



➤➤ KNOW MORE.

JETNET iQ Snap! Report Q3 2020 Summary Report

➤ BUSINESS AVIATION MARKET INTELLIGENCE ➤ REPORTS ➤ SUMMITS ➤ CONSULTING

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

JETNET iQ Snap!: 3rd Quarter 2020 - 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

- Founded in 1988
- Privately-owned family business
- Headquarters in Utica, NY
- 70+ employees (45+ in research)
- Daily contact with aircraft owners and operators globally



JETNET: Worldwide leader in aviation market intelligence

JETNET

- Solutions and services:
 - JETNET iQ
 - Evolution Marketplace
 - Evolution Aerodex
 - Marketplace Manager
 - Values
 - JETNET Global
 - AvData Reports
- Data coverage:
 - 60,000 business aircraft (fixed and rotary wing)
 - 50,000 commercial aircraft



JETNET: Tracking more than 110,000 business and commercial aircraft worldwide

30,000'
JETNET

29,900'
The World Leader in Aviation Market Intelligence

29,800'

29,700'

29,600'

29,500'

29,400'

29,300'

29,200'

HOME ABOUT US SOLUTIONS PRODUCTS FLEETS NEWS CONTACT LOGIN

MARKETPLACE

Values

AERODEX

MARKETPLACE Manager

JETNET iQ

JETNET iQ Summit

YachtSpot

JETNET Global

>> KNOW MORE.

∨

JETNET iQ

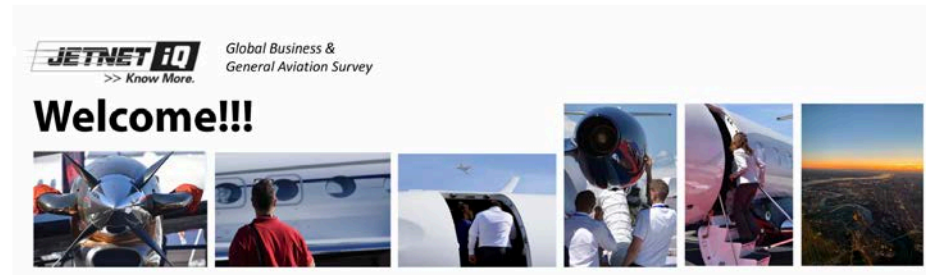
- *Intelligence....quarterly*
- Focus: Business aviation research & forecasting
- Main features
 - Surveys – of aircraft owners and operators
 - Reports – of current and forecast market conditions
 - Summits – of industry thought leaders

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 2020 English

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):



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 Voice of
 Global Business & General Aviation

JETNET iQ Reports

The Economy and Aircraft Fleets

2020 GDP Growth Estimates and "Top 20" Business Jet Fleets

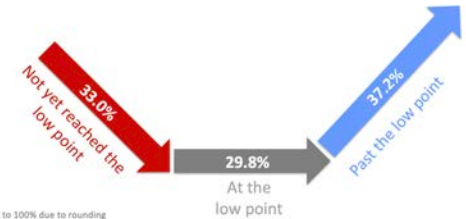


Sources: The Economist - July 4, 2020; JETNET; excludes Venezuela

GDP forecasts show negative economic growth in most of the markets, with none of the economies showing 3

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

All Respondents

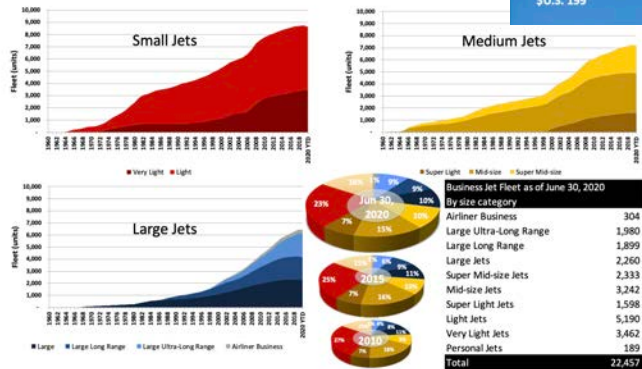


Pages may not add to 100% due to rounding

JETNET iQ
 >> KNOW MORE.
JETNET iQ Snap! Report
Q3 2020 Summary Report
 > BUSINESS AVIATION MARKET INTELLIGENCE > REPORTS > SUMMITS > CONSULTING
 Prepared for:
 JETNET iQ Global Business Aviation Survey Respondents
 \$U.S. 199
 JETNET iQ Snap!: 3rd Quarter 2020 - Private & Confidential

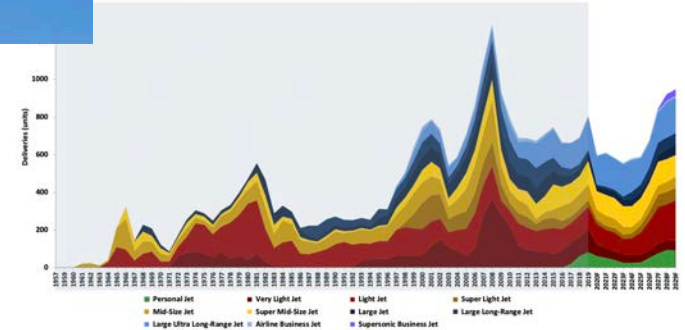
Business Jet Fleet by Size Category

Fleet by Year From 1960 through June 30, 2020



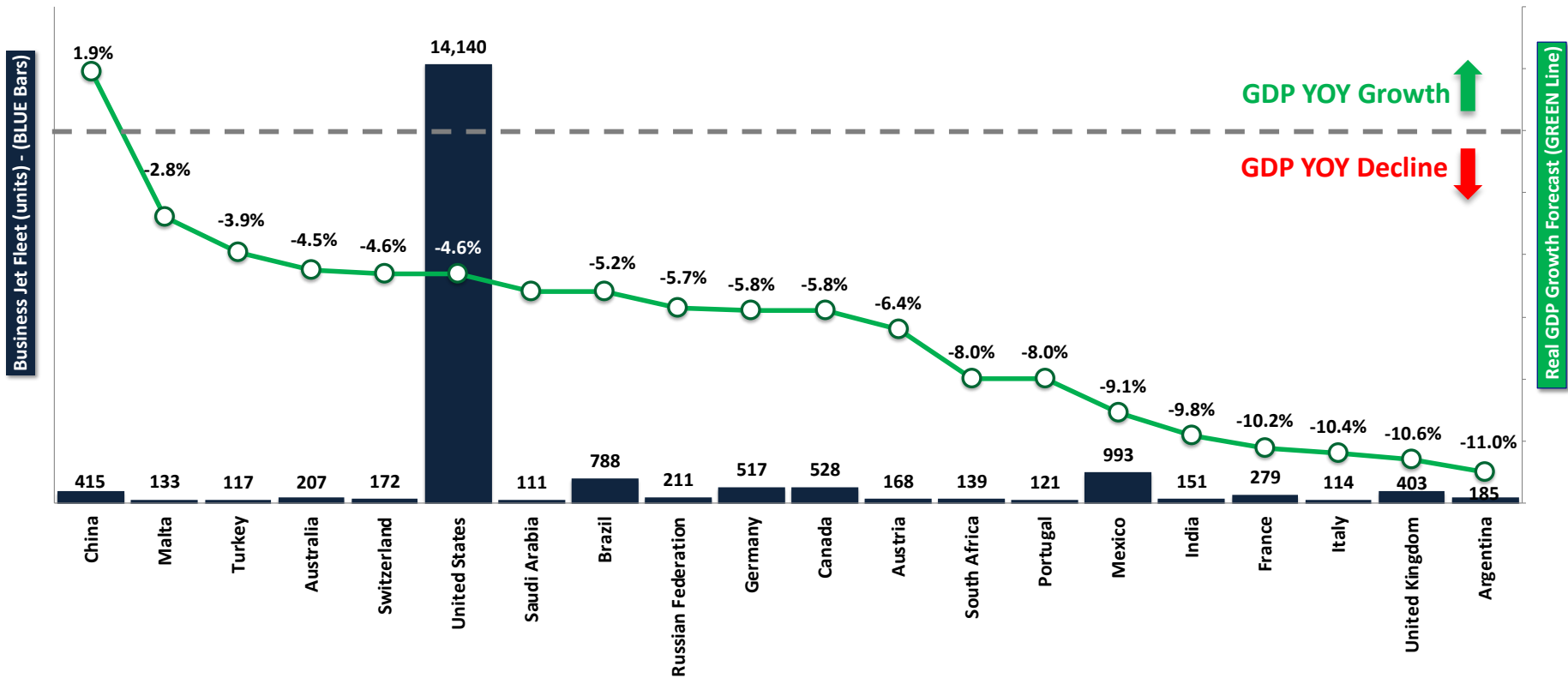
Business Jet Delivery History & Forecast

Business jet delivery forecast by size category: Historical - 2029



The Economy and Aircraft Fleets

2020 GDP Growth Estimates and "Top 20" Business Jet Fleets

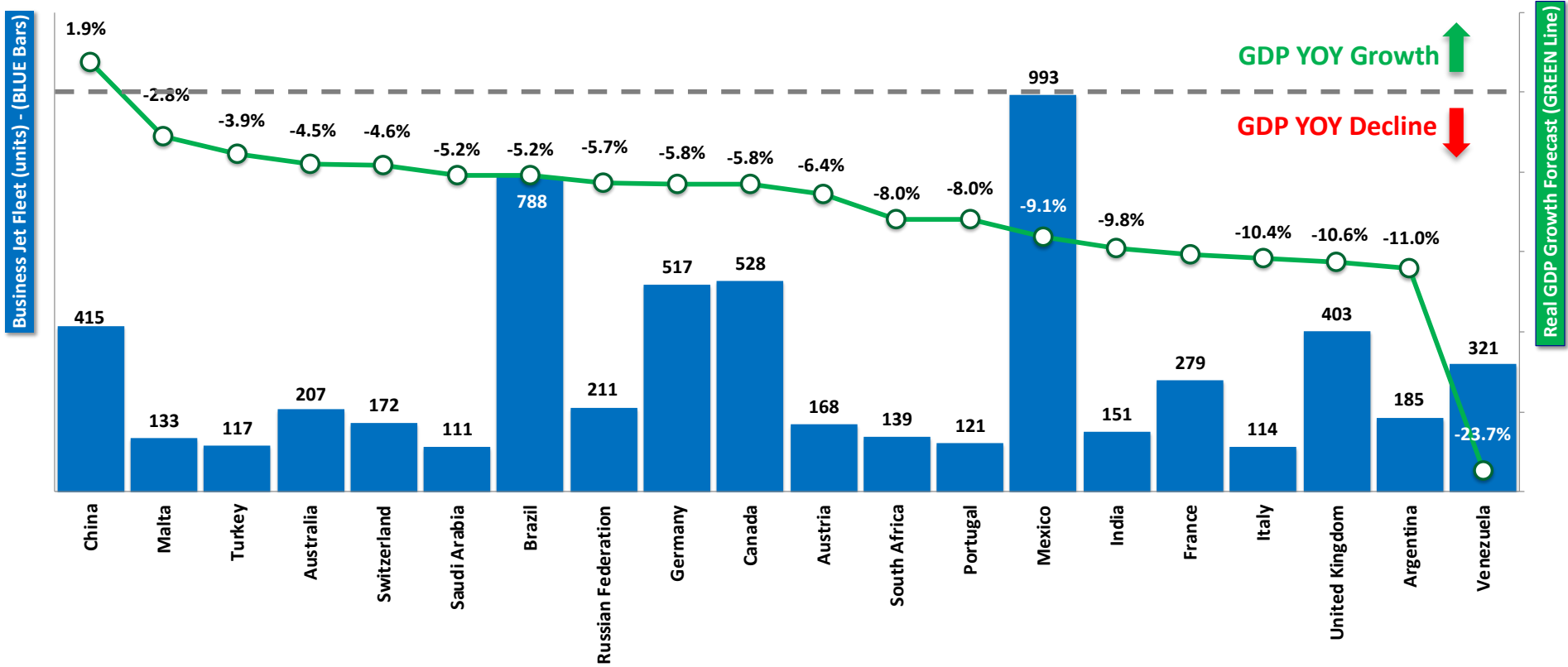


Sources: The Economist – October 24, 2020; JETNET; excludes Venezuela

With the exception of China, all of the “Top 20” business jet country markets are expected to have declining economies in 2020

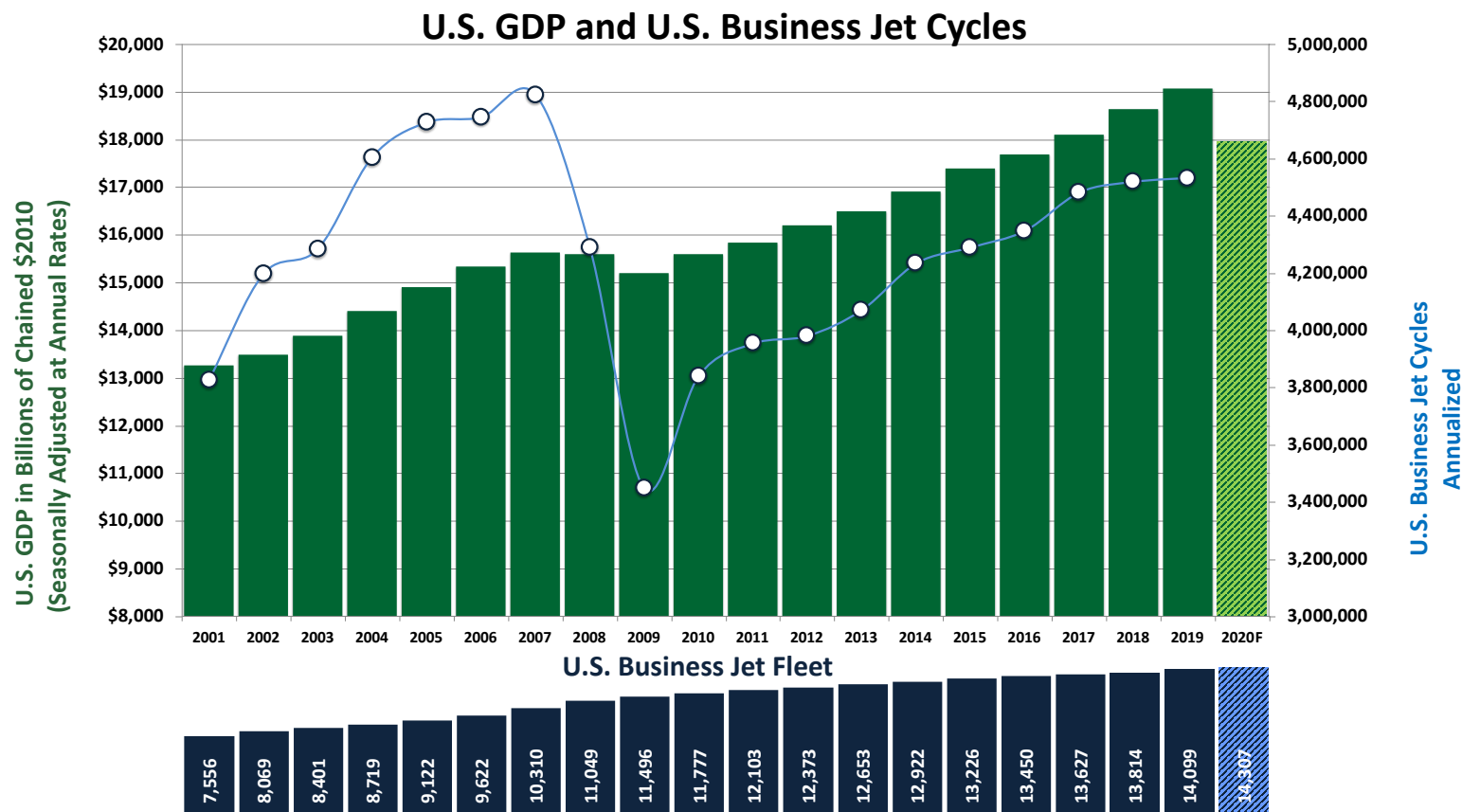
The Economy and Aircraft Fleets

2020 GDP Growth Estimates and "Top 20" Business Jet Fleets
(excluding the United States)



Sources: The Economist - October 24, 2020; JETNET

The Economy and Aircraft Utilization

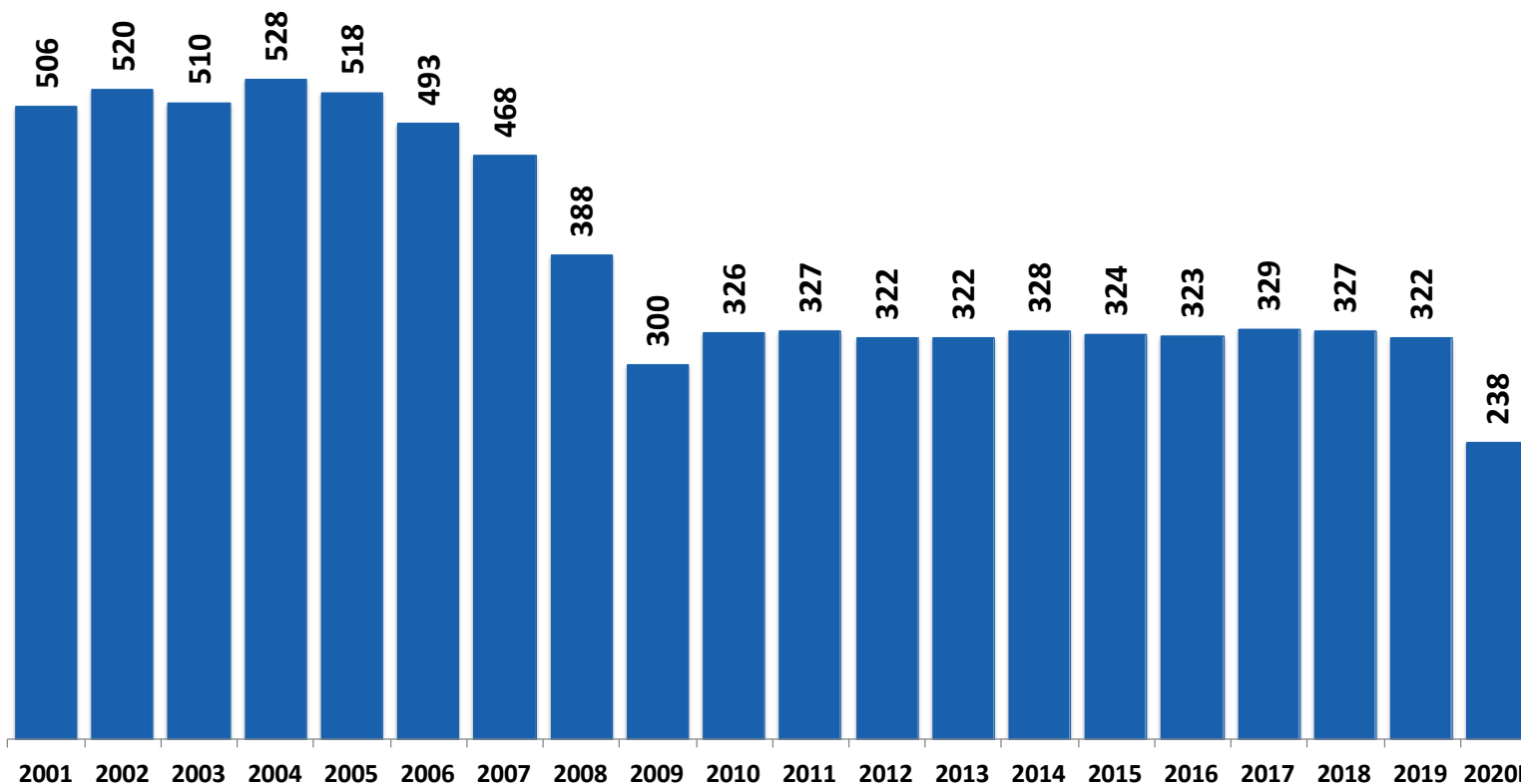


Sources: U.S. Congressional Budget Office, FAA , JETNET

U.S. business jet cycles for the full-year 2020 are forecasted to be sharply lower with COVID-19 impacts

Aircraft Utilization

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

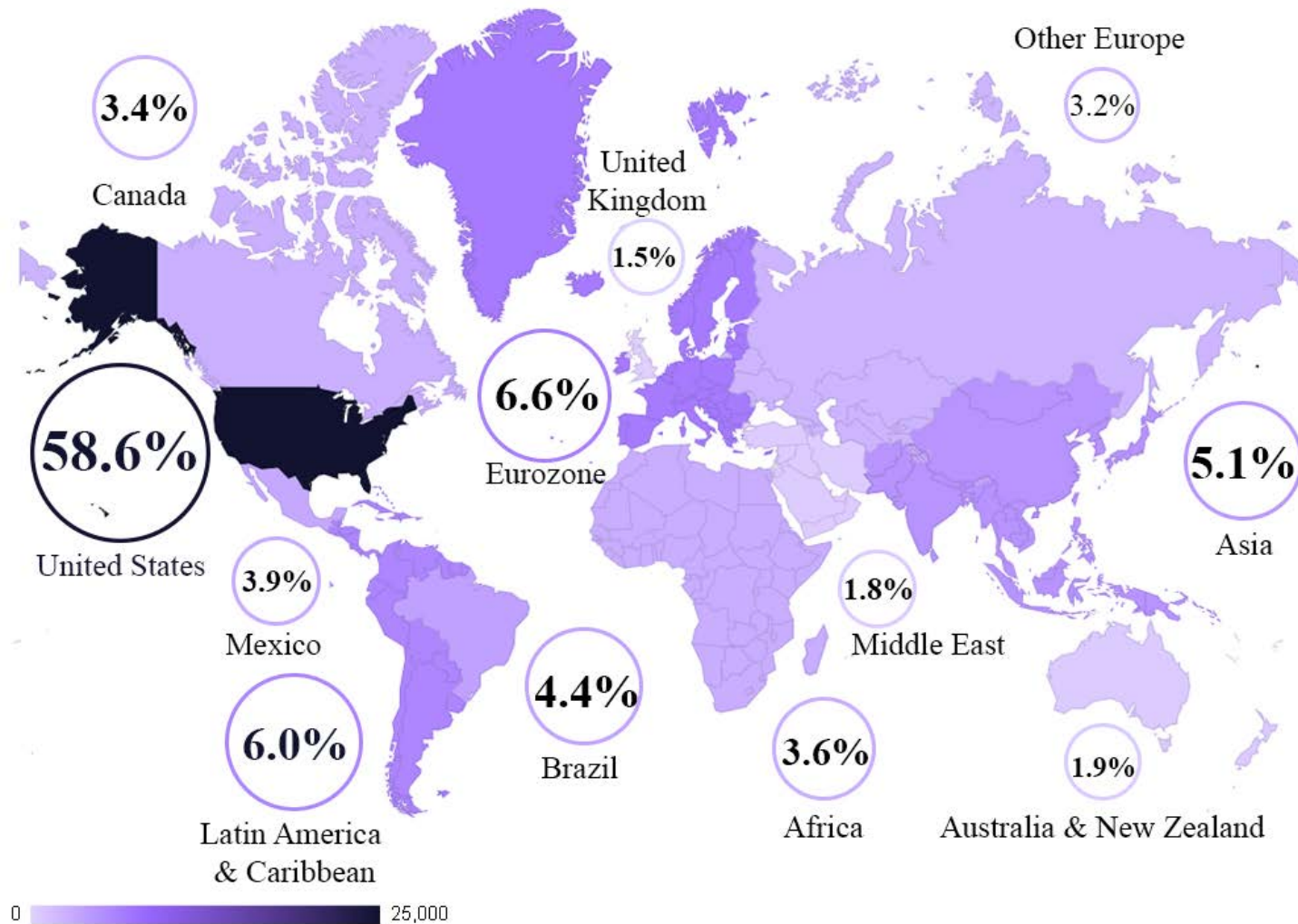


Sources: U.S. FAA; Cycles data for latest year are YTD on a Trailing Twelve Months (TTM) basis for the most recent period available; U.S. fleet from JETNET

