

MODSTORE

The Aircraft Modifications
Trading Place



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Agenda

- 16:00** **Welcome**
- 16:30** **Introduction to ModStore**
- 16:50** **'ModStories'**
- 17:10** **Deep dive into ModStore.aero**
- 17:30** **Q&A**
- 17:45** **Networking with Tapas and Drinks**



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ModStore Team



Mr. Martin Knegt

Manager ModStore

+31 (0) 6 51 72 90 31

martin.knegt@fokkerservices.com



Mr. Manfred Hoogenboom

Marketing & e-Business Development

31 (0) 6 10 94 26 21

manfred.hoogenboom@fokkerservices.com



Mr. Noud Schoffelmeer

Sales Manager

+31 (0) 6 16 94 06 96

noud.schoffelmeer@fokkerservices.com



Mrs. Pauline van Niekerken

Global Event Manager

+31 (0) 6 53 75 74 02

pauline.vanniekerken@fokkerservices.com



Mr. Menzo van der Beek

CEO Fokker Services Group

+31 (0) 88 62 80 120

menzo.vanderbeek@fokkerservices.com

Online Marketplace for Aircraft Modifications

- **Founded in 2014 by Fokker Services Group to establish a dedicated independent modifications ecosystem**
- **For buyers and sellers of aircraft modifications**
- **Scope: Passenger, Cargo, Business Aircraft & Helicopters**
- **Sell your products / services to new customers**



Key Features

- **Aircraft Modification Central Hub**
 - A central, online marketplace to quickly search for specific aircraft modifications, such as upgrades to avionics, interiors, structures, or engines
 - **Accessibility and efficiency**
 - All available modifications from different sellers on a single platform
 - Quickly compare and find the right solution for you
 - Easier and more efficient purchasing processes
 - **Wide range of STCs**
 - The platform helps to quickly find the right Supplemental Type Certificates
 - **Transparency and connectivity**
 - Transparent overview of what's available
 - Contact providers directly
 - **Support for Niche Solutions:**
 - Access to specialized and niche modifications
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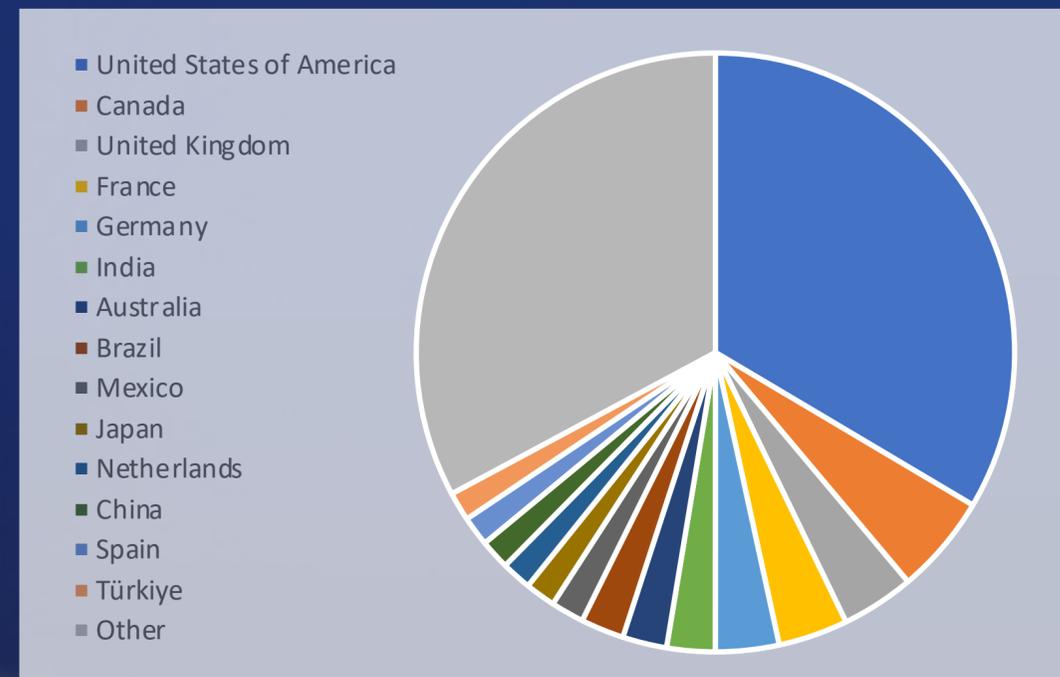
Facts and figures

- **Hosts over 37,000 aircraft modifications**
 - 3,200 modifications of 27 seller members
 - 50k views annually
- **ModStore Newsletter**
 - 4,000+ subscribers monthly publication
- **Products**
 - Supplemental Type Certificates (STCs), minor changes, engineering services, and other modification options for various aircraft models, from Airbus to Boeing, Bombardier, Gulfstream, and more

- **Sectors**

- Airline operators, cargo, ambulance, and general aviation, enabling efficient trading of modifications across the globe

- **Global views**



ModStore Newsletter

- **Monthly publication**

- Website
- E-mail

- **Topics**

- Aircraft modifications
- ModStore events
- News by members
- Introduction of new members
- EASA/FAA rulemaking
- Industry news



MODSTORE

Aircraft Modifications Marketplace

Dear ModStore Member,

It is our pleasure to share our latest ModStore Newsletter for the month of September 2024, where you will find announcements recently published by our Seller Members and other interesting news. We hope you enjoy this edition and wish you a great day.

