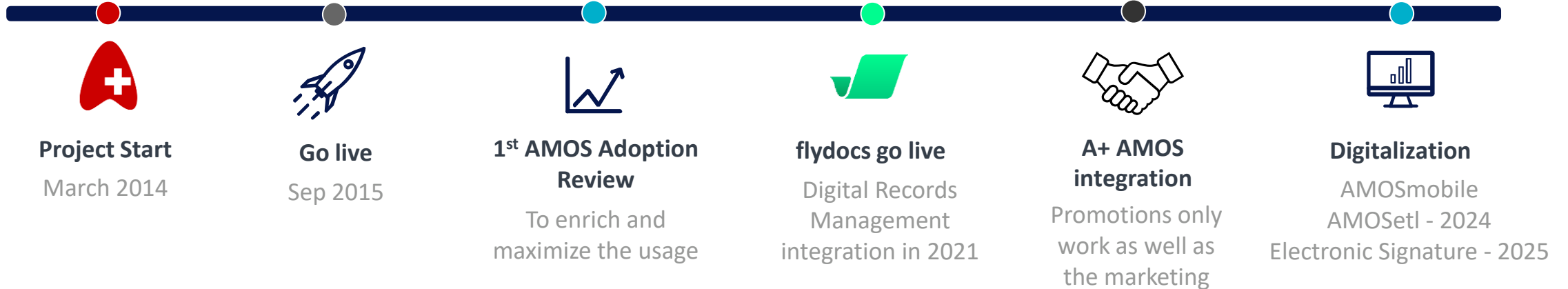


Aircraft Availability

Minimize fleet inefficiencies and optimize reserve needs

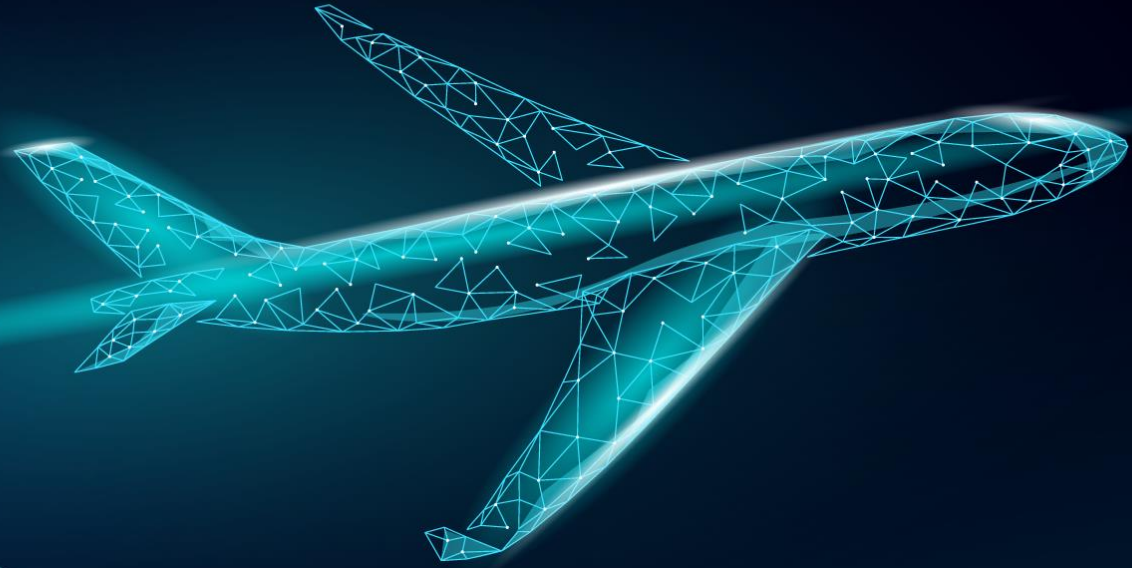
Additional block hours generate added revenue with a further six-digit bonus per aircraft & yr

The road to digitalization with Cebu Pacific



Key Benefits

- ✓ Enhances **operational efficiency** by streamlining processes and making them **user-friendly**
- ✓ Ensures high levels of **data accuracy**, reducing errors
- ✓ Provides quick access to **real-time, organized and audited information**, enabling data-driven decision-making
- ✓ Helps in **compliance management**, ensuring adherence to regulations



Thank you!

**Digital
Tech Ops
Engineering**



Alvin Ng
Product Sales Manager