



# ARG COFFEE TALK – ROLLS-ROYCE

CorporateCare® Enhanced Coverage and Benefits

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- 02 CorporateCare® Enhanced
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# 01

## ROLLS-ROYCE BUSINESS AVIATION OVERVIEW



# Market Leading Products

## In Service AE 3007 | Tay | BR710 | BR725



<b>AE 3007</b> Cessna Citation X Cessna Citation X+ Embraer Legacy 600 Embraer Legacy 650	<b>Tay</b> Gulfstream IV Gulfstream IV-SP Gulfstream G300 Gulfstream G400 Gulfstream G350 Gulfstream G450	<b>BR710</b> Bombardier GX Bombardier Global 5000 Bombardier Global 6000 Gulfstream V Gulfstream G500 Gulfstream G550	<b>BR725</b> Gulfstream G650 Gulfstream G650ER
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© Gulfstream

## In Production Pearl 15



<b>Pearl 15</b> Bombardier Global 5500 Bombardier Global 6500
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© Bombardier

## In Production & Certified Pearl 700



<b>Pearl 700</b> Gulfstream G700 Gulfstream G800	EIS 2025
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© Gulfstream

## In Development Pearl 10X



<b>Pearl 10X</b> Dassault Falcon 10X	EIS 2027
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© Dassault





# Business Aviation

## Overview



**37M +**  
Engines flying hours



**8,700+**  
Engines



**3,000+**  
Customers



**72+%**  
CorporateCare®  
Market Share

## Our Vision

Evolving to meet our  
customers' requirements

To be recognised as the  
**NUMBER 1**  
**Customer & Services**  
Organisation

Efficiently delivering an  
**EXCELLENT**  
**Customer Experience**  
to our global customer  
network

