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# *JETNET iQ Snap! Report Q3 2024 Summary Report*

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

Prepared for:  
JETNET iQ Global Business Aviation Survey Respondents  
\$U.S. 250

*JETNET iQ Snap!: 3rd Quarter 2024 - Private & Confidential*

# Thank You, Merci, Obrigado, Muchas Gracias, תַּדַּאָךְ, 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 2023 Exit  
English


WELCOME

🗨 0



Global Business &  
General Aviation Survey

## 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 20+ 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:

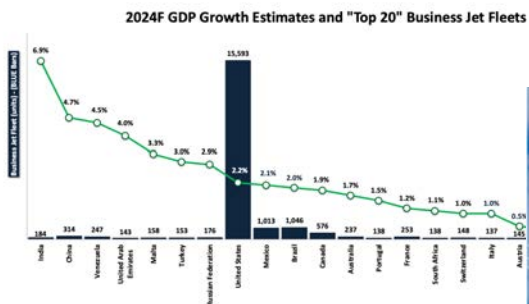
- Turboprops
- Personal Jets
- Very Light Jet
- Light Jet
- Super-Light Jet
- Mid-Size Jet
- Super Mid-Size Jet
- Large Jet
- Large Long-Range Jet
- Large Ultra Long-Range Jet
- Airline Business Jet

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.

		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



Sources: GDP forecast: The Economist - July 11, 2024; Fleet: JETNET as of June 30 2024

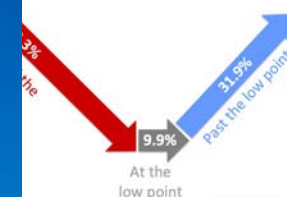
## Survey Respondents' Sentiment

Current Market Sentiment

Q3 2024 Survey

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

All Respondents

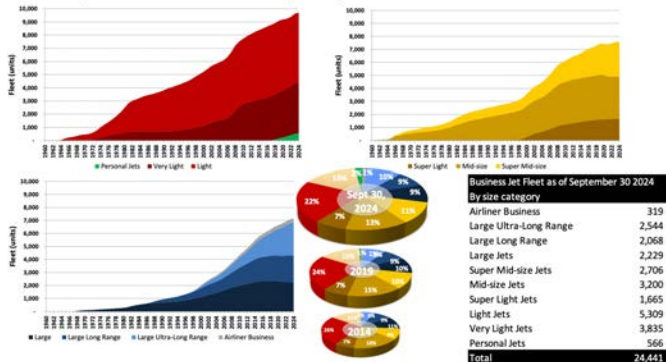


Note: Percentages may not add to 100% due to rounding

JETNET iQ Snap! 3rd Quarter 2024 - Private & Confidential

## Business Jet Fleet by Size Category

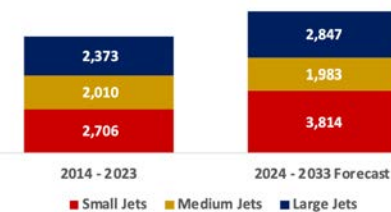
Fleet by Year From 1960 through September 30, 2024



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## Jet Delivery History & Forecast

Business Jet Deliveries by Size

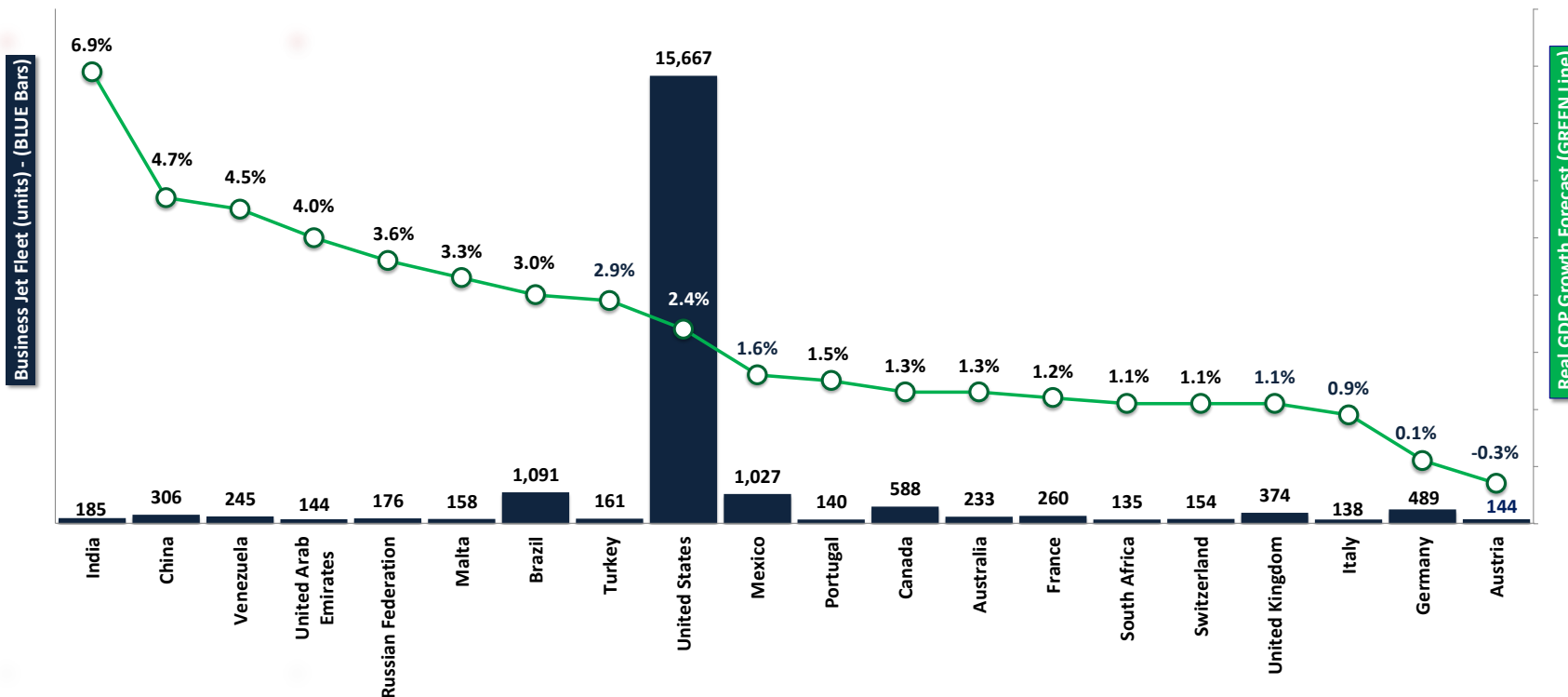


JETNET iQ 10-year forecast for 2024-2033 is for 8,644 new business jet deliveries (including single-engine Personal Jets) valued at \$262 billion (\$U.S. 2024)

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# The Economy and Business Jet Fleets

2024F GDP Growth Estimates and "Top 20" Business Jet Fleets

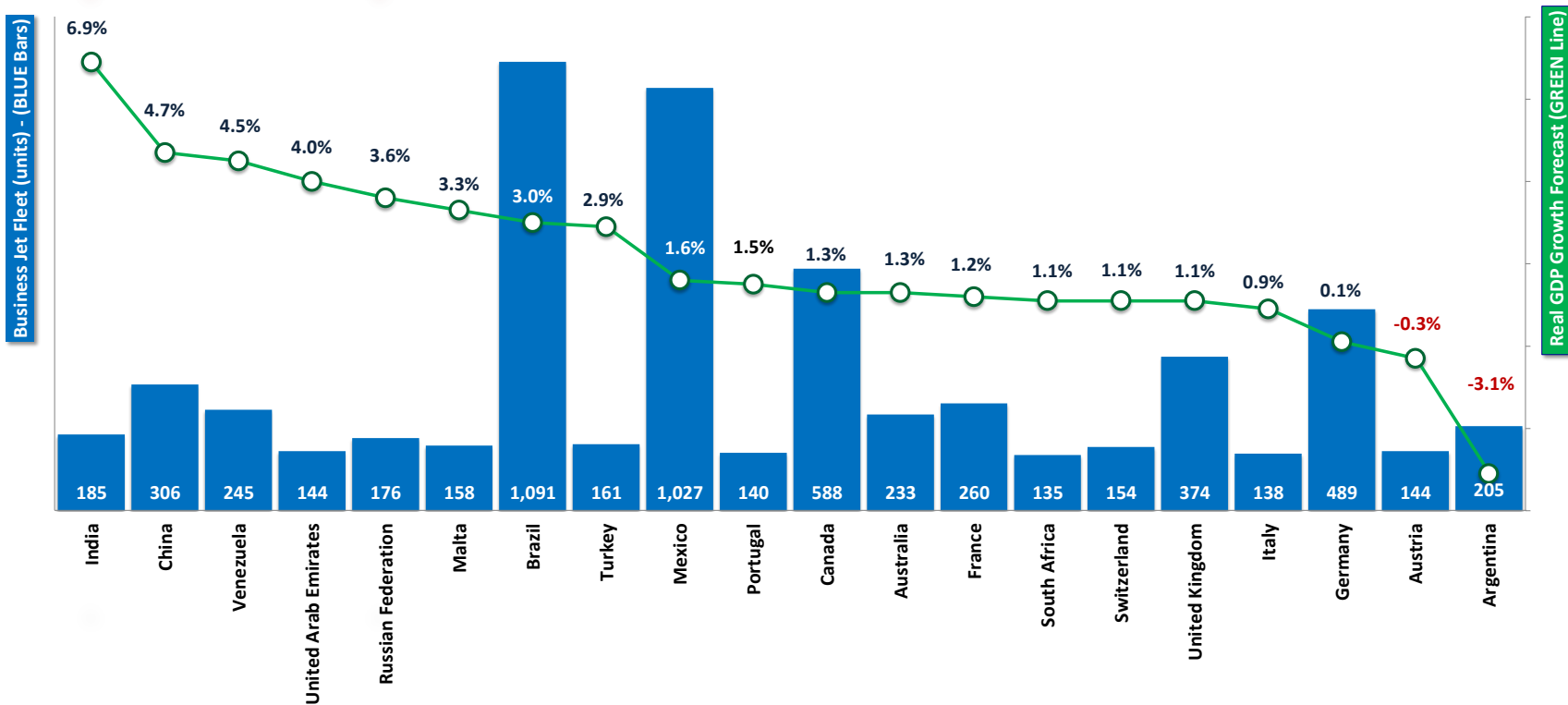


Sources: GDP forecast: The Economist – Oct 10, 2024; Fleet: JETNET as of September 30, 2024

Only 7 of the top 20 countries with the largest business jet fleets are forecast to experience 3% or higher GDP growth in 2024

# The Economy and Business Jet Fleets

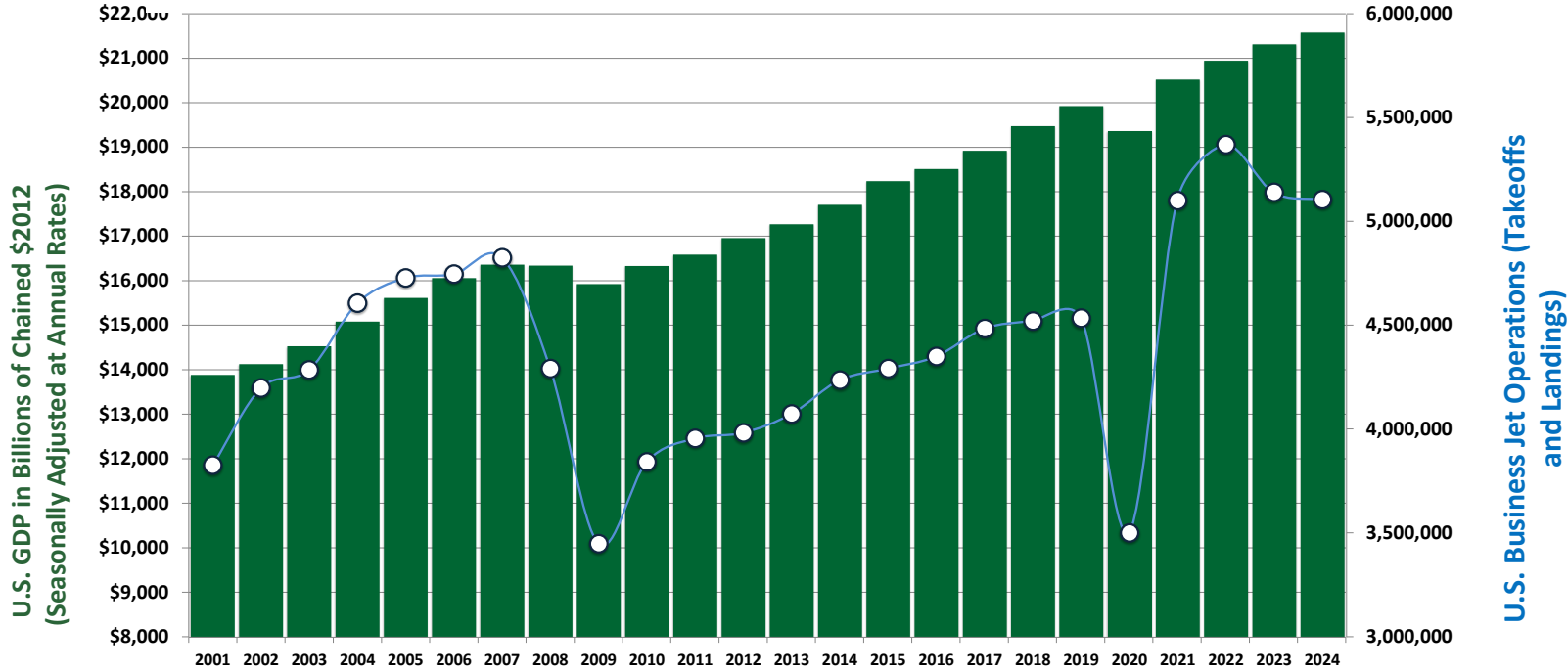
2024F GDP Growth Estimates and "Top 20" Business Jet Fleets  
(excluding the United States)



Sources: GDP forecast: The Economist – Oct 10, 2024; Fleet: JETNET as of September 30, 2024

# The Economy and Aircraft Utilization

U.S. GDP and U.S. Business Jet Operations (Takeoffs and Landings)



U.S. Business Jet Fleet

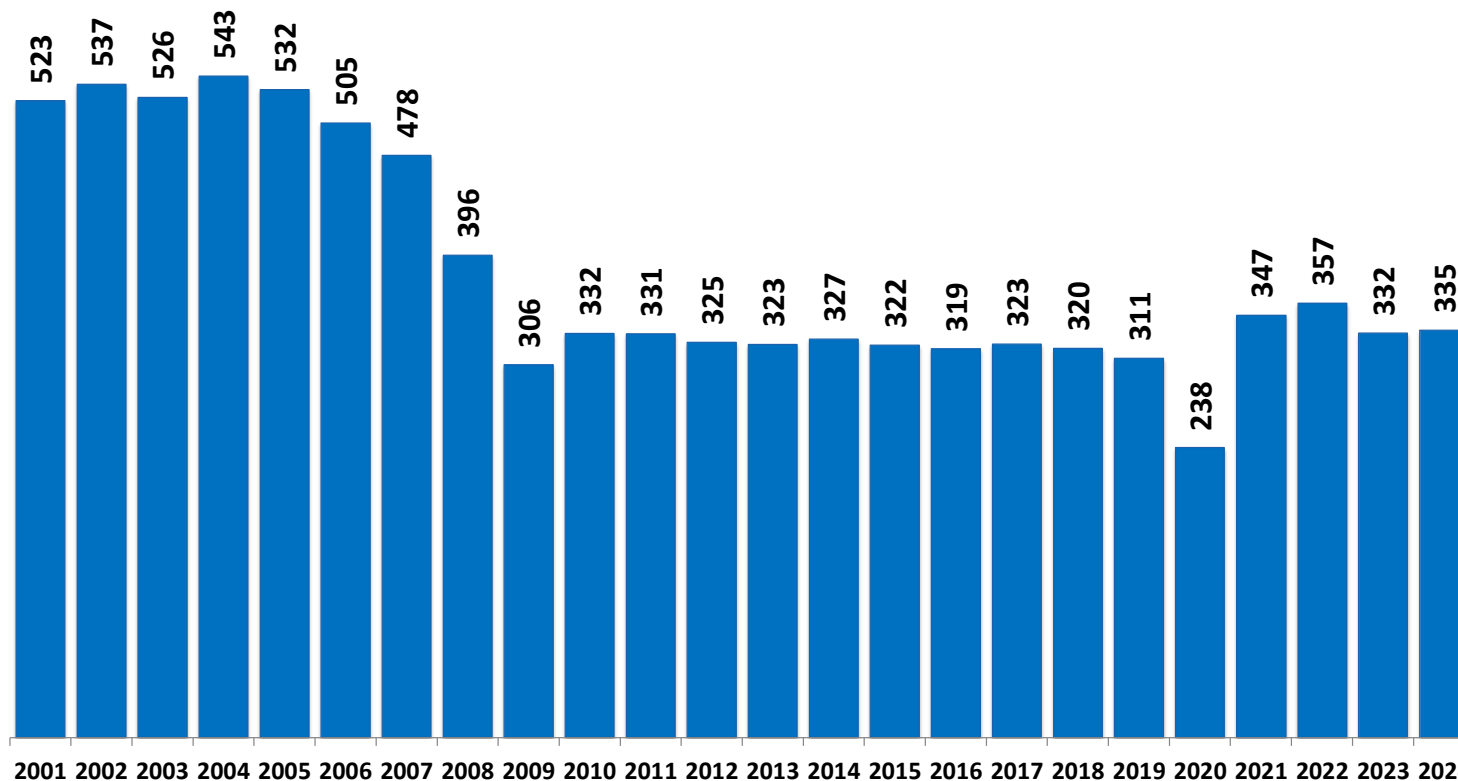


Sources: U.S. Congressional Budget Office, FAA, JETNET; operations data for latest year are YTD on a Trailing Twelve Months (TTM) basis for the most recent period available

**U.S. business jet operations were at their highest-ever levels in 2022 (blue line), and have softened somewhat in 2023 and 2024 YoY**

# Aircraft Utilization

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



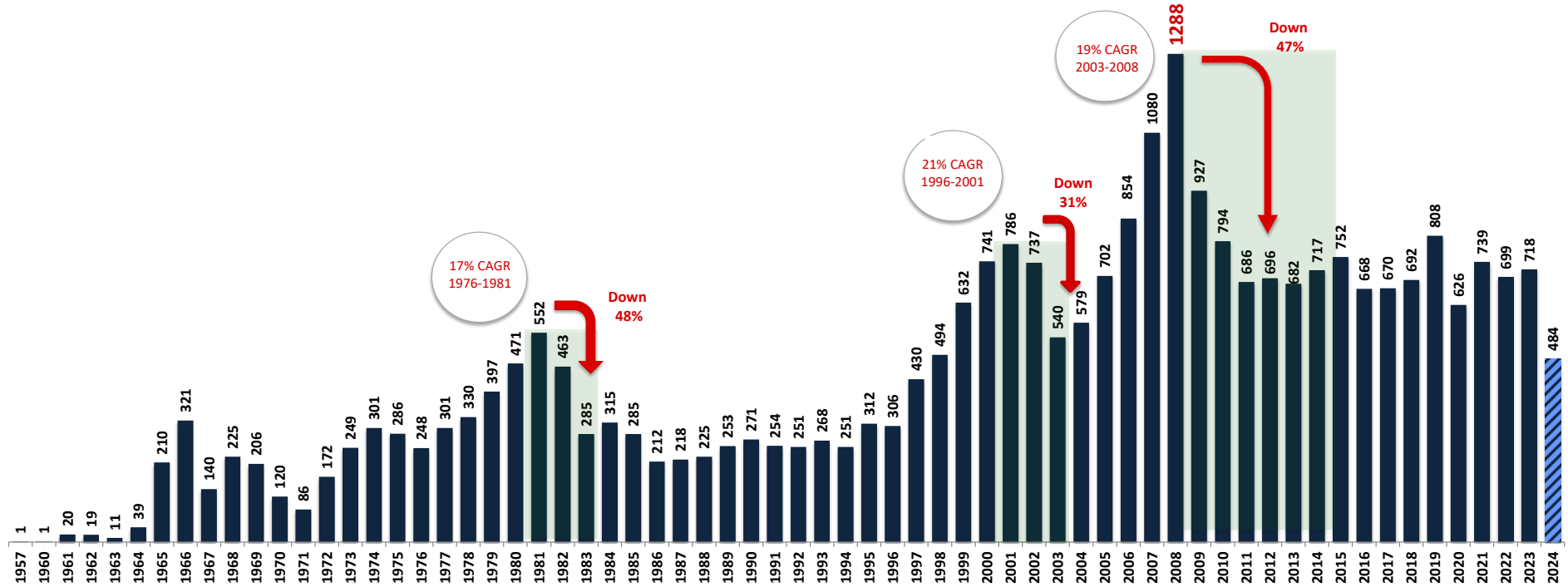
Sources: U.S. FAA; operations data for latest year are YTD on a Trailing Twelve Months (TTM) basis for the most recent period available; 1 cycle = 1 takeoff and landing; U.S. fleet from JETNET

Cycles per U.S.-based business jet have stabilized but at a lower rate than in the period prior to the Global Financial Crisis, cycles have slowed over the last 2 years