Cycles per U.S.-based business jet are expected to be down ~26% in 2020

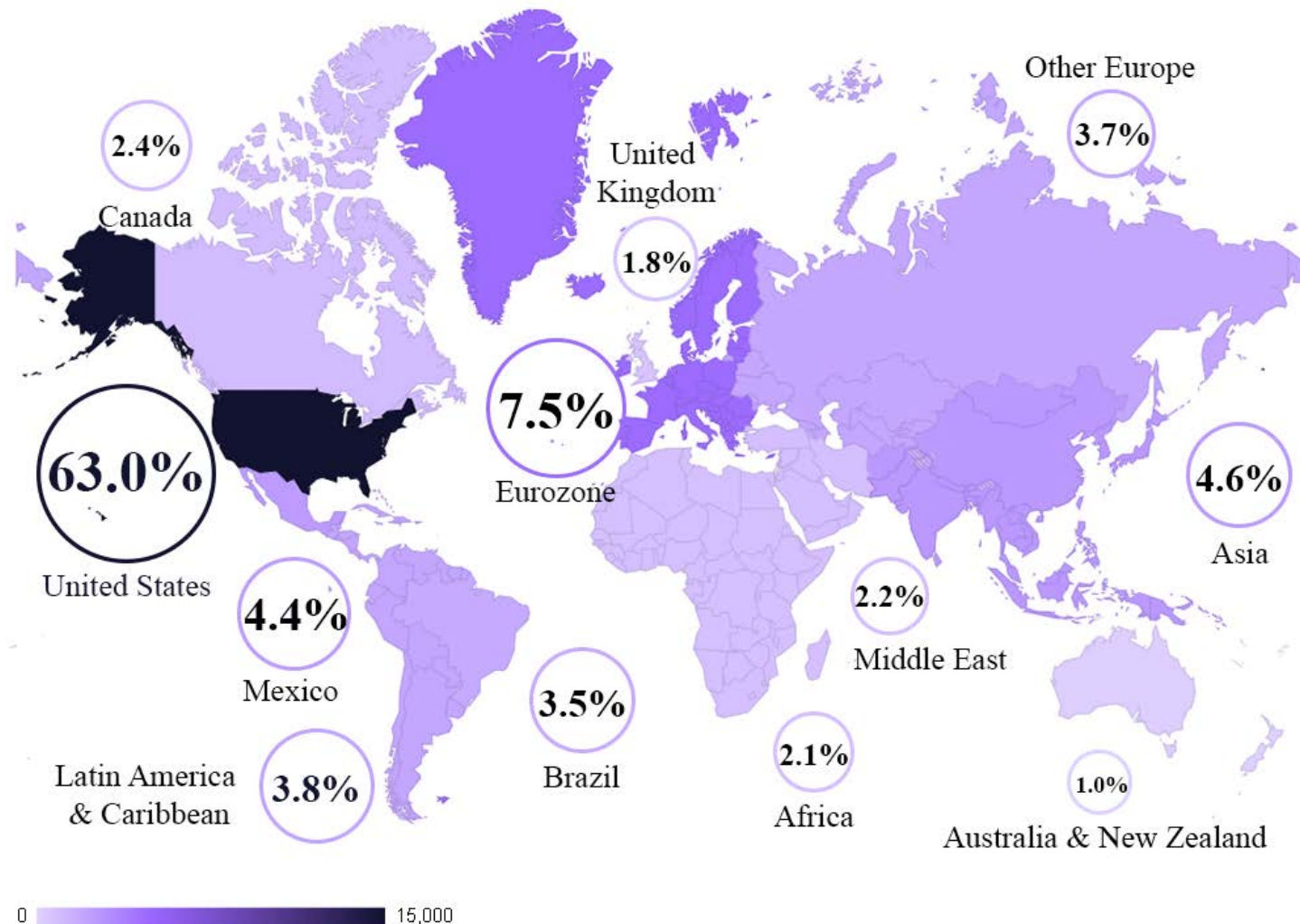
Business Aircraft Fleet by Country/Region

Share of World Fleet by Region (Jets & Turboprops) - As of June 30, 2020



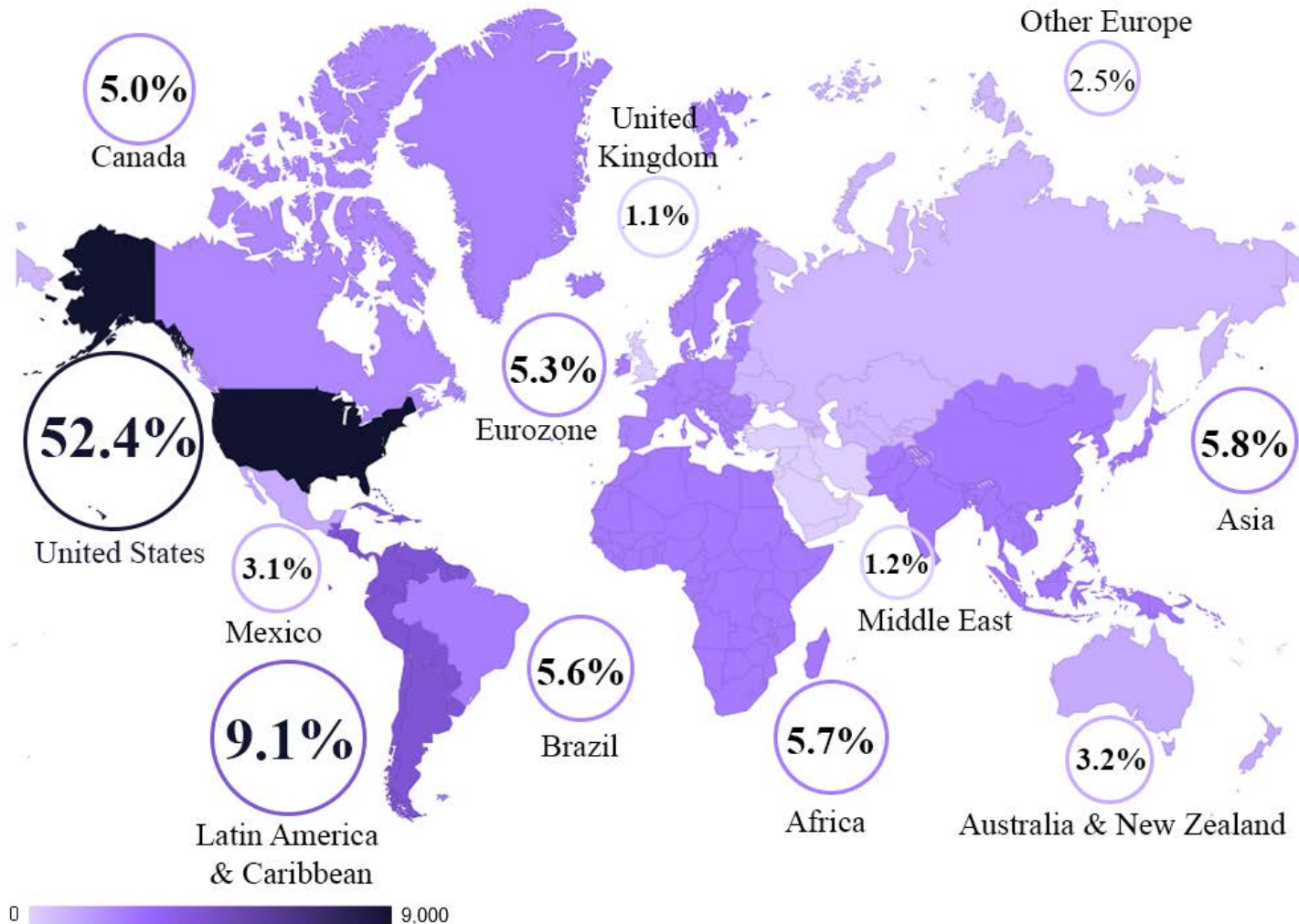
Business Jet Fleet

Share of World Jet Fleet by Region – As of June 30, 2020



Business Turboprop Fleet

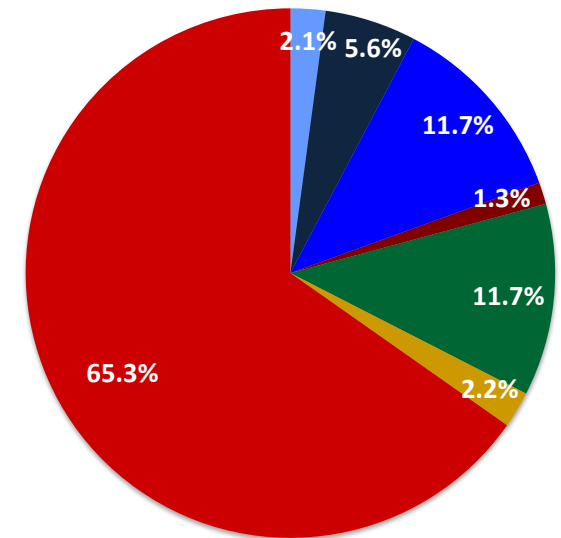
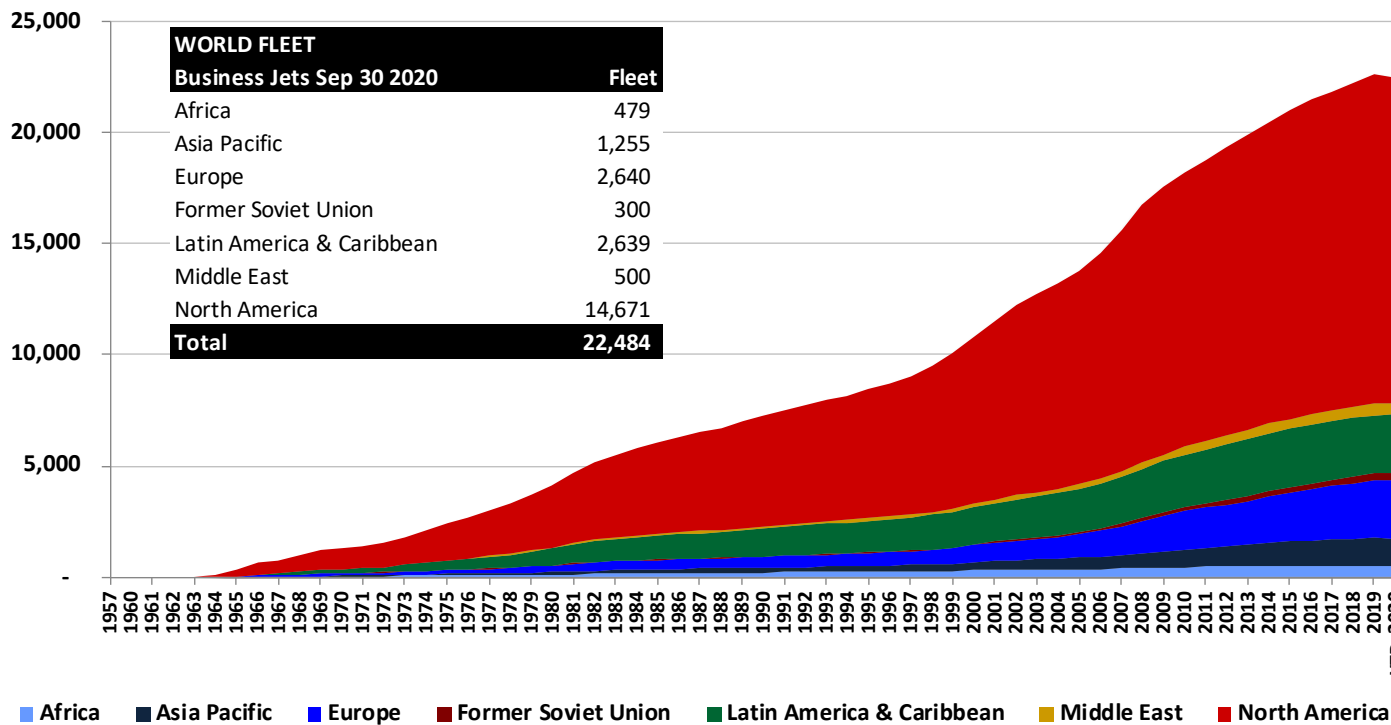
Share of World Turboprop Fleet by Region – As of June 30, 2020



Business Jet Fleet by Region

As of September 30, 2020

Business Jet Fleet by Region



Business Jet Fleet by Manufacturer

As of September 30, 2020

NORTH AMERICA OEM	Fleet as of Sep 30 2020
Beechcraft	207
Bombardier	3,065
Cessna Citation	5,206
Dassault Falcon	1,415
Embraer	763
Gulfstream	2,062
Hawker	1,114
Other	839
Total	14,671

EUROPE OEM	Fleet as of Sep 30 2020
Beechcraft	17
Bombardier	603
Cessna Citation	865
Dassault Falcon	401
Embraer	241
Gulfstream	216
Hawker	151
Other	146
Total	2,640

FORMER SOVIET UNION OEM	Fleet as of Sep 30 2020
Beechcraft	-
Bombardier	91
Cessna Citation	18
Dassault Falcon	40
Embraer	34
Gulfstream	52
Hawker	41
Other	24
Total	300

MIDDLE EAST OEM	Fleet as of Sep 30 2020
Beechcraft	4
Bombardier	123
Cessna Citation	51
Dassault Falcon	54
Embraer	44
Gulfstream	109
Hawker	42
Other	73
Total	500

LATIN AMERICA & CARIBBEAN OEM	Fleet as of Sep 30 2020
Beechcraft	61
Bombardier	655
Cessna Citation	825
Dassault Falcon	117
Embraer	257
Gulfstream	228
Hawker	317
Other	179
Total	2,639

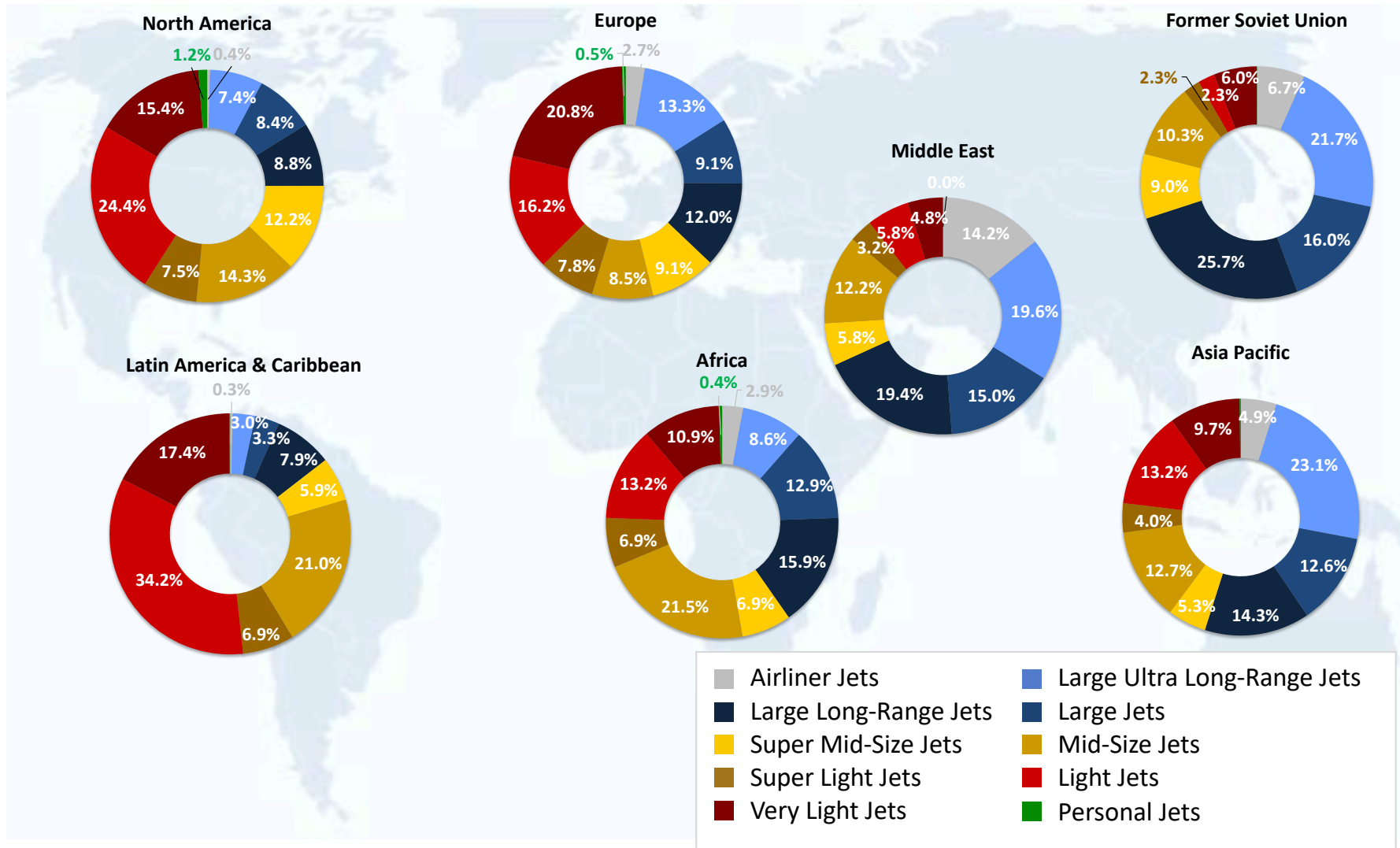
AFRICA OEM	Fleet as of Sep 30 2020
Beechcraft	3
Bombardier	99
Cessna Citation	105
Dassault Falcon	63
Embraer	22
Gulfstream	63
Hawker	98
Other	26
Total	479

ASIA PACIFIC OEM	Fleet as of Sep 30 2020
Beechcraft	5
Bombardier	327
Cessna Citation	235
Dassault Falcon	101
Embraer	76
Gulfstream	306
Hawker	120
Other	85
Total	1,255

World business jet fleet was 22,484 jets on September 30, 2020

Business Jet Fleet by Size Category

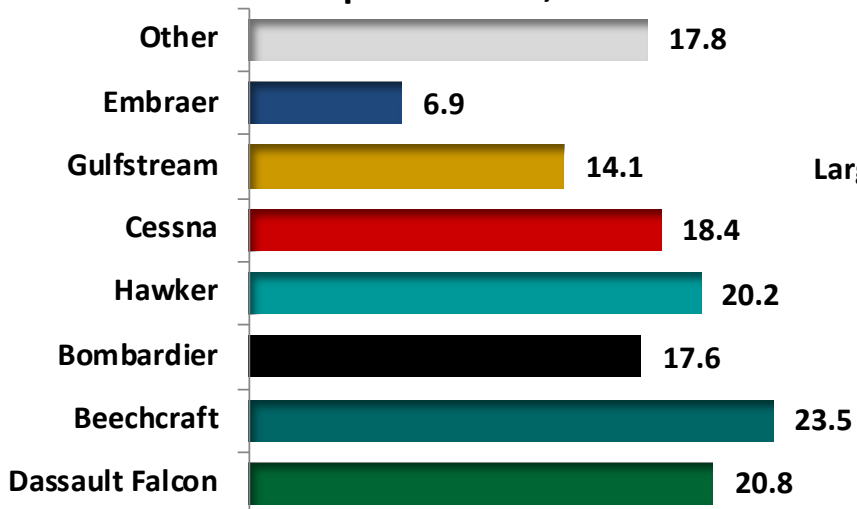
As of September 30, 2020



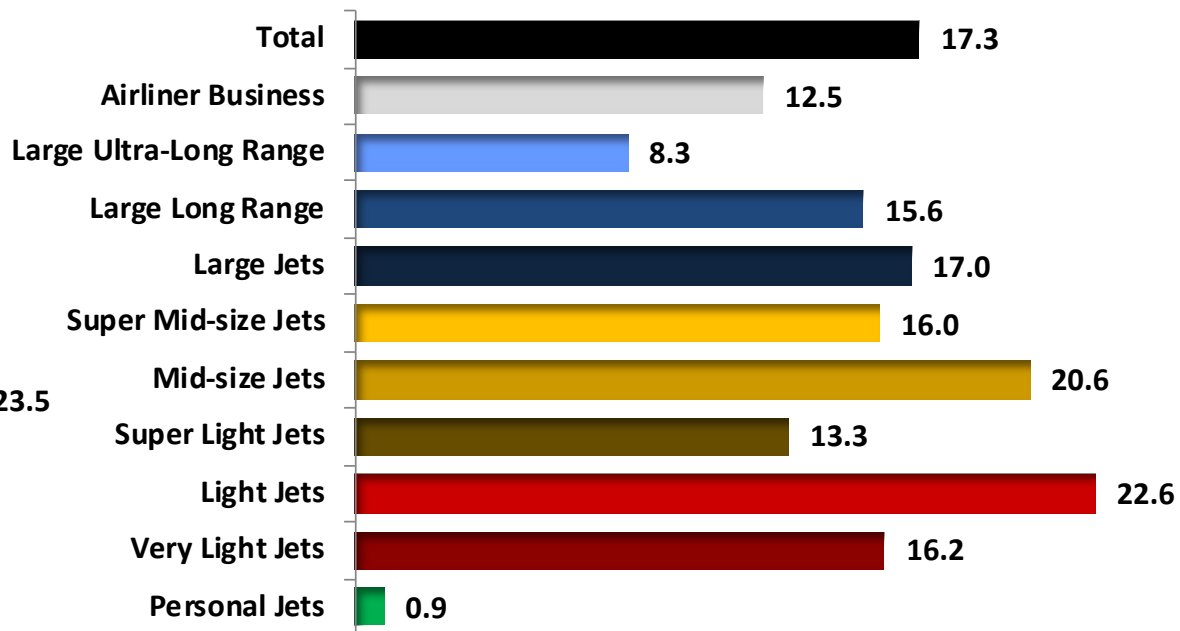
Business Jet Fleet Age (Years)

