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JETNET iQ Snap! Report Q2 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!: 2nd 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 - Q3 2022 Exit
English

WELCOME

🗨 0



Global Business &
General Aviation Survey
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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):* 🗨 0

🗨 0



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.

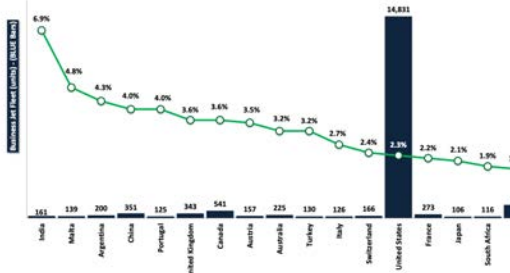
- Turboprops
- Personal Jets
- Very Light Jet
- Light Jet
- Super-Light Jet
- Mid-Size Jet
- Super Mid-Size Jet
- Large Jet
- Large Long-Range Jet
- Large Ultra Long-Range Jet
- Airline Business Jet

		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
Small	Airbus											All Models
	Beechcraft	King Air		Premier 1A	Beechjet							
	Boeing											All Models
Medium	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 5500	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 Kodiak 100										
Large	Dassault				Falcon 10 / 100			Falcon 20 / 200 / 50	Falcon 2000	Falcon 900 Falcon 6X / 7X	Falcon 8X Falcon 10X	
	Eclipse			EA-550								
	Embraer			Phenom 100	Phenom 300		Legacy 450 / Praetor 500	Legacy 500 / Praetor 600	Legacy 600 / 650			Lineage 1000
	Gulfstream						Gulfstream G100 / G150 Astra / Westwind	Gulfstream G200 Gulfstream G280	Gulfstream GII / GIII / G350	Gulfstream GIV / GIVSP / G450	Gulfstream G550 Gulfstream G700 Gulfstream G600/G650	
	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

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



Sources: The Economist - July 28, 2022; JETNET

10 of the top 20 countries with the largest business jet fleets also experience 3% or higher GDP growth in 2022

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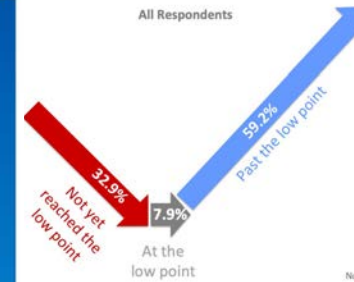
JETNET iQ Snap!: 2nd Quarter 2022 - Private & Confidential

Survey Respondents' Sentiment

Current Market Sentiment

Q2 2022 Survey

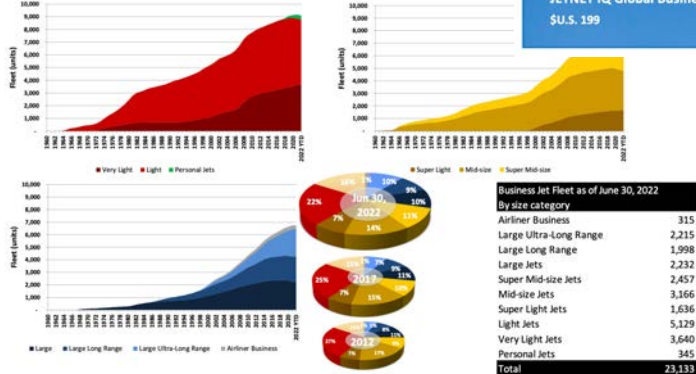
How would you describe the current market conditions for business aviation?



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

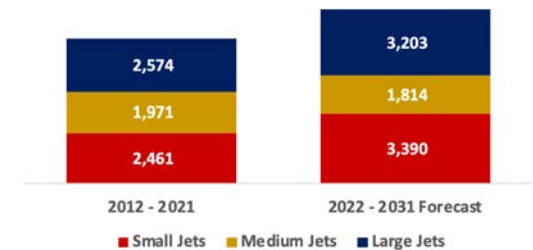
Business Jet Fleet by Size Category

Fleet by Year From 1960 through June 30, 2022



Business Jet Delivery History & Forecast

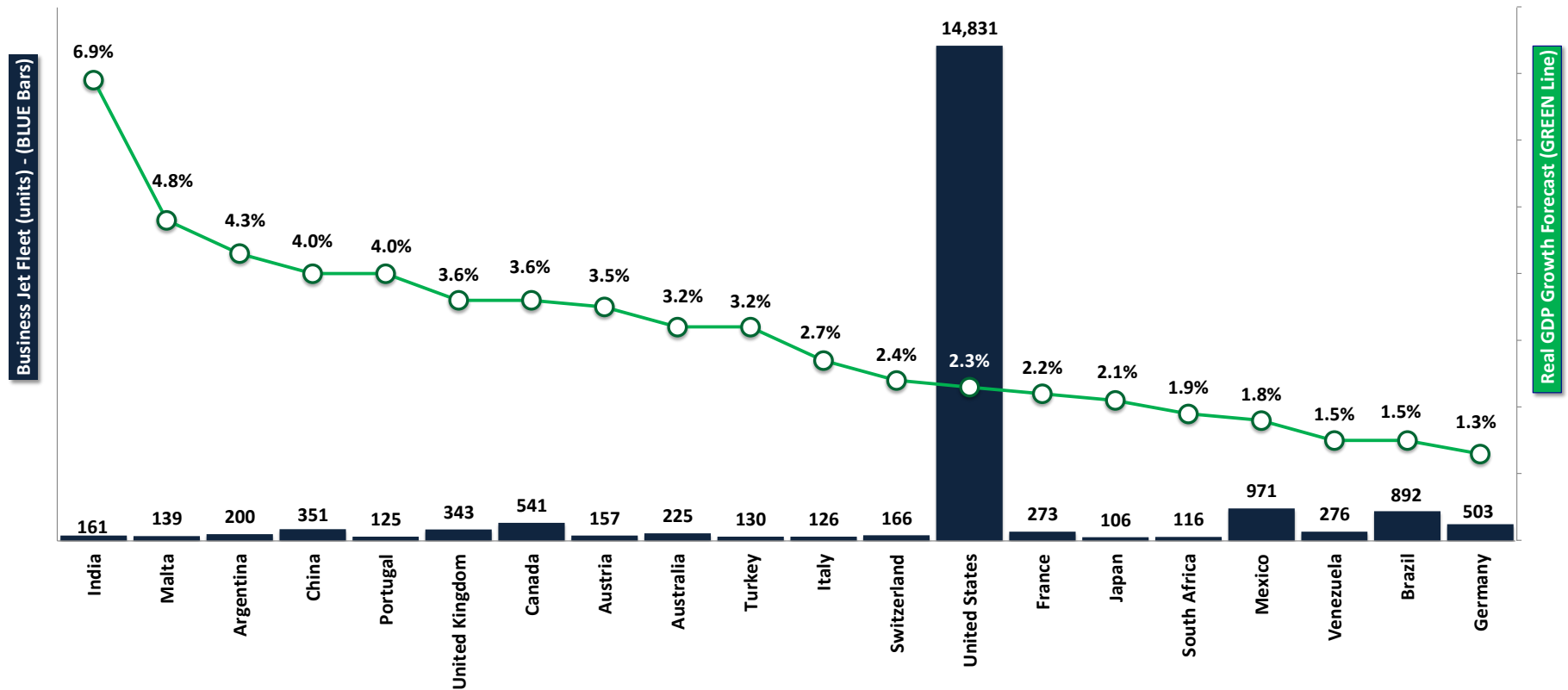
Business Jet Deliveries by Size



JETNET iQ 10-year forecast for 2022-2031 is for 8,407 new business jet deliveries (including single-engine Personal Jets) valued at \$264 billion (\$U.S. 2022)

The Economy and Aircraft Fleets

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

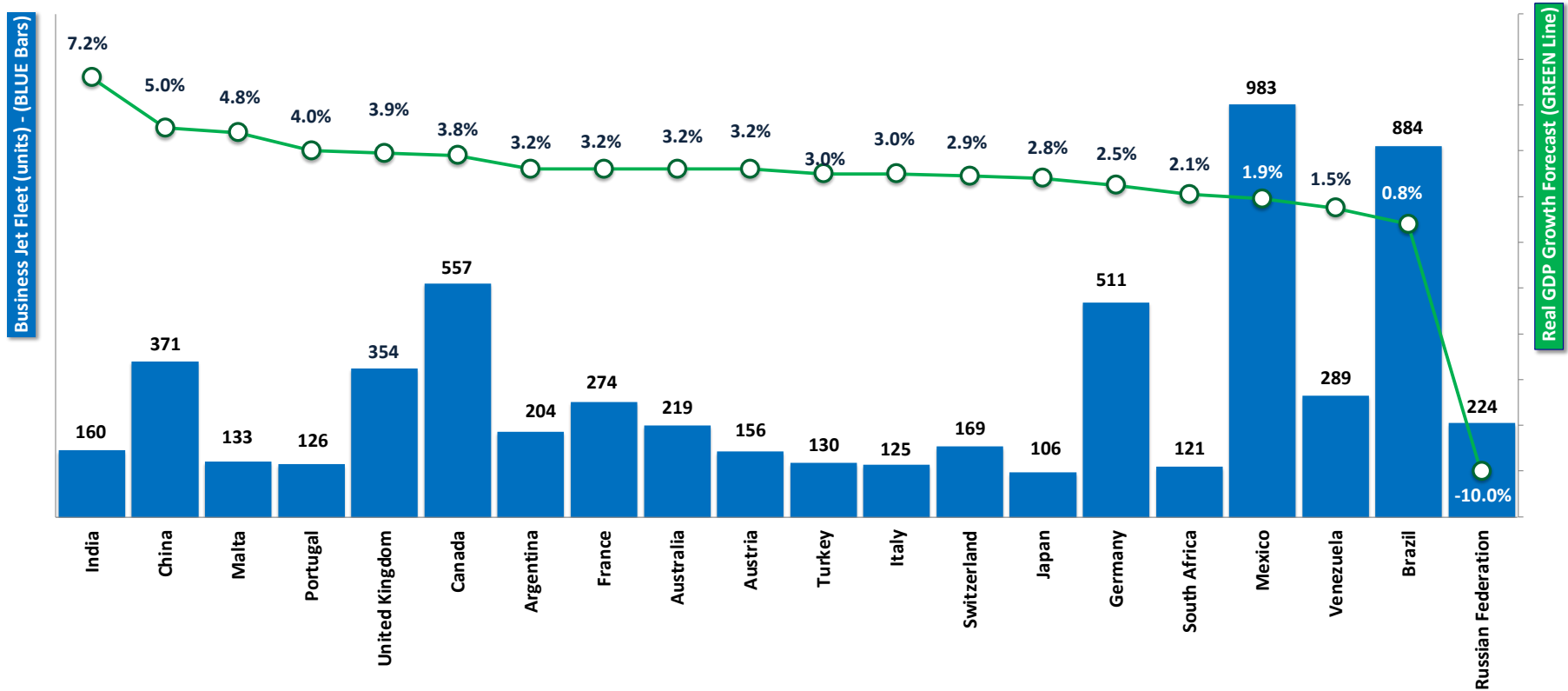


Sources: GDP forecast: The Economist – July 28, 2022; Fleet: JETNET as of June 30, 2022; excludes Russian Federation

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

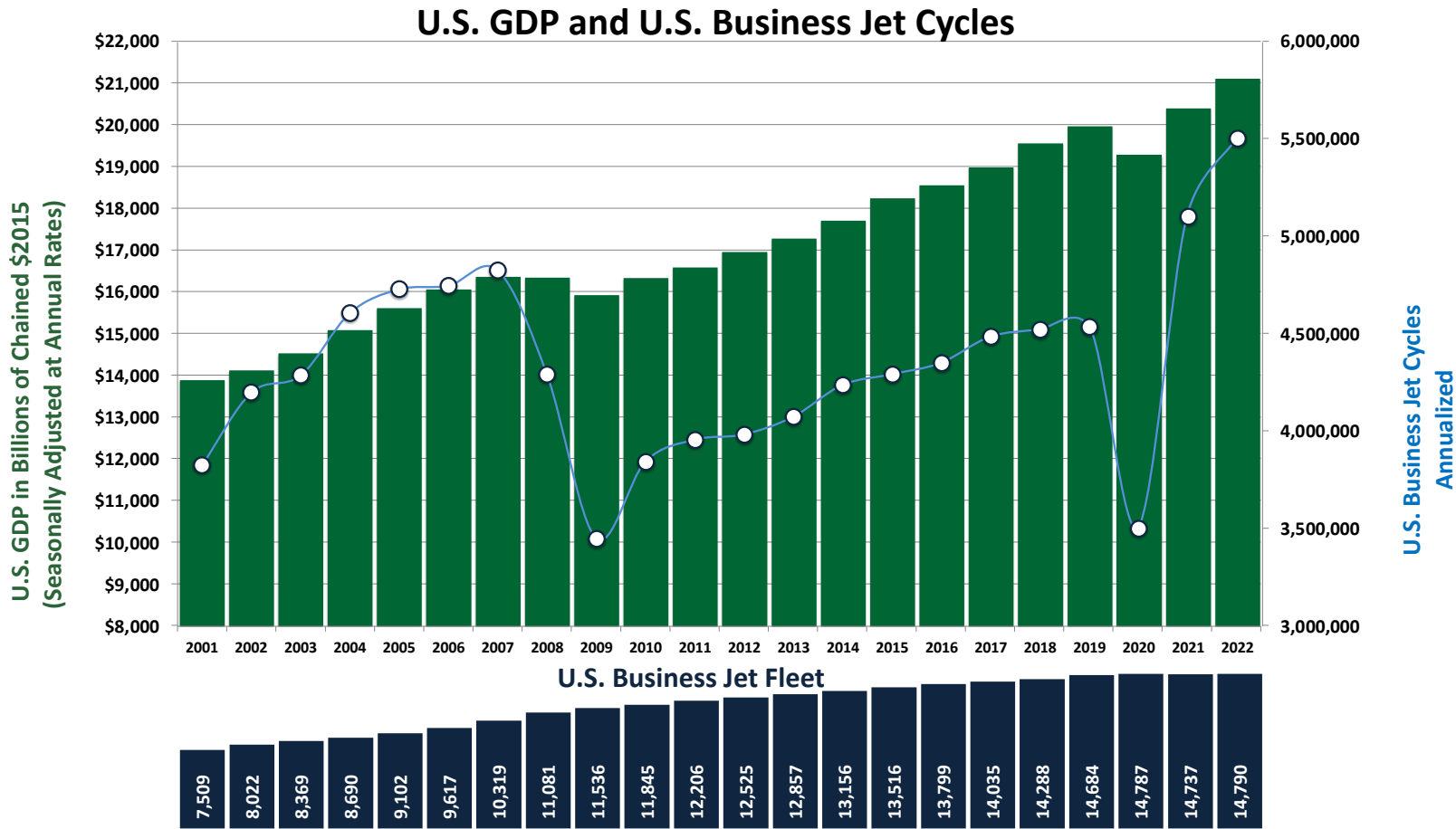
The Economy and Aircraft Fleets

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



Sources: GDP forecast: The Economist – July 28, 2022; Fleet: JETNET as of June 30, 2022; excludes United States; includes Russian Federation

The Economy and Aircraft Utilization

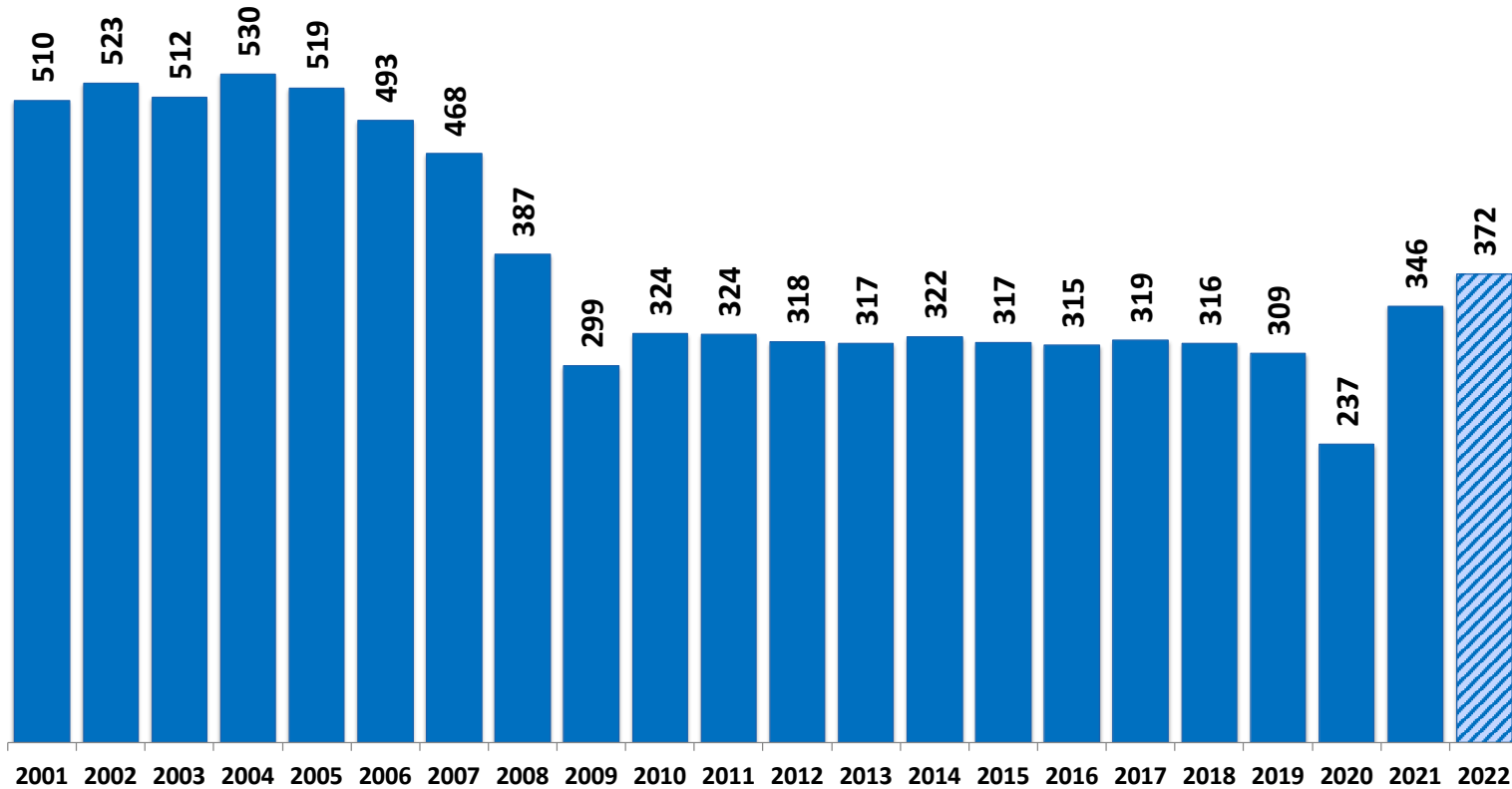


Sources: U.S. Congressional Budget Office, FAA , JETNET

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

Aircraft Utilization

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



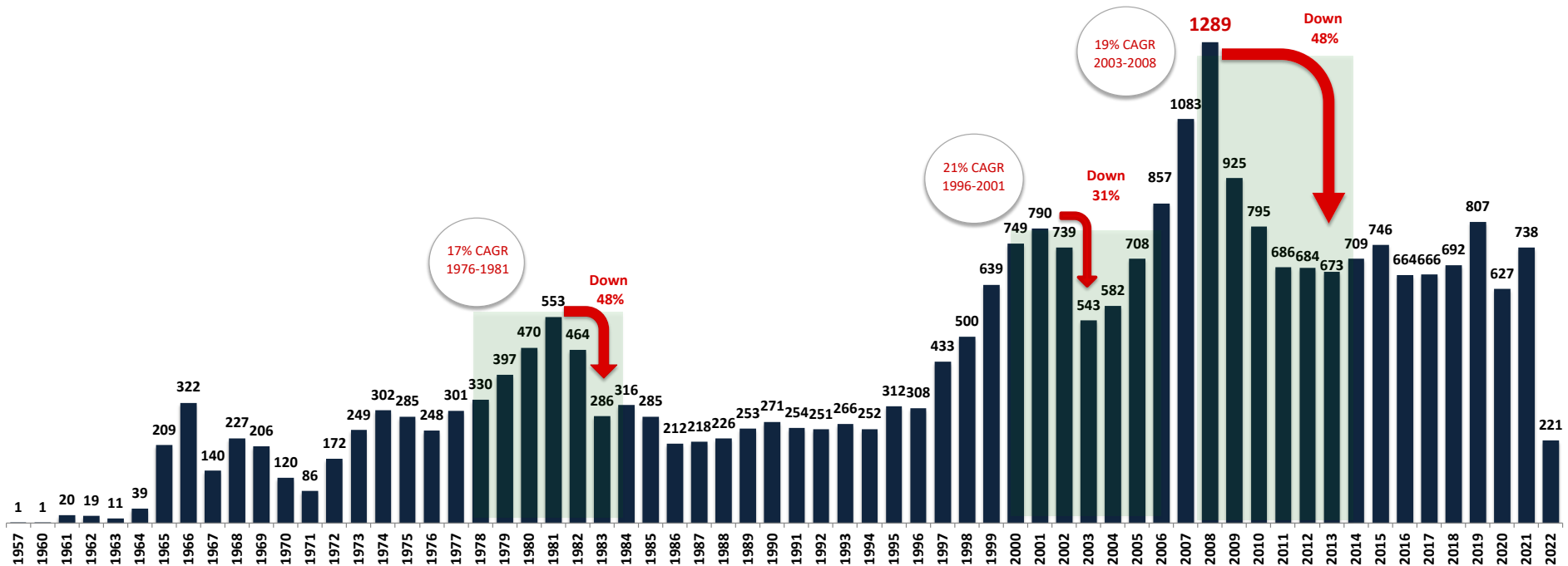
Sources: U.S. FAA; Cycles data for latest year are YTD on a Trailing Twelve Months (TTM) basis for the most recent period available; U.S. fleet from JETNET

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

Business Jet Deliveries (Units)