# Business Jet Deliveries (Units)

## Worldwide - As of September 30, 2024

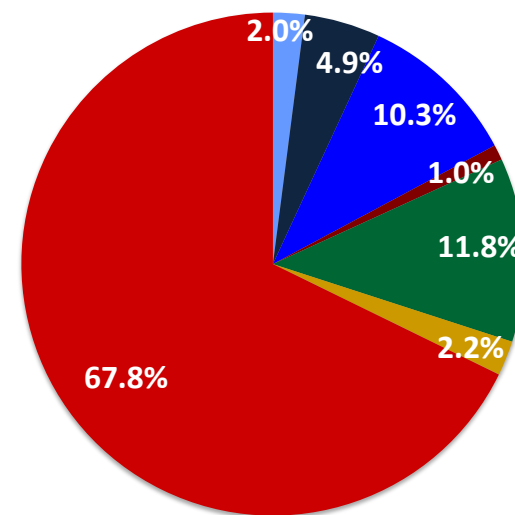
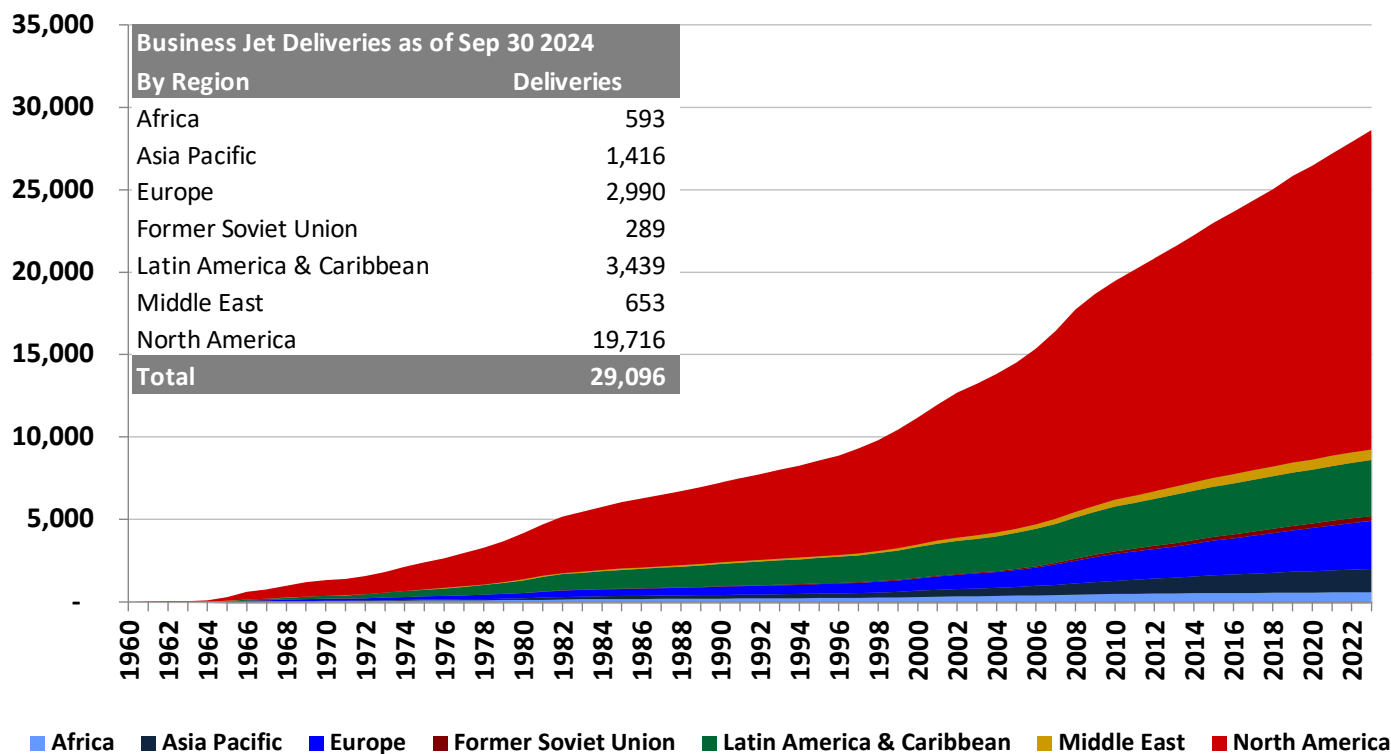
Business Jet Deliveries



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.); results for the current year are preliminary and year-to-date; data for the most recent period are subject to change as additional delivery and registration data are recorded by JETNET

## Business Jet Deliveries by Region

Ever Delivered - As of September 30, 2024



## Business Jet Deliveries by Manufacturer Ever Delivered - As of September 30, 2024

NORTH AMERICA		Deliveries as of Sep 30 2024
<b>OEM</b>		
Beechcraft		246
Bombardier		4,188
Cessna Citation		6,162
Dassault Falcon		1,868
Embraer		1,071
Gulfstream		2,762
Hawker		1,414
Other		2,005
<b>Total</b>		<b>19,716</b>

EUROPE		Deliveries as of Sep 30 2024
<b>OEM</b>		
Beechcraft		21
Bombardier		680
Cessna Citation		913
Dassault Falcon		424
Embraer		282
Gulfstream		221
Hawker		190
Other		259
<b>Total</b>		<b>2,990</b>

FORMER SOVIET UNION		Deliveries as of Sep 30 2024
<b>OEM</b>		
Beechcraft		-
Bombardier		86
Cessna Citation		17
Dassault Falcon		43
Embraer		30
Gulfstream		42
Hawker		41
Other		30
<b>Total</b>		<b>289</b>

MIDDLE EAST		Deliveries as of Sep 30 2024
<b>OEM</b>		
Beechcraft		6
Bombardier		166
Cessna Citation		59
Dassault Falcon		66
Embraer		44
Gulfstream		156
Hawker		65
Other		91
<b>Total</b>		<b>653</b>

LATIN AMERICA & CARIBBEAN		Deliveries as of Sep 30 2024
<b>OEM</b>		
Beechcraft		87
Bombardier		836
Cessna Citation		980
Dassault Falcon		152
Embraer		348
Gulfstream		314
Hawker		411
Other		311
<b>Total</b>		<b>3,439</b>

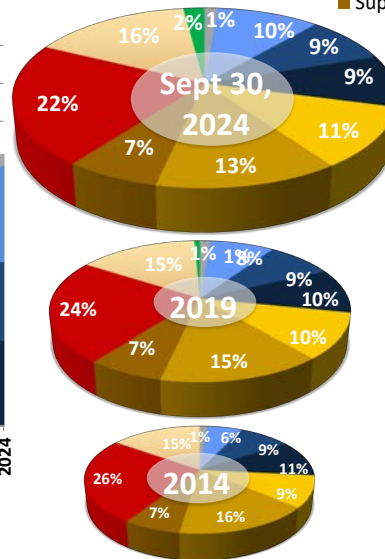
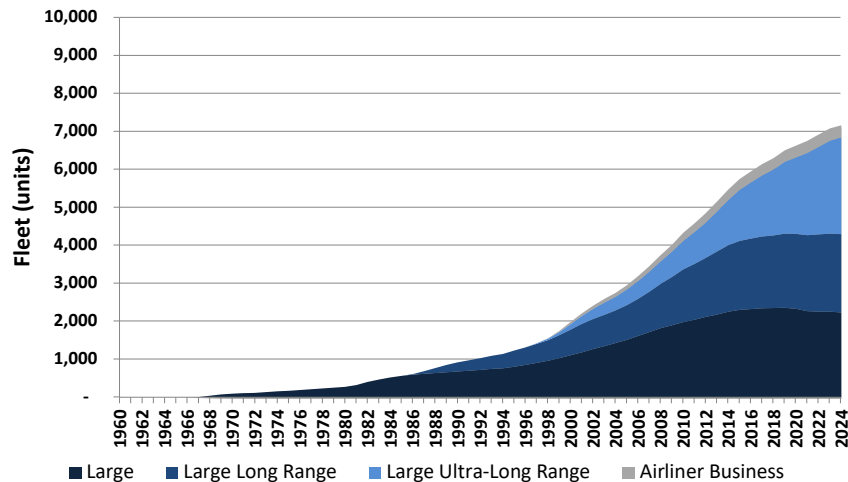
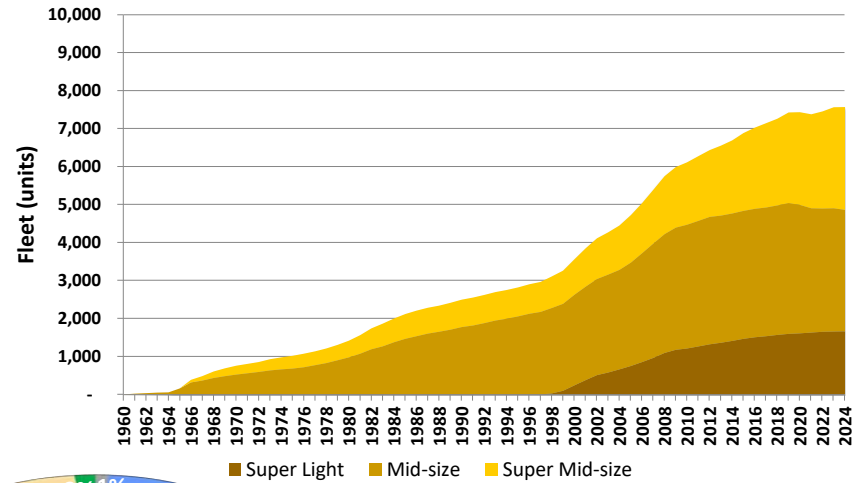
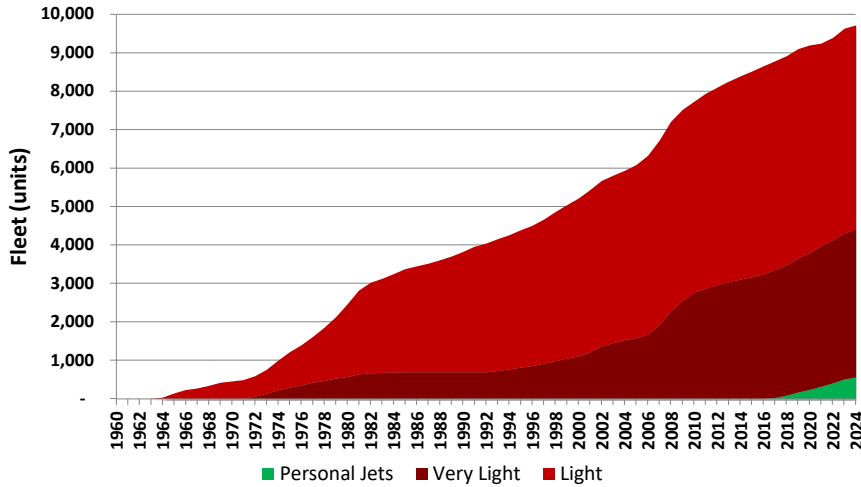
AFRICA		Deliveries as of Sep 30 2024
<b>OEM</b>		
Beechcraft		2
Bombardier		126
Cessna Citation		111
Dassault Falcon		74
Embraer		28
Gulfstream		83
Hawker		123
Other		46
<b>Total</b>		<b>593</b>

ASIA PACIFIC		Deliveries as of Sep 30 2024
<b>OEM</b>		
Beechcraft		10
Bombardier		351
Cessna Citation		289
Dassault Falcon		107
Embraer		89
Gulfstream		290
Hawker		148
Other		132
<b>Total</b>		<b>1,416</b>

JETNET indicates that there have been 29,096 jets ever-delivered through Q3 2024

## Business Jet Fleet by Size Category

Fleet by Year From 1960 through September 30, 2024



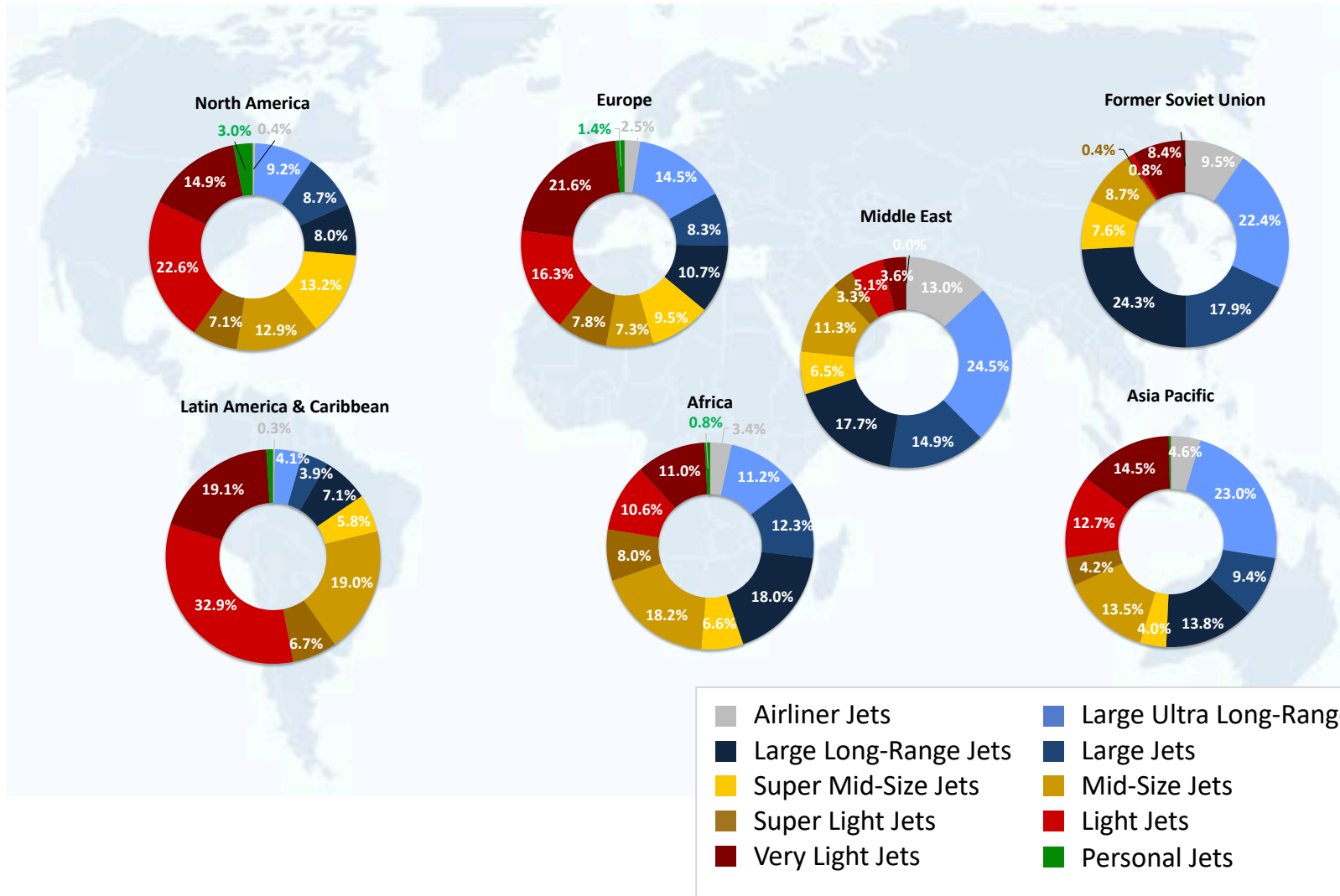
### Business Jet Fleet as of September 30 2024

#### By size category

Airliner Business	319
Large Ultra-Long Range	2,544
Large Long Range	2,068
Large Jets	2,229
Super Mid-size Jets	2,706
Mid-size Jets	3,200
Super Light Jets	1,665
Light Jets	5,309
Very Light Jets	3,835
Personal Jets	566
<b>Total</b>	<b>24,441</b>

# Business Jet Fleet by Size Category

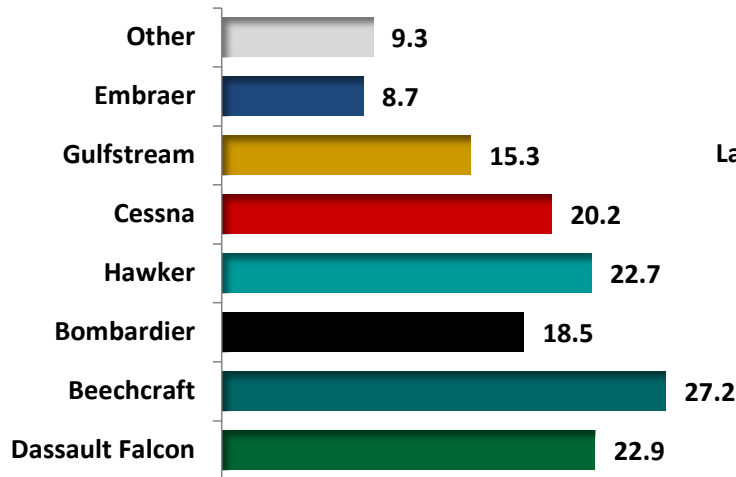
As of September 30, 2024



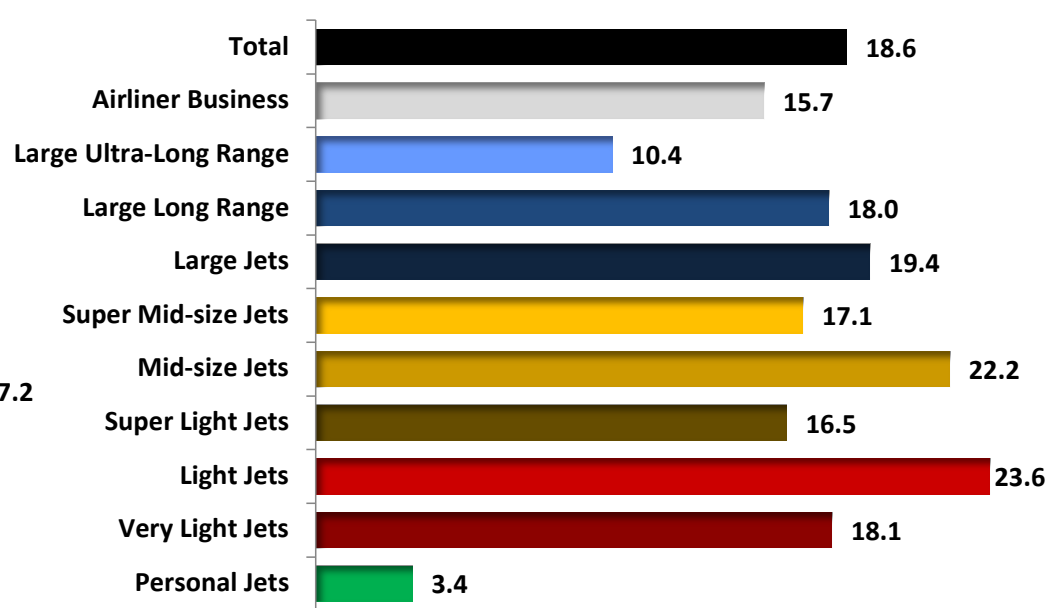
# Business Jet Fleet Age (Years)

