LILIUM AND AJW GROUP STRATEGIC COLLABORATION ON MATERIAL MANAGEMENT AS PART OF LILIUM' AFTERMARKET SERVICES

News / Business aviation, Manufacturer

AJW Group and Lilium signed an agreement to develop global material services and distribution to support the Lilium Jet's global aircraft operations and Lilium's Aftermarket Services Business. The strategic collaboration between Lilium and AJW will include the management of Lilium's eVTOL spares inventory, the delivery of unparalleled warehouse and logistics services, repair and asset management, and AJW serving as the exclusive parts distributor for Lilium's worldwide customers. The partnership solidifies AJW's commitment to innovation and excellence in the next-gen aviation industry.

The partnership supports Lilium's commitment to best-in-class customer service and Lilium's goal of delivering competitive operating costs and superior parts availability. Material management will be a core component of Lilium's Aftermarket Service Business, comprising also training, digital, ground operations, and in-service support functions.

Scott Symington, AJW Group's Chief Commercial Officer, commented: "Innovation is one of our core values at AJW, deeply embedded in the fabric of our operations. We are driven to pioneer

© 2015-2026 50SKYSHADES.COM — Reproduction, copying, or redistribution for commercial purposes is prohibited.

revolutionary products, strategically positioning the Group at the forefront of transforming aviation efficiency. Our partnership with Lilium marks a significant stride towards realizing this vision and steering the industry towards a more sustainable aviation future."

Sebastien Borel, Lilium's Chief Commercial Officer, said: "We are delighted to announce this strategic collaboration with AJW Group. This is a very important step as we advance towards our planned entry into service in 2026 and a major milestone in the development of our strategic and comprehensive support offerings for our customers. AJW's proven world-class expertise in material management and exemplary warehouse and logistics services align seamlessly with our commitment to excellence. Together, we look forward to driving innovation, efficiency, and sustainability in the aviation sector, showcasing our collective dedication to delivering cutting-edge solutions and supporting our customers with attractive unit economics."

Lilium began production of the Lilium Jet in late-2023, following Lilium's Design Organization Approval by EASA, evidencing that Lilium has the organization, procedures, competencies, resources, and demonstrated rigor required to certify aircraft according to the very highest safety standards. As the Lilium Jet enters into service and the global fleet size grows, Lilium is expecting material profit contribution in recurring revenue from its Aftermarket Service Business.

30 JANUARY 2024

ARTICLE LINK:
https://ids.50skyshades.com/news/manufacturer/lilium-and-ajw-group-strategic-collaboration-on-material-management-as-part-of-lilium-aftermarket-services

© 2015-2026 50SKYSHADES.COM — Reproduction, copying, or redistribution for commercial purposes is prohibited.