As of June 30, 2022

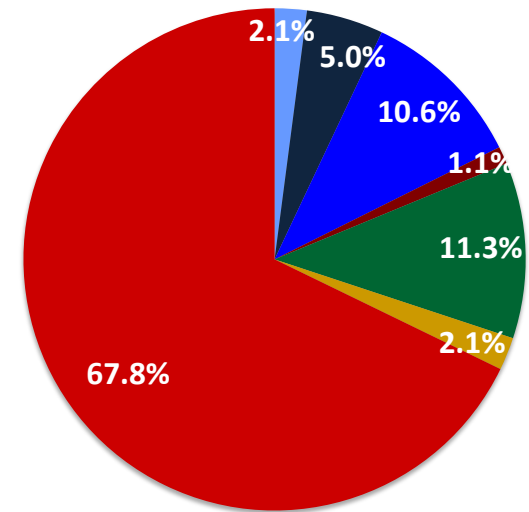
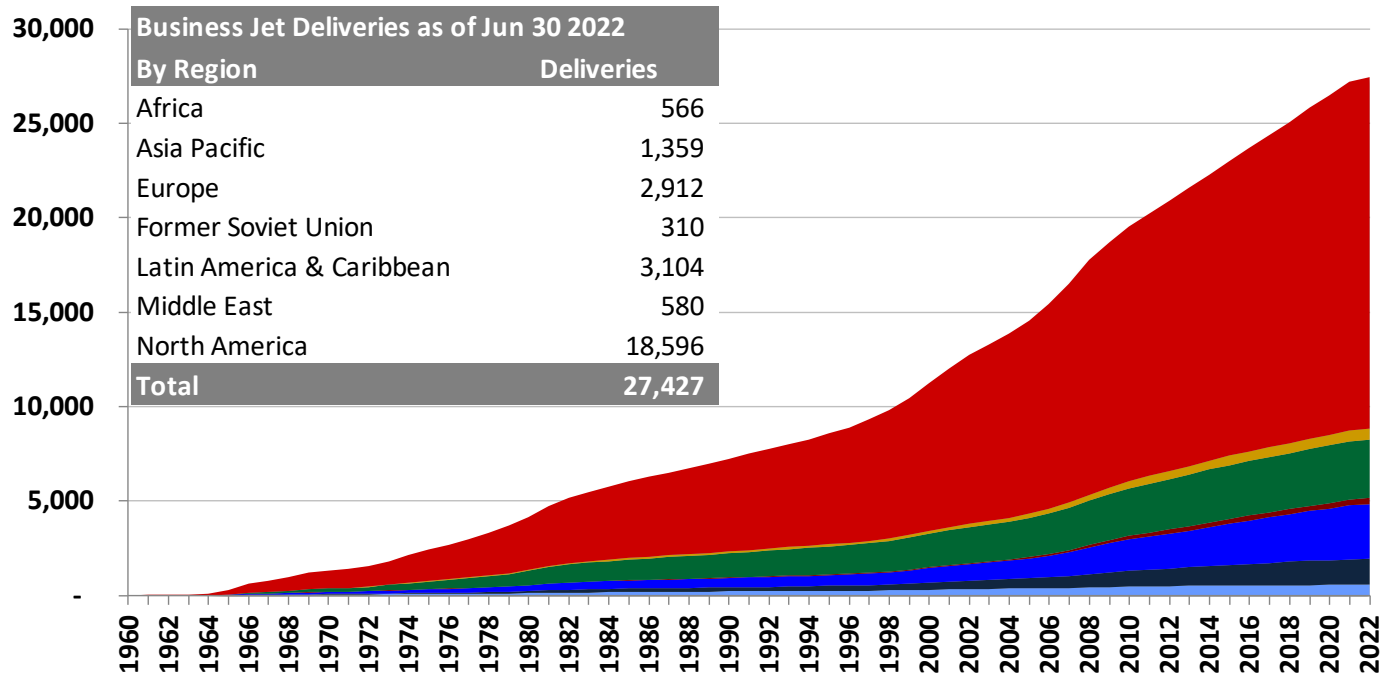
Business Jet Deliveries



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 June 30, 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 Jet Deliveries by Region Ever Delivered - As of June 30, 2022



Business Jet Deliveries by Manufacturer

Ever Delivered - As of June 30, 2022

NORTH AMERICA		Deliveries as of Jun 30 2022
OEM		
Beechcraft		256
Bombardier		4,000
Cessna Citation		5,867
Dassault Falcon		1,827
Embraer		898
Gulfstream		2,569
Hawker		1,452
Other		1,727
Total		18,596

EUROPE		Deliveries as of Jun 30 2022
OEM		
Beechcraft		23
Bombardier		651
Cessna Citation		910
Dassault Falcon		430
Embraer		250
Gulfstream		221
Hawker		203
Other		224
Total		2,912

FORMER SOVIET UNION		Deliveries as of Jun 30 2022
OEM		
Beechcraft		-
Bombardier		91
Cessna Citation		19
Dassault Falcon		48
Embraer		34
Gulfstream		46
Hawker		41
Other		31
Total		310

MIDDLE EAST		Deliveries as of Jun 30 2022
OEM		
Beechcraft		5
Bombardier		146
Cessna Citation		51
Dassault Falcon		63
Embraer		43
Gulfstream		133
Hawker		51
Other		88
Total		580

LATIN AMERICA & CARIBBEAN		Deliveries as of Jun 30 2022
OEM		
Beechcraft		77
Bombardier		781
Cessna Citation		890
Dassault Falcon		136
Embraer		295
Gulfstream		258
Hawker		381
Other		286
Total		3,104

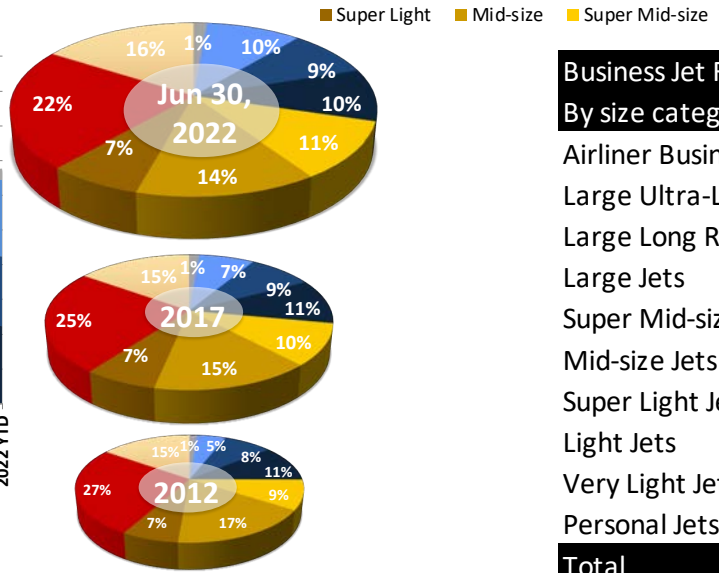
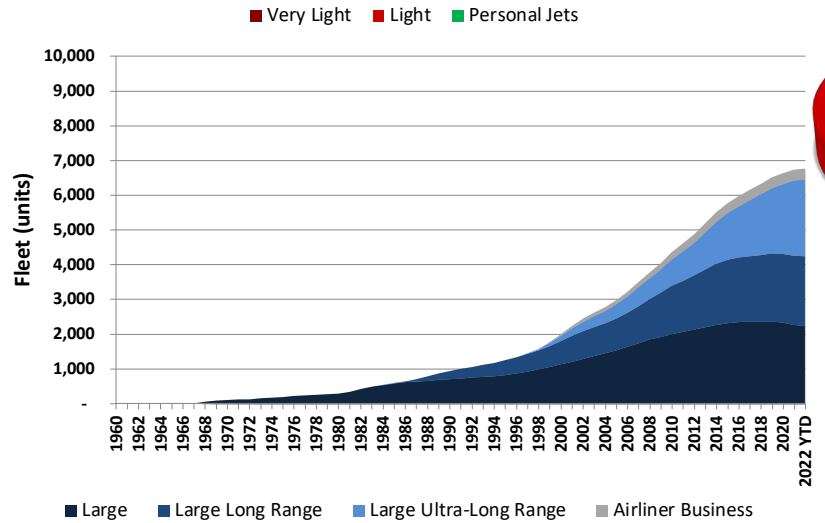
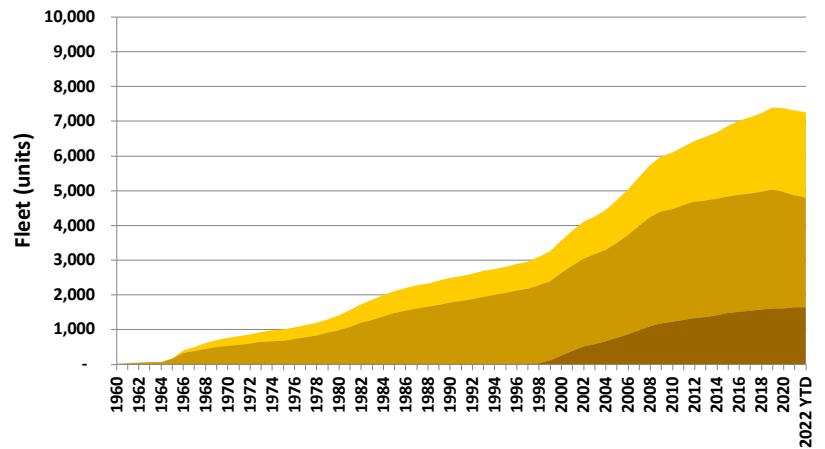
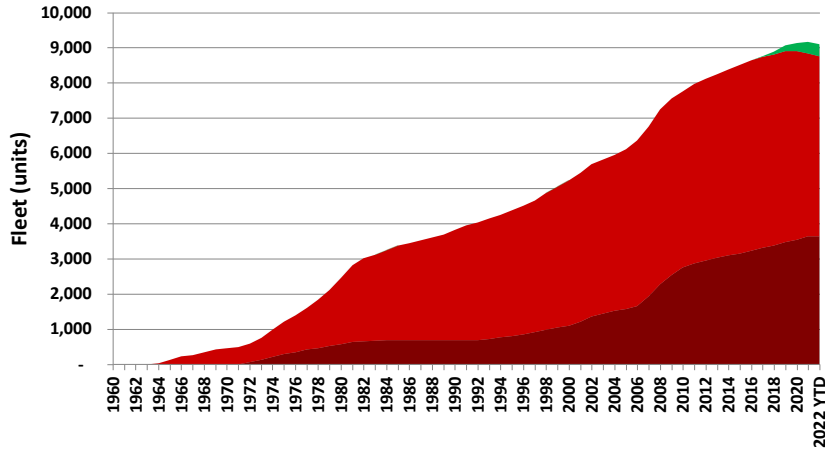
AFRICA		Deliveries as of Jun 30 2022
OEM		
Beechcraft		2
Bombardier		118
Cessna Citation		113
Dassault Falcon		73
Embraer		20
Gulfstream		80
Hawker		121
Other		39
Total		566

ASIA PACIFIC		Deliveries as of Jun 30 2022
OEM		
Beechcraft		10
Bombardier		355
Cessna Citation		278
Dassault Falcon		105
Embraer		78
Gulfstream		279
Hawker		143
Other		111
Total		1,359

JETNET indicates that there have been 27,427 jets ever-delivered as of June 30, 2022

Business Jet Fleet by Size Category

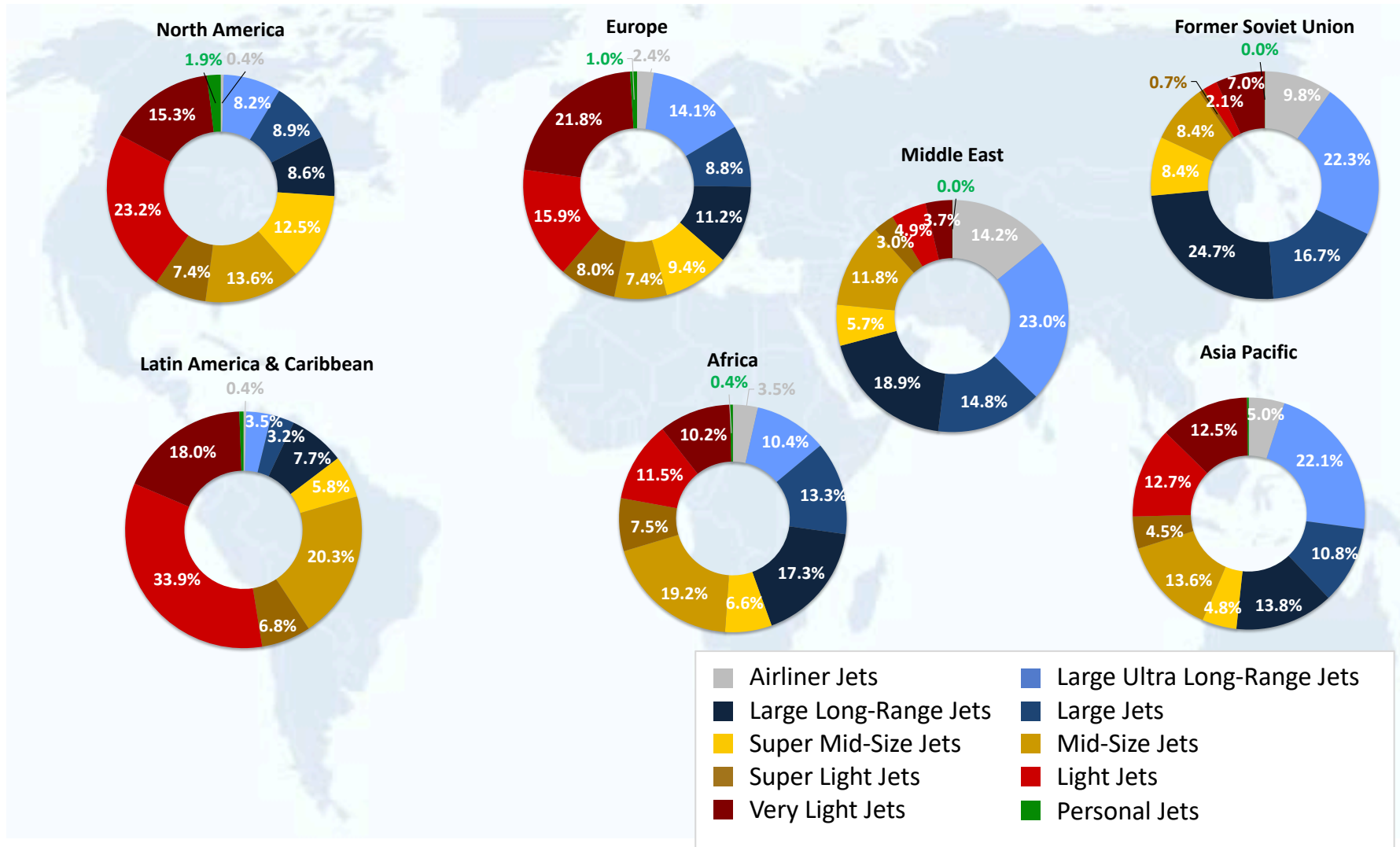
Fleet by Year From 1960 through June 30, 2022



Business Jet Fleet as of June 30, 2022	
By size category	
Airliner Business	315
Large Ultra-Long Range	2,215
Large Long Range	1,998
Large Jets	2,232
Super Mid-size Jets	2,457
Mid-size Jets	3,166
Super Light Jets	1,636
Light Jets	5,129
Very Light Jets	3,640
Personal Jets	345
Total	23,133

Business Jet Fleet by Size Category

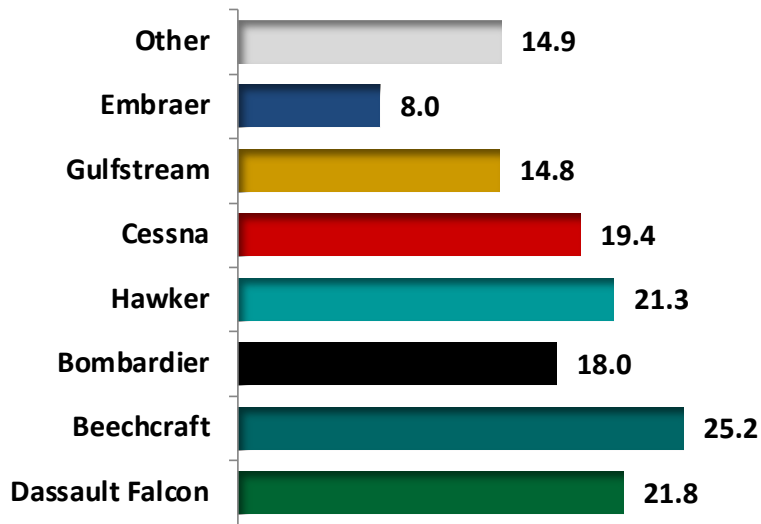
As of June 30, 2022



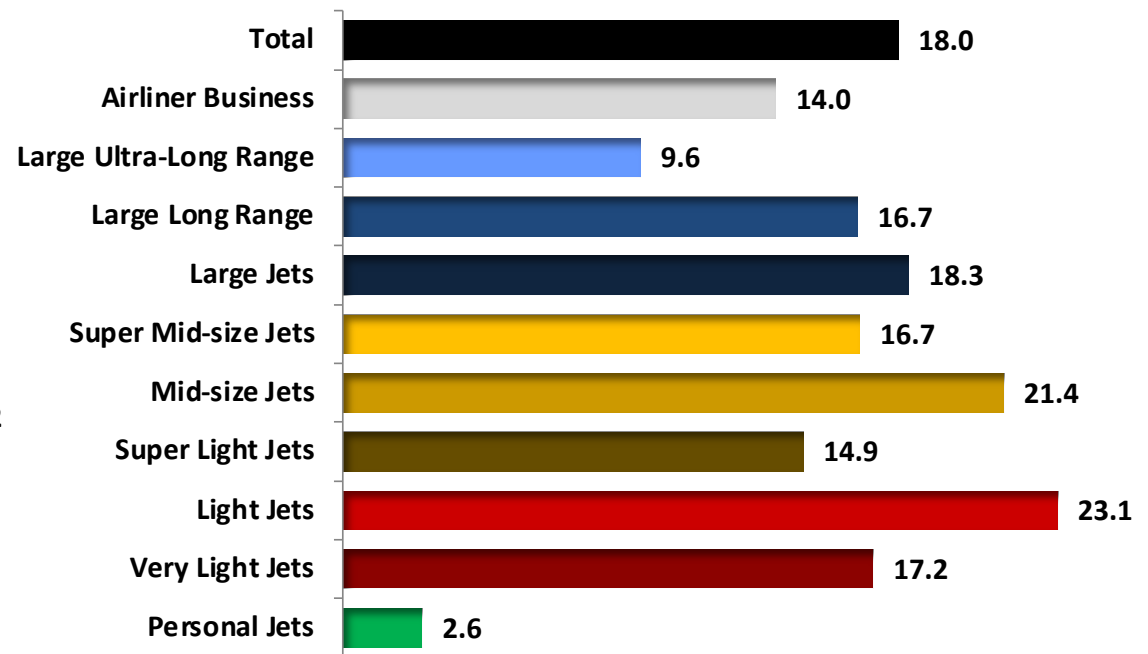
Business Jet Fleet Age (Years)

