



We make your legacy product lines profitable until the very last buy

Our proposition is all about improving the short and long term results of the OEM

Fokker Services is focused to assure availability, reliability and profitability of the OEM's legacy product lines

Innovative technologies

Anthony Fokker grew to become a world famous manufacturer of innovative military and commercial aircraft from the early years of aviation.

When Fokker ceased production of aircraft in 1996, Fokker Services was founded and took over the Type Certificate holder rights and full support responsibility for the Fokker aircraft, including the Fokker F27, Fokker F28, Fokker 50, Fokker 100 and Fokker 70. Thanks to our core activities we have been able to extend the life of the Fokker aircraft assuring competitive operation for the operators.

Today Fokker, a GKN Aerospace division, is a highly specialized company in aircraft parts. With thousands of specialists located worldwide, we work on the first drawing of the aircraft and we support operators to the last flying hour.

We support your out of production systems

There's a huge gap between end-of-production and end-of-life of an aircraft. When the production of a specific aircraft is ended, the system OEMs are faced with several challenges including decreased volume, obsolescence, capacity constraints and competition from non-OEM alternatives. The key activities needed are the core business of Fokker and over many years we have gained our competitive advantage in:

- > Spare Parts Supply
- > Components Repair
- > Asset Management
- > Modifications

We have developed the right mix of recourses and we have proved to be able to invest in capabilities, stock and lifetime extension strategies. We currently support Airbus, ATR, Boeing, Bombardier and others legacy product-lines in the after-market, while we co-operate with leading OEMs to offer affordable and reliable availability solutions to operators and MROs.

Value chain

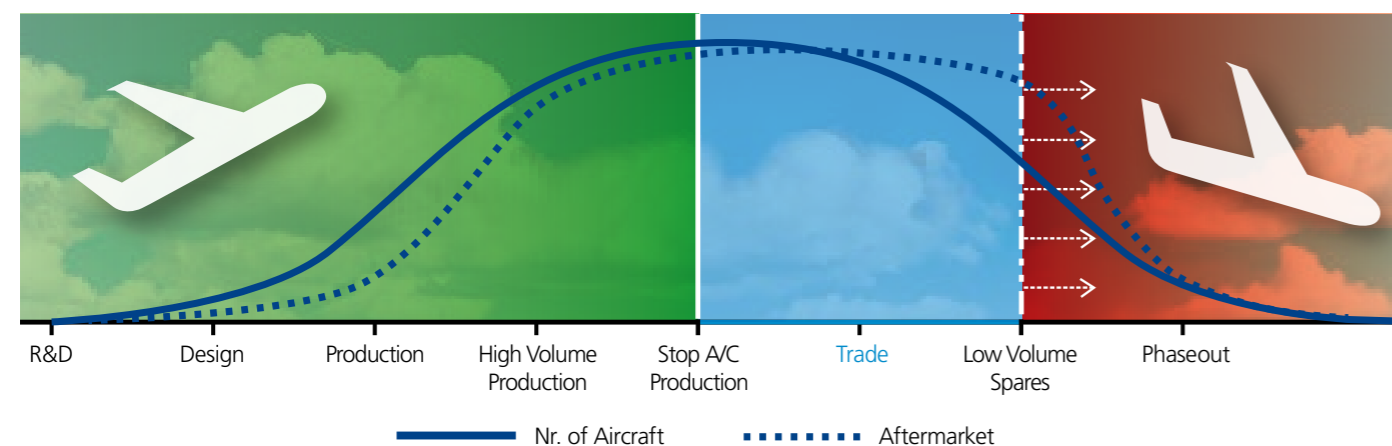
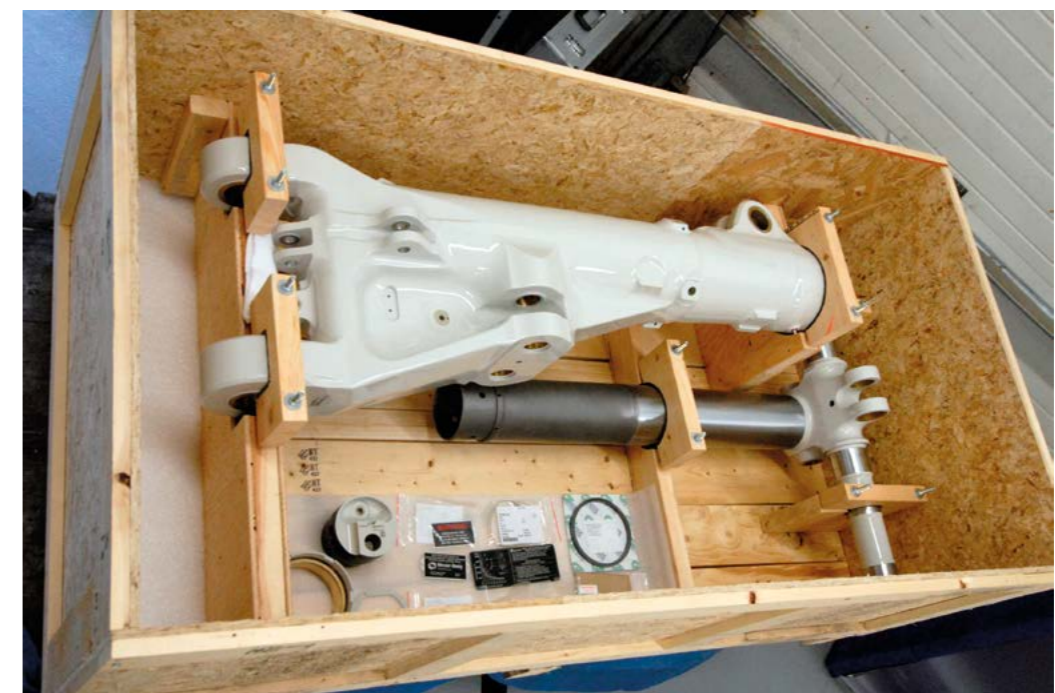
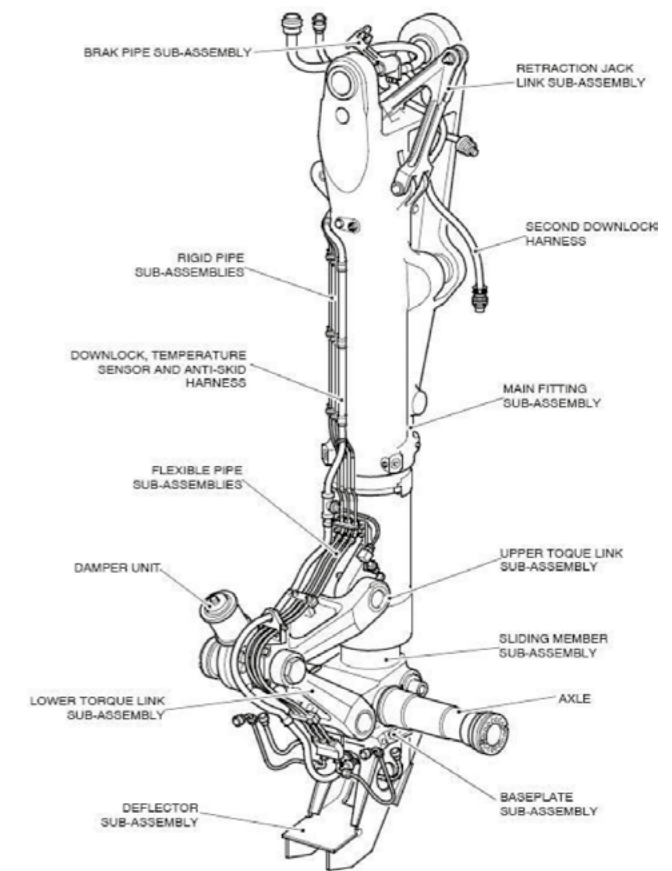
Our value chain has been built to support your legacy platform