02

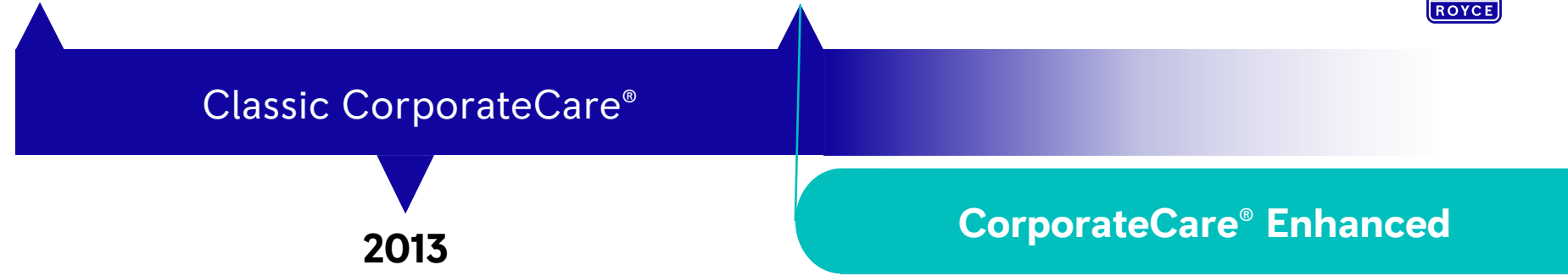
# CORPORATECARE® ENHANCED

# THE JOURNEY TO CORPORATECARE® ENHANCED

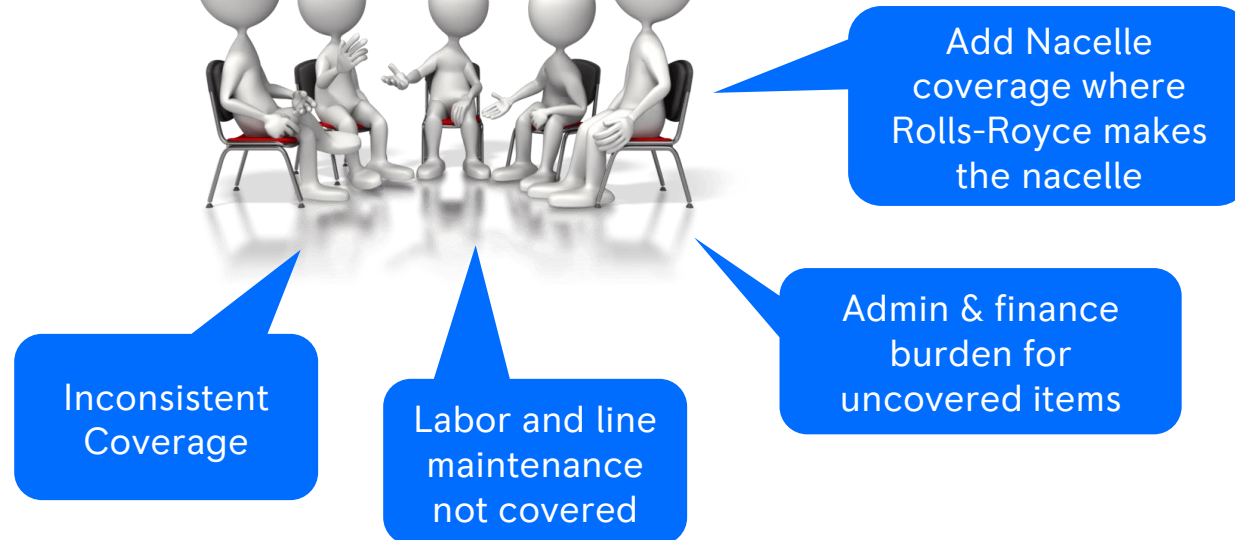
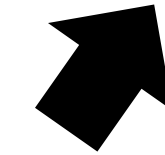
Comprehensive and Innovative Care based on Customer Feedback