As of June 30, 2022

Business aircraft average fleet age as of June 30, 2022

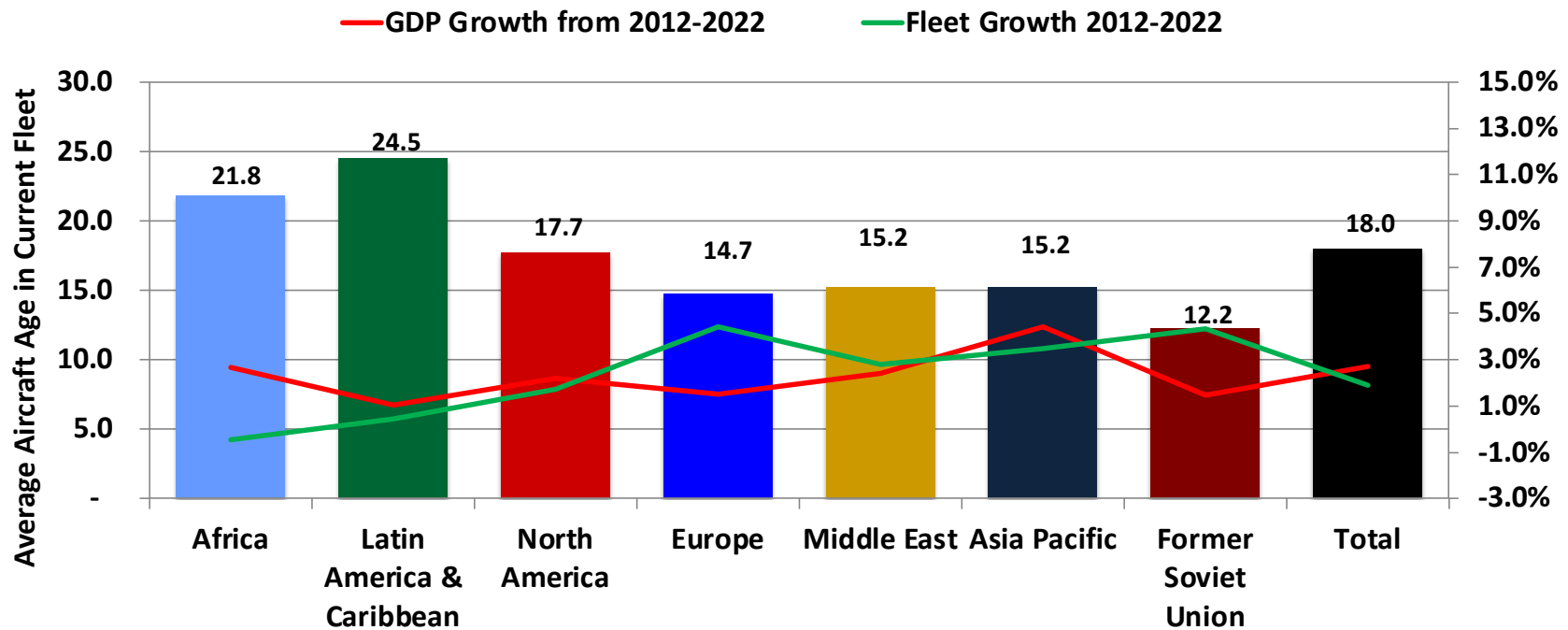


Business aircraft average fleet age as of June 30, 2022



Business Jet Fleet Age, GDP & Fleet Growth

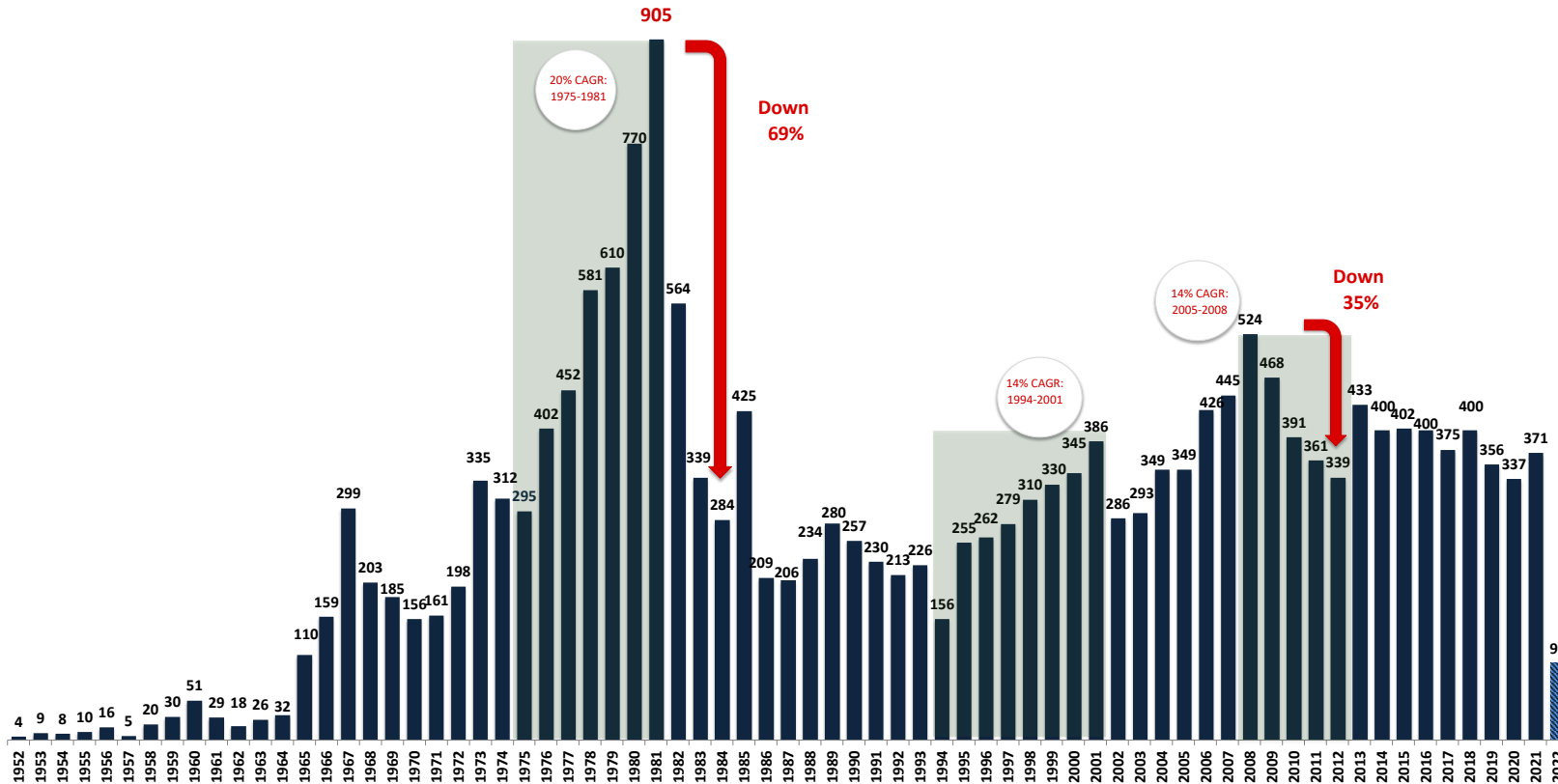
Regional profile of current average business Jet fleet age and regional GDP and fleet growth (2012-Q2 2022)



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

Business Turboprop Deliveries (Units)

As of June 30, 2022



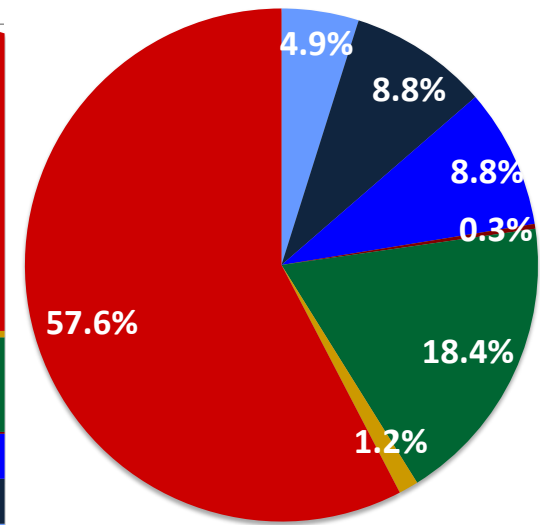
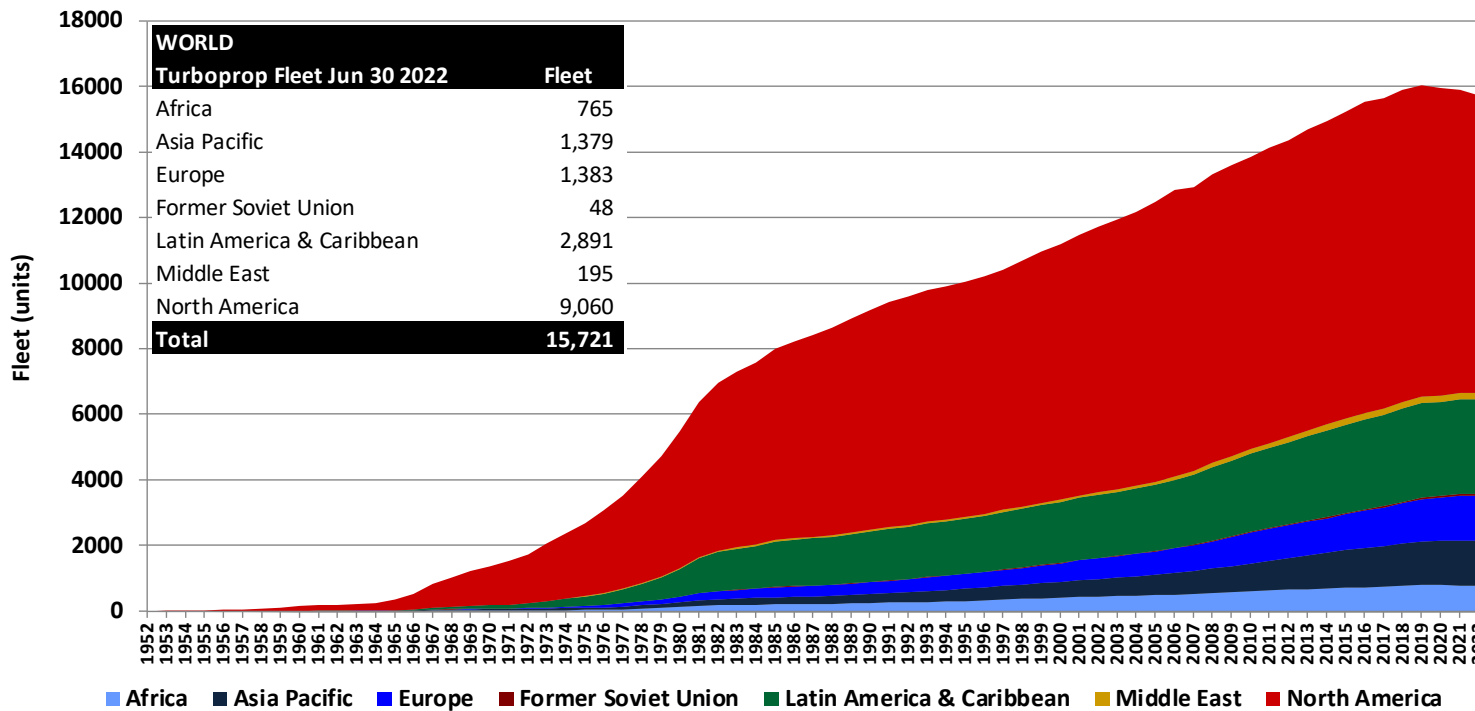
Source: JETNET; latest year data are year-to-date

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

Business Turboprop Fleet by Region

As of June 30, 2022

Turboprop Fleet by Region



Business Turboprop Fleet by Manufacturer

As of June 30, 2022

NORTH AMERICA	
Turboprop Fleet Jun 30 2022	Fleet
Cessna	1,074
Daher Socata	784
Beechcraft	3,535
Pilatus	1,264
Piper	769
Turbo Commander	247
Other	1,387
Total	9,060

EUROPE	
Turboprop Fleet Jun 30 2022	Fleet
Cessna	145
Daher Socata	152
Beechcraft	391
Pilatus	241
Piper	180
Turbo Commander	20
Other	254
Total	1,383

FORMER SOVIET UNION	
Turboprop Fleet Jun 30 2022	Fleet
Cessna	9
Daher Socata	3
Beechcraft	15
Pilatus	8
Piper	4
Turbo Commander	1
Other	8
Total	48

MIDDLE EAST	
Turboprop Fleet Jun 30 2022	Fleet
Cessna	50
Daher Socata	1
Beechcraft	109
Pilatus	2
Piper	0
Turbo Commander	17
Other	16
Total	195

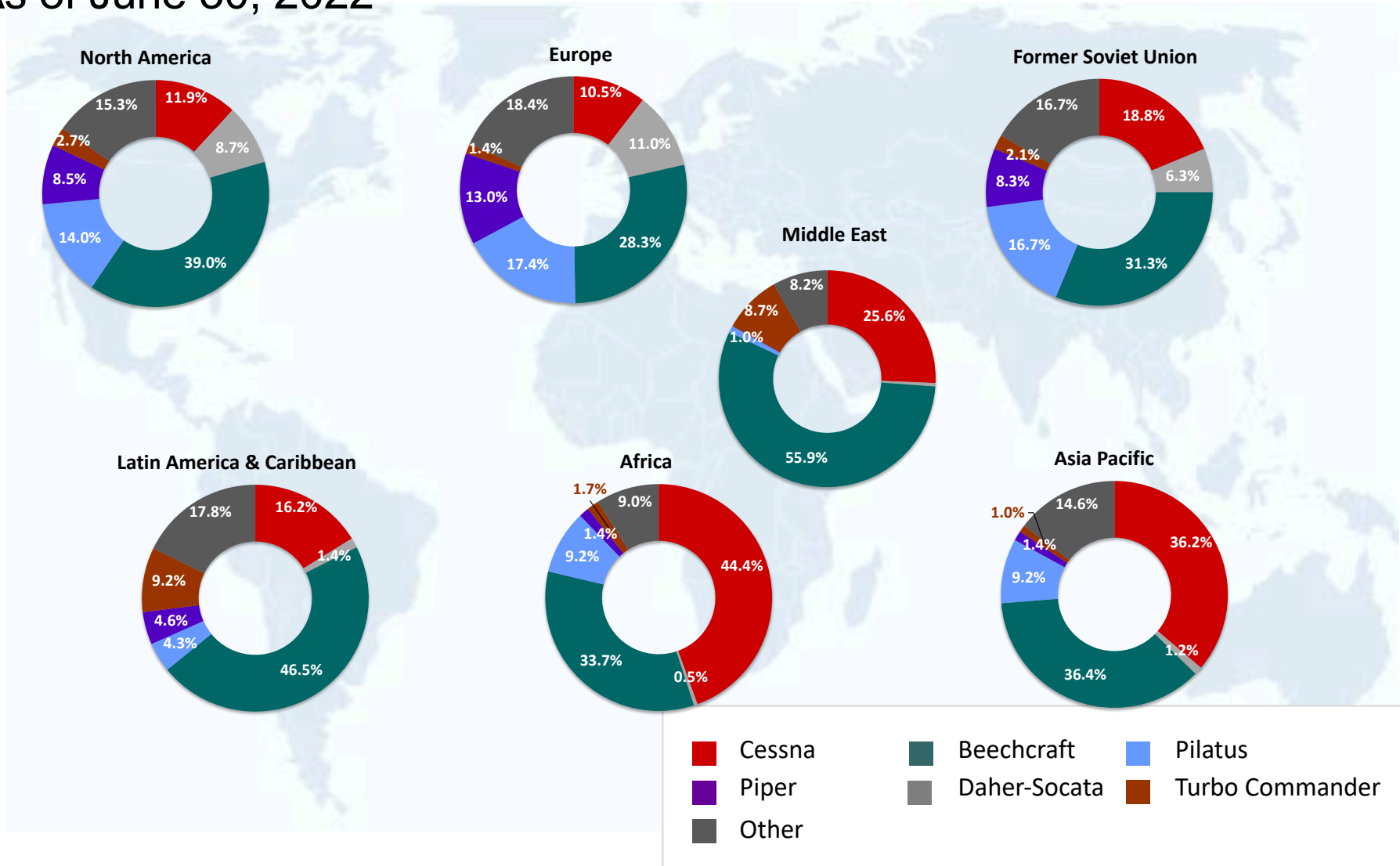
LATIN AMERICA & CARIBBEAN	
Turboprop Fleet Jun 30 2022	Fleet
Cessna	468
Daher Socata	41
Beechcraft	1,345
Pilatus	123
Piper	134
Turbo Commander	266
Other	514
Total	2,891

AFRICA	
Turboprop Fleet Jun 30 2022	Fleet
Cessna	340
Daher Socata	4
Beechcraft	258
Pilatus	70
Piper	11
Turbo Commander	13
Other	69
Total	765

ASIA PACIFIC	
Turboprop Fleet Jun 30 2022	Fleet
Cessna	499
Daher Socata	16
Beechcraft	502
Pilatus	127
Piper	19
Turbo Commander	14
Other	202
Total	1,379

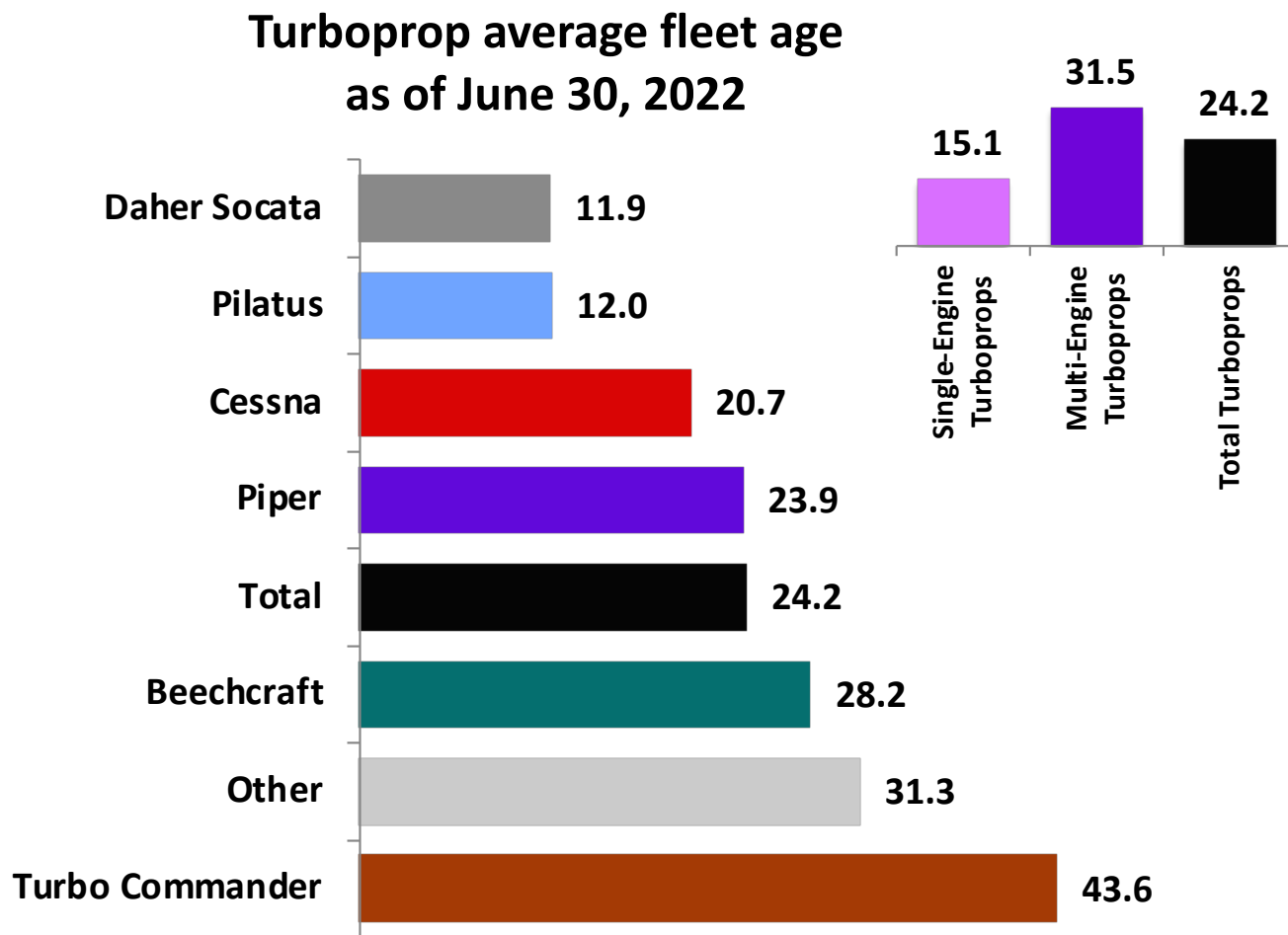
Business Turboprop Fleet by Manufacturer

As of June 30, 2022



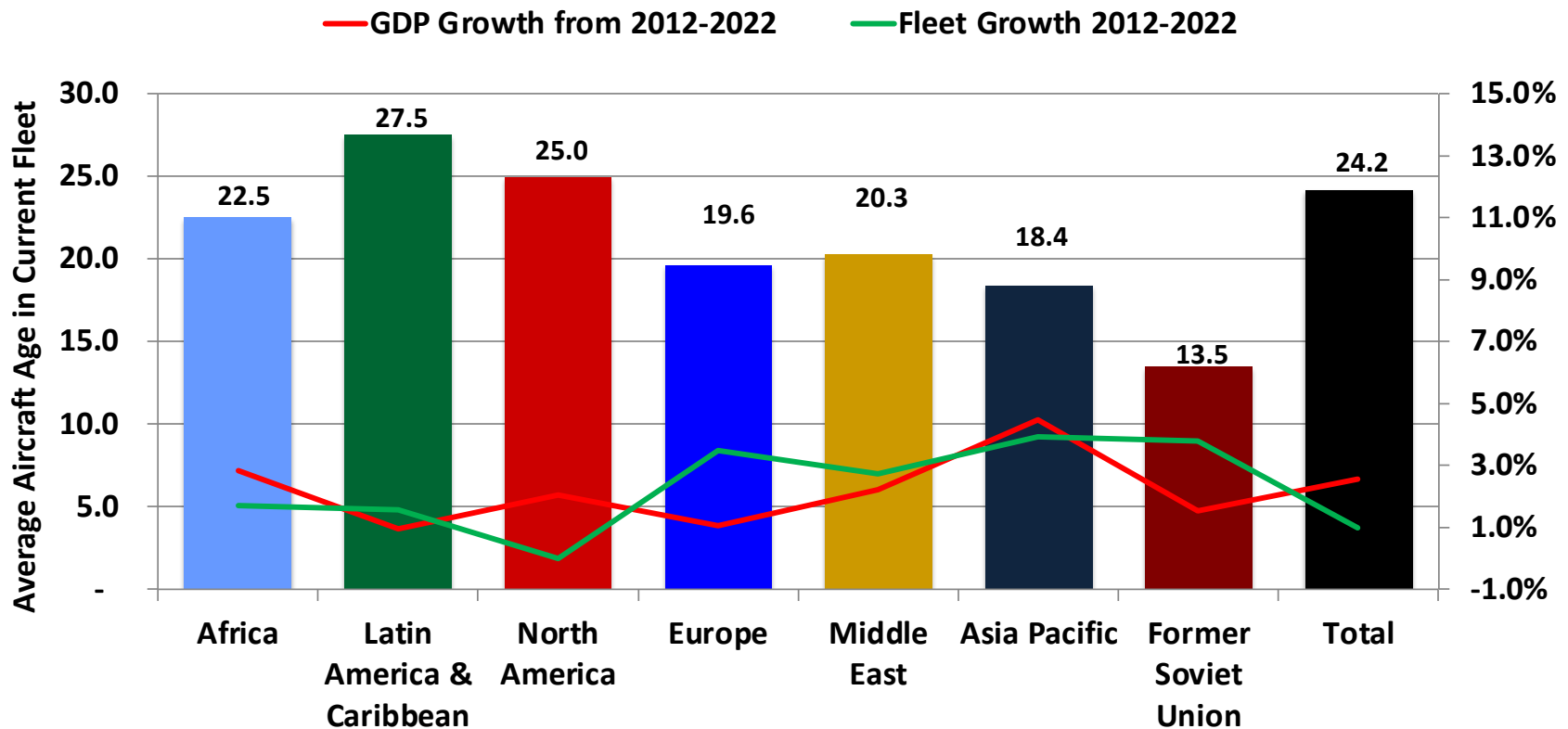
Turboprop Fleet Age (Years)

