



There's a World out there
that needs your Spare Parts.

WHITE PAPER ON **AIRCRAFT** **DISMANTLING** OPPORTUNITIES.

AIRCRAFT SALE VS DISMANTLING:

Alternatives against each other



Your aircraft is no longer worth what you thought and the engines overhaul costs are higher than the value of the aircraft itself, doesn't matter if an airplane or a helicopter. It's a situation you probably identify with after years of flying and rising maintenance costs, and now you're uncertain about the future of your aging aircraft.

Another case is when you put your aircraft up for sale to switch to a more modern one.

You contact a broker who helps you estimate the value and you decide to put it on sale at the average market price. Again, the market value is below your expectations. However, it is not in the interests of brokers to propose a dismantling procedure, also because it is not their job.

**THE SUM OF THE VALUE OF
AIRCRAFT COMPONENTS IS
MORE THAN ITS MARKET
VALUE WHEN AN AIRCRAFT
PASSES THE 15 YEARS OF LIFE**



and could be more than the revenue that could be obtained from continued operations. This is the reason why we increasingly see the dismantling of very young aircrafts.

Some components will be removed in Serviceable Condition, others may need to be shipped to an MRO for Inspection, Repair or Overhaul.

Engines & transmission

(the latter for helicopters only)

**could account for
up to 80% of the
total aircraft
value.**



Since airframe and engines life cycles are not necessarily the same, the engines may be disassembled for parts, leased out, or scrapped for their metal value depending on their own life cycle and the level of components demand and maintenance status.

The value of dismantled components from helicopters such as the AW109 and AW139 is not decreasing because so far just few have been dismantled for parts while there is a very high global flying fleet.

THE ULTIMATE SOLUTION IS THE HORIX TRUST DISMANTLING PROGRAM, EASY, TRUSTED PROCESS.



The Horix Trust Dismantling Program is an agreement where an aircraft owner (the consignor) delivers an aircraft, or just the components, to Horix Aerospace (the consignee) who manage the asset and re-markets the dismantled parts for sale. The consignee will charge a commission on the revenue generated from the sale of the parts with the remaining revenue (after deduction of costs) being for the account of the consignor. Properly managed, this can lead to a win-win situation for both consignor and consignee in relation to otherwise uneconomic assets.

The Trust Consignment Program Agreement guarantees the consignor the full availability of the components and that they are properly stored and preserved.

THE 10 BENEFITS



Trusted Swiss Company



Agreement with Transparent Rules and guaranteed by the strong Swiss Law



No needs to developing skills and experience outside of your core business activities



Parts are placed for sale on all aviation online Marketplaces



Experienced Dedicated Sales Team replying to RFQs in real time thanks to the ultimate aviation ERP



Monthly Consignment Reports with prompt payments at the end of each month



Certified Warehouse for the storage of Aeronautical Material



Access to your parts at any time and Right to conduct Audits



On-Time delivery, No Excuses



Guaranteed Risk-free

SOLUTIONS AND OPPORTUNITIES

EXPERTISE

We carry out an expertise with your CAMO in order to estimate the value of the components and to compare it with the current aircraft sales price.

Based on the result of our expertise we are able to offer you the best solutions which are usually the following:

1

Dismantling of engines and high value components only (for airplanes engines and APU, for helicopters engines, transmission and blades)

2

Dismantling only high value components and selling the rest to another entity in bulk, we can often buy all the remaining parts ourselves.