As of September 30, 2020

Business aircraft average fleet age as of September 30, 2020

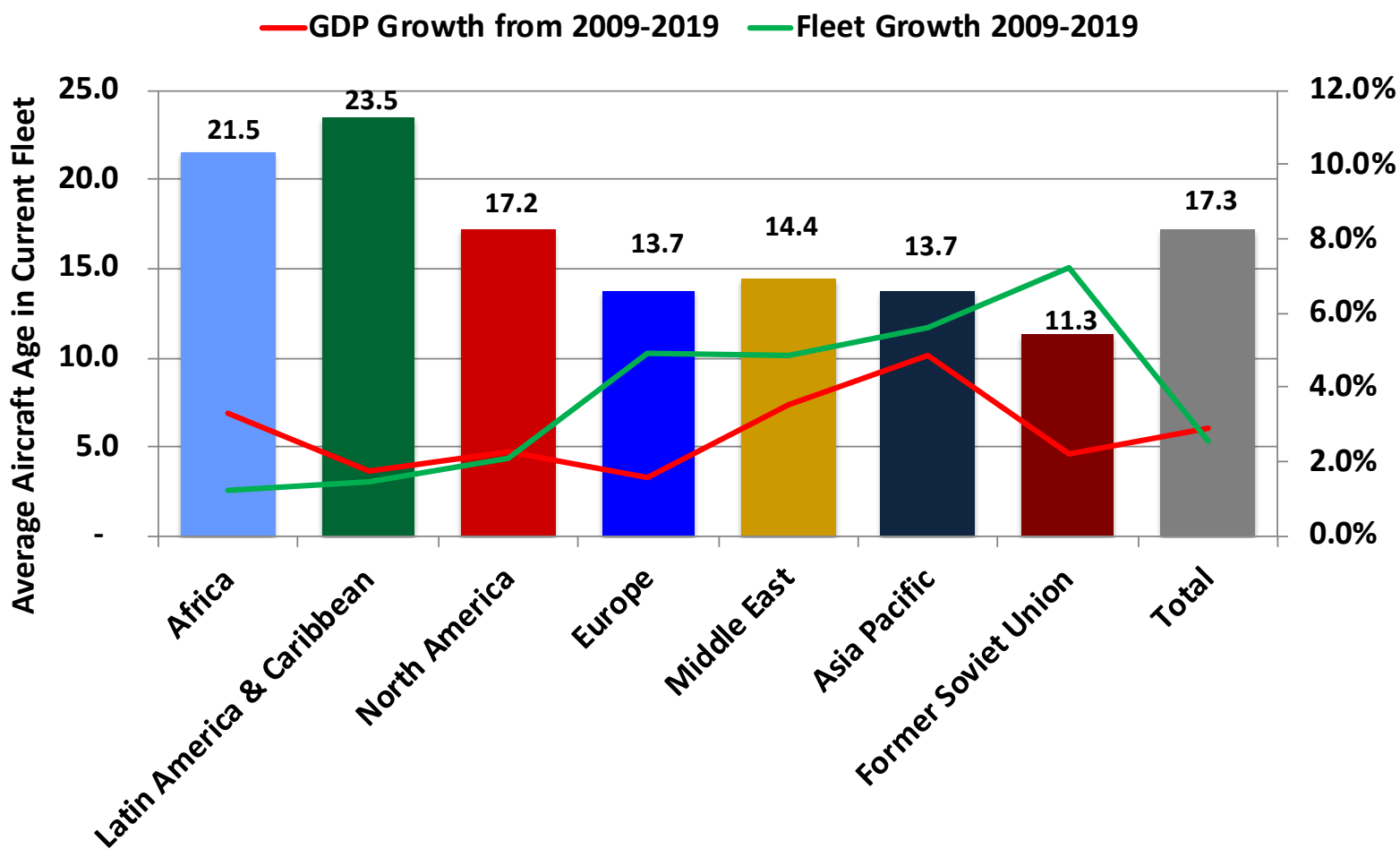


Business aircraft average fleet age as of September 30, 2020



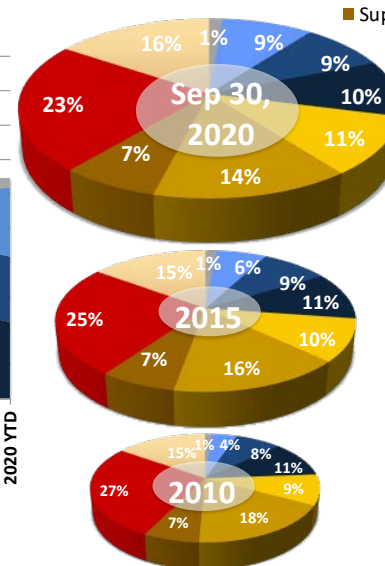
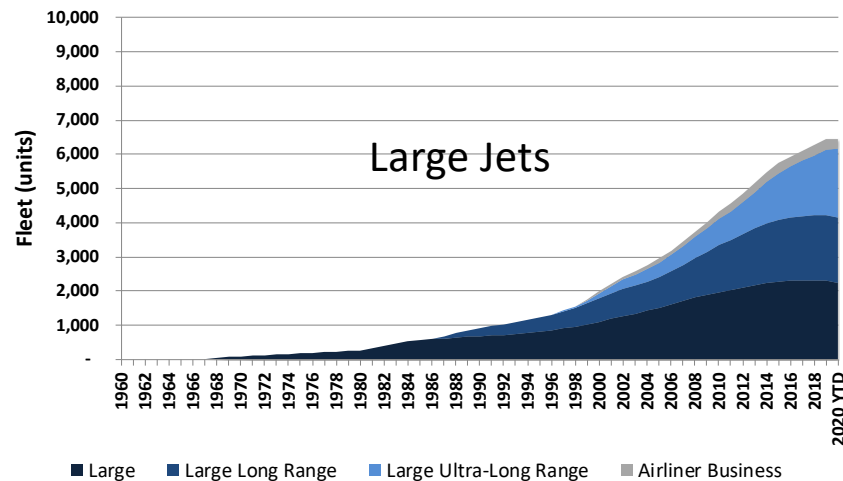
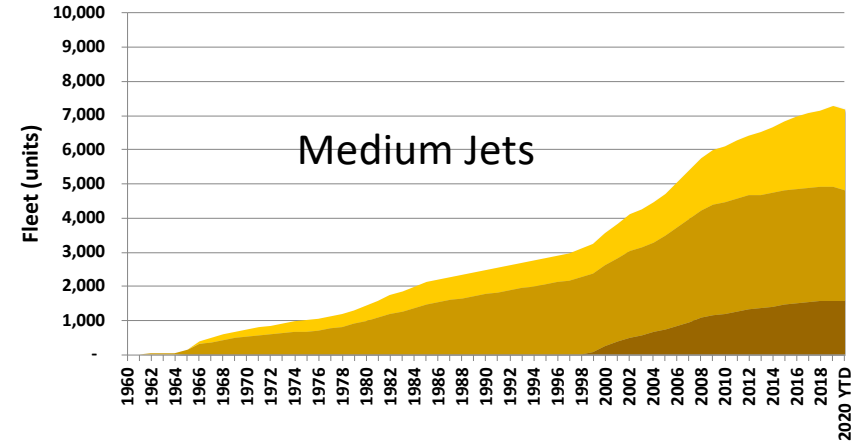
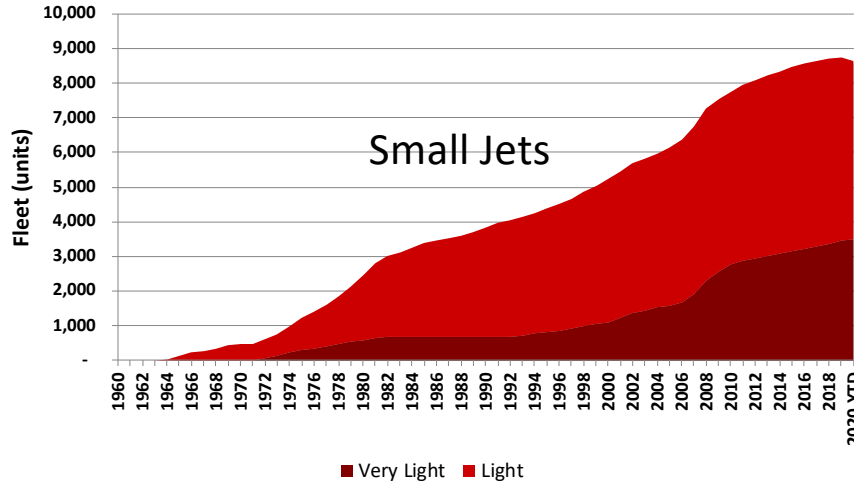
Business Jet Fleet Age, GDP & Fleet Growth

Regional profile of current average fleet age and regional GDP and fleet growth (2009-2019)



Business Jet Fleet by Size Category

Fleet by Year From 1960 through September 30, 2020



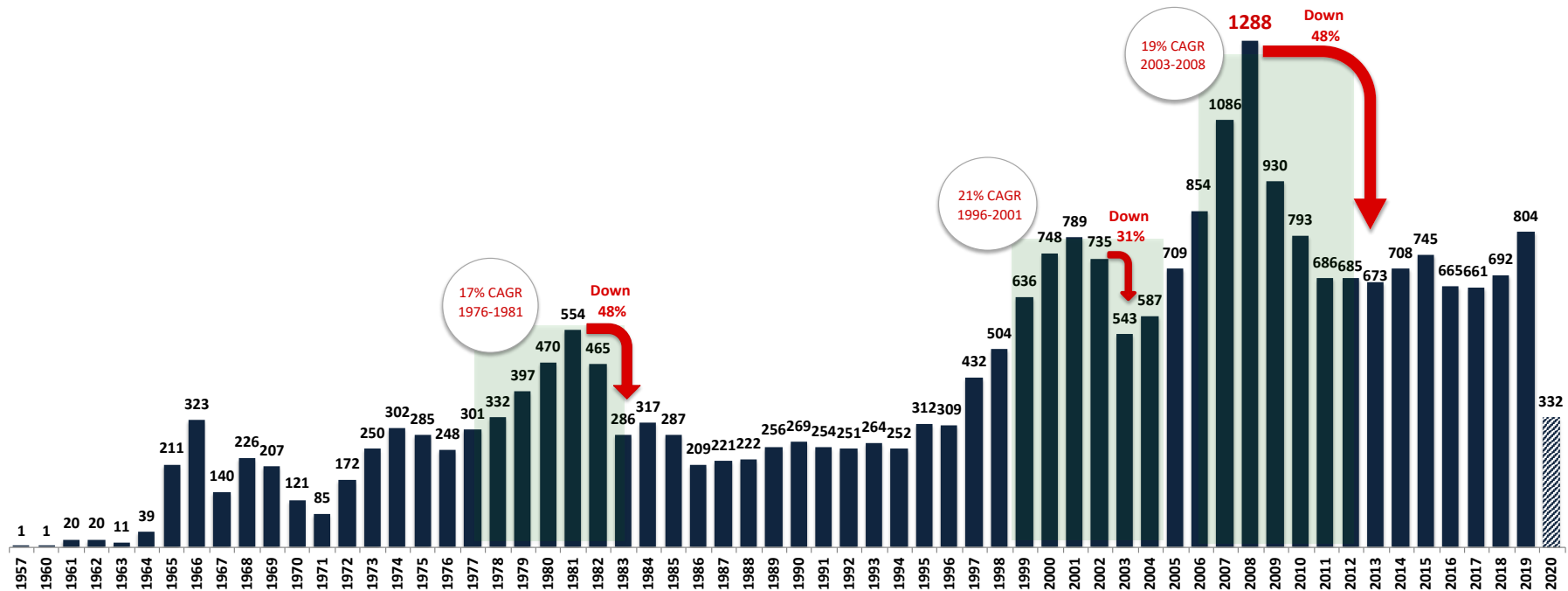
Business Jet Fleet as of Sep. 30, 2020 By size category

Airliner Business	305
Large Ultra-Long Range	2,007
Large Long Range	1,899
Large Jets	2,250
Super Mid-size Jets	2,342
Mid-size Jets	3,231
Super Light Jets	1,597
Light Jets	5,177
Very Light Jets	3,475
Personal Jets	201
Total	22,484

Business Jet Deliveries (Units)

As of September 30, 2020

Business Jet Deliveries



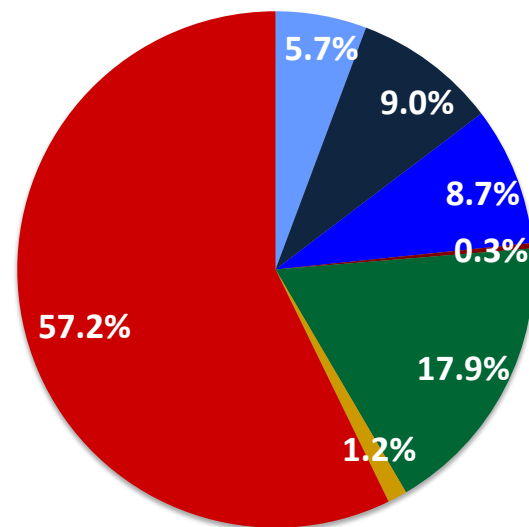
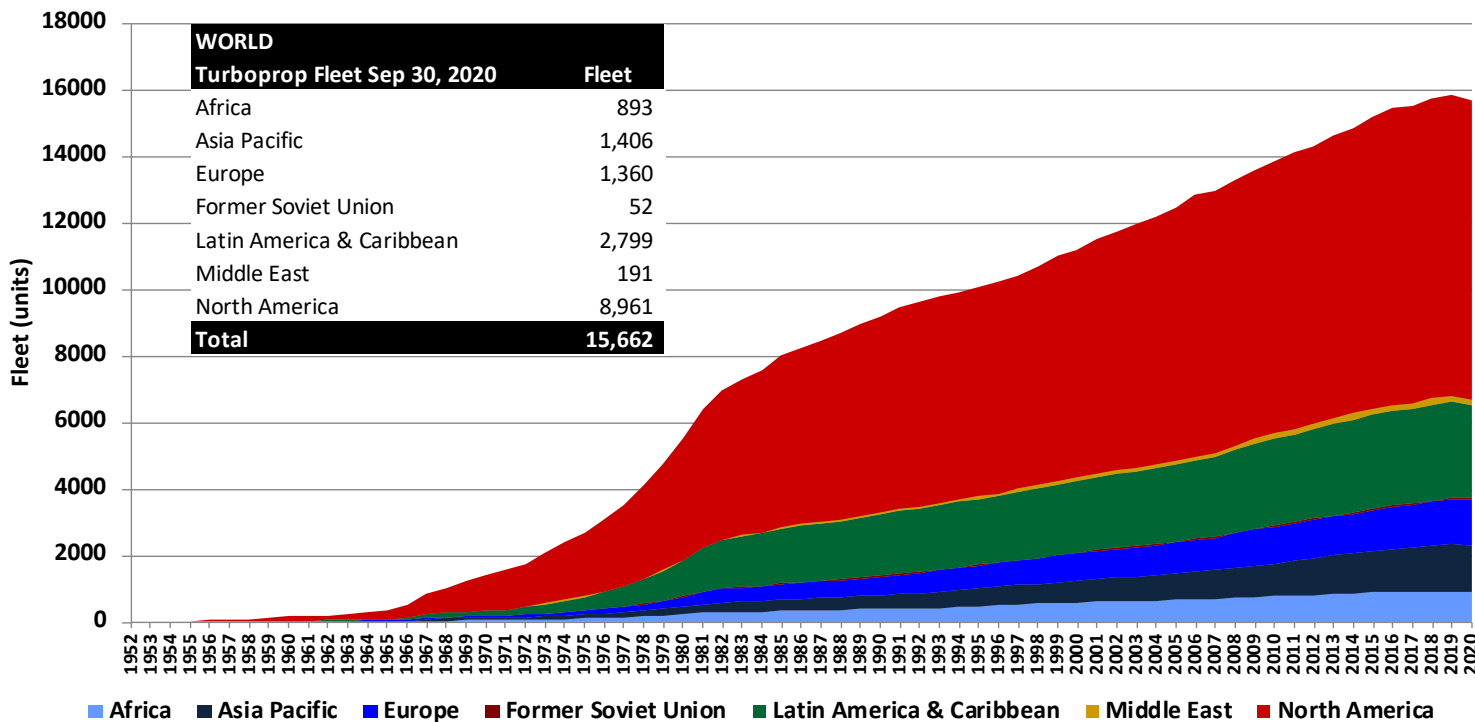
Source: JETNET; totals includes single-engine Personal Jets (i.e. Cirrus SF50 Vision Jet); latest year data are year-to-date

New business jet deliveries in 2019 were up 16% year-over-year; COVID-19 will drive deliveries down in 2020, possibly by as much as 30%

Business Turboprop Fleet by Region

As of September 30, 2020

Turboprop Fleet by Region



Business Turboprop Fleet by Manufacturer

As of September 30, 2020

NORTH AMERICA	
Turboprop Deliveries Sep 30, 2020	Deliveries
Cessna	1,605
Daher Socata	768
Beechcraft	4,557
Pilatus	1,194
Piper	1,338
Turbo Commander	440
Other	1,676
Total	11,578

EUROPE	
Turboprop Deliveries Sep 30, 2020	Deliveries
Cessna	177
Daher Socata	157
Beechcraft	482
Pilatus	231
Piper	293
Turbo Commander	35
Other	274
Total	1,649

FORMER SOVIET UNION	
Turboprop Deliveries Sep 30, 2020	Deliveries
Cessna	12
Daher Socata	2
Beechcraft	13
Pilatus	8
Piper	9
Turbo Commander	1
Other	10
Total	55

MIDDLE EAST	
Turboprop Deliveries Sep 30, 2020	Deliveries
Cessna	58
Daher Socata	0
Beechcraft	113
Pilatus	1
Piper	12
Turbo Commander	19
Other	10
Total	213

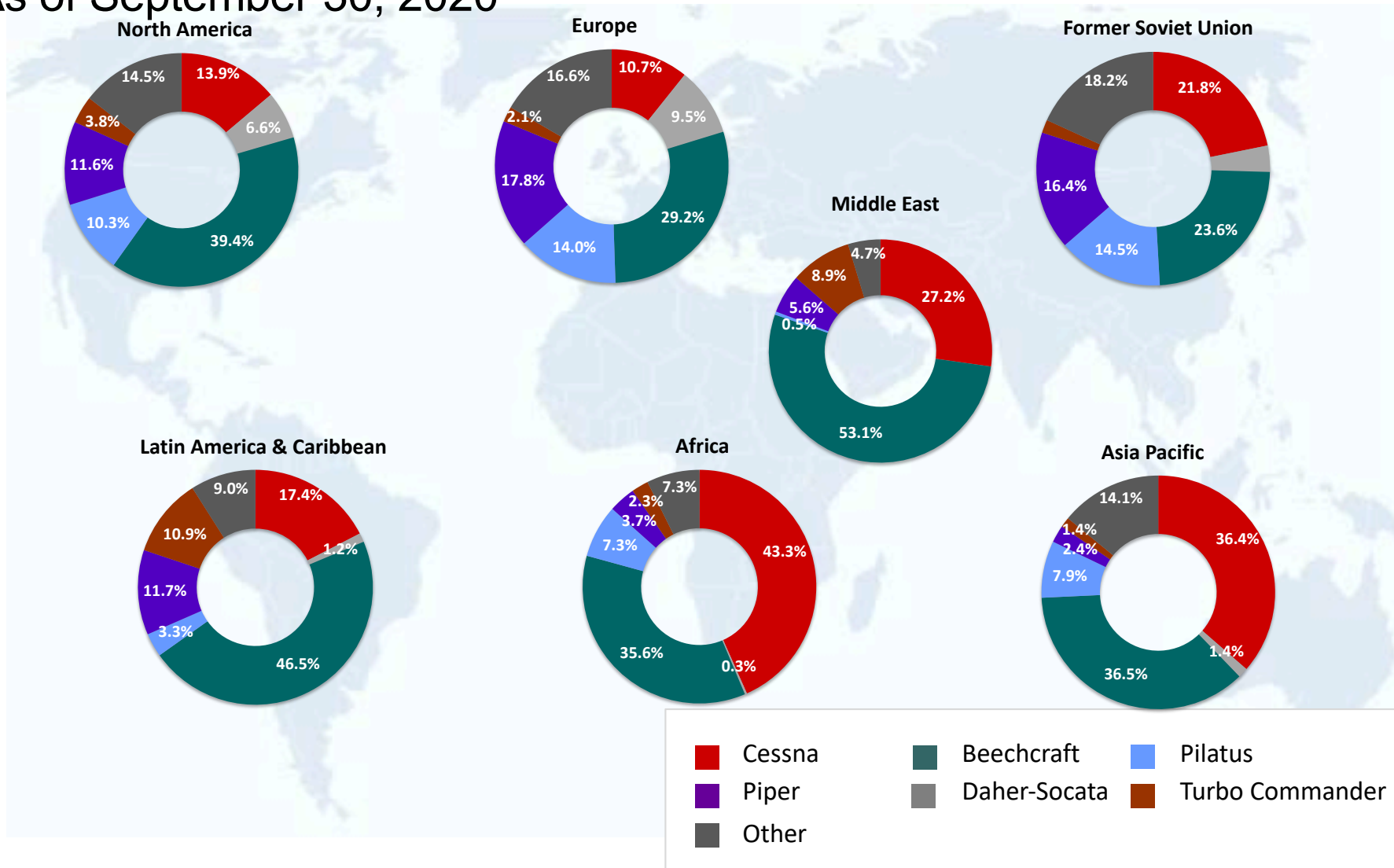
LATIN AMERICA & CARIBBEAN	
Turboprop Deliveries Sep 30, 2020	Deliveries
Cessna	564
Daher Socata	40
Beechcraft	1,505
Pilatus	106
Piper	378
Turbo Commander	352
Other	291
Total	3,236

AFRICA	
Turboprop Deliveries Sep 30, 2020	Deliveries
Cessna	443
Daher Socata	3
Beechcraft	364
Pilatus	75
Piper	38
Turbo Commander	24
Other	75
Total	1,022

ASIA PACIFIC	
Turboprop Deliveries Sep 30, 2020	Deliveries
Cessna	577
Daher Socata	22
Beechcraft	578
Pilatus	125
Piper	38
Turbo Commander	22
Other	223
Total	1,585

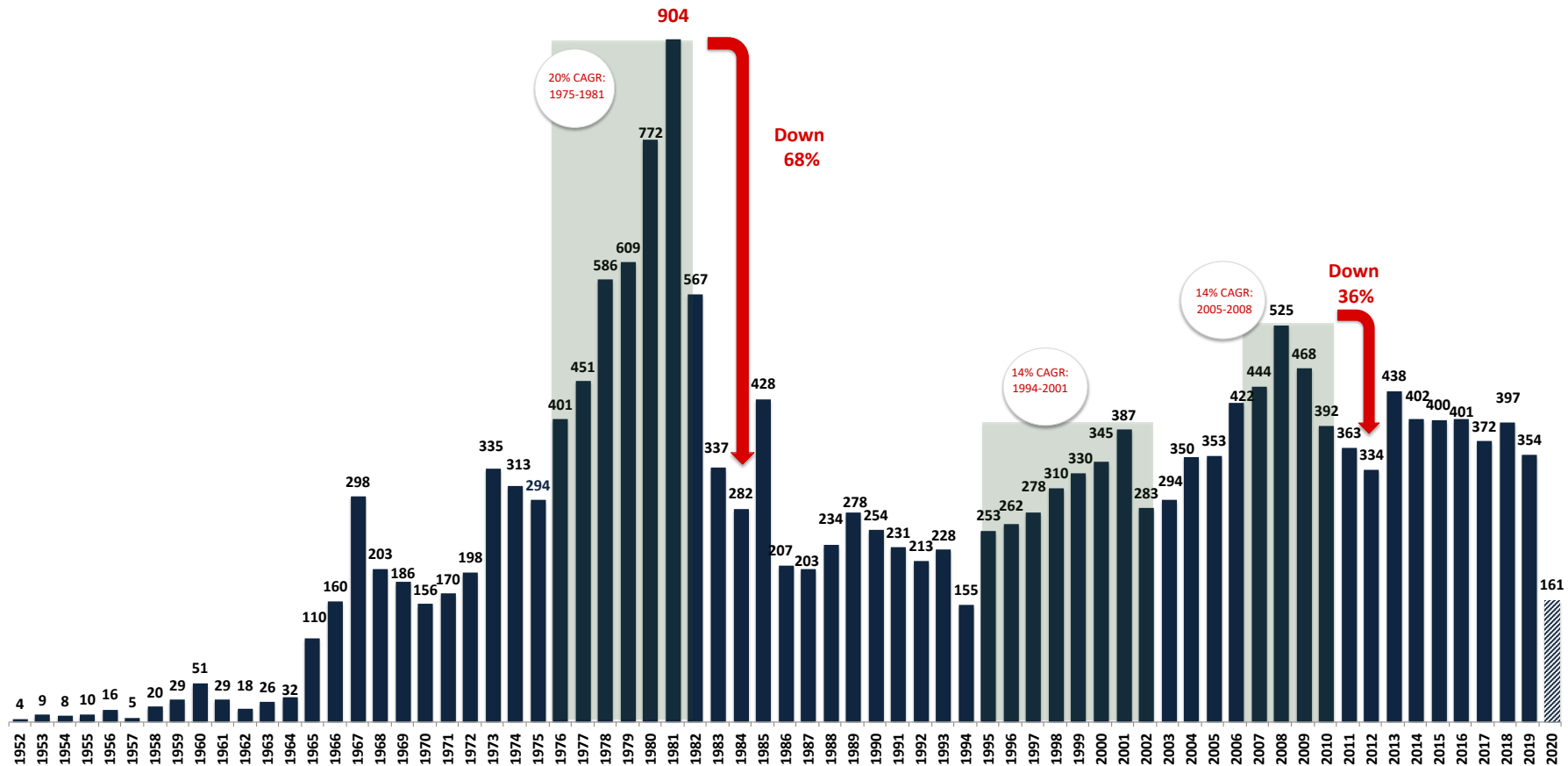
Business Turboprop Fleet by Manufacturer

As of September 30, 2020



Business Turboprop Deliveries (Units)