First  
CorporateCare®  
Contract  
**2003**

Introduction of  
CorporateCare®  
Enhanced  
**2019**

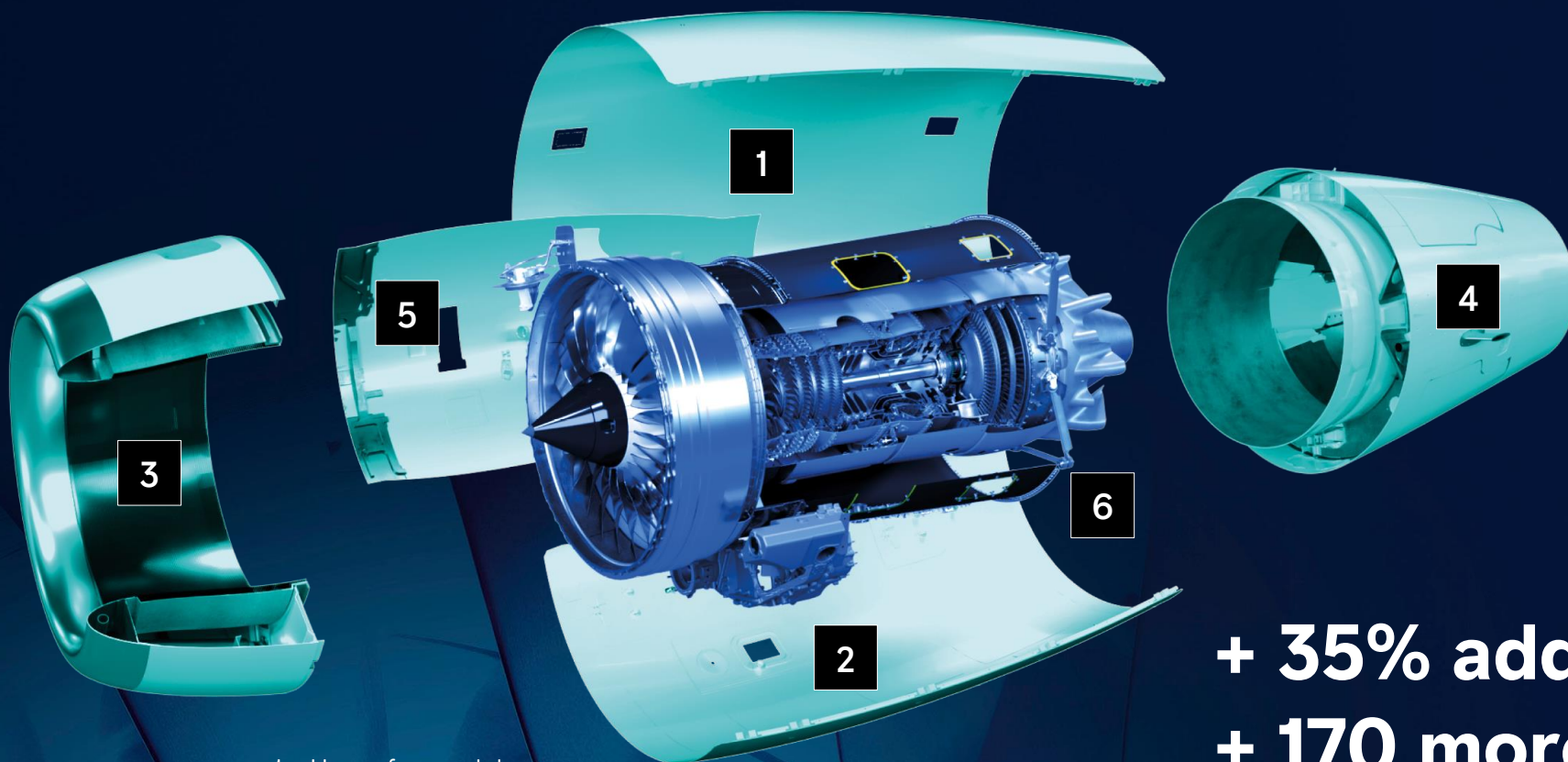


**2013**  
Introduction of  
Corporate Customer  
Council (C3)





# Now Covering the entire Powerplant



1. Upper fan cowl door
2. Lower fan cowl door
3. Inlet cowl
4. Thrust reverser unit
5. Apron
6. EBU spares

**Classic  
CorporateCare®**

**Added Enhanced  
Coverage**

**+ 35% additional value  
+ 170 more parts covered  
than Classic CorporateCare®**

**BR-Series & Pearl Engine Families**

# FULL NACELLE COVERAGE

BR & PEARL FAMILY



**Nacelle Corrosion**



**Normal Wear & Tear on Nacelle**



**Nacelle Emergency Lease Asset**



**Nacelle Shipping (Repairs)**



**Proactive Nacelle Maintenance**  
(Nacelle Management Plan)



**Standard Nacelle A&C**  
**Check Tasks**



**Recommended Nacelle Service**  
**Bulletins (Labor / Parts)**

Classic  
CorporateCare®



CorporateCare®  
Enhanced



# ADDITIONAL SERVICES

ALL PROGRAMS



