



9, avenue Lucien Servanty
31700 Blagnac – France

Aircraft Delivery Support Services Fact Sheet

“Value for Money Outsourcing Service”

Service Overview

254 aircraft delivered at end February 2010

With unmatched experience and expertise, Reliance Aerospace Solutions offers to assist its Customers in the delivery of new aircraft from Final Assembly Line to Aircraft Delivery.

In depth and firsthand knowledge of the Airbus and ATR Delivery Process provides a great advantage to our Customers in ensuring the process runs effectively in delivering the Quality of Aircraft expected by our Customers.

The Standard Service includes:-

- **Key FAL Build Stage Inspections**
- **Weekly Inspection Reports**
- **BFE acceptance**
- **Final Cabin Inspections**
- **AC Delivery Documentation**
- **AC Ground Checks**
- **Cabin Systems Testing during Customer Acceptance Flights**
- **Commitment Letter Preparation**
- **Engine incoming inspection**



We have been using Reliance Aerospace Solutions since 2006 to perform the factory inspections of our new Airbus A320 aircraft. So far Reliance has assisted us in the delivery of 22 aircraft. We have always found the service to be of very good quality thanks to staff who are professional and understand very well the Airbus system. This experience has proved invaluable during the delivery acceptance process which they understand very well. We are kept constantly advised of events and it is like having 'Aegean eyes and ears' on site.

Vassilis Tzirivilas
Manager Technical Services
Aegean Airlines S.A.

How we serve our Customers...

Experience

- *Reliance offers an unmatched experience due to the number of aircraft we inspect every month. No airline takes delivery of as many aircraft in the same period.*
- *By end 2009 performed 250 aircraft deliveries.*
- *Served 20 customers.*

Quality

- *Our experts lever quality through combined Manufacturing, Airline, Technical and Commercial expertise.*



Reliance Aerospace Solutions has been supporting us in the factory inspections of our new Airbus A340-600, A330-200, A330 Freighter as well as A320s. The team as a whole has an excellent understanding of the Airbus system and each member is specialised in a different field giving us a wide range of experience to call on. The Reliance staff has a good understanding of Etihad's stringent needs and are pro-active in their approach to problem solving. They communicate well between themselves and Etihad and are considered as an integral part of the Etihad team and are appreciated for that.

David Hamilton
Head of Aircraft Delivery
Etihad Airways



2009 Performance

- delivered 50 aircraft.
- delivered 9% of the total A320 production.
- 17% of the total A330/A340 production
- performed on average 1 aircraft delivery per week in 2009.

Value

- Reliance's service offers true outsourcing value from a cost effectiveness and experience standpoint.

Complimentary Services Available

- First Article Inspections (FAIs) at key Airbus Supplier Sites
- Incoming Inspections at Airbus FAL Reception Warehouse
- Working party monitoring post Aircraft Transfer of Title
- BFE follow up at Supplier

Type of Aircraft

- **Regional**
 - ➔ ATR72-500
- **Single Aisle**
 - ➔ A319, A320, A321, A319CJ
- **Wide Body Freighter**
 - ➔ A300-600F, A330-200F
- **Long Range**
 - ➔ A330-200, A330-300, A340-300, A340-600

Our Customers...

- **Airlines:** Aegean Airlines, Aer Arann, Aer Lingus, Air Asia, Air Asia X, Air Deccan, Air Mauritius, Air One, CSA Czech Airlines, Cyprus Airways, Etihad Airways, FedEx, Hellas Jet, Olympic Airways, TACA.
- **Lessors:** Amentum Capital Ltd., Boullioun, SALE, Lease Corporation International, Aircastle
- **Private:** Deccan Chronicle

Aer Lingus 

"Aer Lingus has hired Reliance Aerospace Solutions as a service provider for new build aircraft inspections. The Reliance Team are results focused problem solvers, and will go beyond the call of duty to assist in any issues that we may encounter. Reliance provides a top class service for airline representation on the production line. Most importantly, they have a high level of integrity and professionalism."

Brian Walsh
Manager Fleet Planning
Aer Lingus

 **OLYMPIC**

In setting up the new Olympic Air (the new airline acquiring the logo/name of the Greek national carrier as part of the government privatisation process) we took delivery of both new aircraft as well as pre-owned aircraft from Lessors. Having previous positive experience with respect to services for delivery of new A320 from the Airbus production line we had no hesitation in selecting them once again. In addition we used Reliance to assist us in the audit of pre-owned aircraft in Abu Dhabi, UK, Austria and Germany. Reliance was very reactive to our needs and the personnel are professional, experienced and reliable with an ability to communicate salient points as well as take good decisions on behalf of their client.

Thanos Pascalis
Chief Operating Officer
Olympic Airways


AIR MAURITIUS

"Air Mauritius has contracted Reliance Aerospace Solutions in the new aircraft delivery of Airbus A330 and Airbus A340. We found Reliance to have a very good knowledge of the build process and their experience in addressing issues has been extremely useful. All Reliance staff have shown a good understanding of our needs and are very flexible and professional. The weekly reports sent allow us to keep up to date in real time of the issues and progress."

Jacques Gentil
EVP Technical Services
Air Mauritius





For further information please do not hesitate to contact us...

Tel: + 33 (0)5 34 36 80 80

Fax: +33 (0)5 34 36 80 89

Email: inquiry@relaer.aero