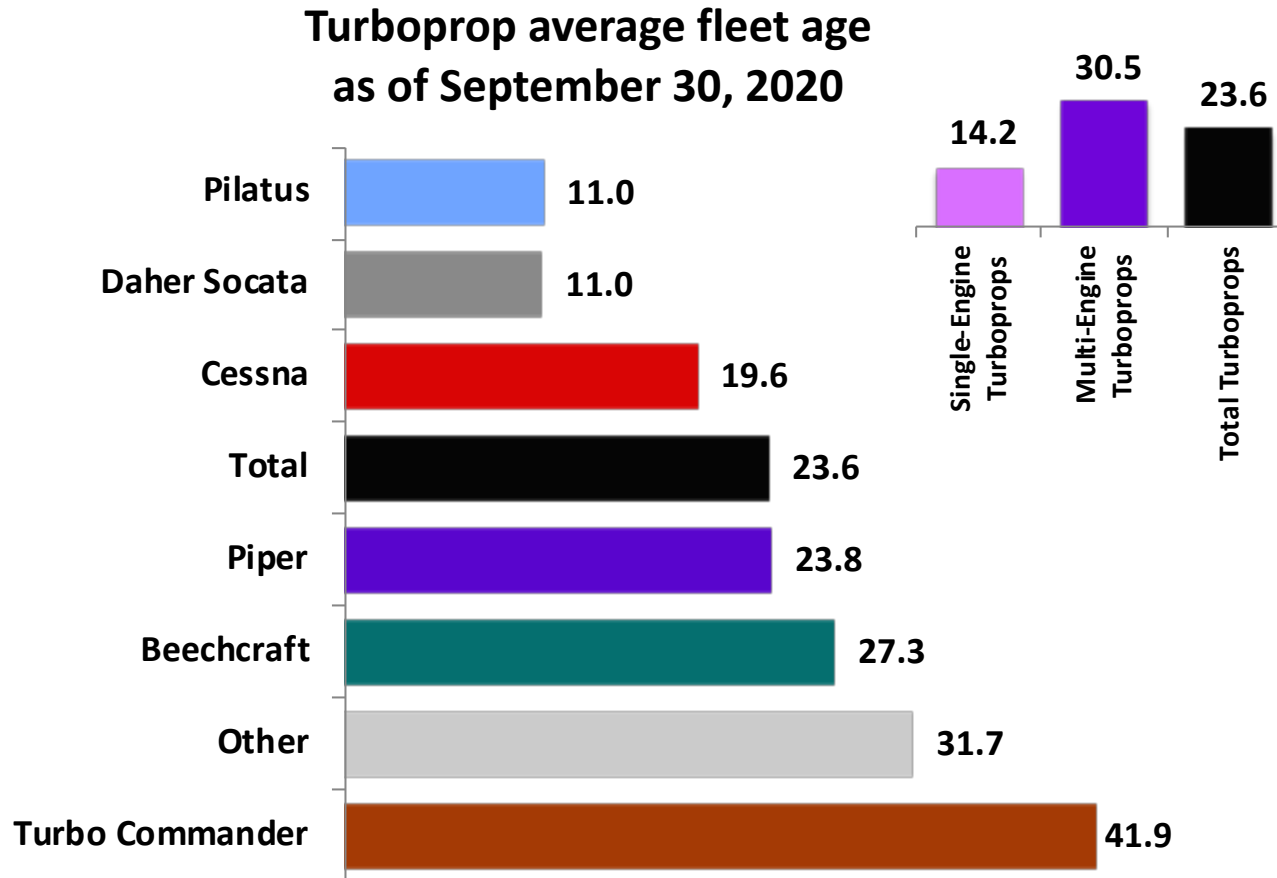
As of September 30, 2020



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

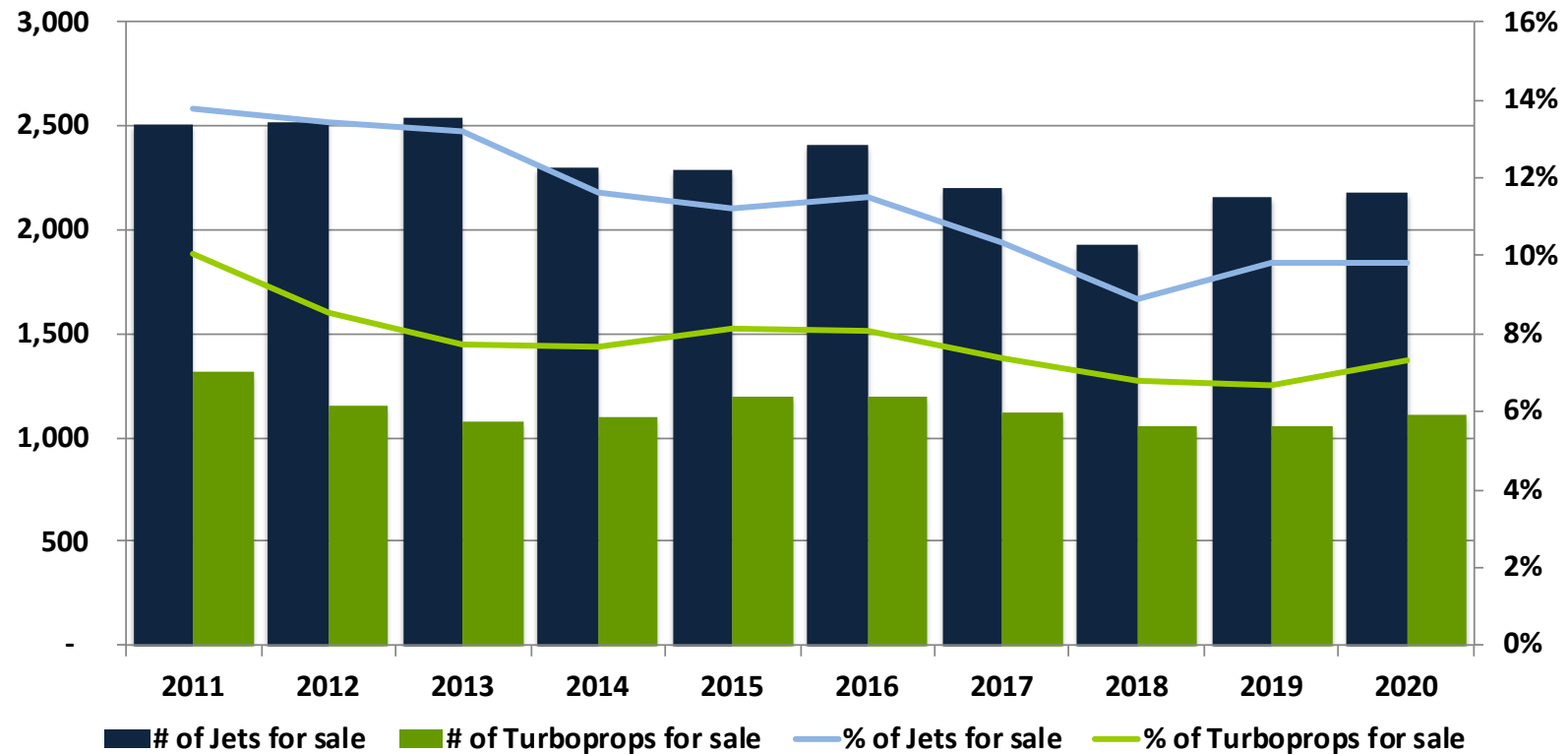
Business Turboprop Fleet Age (Years)

As of September 30, 2020



Pre-Owned Business Aircraft Inventory

Business Jets and Turboprops for sale
September 2011 - September 2020

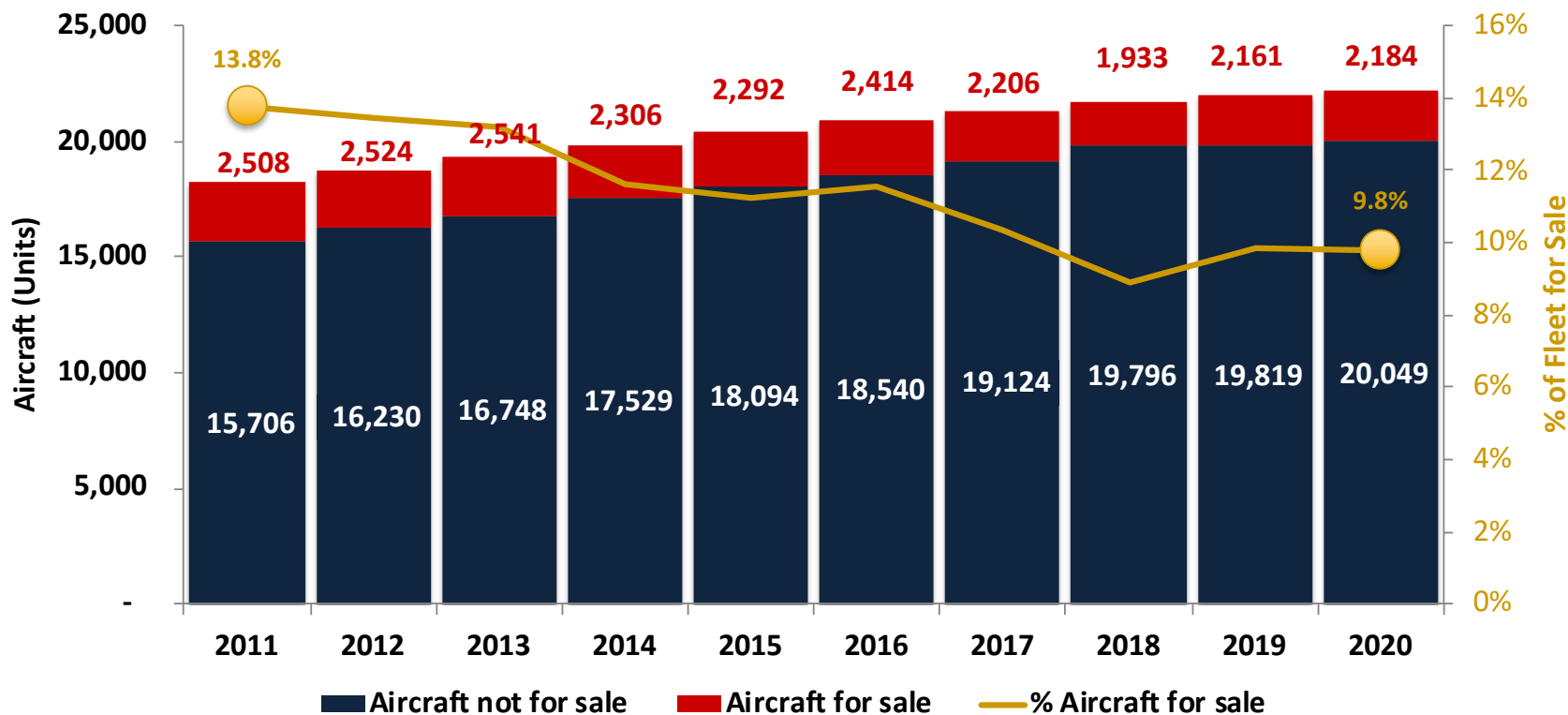


	Aircraft Available for Sale as % of World Fleet (as of September 30)									
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Business Jets	13.8%	13.5%	13.2%	11.6%	11.2%	11.5%	10.3%	8.9%	9.8%	9.8%
Turboprop	10.1%	8.5%	7.7%	7.7%	8.2%	8.1%	7.4%	6.8%	6.7%	7.3%

For-sale inventory of pre-owned business aircraft is slightly up from one year ago

Pre-Owned Business Jet Inventory

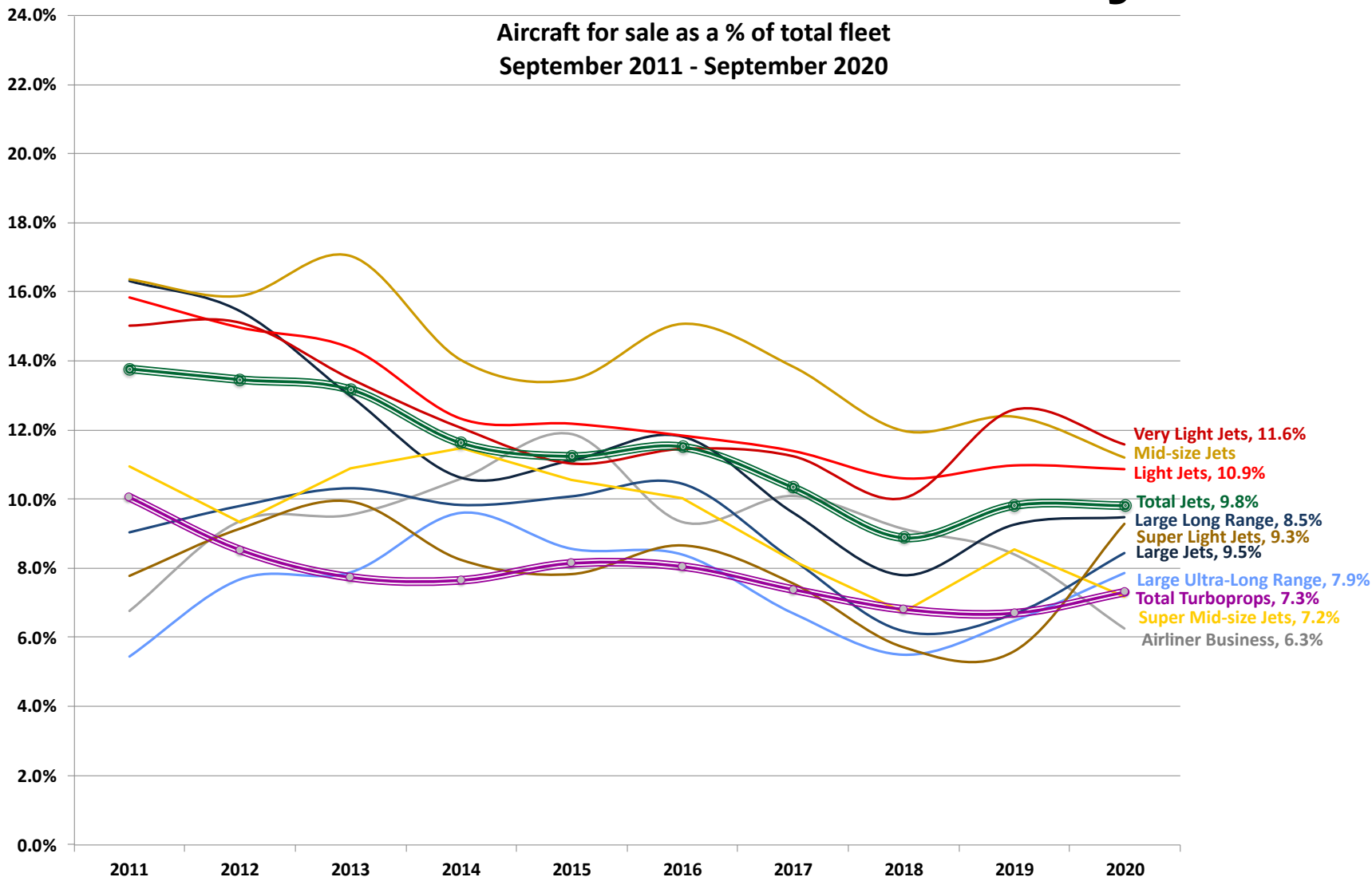
Business Jets for sale - September 30, 2011-2020



Jets Available for Sale as % of World Fleet (as of September 30)

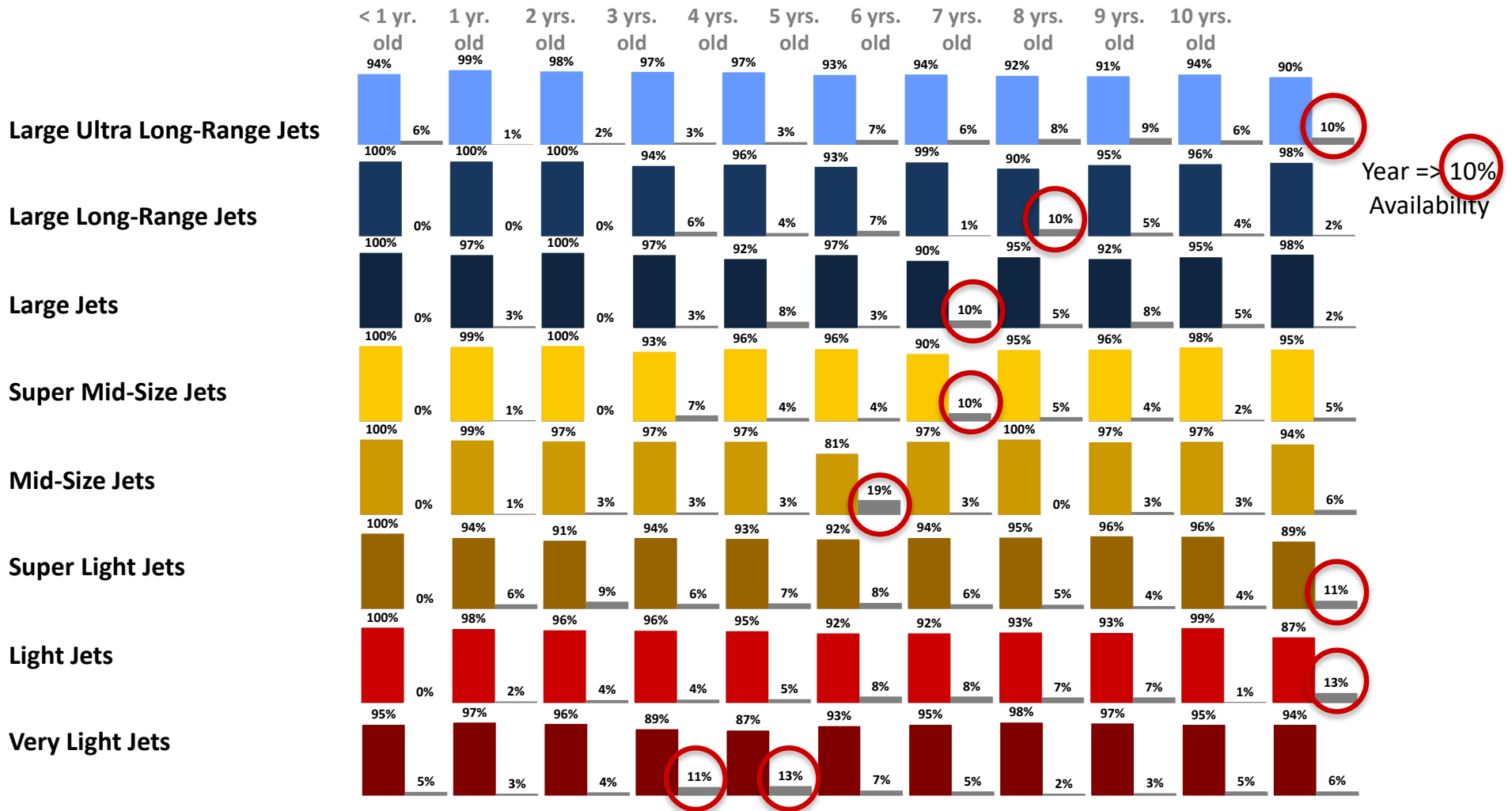
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
13.8%	13.5%	13.2%	11.6%	11.2%	11.5%	10.3%	8.9%	9.8%	9.8%

Pre-Owned Business Jet Inventory



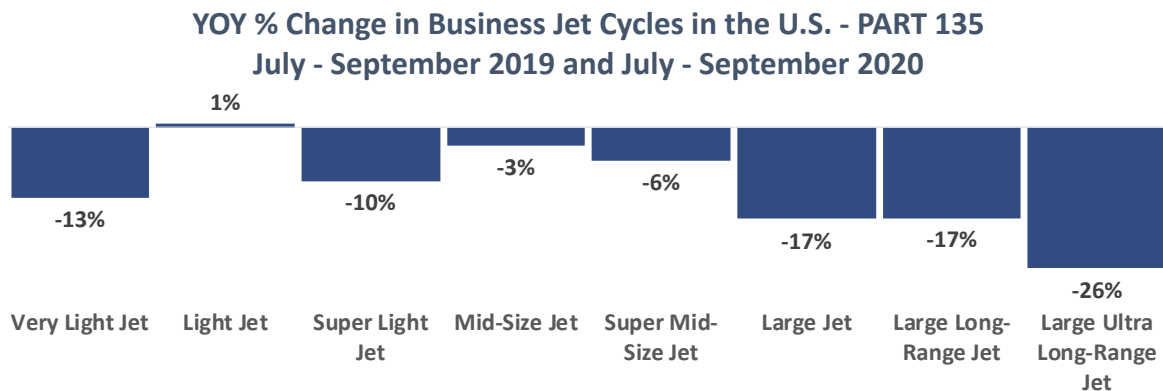
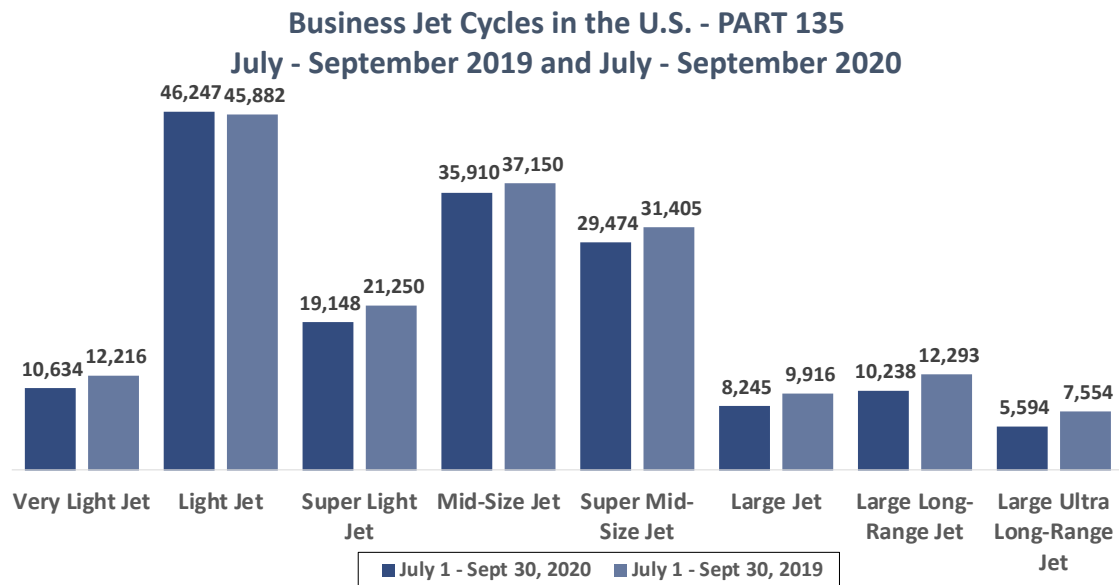
Pre-Owned Business Jet Inventory

10-Years Old or Less – % for sale and % not for sale by size category



U.S. Business Jet Utilization

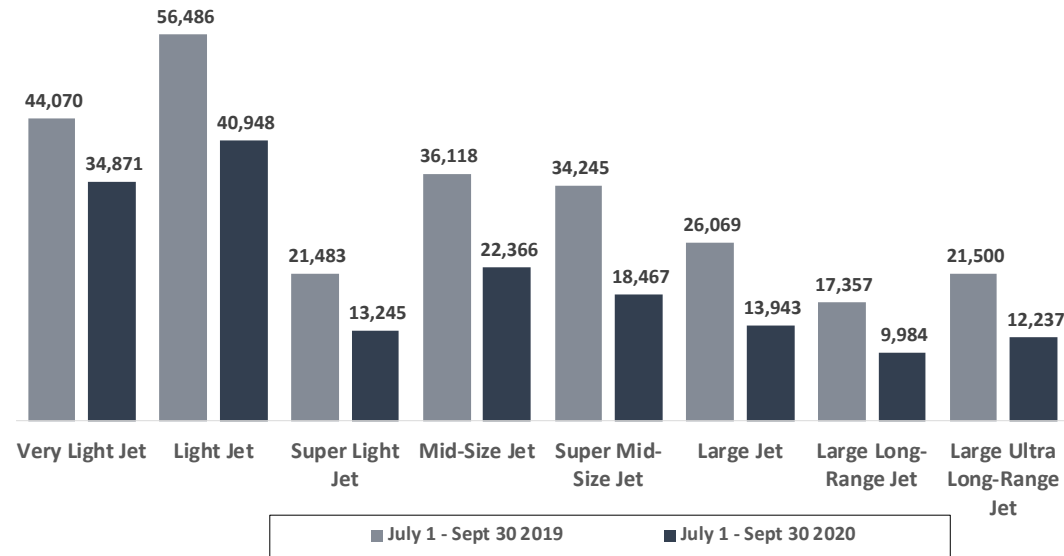
Part 135 Operations



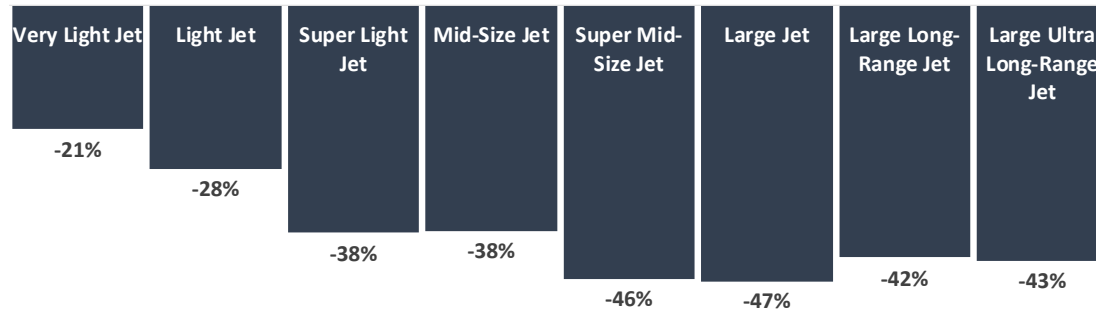
Source: U.S. FAA; JETNET

U.S. Business Jet Utilization

Part 91 Operations
 Business Jet Cycles in the U.S. - PART 91
 July - September 2019 versus July - September 2020