As of September 30, 2024

Business aircraft average fleet age as of September 30, 2024

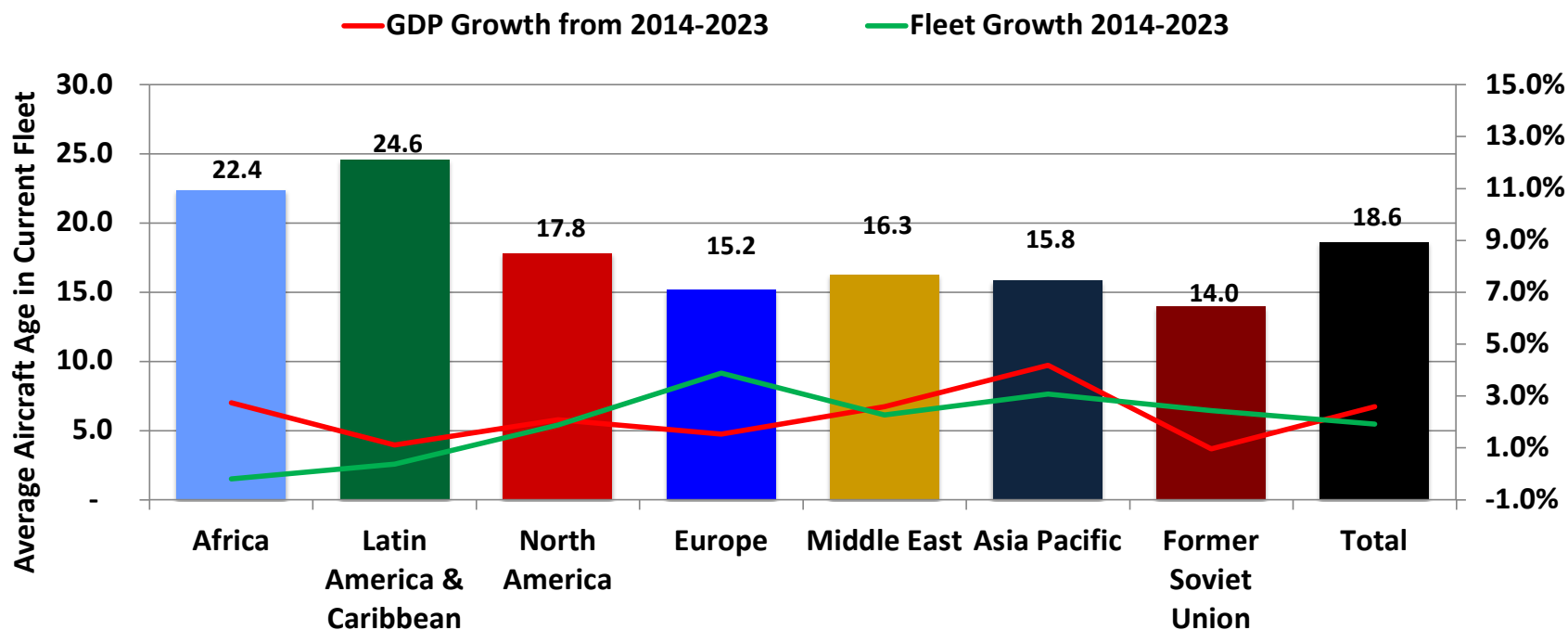


Business aircraft average fleet age as of September 30, 2024



# Business Jet Fleet Age, GDP & Fleet Growth

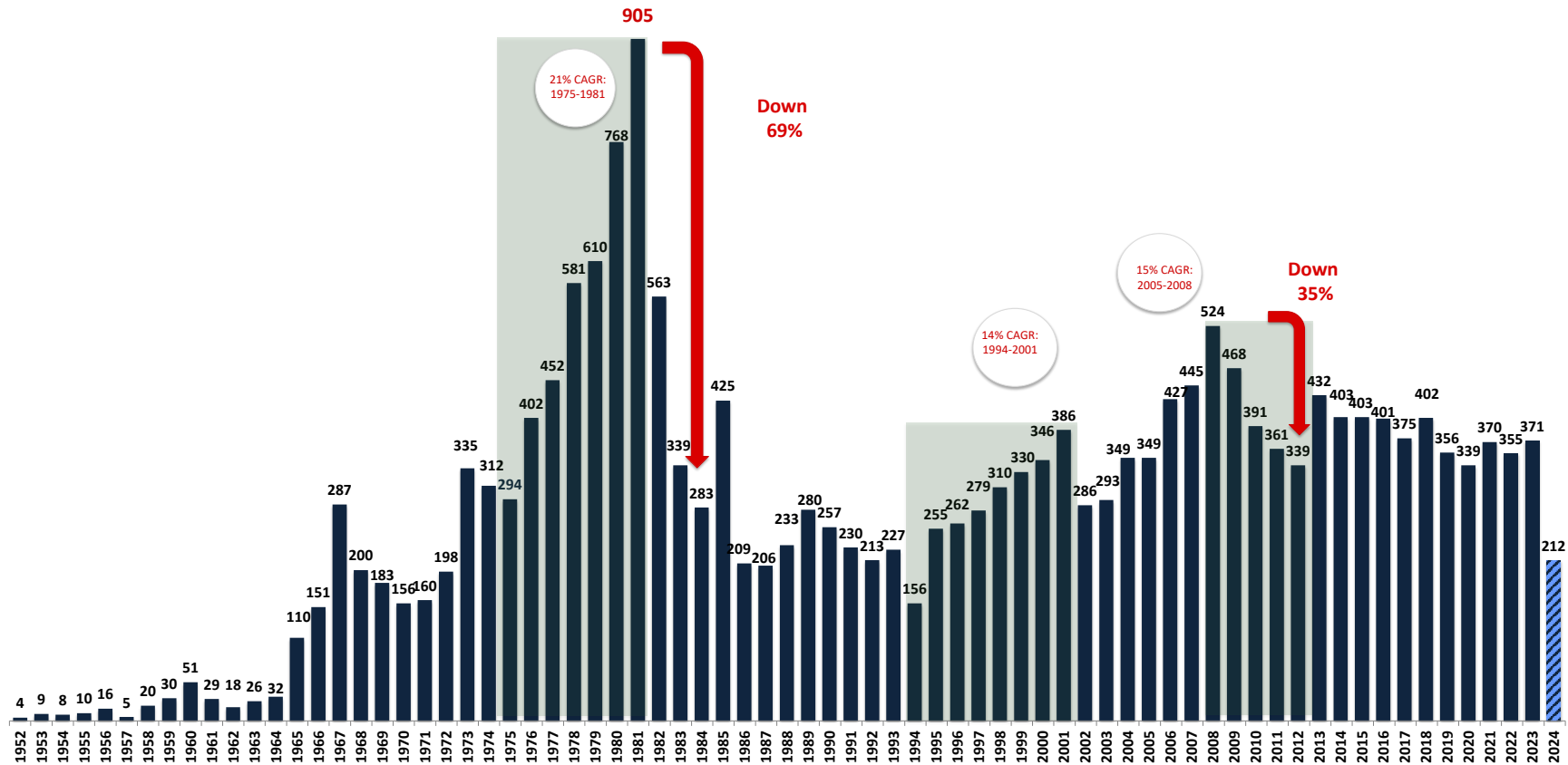
Regional profile of current average business Jet fleet age and regional GDP and fleet growth (2014-Q3 2024)



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

# Business Turboprop Deliveries (Units)

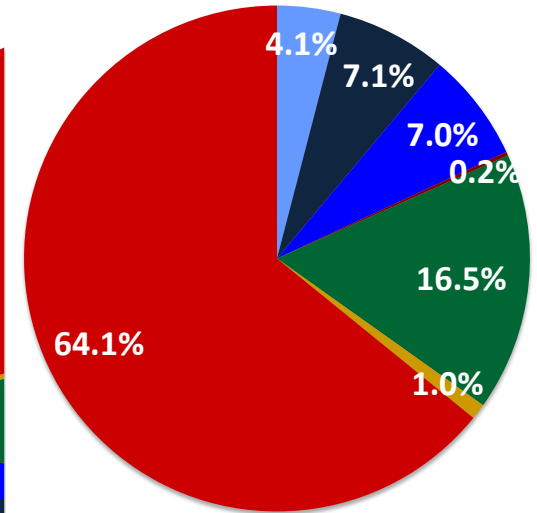
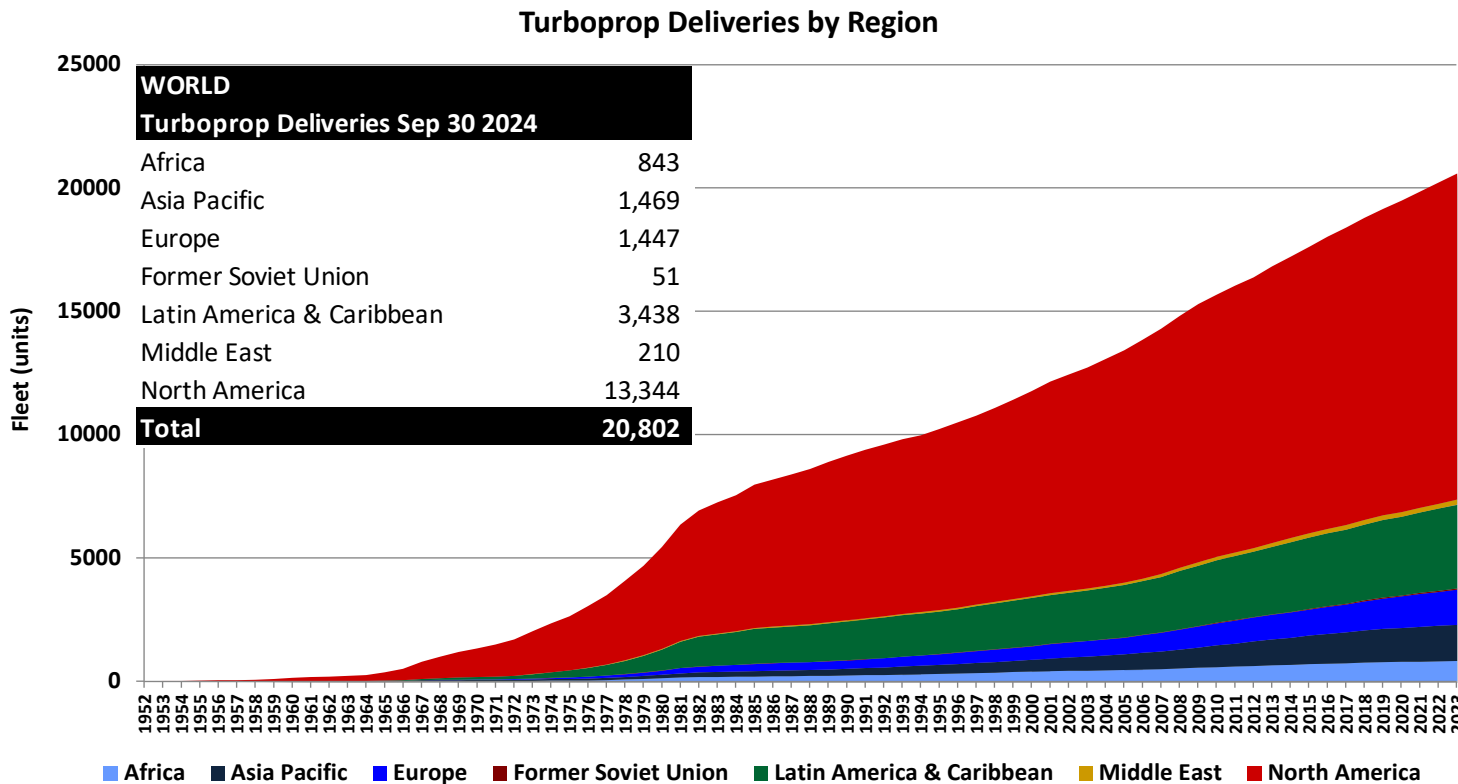
Worldwide - As of September 30, 2024



Source: JETNET; results for the current year are preliminary and year-to-date; data for the most recent period are subject to change as additional delivery and registration data are recorded by JETNET

**New business turboprop deliveries have remained relatively stable for the last 10 years**

## Turboprop Deliveries by Region Ever Delivered - As of September 30, 2024



## Turboprop Deliveries by Manufacturer Ever Delivered - As of September 30, 2024

NORTH AMERICA	
Turboprop Deliveries Sep 30 2024	Deliveries
Cessna	1,466
Daher	1,174
Beechcraft	4,910
Pilatus	1,456
Piper	847
Turbo Commander	541
Other	2,950
<b>Total</b>	<b>13,344</b>

EUROPE	
Turboprop Deliveries Sep 30 2024	Deliveries
Cessna	138
Daher	183
Beechcraft	404
Pilatus	283
Piper	182
Turbo Commander	21
Other	236
<b>Total</b>	<b>1,447</b>

FORMER SOVIET UNION	
Turboprop Deliveries Sep 30 2024	Deliveries
Cessna	9
Daher	3
Beechcraft	14
Pilatus	12
Piper	4
Turbo Commander	1
Other	8
<b>Total</b>	<b>51</b>

MIDDLE EAST	
Turboprop Deliveries Sep 30 2024	Deliveries
Cessna	58
Daher	2
Beechcraft	114
Pilatus	3
Piper	2
Turbo Commander	16
Other	15
<b>Total</b>	<b>210</b>

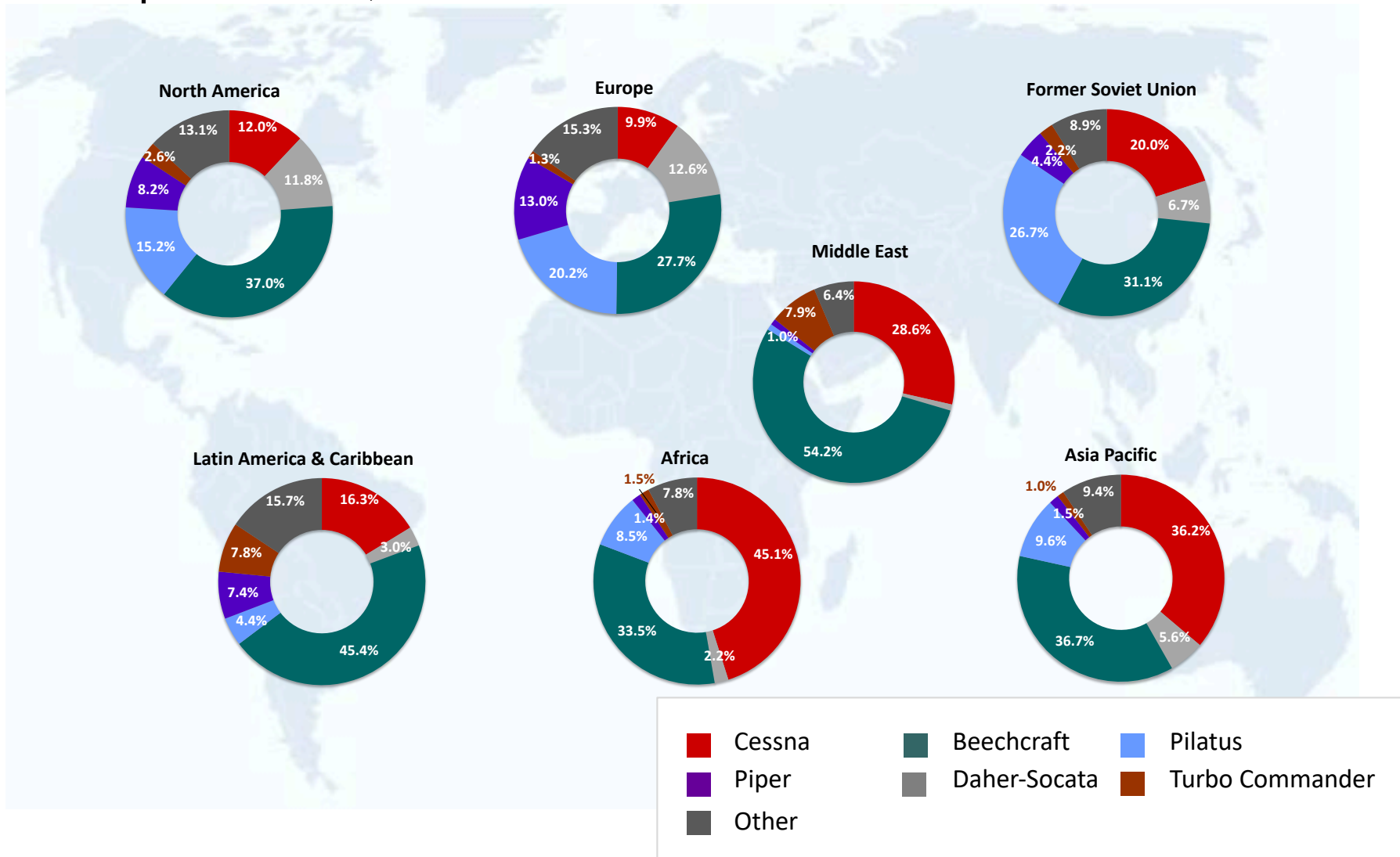
LATIN AMERICA & CARIBBEAN	
Turboprop Deliveries Sep 30 2024	Deliveries
Cessna	546
Daher	100
Beechcraft	1,570
Pilatus	146
Piper	243
Turbo Commander	279
Other	554
<b>Total</b>	<b>3,438</b>

AFRICA	
Turboprop Deliveries Sep 30 2024	Deliveries
Cessna	376
Daher	17
Beechcraft	289
Pilatus	67
Piper	11
Turbo Commander	15
Other	68
<b>Total</b>	<b>843</b>

ASIA PACIFIC	
Turboprop Deliveries Sep 30 2024	Deliveries
Cessna	527
Daher	80
Beechcraft	535
Pilatus	138
Piper	22
Turbo Commander	16
Other	151
<b>Total</b>	<b>1,469</b>

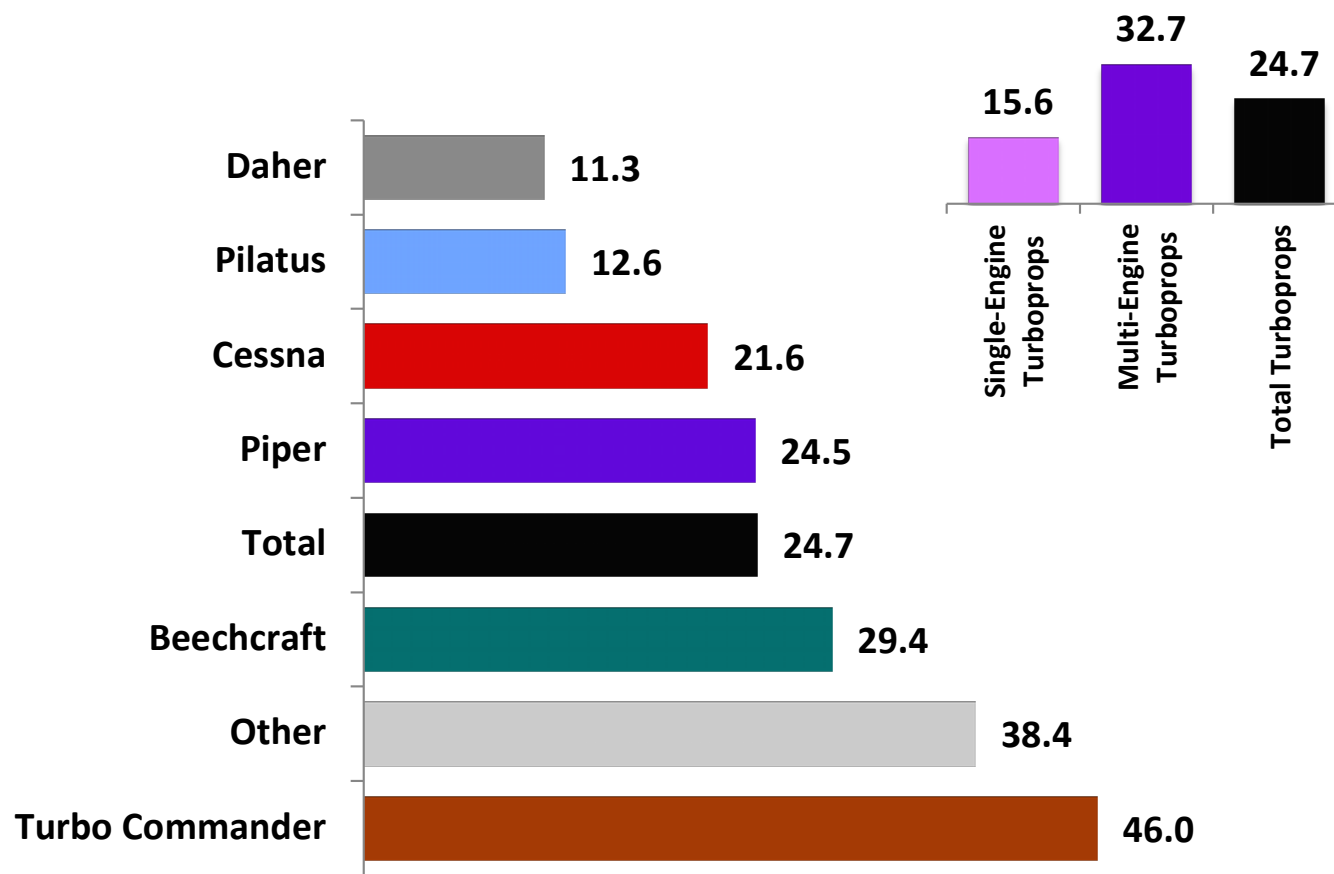
# Business Turboprop Fleet by Manufacturer

As of September 30, 2024



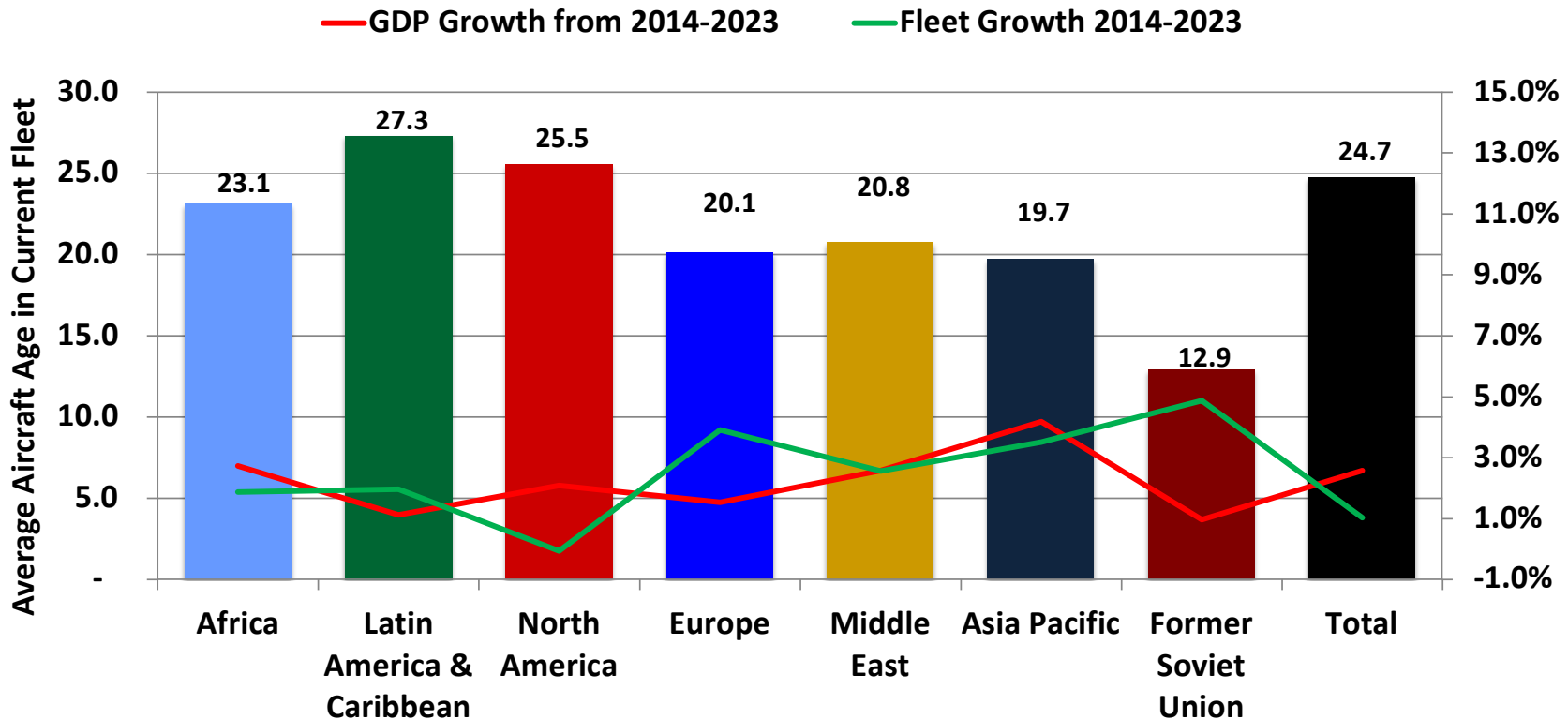
# Turboprop Fleet Age (Years)

