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Satair Group is a wholly-owned Airbus subsidiary

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Cathay Pacific Airways signs up for Satair Group's IMS solution for its a350xwb fleet

Working in conjunction with the recently announced long-term agreement

with Airbus to provide Flight Hour Services (FHS), Satair Group will operate the IMS, which was signed through the Airbus Flight Hour Services Limited, to provide an expendable material management solution.

Under the IMS banner, Satair Group now provides a fully integrated end-to-end supply chain package for Cathay Pacific's expendable material. This includes planning, sourcing, purchasing, logistics and inventory management – approximately 15,000 part numbers in total. Satair Group has already started service with the supply of expendable material for Cathay Pacific's flight simulators, initial stocking of outstations and Cathay's central stock in Hong Kong to support the delivery of the first aircraft at the end of May.

IMS was introduced by Satair Group as a strategic initiative to respond to customers' growing requirements for a fully integrated expendable inventory. This enables customers to focus on their core activities of operating and/or maintaining the aircraft. IMS is a flexible and fully-customizable solution that is developed in close collaboration with the customer to develop a true partnership. Satair Group is taking a vested interest in supporting the dispatch reliability of the aircraft rather than the traditional customer-supplier relationship.

Paul Lochab, Chief Commercial Officer of Satair Group stated, "IMS is an innovative product that plays to the needs of today's Airlines/Operators. Over the years Airbus and Satair Group have provided a wealth of experience in planning, procurement, distribution, quality & engineering, and continuously add experienced airline personnel to our Satair Group team. This ensures an overall understanding of the airlines' operational requirements and deliverables. The IMS, Satair Group has ramped this up on a big scale to include all types of expendable parts providing a cost-effective material management service to airlines."

Paul went on to say, "Airlines want to focus on their core business of flying people and outsource their non-core activities such as materials management to ensure total availability where and when they need it. Cathay Pacific has entrusted this to Satair Group in a long-term partnership and we look forward to justifying that trust in us over many years to come."

Airbus Material & Supply Chain Services and Satair are part of Satair Group, a 100% stand-alone company and Airbus subsidiary with \$1.3 billion revenue, more than 1,000 employees worldwide and a vision to become the global market leader in the civil aircraft parts management business in 2017.

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