YOY % Change in Business Jet Cycles in the U.S. - PART 91
 July - September 2019 versus July - September 2020

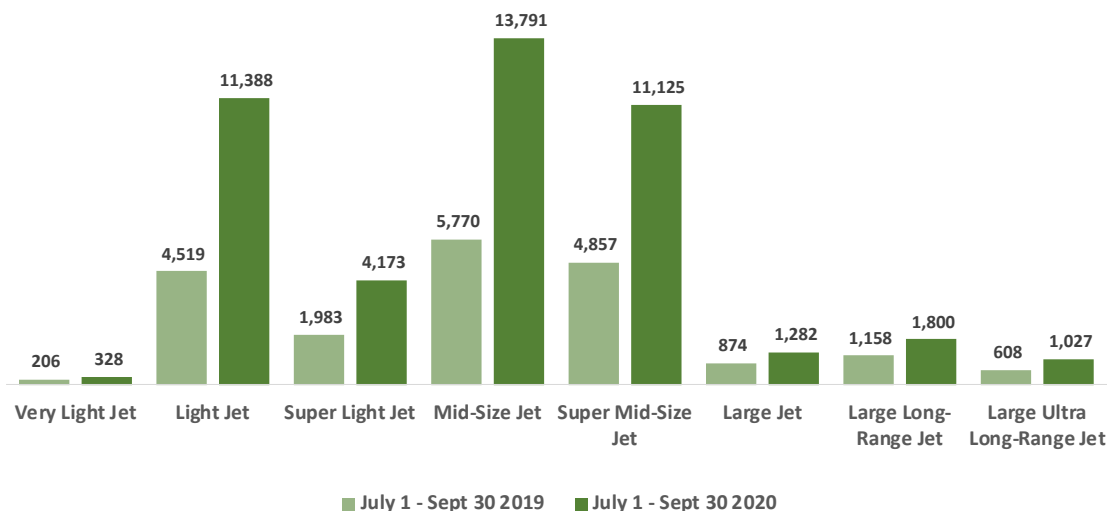


Source: U.S. FAA; JETNET

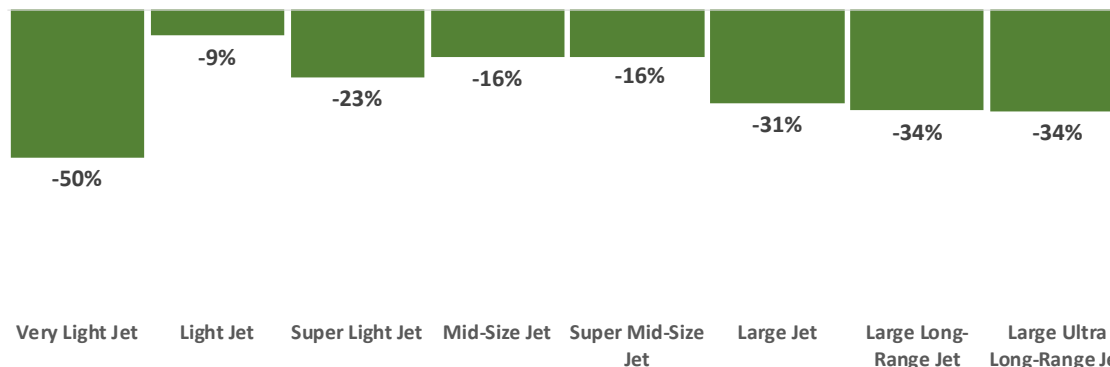
JETNET iQ Snap!: 3rd Quarter 2020 - Private & Confidential

European Business Aircraft Utilization

Business Jet Cycles - U.S. Fractional
July - September 2019 and July - September 2020



YOY % Change in Business Jet Cycles - U.S. Fractional
July - September 2019 and July - September 2020



Source: Eurocontrol

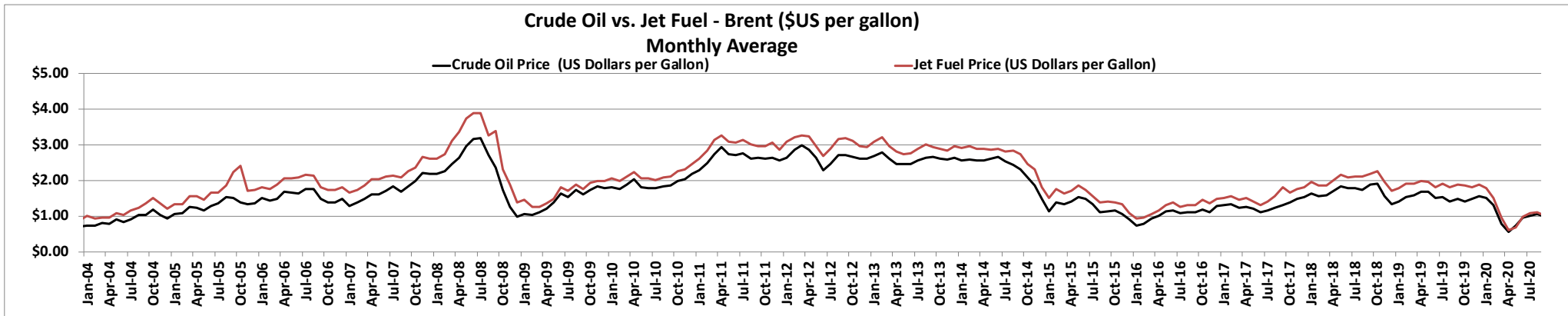
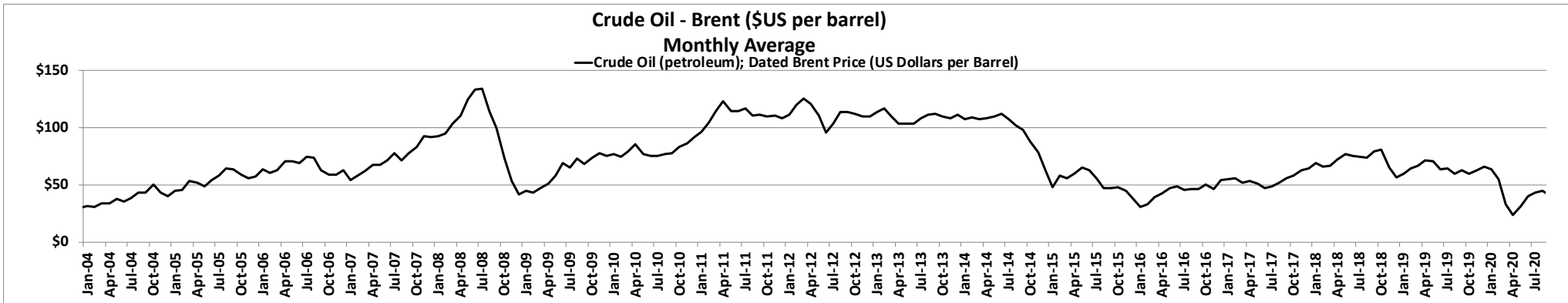
Crude Oil and Jet Fuel Prices

IATA Fuel Price Monitor	Share in			Index Value	vs. 1 week	vs. 1 month		
October 16 2020	World Index	\$/US gallon	\$/barrel	2000=100	ago	ago	vs.1 yr ago	
Jet Fuel Price	100%	\$ 1.068	\$ 44.83	122.56	0.1%	5.1%	-43.3%	
Asia & Oceania	22%	\$ 1.031	\$ 43.30	123.72	-0.7%	4.2%	-42.8%	
Europe & CIS	28%	\$ 1.042	\$ 43.78	117.96	0.7%	4.6%	-45.6%	
Middle East & Africa	7%	\$ 0.993	\$ 41.69	124.50	0.0%	5.5%	-43.4%	
North America	39%	\$ 1.117	\$ 46.92	124.74	0.4%	6.1%	-42.0%	
Latin & Central America	4%	\$ 1.097	\$ 46.06	127.60	-1.8%	2.7%	-42.7%	

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

Source: [IATA](#) from PLATTS

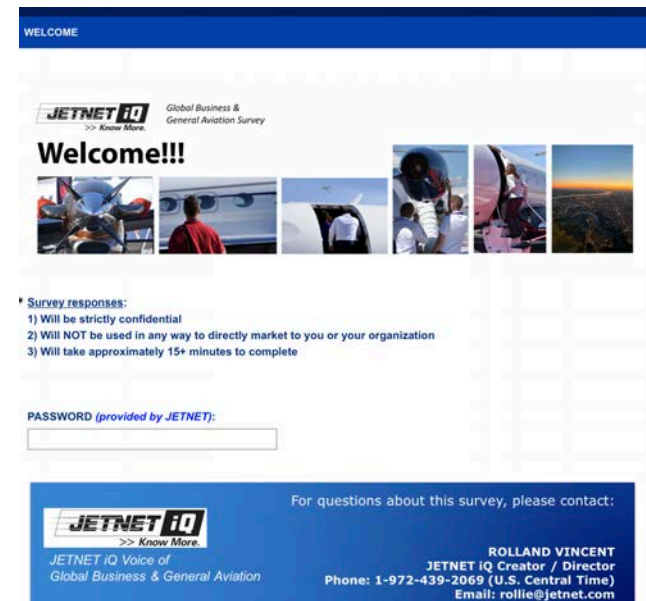
Crude Oil and Jet Fuel Prices



Source: IndexMundi

JETNET iQ Quarterly Surveys

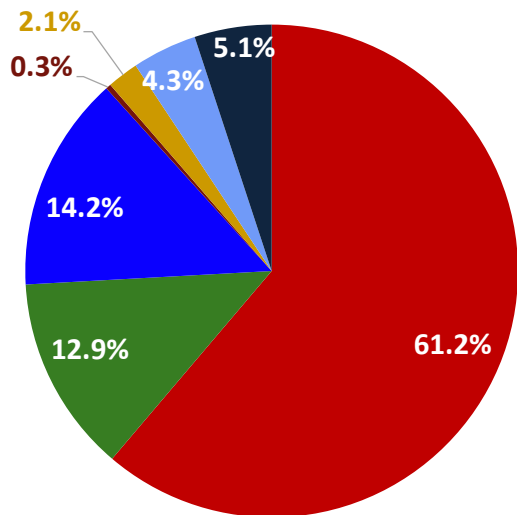
- Multilingual owner / operator surveys
 - Utilization patterns and expectations
 - Brand perceptions
 - Purchase criteria / inhibitors
 - Purchase / selling intentions
 - New product preferences
 - Special topics of interest (examples)
 - New products
 - COVID-19
 - Mood of the market



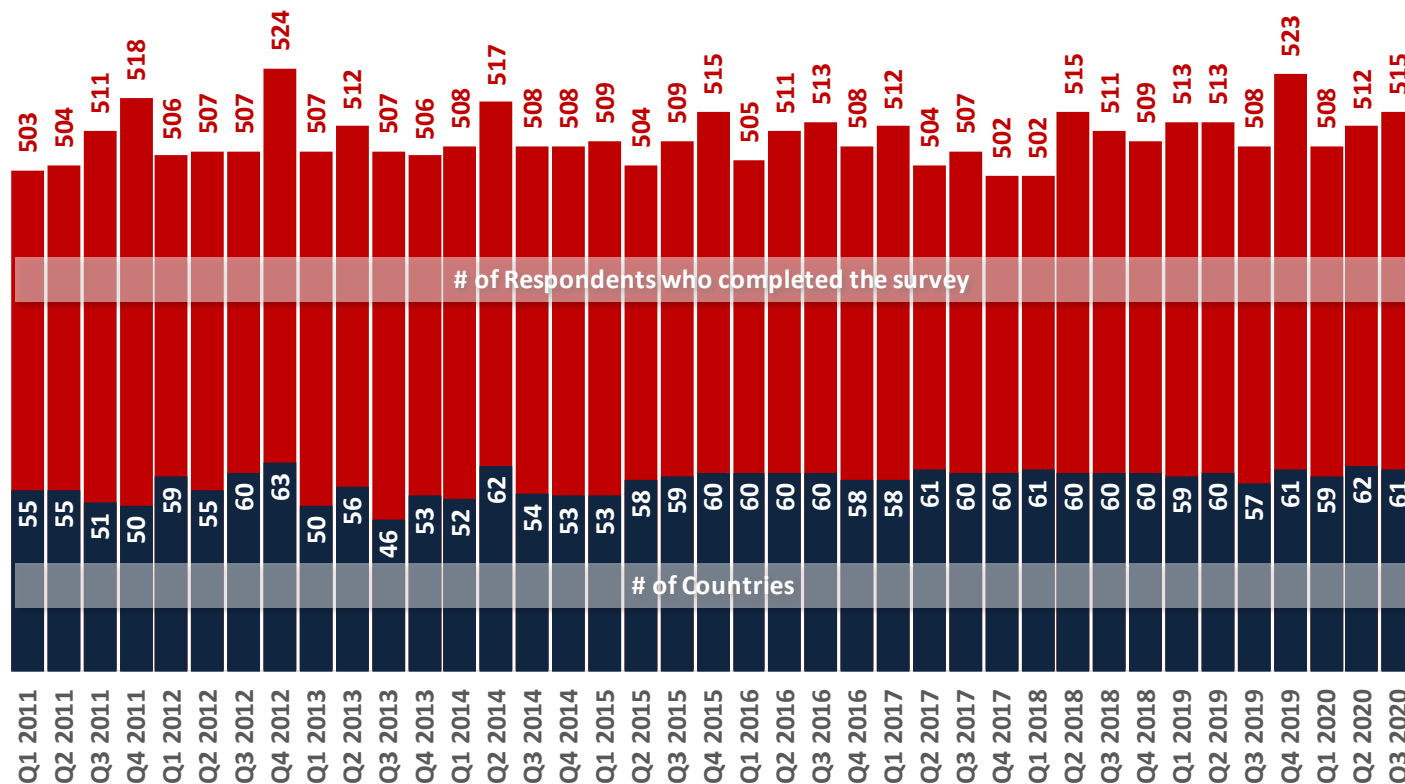
JETNET iQ Surveys: Quarterly, multilingual, worldwide

JETNET iQ Survey Respondents

Respondent by Location - Q1 2011 - Q3 2020



- North America
- Latin America & Caribbean
- Europe
- Former Soviet Union
- Middle East
- Africa
- Asia Pacific

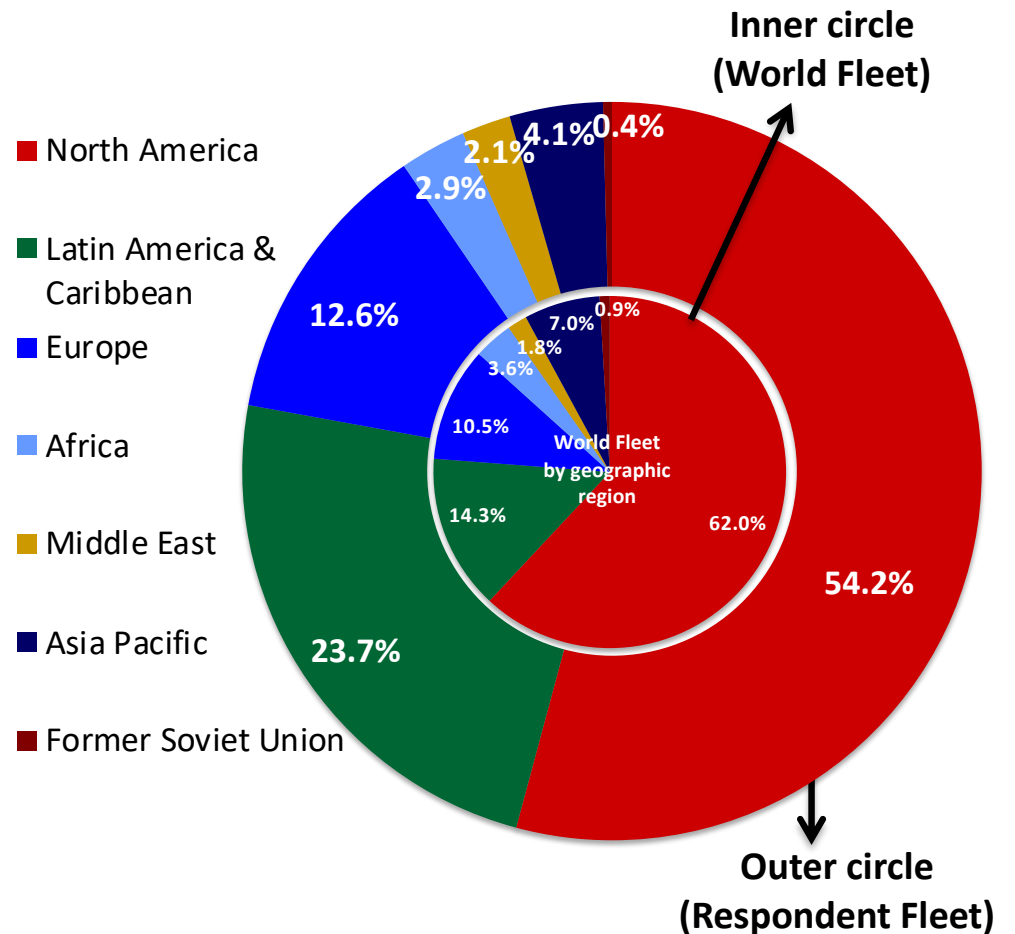


JETNET iQ Surveys: Since Q1 2011, >20,000 respondents from 135 countries

Survey Respondents' Location By Respondent Location

Q3 2020 Survey

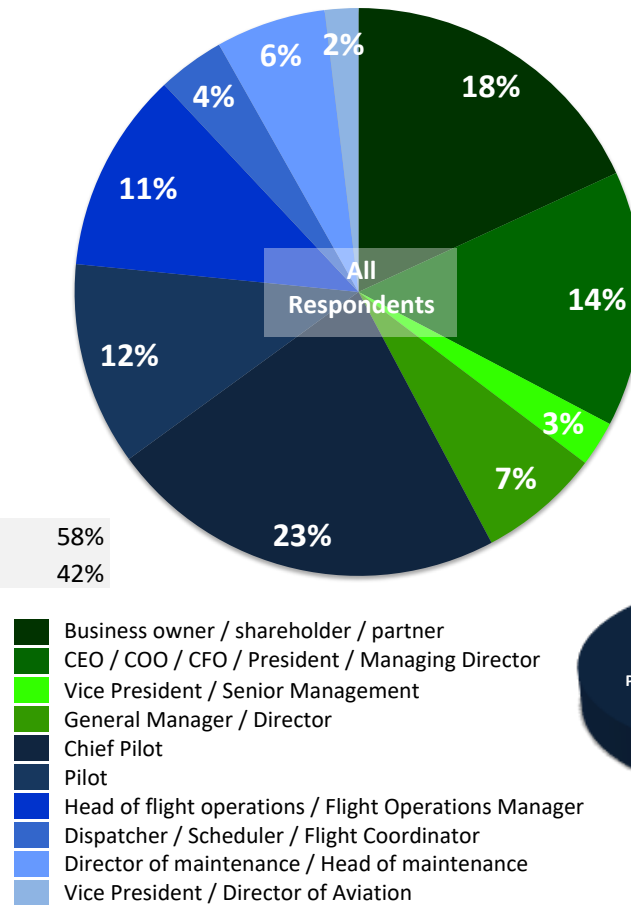
RESPONDENT COUNTRIES FROM Q3 2020 SURVEY			
COUNTRIES/TERRITORIES	# of respondents		# of respondents
AFGHANISTAN	1	MONACO	1
ANGOLA	1	NAMIBIA	1
ARGENTINA	6	NEW ZEALAND	1
AUSTRALIA	7	PANAMA	1
AUSTRIA	4	PARAGUAY	1
BAHAMAS	1	PHILIPPINES	1
BELGIUM	1	POLAND	1
BRAZIL	65	PORTUGAL	1
BULGARIA	2	ROMANIA	1
CANADA	16	RUSSIAN FEDERATION	2
CHILE	3	SAUDI ARABIA	2
CHINA	4	SINGAPORE	1
COLOMBIA	5	SOUTH AFRICA	9
COSTA RICA	1	SPAIN	3
CYPRUS	1	SWEDEN	2
COSTA RICA	1	SWITZERLAND	6
CYPRUS	1	TAIWAN	1
CZECHIA	4	THAILAND	1
DOMINICAN REPUBLIC	2	TURKEY	4
ECUADOR	2	UNITED ARAB EMIRATES	4
ESTONIA	1	UNITED KINGDOM	9
FINLAND	1	UNITED STATES	263
FRANCE	3	URUGUAY	1
GERMANY	16	VENEZUELA	7
GUADELOUPE	1	ZIMBABWE	1
ICELAND	1		
INDIA	2	Total # of respondents	515
IRELAND	3	Total # of countries	61
ISRAEL	1	Africa	15
ITALY	3	Asia Pacific	21
JAPAN	1	Europe	65
KENYA	2	Former Soviet Union	2
KIRIBATI	1	Latin America & Caribbean	122
LIECHTENSTEIN	1	Middle East	11
MAURITIUS	1	North America	279
MEXICO	24	Total	515



Survey Respondents' Roles

Q3 2020 Survey

Title of respondent	Completed	
Business owner / shareholder / partner	133	
CEO / COO / CFO / President / Managing Director	107	
Vice President / Senior Management	19	
General Manager / Director	51	
Chief Pilot	167	
Pilot	85	
Head of flight operations / Flight Operations Manager	84	
Dispatcher / Scheduler / Flight Coordinator	28	
Director of maintenance / Head of maintenance	46	
Vice President / Director of Aviation	14	
Total	734	
Aviation Professionals	424	58%
Senior Management / General Manager	310	42%

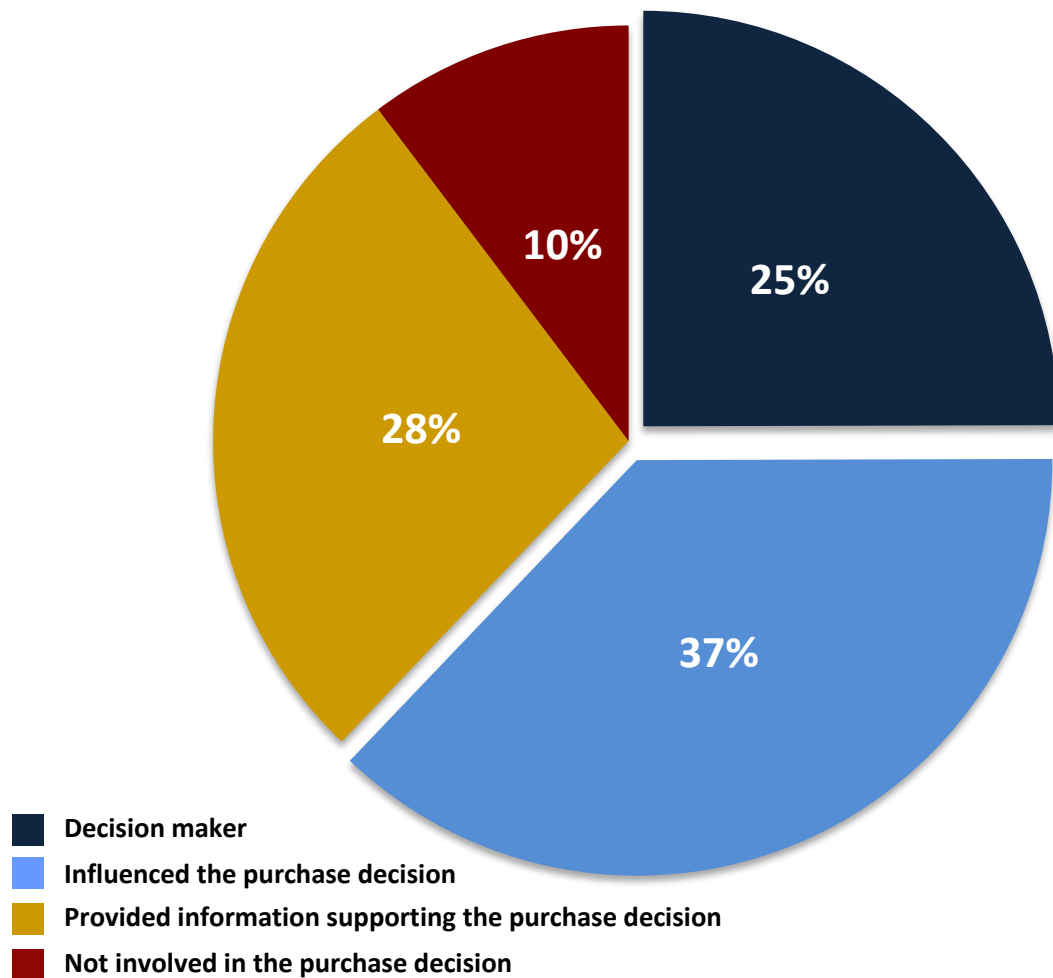


Note: Respondents may have multiple job titles and organizational roles

Survey Respondents' Roles

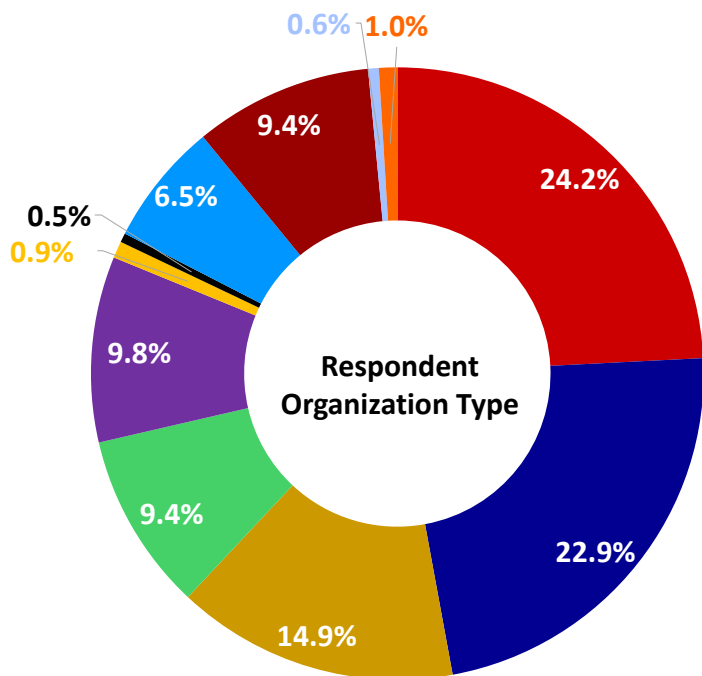
By Involvement in Last Fixed-Wing Turbine Aircraft Purchase