As of September 30, 2024



# Turboprop Fleet Age, GDP & Fleet Growth

Regional profile of current average turboprop fleet age and regional GDP and fleet growth (2014-Q3 2024)

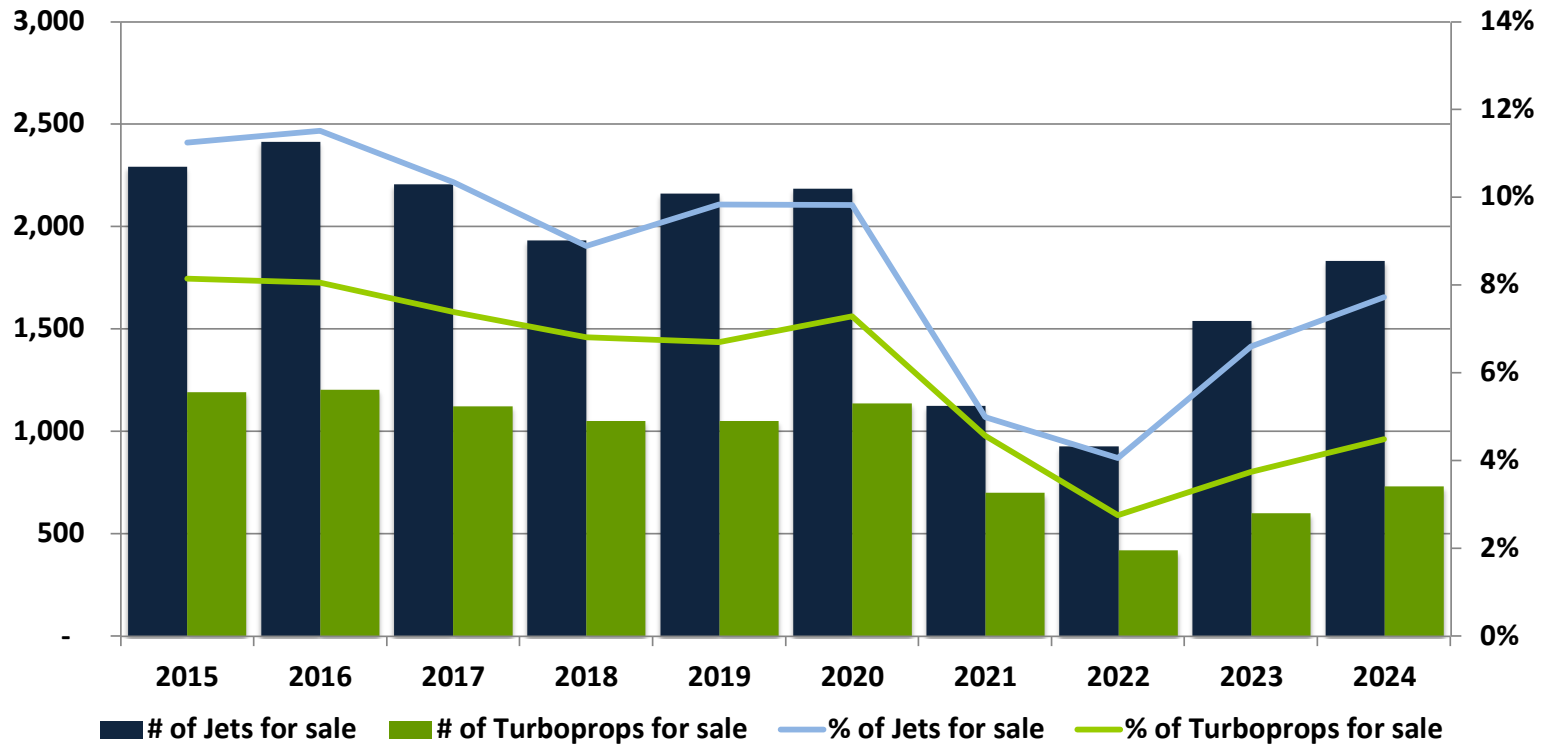


Note: Fleet age is in years since initial aircraft delivery; GDP and fleet growth rates are 10-year CAGR

JETNET iQ Snap!: 3rd Quarter 2024 - Private & Confidential

# Pre-Owned Business Aircraft Inventory

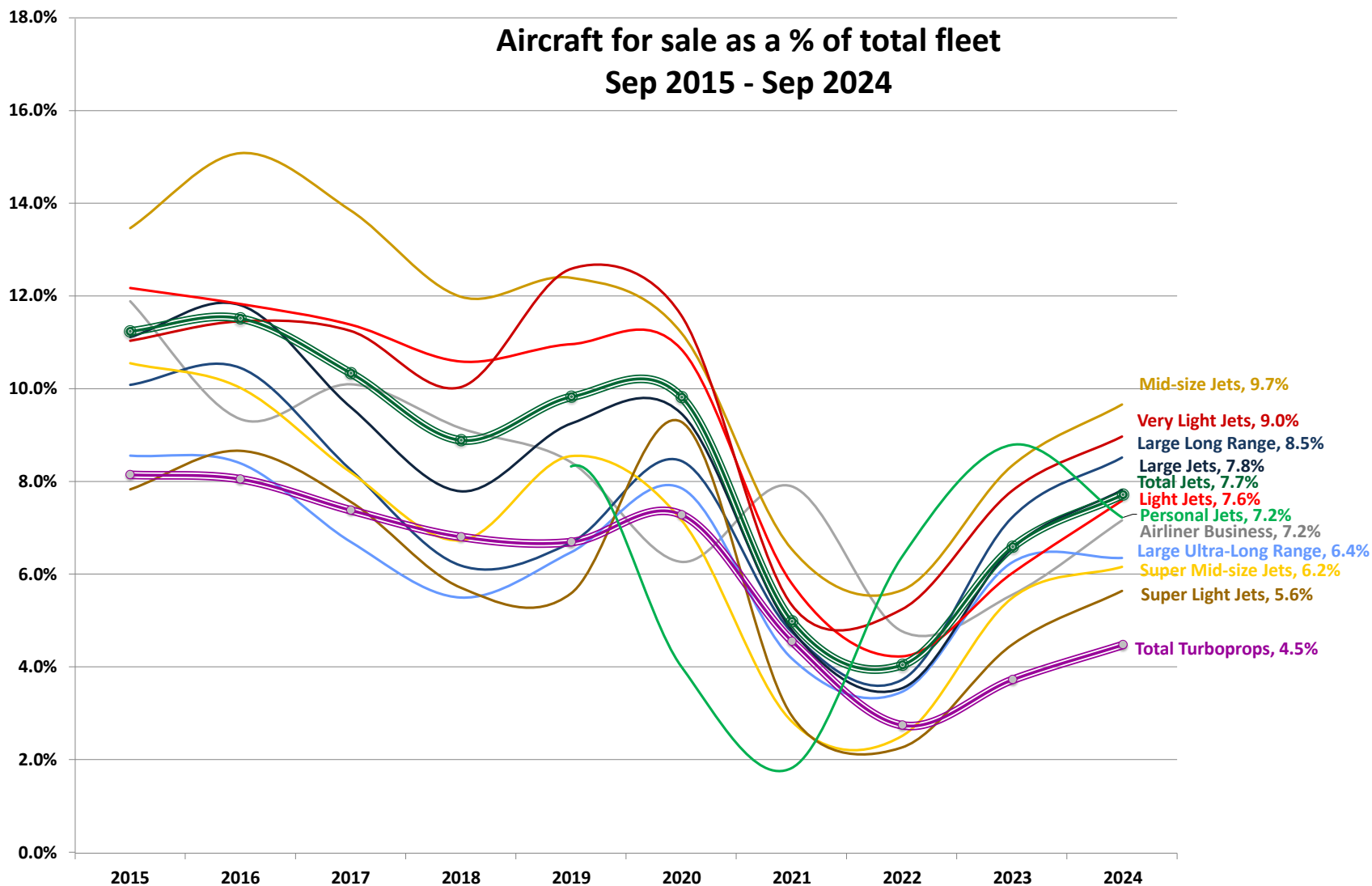
Business Jets and Turboprops for sale  
Sep 2015 - Sep 2024



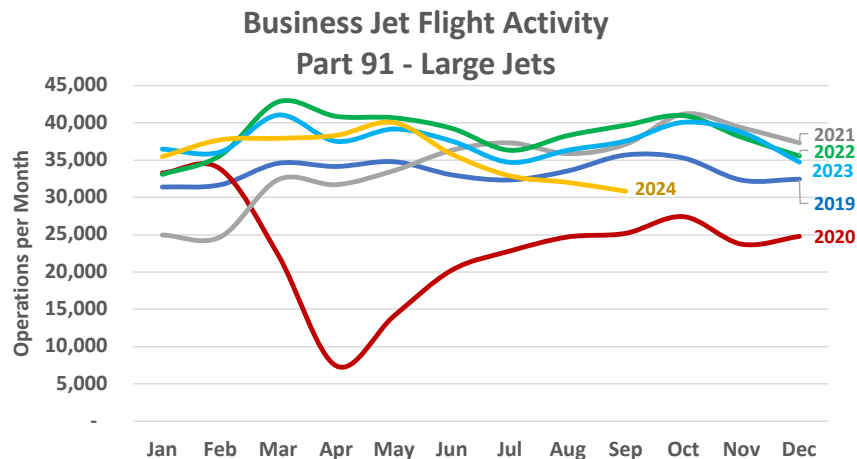
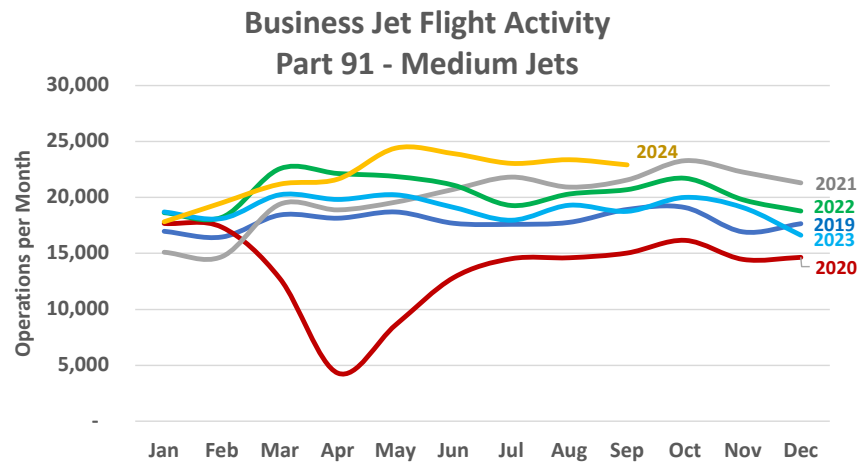
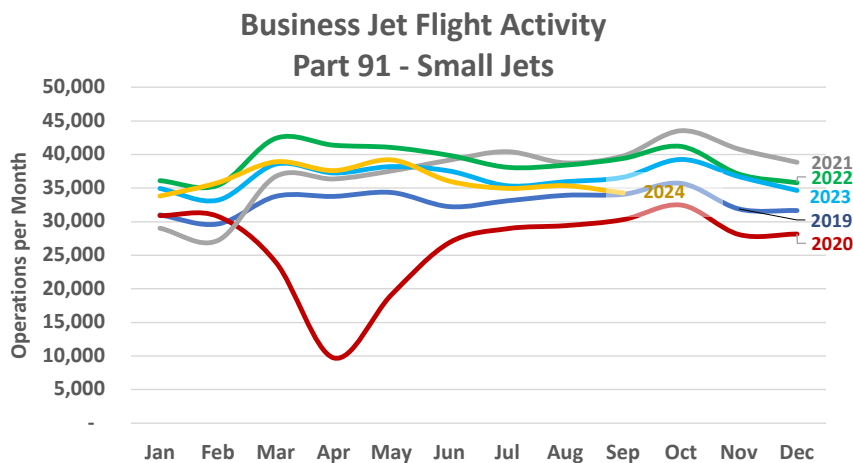
Aircraft Available for Sale as % of World Fleet (as of September 30)										
	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Business Jets	11.2%	11.5%	10.3%	8.9%	9.8%	9.8%	5.0%	4.1%	6.6%	7.7%
Turboprop	8.2%	8.1%	7.4%	6.8%	6.7%	7.3%	4.6%	2.8%	3.7%	4.5%

For-sale inventories of pre-owned business aircraft are edging up – especially for business jets – as market forces rebalance after the post-pandemic surge

# Pre-Owned Business Jet Inventory

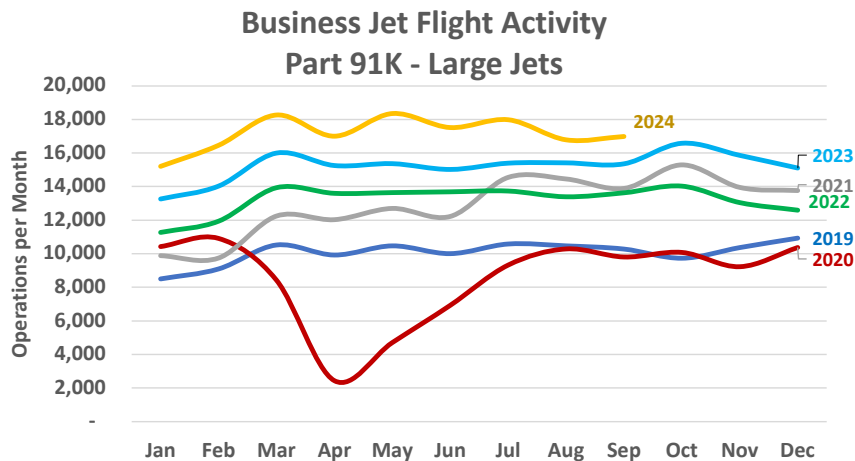
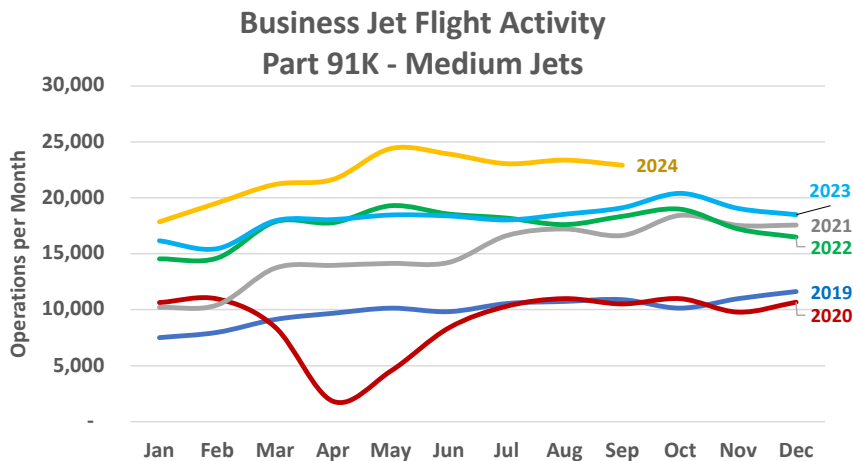
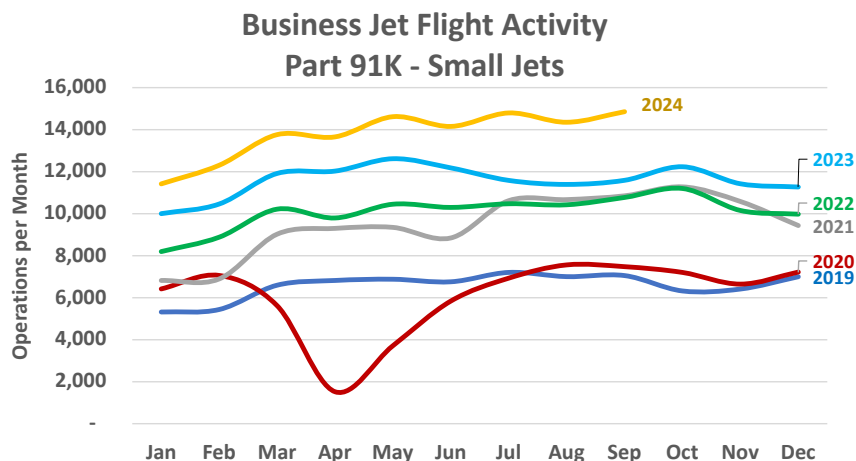


# U.S. Business Jet Utilization – Part 91



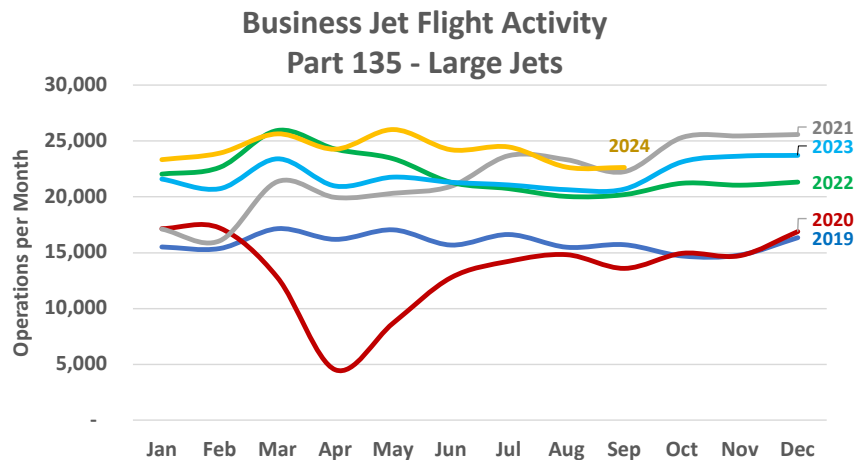
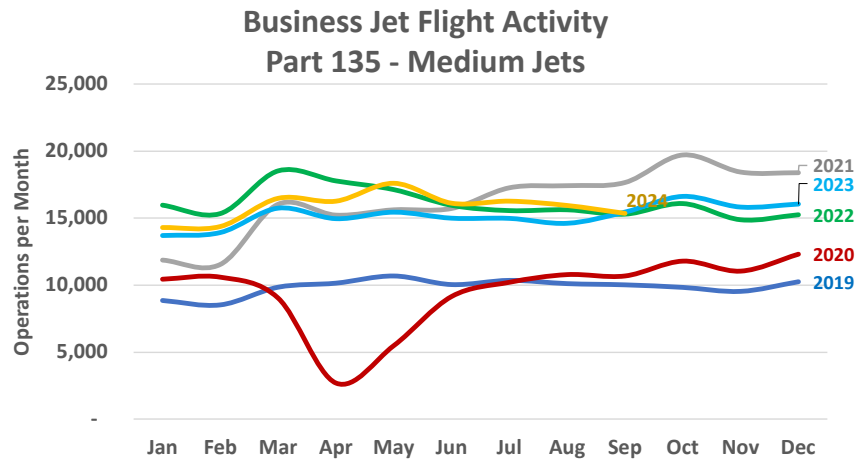
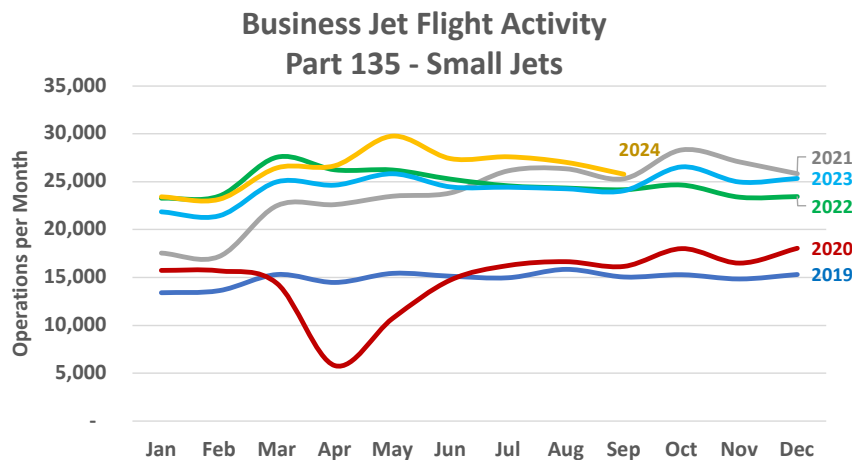
Source: U.S. FAA; JETNET; U.S. Part 91 includes private and corporate flight operations (not for-hire)