As of June 30, 2022



Turboprop Fleet Age, GDP & Fleet Growth

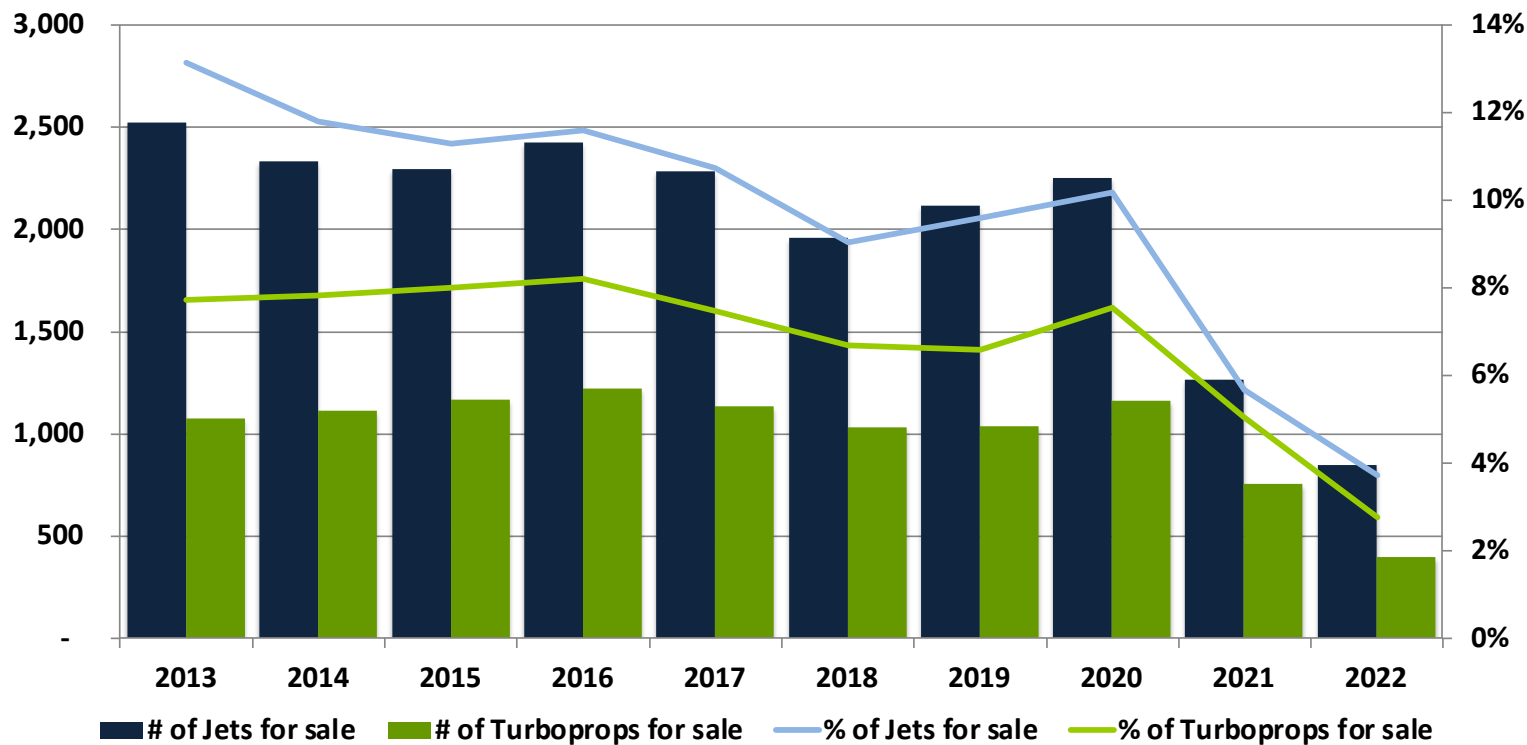
Regional profile of current average turboprop fleet age and regional GDP and fleet growth (2012-Q2 2022)



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

Pre-Owned Business Aircraft Inventory

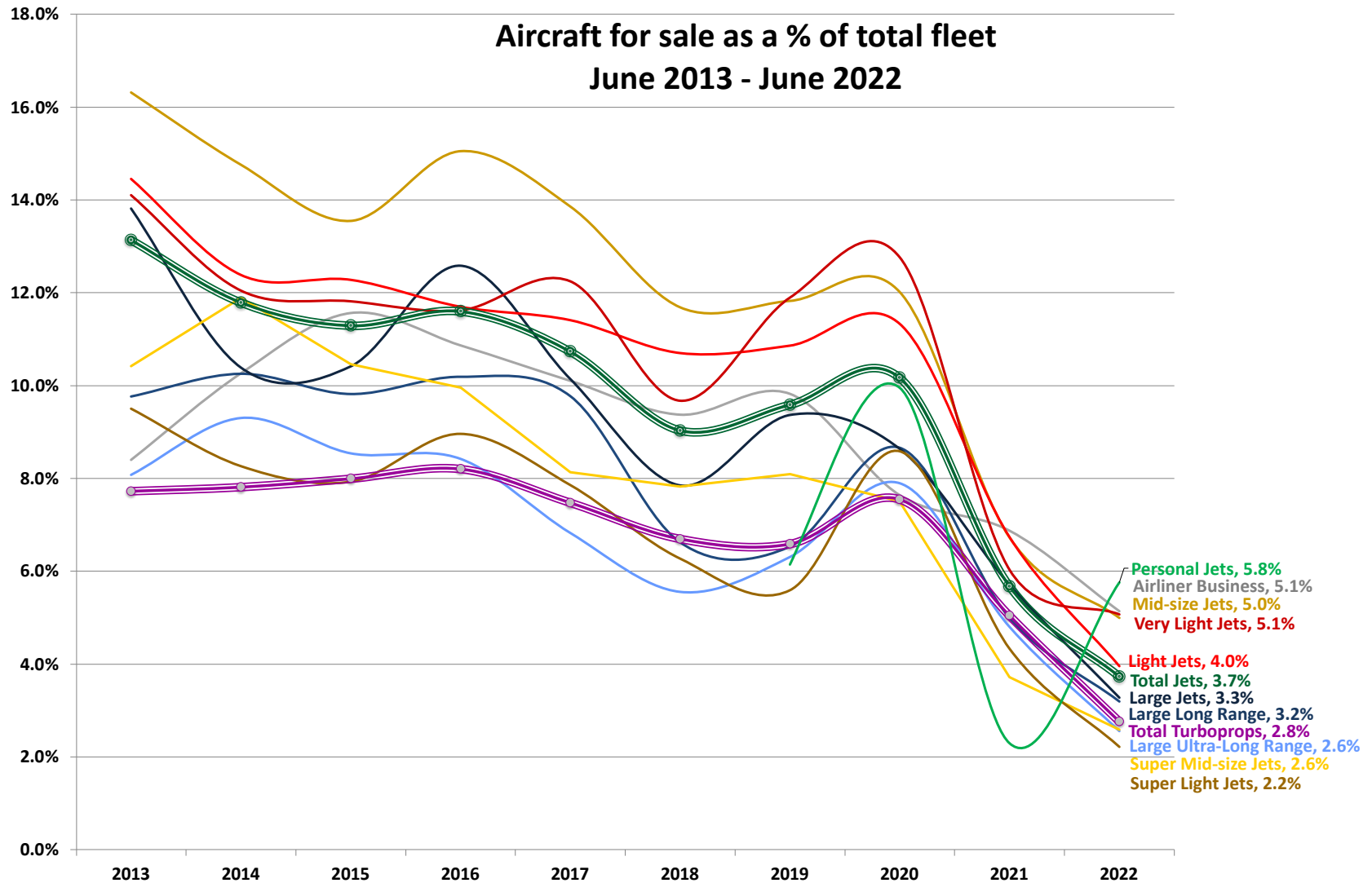
Business Jets and Turboprops for sale
July 2013 - July 2022



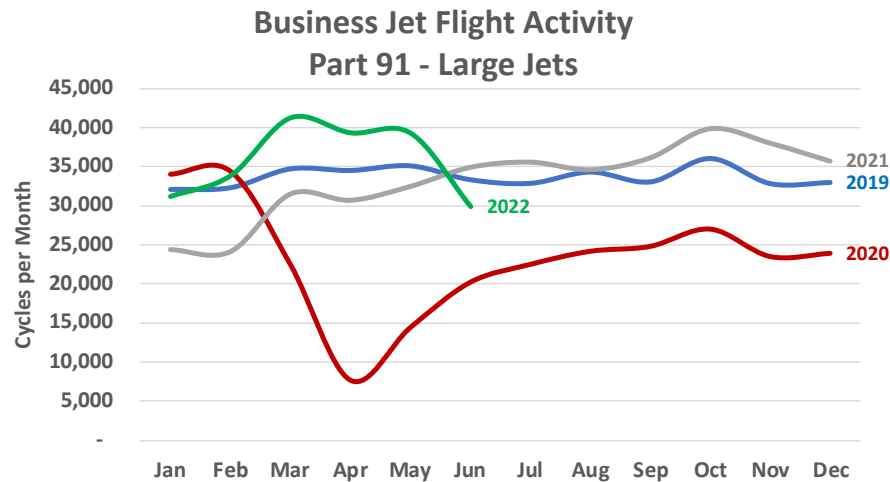
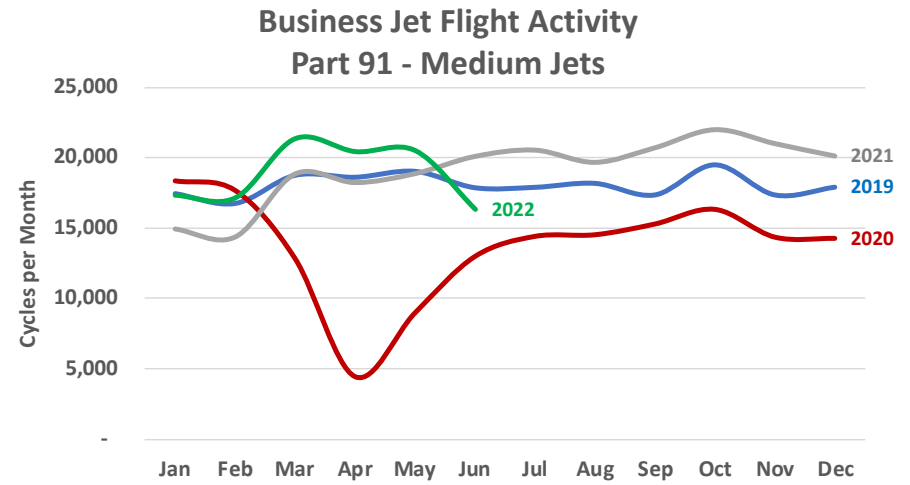
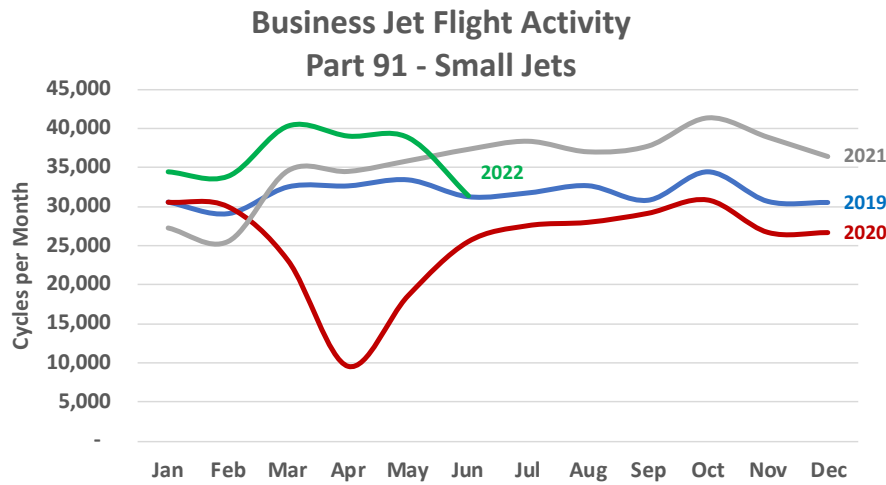
Aircraft Available for Sale as % of World Fleet (as of July 31)										
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Business Jets	13.1%	11.8%	11.3%	11.6%	10.7%	9.0%	9.6%	10.2%	5.7%	3.7%
Turboprop	7.7%	7.8%	8.0%	8.2%	7.5%	6.7%	6.6%	7.6%	5.0%	2.8%

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

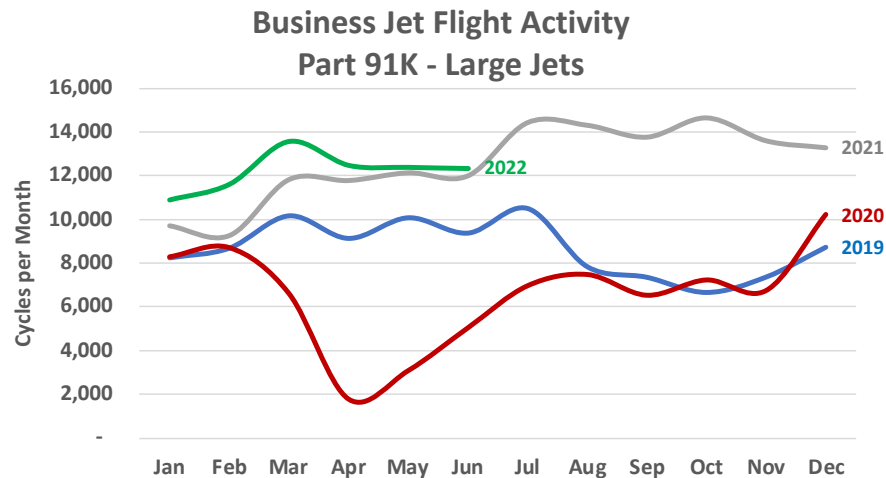
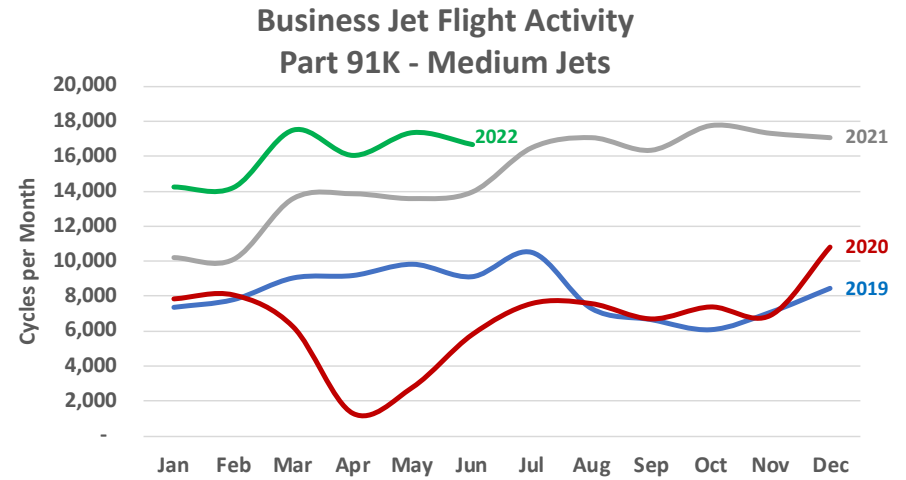
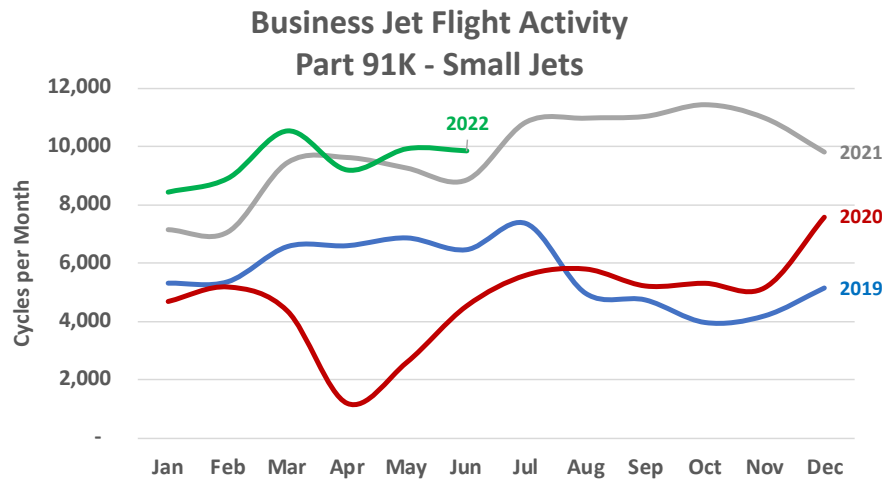


U.S. Business Jet Utilization – Part 91



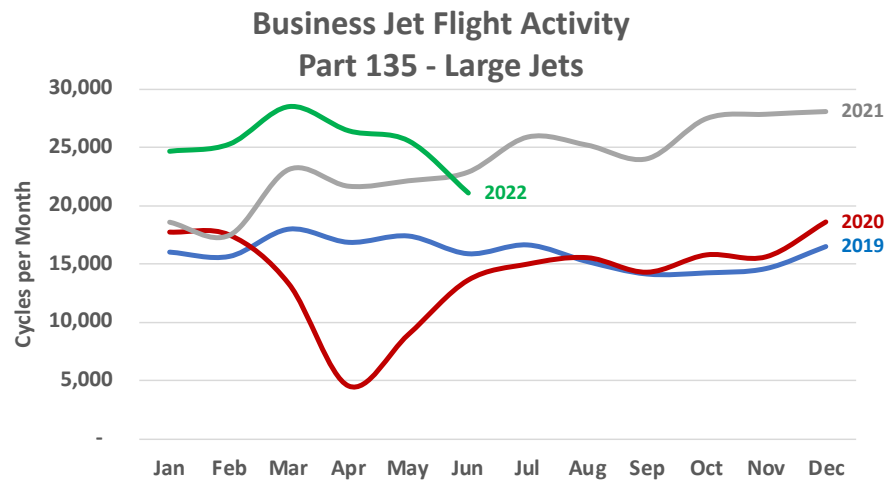
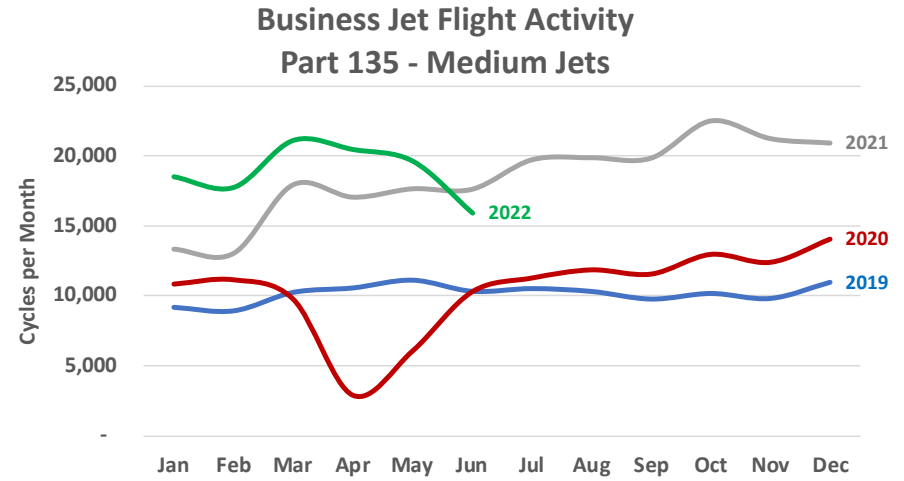
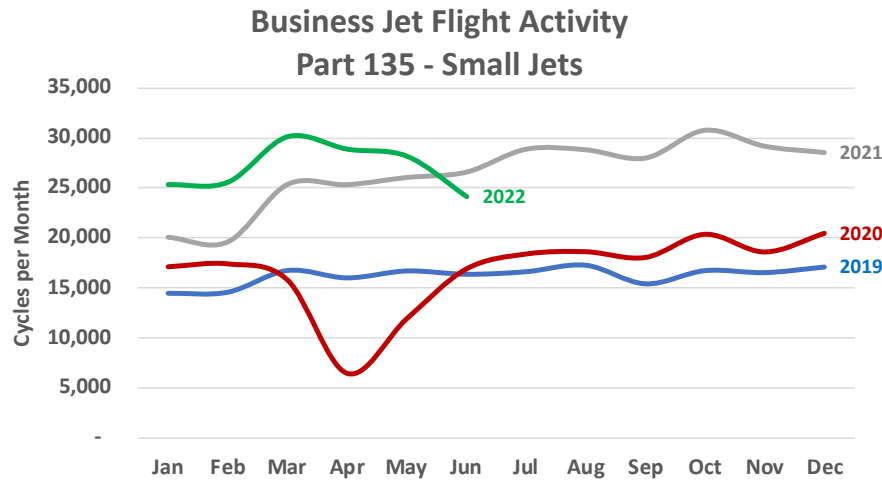
Source: U.S. FAA; JETNET; U.S. Part 91 includes private and corporate flight operations (not for-hire)

U.S. Business Jet Utilization – Part 91K



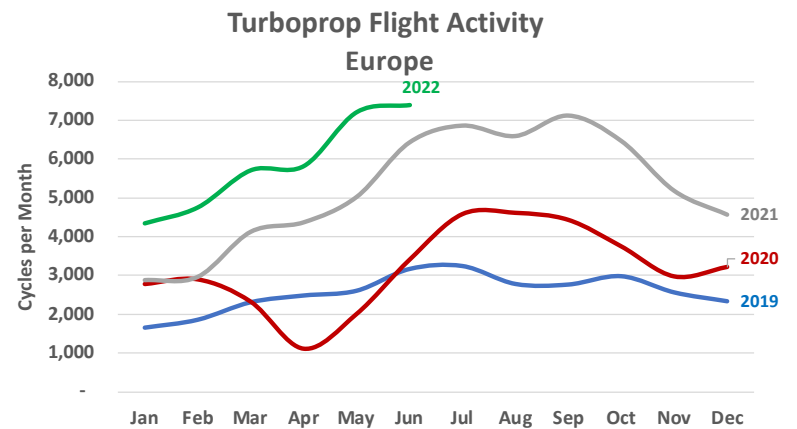
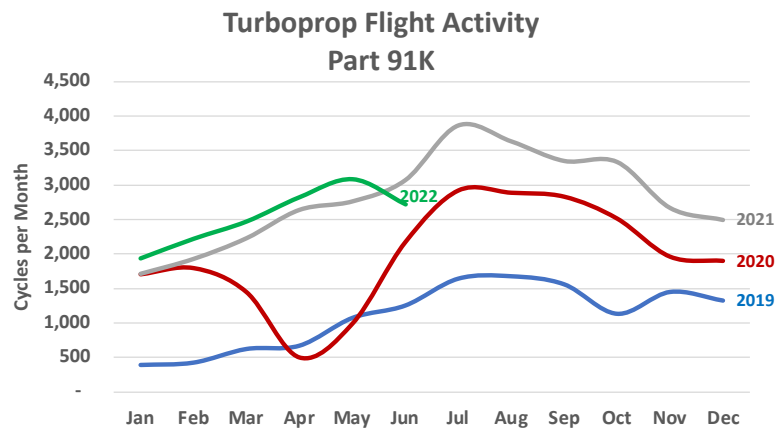
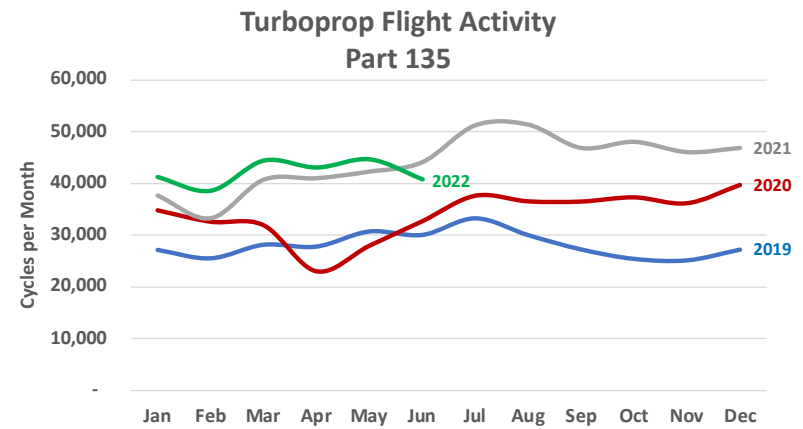
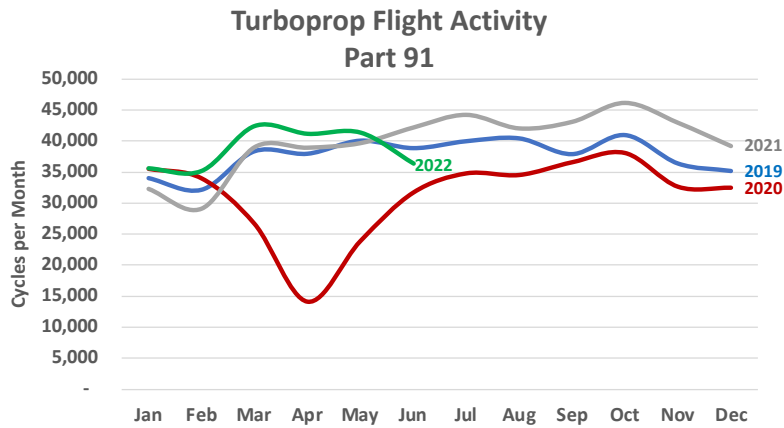
Source: U.S. FAA; JETNET; U.S. Part 91K includes fractional ownership program flight operations