**AOG repair team travel**



**Unlimited troubleshooting labor  
(as directed by Rolls-Royce)**



**Line Replacement Parts  
Maintenance Labor**



**Recommended on-wing service  
bulletins labor**



**A&C Check Standard Tasks  
(Labor and Parts)**



**FOD Gap Coverage**



**Pearl 700 FOD Fan Blisk  
Coverage**

Classic  
CorporateCare<sup>®</sup>



CorporateCare<sup>®</sup>  
Enhanced





# VALUE IT. PROTECT IT. CORPORATECARE® ENHANCED.

## Industry Leading Availability

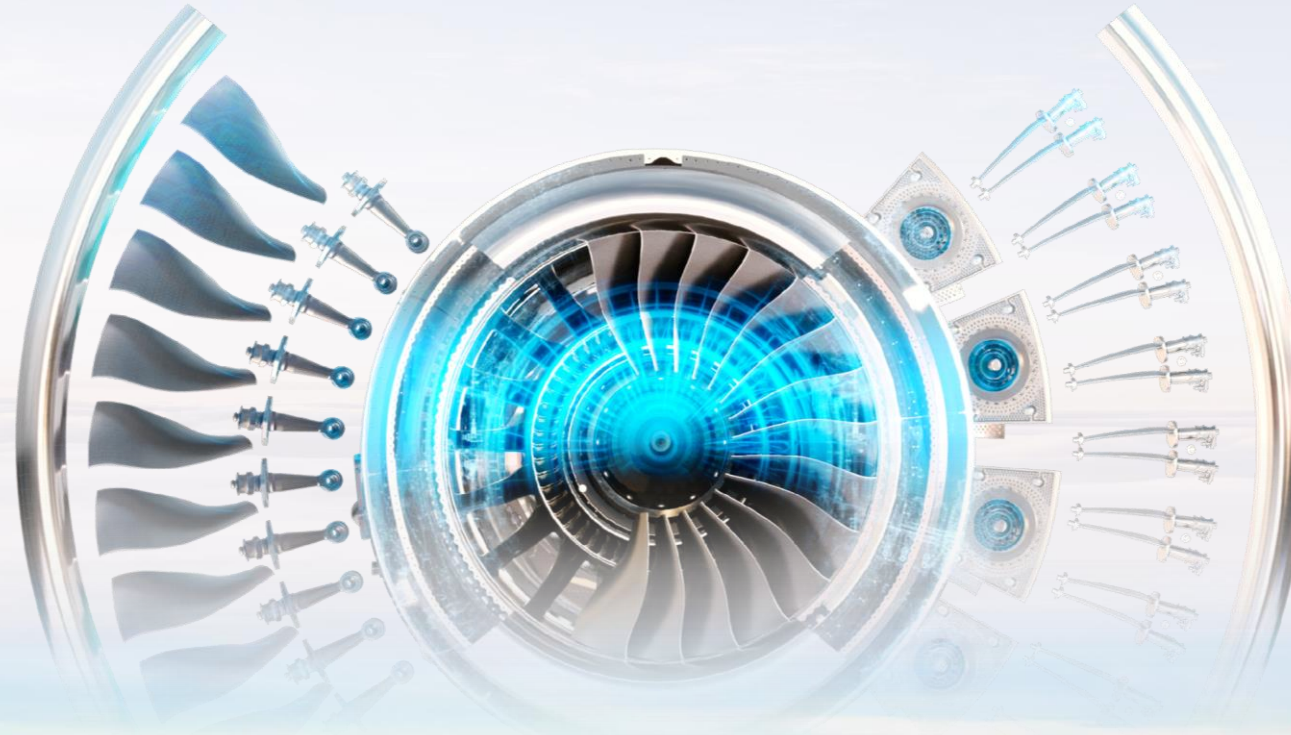
Parts, lease engines and nacelle assets, Tech Pubs and EHM.

### PLUS

Costs to resolve AOG events covered, incl. mobile repair and logistical support and access to RR Indy hangar.

## Increases Aircraft Asset Value

Less days on market and standardized appraisals.



## Budget Predictability

Eliminate unexpected maintenance bills.

## Proactive Maintenance

Nacelle Management Plan activated upon enrollment.

## Transferable

Value transfers from seller to buyer with no transfer fee.