# U.S. Business Jet Utilization – Part 91K



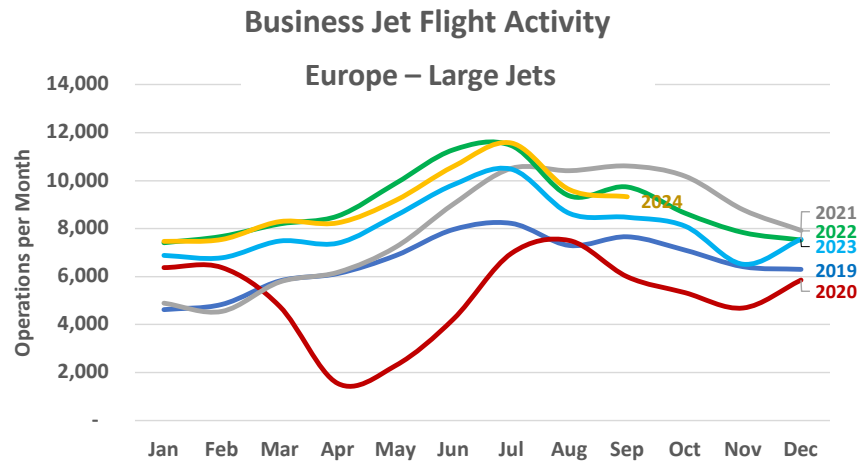
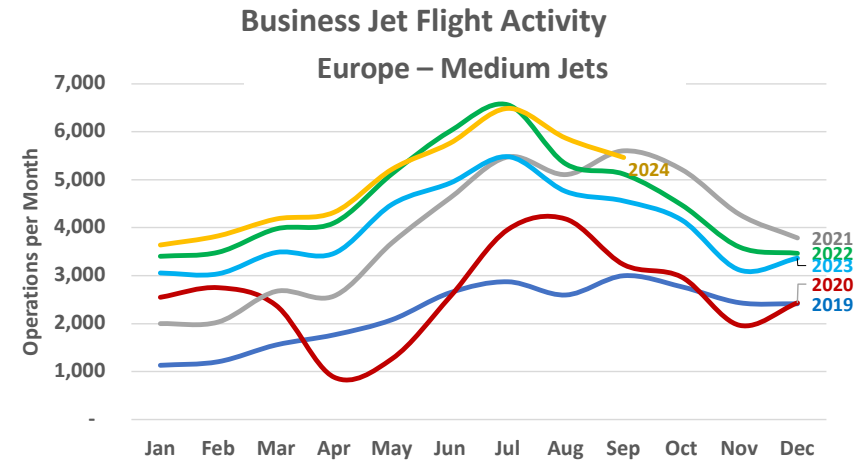
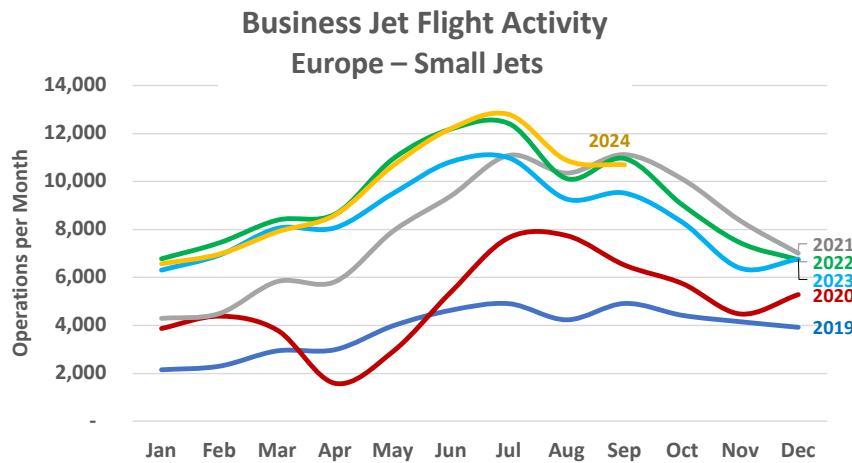
Source: U.S. FAA; JETNET; U.S. Part 91K includes fractional ownership program flight operations

# 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

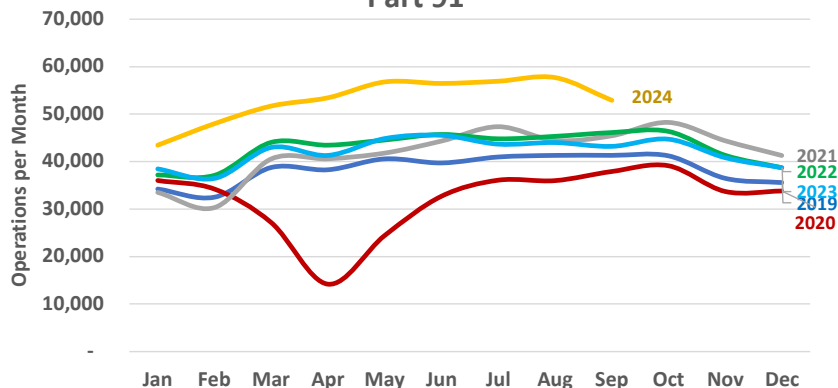
# European Business Jet Utilization



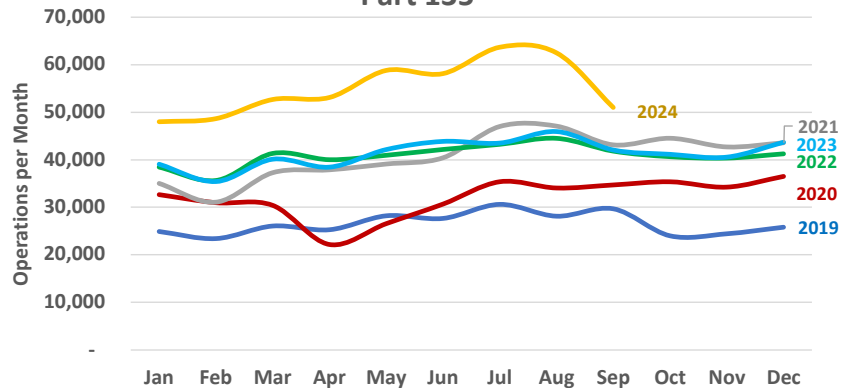
Source: Eurocontrol; JETNET

# Business Turboprop Utilization

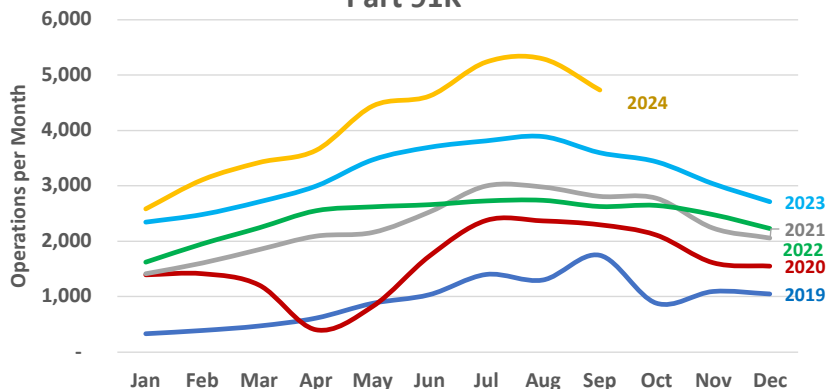
**Turboprop Flight Activity Part 91**



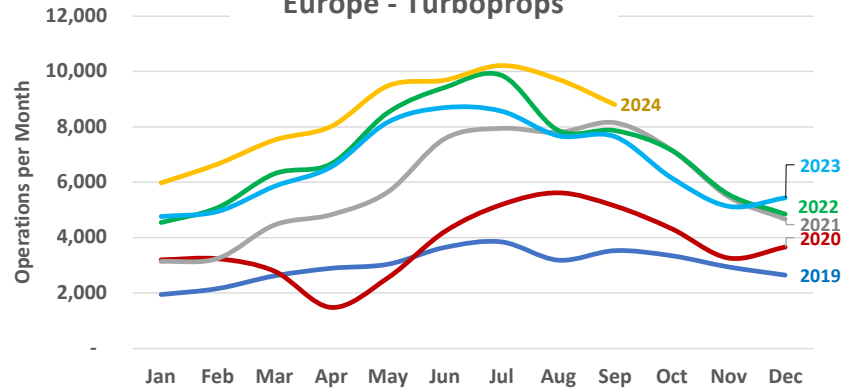
**Turboprop Flight Activity Part 135**



**Turboprop Flight Activity Part 91K**



**Turboprop Flight Activity Europe - Turboprops**



Source: U.S. FAA; JETNET

# Crude Oil and Jet Fuel Prices

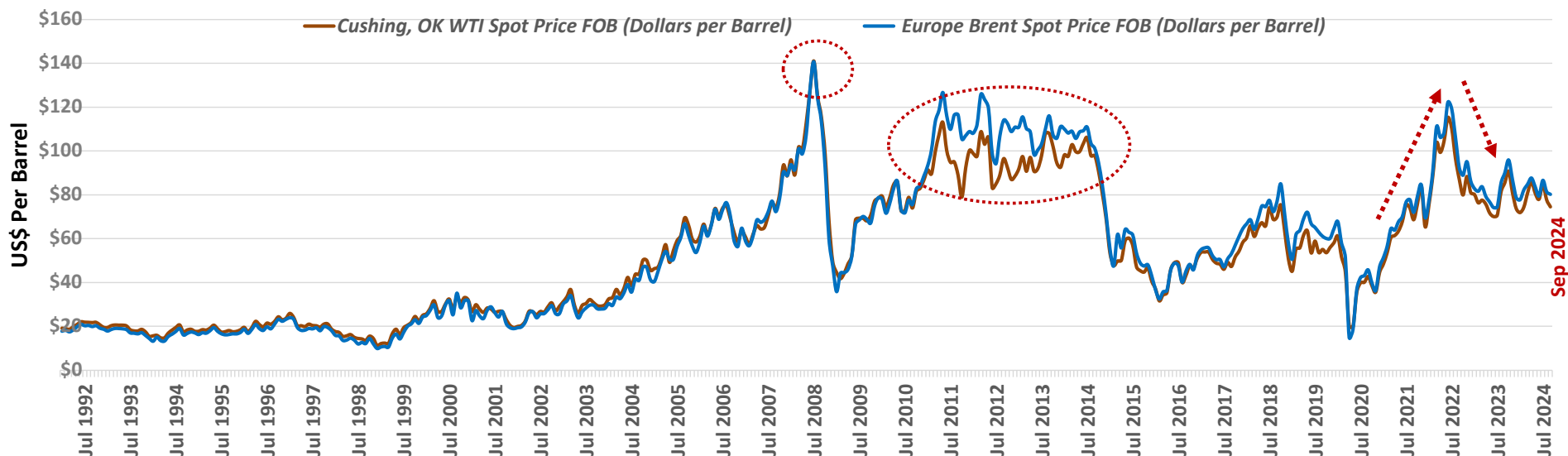
<b>IATA Fuel Price Monitor</b>	<b>Share in</b>			<b>Index Value</b>	<b>vs. 1 week</b>	<b>vs. 1 month</b>		
<b>October 4 2024</b>	<b>World Index</b>	<b>\$/US gallon</b>	<b>\$/barrel</b>	<b>2000= 100</b>	<b>ago</b>	<b>ago</b>	<b>vs.1 yr ago</b>	
<b>Jet Fuel Price</b>	<b>100%</b>	<b>\$ 2.106</b>	<b>\$ 88.45</b>	<b>241.80</b>	<b>2.6%</b>	<b>2.8%</b>	<b>-21.2%</b>	
Asia & Oceania	22%	\$ 2.047	\$ 85.95	245.60	1.7%	1.4%	-18.3%	
Europe & CIS	28%	\$ 2.161	\$ 90.74	244.50	3.1%	2.9%	-18.8%	
Middle East & Africa	7%	\$ 2.050	\$ 86.11	257.10	2.4%	1.9%	-18.8%	
North America	39%	\$ 2.101	\$ 88.22	234.50	2.9%	3.6%	-24.9%	
Latin & Central America	4%	\$ 2.193	\$ 92.12	255.20	2.7%	3.7%	-20.5%	

*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

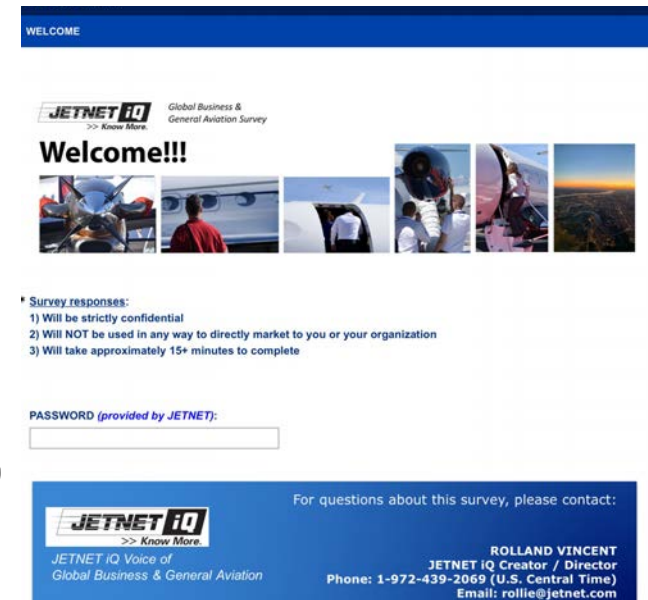
### Historical Crude Oil Price Per Barrel (Month-End \$U.S. Price)



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

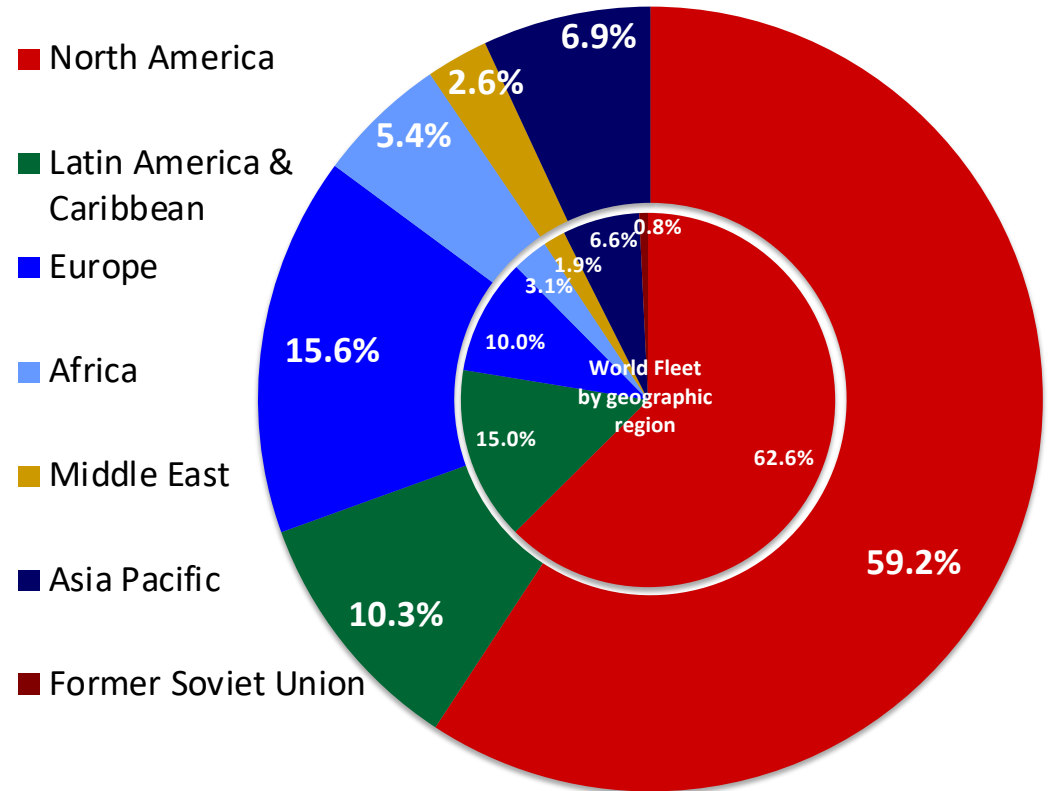
For questions about this survey, please contact:  
**ROLLAND VINCENT**  
JETNET iQ Creator / Director  
Phone: 1-972-439-2069 (U.S. Central Time)  
Email: rollie@jetnet.com

JETNET iQ Surveys: Quarterly, multilingual, worldwide

## Survey Respondents' Location By Respondent Location

Q3 2024 Survey

RESPONDENT COUNTRIES FROM Q3 2024 SURVEY			
COUNTRIES/TERRITORIES	# of respondents		# of respondents
ARGENTINA	8	PHILIPPINES	1
AUSTRALIA	4	POLAND	1
AUSTRIA	4	SAUDI ARABIA	2
BANGLADESH	1	SERBIA	1
BOTSWANA	1	SINGAPORE	2
BRAZIL	13	SLOVAK REPUBLIC	1
CANADA	18	SLOVENIA	1
CHINA	5	SOUTH AFRICA	5
COLOMBIA	1	SOUTH KOREA	1
CYPRUS	2	ST BARTHELEMY	1
CZECHIA	2	SWEDEN	1
DOMINICAN REPUBLIC	1	SWITZERLAND	7
EGYPT	1	THAILAND	1
ESTONIA	1	TURKEY	8
ETHIOPIA	1	UNITED ARAB EMIRATES	3
FRANCE	3	UNITED KINGDOM	12
GERMANY	8	UNITED STATES	269
GUATEMALA	1	VENEZUELA	1
HUNGARY	1		
ICELAND	1		
INDIA	4	<b>Total # of respondents</b>	<b>417</b>
INDONESIA	1	<b>Total # of countries</b>	<b>48</b>
IRELAND	3	Africa	12
LIBYA	1	Asia Pacific	20
LUXEMBOURG	1	Europe	52
MALTA	2	Former Soviet Union	0
MAURITANIA	1	Latin America & Caribbean	33
MEXICO	6	Middle East	13
NAMIBIA	2	North America	287
PARAGUAY	1	<b>Total</b>	<b>417</b>

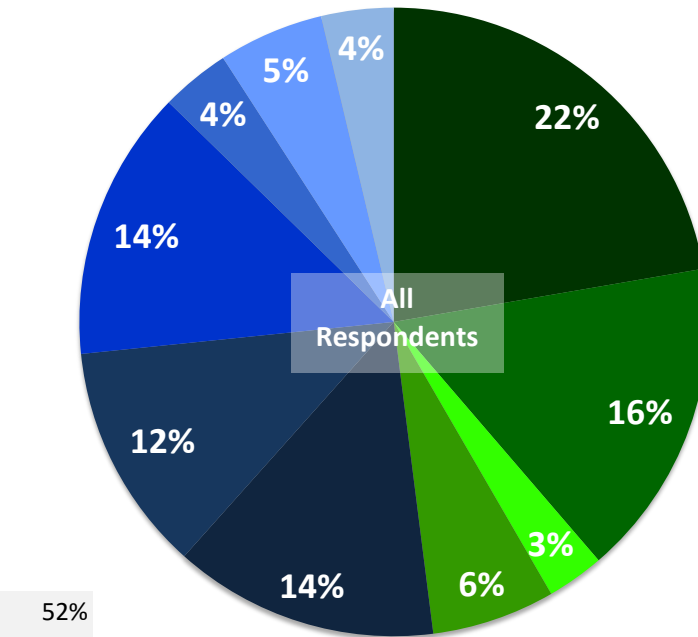


## Survey Respondents' Roles

Q3 2024 Survey

Title of respondent	Completed
Business owner / shareholder / partner	144
CEO / COO / CFO / President / Managing Director	106
Vice President / Senior Management	19
General Manager / Director	41
Chief Pilot	88
Pilot	76
Head of flight operations / Flight Operations Manager	90
Dispatcher / Scheduler / Flight Coordinator	23
Director of maintenance / Head of maintenance	35
Vice President / Director of Aviation	24
<b>Total</b>	<b>646</b>