- > Forecasting
- > Vendors Management
- > Obsolescence Management
- > Maintenance
- > Reliability Improvement
- > Warehousing
- > Engineering
- > MRO
- > Compliance
- > Sales & Services

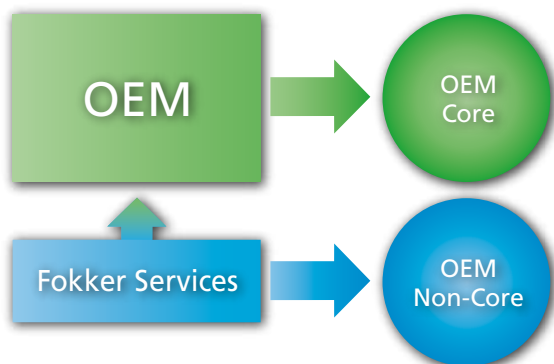
Increase your profitability

Outsourcing non-core platforms and activities to Fokker Services will allow you to improve the value chain eliminating non-value activities. This means reducing the cost structure and re-focusing resources on core platforms and innovation. Thanks to our experience and focus on legacy platforms for many years, we are able to win volume back from non-OEM approved solutions and therefore to increase your profitability.

Through our programs we have been able to increase customer satisfaction, while improving operating and financial results of the OEMs.



Reduce your cost structure while sustaining your revenue stream



Licensing Fokker Services for the legacy products means to re-establish priority and dedicated customer support. We understand the needs of operators and other end-users of legacy aircraft and we know that continued competitive operation is the most important objective for legacy platforms.

Summary

Co-create the right support program for your legacy will generate strong benefits including:

- › Optimize the OEM value chain in order to:
 - reduce the OEM cost structure
 - allow the OEM to re-focus on core products and innovation
- › Optimize the revenue stream by providing:
 - a focused channel to market
 - re-gain share of volume from substitutes
 - additional revenue via license fee
 - initial cash-in for tools and equipment
- › Reduce OEMs' risk associated with declining markets
- › Assure Operators satisfaction

Fokker Services has extensive experience and capabilities to ensure:

- › Maintained or improved quality and service to the end-users
- › Obsolescence management, more than just repair or supply of parts
- › Different business models and solutions tailored to the product line and the market
- › A sizeable partner you can trust and rely upon with a proven track record
- › A dedicated experienced organization that understands the OEM challenges



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