## CORPORATECARE® ENHANCED BENEFITS



# ENROLLMENT REQUIREMENTS



## NEW AIRCRAFT DELIVERY

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CorporateCare®  
Enhanced Only

## AIRCRAFT TRANSFER

Used aircraft currently on  
CorporateCare®

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**BR710 & BR725**  
Optional

**Pearl, AE 3007 &  
TAY611-8/8C**  
CorporateCare®  
Enhanced Only

## TIME & MATERIAL (T&M)

Used aircraft currently **NOT**  
on CorporateCare®

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CorporateCare®  
Enhanced Only

## CONTRACT RENEWAL

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**BR710 & BR725**  
Optional

**AE 3007 & TAY611-  
8/8C**  
CorporateCare®  
Enhanced Only

# 03

## WORLD CLASS SERVICE NETWORK



# Rolls-Royce Business Aviation - Services Network -

**24/7  
Aircraft  
Availability  
Center**



Parts Availability

**10 CorporateCare Stores**

On-Wing Services

**78 Technicians**

Authorized Service Center

**85+ ASC's**

Business & Capability

Sales & Marketing

Customer Support

Powerplant Availability

Commercial

Digital

**25 Customer Managers**

RRC MRO RRD

**250 Lease Assets**





 **Regional Customer Manager**

 **On-Wing Care Mechanics**

 **Operational Service Desk**

 **Spare Parts Team**

 **Barge Operator**



 **Logistics & Shipping Team**



 **Local Tech Rep**

## AOG Event in Kona, Hawaii

We'll go the extra mile to ensure CorporateCare® Enhanced customers are supported, regardless of logistical challenges or cost





