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# *JETNET iQ Snap! Report Q1 2022 Summary Report*

[> BUSINESS AVIATION MARKET INTELLIGENCE](#) [> REPORTS](#) [> SUMMITS](#) [> CONSULTING](#)

Prepared for:  
JETNET iQ Global Business Aviation Survey Respondents  
\$U.S. 199

*JETNET iQ Snap!: 1st Quarter 2022 - Private & Confidential*

# Thank You, Merci, Obrigado, Muchas Gracias, תודה, Danke, ありがとう, Grazie, شكرا, спасибо, 謝謝

Thank you for participating in our quarterly JETNET iQ Global Business Aviation Surveys. Your opinions and inputs are vital to the many people in the industry tasked with designing and developing aircraft, providing aviation services on the ground and in the air, financing / selling / and buying aircraft, and creating the operational framework for safe and efficient flight.

JETNET has been a trusted source of aviation market intelligence since 1988. From humble beginnings in Utica, NY, we have built one of the finest research teams and business aviation databases in the industry. Our people are professional and dedicated, and our data products and services are unique and innovative. We are committed to continuous improvement as

we provide our clients with unprecedented global coverage, data connectability, and market insights wherever they are.

We continue to focus on new products and services to keep our customers better informed. “Know More” – JETNET’s familiar tagline – is what we hope you will agree is amongst the primary benefits that we bring to the aviation community. Thank you again for participating in our quarterly survey - we hope this JETNET iQ *Snap!* Report is useful to you.

## Navigating by JETNET iQ

JETNET iQ *Snap!* Reports are one of the ways we would like to say “thank you” for the time and opinions you provide us when participating in our quarterly JETNET iQ Global Business Aviation Surveys. With seemingly endless demands on your time, we appreciate your help and want to provide you useful information in return. In the attached pages you will find some of the latest market intelligence that we have collected and analyzed. Our goal is to be a resource to identify, analyze, and highlight issues that matter to the business aviation community. As an industry leader and aviation professional, you make a difference by participating in these surveys, providing us with objective and subjective perspectives into the state of the worldwide business aviation industry.

JETNET iQ *Snap!* Reports reflect the collaborative insights of you, our respondents, and our JETNET iQ research

team. Collectively, we have extensive experience in business aviation, from executive offices and boardrooms, to the cubicles, factory floors, design centers, situation rooms, cockpits, service hangars and flight lines of the industry. Much like a magnifying glass concentrates light and energy, JETNET iQ draws from a diverse set of intelligence sources to bring the power of this experience into sharp focus.

Since early 2011, our JETNET iQ research team has been reaching out to you – fixed-wing turbine aircraft owners and operators - with our quarterly JETNET iQ Global Business Aviation Surveys. As always, we hope that this latest issue of our JETNET iQ *Snap!* Report is insightful to you.

*Rolland Vincent*  
*JETNET iQ Creator / Director*  
*rollie@jetnet.com*

# JETNET iQ


- *Intelligence....quarterly*
- Focus: Business aviation research & forecasting
- Main features
  - Surveys – of aircraft owners and operators
  - Reports – of current and forecast market conditions
  - Summits – of industry thought leaders
  - Advisory – customized research projects

# JETNET iQ Surveys


- Turbine business aircraft owners and operators
- Quarterly
- Global
- On-line
- Multilingual
- Password-protected
- Password-linked

JETNET iQ VOICE OF GLOBAL BUSINESS & GENERAL AVIATION - Q1 2021 English Exit

WELCOME




**Welcome!!!**



\* Survey responses:

- 1) Will be strictly confidential
- 2) Will NOT be used in any way to directly market to you or your organization
- 3) Will take approximately 15+ minutes to complete

PASSWORD (provided by JETNET):



JETNET iQ Voice of  
Global Business & General Aviation

For questions about this survey, please contact:

**ROLLAND VINCENT**  
JETNET iQ Creator / Director  
Phone: 1-972-439-2069 (U.S. Central Time)  
Email: rollie@jetnet.com

# A Note About Business Aircraft Size Categories

For the purposes of JETNET iQ Reports, business aircraft are classified into 11 different size categories, reflecting propulsion, price, performance, and weight class differences. “Personal Jets” refer to very light single-engine jets. The 11 categories are:

For presentation purposes, we sometimes further group business jets as “Small Jets”, “Medium Jets”, or “Large Jets” (as bracketed opposite). The following table summarizes the various aircraft manufacturers, size categories, and examples of aircraft models that are currently in production or in development.

- Turboprops
- Personal Jets
- Very Light Jet
- Light Jet
- Super-Light Jet
- Mid-Size Jet
- Super Mid-Size Jet
- Large Jet
- Large Long-Range Jet
- Large Ultra Long-Range Jet
- Airline Business Jet

BUSINESS JETS / TURBOPROPS											
	Turboprop	Personal Jet	Very Light Jet	Light Jet	Super Light Jet	Mid-Size Jet	Super Mid-Size Jet	Large Jet	Large Long-Range Jet	Large Ultra Long-Range Jet	Airline Business Jet
Airbus											All Models
Beechcraft	King Air		Premier 1A	Beechjet							
Boeing											All Models
Bombardier				Learjet 25 / 35 / 40 Learjet 70	Learjet 45 Learjet 75	Learjet 55 Learjet 60	Challenger 300 / 350	Challenger 650 Challenger 850	Global 5000	Global 6000 / 6500 Global 7500	
Cessna	Cessna Caravan Cessna Denali Citation Conquest		Citation M2 Citation I / II / SII / Bravo	Citation V / Ultra / Encore Citation CJ4 / CJ4	Citation XLS	Citation III / VII / Sovereign Citation Latitude	Citation X Citation Longitude				
Cirrus		CIRRUS VISION SF50									
Daher	TBM 700 / 850 TBM 900 / 910 / 930 / 940										
Dassault				Falcon 10 / 100			Falcon 20 / 200 / 50	Falcon 2000	Falcon 900 Falcon 6X / 7X	Falcon 8X	
Eclipse			EA-550								
Embraer			Phenom 100	Phenom 300		Legacy 450 / Praetor 500 Gulfstream G100 / G150 Astra / Westwind	Legacy 500 / Praetor 600 Gulfstream G200 Gulfstream G280	Legacy 600 / 650 Gulfstream GII / GIII / G350	Gulfstream GIV / GIVSP / G450 Gulfstream G500	Gulfstream G550 Gulfstream G700 Gulfstream G600/G650	Lineage 1000
Gulfstream											
Hawker				Hawker 400 XP	Hawker 700 / 750	Hawker 800 / 900 / 1000	Hawker 4000				
Honda			HondaJet								
Mitsubishi	MU-2										
Piaggio	P180 Avanti II										
Pilatus	PC-12NG			PC-24							
Piper	Meridian / M500 / M600										
Sabreliner						Sabreliner 65					
Quest	Kodiak 100										

# JETNET iQ Reports

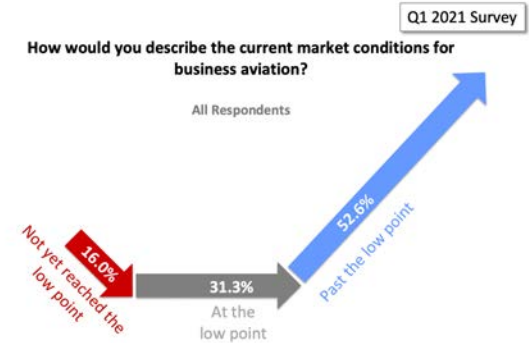
## The Economy and Aircraft Fleets



Most of the countries with strong business aircraft fleets are expected to have strong GDP growth in 2021 – a recovery over last year's negative growth.

## Survey Respondents' Sentiment

Current Market Sentiment



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 Q1 2022 Summary Report

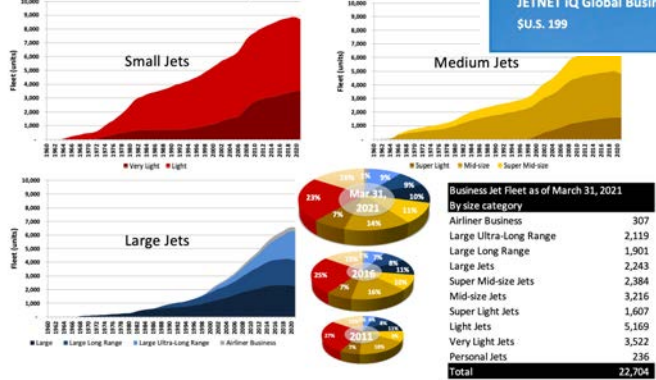
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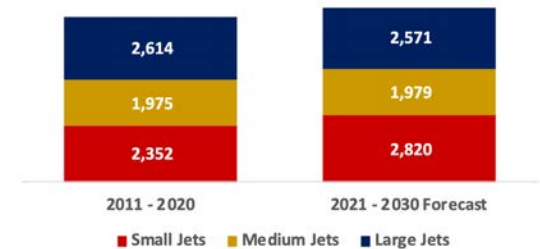
## Business Jet Fleet by Size Category

Fleet by Year From 1960 through March 31, 2021



## Business Jet Delivery History & Forecast

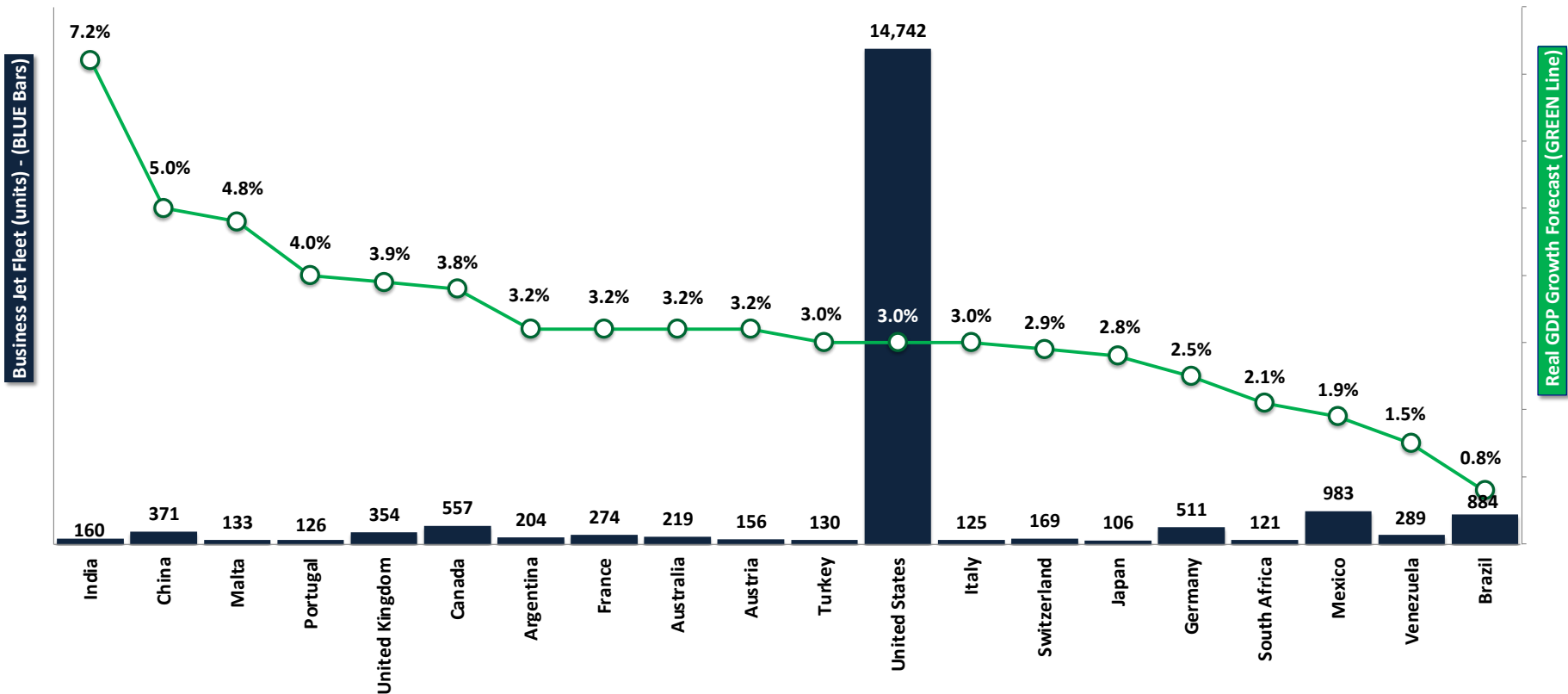
Business Jet Deliveries by Size



JETNET iQ 10-year forecast for 2021-2030 is for 6,941 new business jet deliveries (including single-engine Personal Jets) valued at \$210 billion (\$U.S. 2020)

# The Economy and Aircraft Fleets

2022F GDP Growth Estimates and "Top 20" Business Jet Fleets

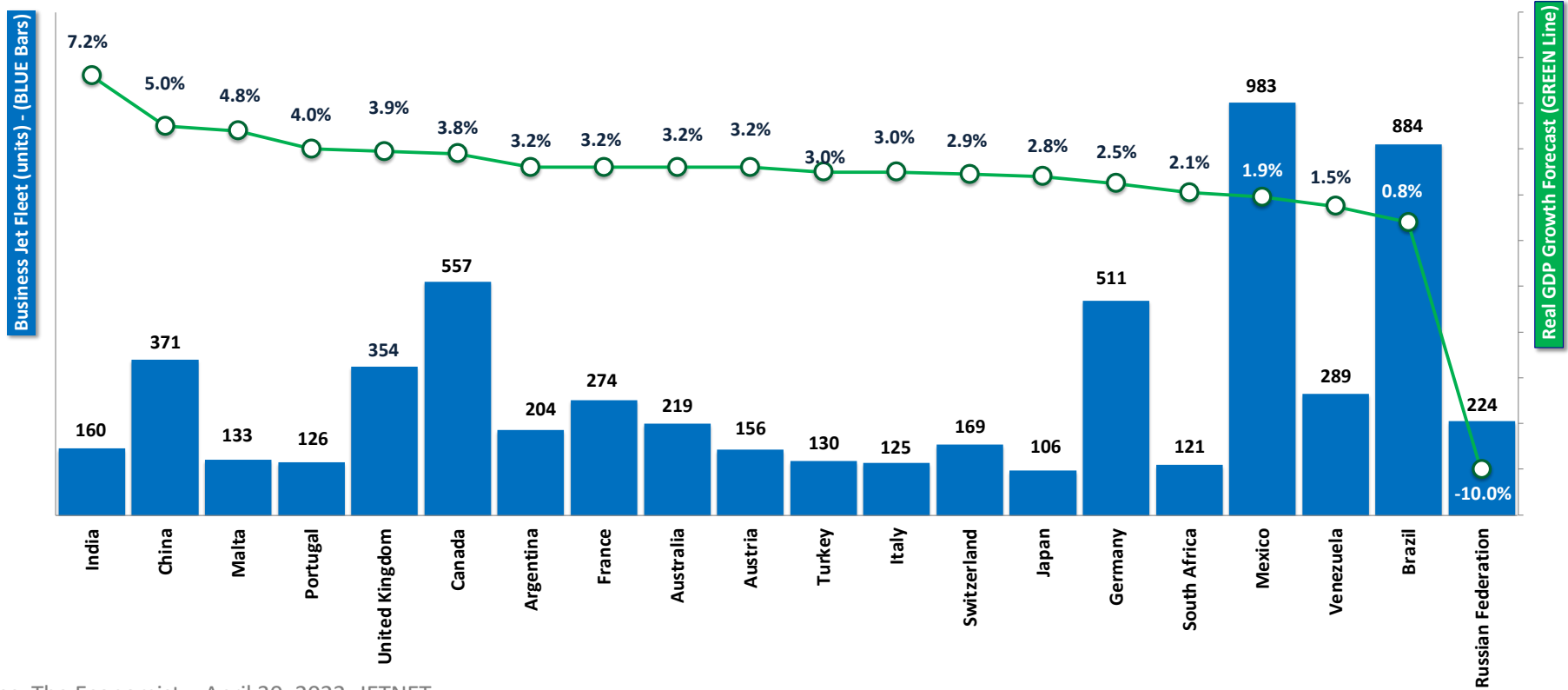


Sources: The Economist – April 30, 2022; JETNET

13 of the top 20 countries with the largest business jet fleets are expected to experience 3% or higher GDP growth in 2022

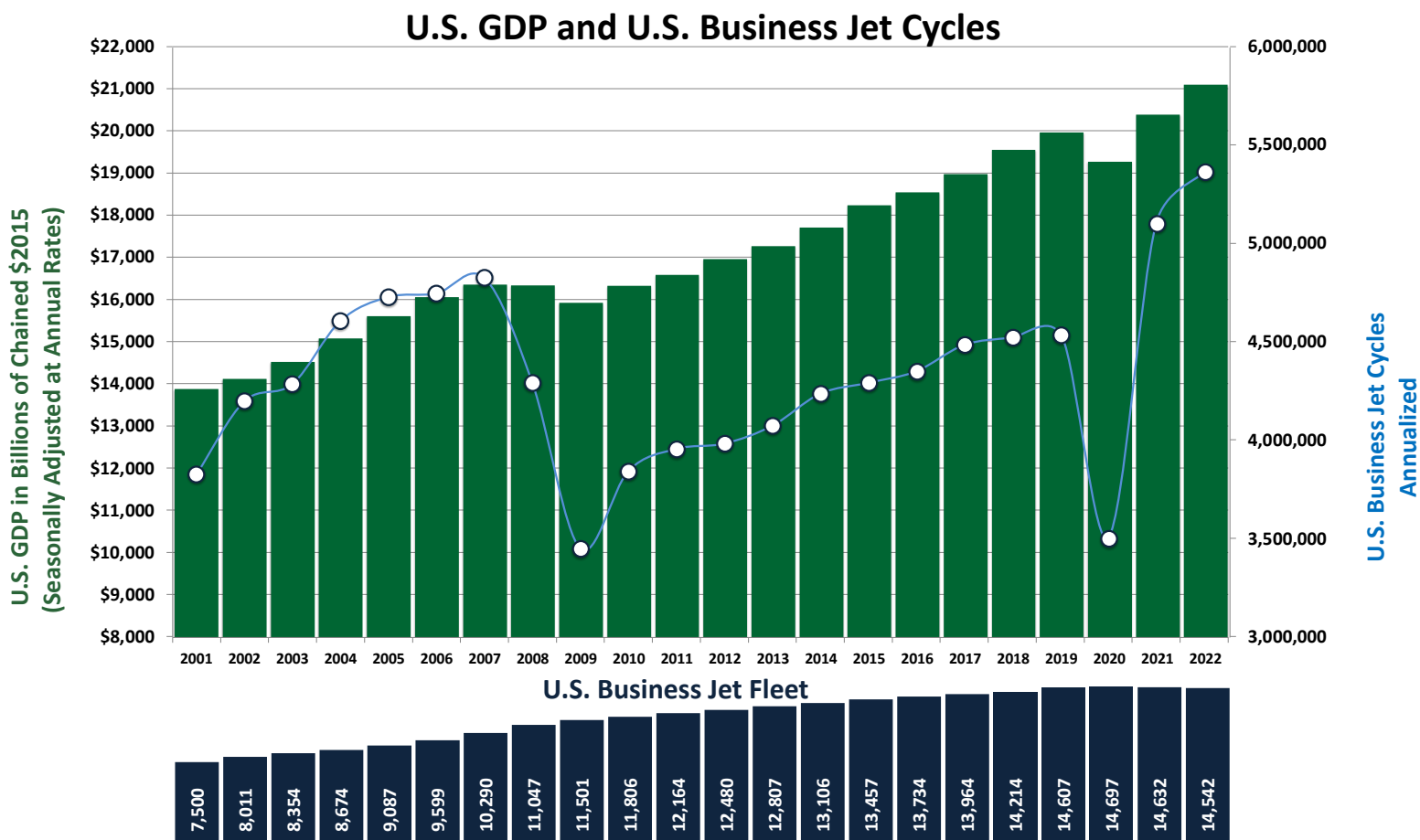
# The Economy and Aircraft Fleets

2022F GDP Growth Estimates and "Top 20" Business Jet Fleets  
(excluding the United States)



Sources: The Economist – April 30, 2022; JETNET

# The Economy and Aircraft Utilization

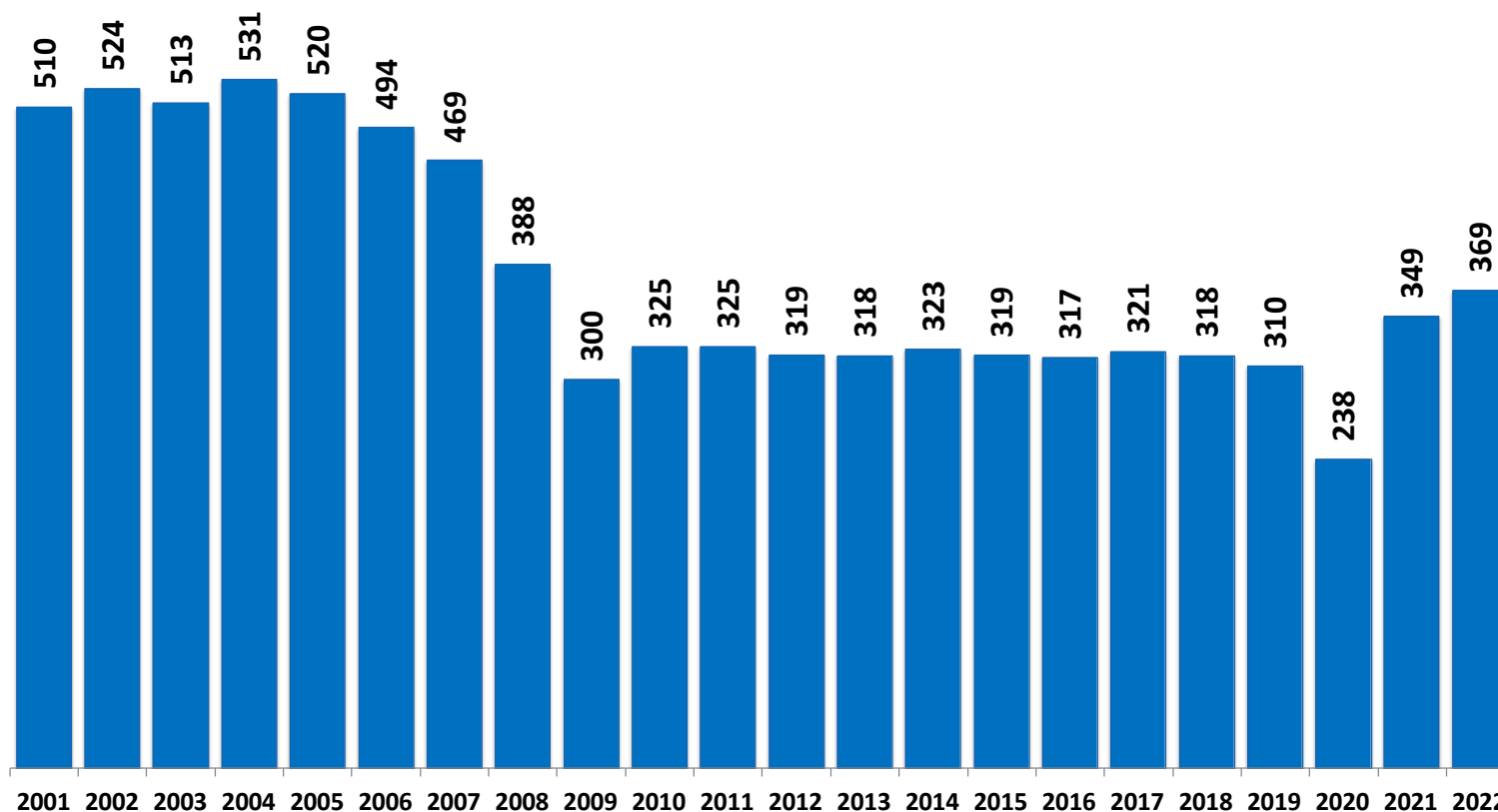


Sources: U.S. Congressional Budget Office, FAA , JETNET

**U.S. business jet operations rebounded to their highest-ever levels in 2021, and the trend continues (through Mar 2022 on a trailing 12-months basis)**