Aviation Professionals	336	52%
Senior Management / General Manager	310	48%



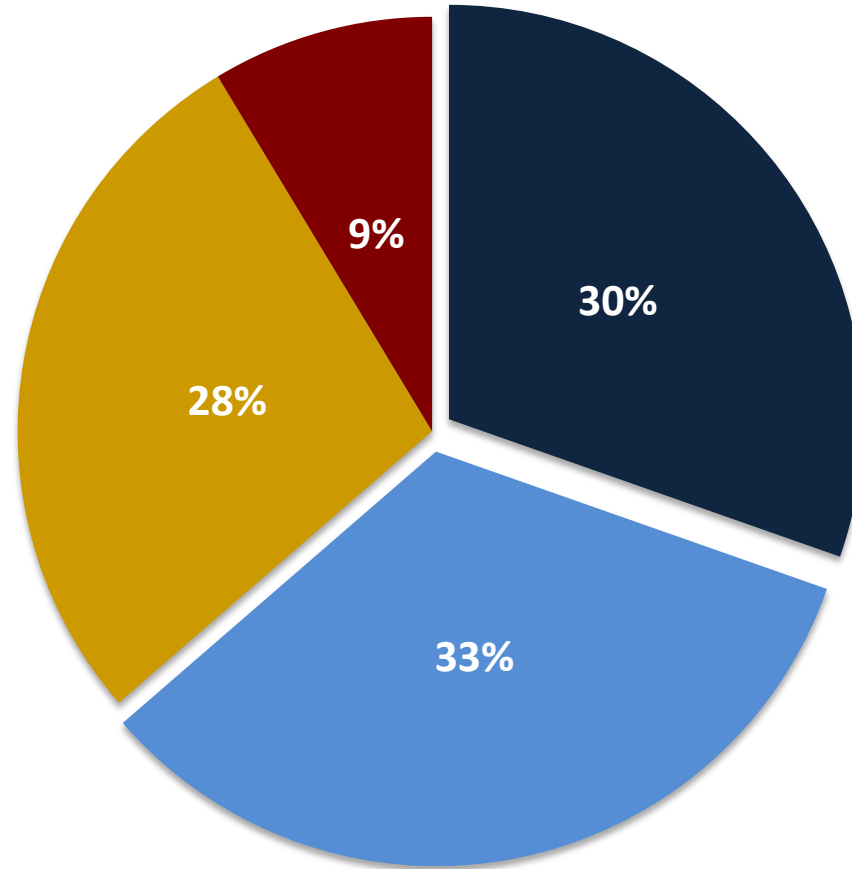
- Business owner / shareholder / partner
- CEO / COO / CFO / President / Managing Director
- Vice President / Senior Management
- General Manager / Director
- Chief Pilot
- Pilot
- Head of flight operations / Flight Operations Manager
- Dispatcher / Scheduler / Flight Coordinator
- Director of maintenance / Head of maintenance
- Vice President / Director of Aviation



# Survey Respondents' Roles

By Involvement in Last Fixed-Wing Turbine Aircraft Purchase

Q3 2024 Survey



Decision-maker

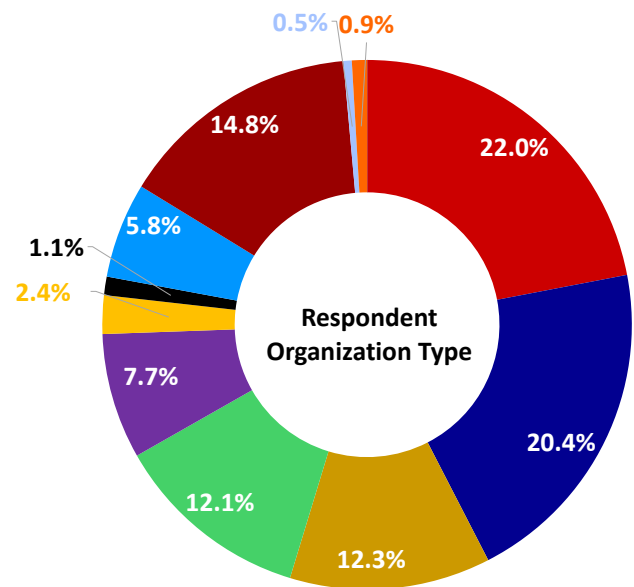
Influenced the purchase decision

Provided information supporting the purchase decision

Not involved in the purchase decision

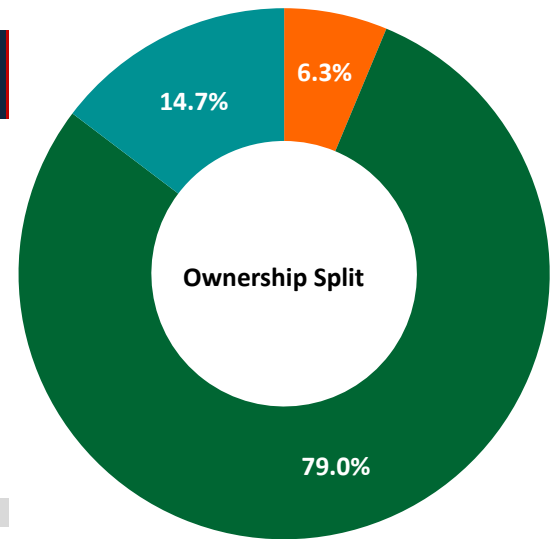
# Survey Respondents' Organization

Q3 2024 Survey



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

Aircraft owner	215
Aircraft operator	200
Flight department	120
Aircraft management company	118
Air taxi or charter operator	75
Fractional aircraft operator	23
Fractional share / jet card holder	11
Aircraft MRO	57
Broker / Dealer	145
Financial Institution	5
Government	9
Other	-
Privately-held	113
Publicly-traded	21
<b>Total</b>	<b>1,112</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: blue;">●</span> Aircraft operator	<span style="color: yellow;">●</span> Fractional aircraft operator	<span style="color: lightblue;">●</span> Financial Institution
<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: green;">●</span> Aircraft management company	<span style="color: cyan;">●</span> Aircraft MRO	<span style="color: grey;">●</span> Other

<span style="color: orange;">●</span> Government
<span style="color: darkgreen;">●</span> Privately held
<span style="color: teal;">●</span> Publicly held

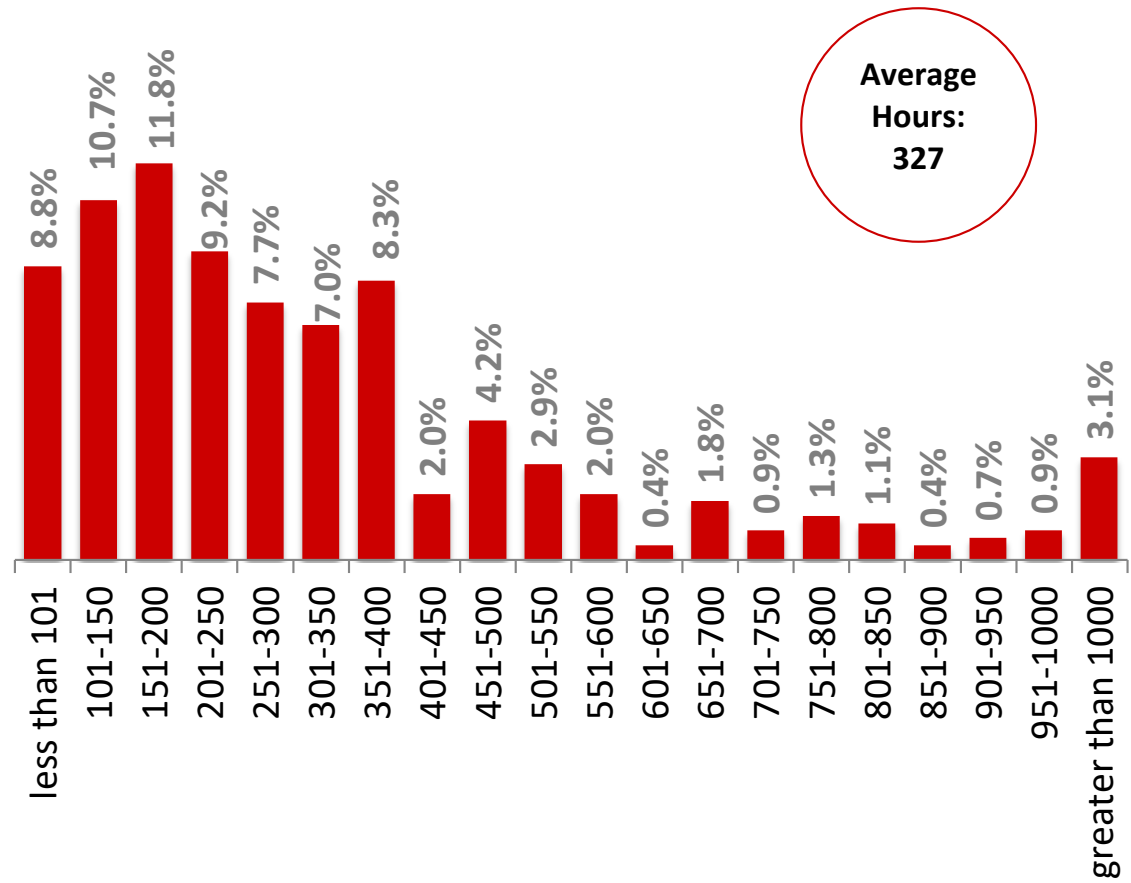
Note: Respondents may have chosen multiple organizational types

# Survey Respondents' Flight Operations

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

**Annual Flight Hours Per Aircraft**

Q3 2024 Survey

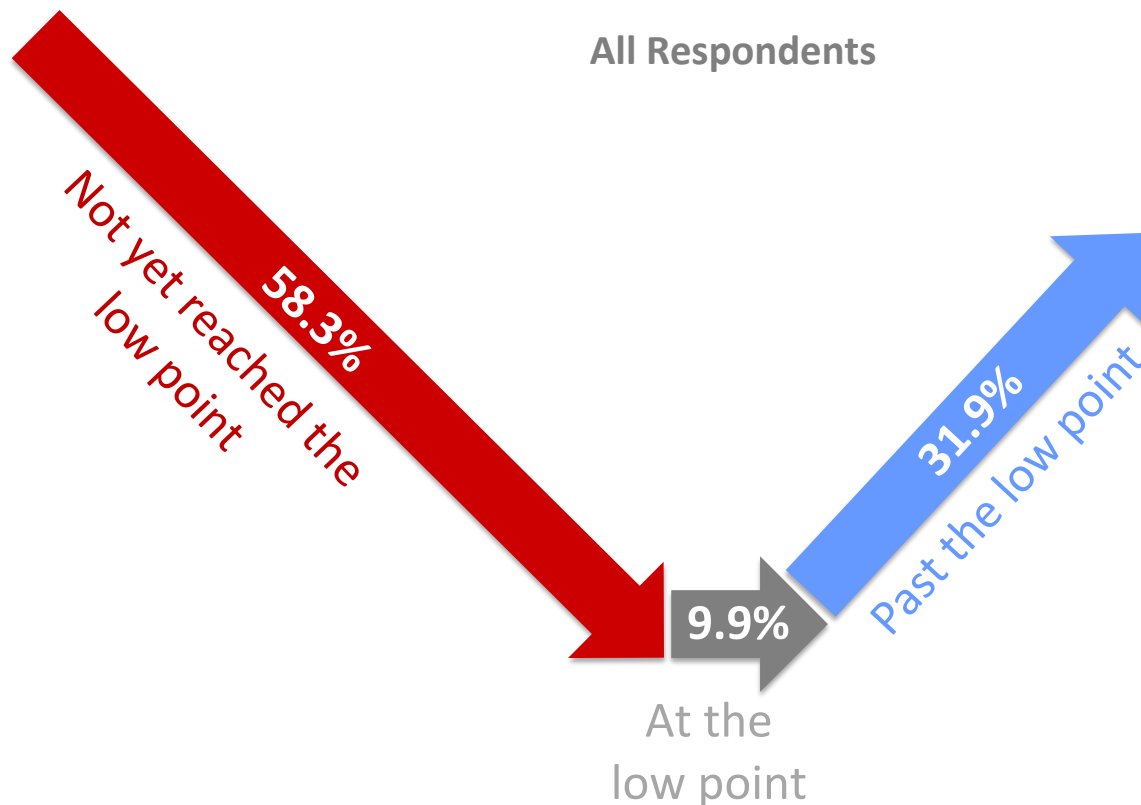


# Survey Respondents' Sentiment

Current Market Sentiment

Q3 2024 Survey

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

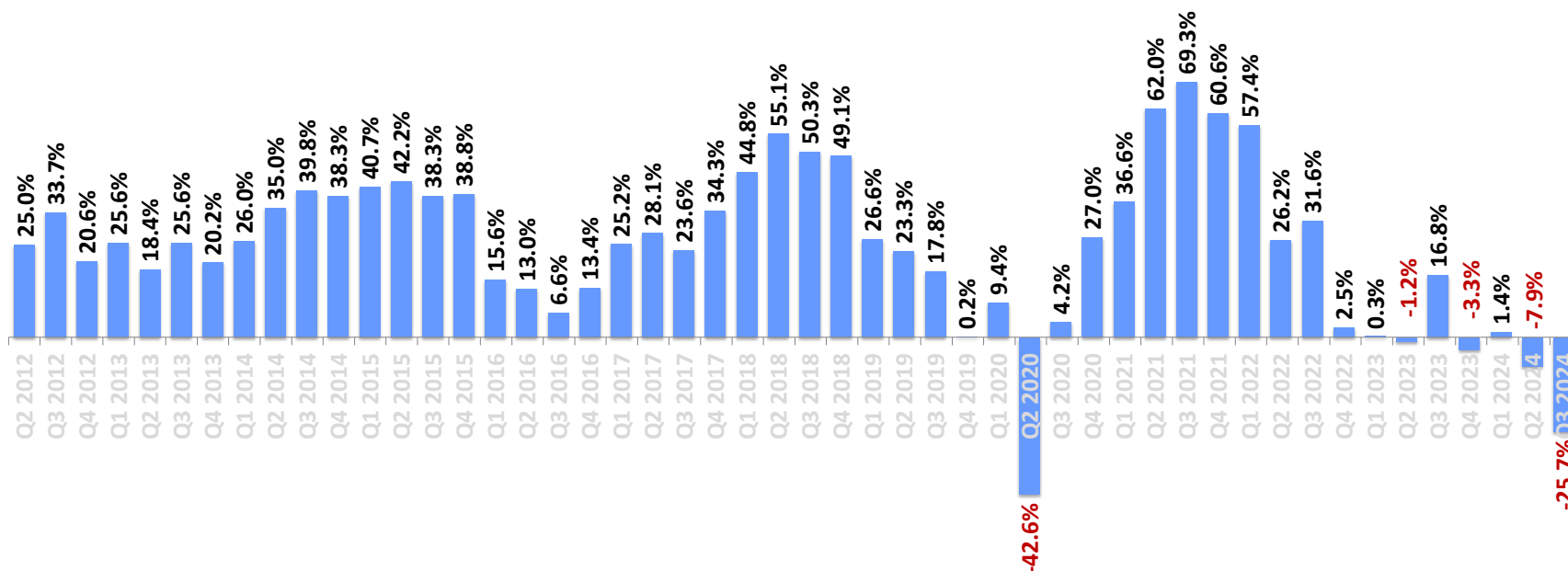


Note: Percentages may not add to 100% due to rounding

# Survey Respondents' Sentiment

## Current Market Sentiment

**Overall Worldwide Net Optimism  
by Quarter**



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

Net optimism has slipped further in Q3 2024 to -25.7% from -7.9% in Q2 2024

# Aircraft Purchase Inhibitors

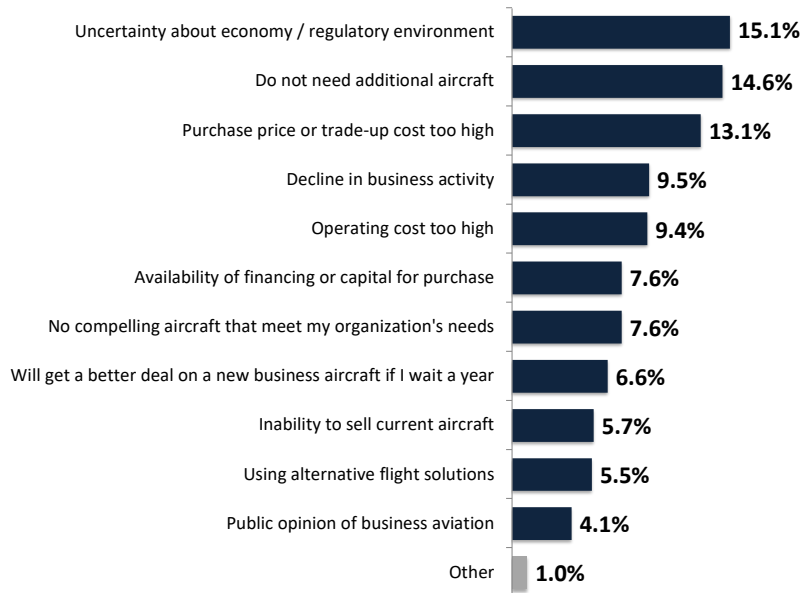
## Inhibitors – Weighted Average

Q3 2024 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?”*

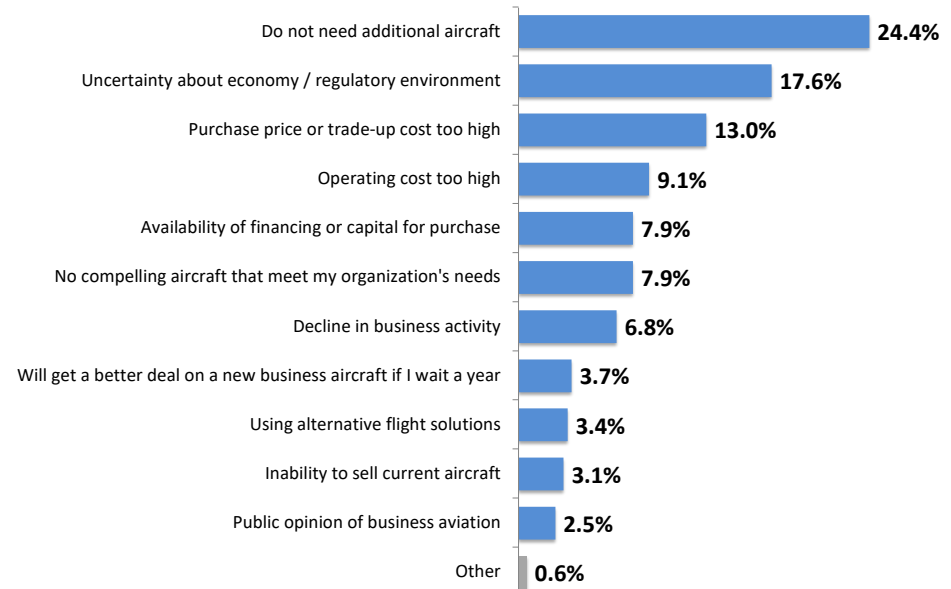
### Weighted Average Importance of Factors