U.S. Business Jet Utilization – Part 135



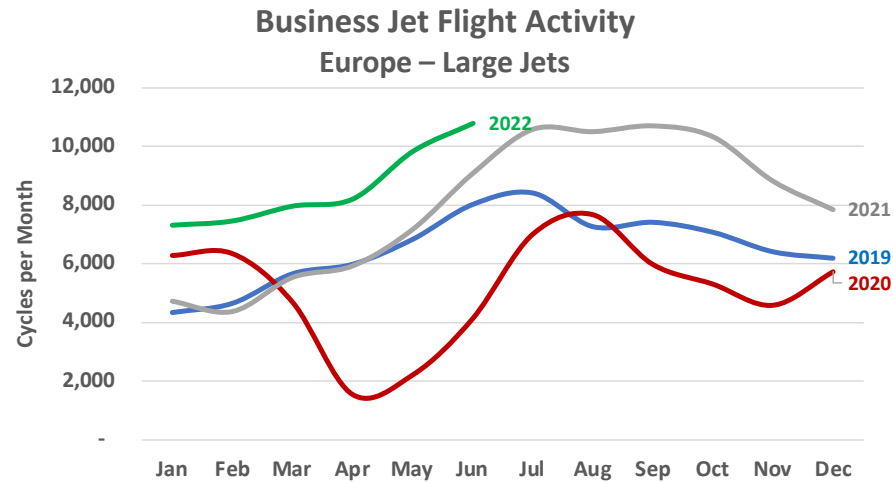
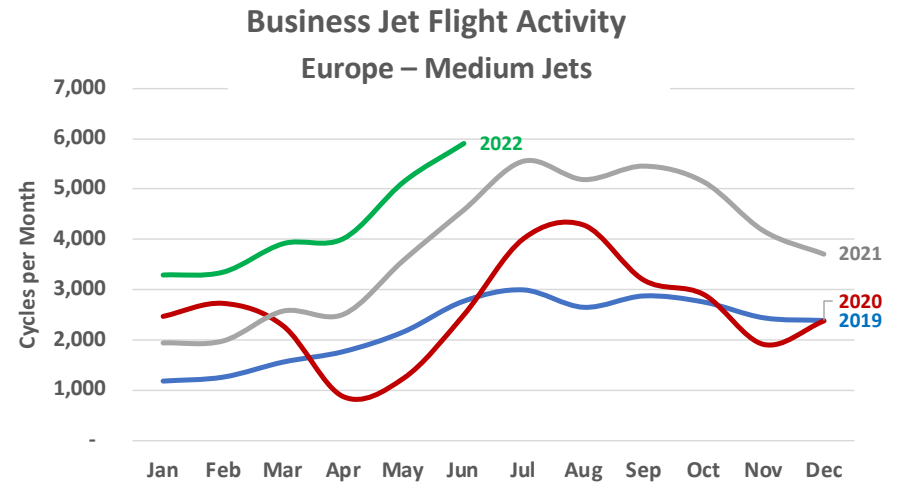
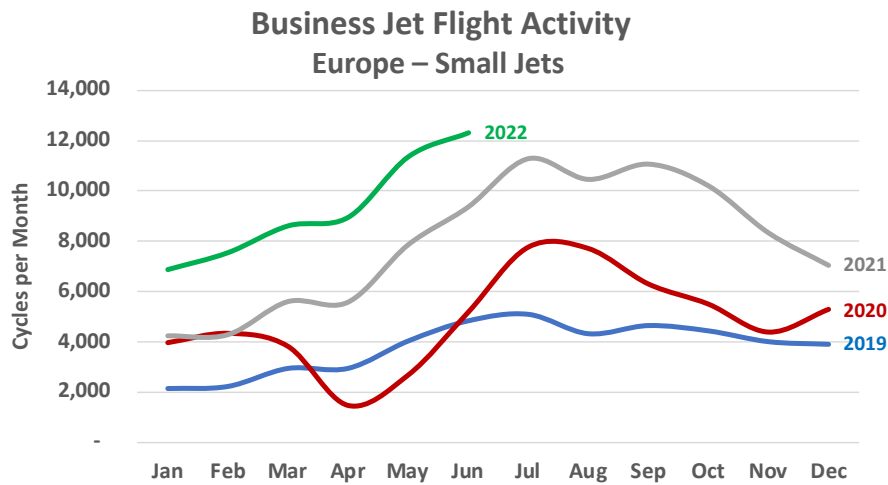
Source: U.S. FAA; JETNET; U.S. Part 135 includes on-demand, charter, and other for-hire flight operations

Business Turboprop Utilization



Source: U.S. FAA; JETNET

U.S. Business Jet Utilization



Source: U.S. FAA; JETNET

Crude Oil and Jet Fuel Prices

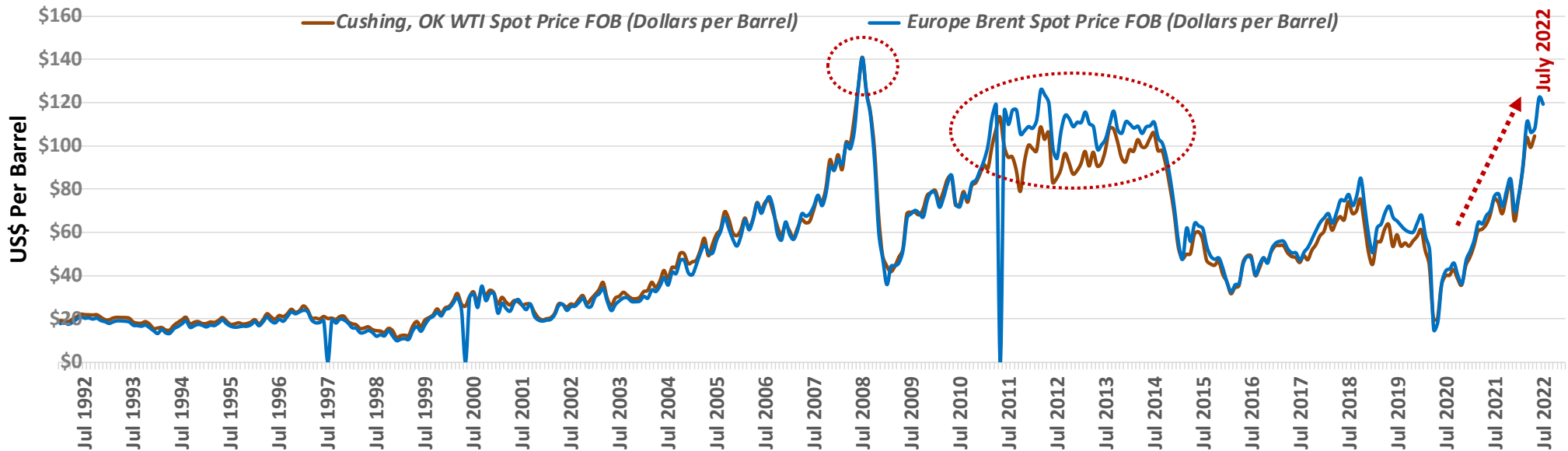
IATA Fuel Price Monitor	Share in			Index Value	vs. 1 week	vs. 1 month	
Aug 5 2022	World Index	\$/US gallon	\$/barrel	2000= 100	ago	ago	vs.1 yr ago
Jet Fuel Price	100%	\$ 3.053	\$ 128.21	350.47	-10.4%	-12.3%	65.1%
Asia & Oceania	22%	\$ 2.926	\$ 122.87	351.09	-9.4%	-11.2%	61.7%
Europe & CIS	28%	\$ 3.148	\$ 132.21	356.21	-10.2%	-9.8%	71.7%
Middle East & Africa	7%	\$ 2.951	\$ 123.93	370.09	-10.1%	-10.6%	64.6%
North America	39%	\$ 3.050	\$ 128.09	340.52	-11.2%	-15.0%	61.4%
Latin & Central America	4%	\$ 3.269	\$ 137.30	380.35	-10.0%	-11.4%	75.4%

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

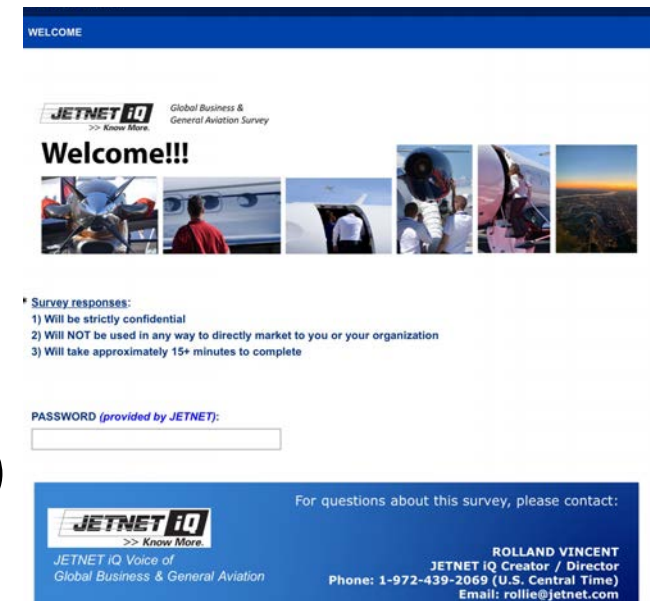
Historical Crude Oil Price Per Barrel
(Month-End \$U.S. Price)



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
 - Utilization
 - Mood of the market



WELCOME

JETNET iQ Global Business & General Aviation Survey
>> Know More

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 >> Know More
JETNET iQ Voice of Global Business & General Aviation

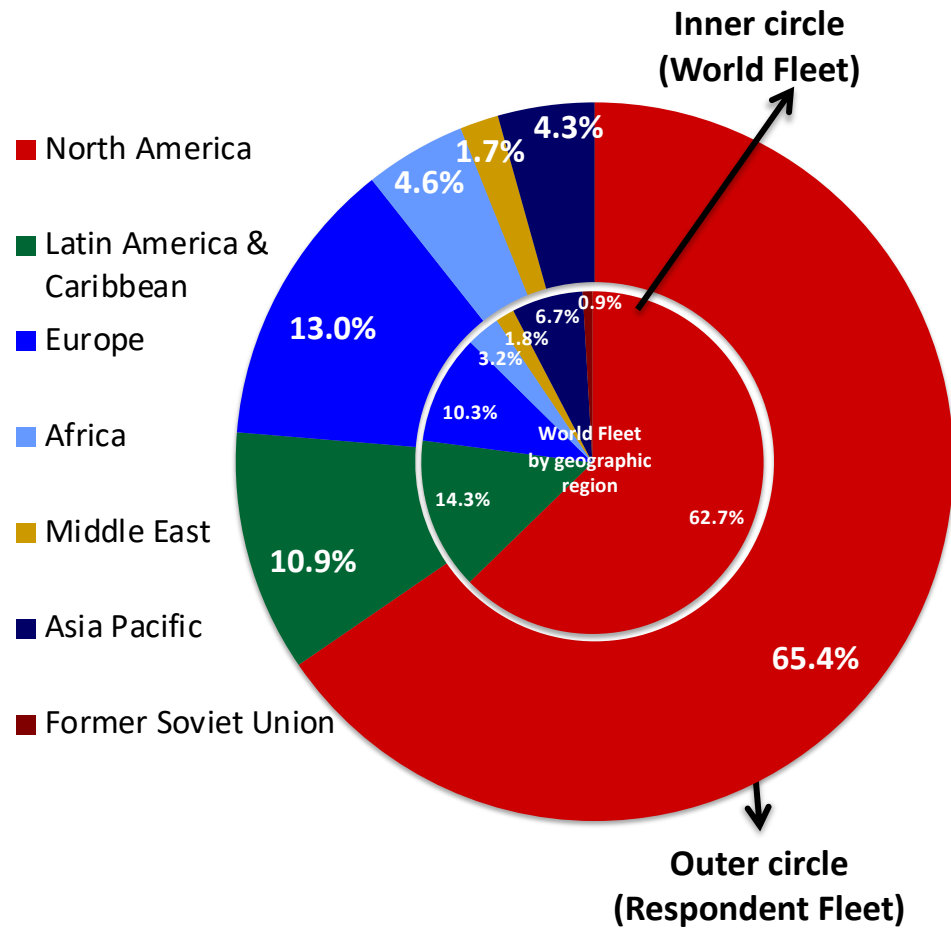
For questions about this survey, please contact:
ROLLAND VINCENT
JETNET iQ Creator / Director
Phone: 1-972-439-2069 (U.S. Central Time)
Email: rollie@jetnet.com

JETNET iQ Surveys: Quarterly, multilingual, worldwide

Survey Respondents' Location By Respondent Location

Q2 2022 Survey

RESPONDENT COUNTRIES FROM Q2 2022 SURVEY			
COUNTRIES/TERRITORIES	# of respondents	# of respondents	
ARGENTINA	3	NAMIBIA	2
AUSTRALIA	10	NEW ZEALAND	1
AUSTRIA	3	PANAMA	1
BOLIVIA	1	PERU	1
BOTSWANA	1	PHILIPPINES	3
BRAZIL	19	POLAND	2
BULGARIA	3	PORTUGAL	1
CANADA	23	ROMANIA	2
CHILE	1	SAUDI ARABIA	1
CHINA	2	SERBIA	1
COLOMBIA	4	SINGAPORE	1
CONGO	1	SOUTH AFRICA	11
CZECHIA	2	SWEDEN	1
DENMARK	2	SWITZERLAND	4
DOMINICAN REPUBLIC	2	TANZANIA	2
ESTONIA	1	THAILAND	1
FINLAND	1	TURKEY	4
FRANCE	3	UNITED ARAB EMIRATES	3
GERMANY	11	UNITED KINGDOM	10
GUATEMALA	1	UNITED STATES	278
INDIA	1	VENEZUELA	1
IRELAND	3		
ISLE OF MAN	1		
ITALY	6		
JAMAICA	1		
JAPAN	1		
KENYA	2		
LIBYA	1		
LUXEMBOURG	2		
MADAGASCAR	1		
MALTA	1		
MEXICO	15		
		Total # of respondents	460
		Total # of countries	54
		Africa	21
		Asia Pacific	20
		Europe	60
		Former Soviet Union	0
		Latin America & Caribbean	50
		Middle East	8
		North America	301
		Total	460

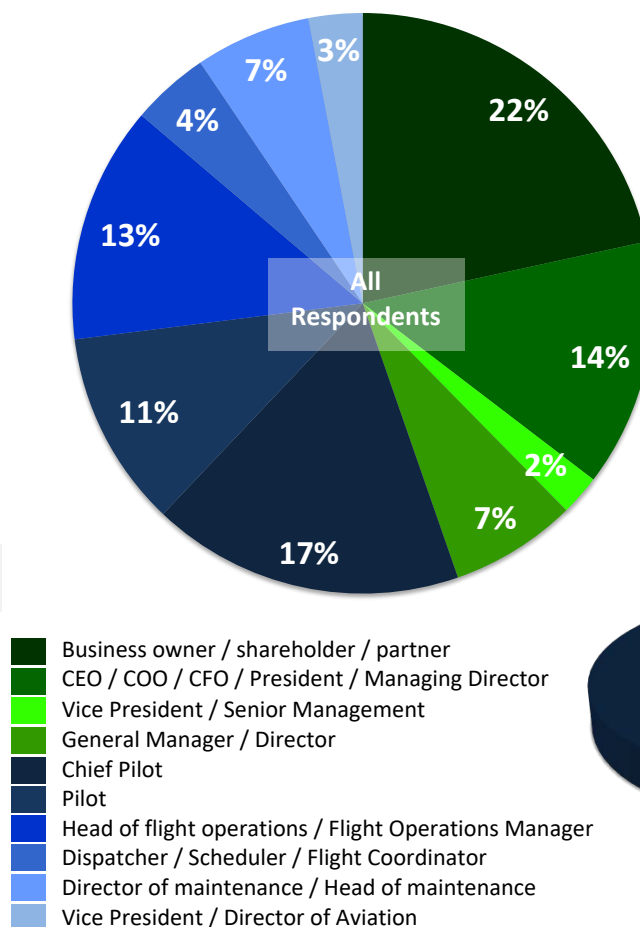


Survey Respondents' Roles

Q2 2022 Survey

Title of respondent	Completed
Business owner / shareholder / partner	144
CEO / COO / CFO / President / Managing Director	92
Vice President / Senior Management	15
General Manager / Director	47
Chief Pilot	116
Pilot	73
Head of flight operations / Flight Operations Manager	88
Dispatcher / Scheduler / Flight Coordinator	29
Director of maintenance / Head of maintenance	43
Vice President / Director of Aviation	20
Total	667

Aviation Professionals	369	55%
Senior Management / General Manager	298	45%

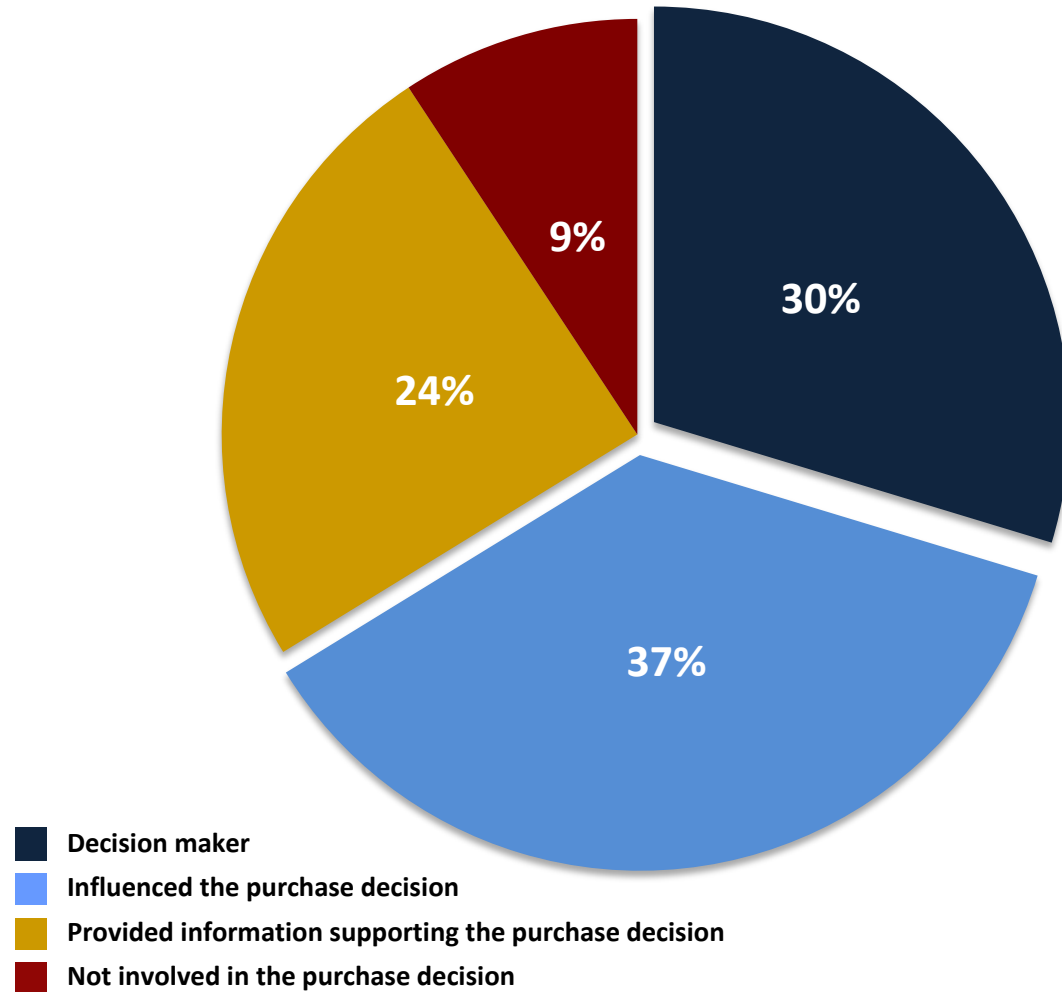


Note: Respondents may have multiple job titles and organizational roles

Survey Respondents' Roles

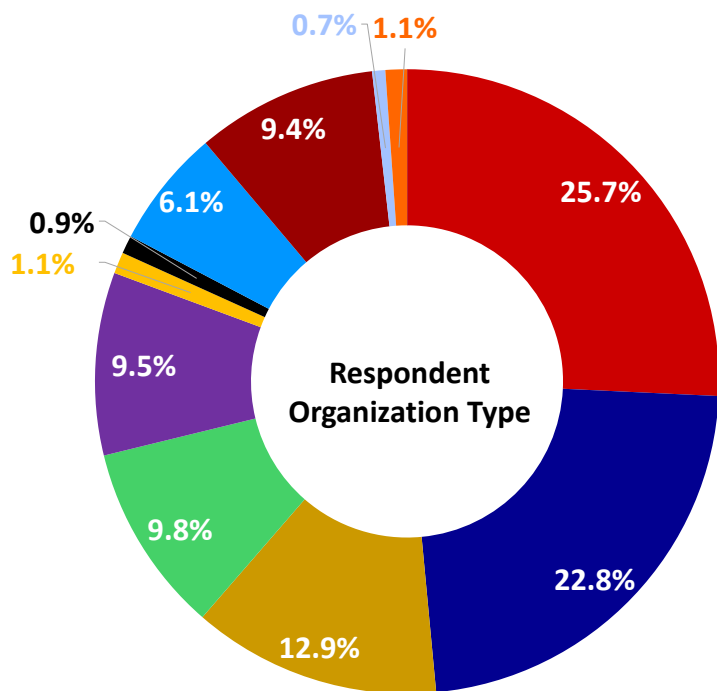
By Involvement in Last Fixed-Wing Turbine Aircraft Purchase