# Aircraft Utilization

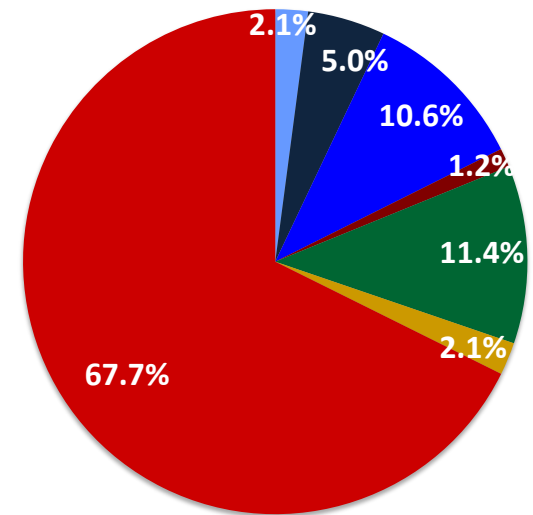
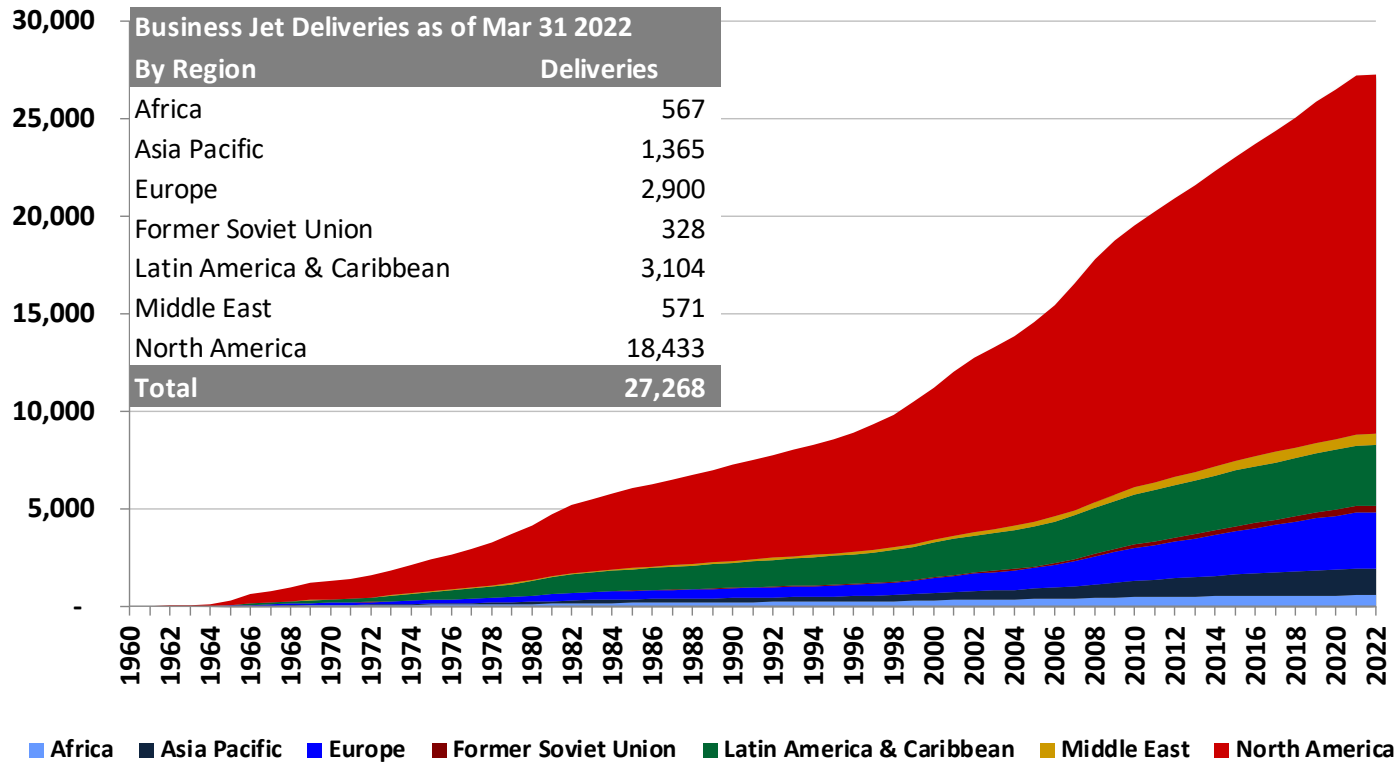
Average Number of Business Jet Cycles per Aircraft Per Year - USA



Sources: U.S. FAA; Cycles data for latest year are YTD on a Trailing Twelve Months (TTM) basis for the most recent period available; U.S. fleet from JETNET

Cycles per U.S.-based business jet continue to rebound and have returned to their highest levels since 2008

## Business Jet Deliveries by Region Ever Delivered - As of March 31, 2022



# Business Jet Fleet by Manufacturer

## As of March 31, 2022

<b>NORTH AMERICA OEM</b>	<b>Fleet as of Mar 31 2022</b>
Beechcraft	180
Bombardier	3,112
Cessna Citation	5,379
Dassault Falcon	1,447
Embraer	881
Gulfstream	2,228
Hawker	1,084
Other	988
<b>Total</b>	<b>15,299</b>

<b>EUROPE OEM</b>	<b>Fleet as of Mar 31 2022</b>
Beechcraft	19
Bombardier	609
Cessna Citation	839
Dassault Falcon	372
Embraer	249
Gulfstream	207
Hawker	131
Other	194
<b>Total</b>	<b>2,620</b>

<b>FORMER SOVIET UNION OEM</b>	<b>Fleet as of Mar 31 2022</b>
Beechcraft	-
Bombardier	94
Cessna Citation	18
Dassault Falcon	43
Embraer	38
Gulfstream	49
Hawker	35
Other	29
<b>Total</b>	<b>306</b>

<b>MIDDLE EAST OEM</b>	<b>Fleet as of Mar 31 2022</b>
Beechcraft	5
Bombardier	134
Cessna Citation	48
Dassault Falcon	51
Embraer	38
Gulfstream	109
Hawker	46
Other	70
<b>Total</b>	<b>501</b>

<b>LATIN AMERICA &amp; CARIBBEAN OEM</b>	<b>Fleet as of Mar 31 2022</b>
Beechcraft	73
Bombardier	660
Cessna Citation	832
Dassault Falcon	117
Embraer	283
Gulfstream	234
Hawker	313
Other	188
<b>Total</b>	<b>2,700</b>

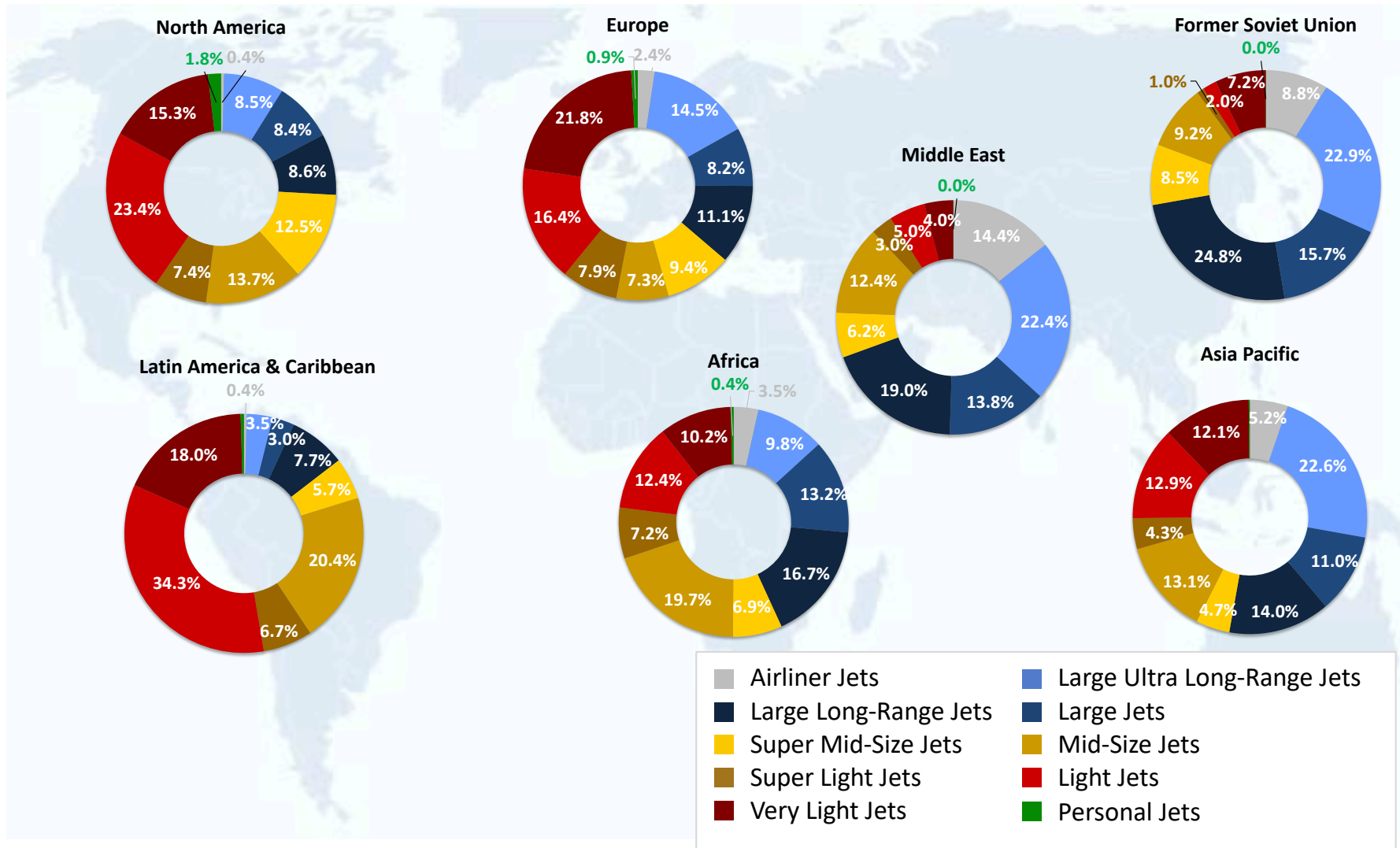
<b>AFRICA OEM</b>	<b>Fleet as of Mar 31 2022</b>
Beechcraft	2
Bombardier	99
Cessna Citation	101
Dassault Falcon	64
Embraer	20
Gulfstream	65
Hawker	81
Other	29
<b>Total</b>	<b>461</b>

<b>ASIA PACIFIC OEM</b>	<b>Fleet as of Mar 31 2022</b>
Beechcraft	4
Bombardier	311
Cessna Citation	251
Dassault Falcon	102
Embraer	77
Gulfstream	278
Hawker	121
Other	96
<b>Total</b>	<b>1,240</b>

**World business jet fleet in operation was 23,127 jets on March 31, 2022**

# Business Jet Fleet by Size Category

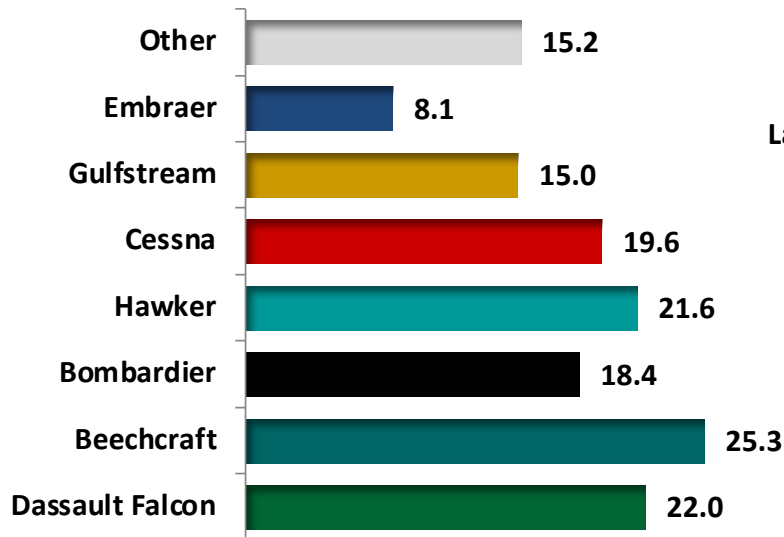
As of March 31, 2022



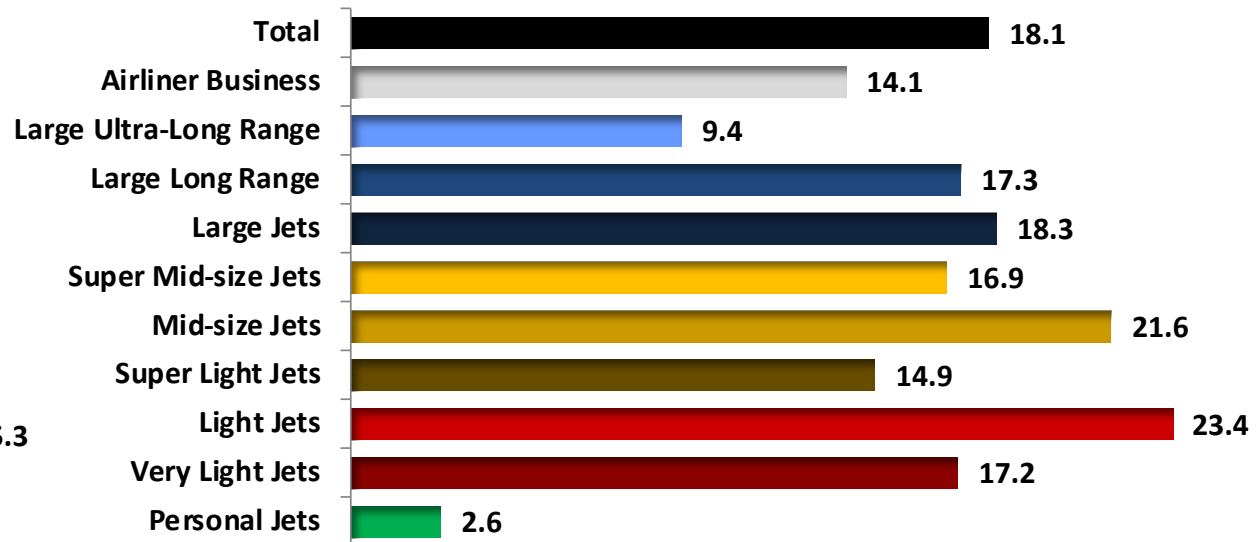
# Business Jet Fleet Age (Years)

As of March 31, 2022

**Business aircraft average fleet age as of March 31, 2022**

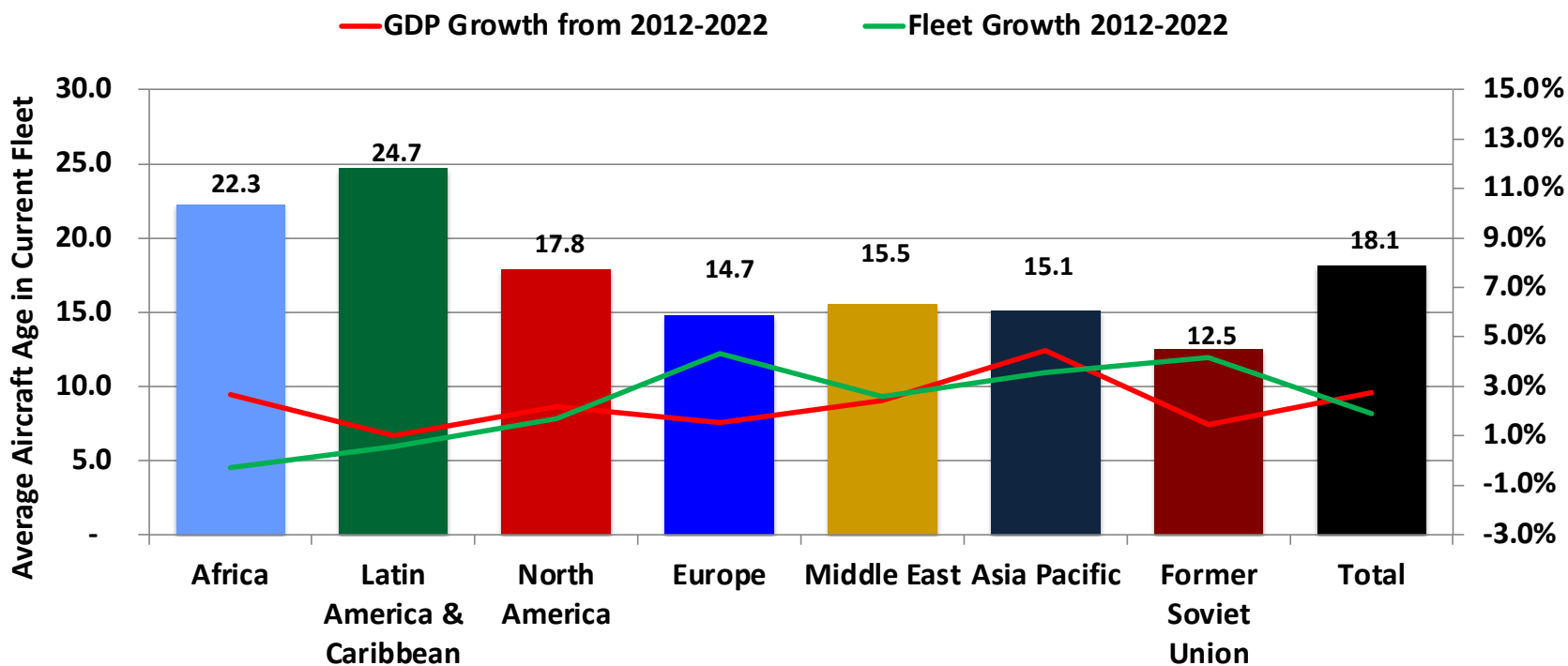


**Business aircraft average fleet age as of March 31, 2022**



# Business Jet Fleet Age, GDP & Fleet Growth

Regional profile of current average business Jet fleet age and regional GDP and fleet growth (2012-Q1 2022)

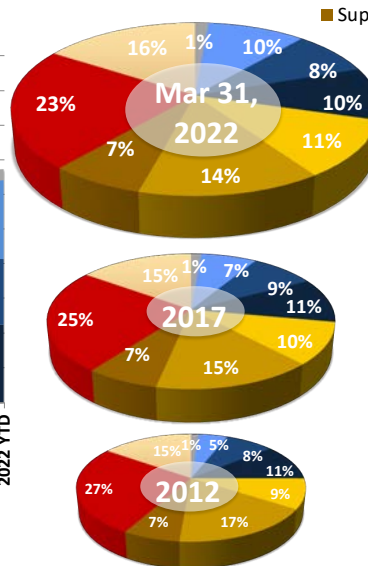
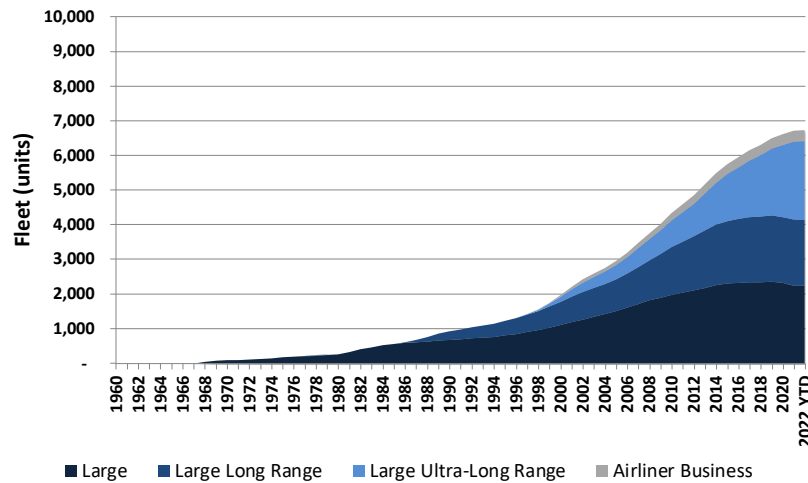
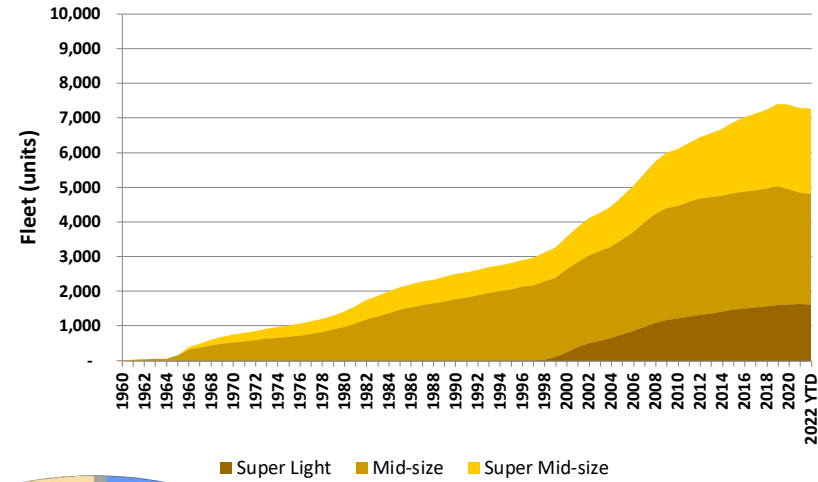
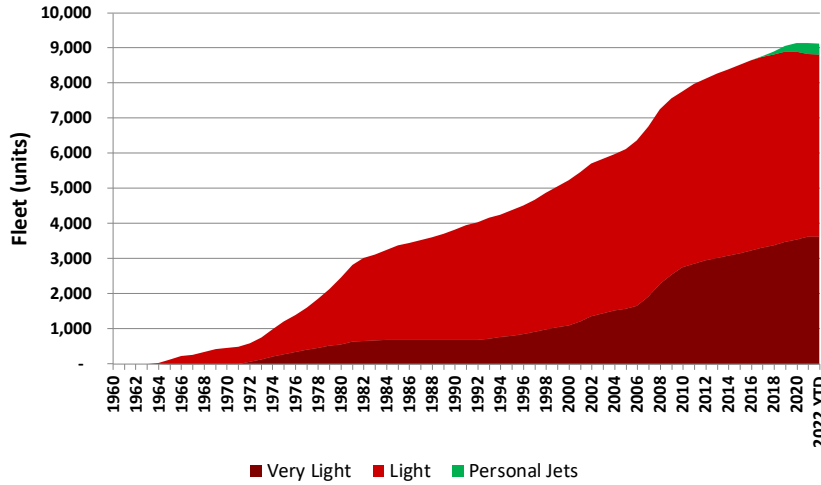