Purchase inhibitors



### Chosen as “Most Important” factor

Purchase inhibitors



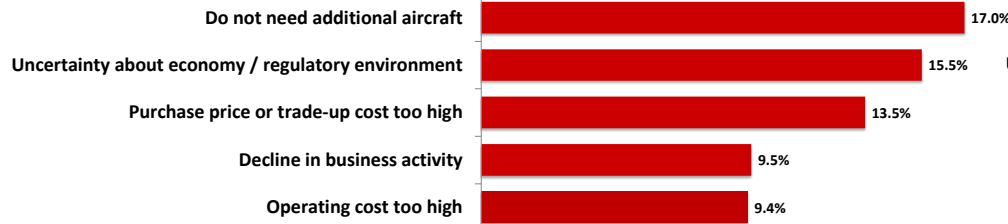
# Aircraft Purchase Inhibitors

## Top 5 Inhibitors – Weighted Average

Q3 2024 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?”*

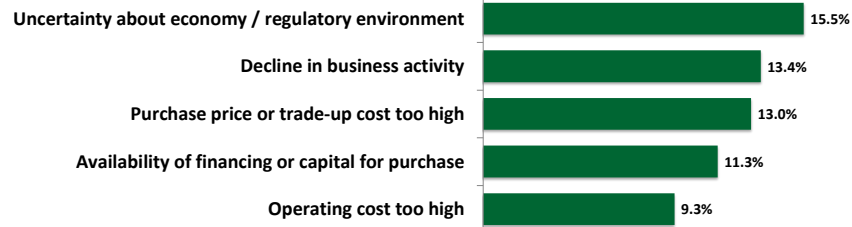
**Purchase inhibitors - North America**



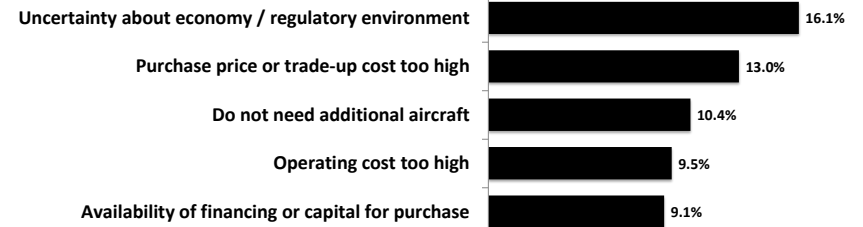
**Purchase inhibitors - Europe**



**Purchase inhibitors - Latin America & Caribbean**



**Purchase inhibitors - Rest of World**

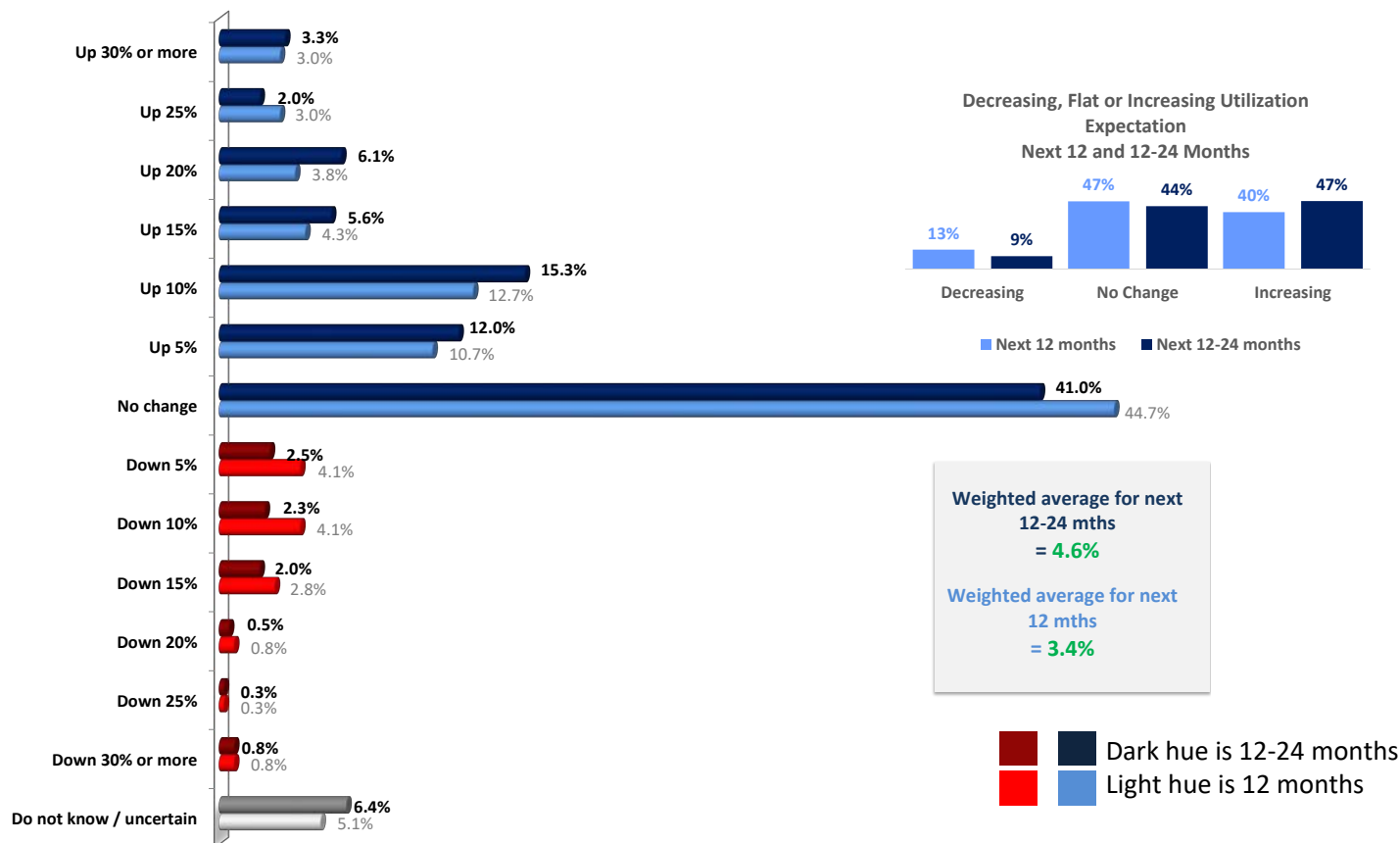


# Aircraft Utilization

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

Q3 2024 Survey

Compared with your past 12 months, what changes do you expect in your total annual flight hours over the next 24 months?

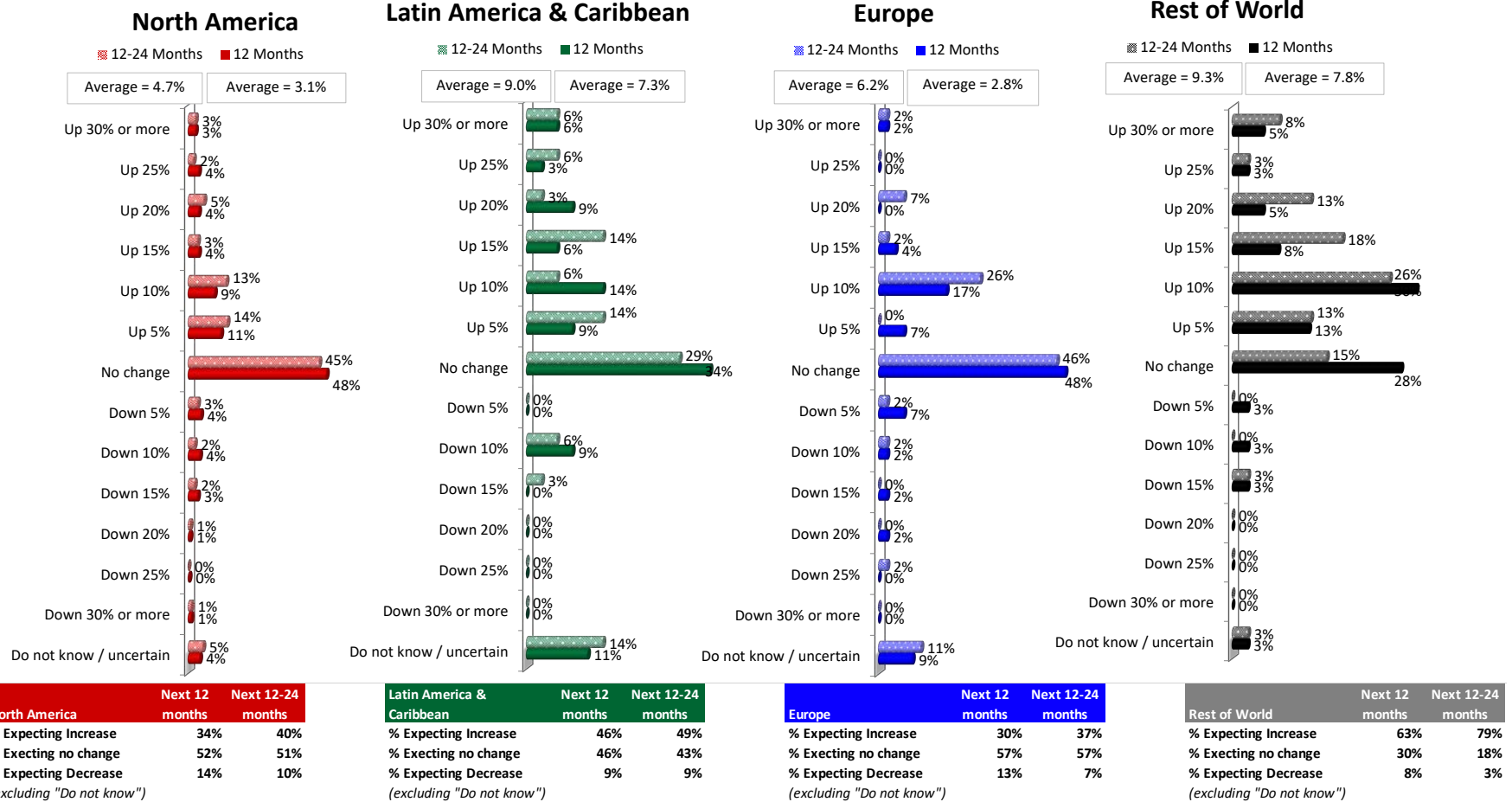


**Respondents expect to fly 3.4% more hours in the next 12 months vs. prior 12 months and 4.6% more in the next 12-24 months**

# Aircraft Utilization

Q3 2024 Survey

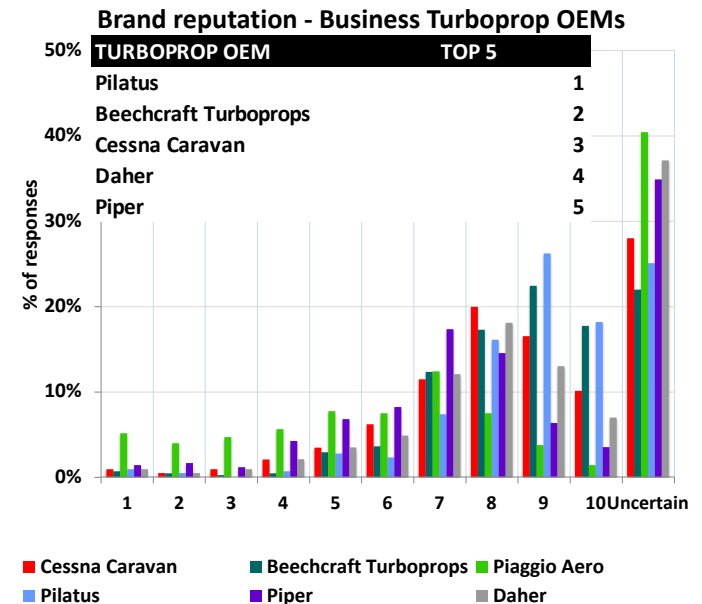
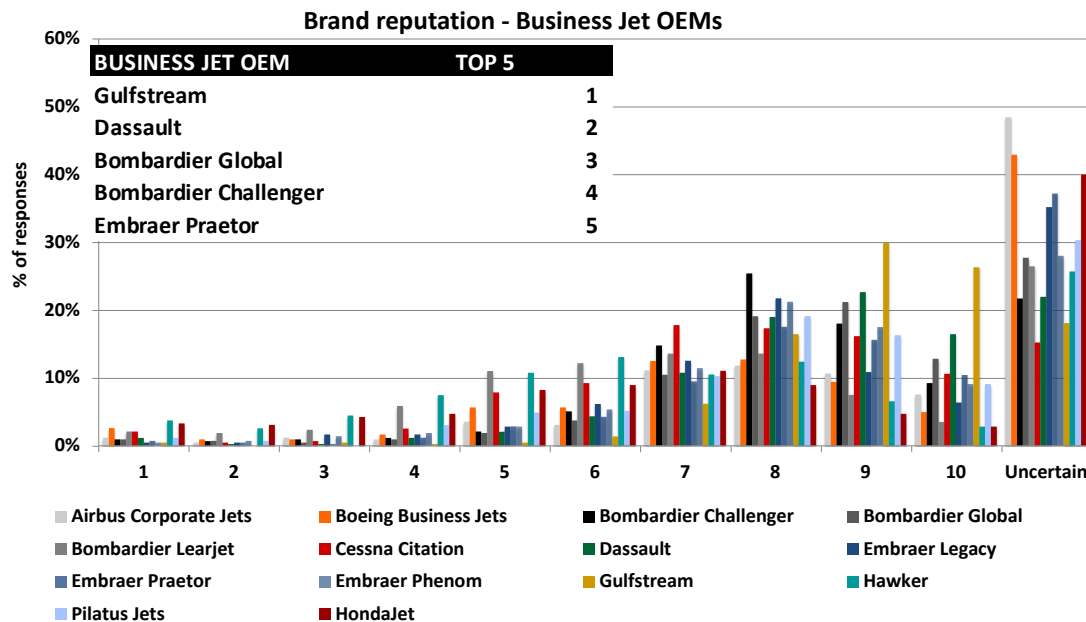
## Next 12 Months and 12-24 Months Versus Prior 12 Months by Region



Utilization expectations for next-12-months has increased across most regions

## Brand Reputations

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

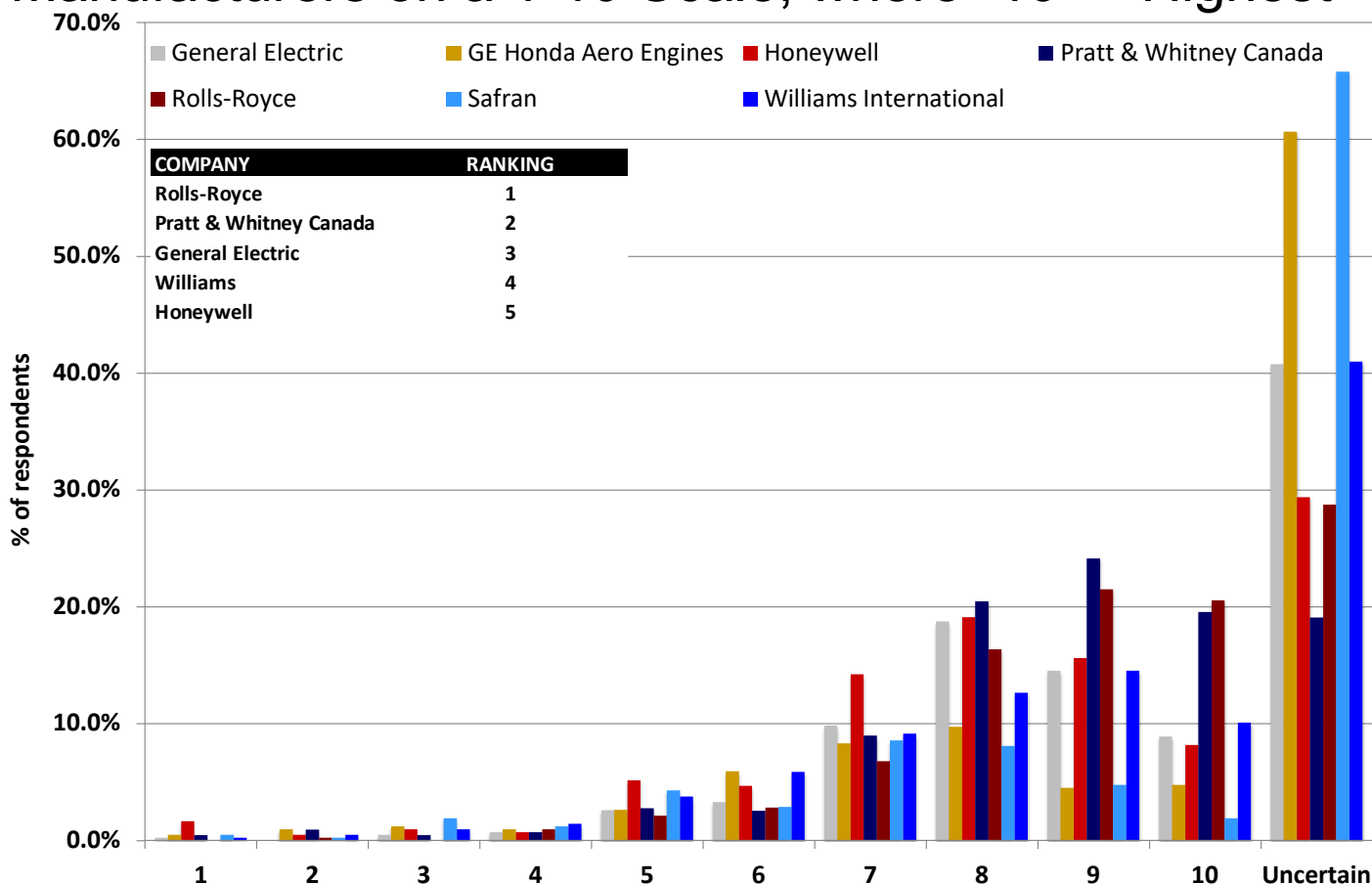


Gulfstream (jets) and Pilatus (turboprops) are the top-rated business aircraft brands

Q3 2024 Survey

# Brand Reputations

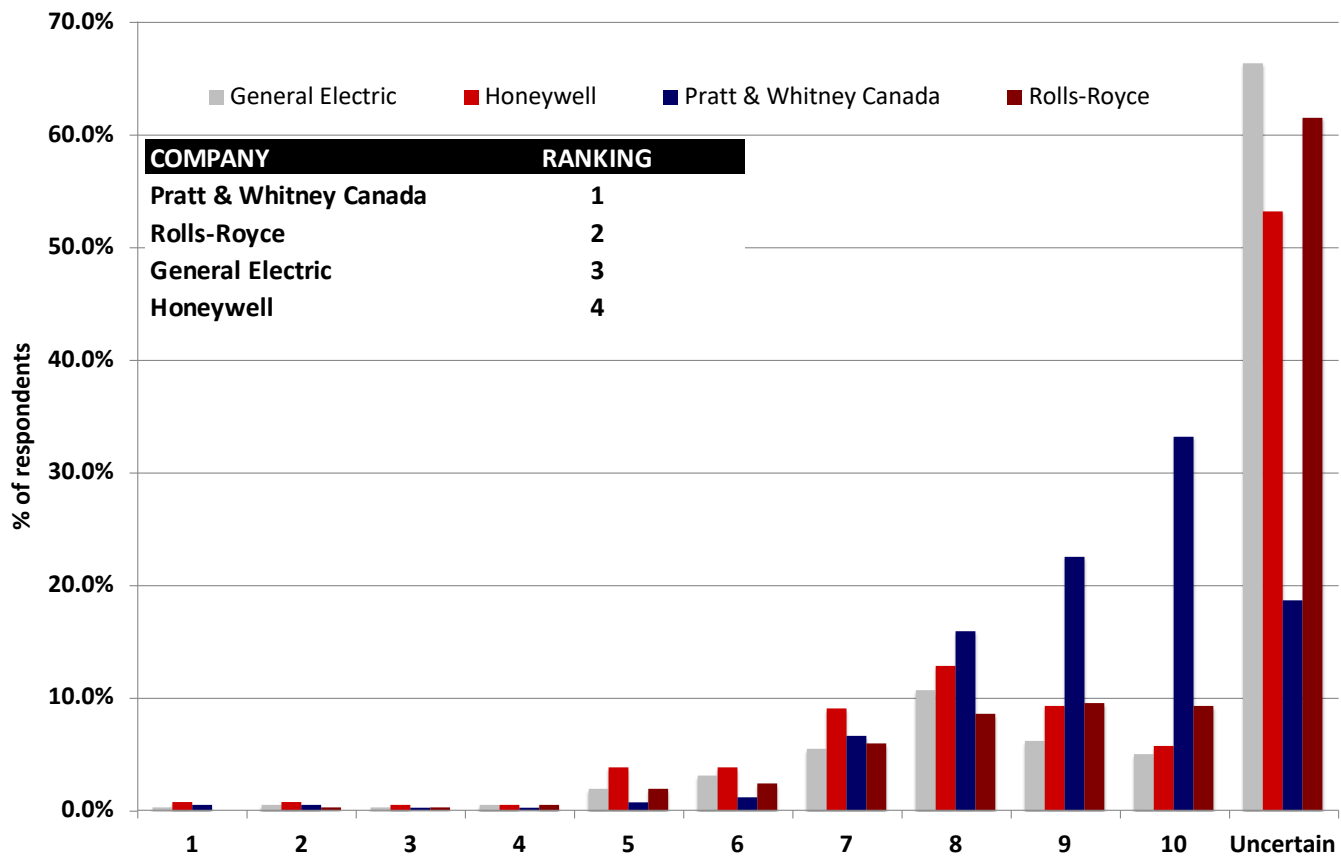
Jet Engine Manufacturers on a 1-10 Scale, where “10” = Highest



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

# Brand Reputations

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



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

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

# Aircraft Owner / Operator Opinions

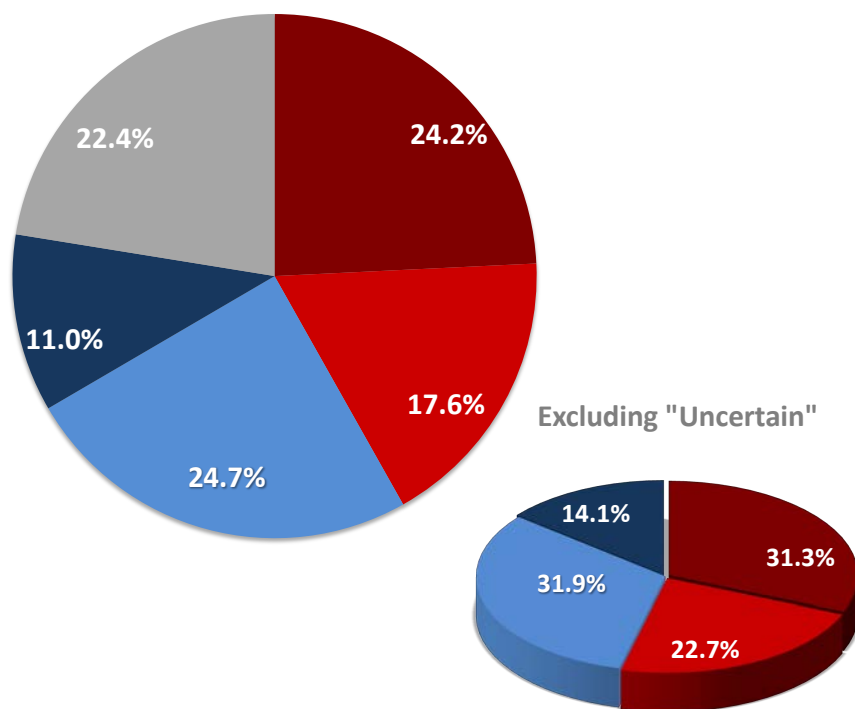
Q3 2024 Survey

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

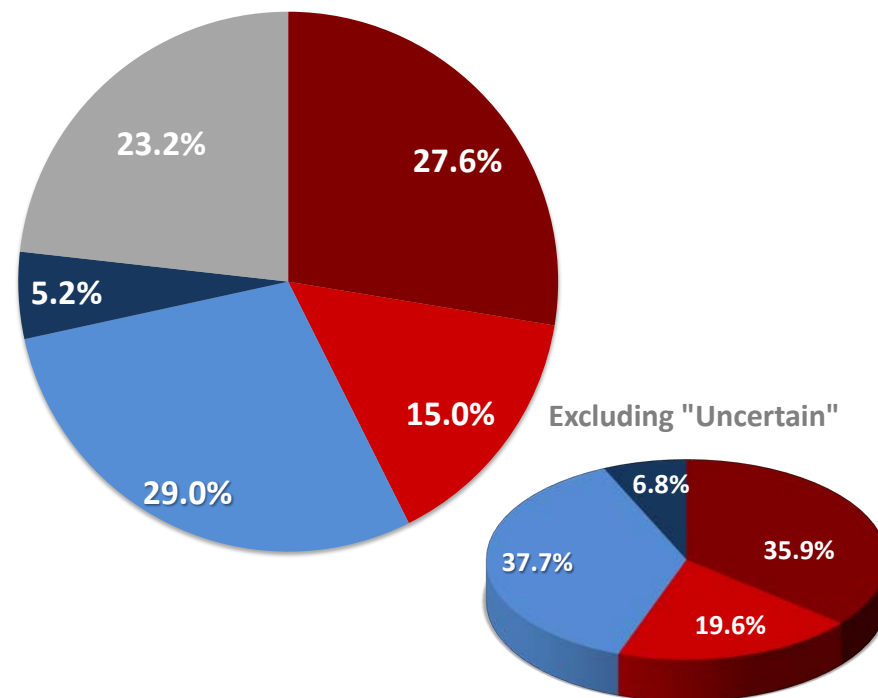
*I/we will seriously consider flying with sustainable aviation fuels (SAF) in the next 24 months*