Q2 2022 Survey



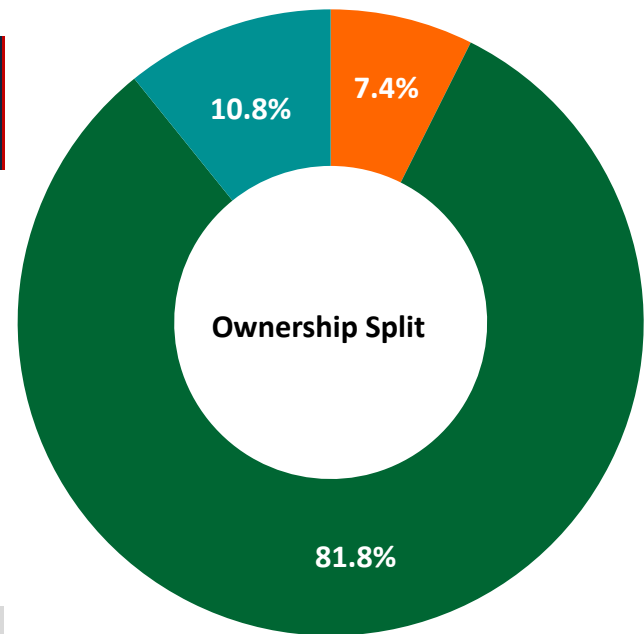
Survey Respondents' Organization

Q2 2022 Survey



Please indicate which of the following best describes your organization or company (check as many as apply):

	All Respondents
Aircraft owner	302
Aircraft operator	267
Flight department	151
Aircraft management company	115
Air taxi or charter operator	111
Fractional aircraft operator	13
Fractional share / jet card holder	11
Aircraft MRO	72
Broker / Dealer	110
Financial Institution	8
Government	13
Other	-
Privately-held	144
Publicly-traded	19
Total	1,336



Breakdown for Respondents who indicated ownership

● Aircraft owner	● Air taxi or charter operator	● Broker / Dealer
● Aircraft operator	● Fractional aircraft operator	● Financial Institution
● Flight department	● Fractional share / jet card holder	● Government
● Aircraft management company	● Aircraft MRO	● Other

● Government
● Privately held
● Publicly held

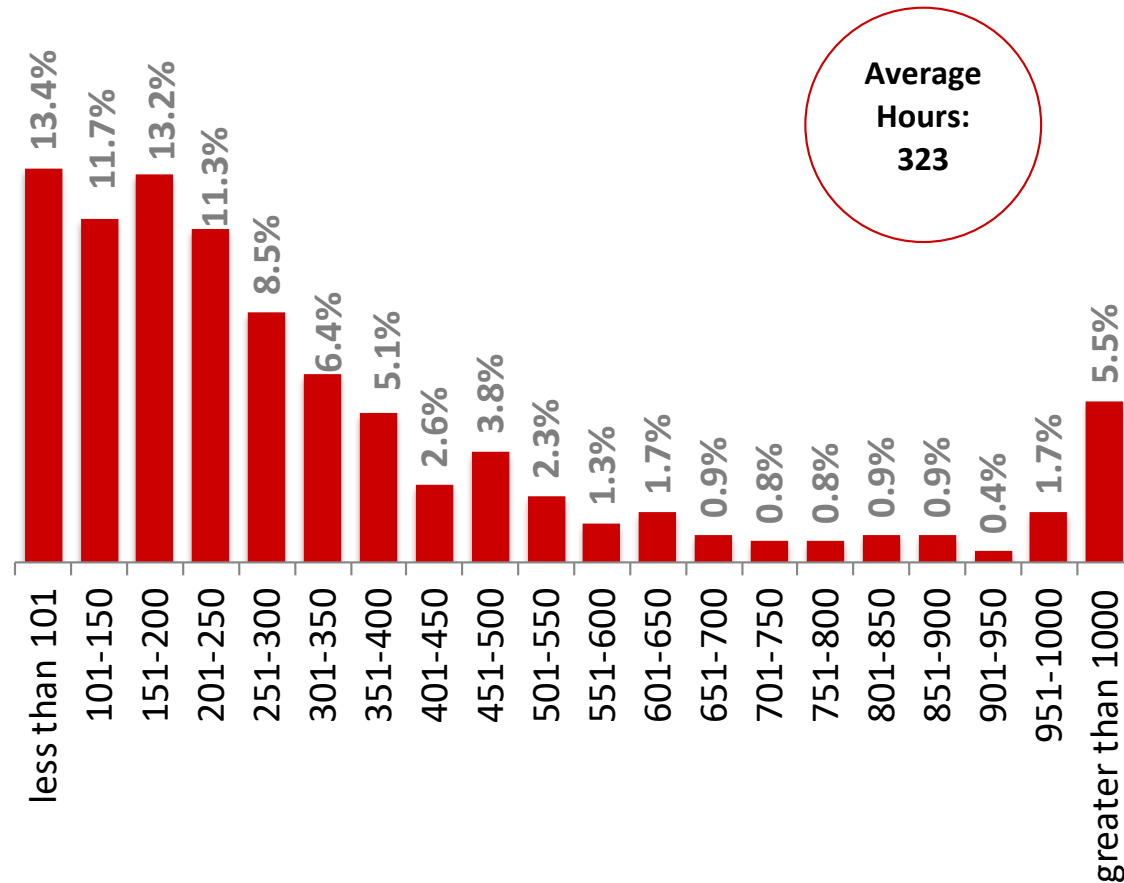
Note: Respondents may have chosen multiple organizational types

Survey Respondents' Flight Operations

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

Annual Flight Hours Per Aircraft

Q2 2022 Survey

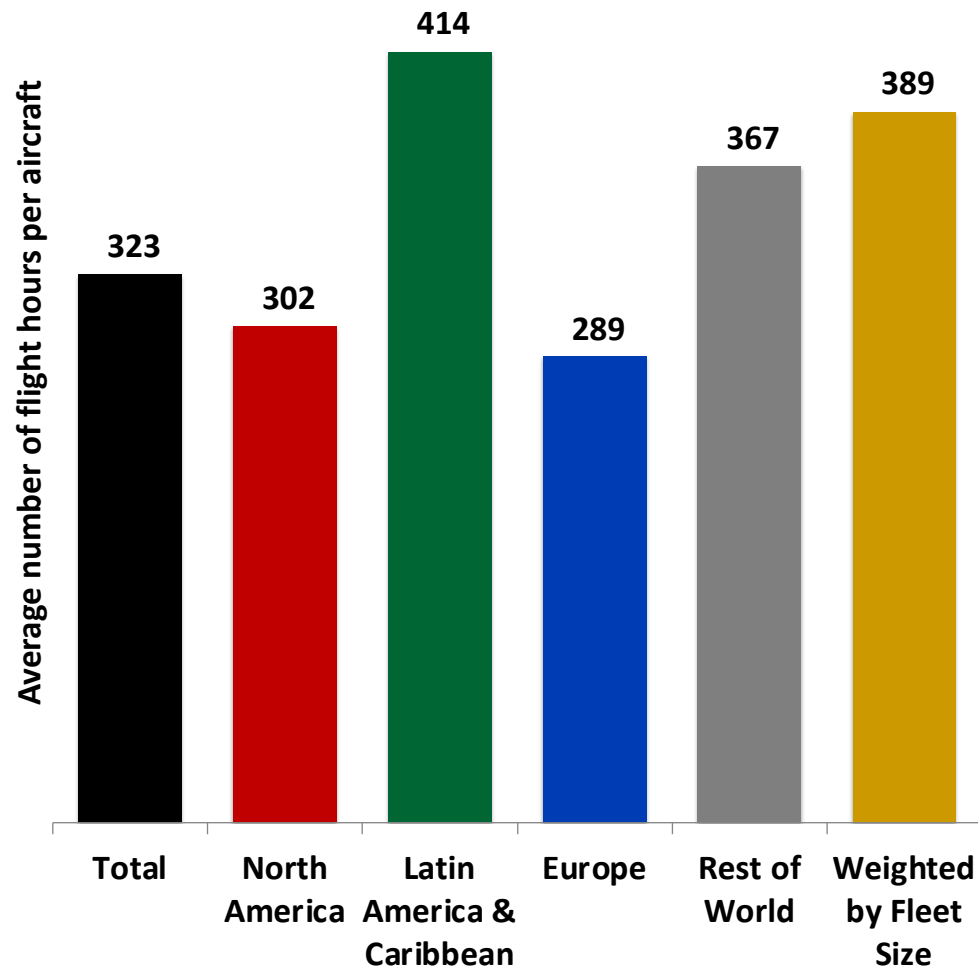


Survey Respondents' Flight Operations

Regional Average Utilization per Aircraft in Prior 12 Months

Average flight hours per year

Q2 2022 Survey

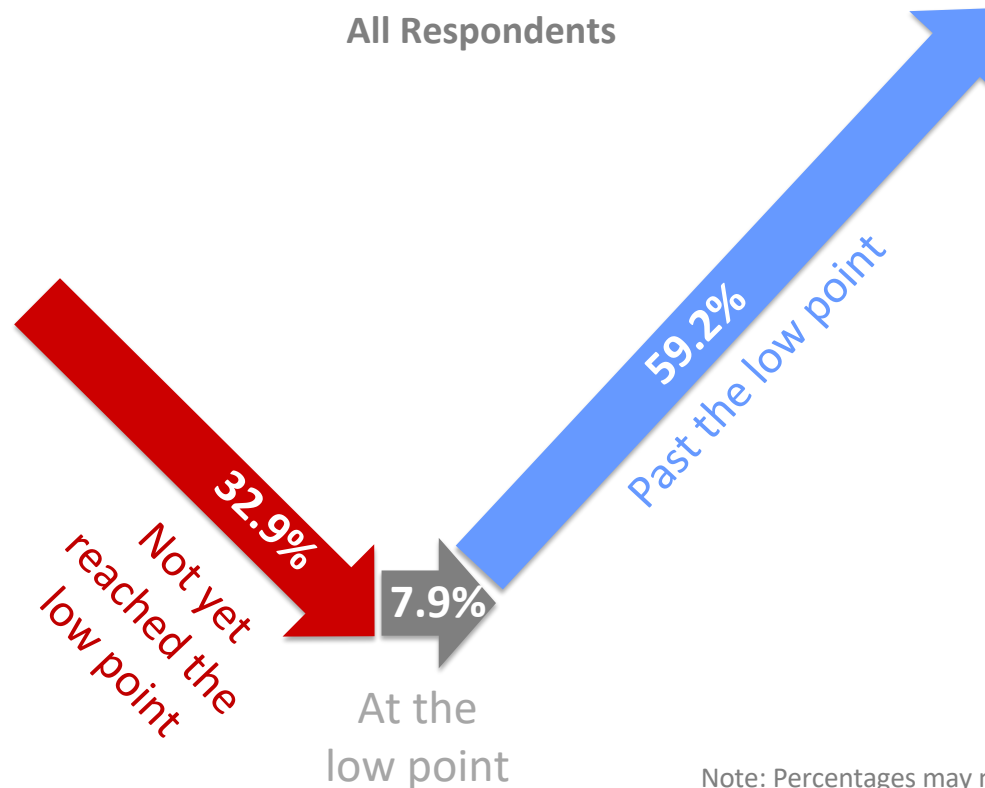


Survey Respondents' Sentiment

Current Market Sentiment

Q2 2022 Survey

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



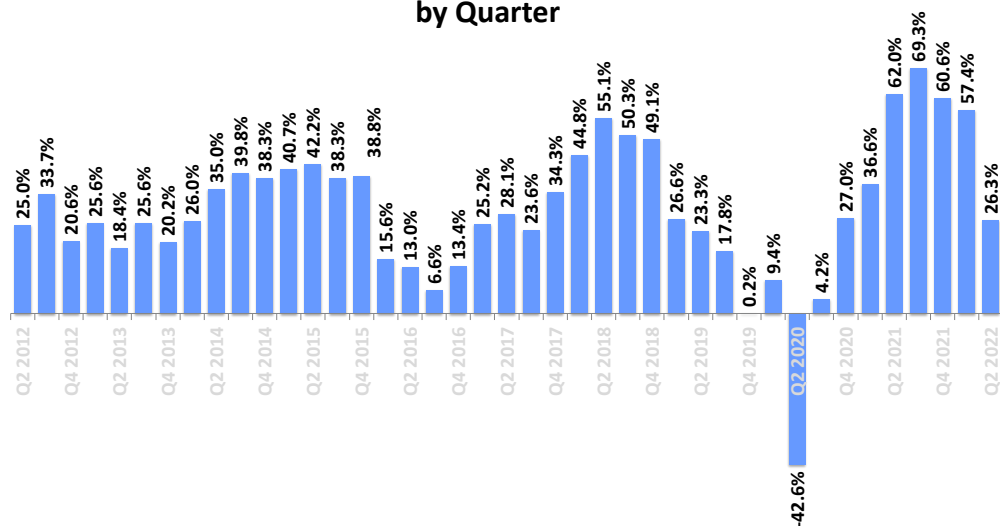
Note: Percentages may not add to 100% due to rounding

Survey Respondents' Sentiment

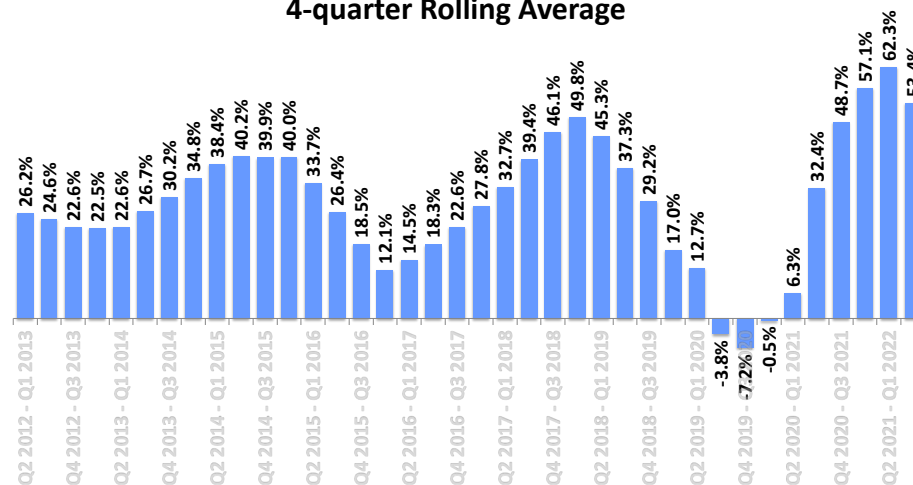
Current Market Sentiment

Q2 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 has taken a downturn in Q2 2022 to 26.3% from 57.4% in Q1 2022