Note: Fleet age is in years since initial aircraft delivery; GDP and fleet growth rates are 10-year CAGR

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## Business Jet Fleet by Size Category

Fleet by Year From 1960 through March 31, 2022

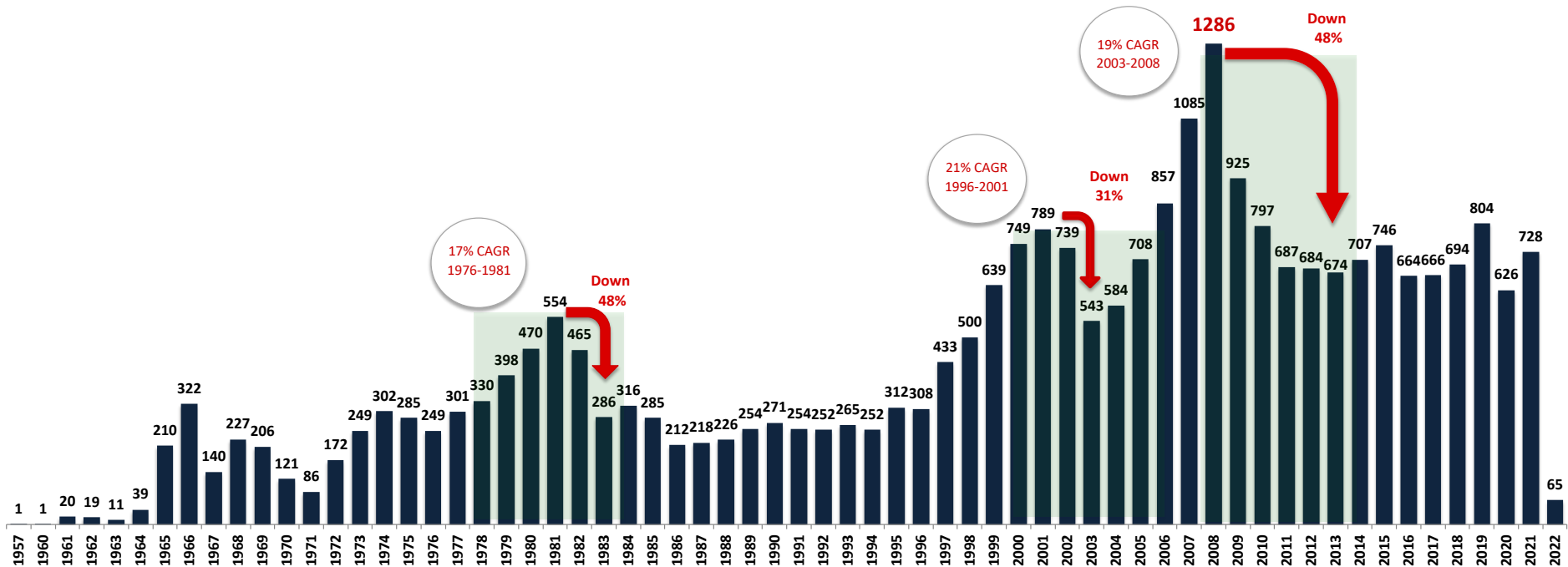


Business Jet Fleet as of March 31, 2022	
By size category	
Airliner Business	315
Large Ultra-Long Range	2,278
Large Long Range	1,897
Large Jets	2,238
Super Mid-size Jets	2,455
Mid-size Jets	3,190
Super Light Jets	1,629
Light Jets	5,175
Very Light Jets	3,629
Personal Jets	321
<b>Total</b>	<b>23,127</b>

# Business Jet Deliveries (Units)

As of March 31, 2022

Business Jet Deliveries



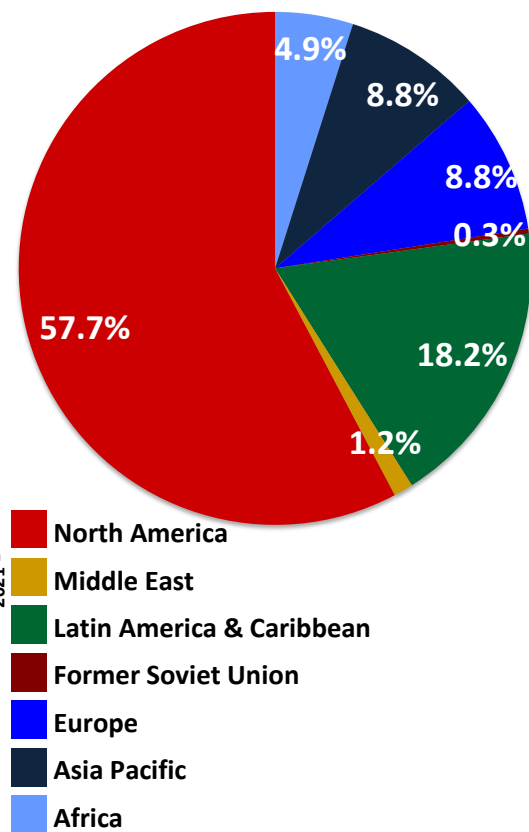
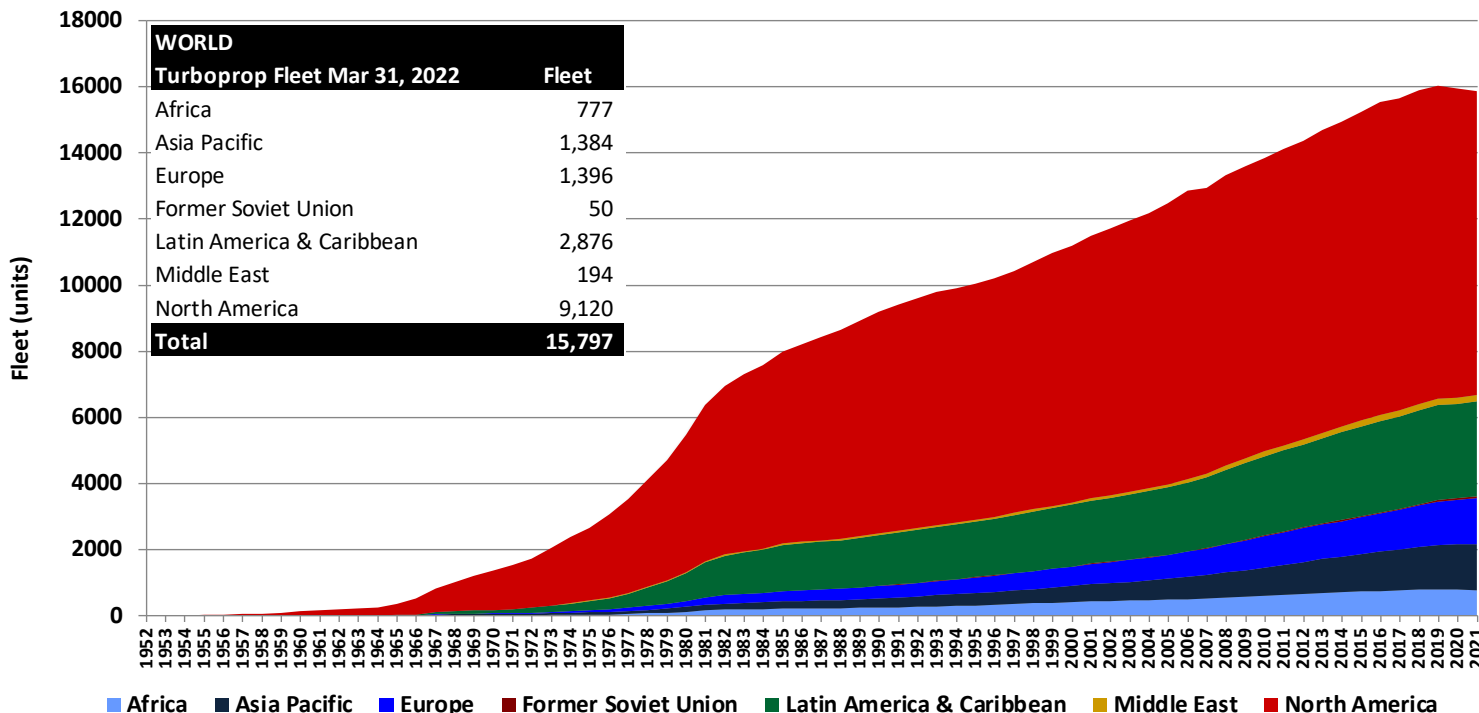
Source: JETNET; totals include single-engine Personal Jets (i.e., Cirrus SF50 Vision Jet) and single-aisle airliners (e.g., Airbus ACJ, Boeing BBJ, etc.); latest year data are year-to-date as recorded by JETNET through March 31, 2022

**New business jet deliveries in 2021 as recorded by JETNET were up 16% YOY as the market rebounded from the depths of the COVID-induced worldwide recession**

## Business Turboprop Fleet by Region

As of March 31, 2022

Turboprop Fleet by Region



# Business Turboprop Fleet by Manufacturer

## As of March 31, 2022

NORTH AMERICA	
Turboprop Fleet Mar 31, 2022	Fleet
Cessna	1,064
Daher Socata	782
Beechcraft	3,600
Pilatus	1,255
Piper	766
Turbo Commander	257
Other	1,396
<b>Total</b>	<b>9,120</b>

EUROPE	
Turboprop Fleet Mar 31, 2022	Fleet
Cessna	150
Daher Socata	152
Beechcraft	400
Pilatus	238
Piper	185
Turbo Commander	21
Other	250
<b>Total</b>	<b>1,396</b>

FORMER SOVIET UNION	
Turboprop Fleet Mar 31, 2022	Fleet
Cessna	9
Daher Socata	3
Beechcraft	15
Pilatus	8
Piper	5
Turbo Commander	1
Other	9
<b>Total</b>	<b>50</b>

MIDDLE EAST	
Turboprop Fleet Mar 31, 2022	Fleet
Cessna	52
Daher Socata	1
Beechcraft	106
Pilatus	2
Piper	0
Turbo Commander	17
Other	16
<b>Total</b>	<b>194</b>

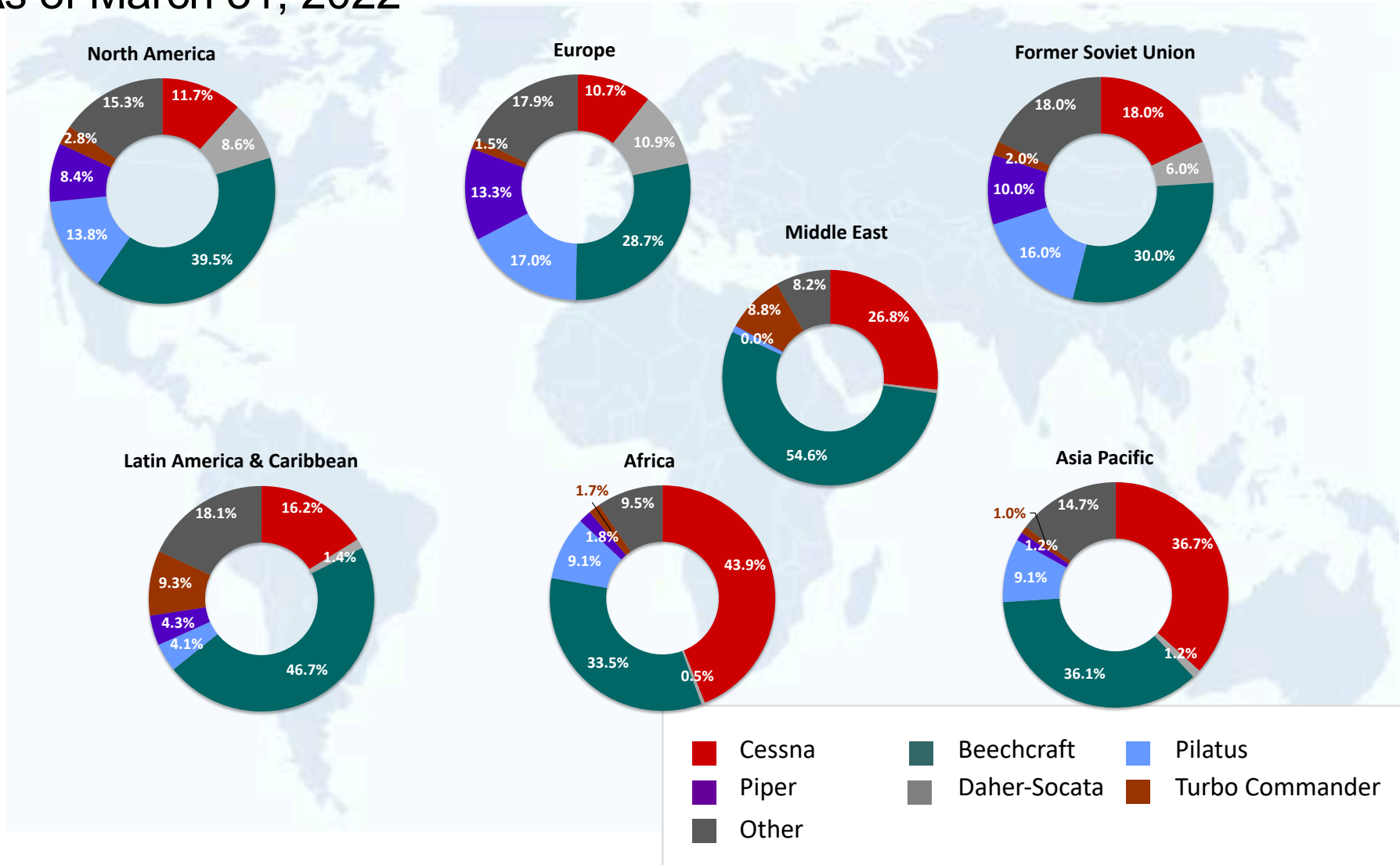
LATIN AMERICA & CARIBBEAN	
Turboprop Fleet Mar 31, 2022	Fleet
Cessna	466
Daher Socata	39
Beechcraft	1,342
Pilatus	117
Piper	124
Turbo Commander	268
Other	520
<b>Total</b>	<b>2,876</b>

AFRICA	
Turboprop Fleet Mar 31, 2022	Fleet
Cessna	341
Daher Socata	4
Beechcraft	260
Pilatus	71
Piper	14
Turbo Commander	13
Other	74
<b>Total</b>	<b>777</b>

ASIA PACIFIC	
Turboprop Fleet Mar 31, 2022	Fleet
Cessna	508
Daher Socata	17
Beechcraft	499
Pilatus	126
Piper	17
Turbo Commander	14
Other	203
<b>Total</b>	<b>1,384</b>

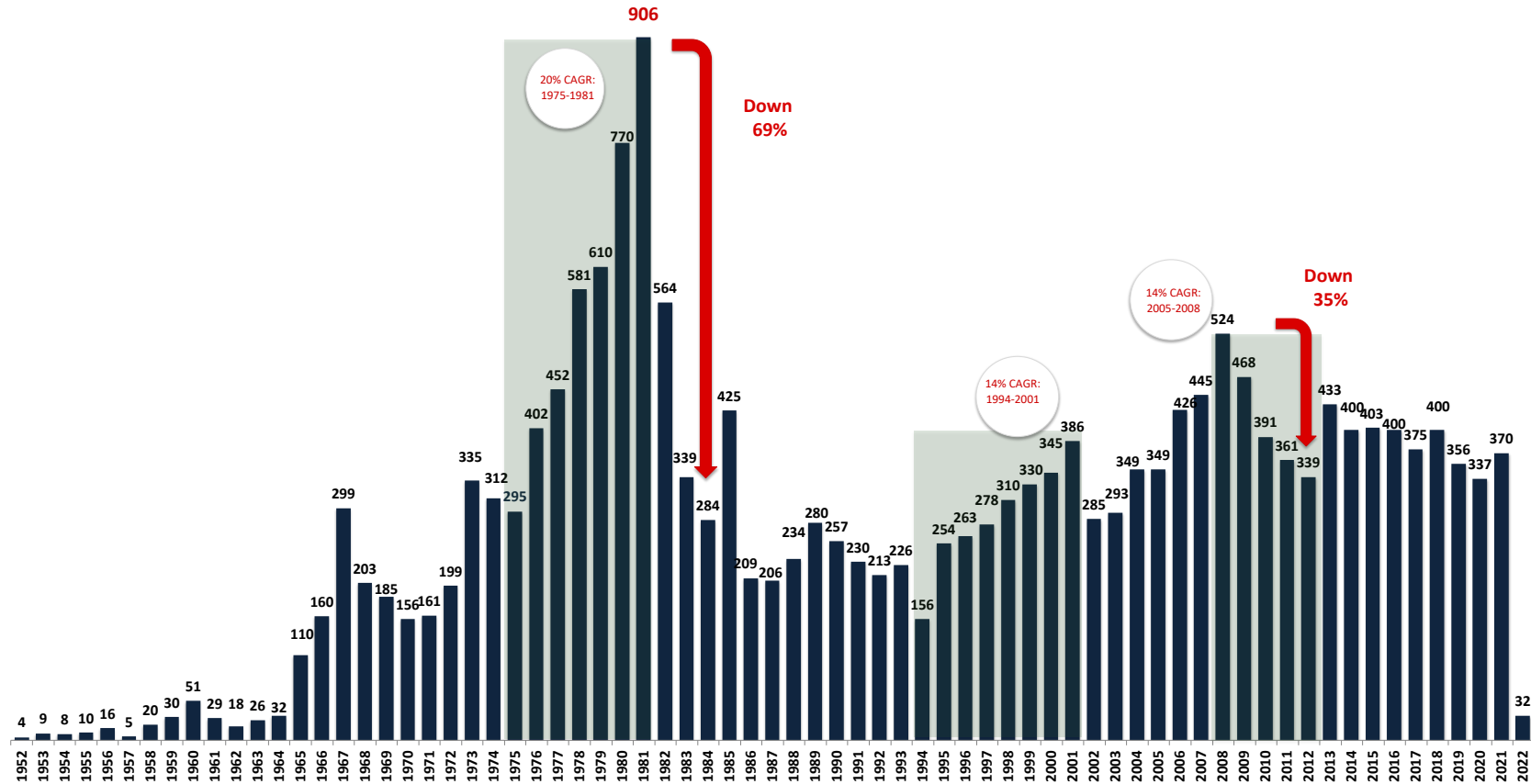
# Business Turboprop Fleet by Manufacturer

As of March 31, 2022



# Business Turboprop Deliveries (Units)

As of March 31, 2022

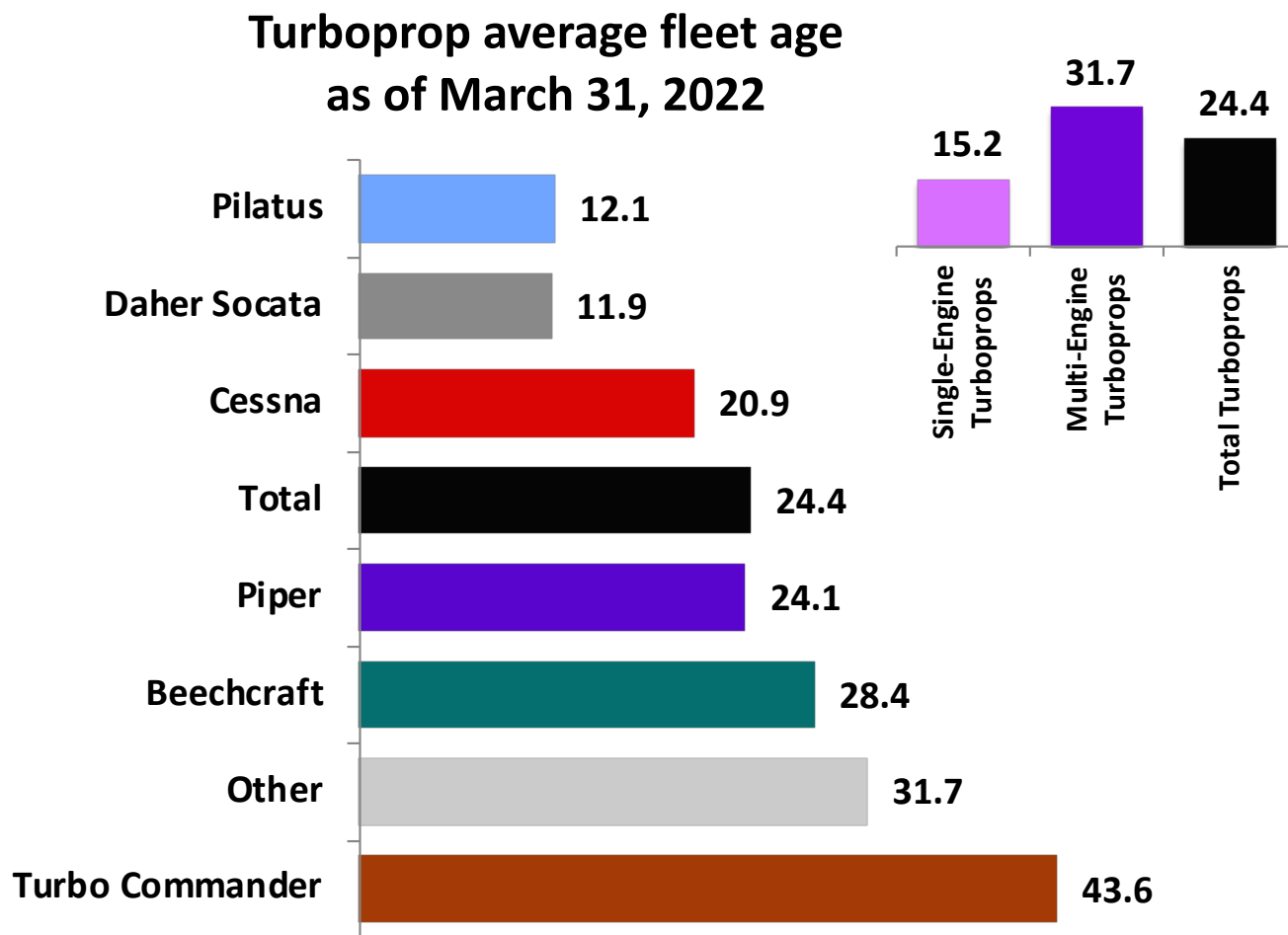


Source: JETNET; latest year data are year-to-date

Deliveries of new turboprops were up 10% YOY in 2021, another signal of the industry’s recovery from the depths of the COVID-induced recession