3

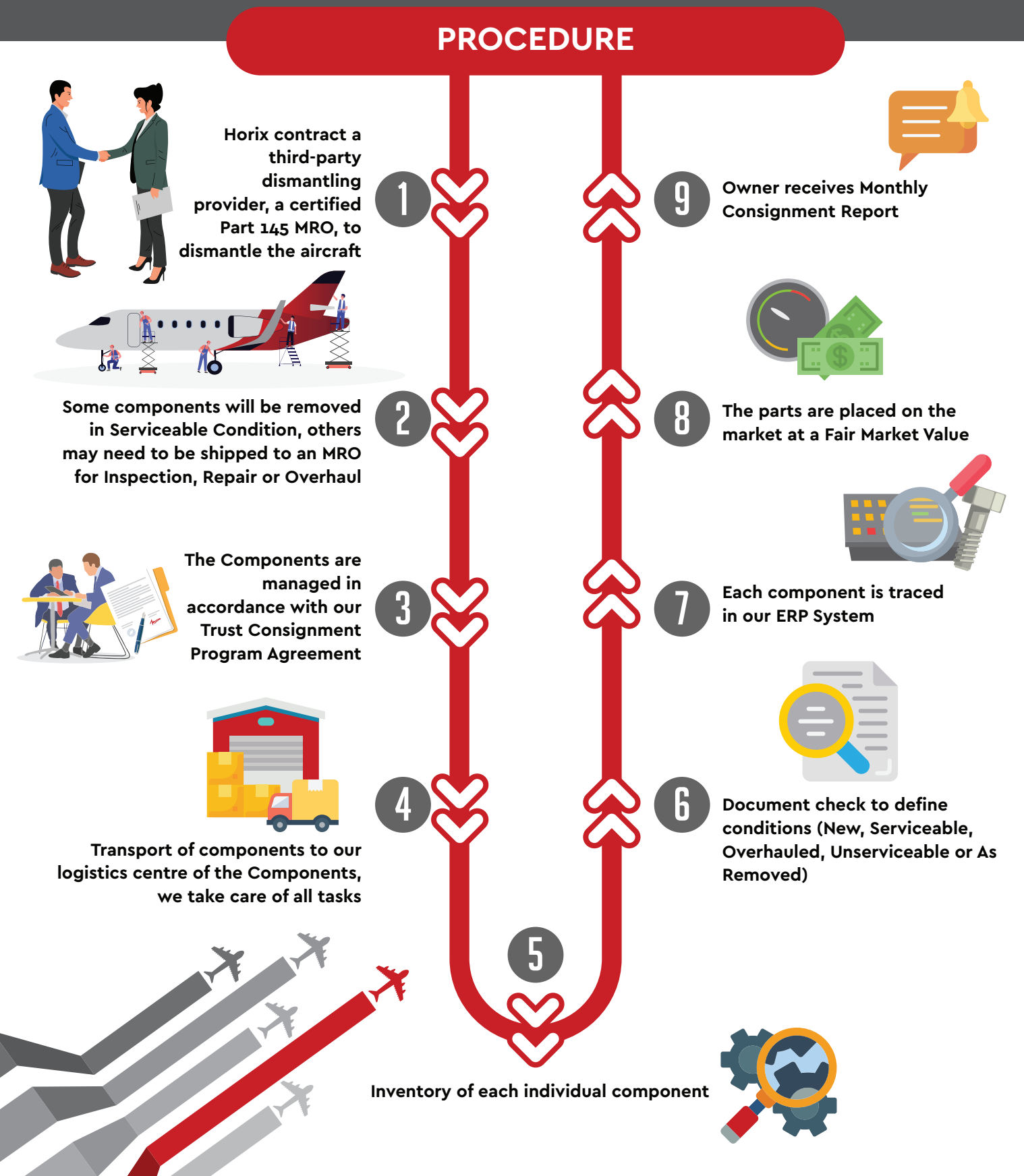
Dismantling all the existing parts, normally everything that has a P/N, is the most expensive work in terms of manpower and cost for the paperwork but in the long term the most profitable.



Based on the solution you choose we take care of the dismantling process of your aircraft, each part gets certified by an EASA Part 145 MRO, traced by our ERP system with full Back to Birth Traceability Records and placed on the market at a Fair Market Value.

Spare parts are stored and managed according to the Horix Aerospace AS9120B quality management system.

Your components are managed by us in accordance with the Trust Consignment Program signed with us. The Trust Consignment Program guarantees you the full availability of your components and that they are properly stored and preserved.



ABOUT HORIX AEROSPACE

Horix Aerospace Ltd is a horizontally integrated aerospace company, strongly focused in Spare Parts Management solutions for the Business Aircraft Market. Horix has developed both the Trust Consignment Program and the Trust Dismantling Program to offer clients a unique opportunity becoming the Swiss Trusted Solution for aerospace components management. With over \$30M in assets under management, Horix Aerospace has become a disruptive force in the Aerospace Industry with both its Trust Dismantling Program and unique Business Model.

STRONGLY CAPITALIZED AND MANAGED BY A TEAM OF INDUSTRY VETERANS, HORIX AEROSPACE IS PROUD TO BE A SWISS OWNED AND OPERATED COMPANY.

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