

Next Generation Insurance for Time-Critical Freight

Insure your financial losses, business interruption, and consequential damages with our cargo delay insurance.

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Case Study #1: AOG/MRO - Aircraft Parts Shipment

The Aircraft Parts industry totals **\$68.9 billion** globally. The sector demands the delivery of critical aviation parts through expedited and high-touch shipping methods. Because of the time-sensitivity and the high-premium valuations of those parts, shipping delay insurance is a must-have in the space. The US export aircraft parts into 71 of the largest economies, in a market depicting sustained growth (**5.6%**).

1. A Critical Aircraft Part

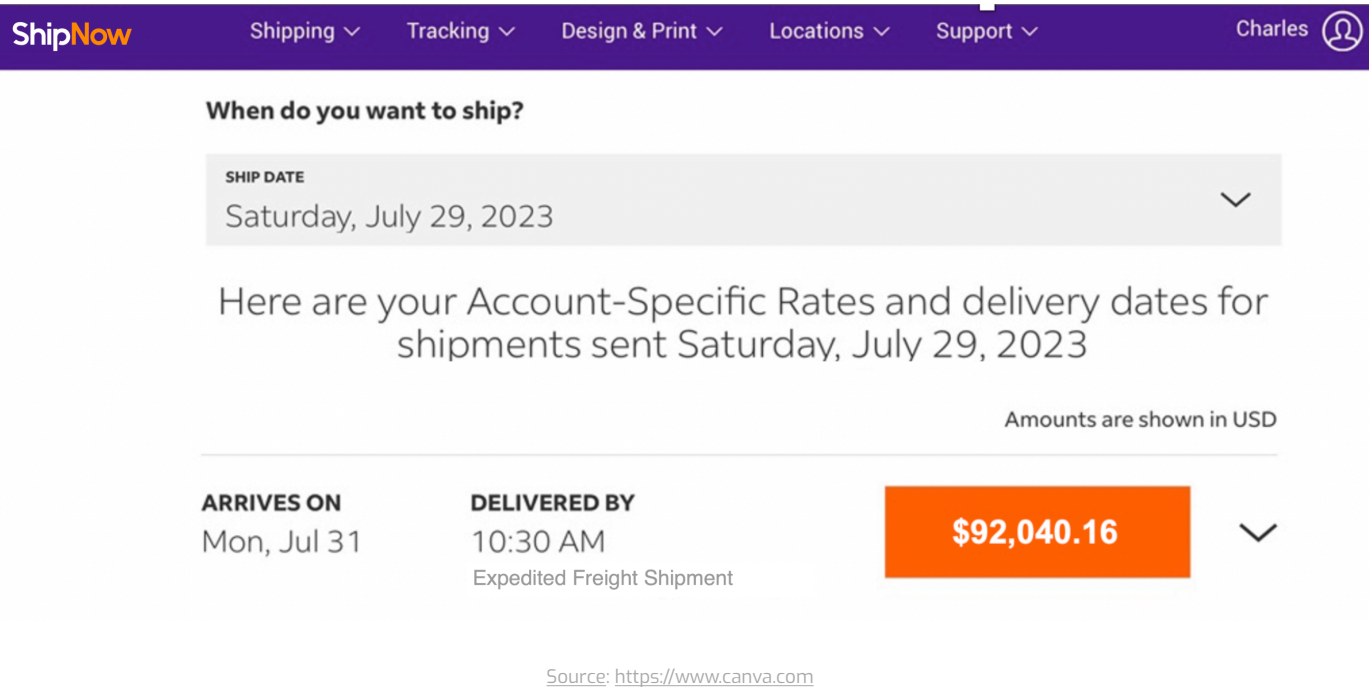


Source: Aircraft AOG & Maintenance Repair and Operations | Stock Photos Sources.

- A Global Air Carrier: The aviation carrier experiences an **AOG** (aircraft on the ground) situation due to damage to a Boeing 787 engine - **an incredibly mission-critical part** - at London Heathrow airport (LHR), during one of the busiest air traffic seasons.
- Replacement part: is coming from a global leader based out of France. Precision industrial equipments such as **aircraft parts** are costly assets and require specialized shipments procedures.

2. A Costly Logistics Transport

- Order placed:** The air carrier orders replacement engine from the French manufacturer **Avionique SA**.
- Next day air delivery:** Requested from Paris Charles-de-Gaulle (CDG) to London Heathrow (LHR).
- Logistics cost:** Contract to handle the expedited delivery results in shipping costs amounting to an outstanding \$92,000 to be paid by the air carrier.