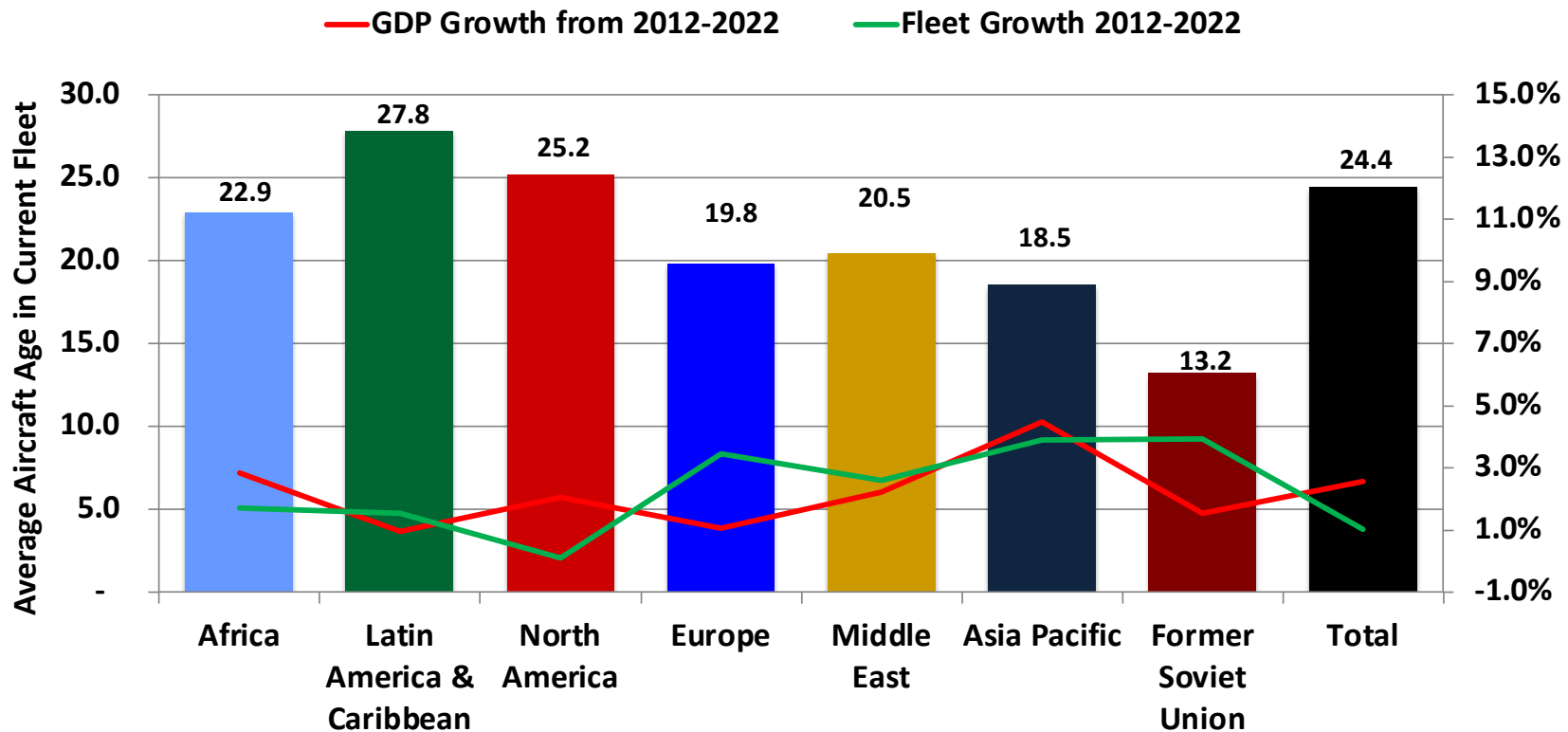
# Turboprop Fleet Age (Years)

As of March 31, 2022



# Turboprop Fleet Age, GDP & Fleet Growth

Regional profile of current average turboprop fleet age and regional GDP and fleet growth (2012-Q1 2022)

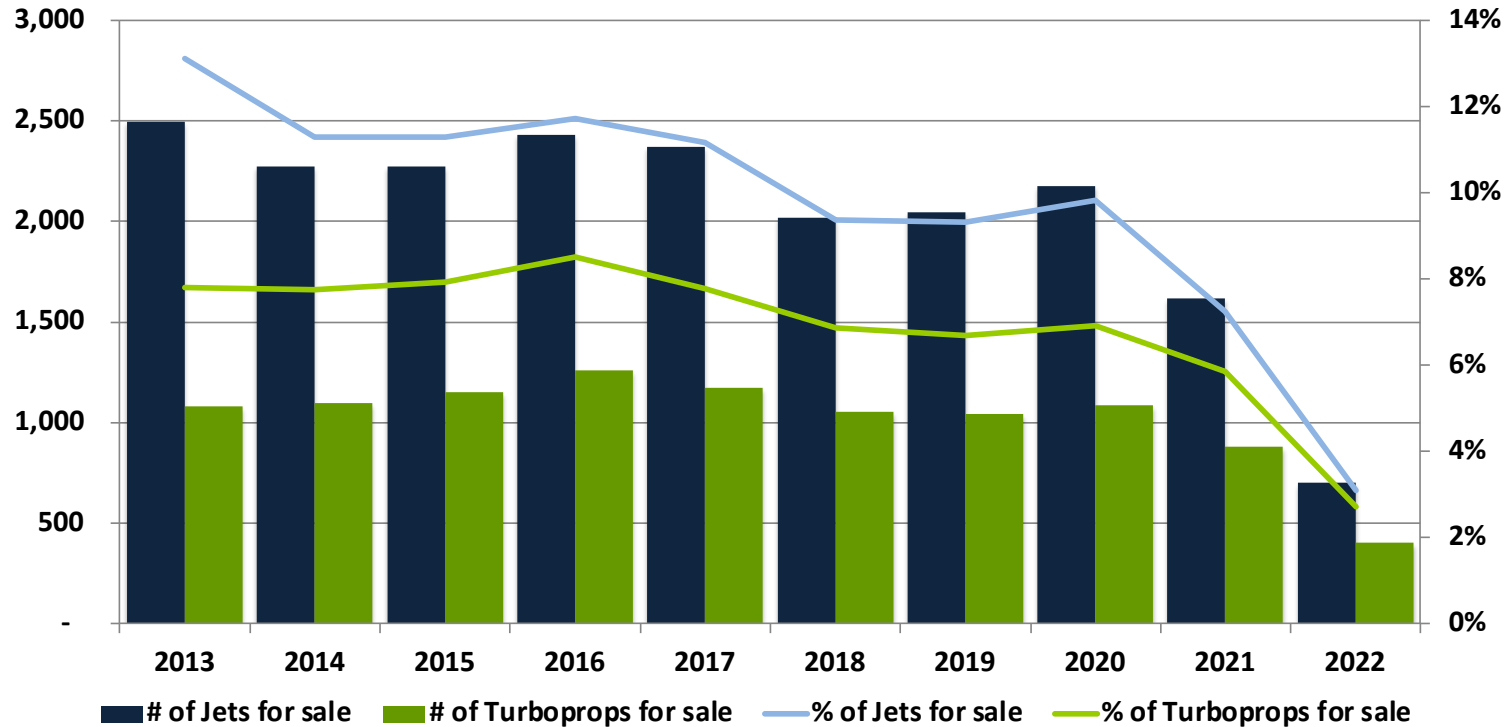


Note: Fleet age is in years since initial aircraft delivery; GDP and fleet growth rates are 10-year CAGR

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# Pre-Owned Business Aircraft Inventory

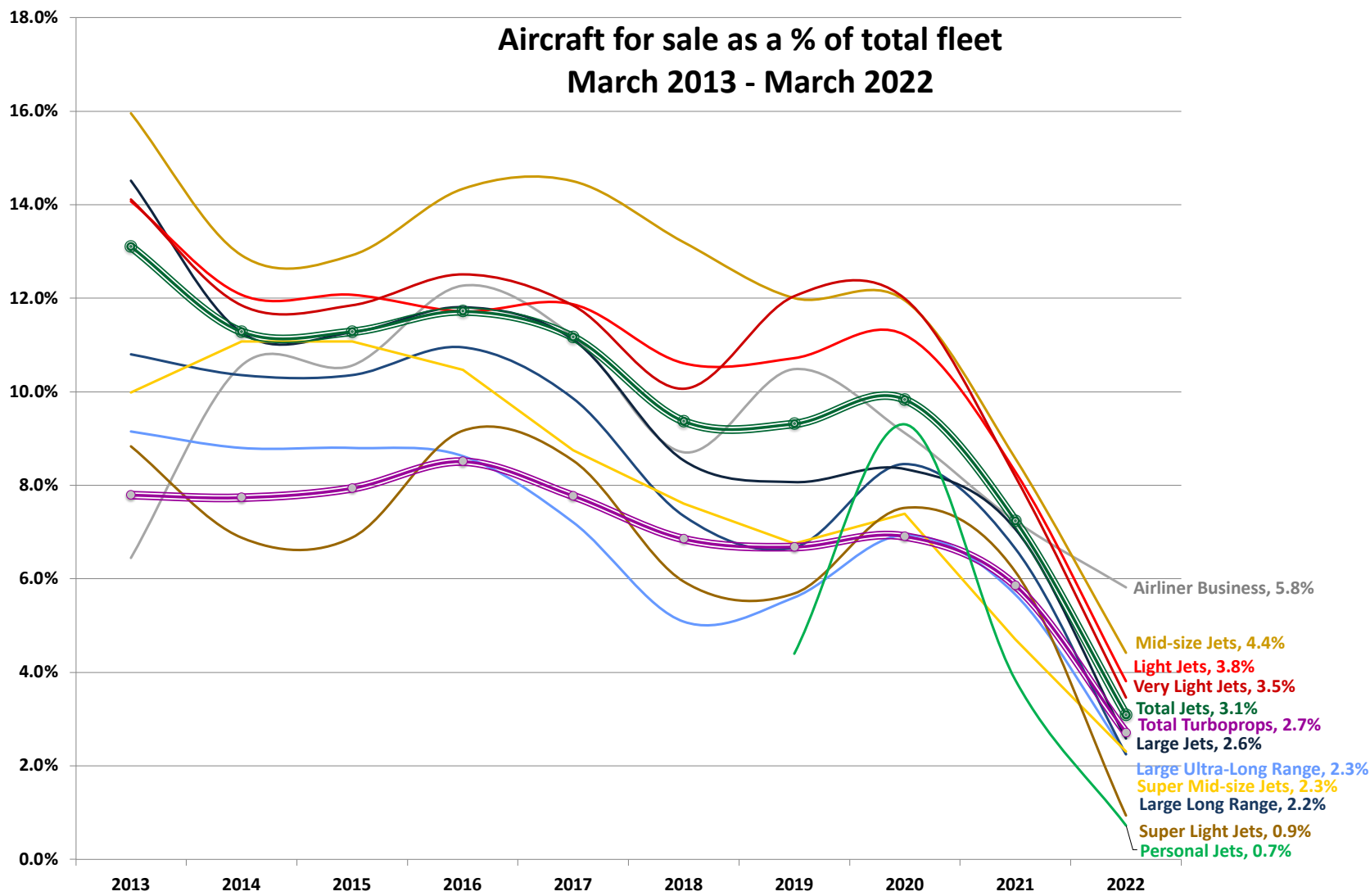
Business Jets and Turboprops for sale  
March 2013 - March 2022



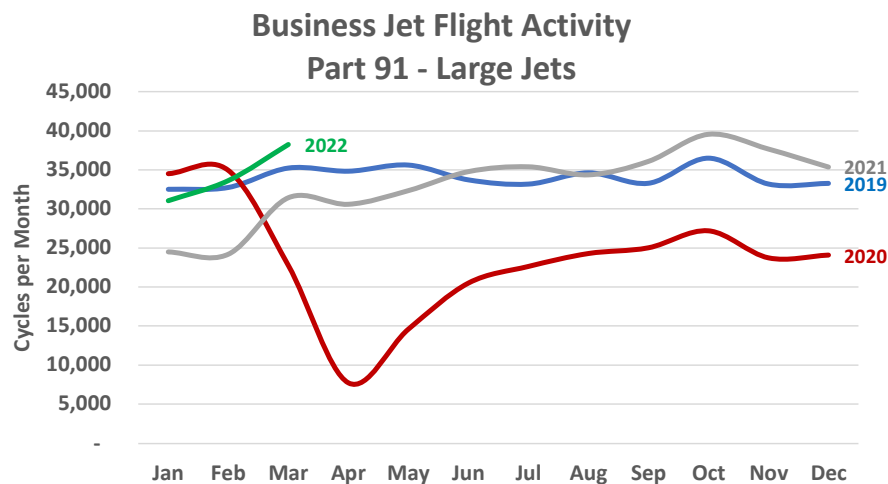
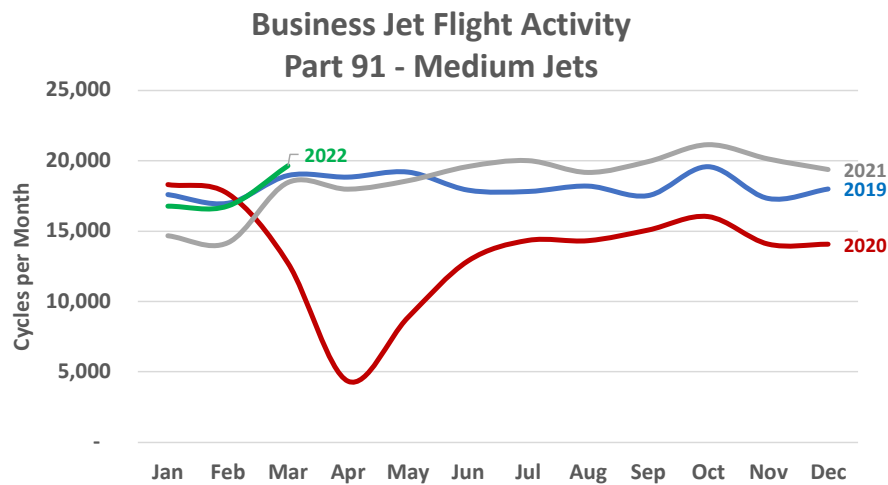
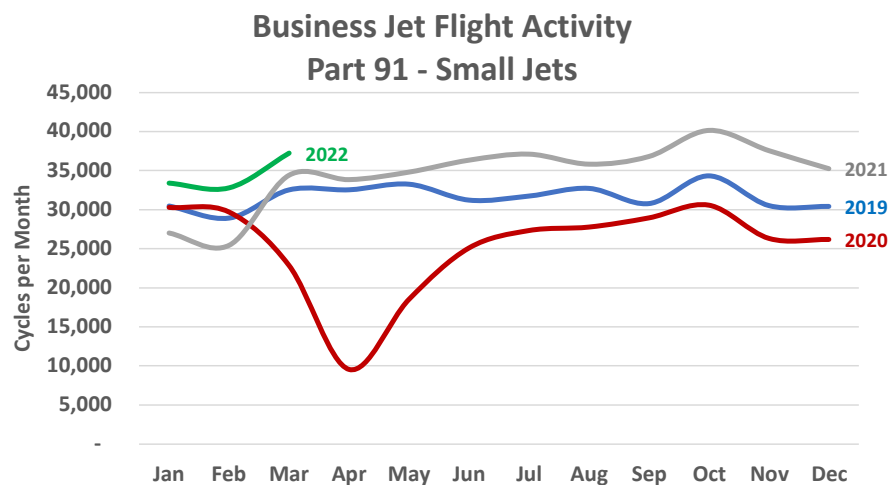
Aircraft Available for Sale as % of World Fleet (as of March 31)										
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Business Jets	13.1%	11.3%	11.3%	11.7%	11.2%	9.4%	9.3%	9.8%	7.2%	3.1%
Turboprop	7.8%	7.7%	7.9%	8.5%	7.8%	6.9%	6.7%	6.9%	5.9%	2.7%

**For-sale inventories of pre-owned business aircraft remain at their lowest-ever levels – a much tighter market than was evident after the 2008/2009 financial crisis**

# Pre-Owned Business Jet Inventory

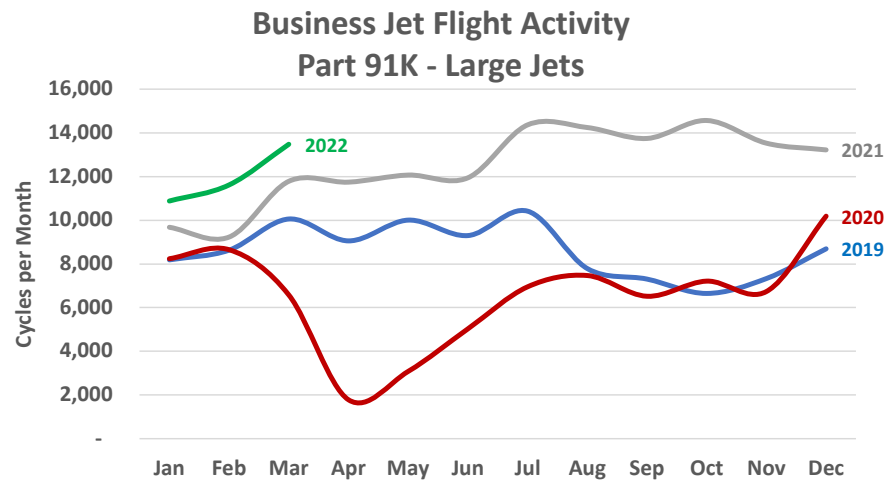
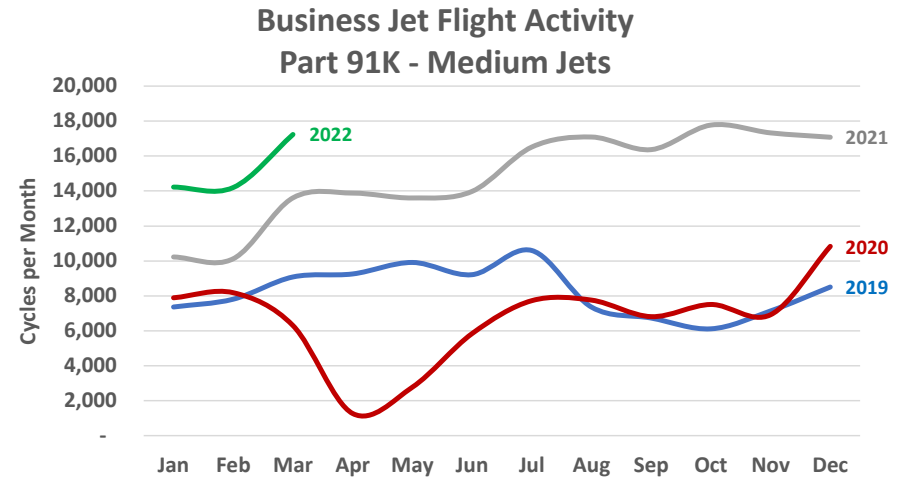
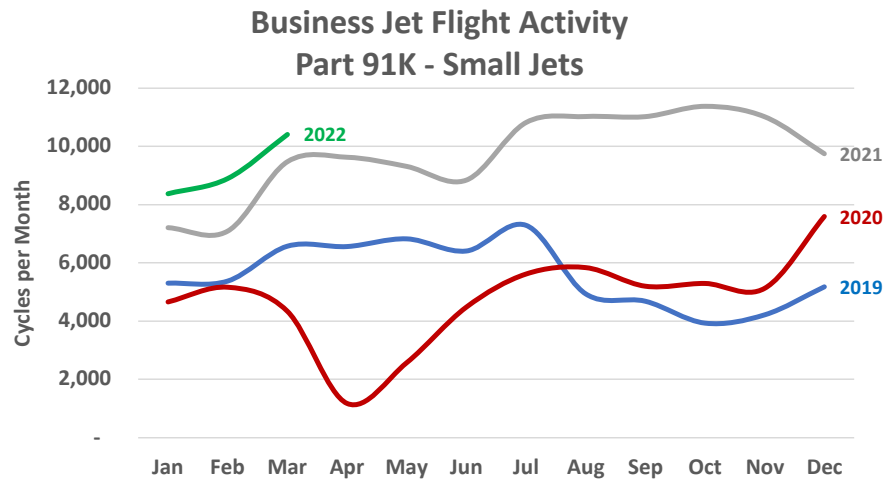


# U.S. Business Jet Utilization



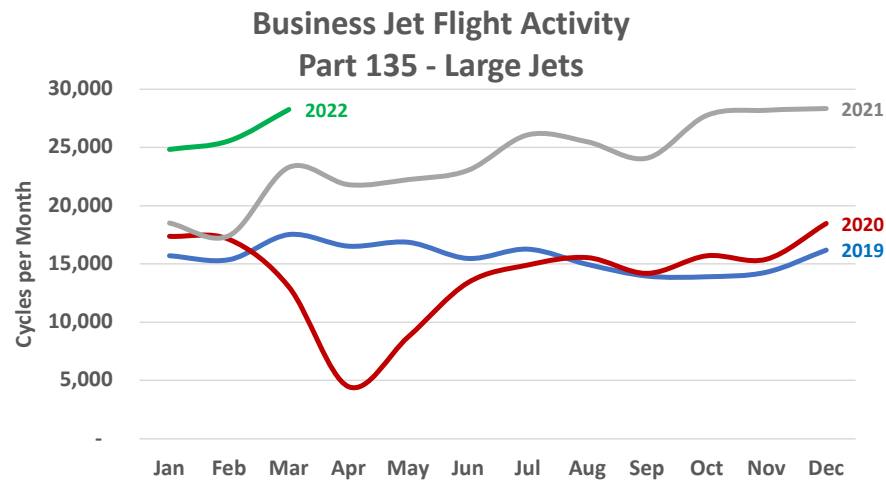
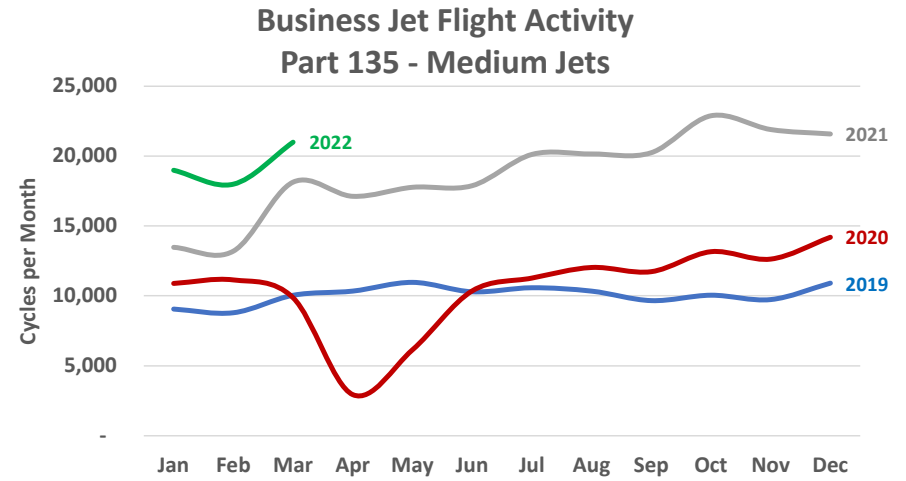
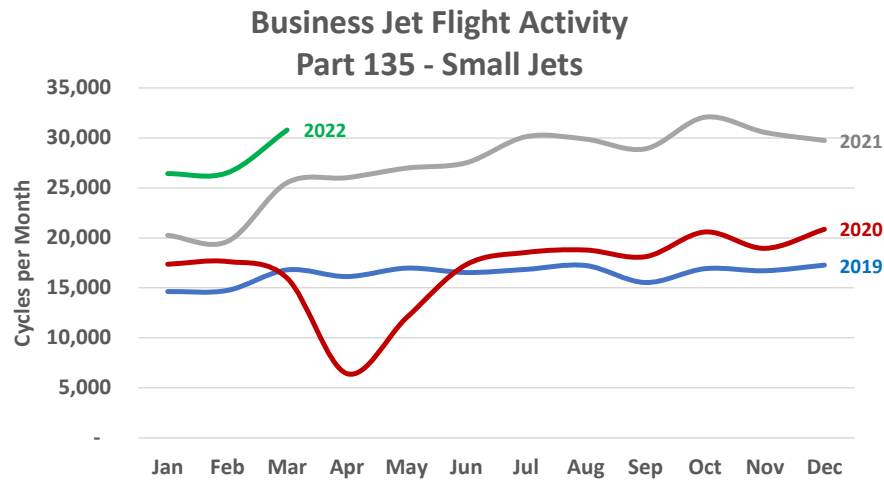
Source: U.S. FAA; JETNET

