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## **D-SIMLAB Technologies and EADS Innovation Works Singapore Sign Memorandum of Understanding in the Field of Spare Parts Management**

***MOU will accelerate activities to undertake and promote joint collaboration in establishing and advancing new service models and logistics policies***

**Singapore, 8 February 2010** – D-SIMLAB Technologies Pte Ltd (“D-SIMLAB”), the Singapore-headquartered leading provider of high-performance, simulation-based decision support solutions, and EADS Innovation Works Singapore, have signed a Memorandum of Understanding (MOU). This MOU paves the way for D-SIMLAB and EADS to undertake and promote joint collaboration activities and projects for the purpose of establishing and advancing new service models and logistics policies for spare parts.

D-SIMLAB’s flagship product for the aviation industry is D-SIMSPAIR, an advanced simulation-based spare parts planning and optimisation system. D-SIMSPAIR enables the ongoing paradigm shift in the aviation industry. It can be applied across the entire lifecycle of spare parts logistics network. The product has seen increased acceptance by multi-national customers. It aims to become the de-facto tool to study, develop and execute component support contracts in the aviation industry. In June 2009, D-SIMLAB also received a prestigious Proof-of-Value (POV) grant under SPRING Singapore’s Technology Enterprise Commercialisation Scheme (TECS) to further extend D-SIMSPAIR to include a novel “symbiotic simulation” framework.

This MOU is aimed to extend partnership between D-SIMLAB and EADS for development of new spare parts logistics policies for future Airbus aircraft platforms and analysis of advanced spare parts logistics policies for mission-centric flight

operations. This would also open up the military market for D-SIMSPAIR, a mission-centric version of which is presently under development.

The MOU is an endorsement that D-SIMLAB Technologies' capabilities and technology innovativeness meet critical enterprise needs for a spare parts service optimisation solution. Said Gan Yeow Beng, head of EADS IW Singapore: "D-SIMLAB is an important partner in advancing our spares management capabilities. Leaner operations and better service levels for our customers is an essential priority for EADS, and we are delighted to be a key driver for the development of this tool. With this new MOU in place, our research can move even faster and further."

Exploit Technologies had incubated D-SIMLAB for close to 18 months when the company first started business in 2007. On D-SIMLAB's tie-up with EADS, Mr Philip Lim, CEO, Exploit Technologies, said, "We are delighted that a forward-looking MNC like EADS finds a natural partner in D-SIMLAB, a company that we have helped grow at an early stage both its technology roadmap and business plan. This new partnership is a strong testimony of D-SIMLAB's capability and potential. We are confident that D-SIMLAB will be able to meet EADS' advanced technology needs, and to help enhance the future of spare parts logistics management in civil and military aviation." D-SIMSPAIR's engine was developed by the founding team at Singapore Institute of Manufacturing Technology (SIMTech).

Dr. Peter Lendermann, CEO, D-SIMLAB Technologies, who has been leading the team all the way since its SIMTech days said, "This is a great milestone for D-SIMLAB. Although we have already been working with a number of Aerospace companies, with this formal engagement with EADS we can confidently claim that D-SIMLAB has evolved from a high-tech start-up into an established player and even a leader for providing simulation-based decision support solutions for spare component service optimisation. This will also strengthen the relationship with our present customers as a validation of the support they have provided since our early years."

Said Andy Bottomley, Executive Director, Imprimatur Capital "Imprimatur is committed to backing global best-of-breed new businesses. D-SIMLAB continues to prove that it is decisively in this category and we are delighted with the agreement with EADS. We look forward to this being an exciting and valuable co-operation."

The signing ceremony was held at the Singapore Airshow, and the MOU was signed by Dr Peter Lendermann, CEO of D-SIMLAB Technologies and Mr Gan Yeow Beng, VP and Head of EADS Innovation Works Singapore. Dr Jean Botti, EADS Chief Technical Officer, and Mr Boon Swan Foo, Chairman Emeritus of D-SIMLAB, have witnessed the proceeding.

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#### **About D-SIMLAB Technologies Pte Ltd**

D-SIMLAB Technologies is a leading provider of high-performance, simulation-based decision-support solutions for high value asset management in aerospace, semiconductor manufacturing, and container terminal operations. Established in 2006 and incubated at Exploit Technologies, it is a spin-off company from Singapore Institute of Manufacturing Technology founded by Dr Peter Lendermann, Gan Boon Ping and Dr Nirupam Julka. D-SIMLAB's present shareholders include Exploit Technologies Investments and Imprimatur Capital, UK.

For more information, please visit [www.d-simlab.com](http://www.d-simlab.com).

#### **About EADS**

EADS is a global leader in aerospace, defence and related services. In 2008, EADS generated revenues of €43.3 billion and employed a workforce of about 118,000. The Group includes Airbus as the leading manufacturer of commercial and also tanker, transport and mission aircraft, Eurocopter as the world's largest helicopter supplier and EADS Astrium, the European leader in space programmes from Ariane to Galileo. The Defence & Security Division is a provider of comprehensive systems

solutions and makes EADS the major partner in the Eurofighter consortium as well as a stakeholder in the missile systems provider MBDA.

EADS Innovation Works Singapore is an extension of the Research Organization within the EADS Group (“EADS Innovation Works”) driven by its Global Industrial Development strategy. It manages projects for the EADS business units and EADS Innovation Works while performing its activities in close cooperation with Singaporean scientific institutions.

For more information, please visit [www.eads.net](http://www.eads.net).

#### **About Exploit Technologies Pte Ltd**

Exploit Technologies is the strategic marketing and commercialisation arm of the Agency for Science, Technology and Research (A\*STAR). Its mission is to support A\*STAR in transforming the economy through commercialising R&D. Exploit Technologies enhances the research output of A\*STAR scientists by translating their inventions into marketable products or processes. Through licensing deals and spinoffs with industry partners, Exploit Technologies is a key driver of technology transfer in Singapore. It actively engages industry leaders and players to commercialise A\*STAR's technologies and capabilities, bridging the gap from Mind to Market. Exploit Technologies' charter is to identify, protect and exploit promising intellectual property (IP) created by A\*STAR's research institutes.

For more information, please visit [www.exploit-tech.com](http://www.exploit-tech.com).

#### **About Imprimatur Capital Limited**

Imprimatur Capital Limited is a London based international, operational, investment business focusing on early stage Intellectual Property (“IP”) equity. Imprimatur's business model is founded upon long term relationships with key universities and research institutes working along side them as a valued partner for the identification, evaluation and commercialisation of their technology. Imprimatur's international perspective and network is a point of significant differentiation in the emerging IP equity investment domain. As an investor Imprimatur provides both principal investment capital and supporting services, working alongside founders and management to build high growth and high value businesses.

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