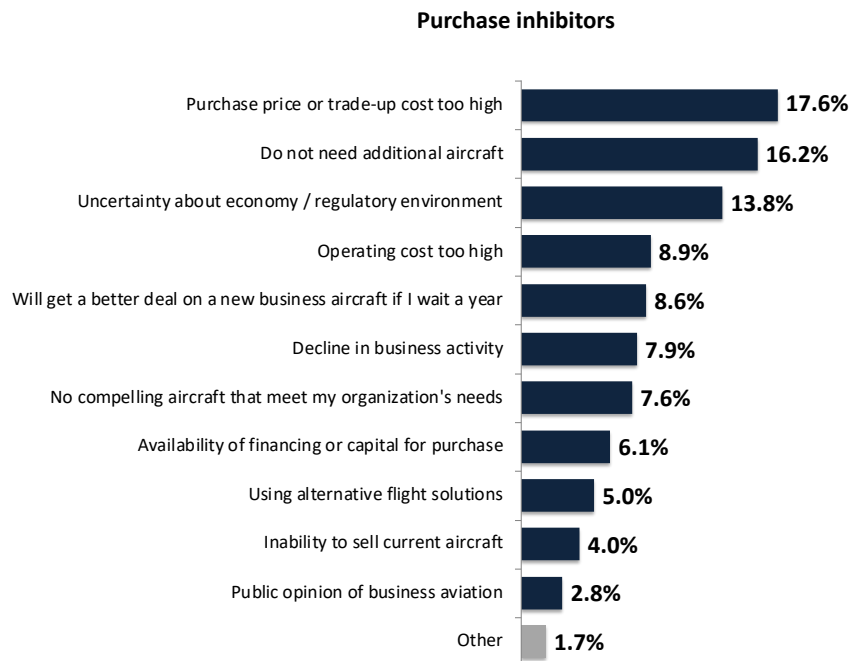
Aircraft Purchase Inhibitors

Inhibitors – Weighted Average

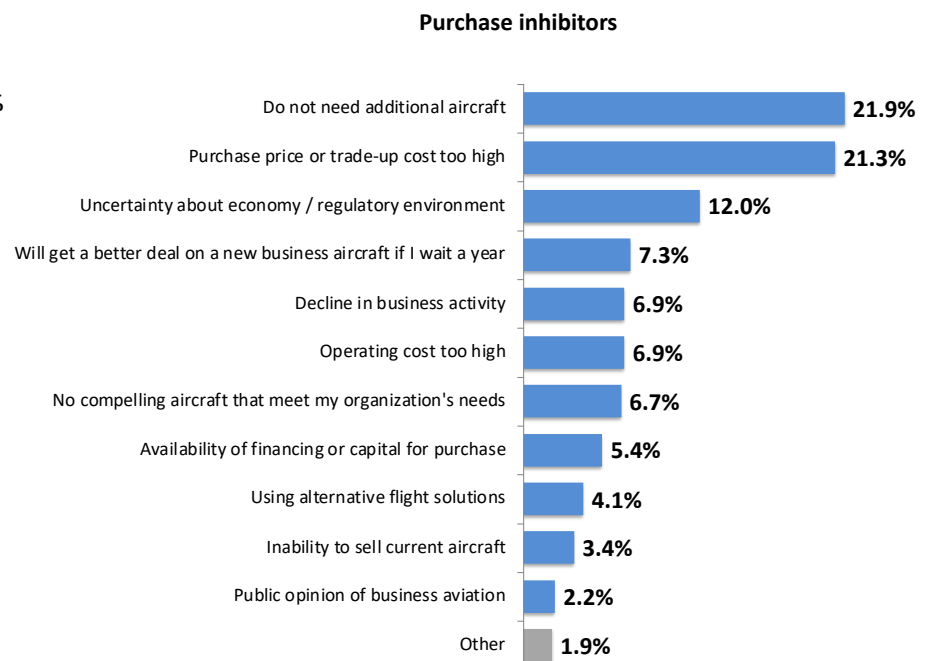
Q2 2022 Survey

“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



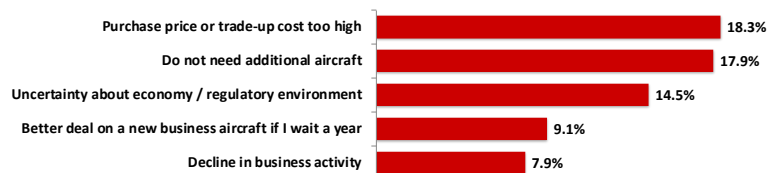
Aircraft Purchase Inhibitors

Top 5 Inhibitors – Weighted Average

Q2 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



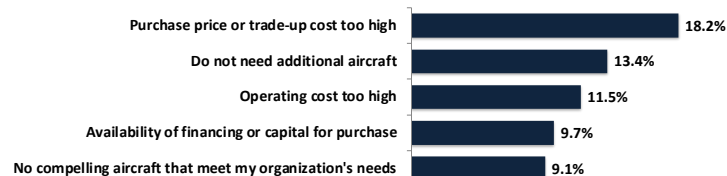
Purchase Inhibitors – Europe



Purchase Inhibitors – Latin America & Caribbean



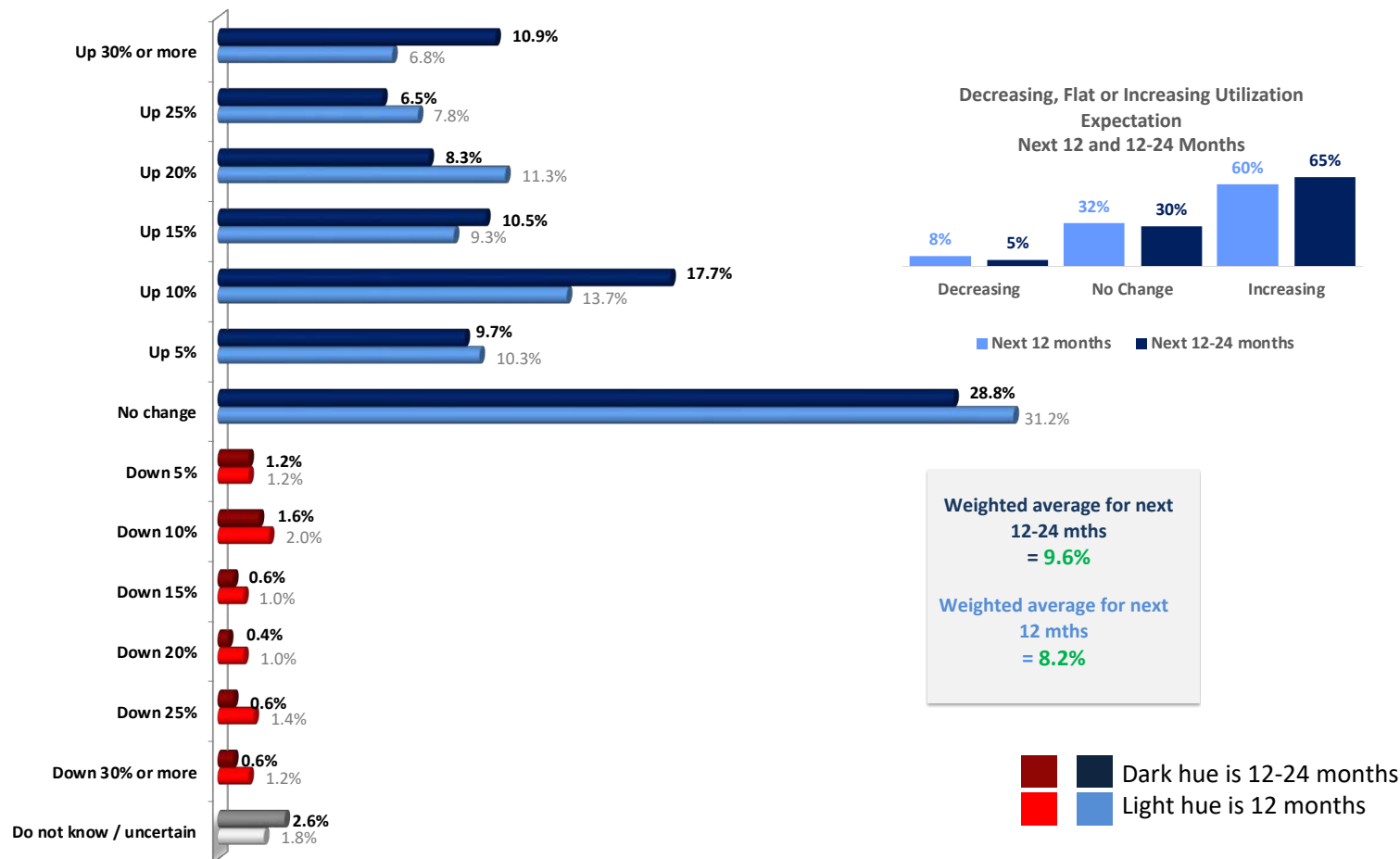
Purchase Inhibitors – Rest of World



Aircraft Utilization

Next 12 and 12-24 Months versus Prior 12 Months

Q2 2022 Survey

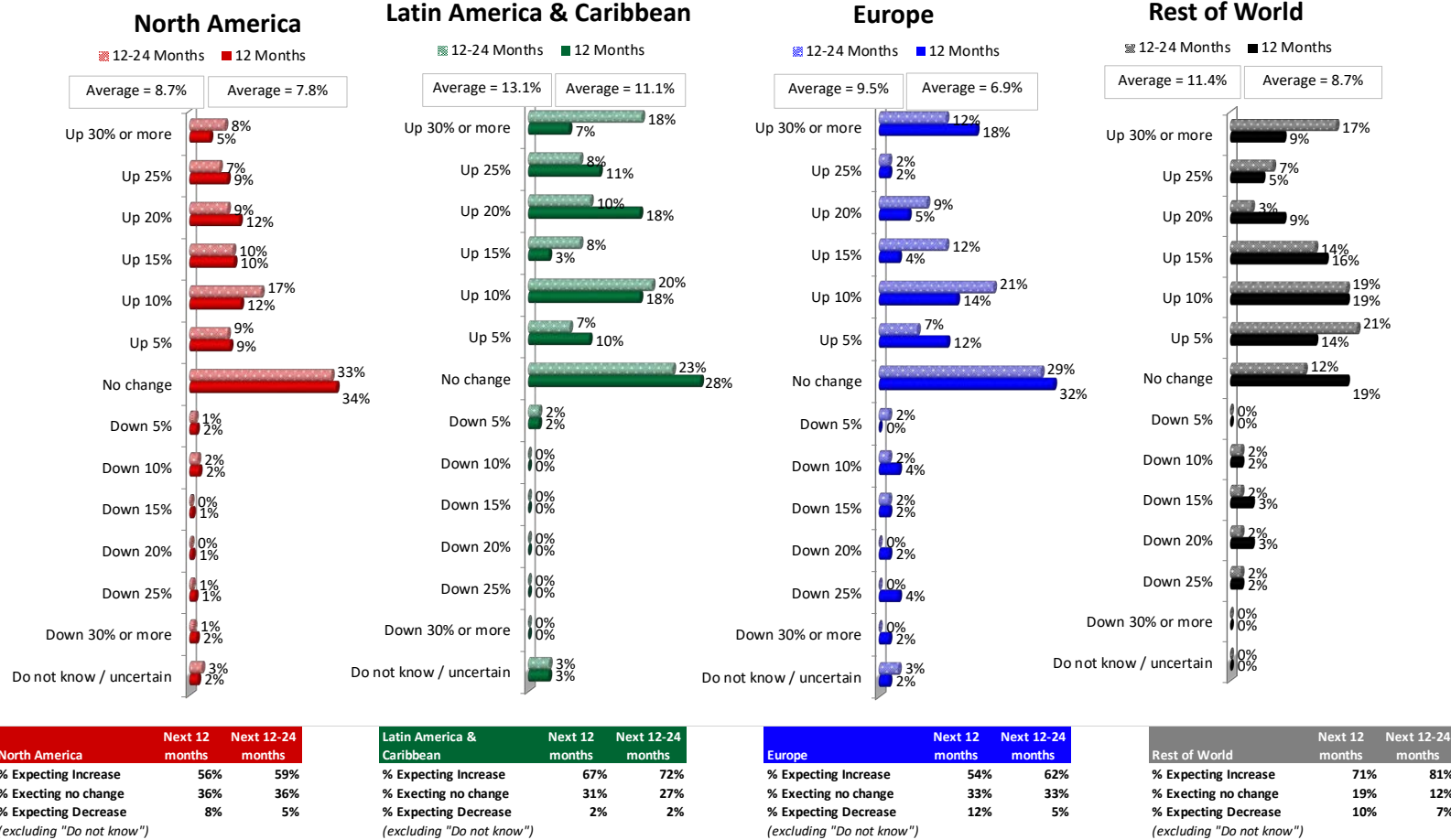


Respondents expect to fly 8.2% more hours in the next 12 months vs. prior 12 months and 9.6% more in the next 12-24 months

Aircraft Utilization

Q2 2022 Survey

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



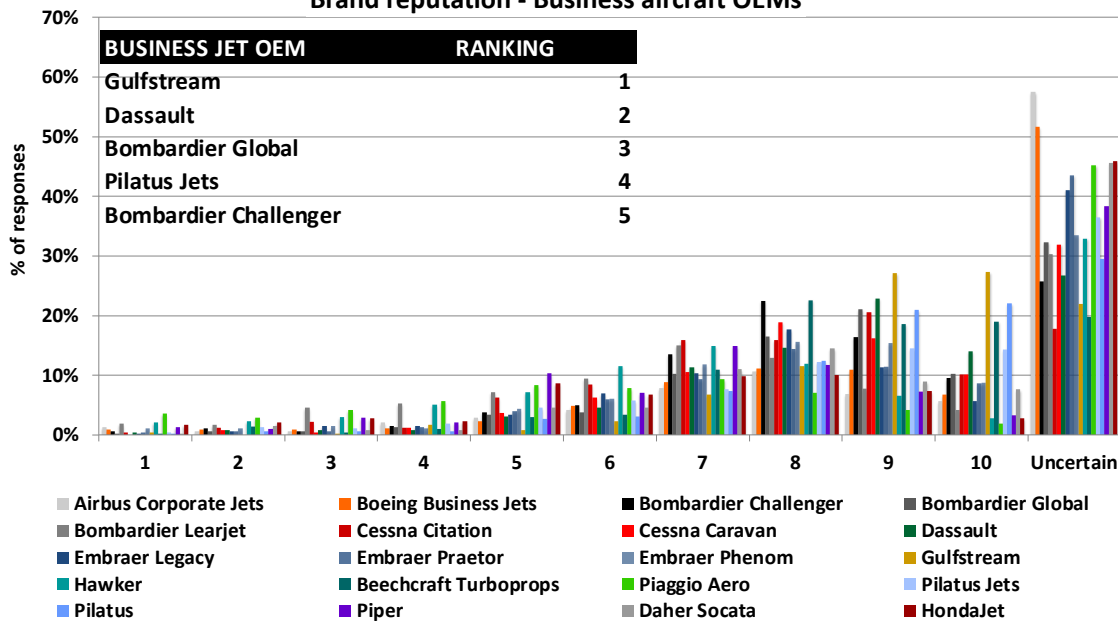
Optimism for future utilization has slipped across all regions, but especially in Europe and North America over the next 12 months

Q2 2022 Survey

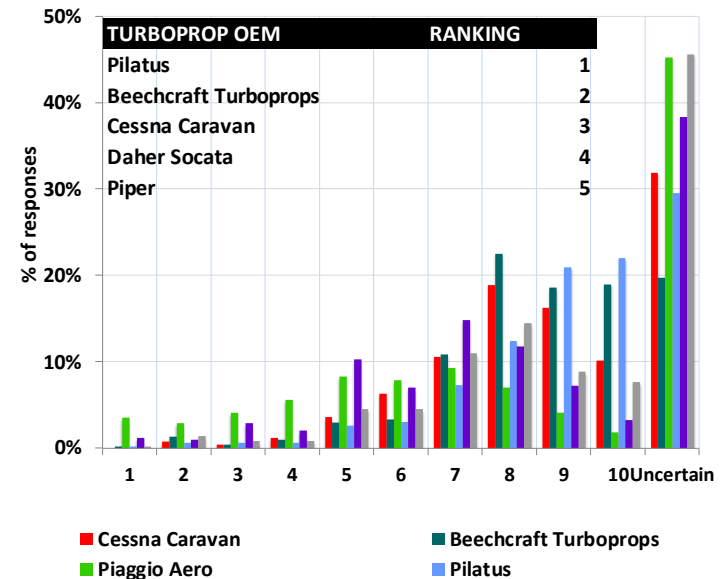
Brand Reputations

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

Brand reputation - Business aircraft OEMs



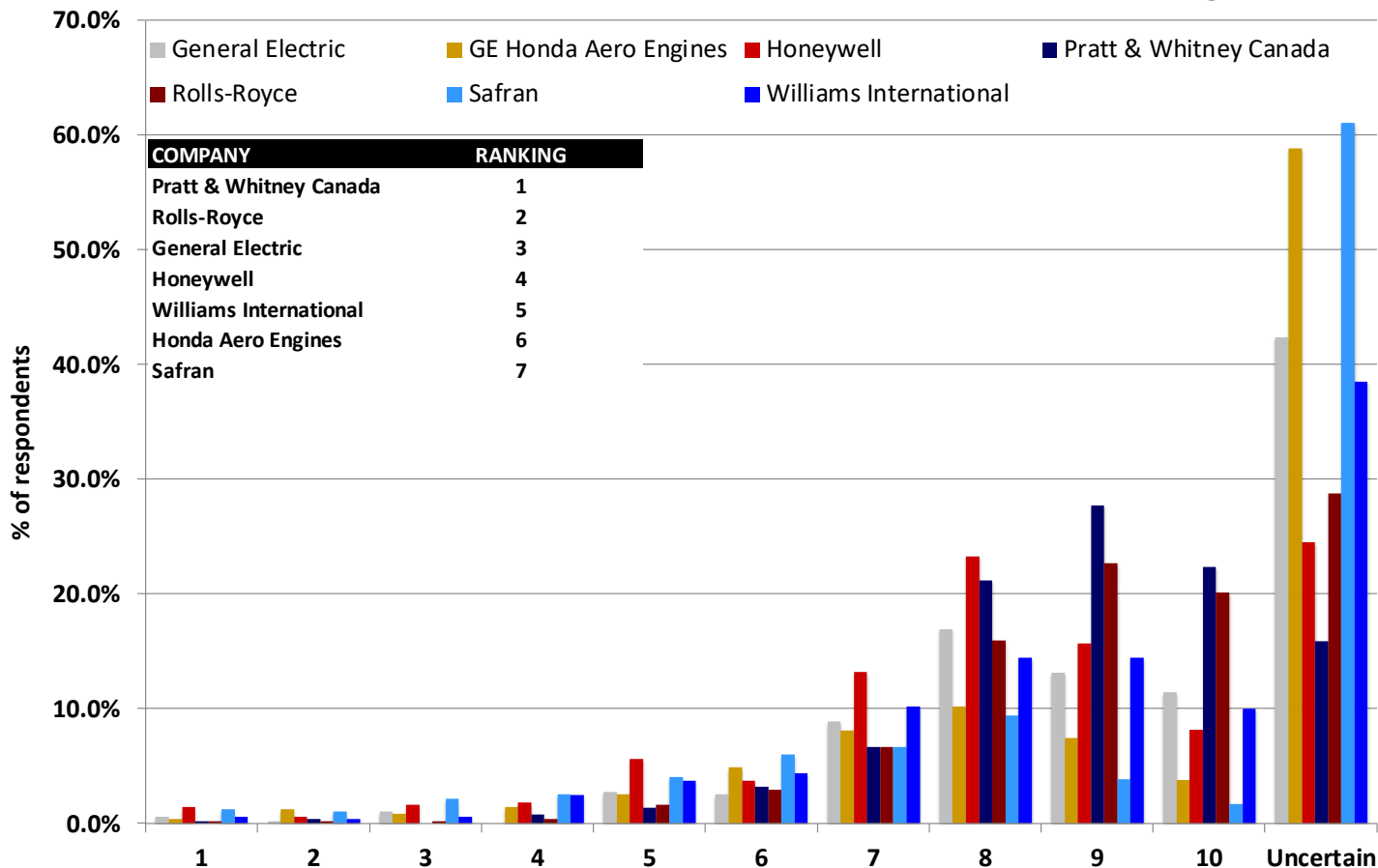
Brand reputation - Business Turboprop OEMs



Gulfstream (jets) and Pilatus (turboprops) are the top-rated business aircraft brands

Brand Reputations

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

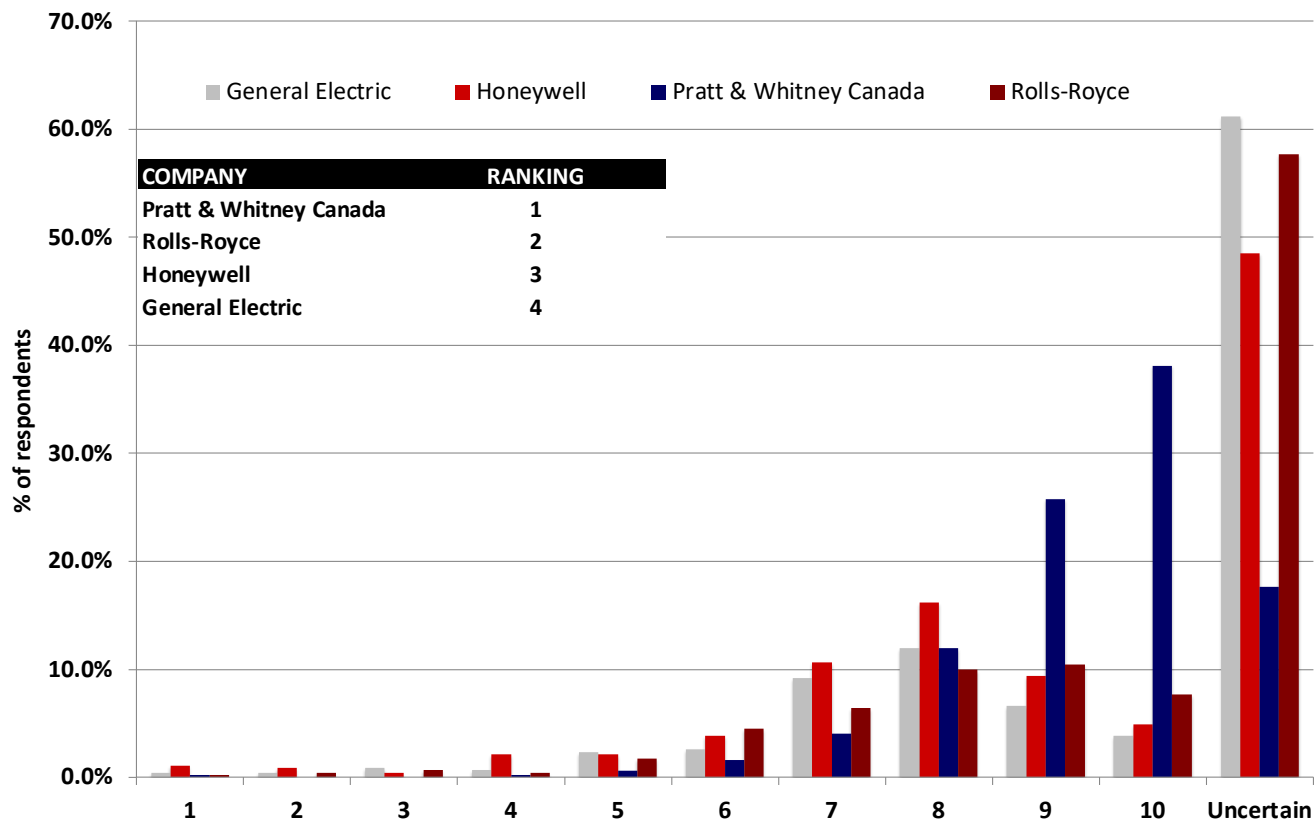


Pratt & Whitney Canada and Rolls-Royce are the top-rated jet engine manufacturer brands

Q2 2022 Survey

Brand Reputations

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



Pratt & Whitney Canada is the highest-rated turboprop engine manufacturer brand

Aircraft Owner / Operator Opinions

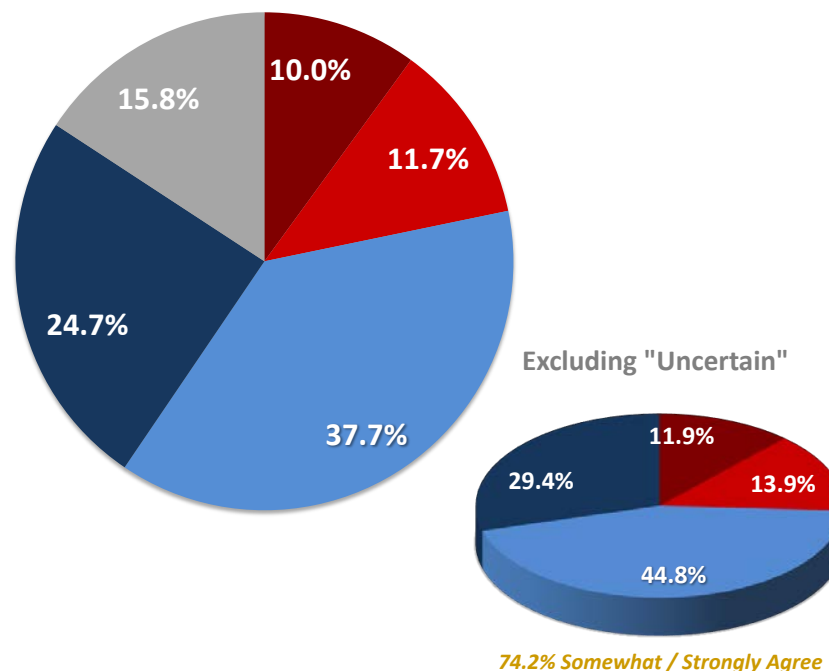
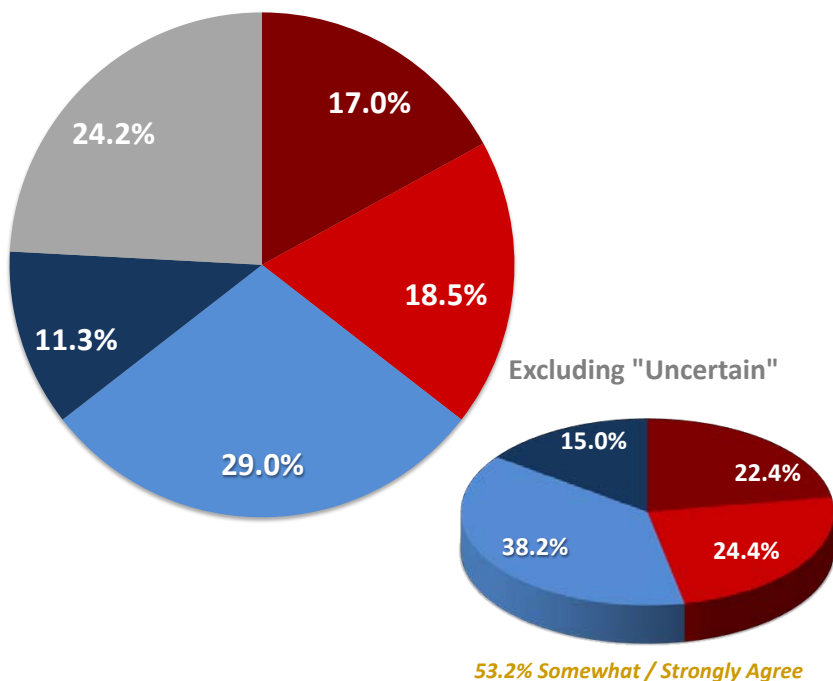
Q2 2022 Survey

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

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

A subsidy of \$1.25 per U.S. gallon would significantly increase my/our likelihood of purchasing sustainable aviation fuels (SAF) in the next 24 months

