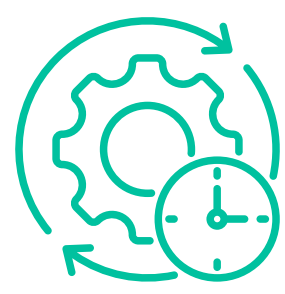


OEM decisions made on incomplete data cost more than you think

Cirium gives airframe, engine and interior OEMs the independent fleet and lifecycle intelligence to align production, time aftermarket moves and make decisions before the market moves.

The value of Cirium's data and analytics



Make better product and lifecycle decisions

OEM strategies built on assumptions rather than real-world fleet behaviour carry hidden risk. Understand how aircraft are actually used across regions and mission profiles, identify lifecycle inflection points earlier, and align engineering, product and commercial teams around what the data shows.



Accelerate aftermarket revenue and opportunity

Aftermarket opportunity doesn't knock; it signals. Detect utilization driven wear patterns and maintenance demand before competitors do. Anticipate part demand, identify retrofit opportunities and reach operators before the moment of highest need.



Strengthen commercial positioning

Give sales teams the intelligence to walk into any customer conversation with credibility. Fleet activity, utilization trends and market dynamics back every proposition. Commercial teams can target the right operators at the right moment and close faster.

Three reasons - why Cirium?

1

All aviation data in one place

Access the most comprehensive, cross-market view eliminating data gaps and blind spots. Gain the complete view of the global fleet, from macro trends down to individual aircraft historical utilization.

2

Earlier signals, smarter strategy

Spot developing opportunities across your customer base before they surface elsewhere. Usage patterns signal upcoming replacement needs; extended groundings point to maintenance or reliability challenges. Anticipate demand shifts, route network changes and lifecycle milestones well in advance.

3

Independent analytics to back every move

Every data set and derived analytics, from fleet utilization rates to value forecasts and aircraft emissions, is rigorously researched and audited and based on proprietary, robust methodologies. Make confident decisions with credible analysis and give investors and internal teams analysis they can rely on.

Decade-long partnerships with Airbus and Boeing

Partnering with the world's Top 4 aero engine manufacturers

Providing analytics to the Top 5 aircraft cabin interior companies globally



We needed a completely autonomous data set and the independence of Cirium's data was the attraction. At Rolls-Royce, we are keen to pioneer novel uses of data, and we are delighted this is an industry first.

Rolls-Royce



How OEMs use Cirium

	Airframe OEMs	Engine OEMs	Interior OEMs
Product strategy and engineering	Validate range, payload and fuel burn claims against actual operational data.	Track flight, hours and cycles and operating conditions to improve durability models and predict component wear.	Analyze utilization patterns to design cabin configurations that match actual seating demand and usage intensity, ensuring products perform in service.
Commercial and sales	Enter customer conversations armed with detailed fleet age profiles and replacement cycle intelligence targeting airlines before needs arise.	Use utilization trends to demonstrate total cost of ownership advantages and justify pricing value.	Use route and passenger traffic data to propose cabin solutions tailored to an airline's highest demand segments, shortening cycles and improving win rates.
Aftermarket and services	Use ground events intelligence and utilization analytics to anticipate heavy check demand and position modification programs proactively.	Detect utilization-driven wear patterns and better forecast shop visit timing, enabling smarter parts positioning and service contract pricing.	Identify high-cycle aircraft where cabin refurbishment or retrofit opportunities are emerging, reaching operators with upgrade solutions ahead of peak need.
Fleet and lifecycle planning	Monitor the global fleet age distribution and storage trends to optimize manufacturing output and anticipate demand surges.	Use delivery and retirement data to forecast installed base growth by variant, aligning aftermarket inventory and service expansion.	Track aircraft lease returns and operator transitions to target cabin refresh and reconfiguration projects as assets change hands to ensure capacity and resources keep pace with real market demand.



High-value analytics in one place

- **Global fleet intelligence** - Complete visibility into the global installed base, ownership, configuration and lifecycle management.
- **Utilization and flight data** - Understand how aircraft are flown to identify usage, demand signals and product inflection.
- **Ground events** - Identify extended downtime and maintenance signals to anticipate post-sales support demand.
- **Schedules and network trends** - Anticipate airline network shifts and capacity changes that drive alternative product demand.
- **Traffic and market dynamics** - Passenger demand and route performance to inform product placement strategy.
- **Independent values and lifecycle insights** - Unbiased aircraft values and retirement projections to support planning and pricing decisions.

Turn real-world aircraft behaviour into smarter OEM decisions

Speak with Cirium about how your teams can use independent fleet, utilization and passenger intelligence to time sales conversations, guide product strategy and plan lifecycle investment with confidence.

SEE THE DATA FOR YOURSELF