Q3 2020 Survey

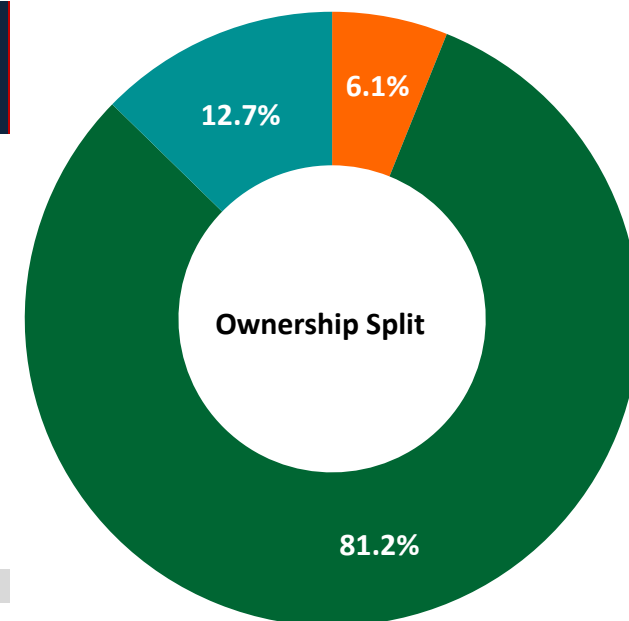


Survey Respondents' Organization

Q3 2020 Survey



Please indicate which of the following best describes your organization or company (check as many as apply):		All Respondents
Aircraft owner		301
Aircraft operator		285
Flight department		185
Aircraft management company		117
Air taxi or charter operator		122
Fractional aircraft operator		11
Fractional share / jet card holder		6
Aircraft MRO		81
Broker / Dealer		117
Financial Institution		7
Government		12
Other		-
Privately-held		160
Publicly-traded		25
Total		1,429



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

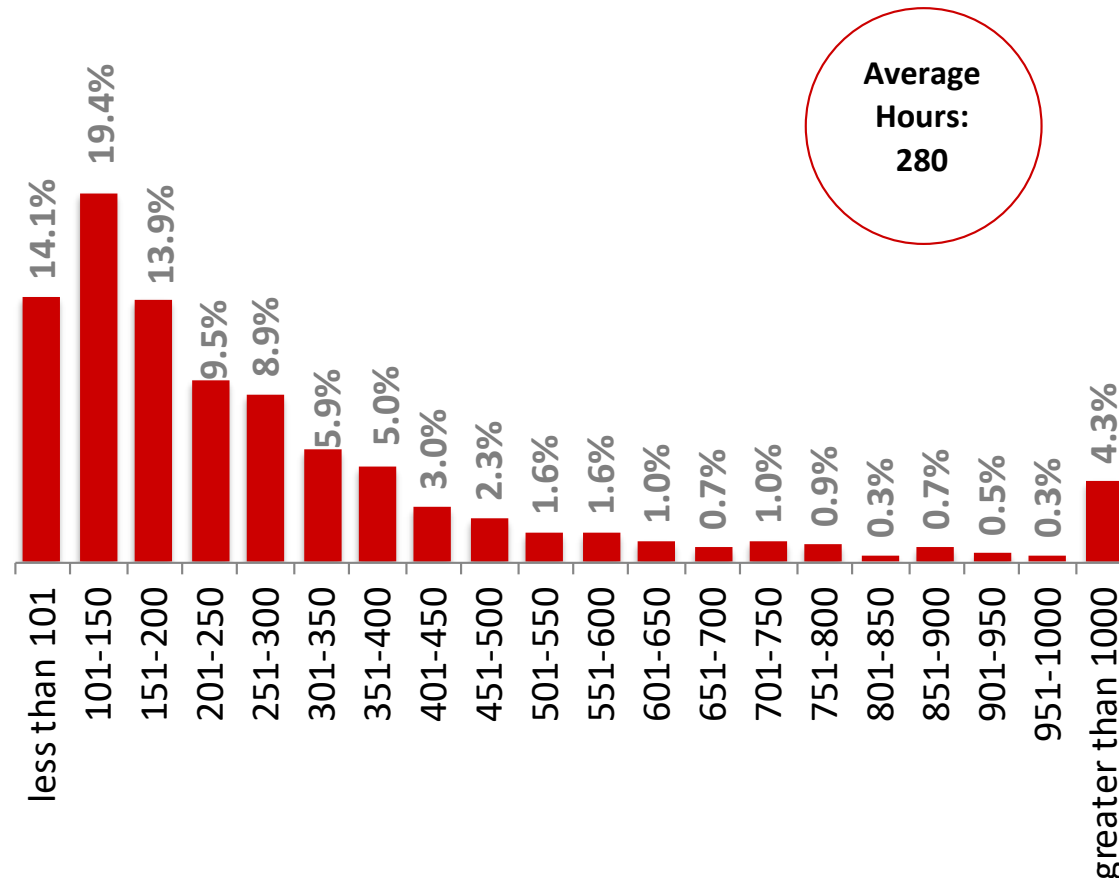
Note: Respondents may have chosen multiple organizational types

Survey Respondents' Flight Operations

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

Annual Flight Hours Per Aircraft

Q3 2020 Survey

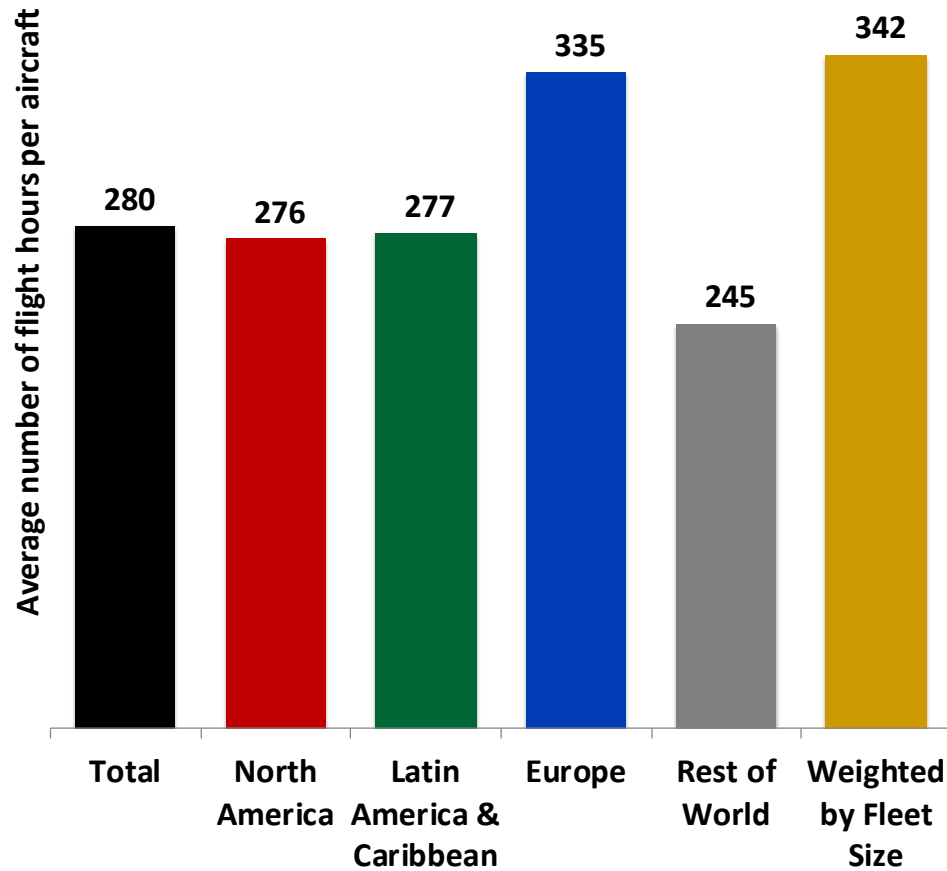


Survey Respondents' Flight Operations

Regional Average Utilization per Aircraft in Prior 12 Months

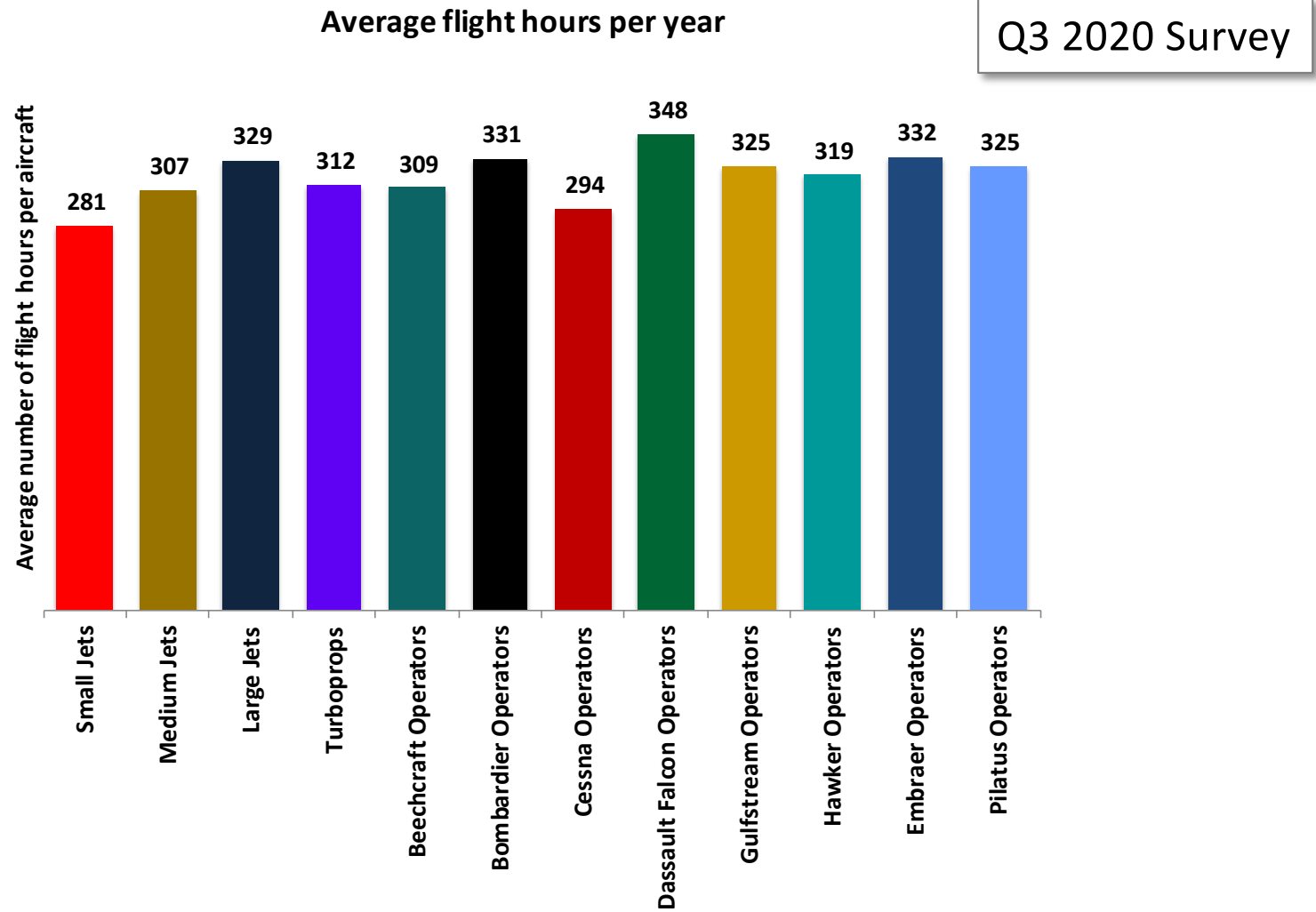
Average flight hours per year

Q3 2020 Survey



Survey Respondents' Flight Operations

Operator Size and Brand Utilization per Aircraft in Prior 12 Months



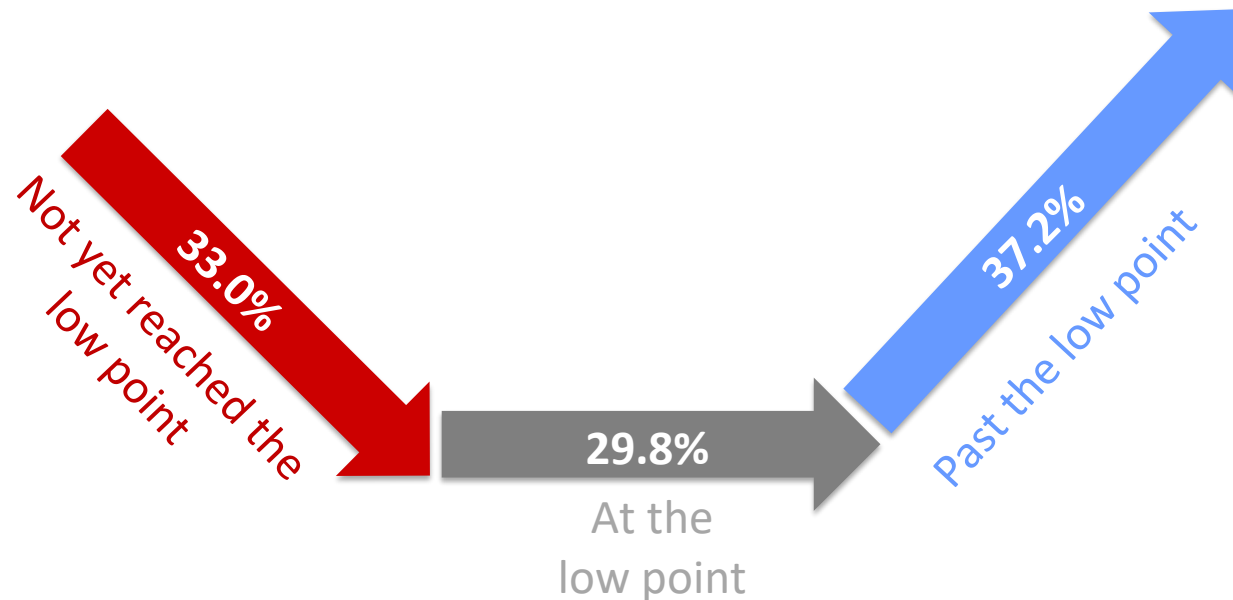
Survey Respondents' Sentiment

Current Market Sentiment

Q3 2020 Survey

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

All Respondents



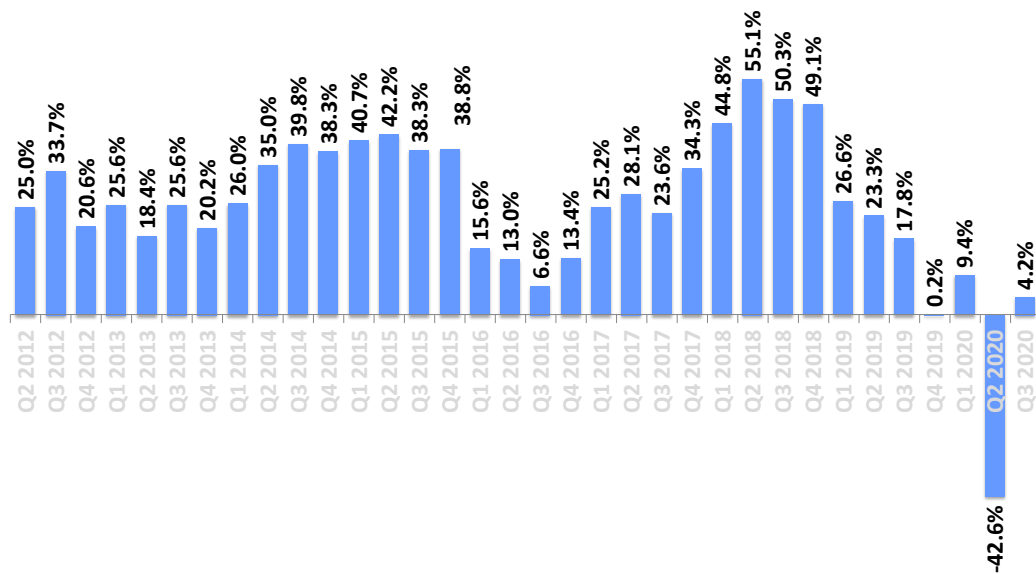
Survey Respondents' Sentiment

Current Market Sentiment

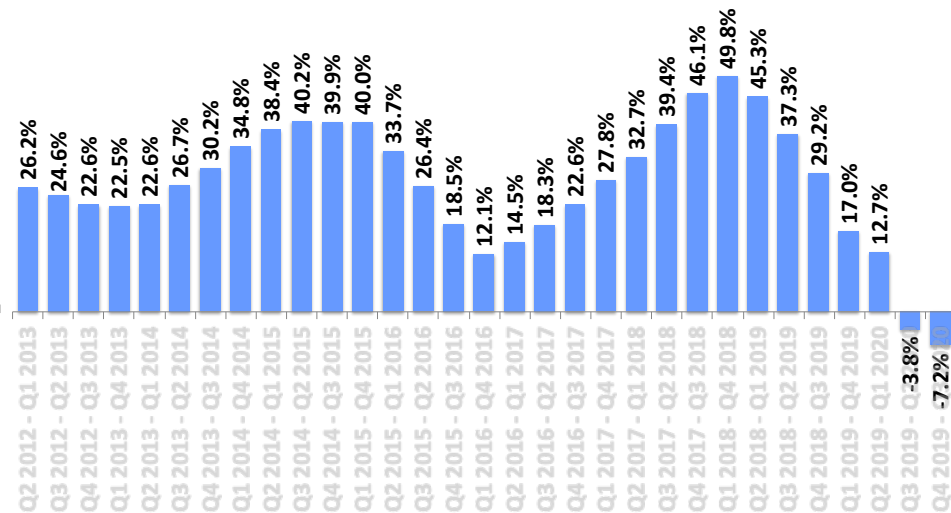
Q3 2020 Survey

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

Overall Worldwide Net Optimism by Quarter



Overall Worldwide Net Optimism 4-quarter Rolling Average



Net optimism, which took a dive in Q2 2020 due to concerns over COVID-19 (-42.6% worldwide), has bounced back to 4.2% in Q3 2020