# U.S. Business Jet Utilization



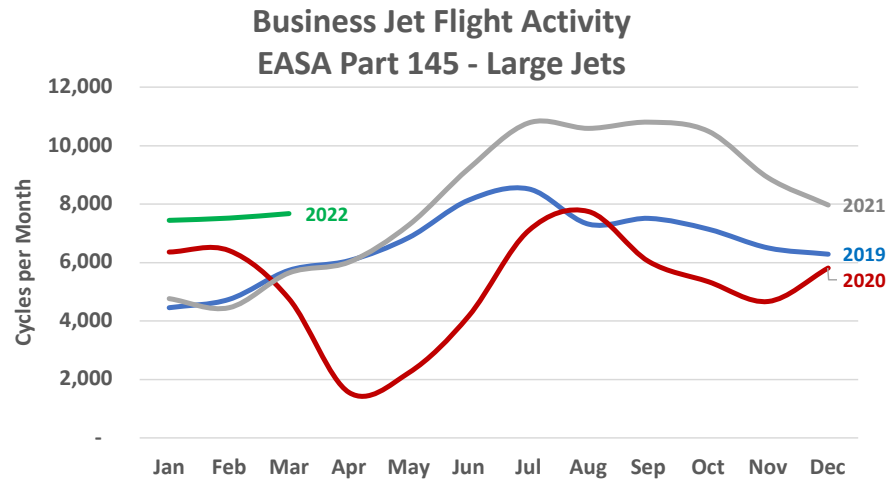
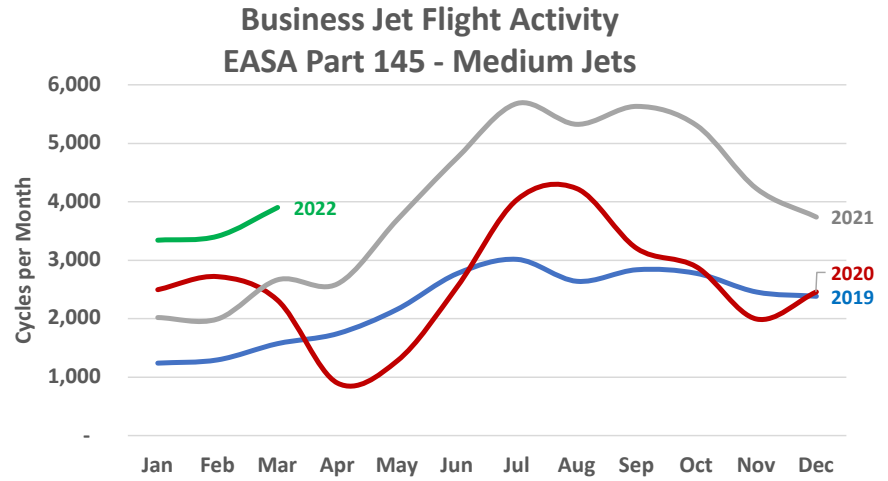
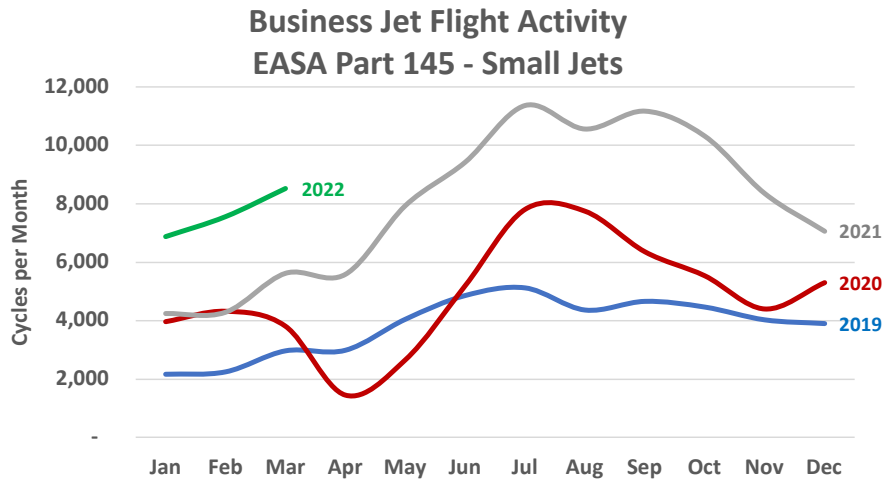
Source: U.S. FAA; JETNET

# U.S. Business Jet Utilization



Source: U.S. FAA; JETNET

# U.S. Business Jet Utilization



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# Crude Oil and Jet Fuel Prices

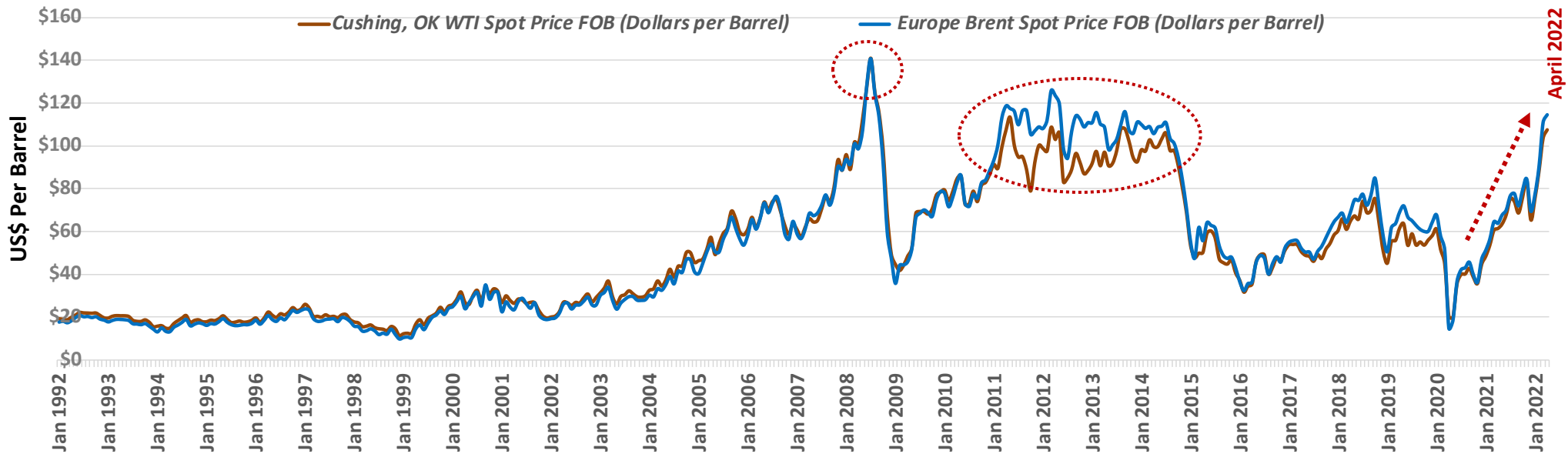
<b>IATA Fuel Price Monitor Apr 28 2022</b>	<b>Share in World Index</b>	<b>\$/US gallon</b>	<b>\$/barrel</b>	<b>Index Value 2000= 100</b>	<b>vs. 1 week ago</b>	<b>vs. 1 month ago</b>	<b>vs.1 yr ago</b>
<b>Jet Fuel Price</b>	<b>100%</b>	<b>\$ 4.152</b>	<b>\$ 174.38</b>	<b>476.69</b>	<b>8.7%</b>	<b>7.9%</b>	<b>149.4%</b>
Asia & Oceania	22%	\$ 3.460	\$ 145.67	416.22	3.4%	3.0%	111.9%
Europe & CIS	28%	\$ 4.196	\$ 176.22	474.79	11.0%	7.7%	154.4%
Middle East & Africa	7%	\$ 3.677	\$ 154.41	461.12	6.2%	4.7%	128.9%
North America	39%	\$ 4.585	\$ 192.98	513.03	10.5%	10.6%	170.5%
Latin & Central America	4%	\$ 4.126	\$ 173.29	480.05	4.1%	10.1%	142.4%

*Global average price paid at the refinery for aviation jet fuel - IATA*

Source: International Air Transport Association (IATA) from PLATTS

# Crude Oil and Jet Fuel Prices

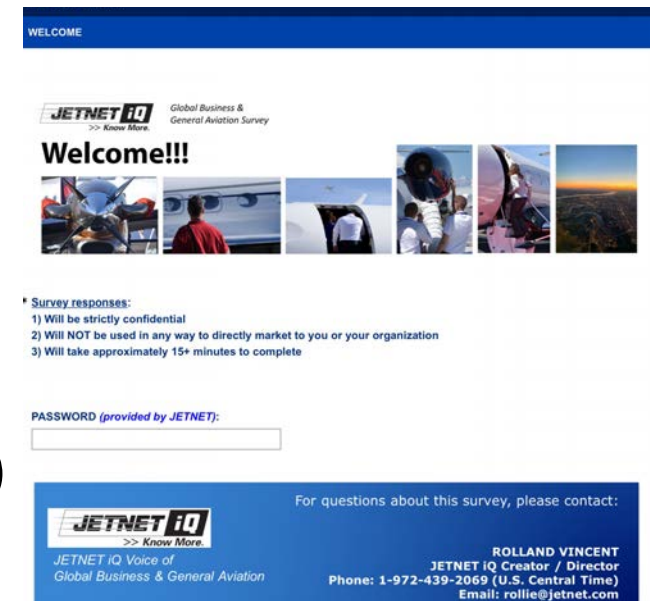
Historical Crude Oil Price Per Barrel  
(Month-End \$U.S. Price)



Source: IndexMundi

# JETNET iQ Quarterly Surveys

- Multilingual owner / operator surveys
  - Utilization patterns and expectations
  - Brand perceptions
  - Purchase criteria / inhibitors
  - Purchase / selling intentions
  - New product preferences
  - Special topics of interest (examples)
    - New products
    - COVID-19
    - Mood of the market

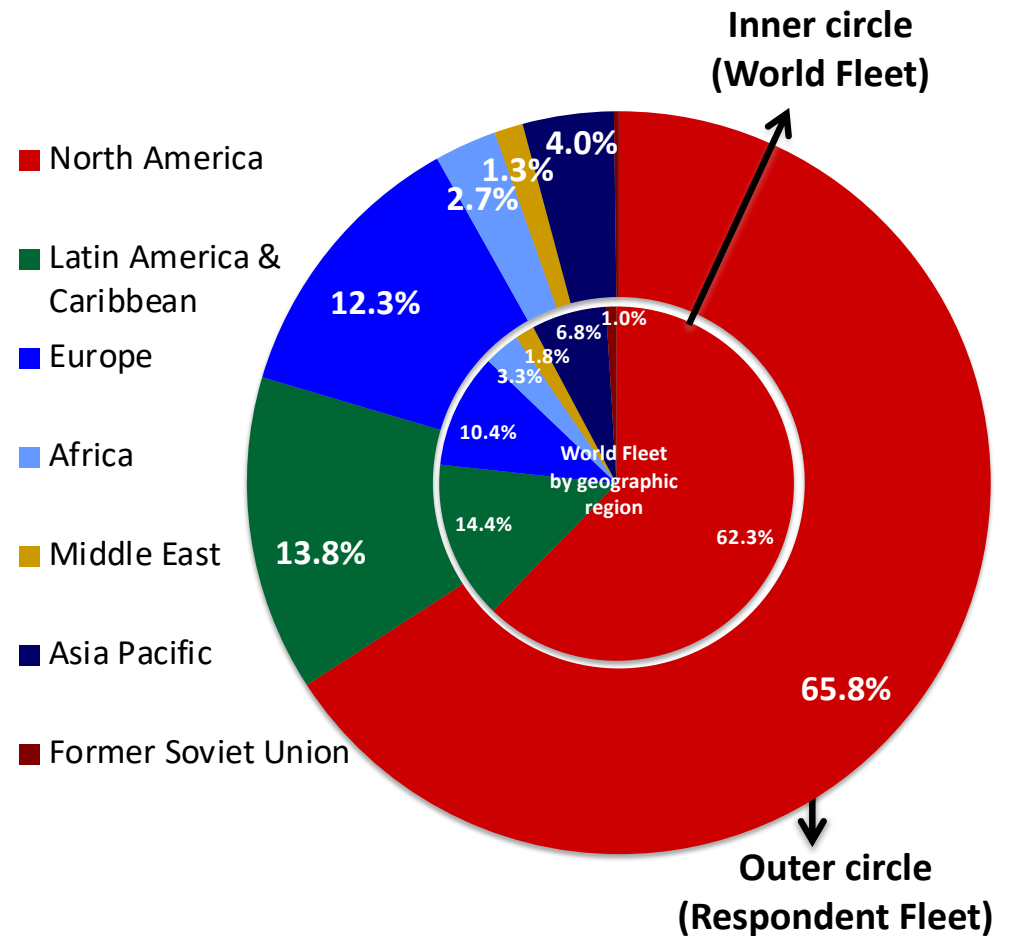


**JETNET iQ Surveys: Quarterly, multilingual, worldwide**

## Survey Respondents' Location By Respondent Location

Q1 2022 Survey

RESPONDENT COUNTRIES FROM Q1 2022 SURVEY			
COUNTRIES/TERRITORIES	# of respondents		# of respondents
ARGENTINA	3	PARAGUAY	1
AUSTRALIA	7	PERU	1
AUSTRIA	5	PHILIPPINES	2
BANGLADESH	1	POLAND	1
BOLIVIA	2	PORTUGAL	2
BOTSWANA	1	RUSSIAN FEDERATION	1
BRAZIL	30	SAUDI ARABIA	1
BULGARIA	1	SERBIA	1
CANADA	24	SINGAPORE	1
CHILE	5	SOUTH AFRICA	8
CHINA	2	SPAIN	1
CZECHIA	3	SRI LANKA	1
DENMARK	2	ST MAARTEN	1
ESTONIA	1	SWEDEN	1
FRANCE	3	SWITZERLAND	7
GERMANY	10	TAIWAN	1
GUATEMALA	2	THAILAND	1
HONDURAS	1	TURKEY	3
INDIA	1	UNITED ARAB EMIRATES	2
IRELAND	2	UNITED KINGDOM	9
ITALY	4	UNITED STATES	292
JAPAN	1	VENEZUELA	1
KENYA	2	<b>Total # of respondents</b>	<b>480</b>
LATVIA	1	<b>Total # of countries</b>	<b>54</b>
LUXEMBOURG	1	Africa	13
MALAYSIA	1	Asia Pacific	19
MALTA	2	Europe	59
MEXICO	18	Former Soviet Union	1
NAMIBIA	1	Latin America & Caribbean	66
NETHERLANDS	2	Middle East	6
NIGERIA	1	North America	316
PANAMA	1	<b>Total</b>	<b>480</b>

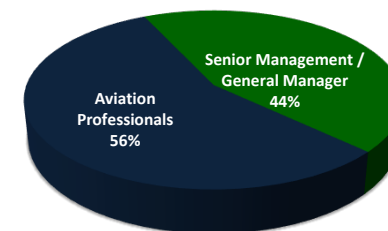
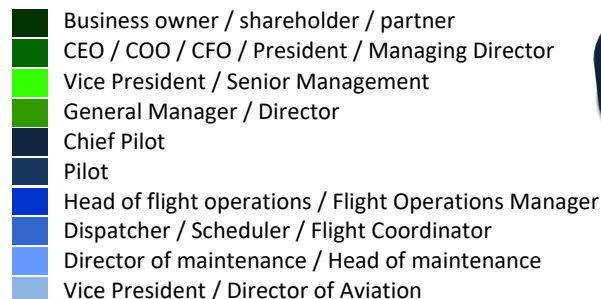
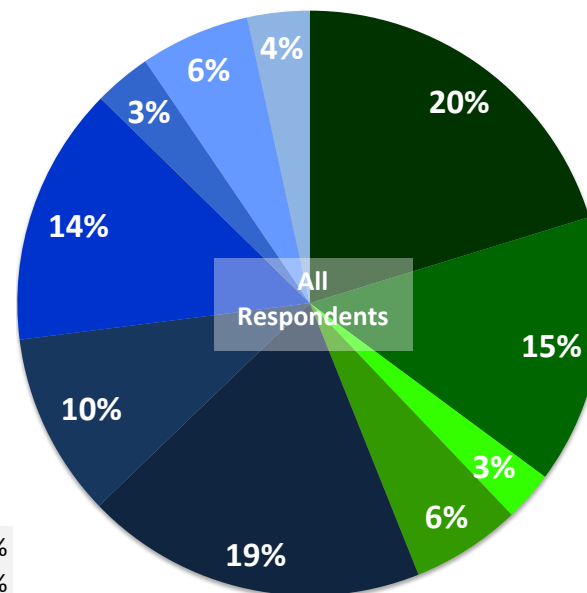


## Survey Respondents' Roles

Q1 2022 Survey

Title of respondent	Completed
Business owner / shareholder / partner	147
CEO / COO / CFO / President / Managing Director	108
Vice President / Senior Management	20
General Manager / Director	44
Chief Pilot	137
Pilot	74
Head of flight operations / Flight Operations Manager	104
Dispatcher / Scheduler / Flight Coordinator	23
Director of maintenance / Head of maintenance	44
Vice President / Director of Aviation	25
<b>Total</b>	<b>726</b>

Aviation Professionals	407	56%
Senior Management / General Manager	319	44%

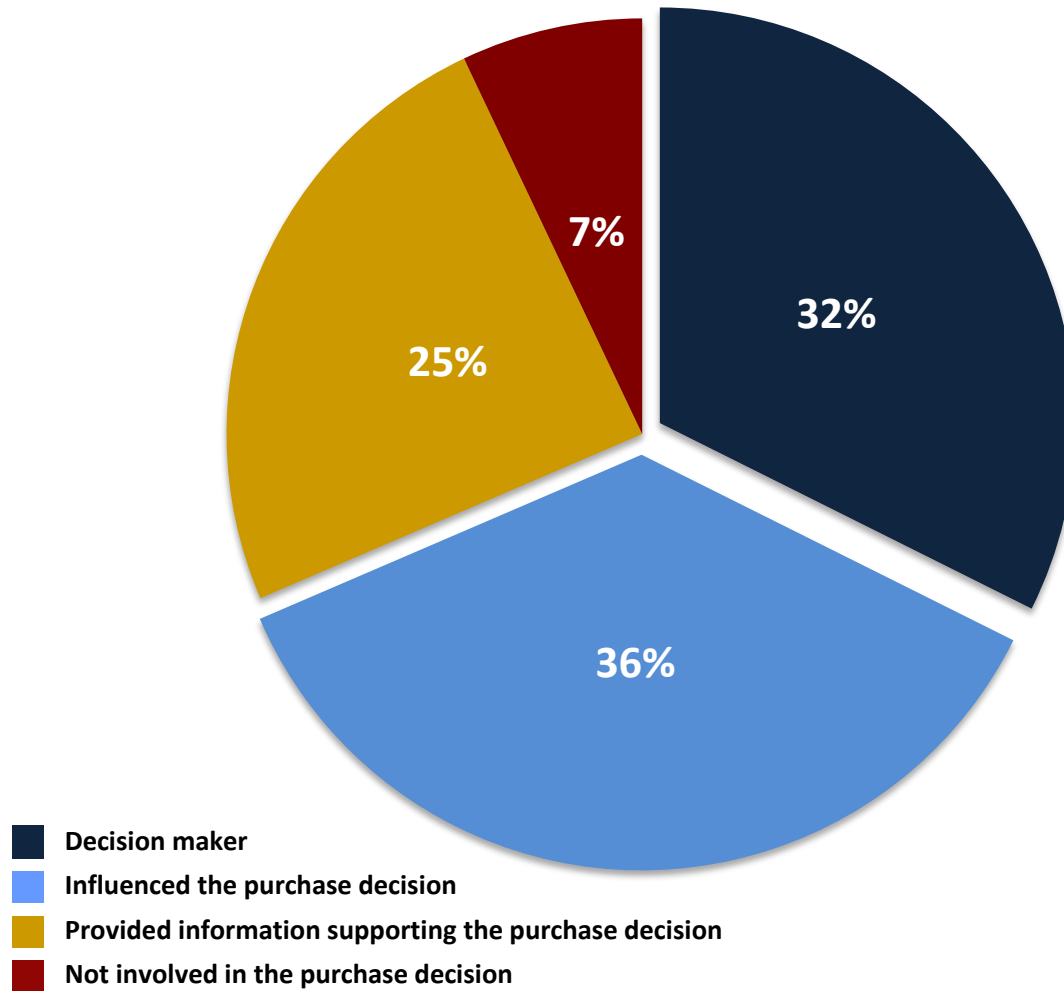


Note: Respondents may have multiple job titles and organizational roles

# Survey Respondents' Roles

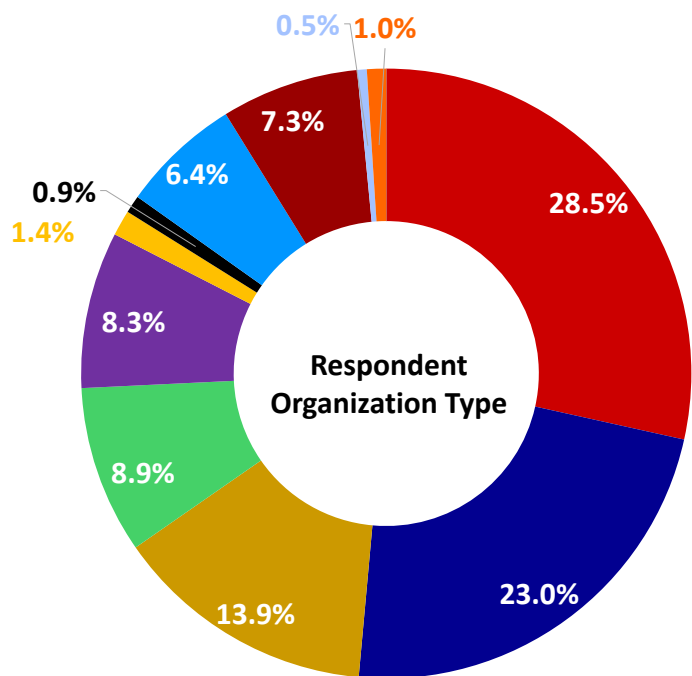
By Involvement in Last Fixed-Wing Turbine Aircraft Purchase