# Recognized as Number 1 for Customer Experience



**Averted Missed Trips:**

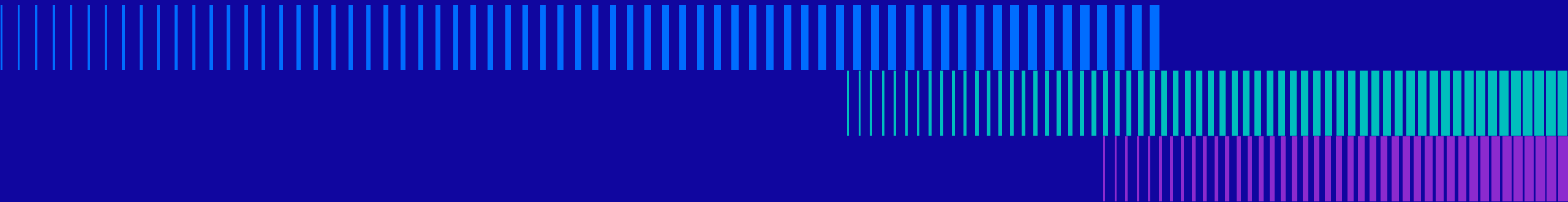
**99.1%**

**AOG Resolution:**

**23.9 hours**

# 04

## VALUE OF CORPORATECARE® ENHANCED

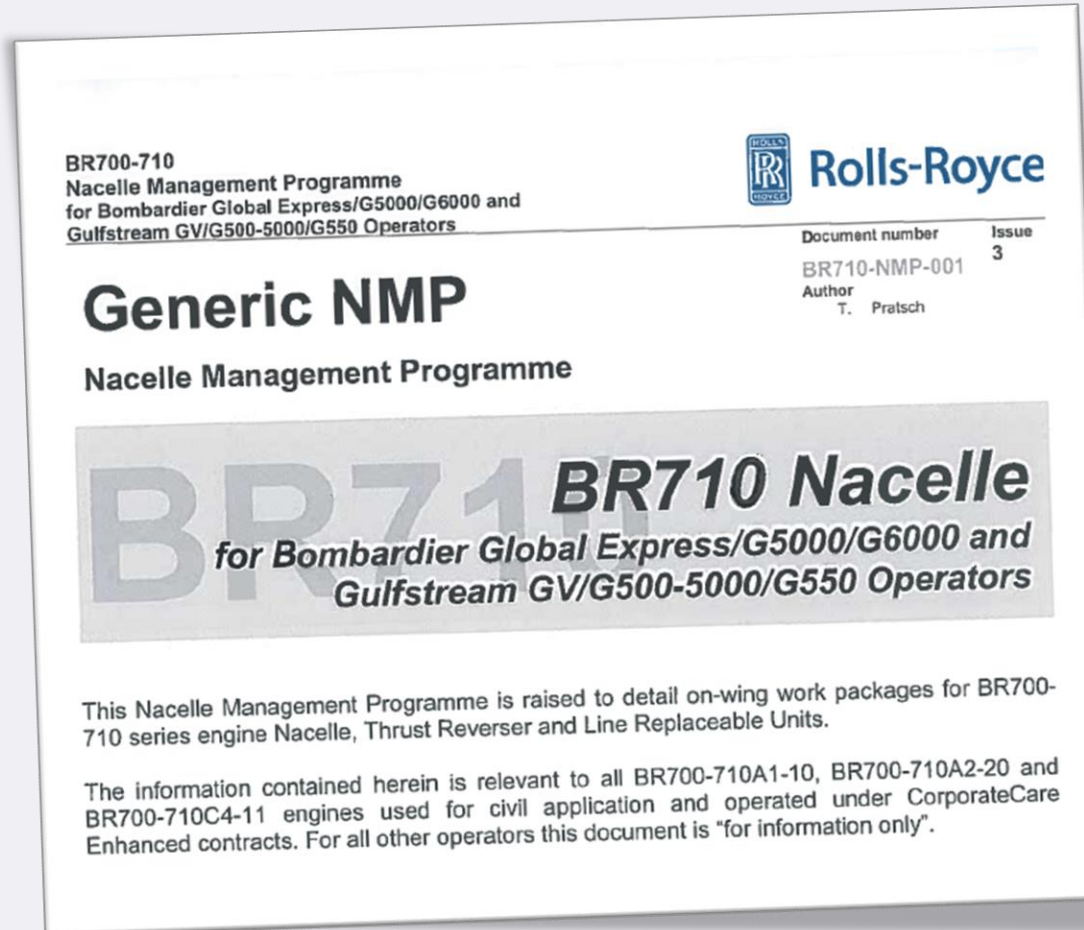




## Nacelle Management Programme (NMP)

Exclusively available  
for CorporateCare®  
Enhanced customers

Up to  
**\$450k**  
benefit from  
implementation  
of NMP



**The two core chapters of the NMP describe:**

**Chapter 2.1:** Pro-active on-wing MRO work packages to be performed on nacelle, TRU and LRU components at scheduled aircraft checks with a major downtime (e.g. 8C check for Gulfstream and 120 months check for Bombardier aircraft)

**Chapter 2.2:** Pro-active SB and NMSB incorporation at next engine maintenance opportunity, if maintenance downtime allows incorporation





**\$260k+**

benefit from AOG  
travel costs and  
unlimited  
troubleshooting

## Leading Availability

On CorporateCare Enhanced, we'll cover the cost of travel related expenses for mechanics travelling to an Aircraft on Ground (AOG)\* as well as unlimited troubleshooting

\*Assumes a qualified event and that travel is agreed with Rolls-Royce representative





Potential Value of  
CorporateCare®  
Enhanced

Cost exposure if not  
enrolled on CorporateCare  
Enhanced

Thrust Reverser  
Corrosion Event  
Costs = **\$2.35m**

**\$1.4m**  
Cost of 2  
TR repairs

**\$887k**  
Cost of 2  
TR loaners

**\$71k**  
Cost of  
shipping

Up to  
**\$450k**  
benefit from  
implementation of  
Nacelle  
Management Plan

Up to  
**\$475k**  
cost exposure on  
Inlet Repair  
(including loaners  
& shipping)

**\$260k+**  
benefit from AOG  
travel costs,  
unlimited  
troubleshooting

=

**\$3.54m**  
And counting

# 05 QUESTIONS?

# CONTACT US



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