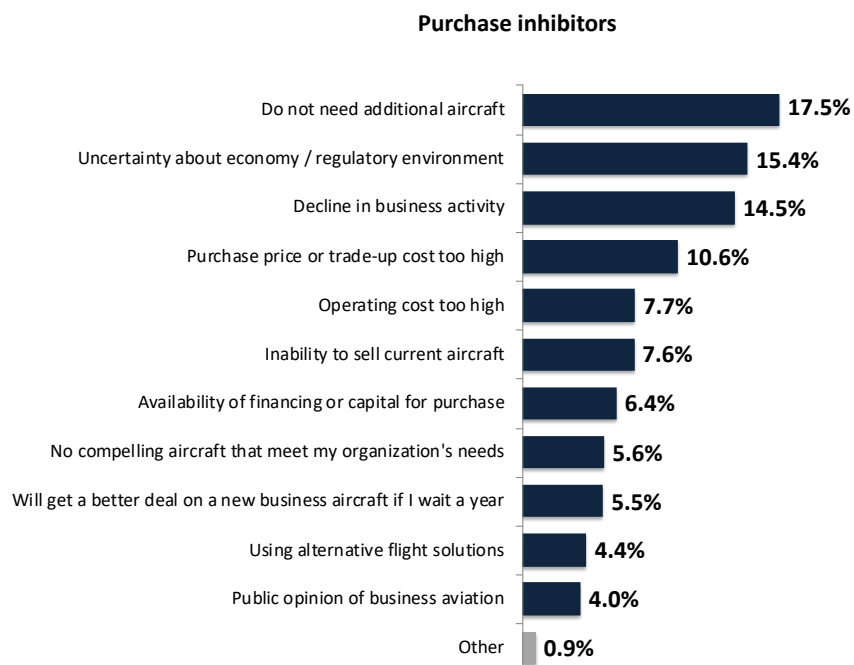
Aircraft Purchase Inhibitors

Inhibitors – Weighted Average

Q3 2020 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



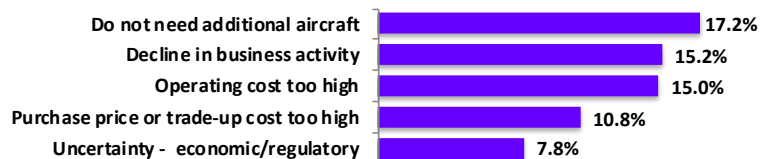
Aircraft Purchase Inhibitors

Top 5 Inhibitors – Weighted Average

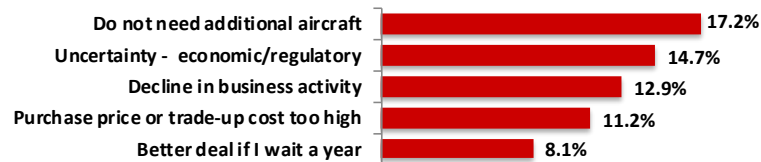
Q3 2020 Survey

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

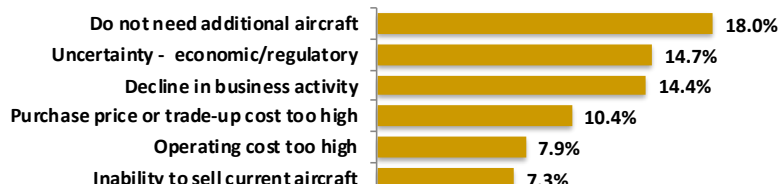
Turboprop Operators



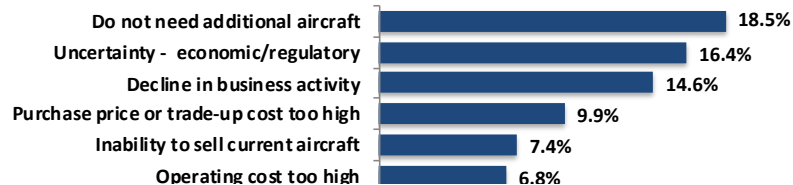
Small Jet Operators



Medium Jet Operators



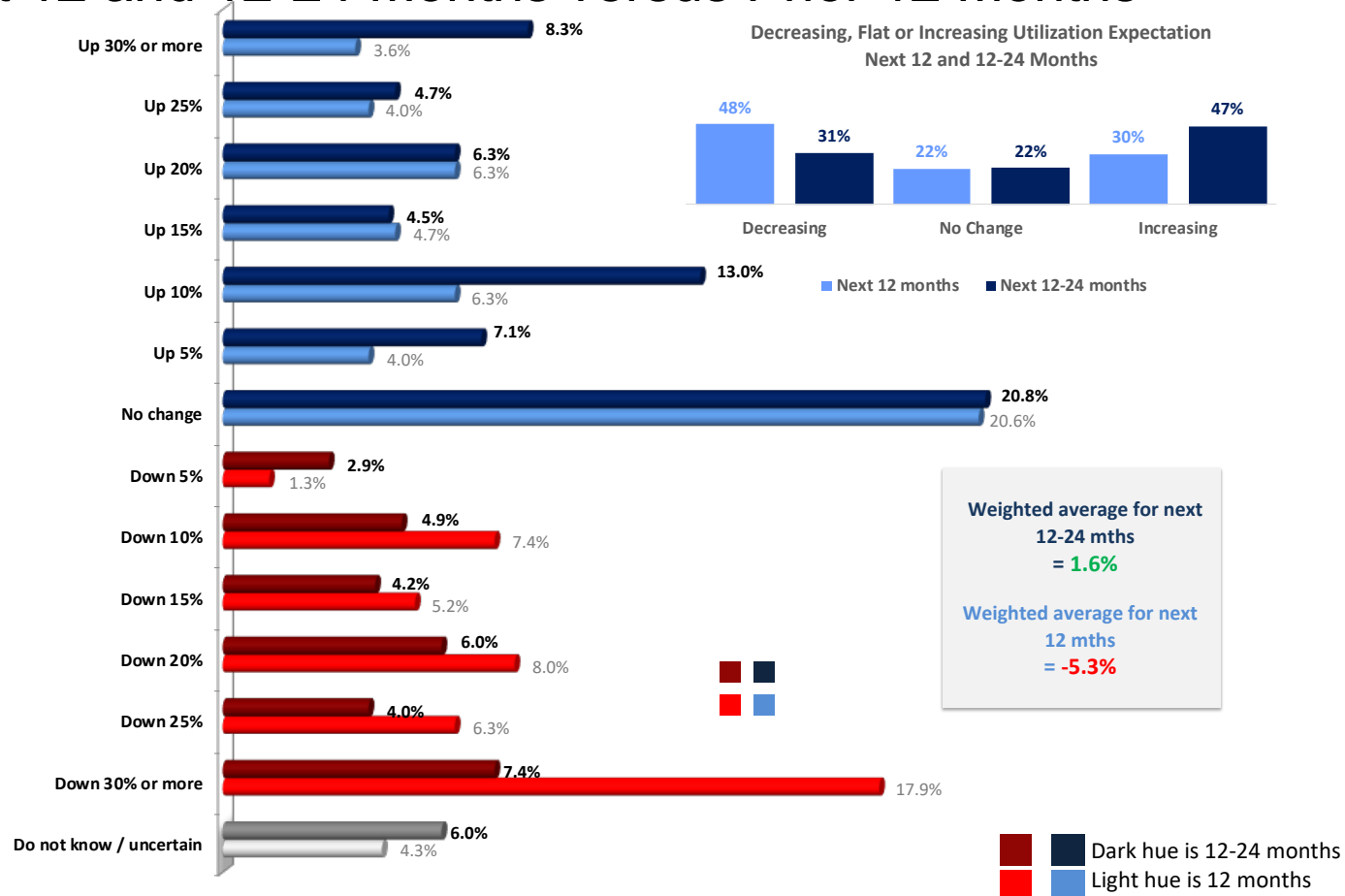
Large Jet Operators



Aircraft Utilization

Next 12 and 12-24 Months versus Prior 12 Months

Q3 2020 Survey

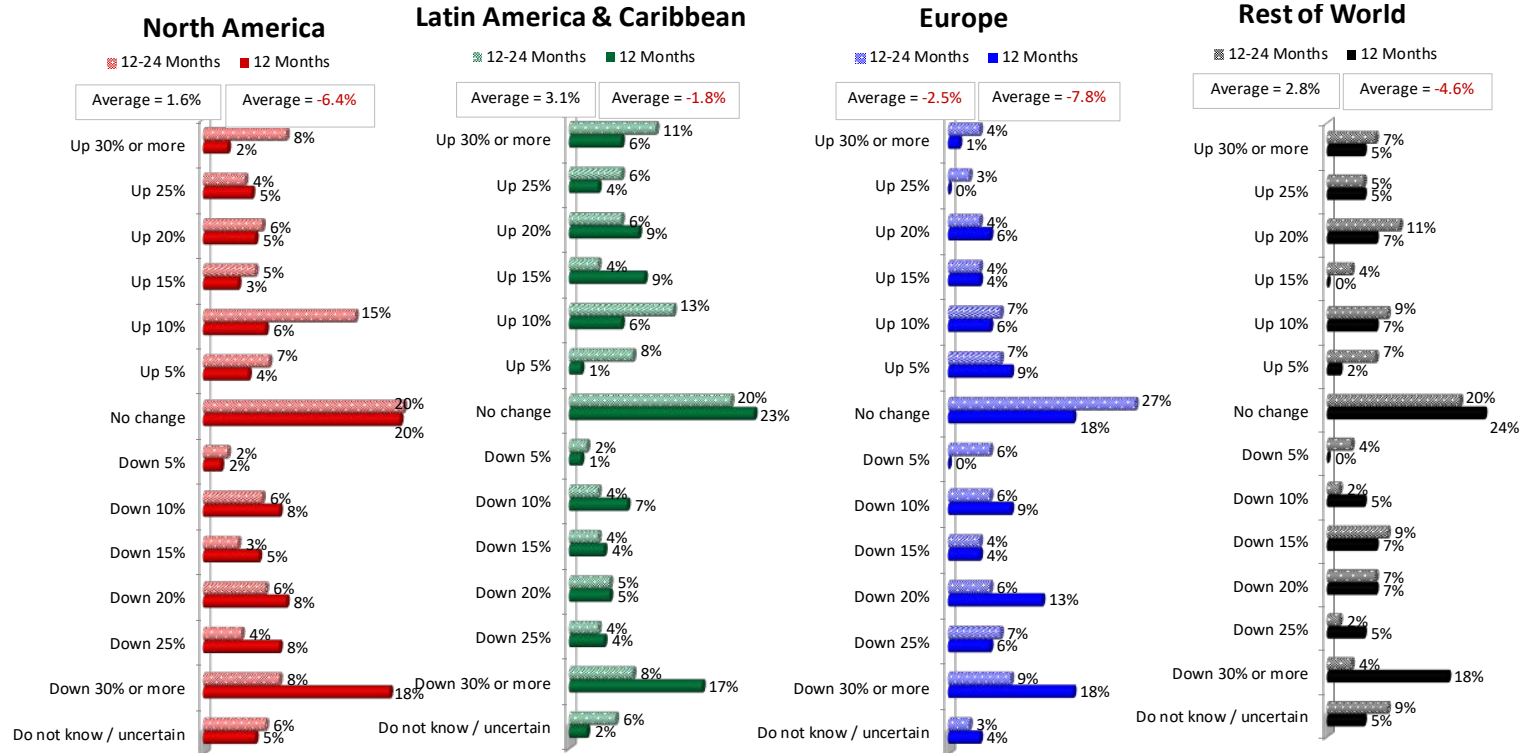


Respondents expect to fly 5.3% less hours in the next 12 months vs. prior 12 months and 1.6% more in the next 12-24 months

Aircraft Utilization

Q3 2020 Survey

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



North America	Next 12 months	Next 12-24 months
% Expecting Increase	26%	45%
% Expecting no change	25%	26%
% Expecting Decrease	49%	29%

(excluding "Do not know")

Latin America & Caribbean	Next 12 months	Next 12-24 months
% Expecting Increase	36%	48%
% Expecting no change	25%	26%
% Expecting Decrease	39%	26%

(excluding "Do not know")

Europe	Next 12 months	Next 12-24 months
% Expecting Increase	27%	31%
% Expecting no change	22%	30%
% Expecting Decrease	51%	39%

(excluding "Do not know")

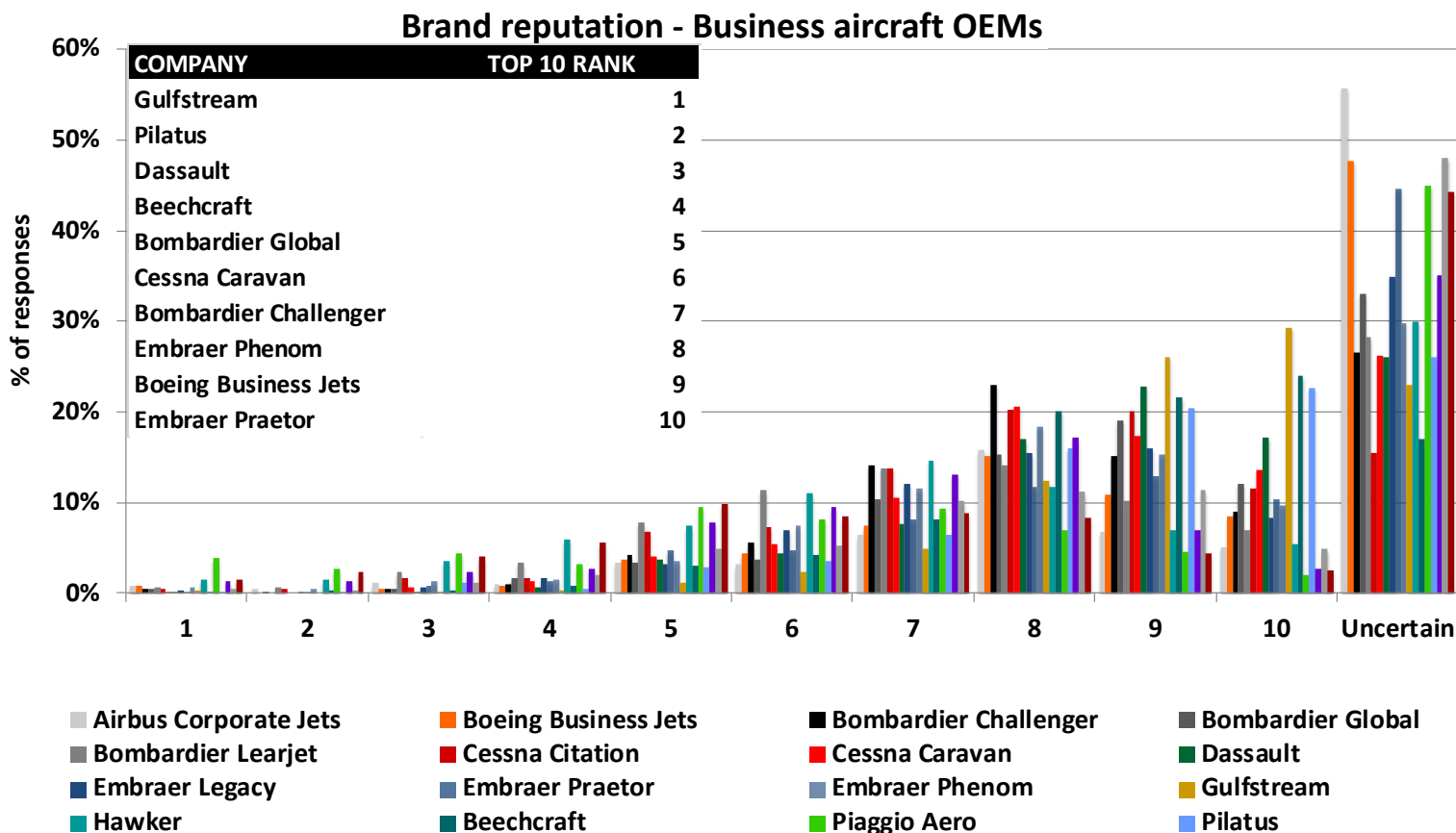
Rest of World	Next 12 months	Next 12-24 months
% Expecting Increase	27%	44%
% Expecting no change	29%	29%
% Expecting Decrease	44%	27%

(excluding "Do not know")

Latin America & Caribbean is slightly less pessimistic about the next 12 months, but still with a decline of 1.8%; this region is also most optimistic over 12-24 months (up 3.1%)

Brand Reputations

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

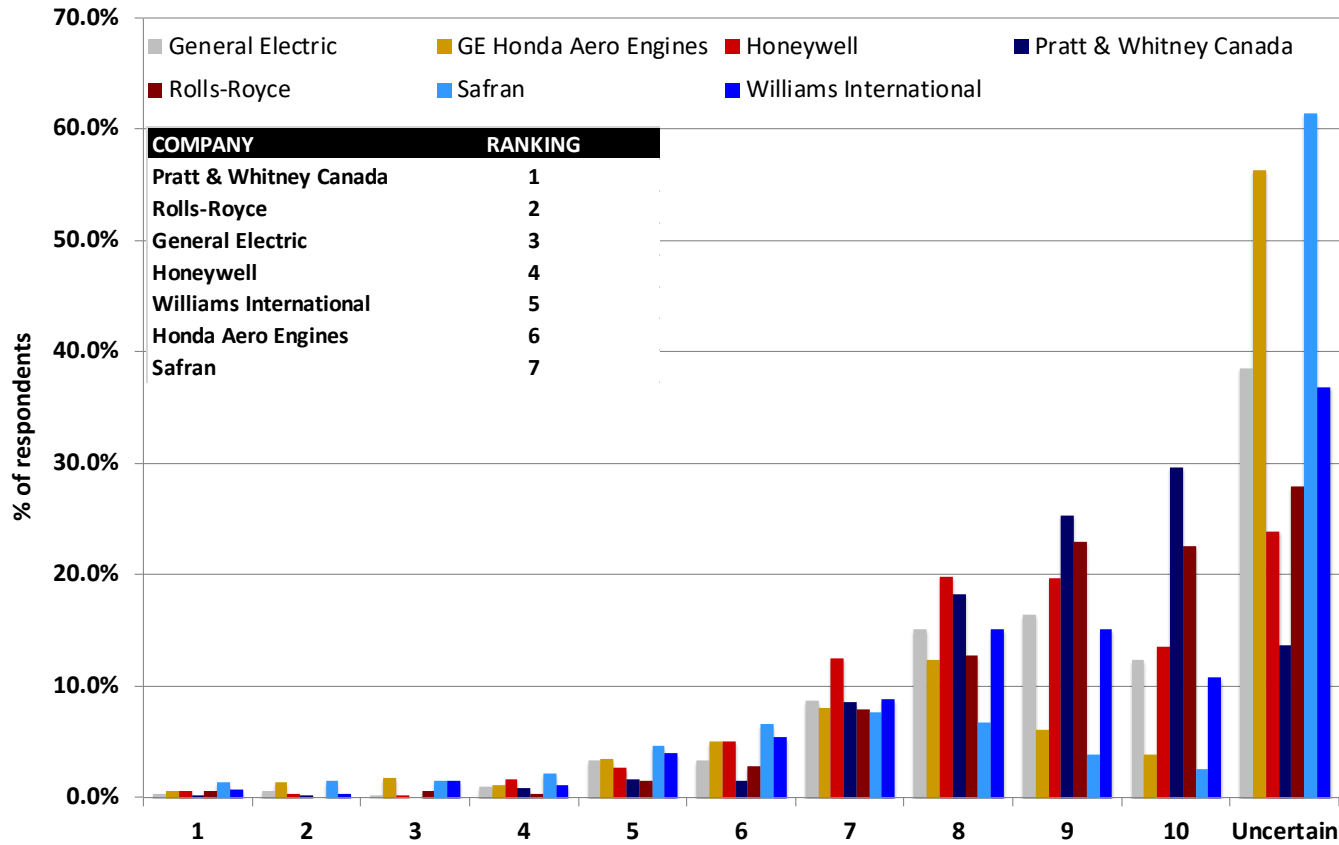


Gulfstream, Pilatus and Dassault are the top-rated business aircraft brands

Q2 2020 Survey

Brand Reputations

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

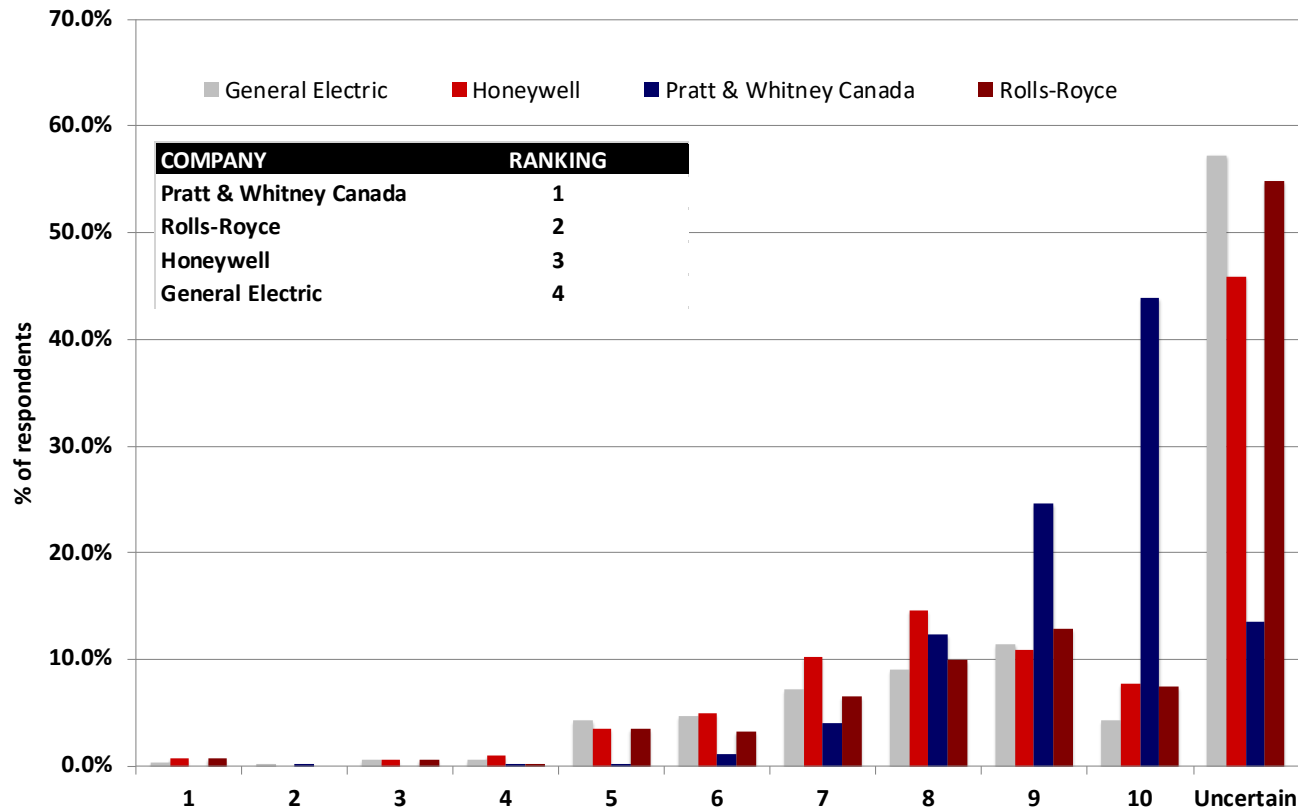


Pratt & Whitney Canada, Rolls-Royce, and General Electric are the top-rated jet engine manufacturer brands

Q2 2020 Survey

Brand Reputations

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



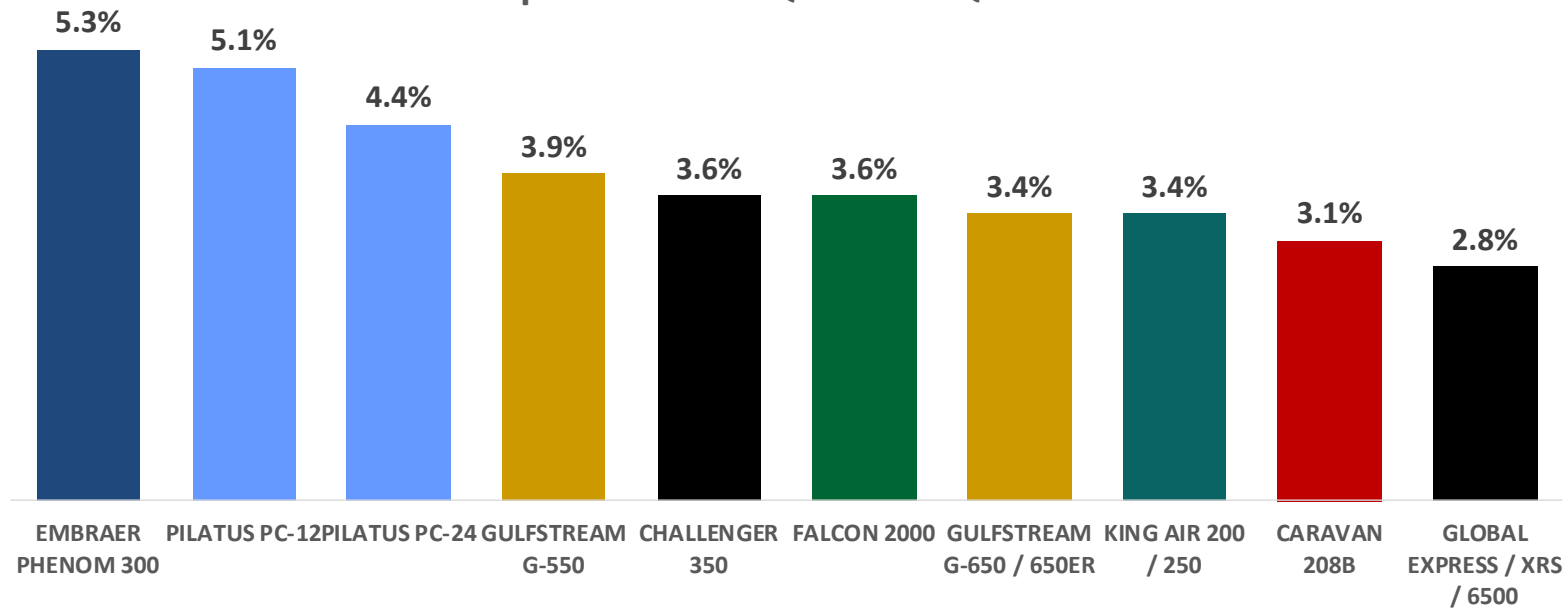
Pratt & Whitney Canada is the highest rated turboprop engine manufacturer brand, well ahead of Rolls-Royce, Honeywell and General Electric

Aircraft Models for Next Purchase

Which aircraft brand / model are you most interested in for your next business aircraft acquisition?

