Rolls-Royce signs TotalCare Flex agreements with AerCap and South African Airways

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Rolls-Royce has signed a Memorandum of Understanding for TotalCare Flex agreements with AerCap and South African Airways.

The agreements mark a new milestone for TotalCare Flex, designed for owners and operators of mature engines and are the first to be signed with a lessor/airline combination.

Rolls-Royce will support Trent 500 engines for three AerCap Airbus A340s operated by South African Airways.

The new service builds on the success of Rolls-Royce TotalCare, where the business models of the aircraft owner and Rolls-Royce are fully aligned to improve engine reliability, increase time on wing, and maximise the engine services contribution to customer business performance.

TotalCare Flex tailors that service specifically for customers seeking economical management of mature engines. Rolls-Royce has also renewed its focus on the needs of lessors with a revamped and dedicated team for this market.

Dominic Horwood, Rolls-Royce, Chief Customer Officer, Civil Large Engines, said: “We are proud to have a global leader in the lessor market such as AerCap and a respected airline such as South African Airways on board with us for TotalCare Flex. The new service is part of our continued commitment to lead the way in services innovation.”

Marty Olson, AerCap, Head of OEM, said: “We look forward to working with Rolls-Royce on TotalCare Flex to meet the needs of our mature Trent engines.”

South African Airways Chief Financial Officer, Wolf Meyer, said: “We enjoy a good relationship with Rolls-Royce and this innovative and flexible structure will reduce our operating costs which has allowed us to commit to continued operation of our A340 aircraft.”

About Rolls-Royce Holdings plc

1. TotalCare® is a registered trademark, Life®, Term® and Flex® are registered in the European community. Trent® is a registered trademark'
2. Rolls-Royce's vision is to create better power for a changing world via two main business divisions, Aerospace and Land & Sea. These business divisions address markets with two strong technology platforms, gas turbines and reciprocating engines. Aerospace comprises Civil Aerospace and Defence Aerospace. Land & Sea comprises Marine, Nuclear and Power Systems.
3. Rolls-Royce has customers in more than 120 countries, comprising more than 380 airlines and leasing customers, 160 armed forces, 4,000 marine customers including 70 navies, and more than 5,000 power and nuclear customers.
4. Our business is focused on the 4Cs:
    - Customer – placing the customer at the heart of our business
    - Concentration – deciding where to grow and where not to
    - Cost – continually looking to increase efficiency
    - Cash – improving financial performance.
5. Annual underlying revenue was £14.6 billion in 2014, around half of which came from the provision of aftermarket services. The firm and announced order book stood at £76.5 billion at 30 June 2015.
6. In 2014, Rolls-Royce invested £1.2 billion on research and development. We also support a global network of 31 University Technology Centres, which positionRolls-Royce engineers at the forefront of scientific research.
7. Rolls-Royce employs over 54,000 people in more than 50 countries. Over 15,500 of these are engineers.
8. The Group has a strong commitment to apprentice and graduate recruitment and to further developing employee skills. In 2014 we employed 354 graduates and 357 apprentices through our worldwide training programmes. Globally we have over 1,000 Rolls-Royce STEM ambassadors who are actively involved in education programmes and activities; we have set ourselves a target to reach 6 million people through our STEM outreach activities by 2020.

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