Q1 2022 Survey

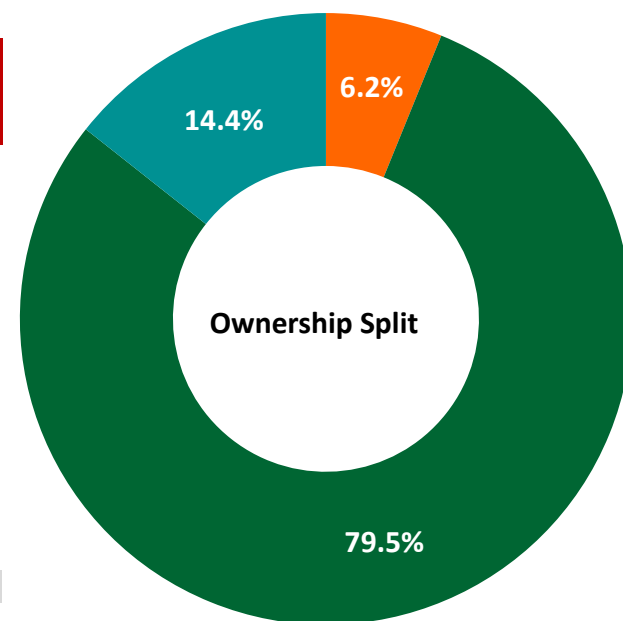


# Survey Respondents' Organization

Q1 2022 Survey



Please indicate which of the following best describes your organization or company (check as many as apply):		All Respondents
Aircraft owner		336
Aircraft operator		271
Flight department		164
Aircraft management company		105
Air taxi or charter operator		98
Fractional aircraft operator		16
Fractional share / jet card holder		11
Aircraft MRO		75
Broker / Dealer		86
Financial Institution		6
Government		12
Other		-
Privately-held		155
Publicly-traded		28
<b>Total</b>		<b>1,363</b>



Breakdown for Respondents who indicated ownership

<span style="color: red;">●</span> Aircraft owner	<span style="color: purple;">●</span> Air taxi or charter operator	<span style="color: red;">●</span> Broker / Dealer	<span style="color: orange;">●</span> Government
<span style="color: blue;">●</span> Aircraft operator	<span style="color: yellow;">●</span> Fractional aircraft operator	<span style="color: lightblue;">●</span> Financial Institution	<span style="color: green;">●</span> Privately held
<span style="color: gold;">●</span> Flight department	<span style="color: black;">●</span> Fractional share / jet card holder	<span style="color: orange;">●</span> Government	<span style="color: teal;">●</span> Publicly held
<span style="color: lightgreen;">●</span> Aircraft management company	<span style="color: cyan;">●</span> Aircraft MRO	<span style="color: grey;">●</span> Other	

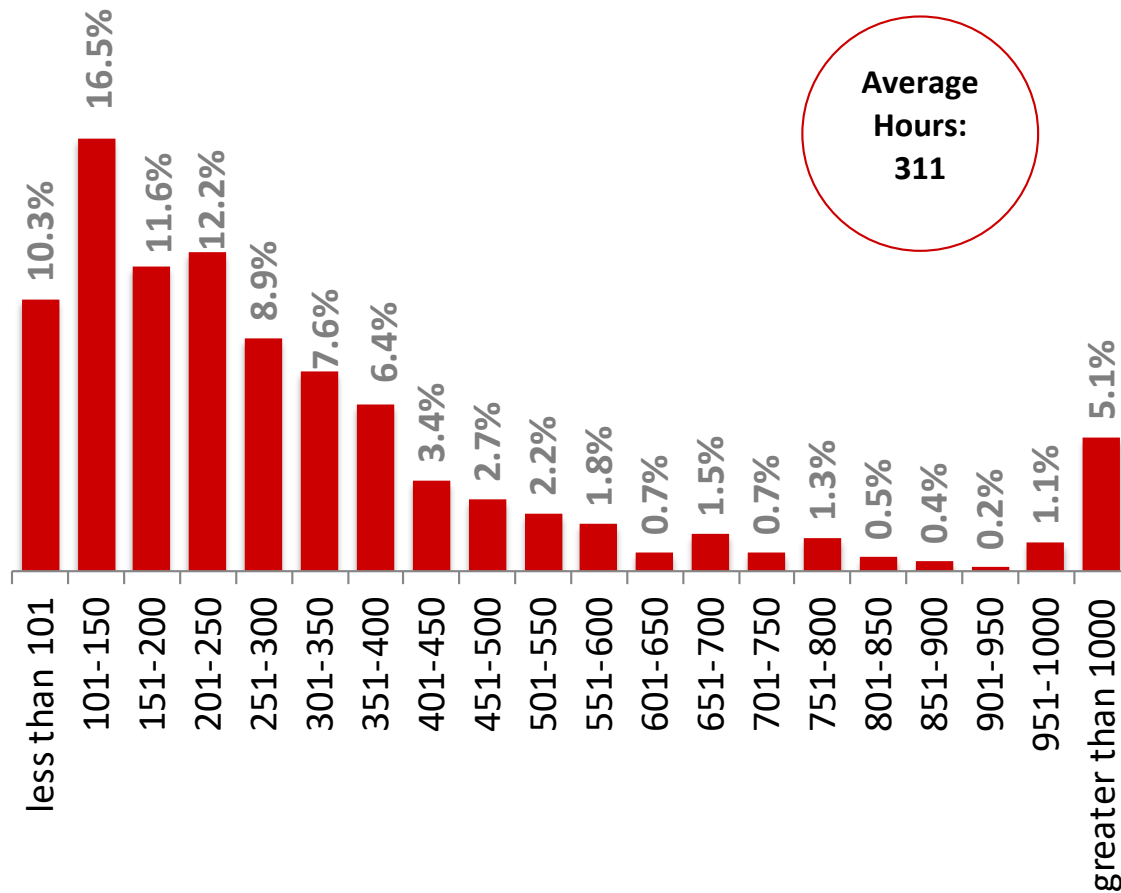
Note: Respondents may have chosen multiple organizational types

# Survey Respondents' Flight Operations

Last 12 Months – World (Fixed-Wing Business Jets and Turboprops Only)

## Annual Flight Hours Per Aircraft

Q1 2022 Survey

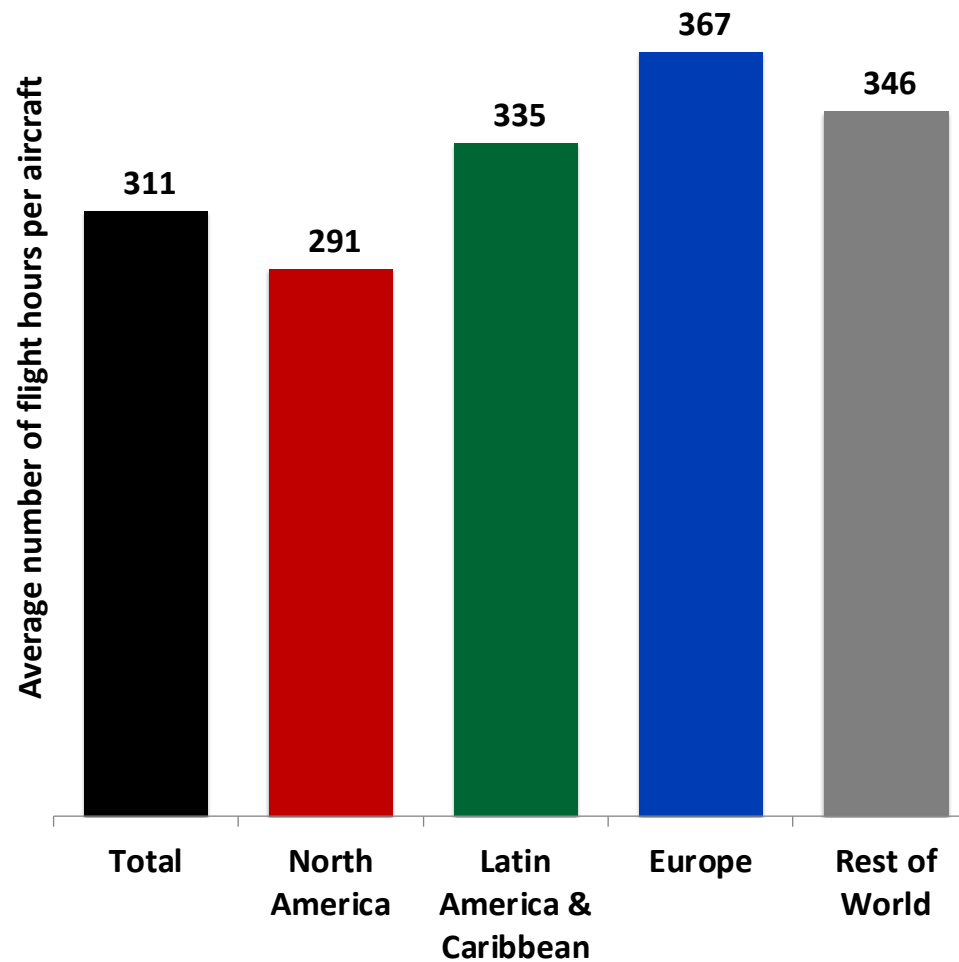


# Survey Respondents' Flight Operations

Regional Average Utilization per Aircraft in Prior 12 Months

Average flight hours per year

Q1 2022 Survey

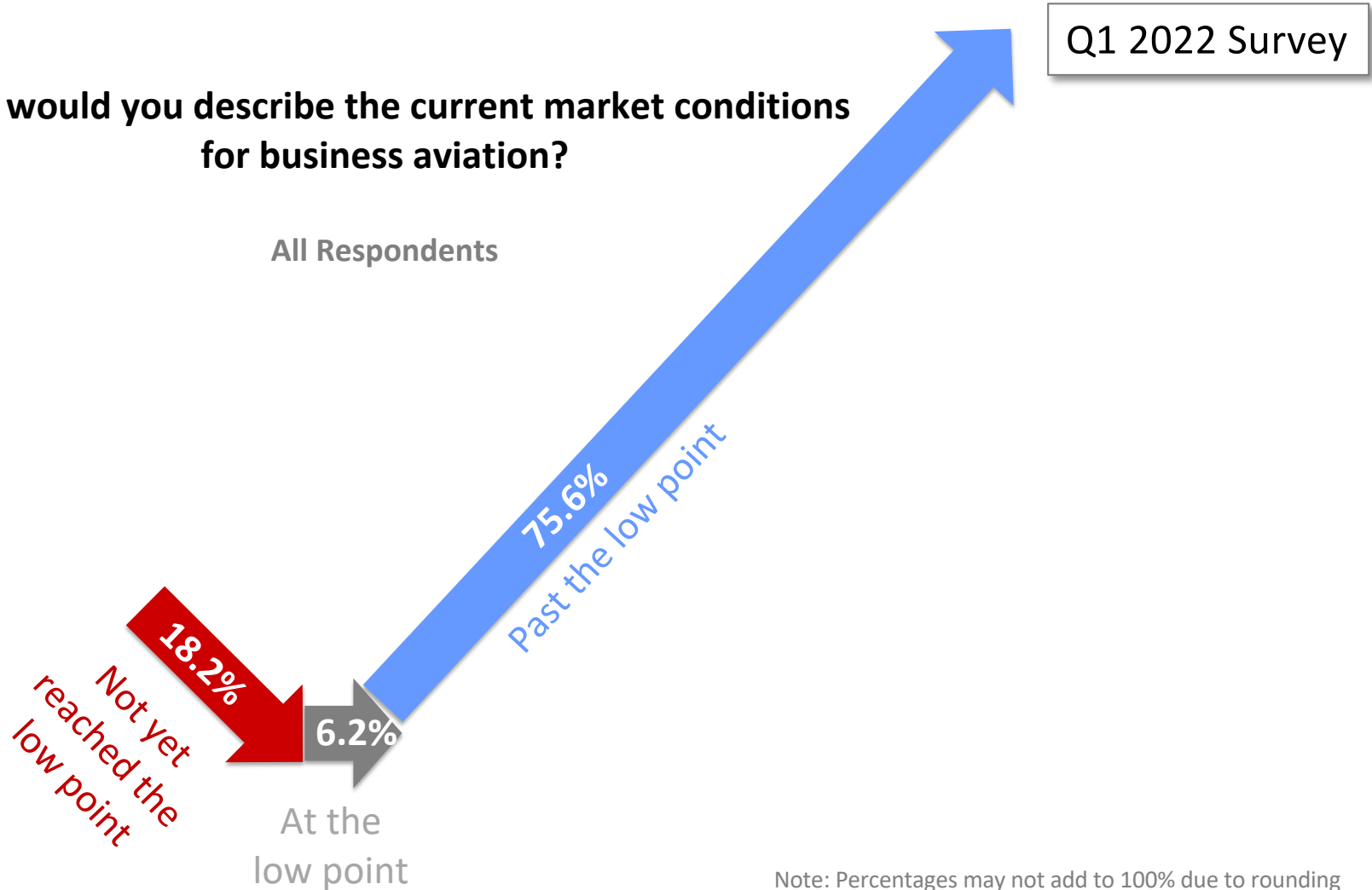


# Survey Respondents' Sentiment

## Current Market Sentiment

How would you describe the current market conditions for business aviation?

All Respondents



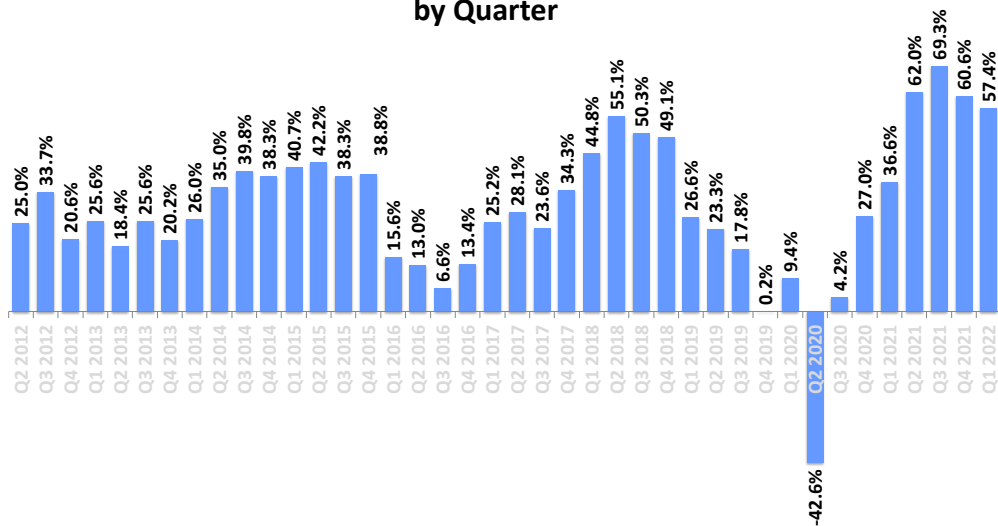
Note: Percentages may not add to 100% due to rounding

# Survey Respondents' Sentiment

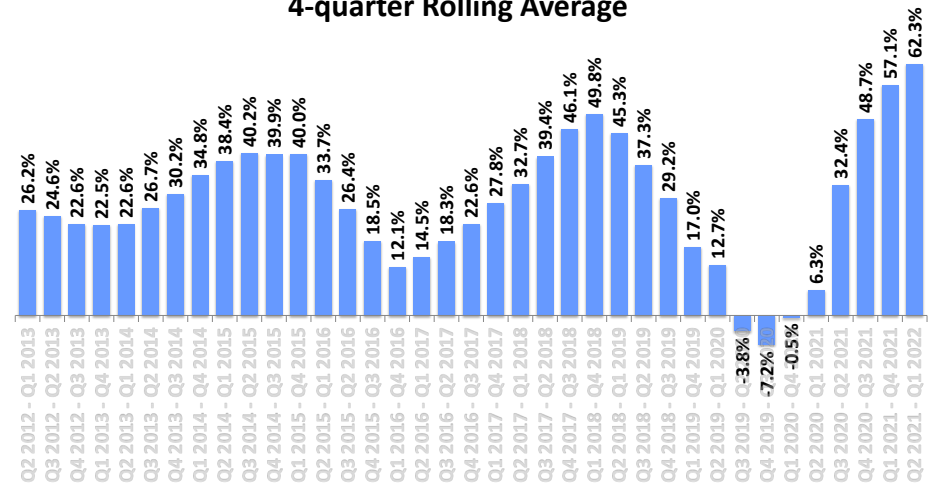
## Current Market Sentiment

Q1 2022 Survey

Overall Worldwide Net Optimism  
by Quarter



Overall Worldwide Net Optimism  
4-quarter Rolling Average



Net optimism = "Past the low point" minus "Not yet reached the low point"

Net optimism remains elevated but slipped slightly in Q1 2022 from 60.6% to 57.4%

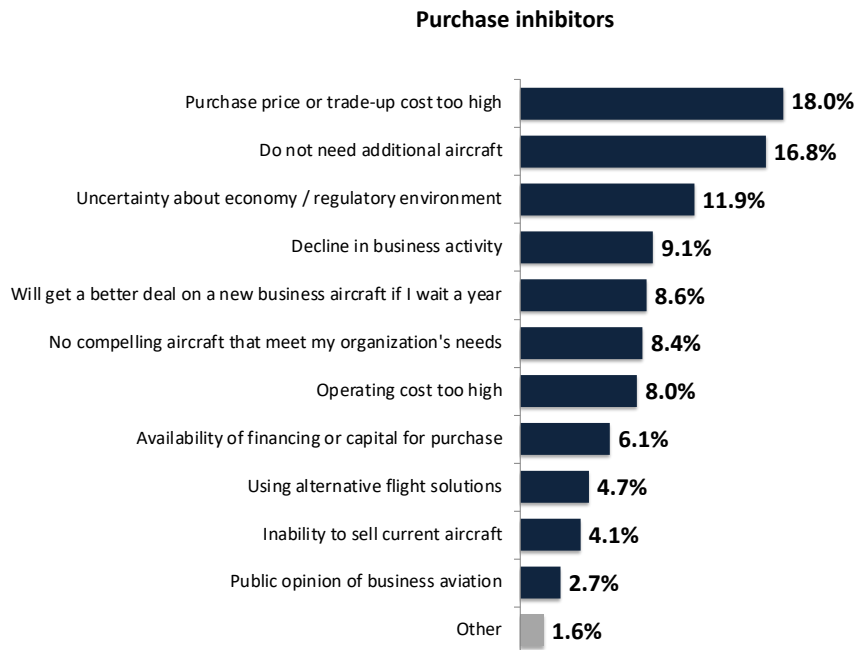
# Aircraft Purchase Inhibitors

## Inhibitors – Weighted Average

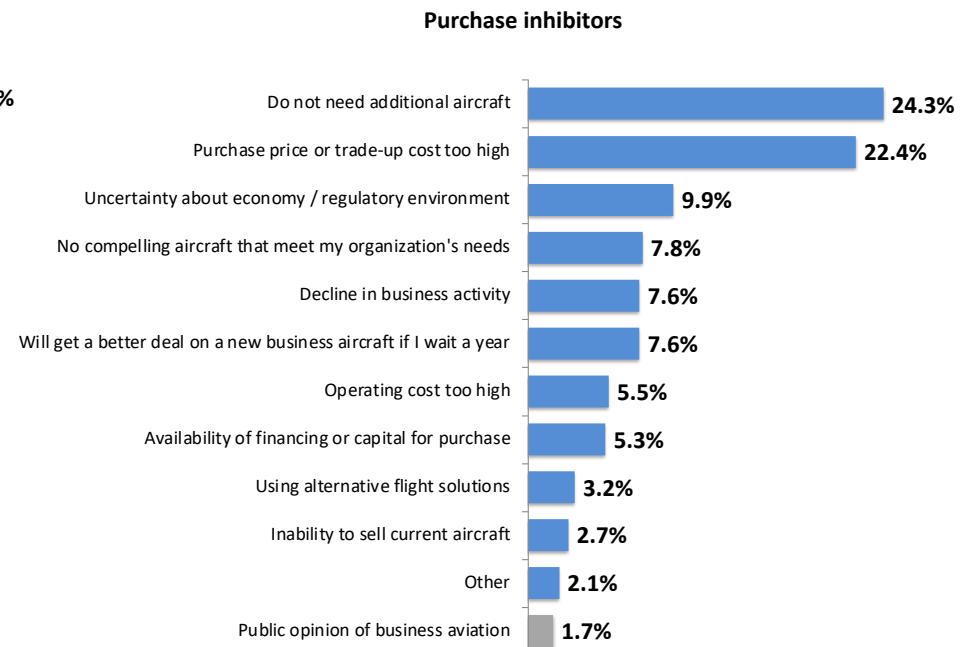
Q1 2022 Survey

*“Which of the following factors are most likely to prevent or delay your organization from purchasing a business aircraft over the next 12 months?”*

### Weighted Average Importance of Factors



### Chosen as “Most Important” factor



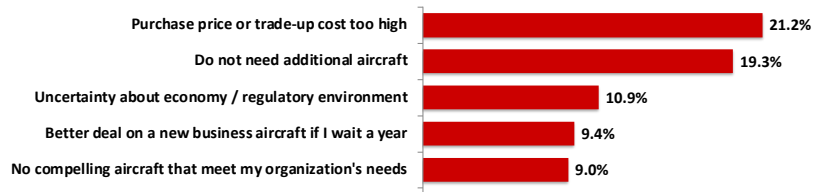
# Aircraft Purchase Inhibitors

## Top 5 Inhibitors – Weighted Average

Q1 2022 Survey

*“Which of the following factors are most likely to prevent or delay your organization from purchasing a business aircraft over the next 12 months?”*