Q4 2019 – Q3 2020 Surveys

Model most interested in for next purchase - New and Preowned
Top 10 models: Q4 2019 - Q3 2020



The top models respondents are most interested in for their next purchase (new and preowned) are Embraer Phenom 300, Pilatus PC-12, Pilatus PC-24 and Gulfstream G-550

Aircraft Owner / Operator Opinions

Q3 2020 Survey

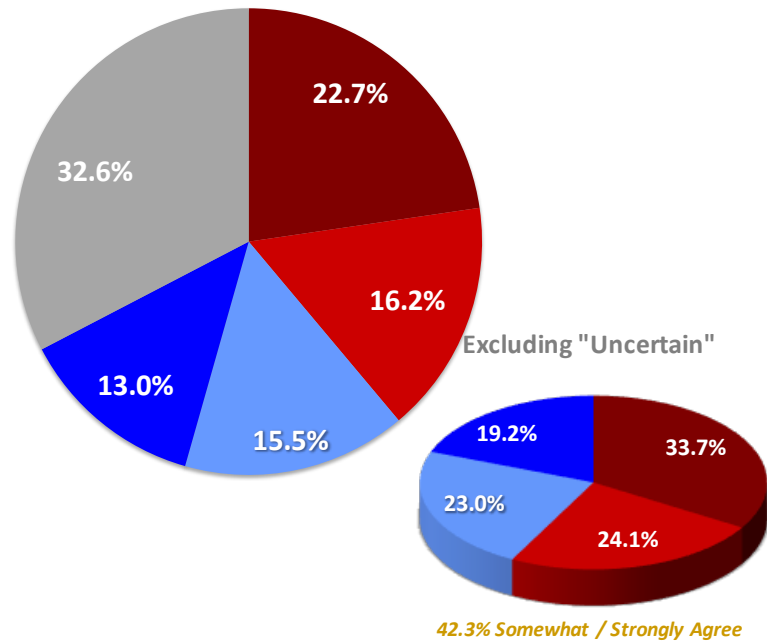
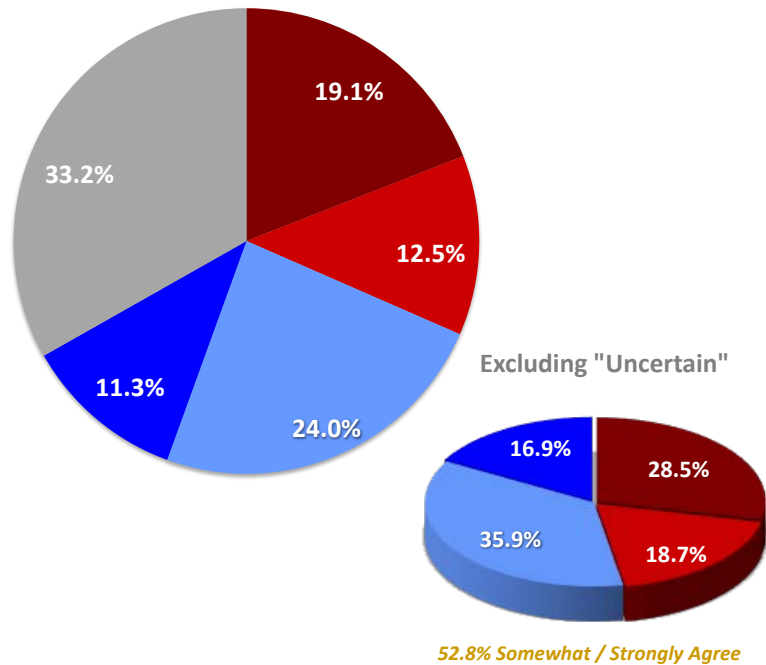
Please evaluate these statements and indicate the extent to which you agree or disagree:



Since the beginning of 2020, COVID-19 worldwide pandemic is having a widespread impact on our personal and business lives and on our economies. Given the changes resulting from this pandemic, please evaluate the following 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

The COVID-19 pandemic has delayed my/our decision to use sustainable aviation fuels (SAF) within the next 24 months



Aircraft Owner / Operator Opinions

Q2 2020 Survey

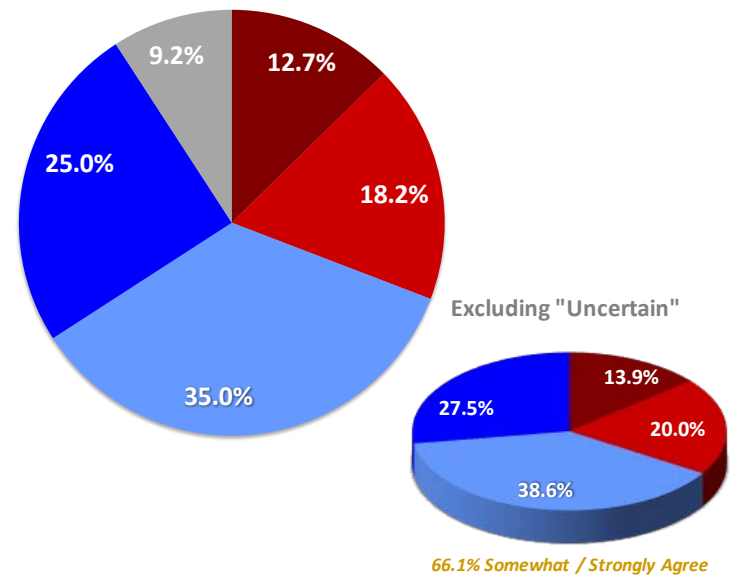
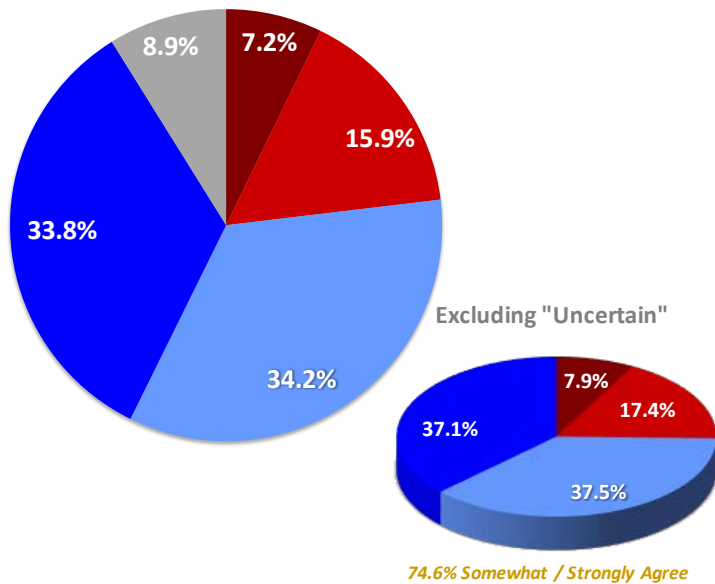
Please evaluate these statements and indicate the extent to which you agree or disagree:



Since the beginning of 2020, COVID-19 worldwide pandemic is having a widespread impact on our personal and business lives and on our economies. Given the changes resulting from this pandemic, please evaluate the following statements and indicate the extent to which you agree or disagree.

I / we believe our business aircraft usage (flight hours and cycles) will return to pre-COVID-19 levels within the next 12 months

I / we believe that the missions and use of our aircraft will change on a long-term basis due to COVID-19



Aircraft Owner / Operator Opinions

Q2 2020 Survey

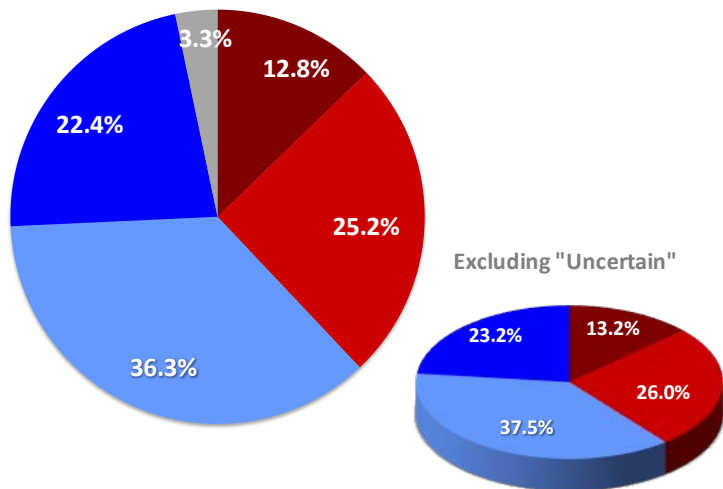
Please evaluate these statements and indicate the extent to which you agree or disagree:

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

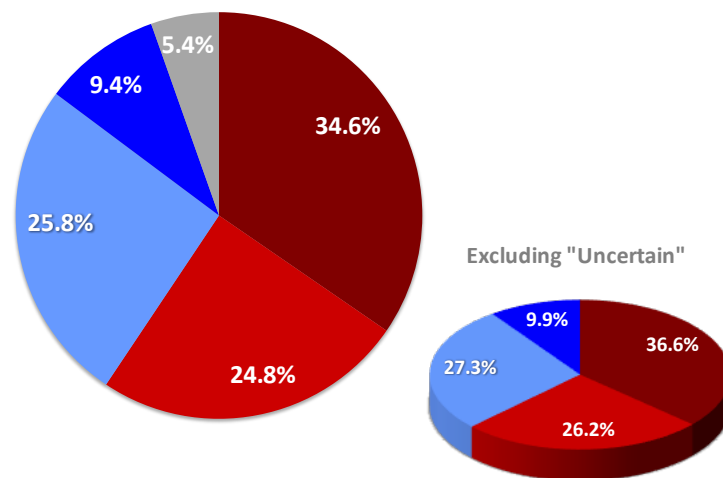
Since the beginning of 2020, COVID-19 worldwide pandemic is having a widespread impact on our personal and business lives and on our economies. Given the changes resulting from this pandemic, please evaluate the following statements and indicate the extent to which you agree or disagree.

I / we are finding that zoom-like virtual meetings are a very effective replacement for face-to-face meetings

I / we are experiencing increased passenger loads on our aircraft since the beginning of the pandemic



60.8% Somewhat / Strongly Agree

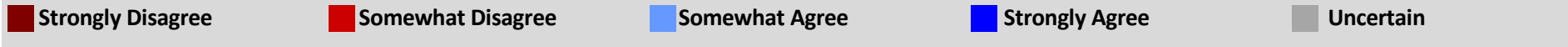


37.2% Somewhat / Strongly Agree

Aircraft Owner / Operator Opinions

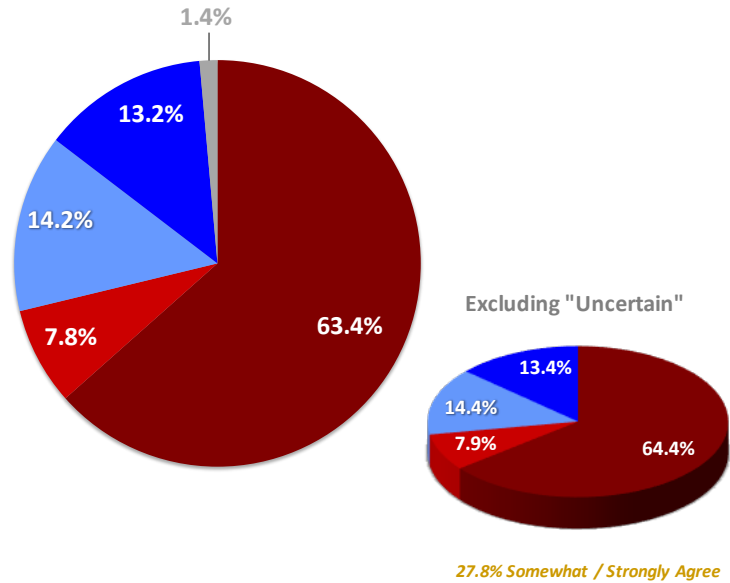
Q2 2020 Survey

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



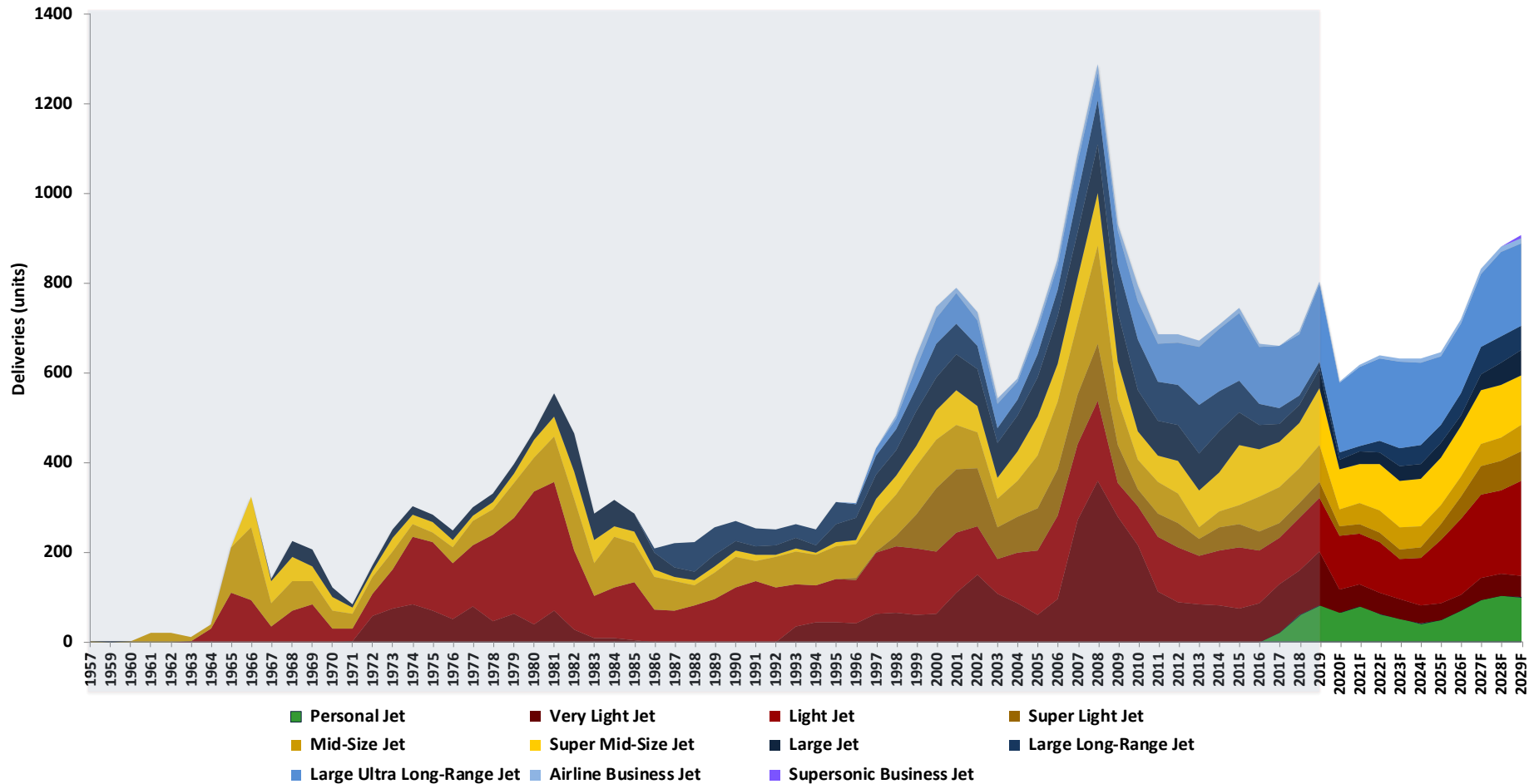
Since the beginning of 2020, COVID-19 worldwide pandemic is having a widespread impact on our personal and business lives and on our economies. Given the changes resulting from this pandemic, please evaluate the following statements and indicate the extent to which you agree or disagree.

I / we have placed one or more aircraft into storage



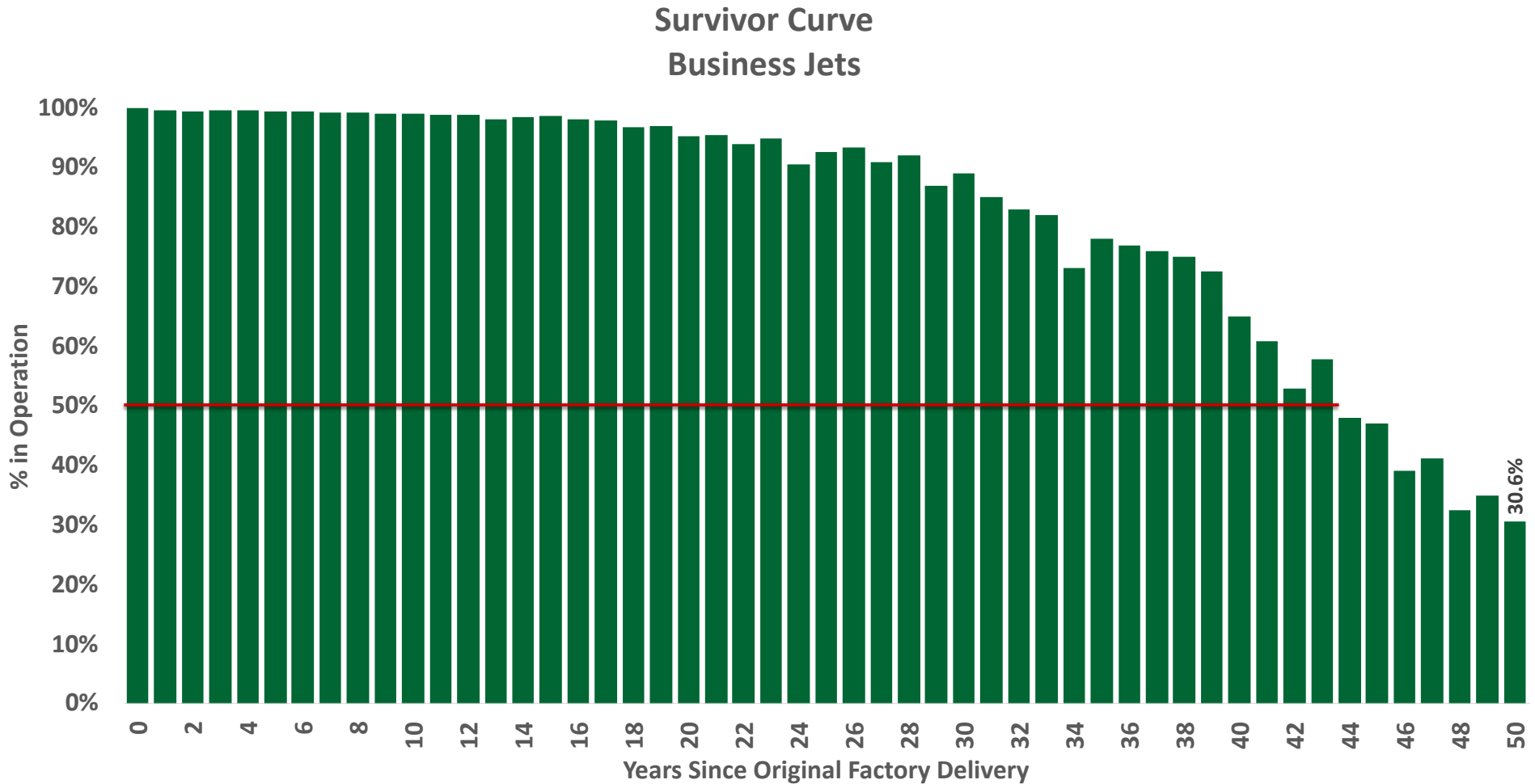
Business Jet Delivery History & Forecast

Business jet delivery forecast by size category: Historical - 2029



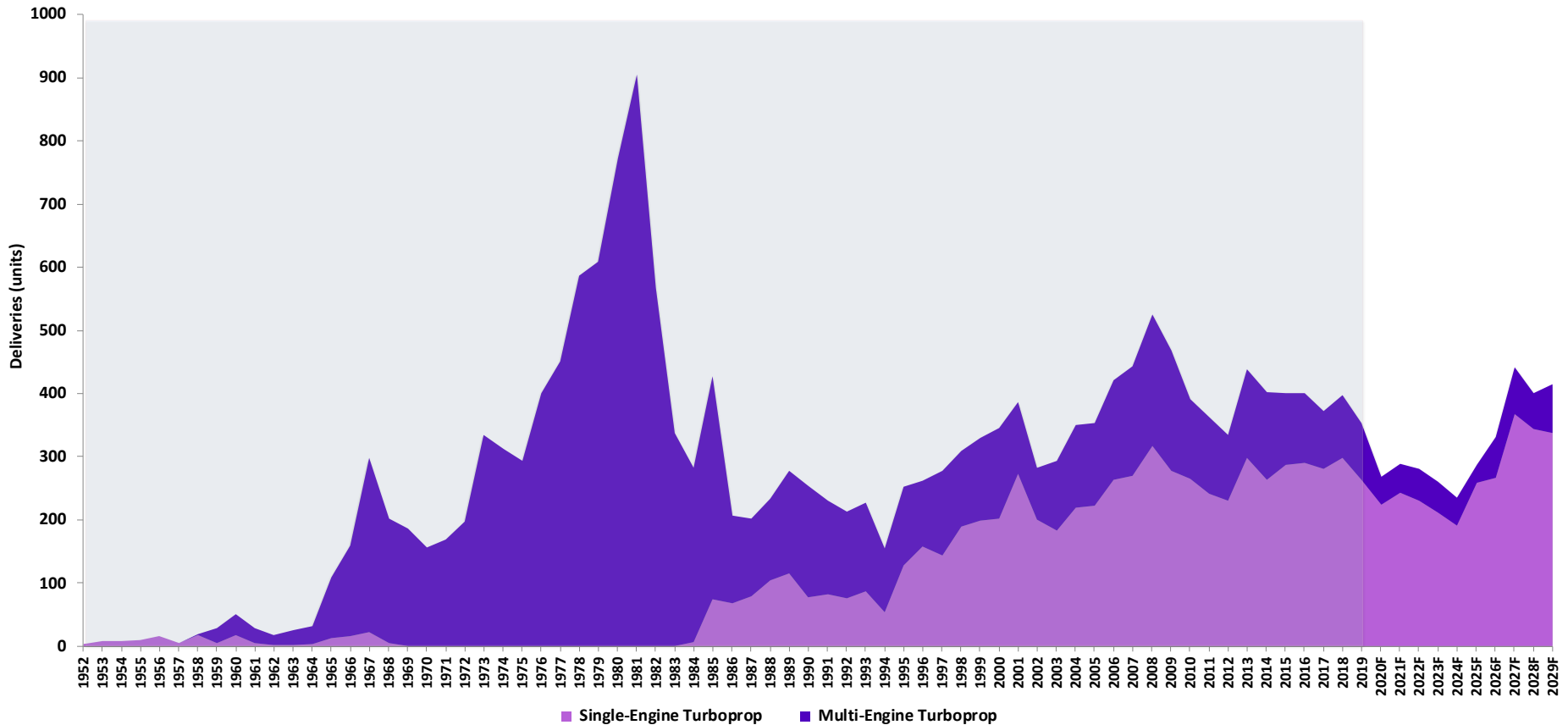
JETNET iQ 10-year forecast for 2020-2029 is for 7,082 new business jet deliveries (including single-engine Personal Jets) valued at \$206 billion (\$U.S. 2020)

Business Jet Survivor Curve



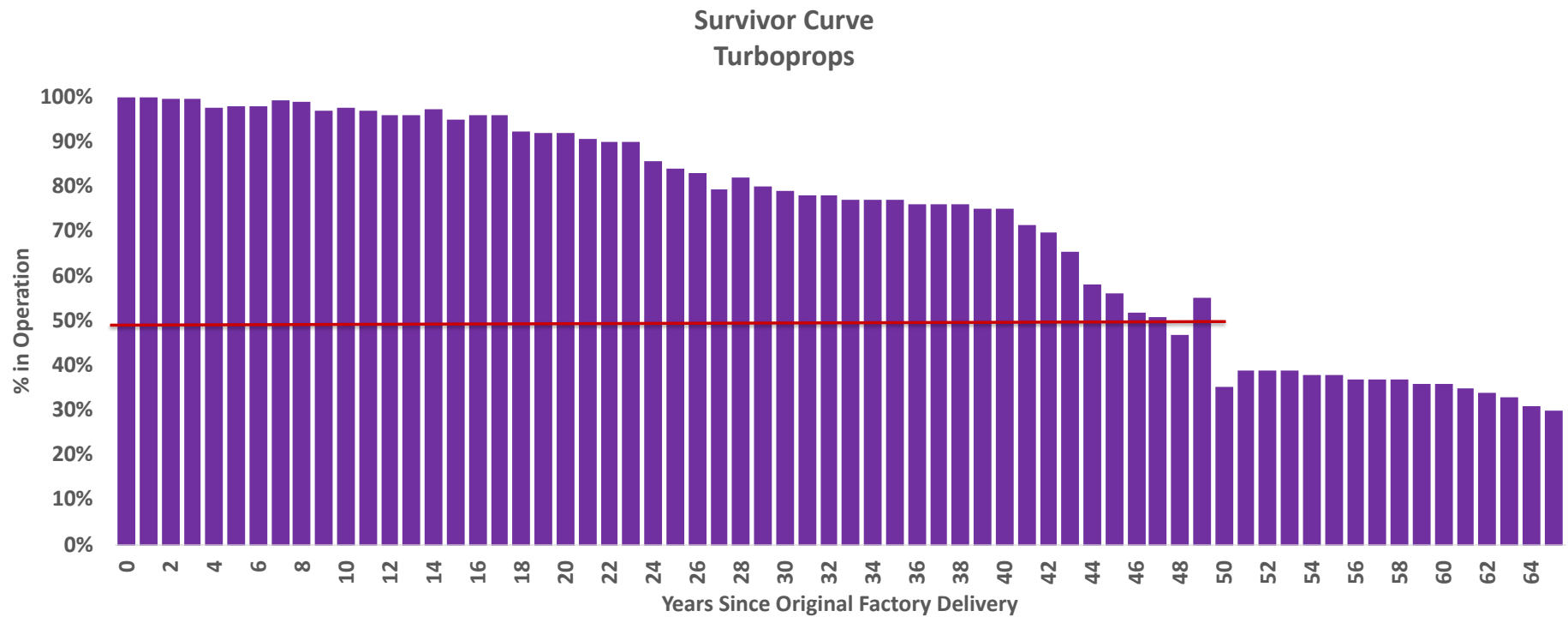
Turboprop Delivery History & Forecast

Turboprop delivery forecast by size category: Historical - 2029



JETNET iQ 10-year forecast for 2020-2029 is for 3,221 new turboprop deliveries valued at \$15 billion (\$U.S. 2020)

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 CONSULTING 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.