

# Satair and Airbus to intensify cooperation

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**Satair and two partners have signed an agreement to intensify cooperation with Airbus, one of Satair's long-standing business partners. The agreement confirms Satair's strong position in relation to Airbus – one of the world's two largest manufacturers of aircraft for civil aviation – an area where Satair is among the major suppliers of production parts.**

Through a strategic alliance with Airbus, and in a joint venture with Interturbine Logistics in Germany and Avio-Diepen in the Netherlands, Satair has signed an agreement for the provision of services to Airbus customers in the form of spares for aircraft maintenance. The three partners have set up Hamburg-based Blue Sky Alliance for the sole purpose of offering Airbus operators a One-Stop-Shop concept.

Blue Sky Alliance is a new service offering to Airbus operators, and its purpose is to make it easier and less cost-intensive for them to acquire spare parts and other parts for aircraft maintenance. Through Blue Sky Alliance, Airbus operators will gain easy access to a considerable number of products from many different suppliers.

*"Signing this agreement with Airbus is a big pat on the shoulder for Satair and our two partners. Satair considers Airbus to be a very important customer and business partner, and we are proud of this display of trust on the part of Airbus. Blue Sky Alliance will be able to offer customers a more cost-efficient solution thanks to a joint IT platform that facilitates the complex supply process for our customers", explains John Staer, CEO of Satair.*

Airbus is the biggest customer of Satair's OEM Division, which is a supplier of services to manufacturers of aircraft and helicopters. This is reflected in the widespread cooperation between Satair and Airbus on supplies of parts for new aircraft as well as in the provision by Satair of spares from a large group of suppliers to a large number of Airbus customers through the successful IPP concept (Integrated Purchasing Program).

Blue Sky Alliance is a concept that will mature and be further developed on an ongoing basis, and it is still too early to make any predictions as regards the size of the potential offered by the new concept. Satair has had very positive experiences with the development of similar programs from the IPP concept and from its cooperation with other manufacturers in relation to customer-friendly programs. It is an important element in Satair's corporate strategy to contribute to the development and marketing of new, innovative solutions that help increase the efficiency of the value chain within aviation.

## On Satair

Satair is among the world's leading suppliers of spares for aircraft maintenance and of hardware (bolts, rivets, etc.) for the manufacture of aircraft.

The Group is headquartered in Copenhagen, Denmark, and has subsidiaries in the UK, France, USA, Singapore and China. The Group has just over 500 employees of whom some 150 work in Copenhagen, and it generates an annual revenue upwards of USD 400 million.