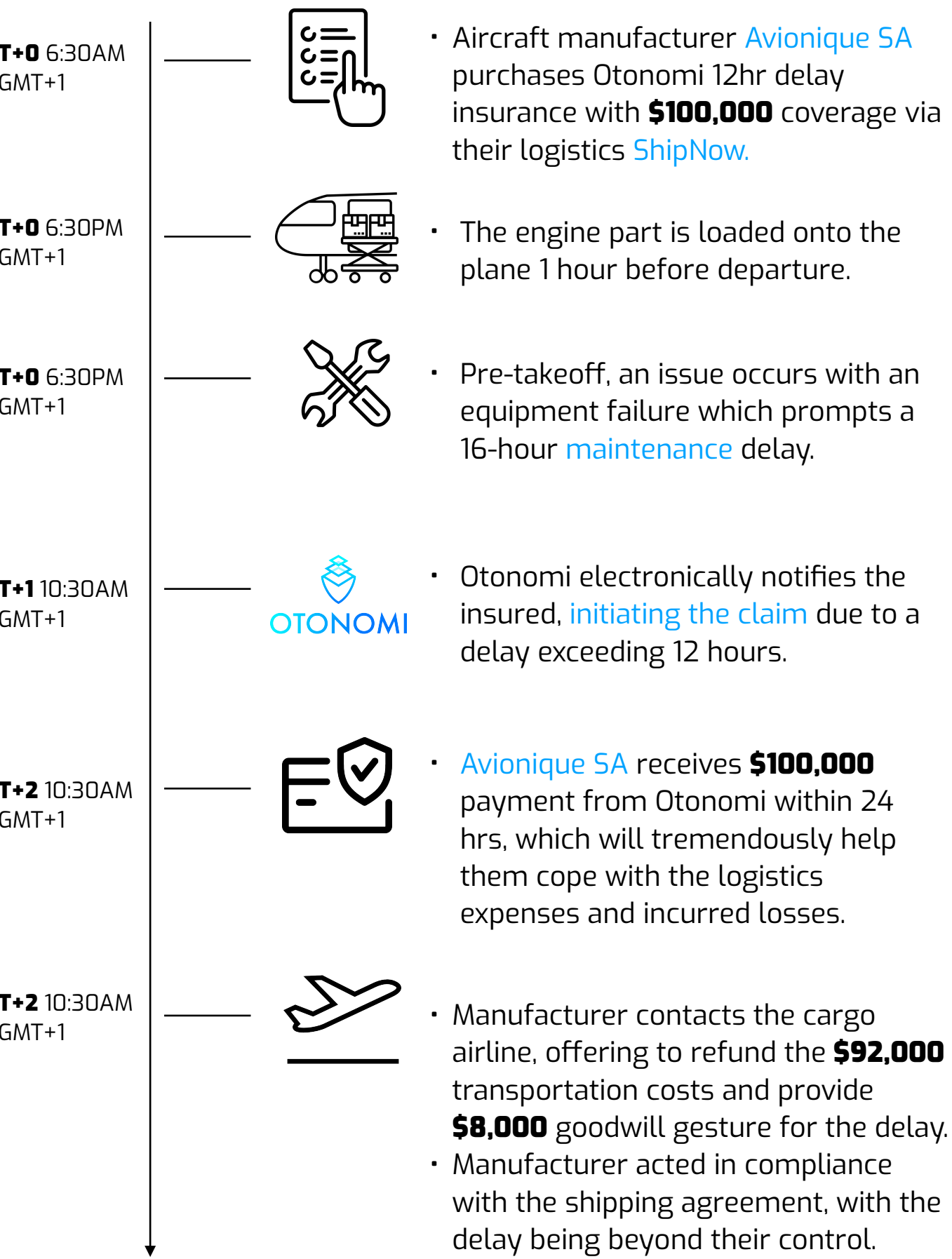
Source: <https://www.canva.com>

- Despite the expedited shipping service by air, the manufacturer opts for purchasing cargo delay coverage to safeguard potential business interruption risks.

3. Air Delay Insurance by Otonomi

Thanks to Otonomi, high-value aviation parts shippers can quickly recover their losses due to **consequential damages** and **operational costs**, while maintaining their client relationship intact, despite the unforeseen supply chain disruption.

This is how an **air shipment claim** gets settled automatically.



4. Market Metrics

Aircraft parts market figures:

- Exported into 71 of the largest economies, incl. (top-10): CA, SG, JP, CN, FR, UK, CH, UAE, DE, IS.
- Global Market = \$68.9B
- CAGR = 5.6%.
- US-Only = \$24.9B (Imports = \$12.9B / Exports = \$12.0B).
- Aviation Insurance = \$5.7B.