Kind regards,
Your ModStore Team

LOGIC AIR
DRIVING SOLUTIONS

ModStore welcomes new seller member

Logic Air: Leading the Way in Avionics MRO Solutions

Blainville, Quebec – Logic Air (Corporation Logic Air Inc.), a premier Canadian avionics MRO and a member of the Aviatrix Group Inc, has been delivering innovative solutions globally for over three decades. Logic Air's commitment to engineering excellence, fabrication, turnkey installations, and component repairs underscores their dedication to ensuring exceptional performance and driving customers' success.

Among recent advancements, Logic Air has engineered complex GPS navigation systems, notably incorporating seamless SBAS/LPV and the second Flight Management Computer (FMC) introduction for Boeing 737 aircraft. Logic Air STC integrates CMC's renowned GPS/SBAS Landing System Sensor Units with Gables Engineering's VHF NAV Control Panels, enhancing the operational capabilities of aircraft systems such as FMS, EFIS, and DFCS. This integration provides significant safety benefits through Localizer Performance with Vertical Guidance (LPV), enabling fully coupled precision landing capabilities.

Furthermore, Logic Air's STC introduces a second Flight Management Computer (FMC) to aircraft that lack FMC provisions, ensuring complete integration with all aircraft systems, including coupling with the Flight Director (F/D) and Autopilot (A/P) for LNAV/VNAV operations.

At Logic Air, we remain steadfast in our commitment to innovation and excellence in the aviation industry, continually striving to enhance the safety and efficiency of flight operations worldwide.

[VIEW MODIFICATIONS](#)

Join our ModStore Networking Event
on a rooftop bar with cocktails and tapas,
just before MRO Europe takes off

Tuesday October 22, 16:00 - 20:00
Hotel SB Plaza Europa 4* - Barcelona

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is Networking Event at MRO Europe 2024!

- 20:00 hours
Europa 4*, Barcelona
Hospitalet de Llobregat, Spain

clusively organized for professionals with a focus on aircraft
22 October 2024 in Barcelona, Spain. Enjoy this inspiring opportunity to
get together, discover the power of retrofit and learn how Modstore can expand your market exposure. All this
in a Spanish ambience with local tapas and drinks.
We look forward to welcoming you and having an unforgettable evening together!

Register today by sending an email to Pauline at pauline.vanniekerken@fokkerservices.com

Kind regards,
Your ModStore Team

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Values for buyer

- Free access
- For airlines, aircraft operators, MROs, etc.
- Easy and efficient way to find and purchase aircraft modifications
- Direct contact to suppliers, no intermediary
- Benchmarking



Values for buyer



Values for seller

- **Showcase your products globally**
- **Strengthen customer relationships**
- **Insights into the aircraft modification market**
- **Participate in a global ecosystem**
- **Customized membership**



Values for seller



Seller membership

- Showcase modifications, designs and minor changes
- 24/7 access to your modifications
- Online training on how to use and promote
- Your logo on homepage links to your modifications
- Communication is direct and confidential
- No commissions or role by ModStore

	BRONZE	SILVER	GOLD POPULAR	PLATINUM
	\$1,400 1 year	\$2,400 1 year	\$2,900 1 year	\$3,500 1 year
Get found i	✓	✓	✓	✓
Get connected i	✓	✓	✓	✓
Get interest i	1	✓	✓	✓
Get lead's i	✓	✓	✓	✓
Get seen i		✓	✓	✓
Get loud i			✓	✓
Get promo i			□	✓
Get insights i			□	✓

Our current seller members



Our vision

- Creating a stakeholder community
- Organising networking events
- Working together with authorities
- Sharing resources
- Promoting collaborations between members
- Offering certification support
- Generating economic savings
- Improving reliability and operational safety
- Complying to rulemaking
- Setting a quality standard



Summary

- **For Buyers - For Sellers**
- **All Mods Worldwide**
- **Quick Search & Find**
- **Direct Contact & Sales**
- **Promote Mods & Designs**
- **Advertise**
- **Expanding the community**



MODSTORE

ModStories by Noud



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How to define success on such a platform?

- **Definition of customer success:**
 - “Customer success, customer success management, or client advocacy is a business strategy aimed at ensuring that customers achieve their desired outcomes while using a product or service.” – Wikipedia
- **How does the customer measure success?**
 - Well....



Customer expectations



Buyer

Search & Find
Comparision
Best Buy

vs

Seller

Branding
Leads
Orders

The current numbers

- **Hundreds unique visitors every day**
 - Targeted audience – finding prospects / leads for mods is not easy
 - Growth plans are scheduled
- **Since 2019 – Covid era – the ModStore has generated over 3000 RFI's**
 - Interest in modification gives you opportunities for upselling
 - These contacts give you admission to the airline's other modification necessities

Keys to success

- A great onboarding experience – by ModStore!
- Uncapped platform posting capabilities
- Lead generation
- A newsletter reaching 4000+ engaged recipients
- Performance insights of your ad
- Community we are building



A quick recap from one of our customers....

- **PMV Groupe specializes in:**



- Cabin & Avionics mods
- Consulting & Training
- CVR read-outs

- **A perfect candidate!**

- **Achievements with ModStore:**

- Use platform complementary to their site for presenting all our aircraft modifications in detail and generate backlink
- The newsletter enables them to relay news related to these subjects to a targeted audience, which suits us perfectly as an SME



“What’s more, I’d like to emphasize that you’re always available and responsive whenever we have a request or an issue, which is much appreciated.”

Morgane SPERAZZA – Director Communication

...And our newest addition Logic Air!



- **Technical Consultancy & Project Development**
- **Engineering & Certification**
- **Another perfect candidate**
- **New to the platform since this month**



“We believe this partnership will enhance our visibility and accessibility, empowering us to better serve our clients worldwide. Stay tuned for more updates as we embark on this journey together!”

P. Rajanna – Director Strategy & BD

MODSTORE

Online demo by Manfred

www.modstore.aero



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