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



Aircraft Owner / Operator Opinions

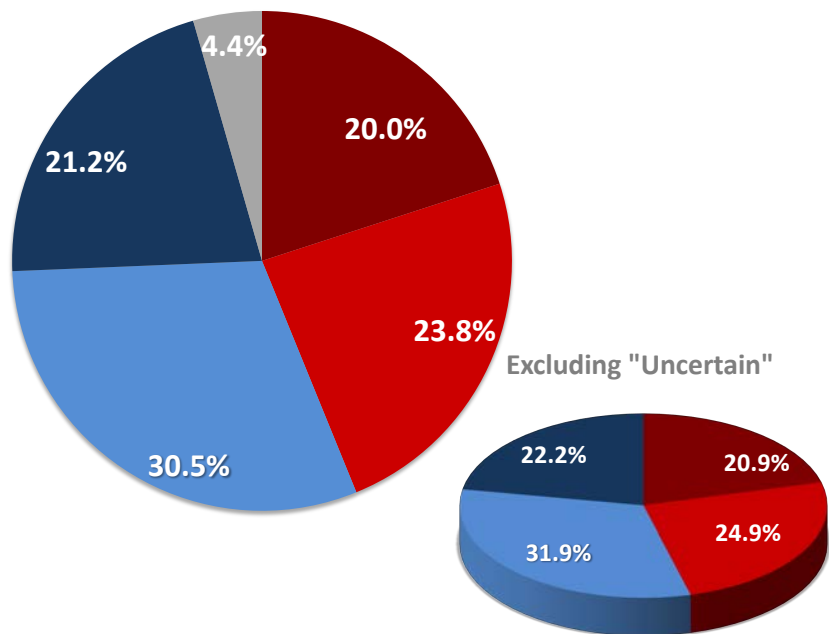
Q2 2022 Survey

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

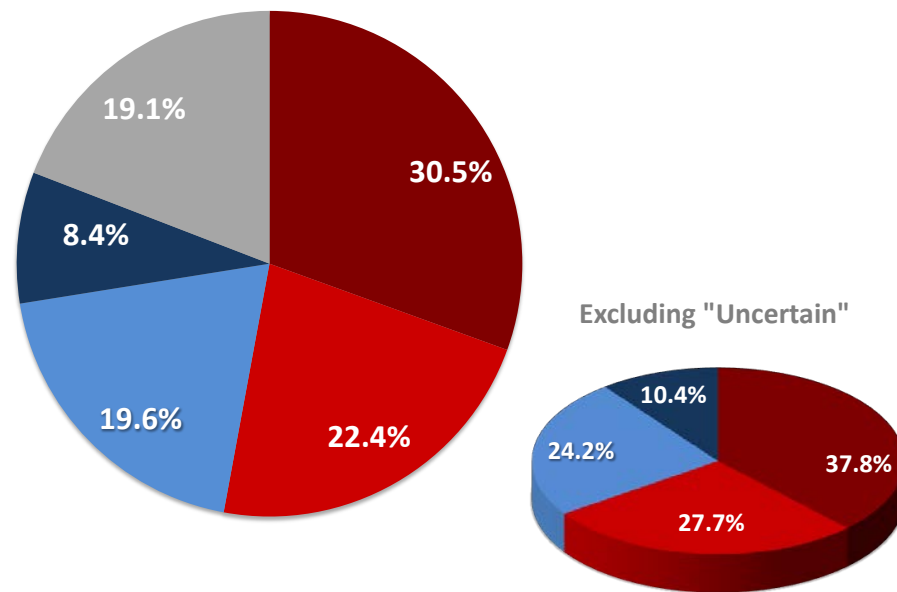
I/we believe that jet fuel prices will remain at or above current prices for the next 12 months

I/we would seriously consider purchasing a new hybrid-powered turbine aircraft in order to reduce fuel burn / carbon emissions

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



54.1% Somewhat / Strongly Agree



34.6% Somewhat / Strongly Agree

Aircraft Owner / Operator Opinions

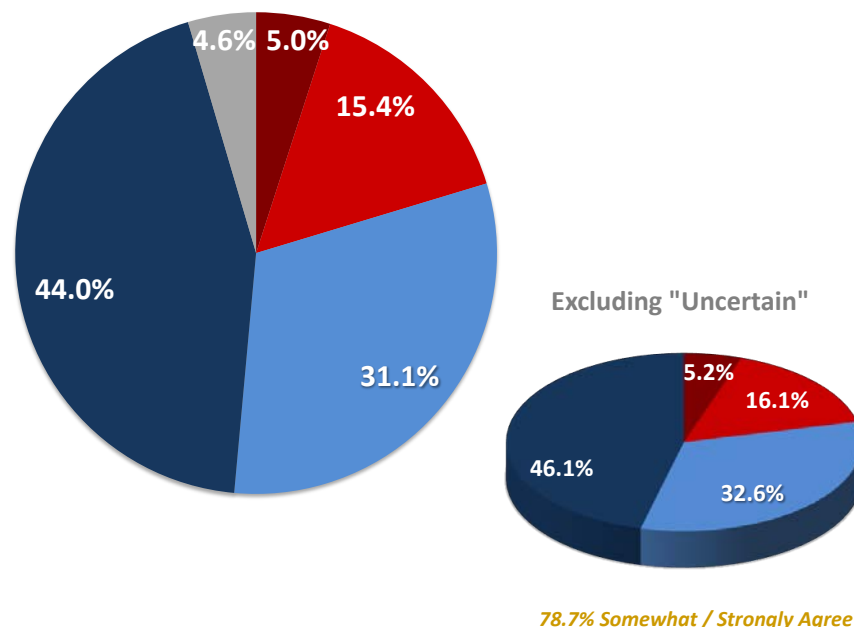
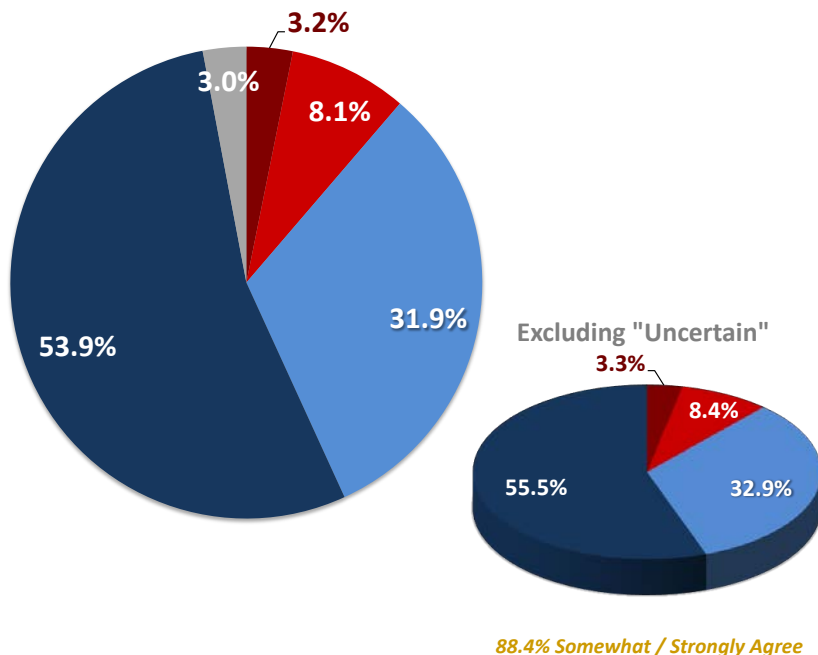
Q2 2022 Survey

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

I/we have been experiencing more delays than usual receiving aircraft parts over the past year

I/we have been experiencing more delays than usual scheduling OEM and/or third-party MRO services over the past year

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



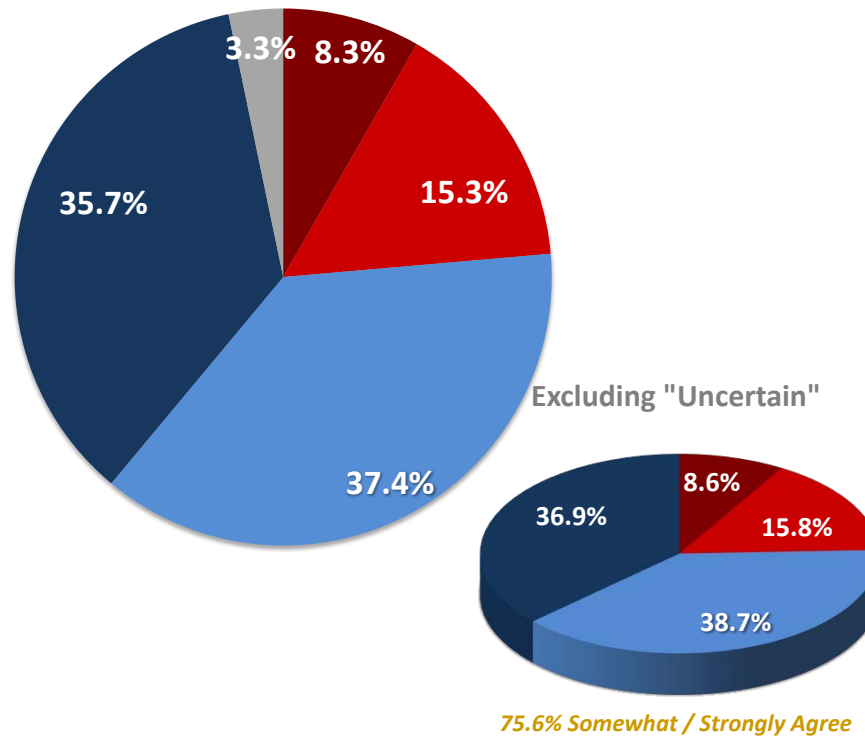
Aircraft Owner / Operator Opinions

Q2 2022 Survey

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

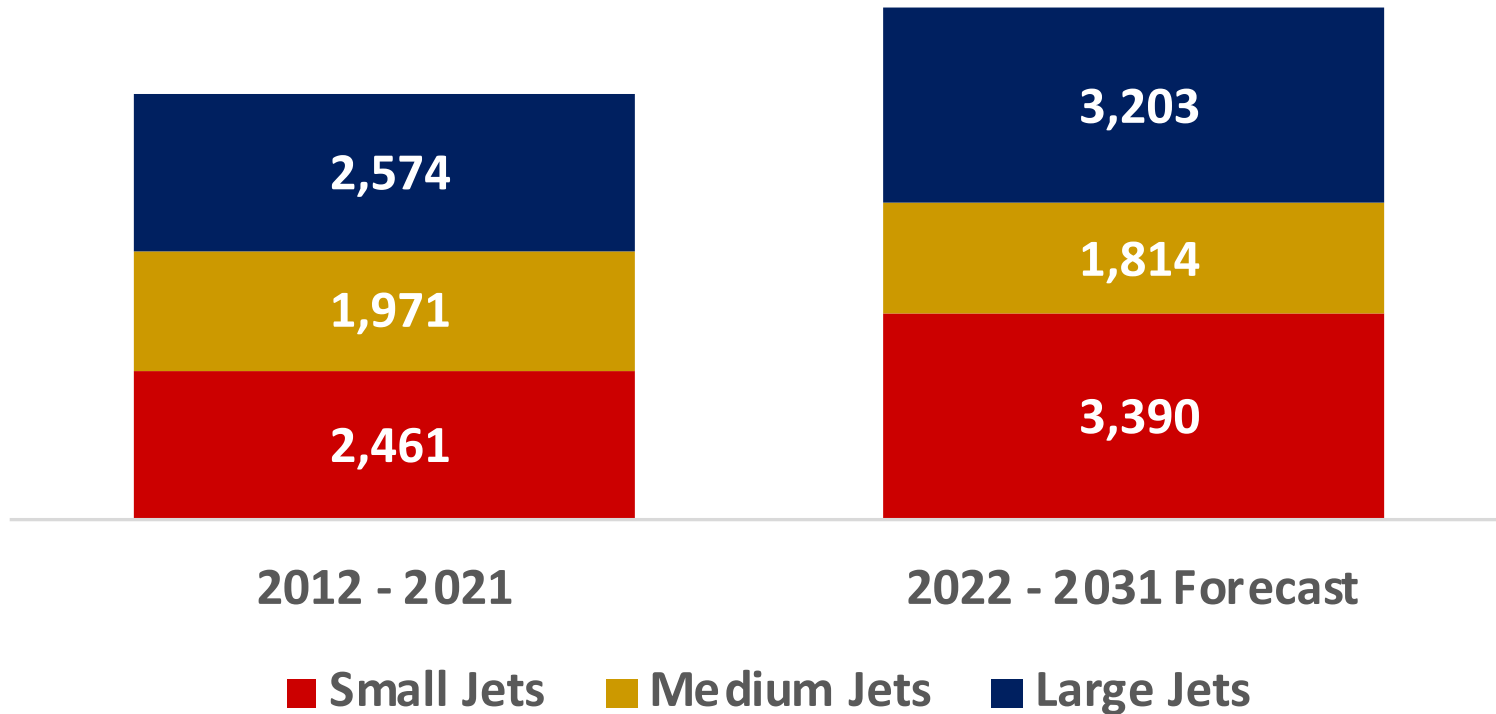
We have had difficulty recruiting and retaining pilots with the desired credentials over the past 12 months

Strongly Disagree **Somewhat Disagree** **Somewhat Agree** **Strongly Agree** **Uncertain**



Business Jet Delivery History & Forecast

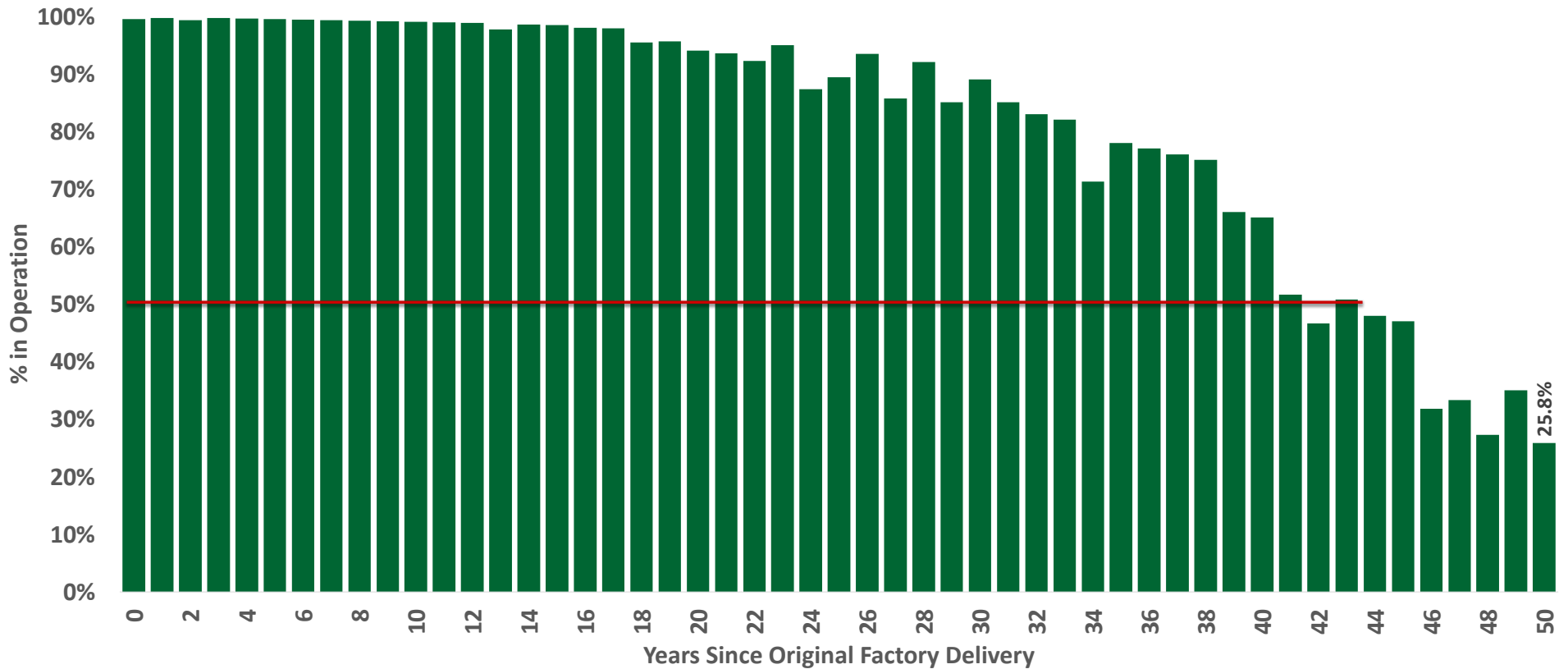
Business Jet Deliveries by Size



JETNET iQ 10-year forecast for 2022-2031 is for 8,407 new business jet deliveries (including single-engine Personal Jets) valued at \$264 billion (\$U.S. 2022)

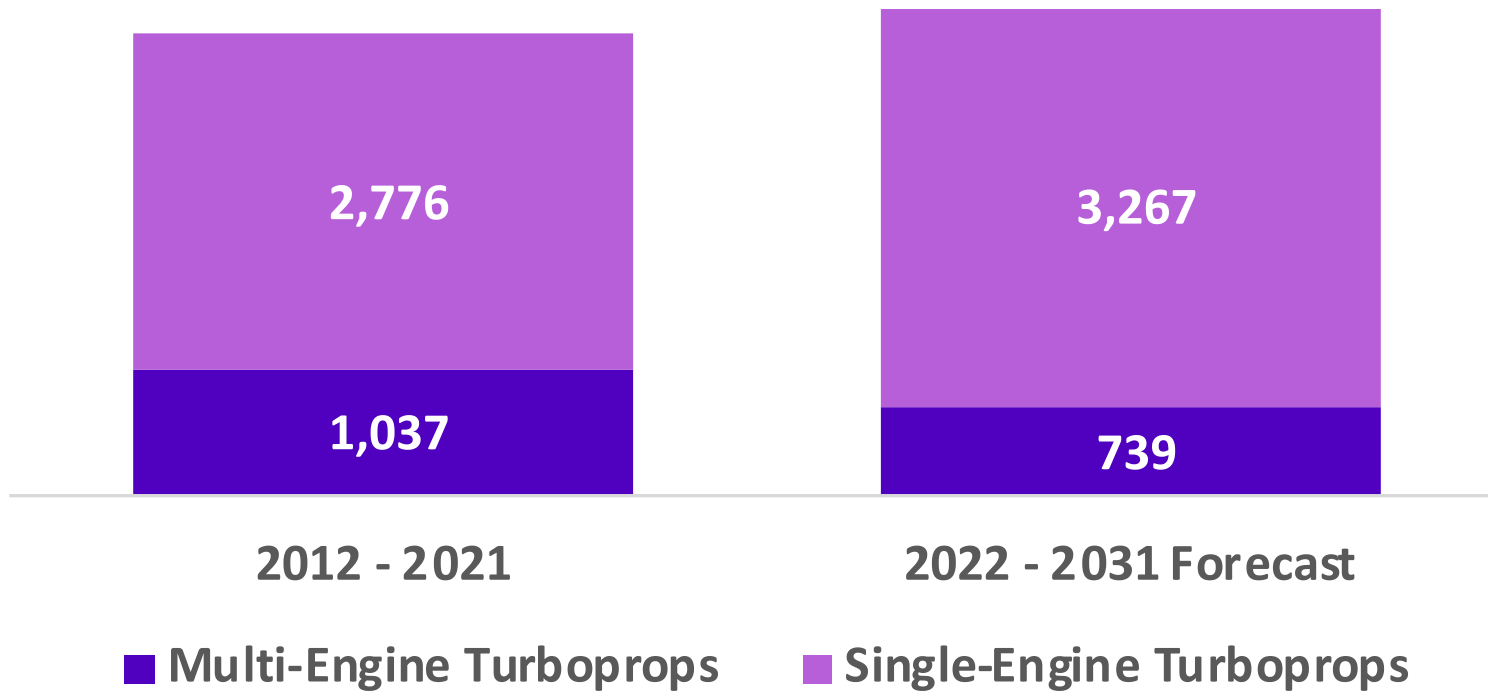
Business Jet Survivor Curve

Survivor Curve
Business Jets



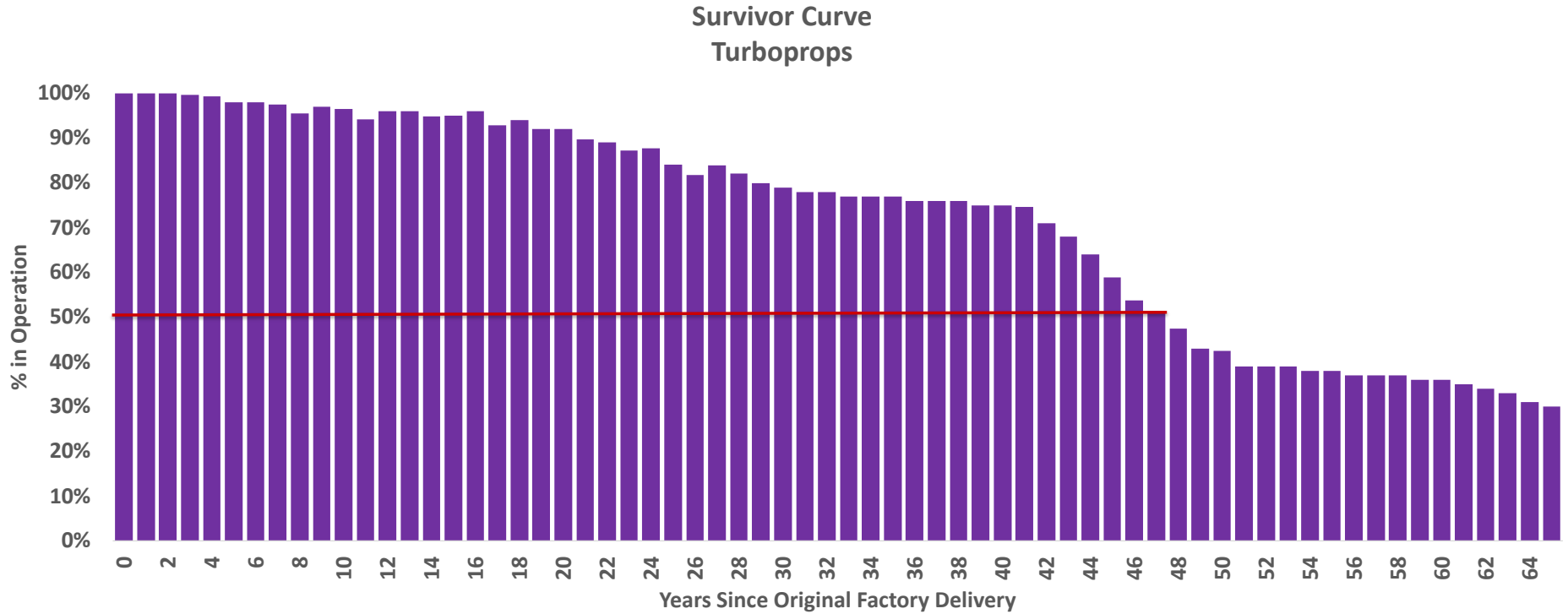
Turboprop Delivery History & Forecast

Turboprop Deliveries by Size



JETNET iQ 10-year forecast for 2022-2031 is for 4,006 new turboprop deliveries valued at \$21 billion (\$U.S. 2022)

Turboprop Survivor Curve



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 or contact Rolland Vincent, JETNET iQ Creator / Director at 1-972-439-2069 or 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 or contact Paul Cardarelli, JETNET Vice President of Sales, at 800-553-8638 (USA) or 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.