### Purchase Inhibitors – North America



### Purchase Inhibitors – Europe



### Purchase Inhibitors – Latin America & Caribbean



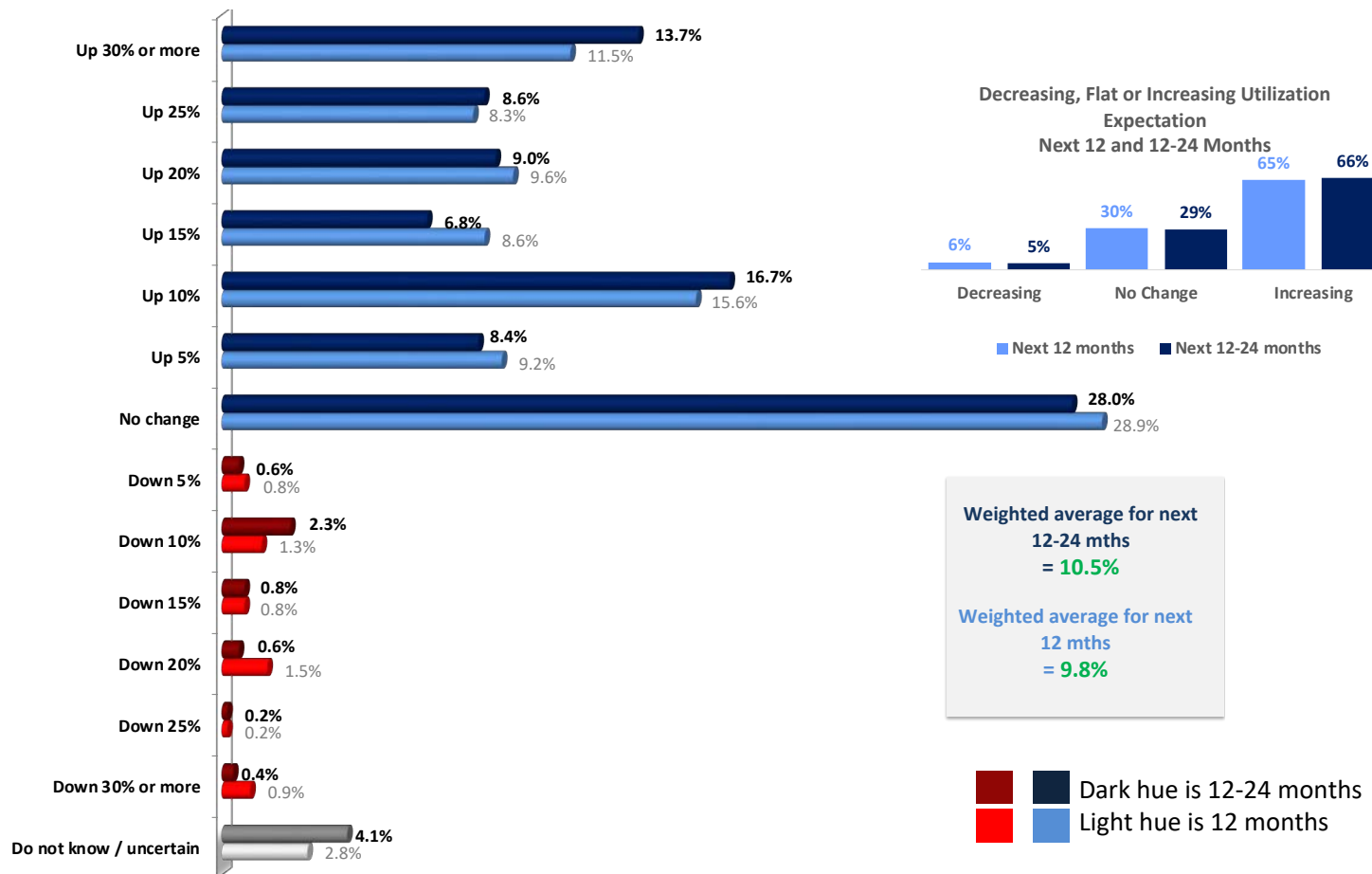
### Purchase Inhibitors – Rest of World



# Aircraft Utilization

## Next 12 and 12-24 Months versus Prior 12 Months

Q1 2022 Survey

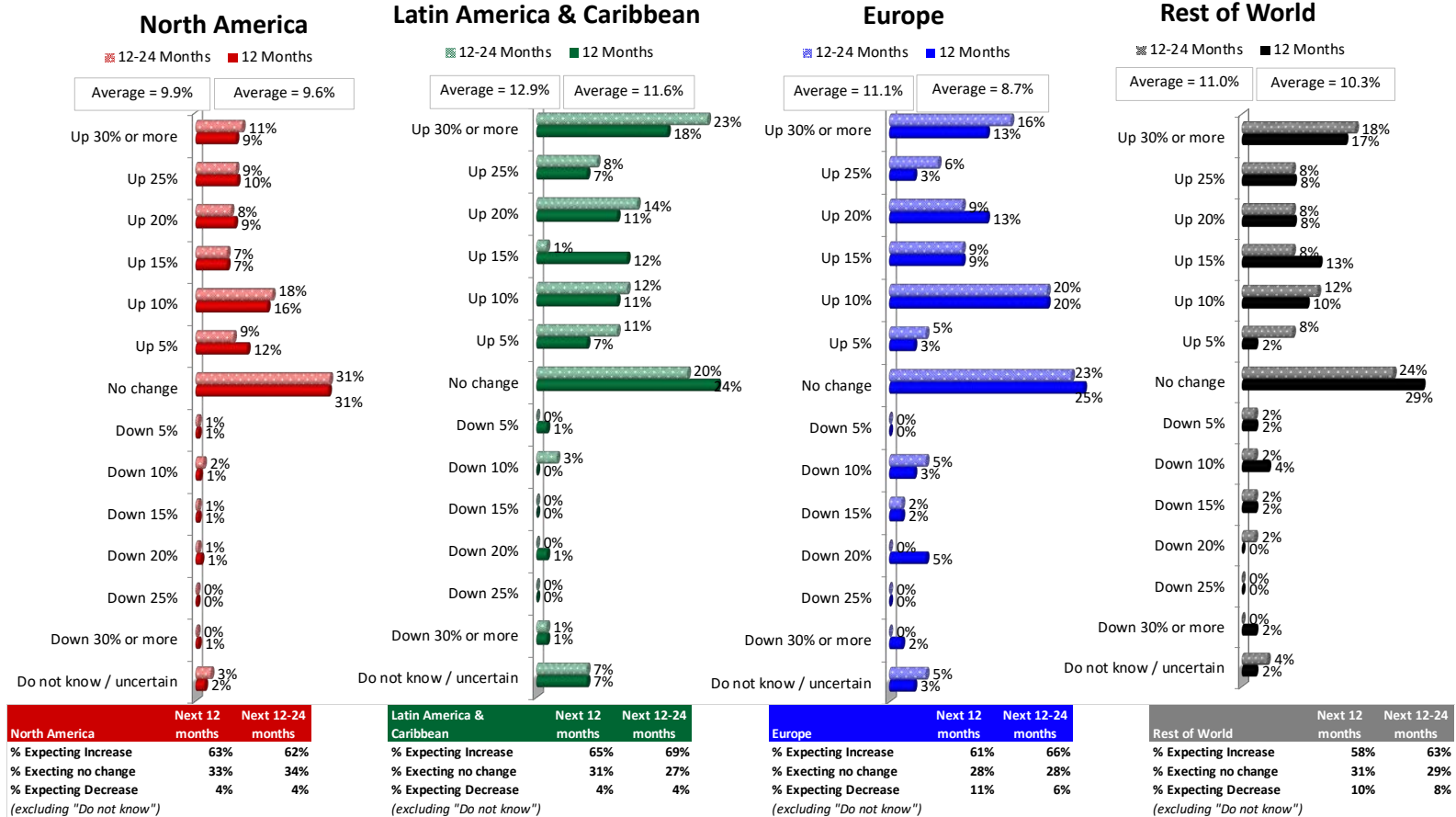


**Respondents expect to fly 9.8% more hours in the next 12 months vs. prior 12 months and 10.5% more in the next 12-24 months**

# Aircraft Utilization

Q1 2022 Survey

## Next 12 Months and 12-24 Months Versus Prior 12 Months by Region



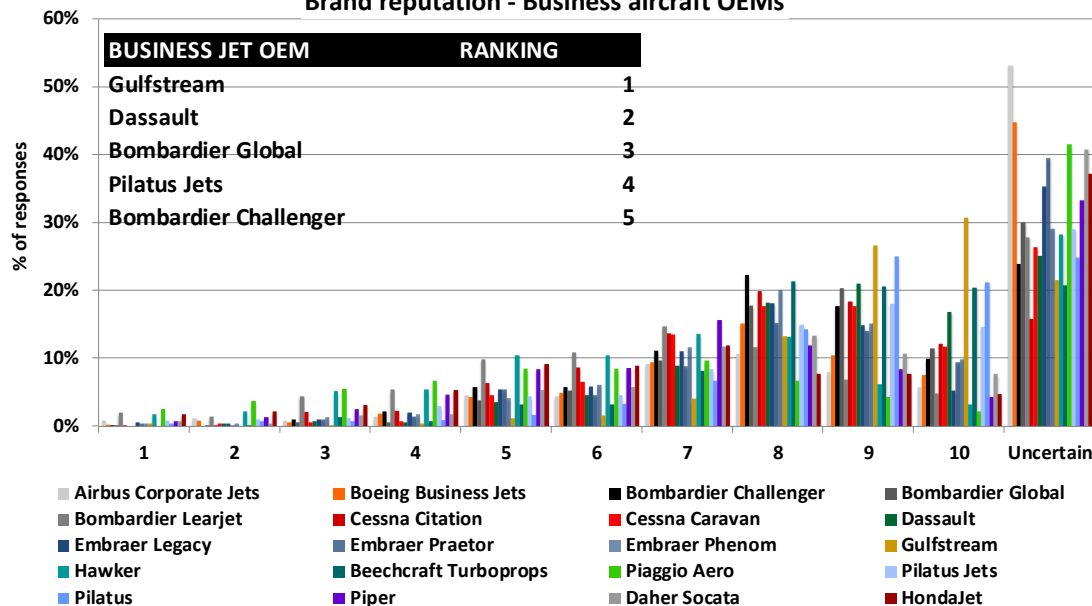
Optimism for future utilization has increased across all regions, led by Rest of World and Latin America & Caribbean over the next 12 months

Q1 2022 Survey

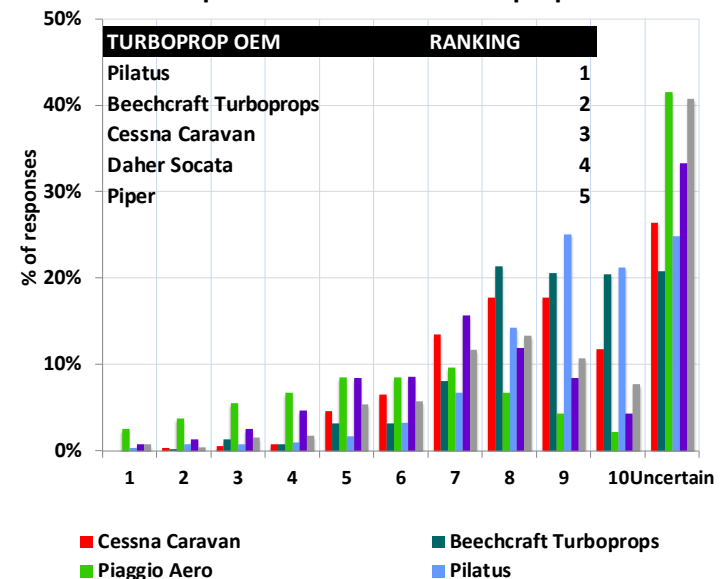
## Brand Reputations

Aircraft Manufacturers on a 1-10 Scale, where “10” = Highest

Brand reputation - Business aircraft OEMs



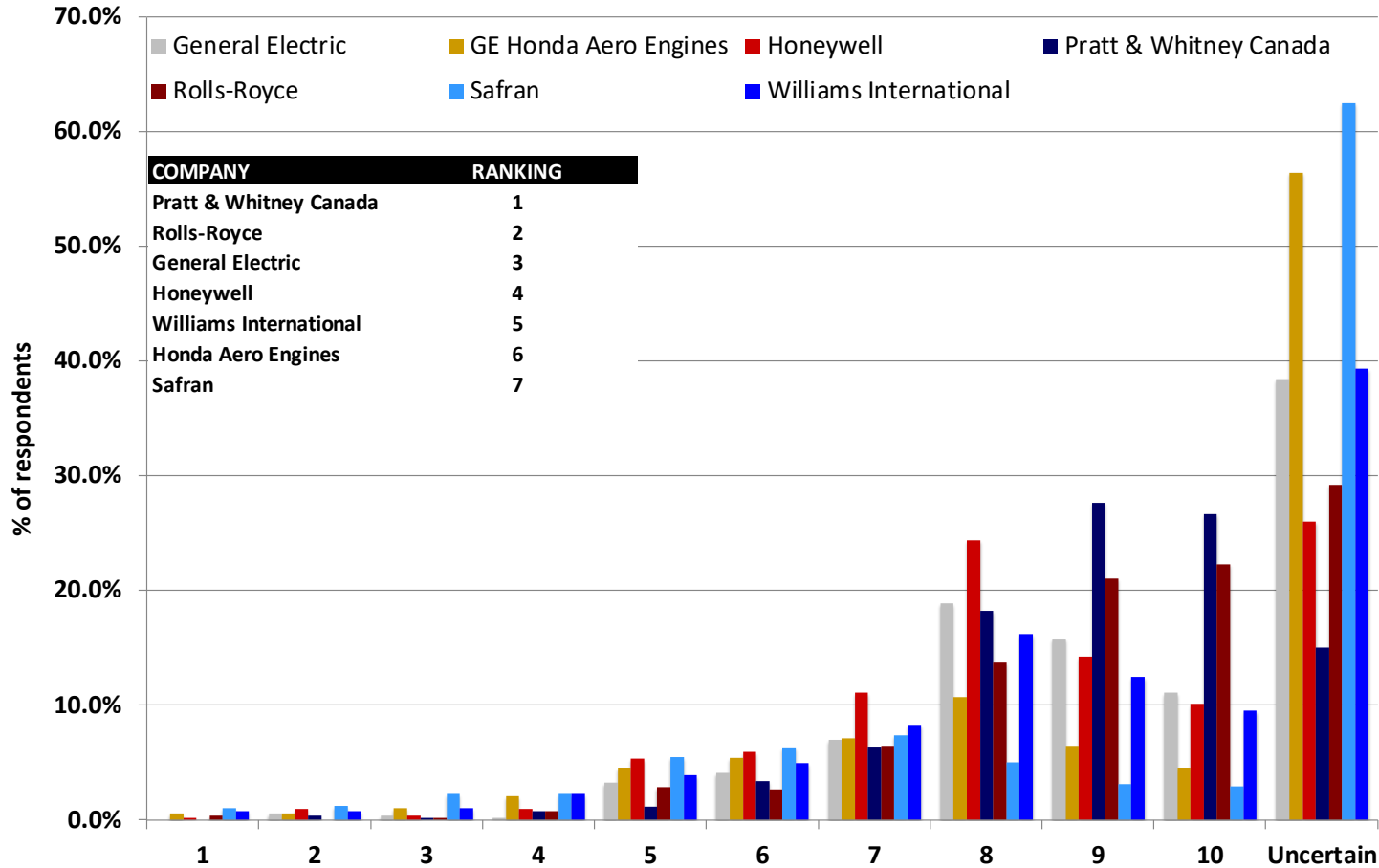
Brand reputation - Business Turboprop OEMs



Gulfstream, Pilatus, Beechcraft and Dassault are the top-rated business aircraft brands

# Brand Reputations

Jet Engine Manufacturers on a 1-10 Scale, where “10” = Highest

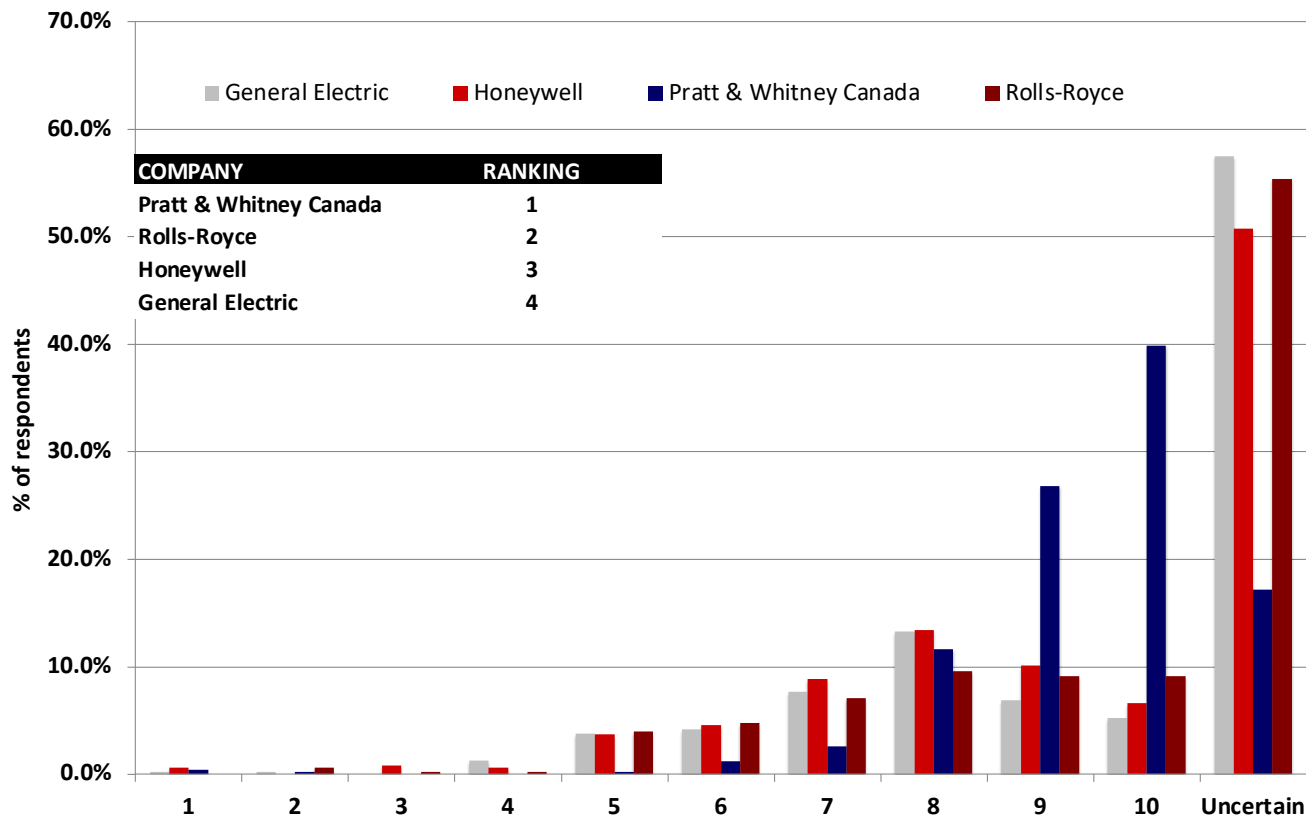


**Pratt & Whitney Canada, Rolls-Royce, and General Electric are the top-rated jet engine manufacturer brands**

# Brand Reputations

Q1 2022 Survey

Turboprop Engine Manufacturers on a 1-10 Scale, where “10” = Highest



COMPANY	RANKING
Pratt & Whitney Canada	1
Rolls-Royce	2
Honeywell	3
General Electric	4

**Pratt & Whitney Canada is the highest rated turboprop engine manufacturer brand, well ahead of Rolls-Royce, Honeywell and General Electric**

## Aircraft Owner / Operator Opinions

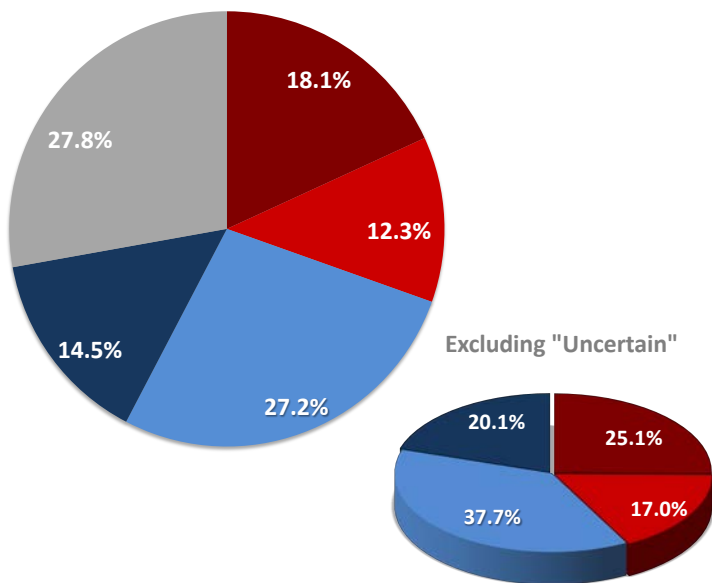
Q1 2022 Survey

Please evaluate these statements and indicate the extent to which you agree or disagree:

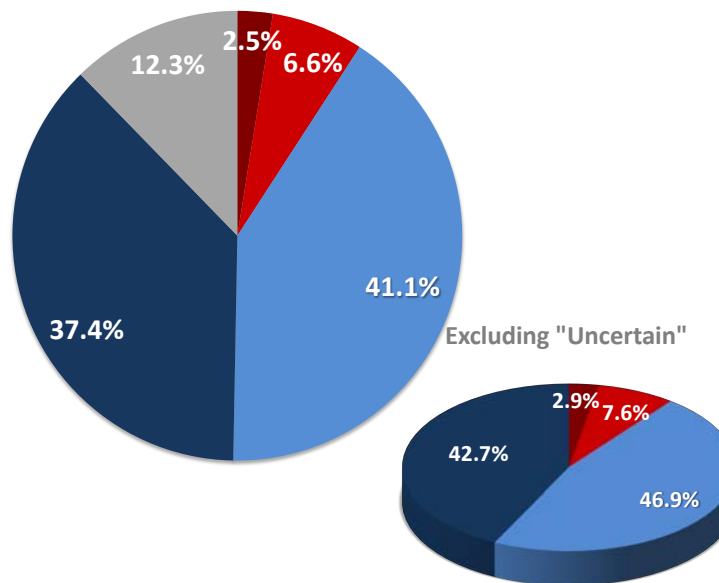
■ Strongly Disagree    
 ■ Somewhat Disagree    
 ■ Somewhat Agree    
 ■ Strongly Agree    
 ■ Uncertain

*I/we will seriously consider flying with sustainable aviation fuels (SAF) in the next 24 months*

*I believe that increased utilization in Fractional / Charter operations seen over the past 12-18 months will continue into the future*



57.8% Somewhat / Strongly Agree



89.6% Somewhat / Strongly Agree

## Aircraft Owner / Operator Opinions

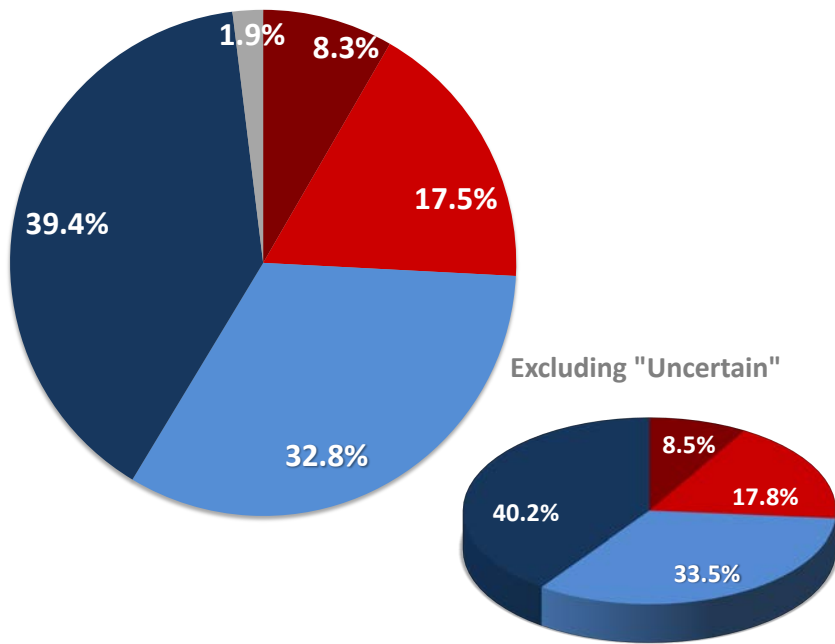
Q1 2022 Survey

Please evaluate these statements and indicate the extent to which you agree or disagree:

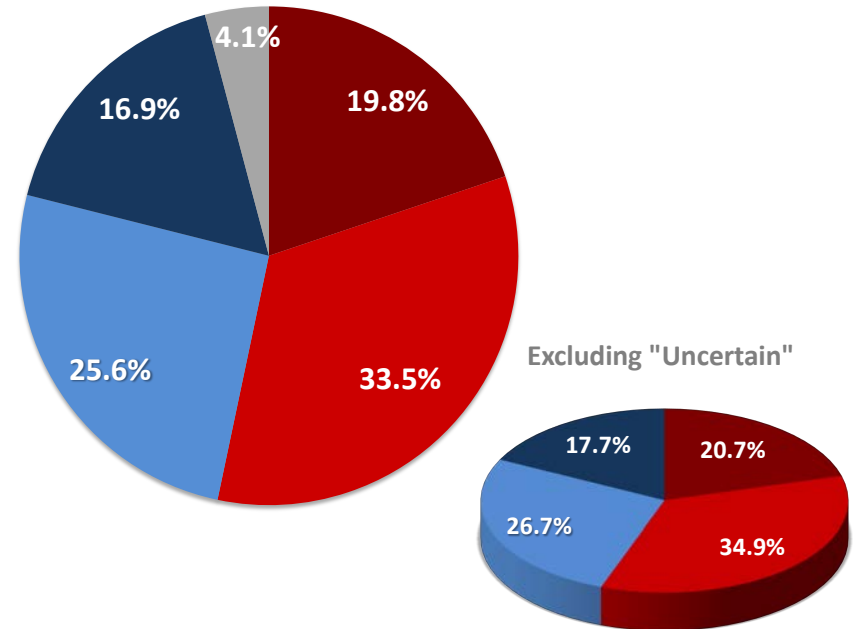
■ Strongly Disagree    
 ■ Somewhat Disagree    
 ■ Somewhat Agree    
 ■ Strongly Agree    
 ■ Uncertain

*My/our business aircraft travel activity has returned to pre-COVID levels or higher*

*My/our commercial airline travel activity has returned to pre-COVID levels or higher*



73.7% Somewhat / Strongly Agree



44.4% Somewhat / Strongly Agree

## Aircraft Owner / Operator Opinions

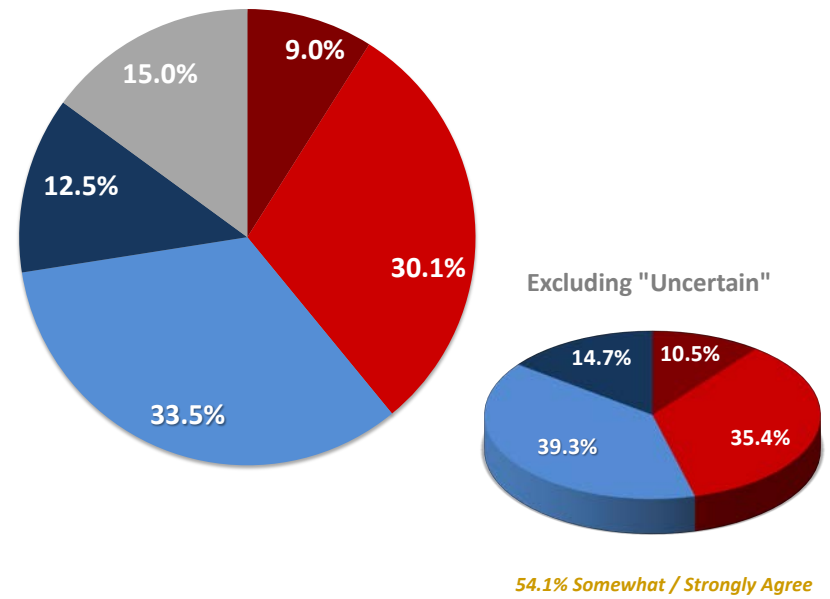
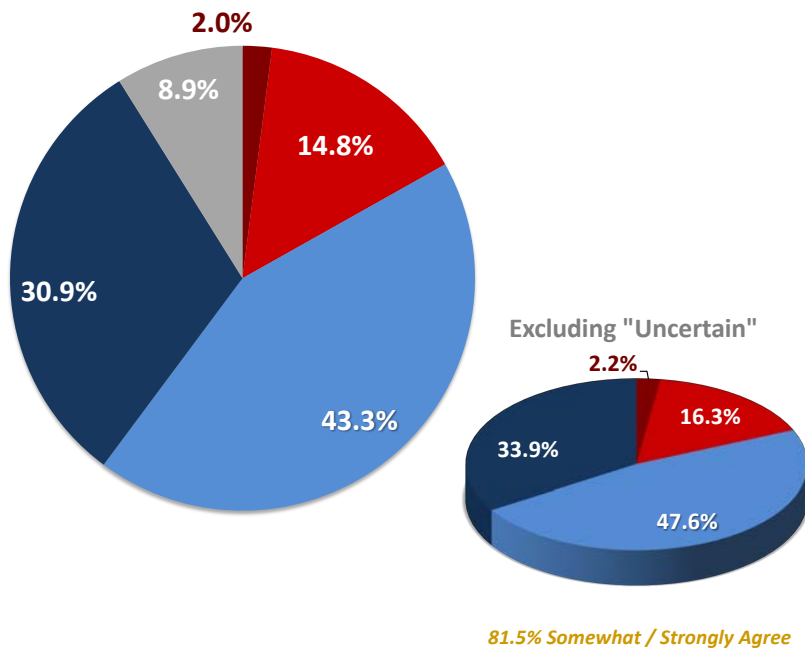
Q1 2022 Survey

Please evaluate these statements and indicate the extent to which you agree or disagree:

■ Strongly Disagree    
 ■ Somewhat Disagree    
 ■ Somewhat Agree    
 ■ Strongly Agree    
 ■ Uncertain

*I feel that increases in aircraft prices and valuations seen in the past 12-18 months will continue for at least the next 12 months*

*I believe there will be a shift away from whole aircraft ownership towards fractional, charter, and other forms of shared access*



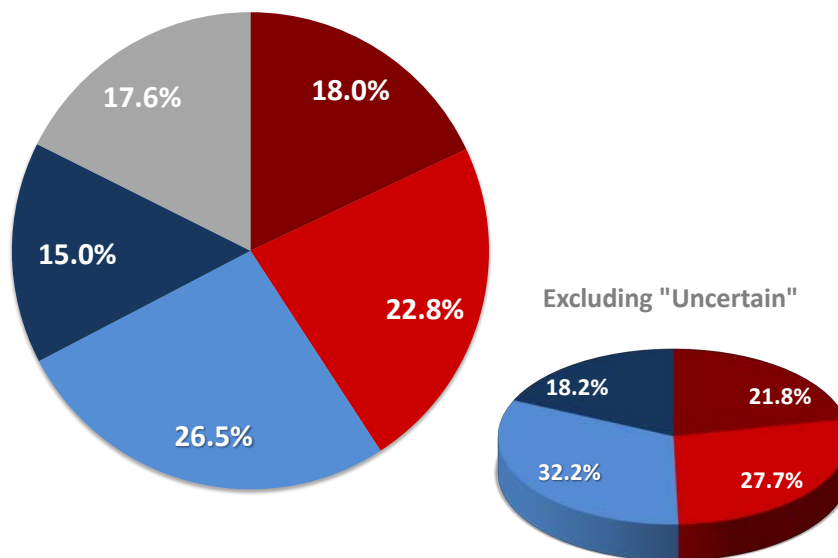
## Aircraft Owner / Operator Opinions

Q1 2022 Survey

Please evaluate these statements and indicate the extent to which you agree or disagree:

Strongly Disagree    Somewhat Disagree    Somewhat Agree    Strongly Agree    Uncertain

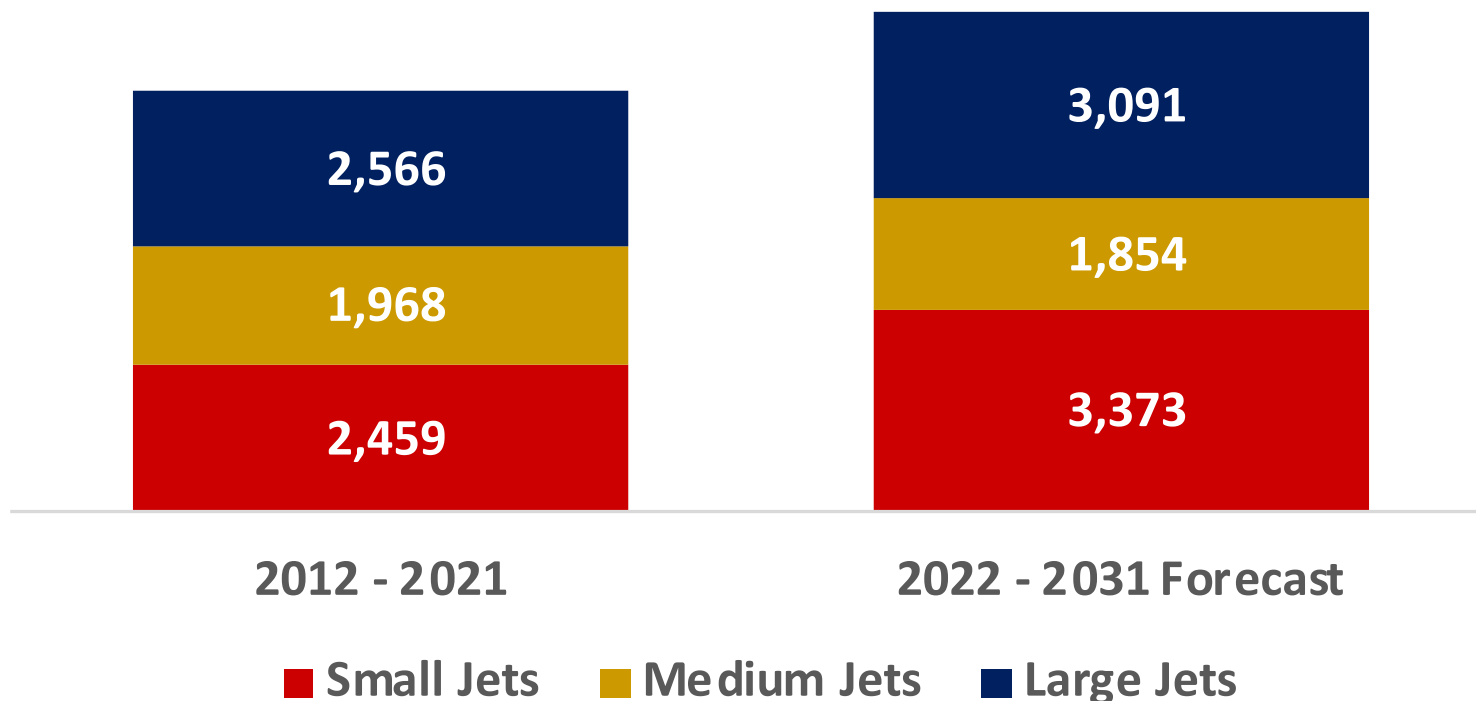
*Hybrid or electric engines are the next generation of propulsion in business aviation*



50.5% Somewhat / Strongly Agree

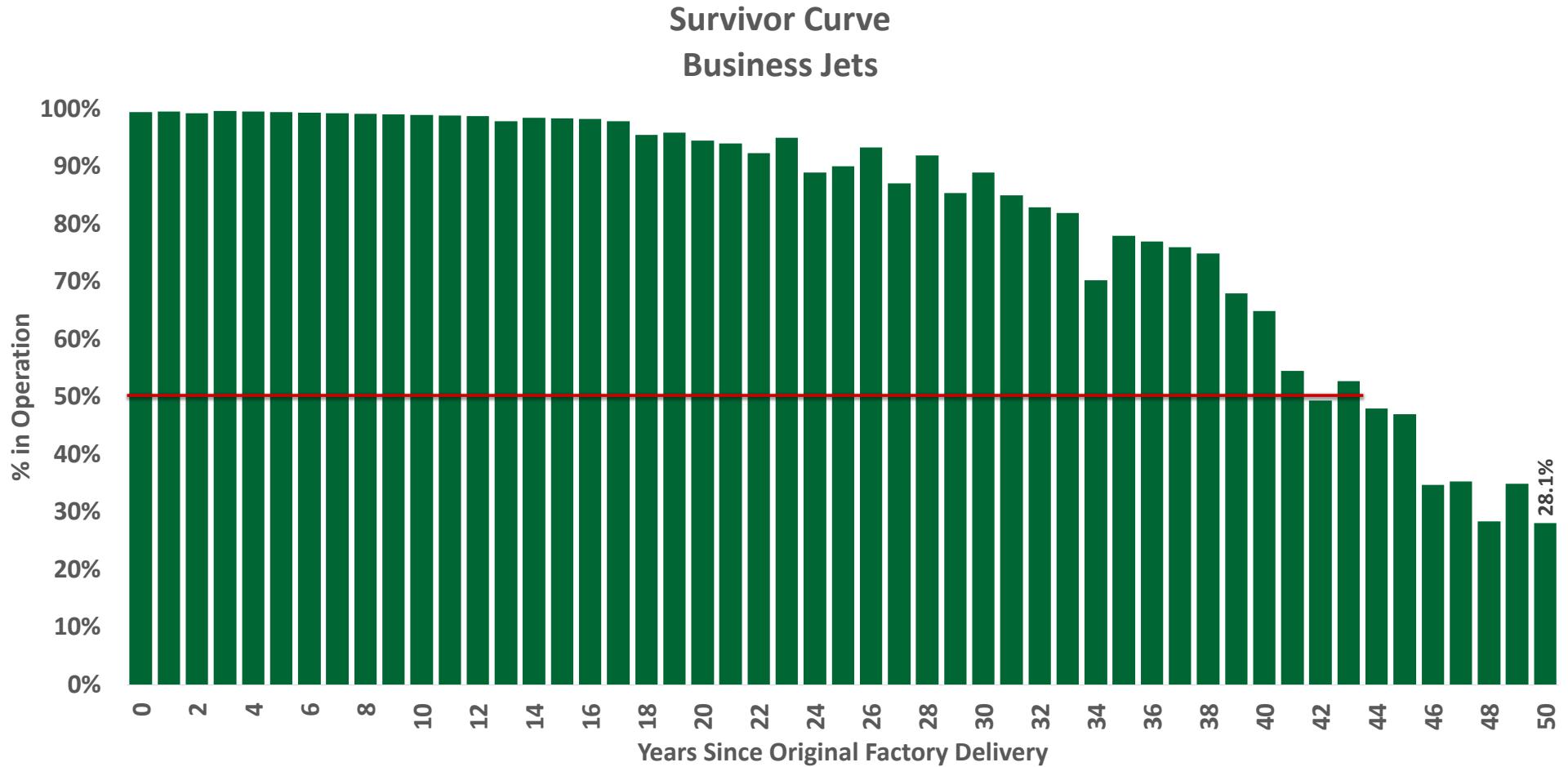
# Business Jet Delivery History & Forecast

Business Jet Deliveries by Size



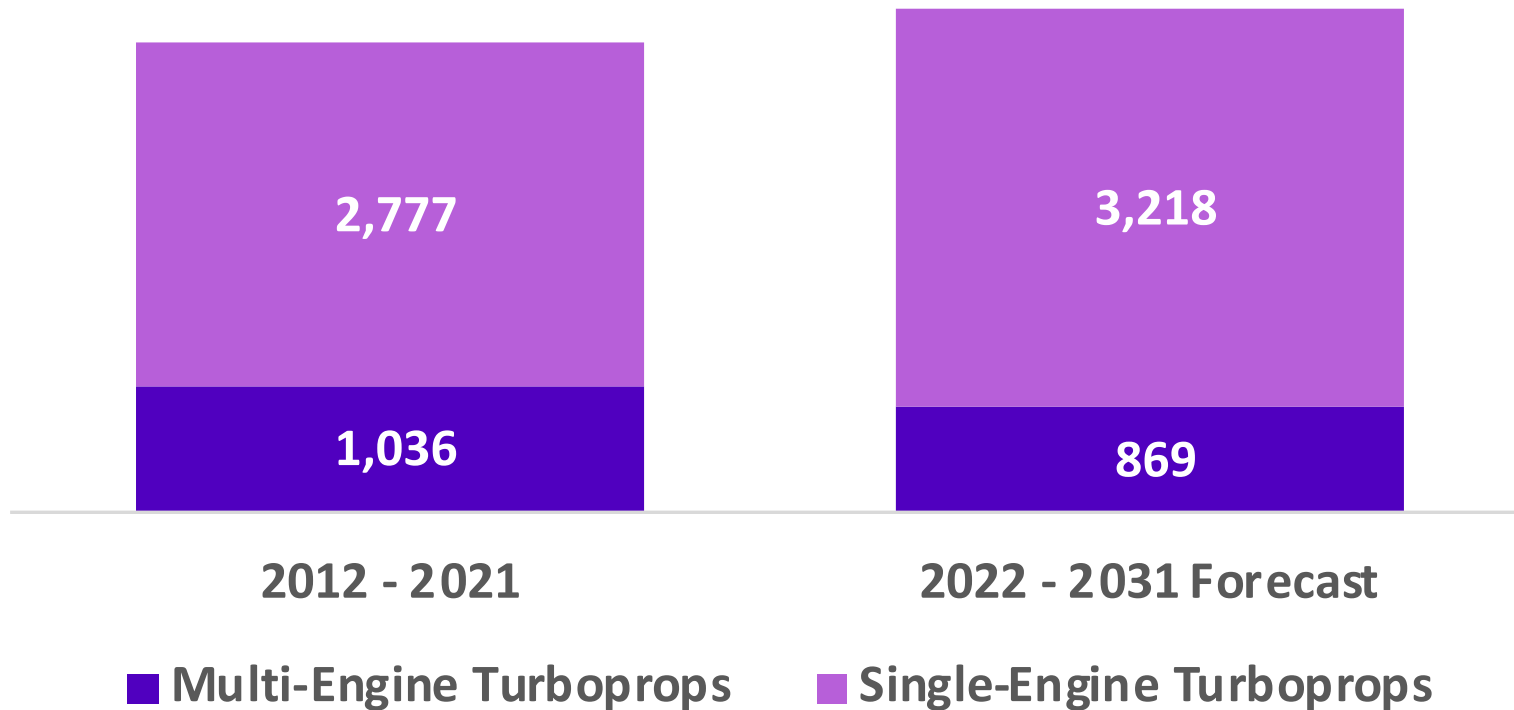
JETNET iQ 10-year forecast for 2022-2031 is for 8,318 new business jet deliveries (including single-engine Personal Jets) valued at \$253 billion (\$U.S. 2021)

# Business Jet Survivor Curve



# Turboprop Delivery History & Forecast

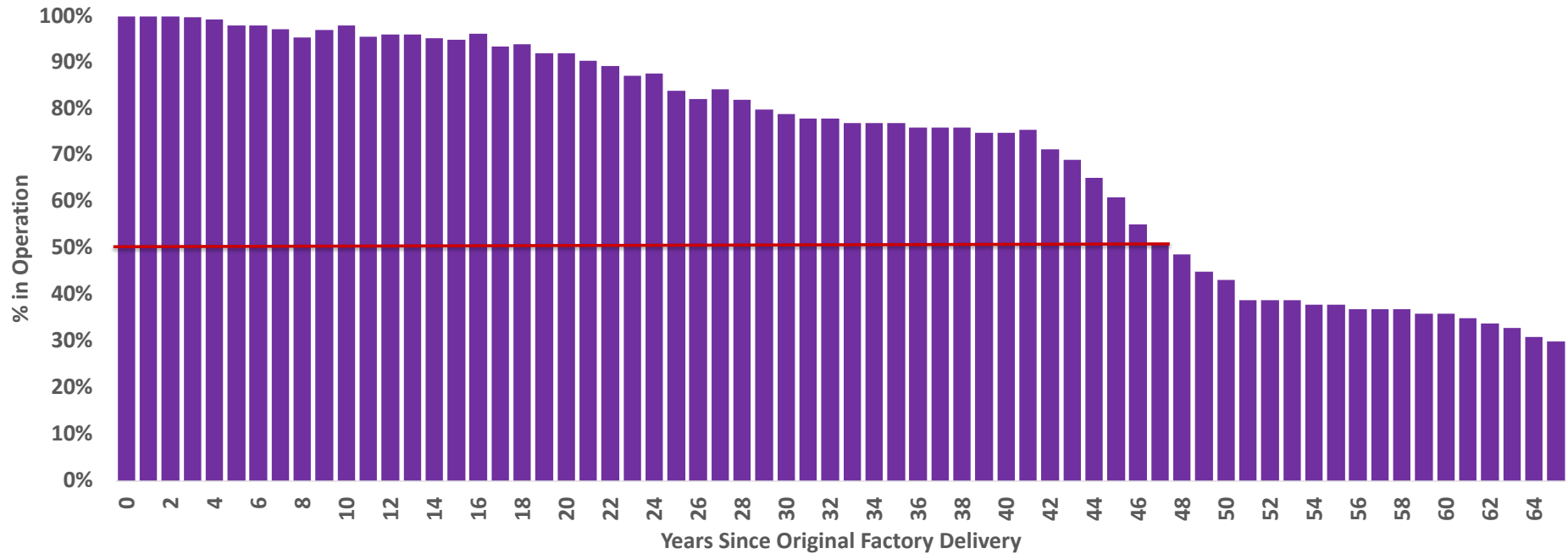
Turboprop Deliveries by Size



**JETNET iQ 10-year forecast for 2021-2030 is for 4,087 new turboprop deliveries valued at \$21 billion (\$U.S. 2021)**

# Turboprop Survivor Curve

Survivor Curve  
Turboprops



## About JETNET iQ

Launched in January 2011, JETNET iQ is a forecasting and premium advisory service for the business aviation market, designed to help customers “Know More”. Available on an annual subscription basis, JETNET iQ has 3 main elements:

- 1) JETNET iQ REPORTS are the definitive analytical reference for the business aviation industry, incorporating state-of-the-industry analyses, proprietary aircraft owner/operator surveys, and detailed 10-year delivery and fleet forecasts, updated quarterly.
- 2) JETNET iQ SUMMITS provide fast-paced thought-provoking insights into the state of the industry, and unique networking opportunities.
- 3) JETNET iQ ADVISORY serves the needs of clients with customized research and analysis requirements on a project-by-project basis.

For more information on JETNET iQ, please log on to [www.jetnetiq.com](http://www.jetnetiq.com) or contact Rolland Vincent, JETNET iQ Creator / Director at 1-972-439-2069 or [rollie@jetnet.com](mailto:rollie@jetnet.com).

## **About JETNET**

Since 1988, JETNET has delivered the most comprehensive and reliable business aircraft research to its exclusive clientele of aviation professionals worldwide. JETNET is the ultimate source for information and intelligence on the worldwide business, commercial, and helicopter aircraft fleet and marketplace, comprised of more than 110,000 airframes. Headquartered in its state-of-the-art facility in Utica, NY, JETNET offers comprehensive user-friendly aircraft data via real-time internet access or regular updates.

For more information on JETNET LLC, please log on to [jetnet.com](http://jetnet.com) or contact Paul Cardarelli, JETNET Vice President of Sales, at 800-553-8638 (USA) or [paul@jetnet.com](mailto:paul@jetnet.com); for International inquiries, please contact Karim Derbala, JETNET Managing Director of Global Sales, at 41.0.43.243.7056 or [karim@jetnet.com](mailto:karim@jetnet.com).