*I have a clear understanding of Taxonomy Regulations in the EU that aim to identify industries that are operating sustainably*

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



46.1% Somewhat / Strongly Agree



44.5% Somewhat / Strongly Agree

# Aircraft Owner / Operator Opinions

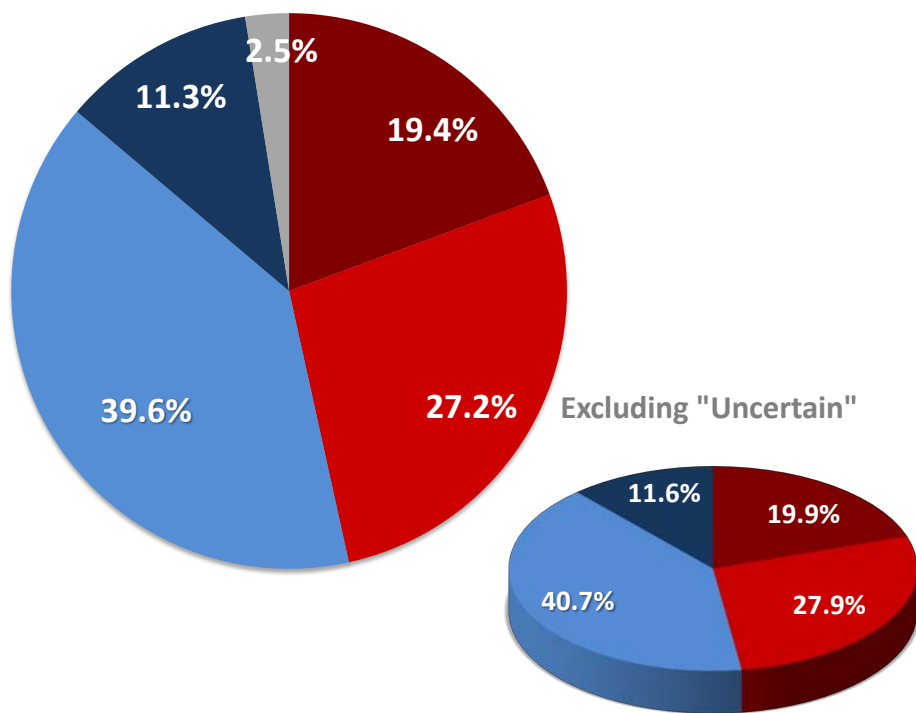
Q3 2024 Survey

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

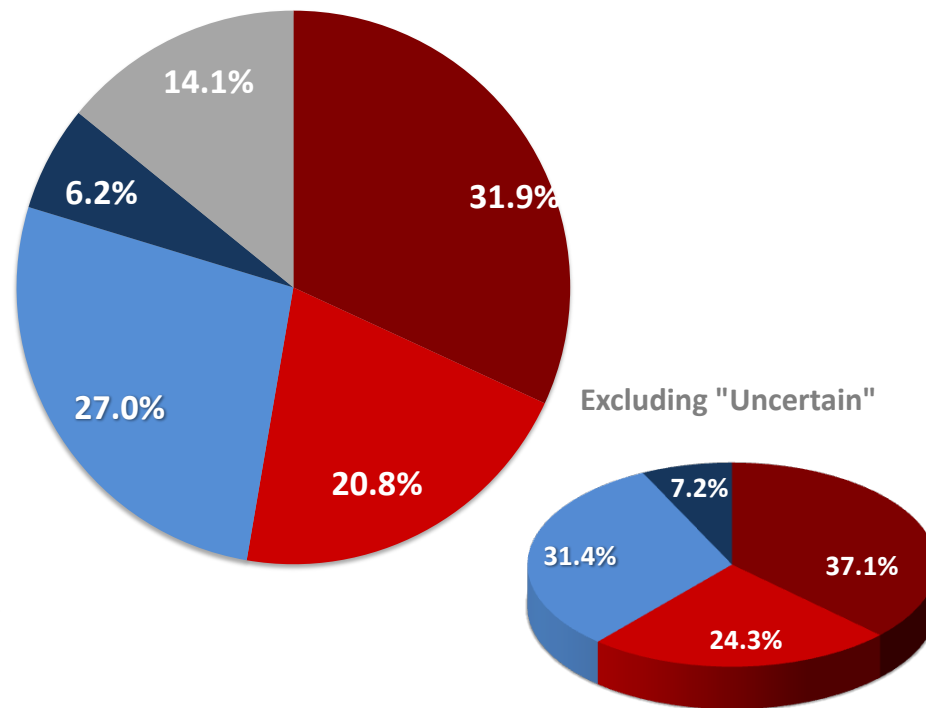
*I/we are finding that Zoom-like virtual meetings are a very effective replacement for face-to-face meetings*

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

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



52.2% Somewhat / Strongly Agree



38.6% Somewhat / Strongly Agree

# Aircraft Owner / Operator Opinions

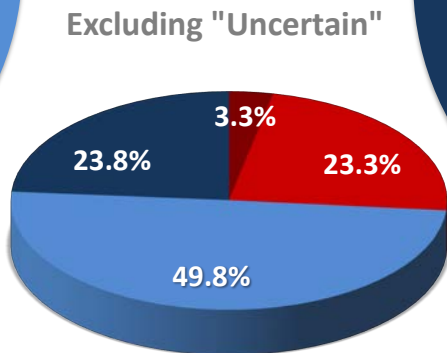
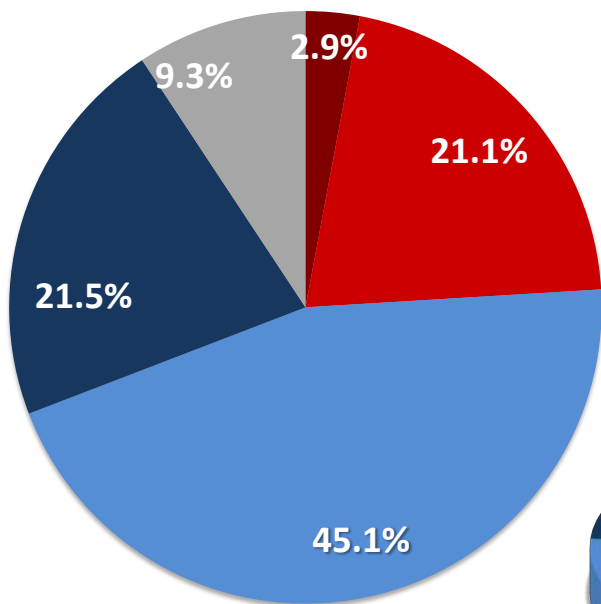
Q3 2024 Survey

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

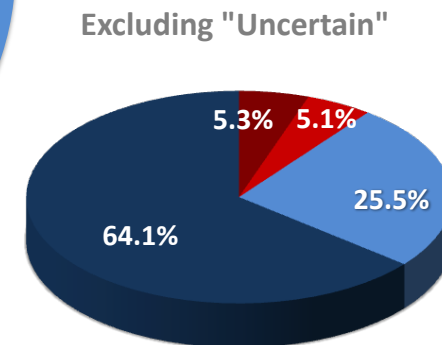
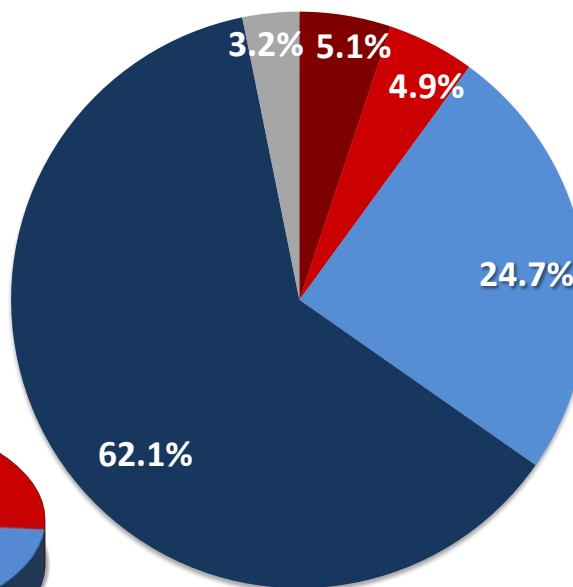
*I believe that there is an increasing risk of a global economic slowdown in the next 12 months*

*Without business aviation, my/our company or organization would be less successful and less profitable*

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



**73.5% Somewhat / Strongly Agree**



**89.6% Somewhat / Strongly Agree**

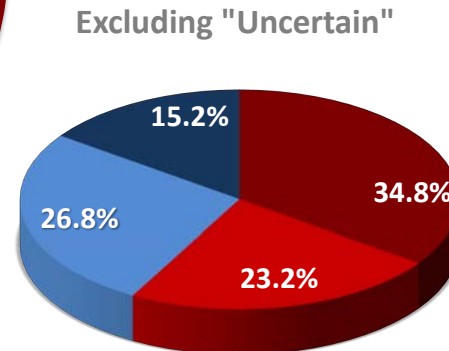
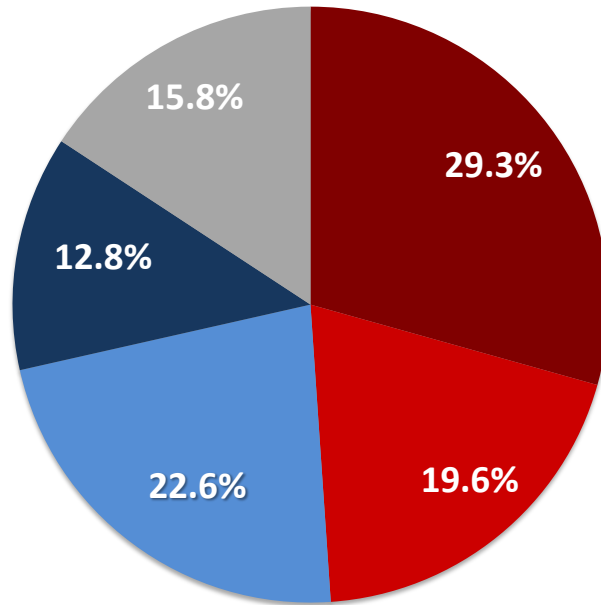
# Aircraft Owner / Operator Opinions

Q3 2024 Survey

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

*I/we have enacted environmental ESG policies to reduce our carbon footprint*

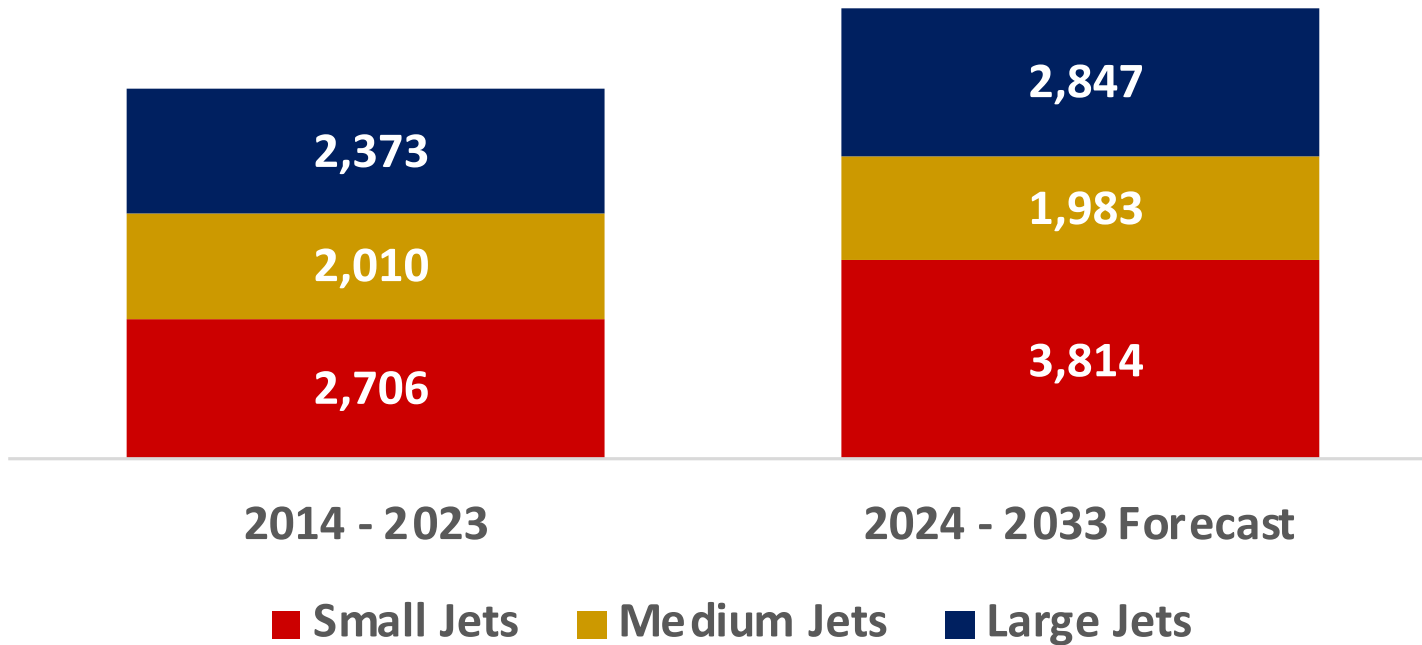
**Strongly Disagree**    **Somewhat Disagree**    **Somewhat Agree**    **Strongly Agree**    **Uncertain**



**41.9% Somewhat / Strongly Agree**

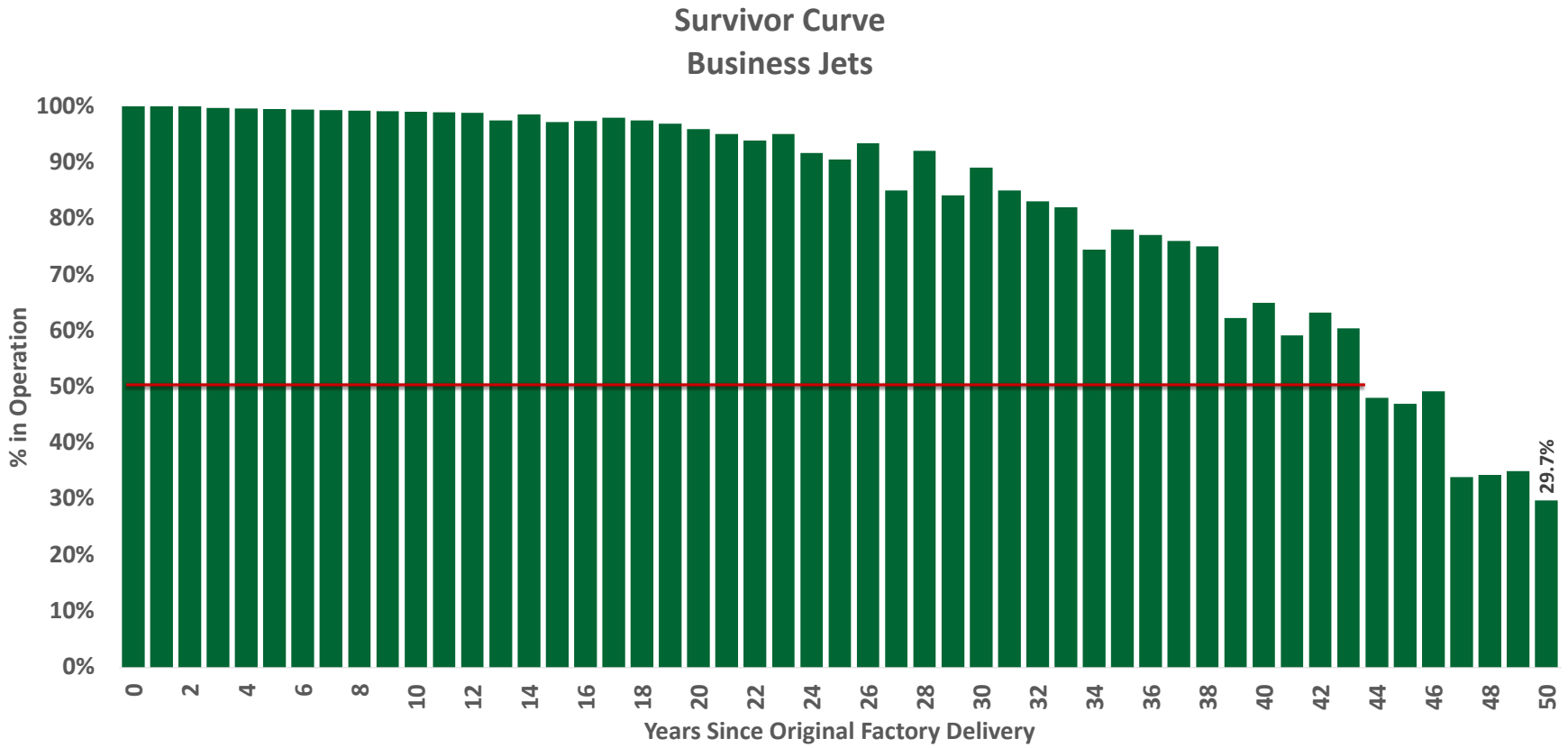
# Business Jet Delivery History & Forecast

Business Jet Deliveries by Size



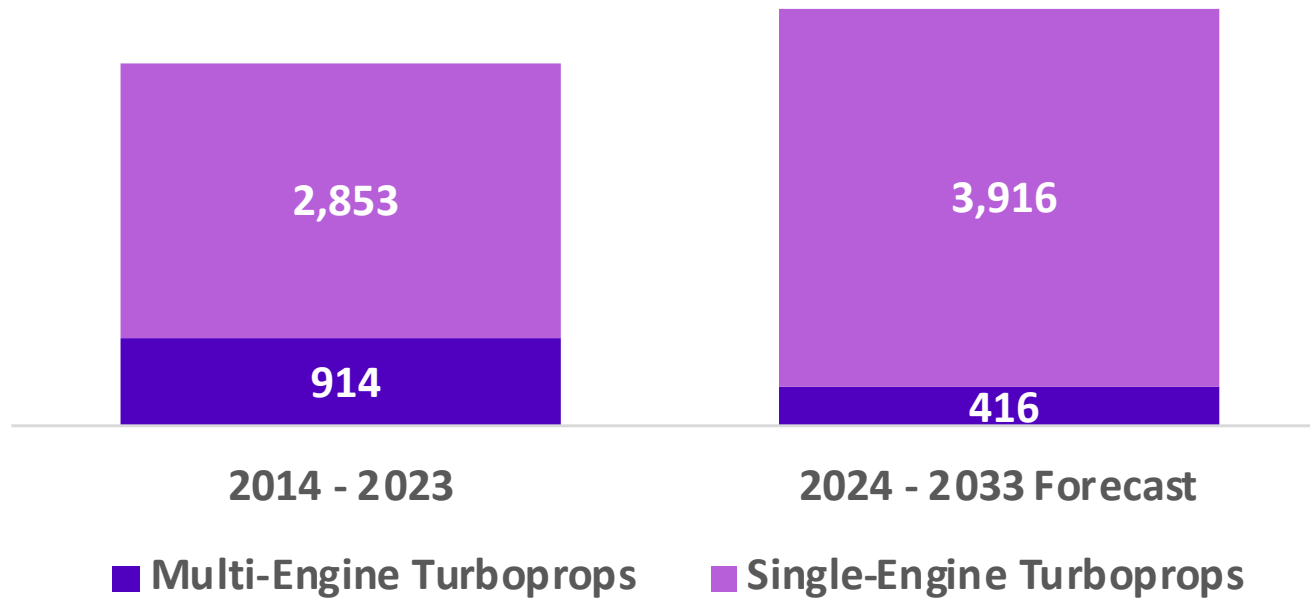
JETNET iQ 10-year forecast for 2024-2033 is for 8,644 new business jet deliveries (including single-engine Personal Jets) valued at \$262 billion (\$U.S. 2024)

# Business Jet Survivor Curve



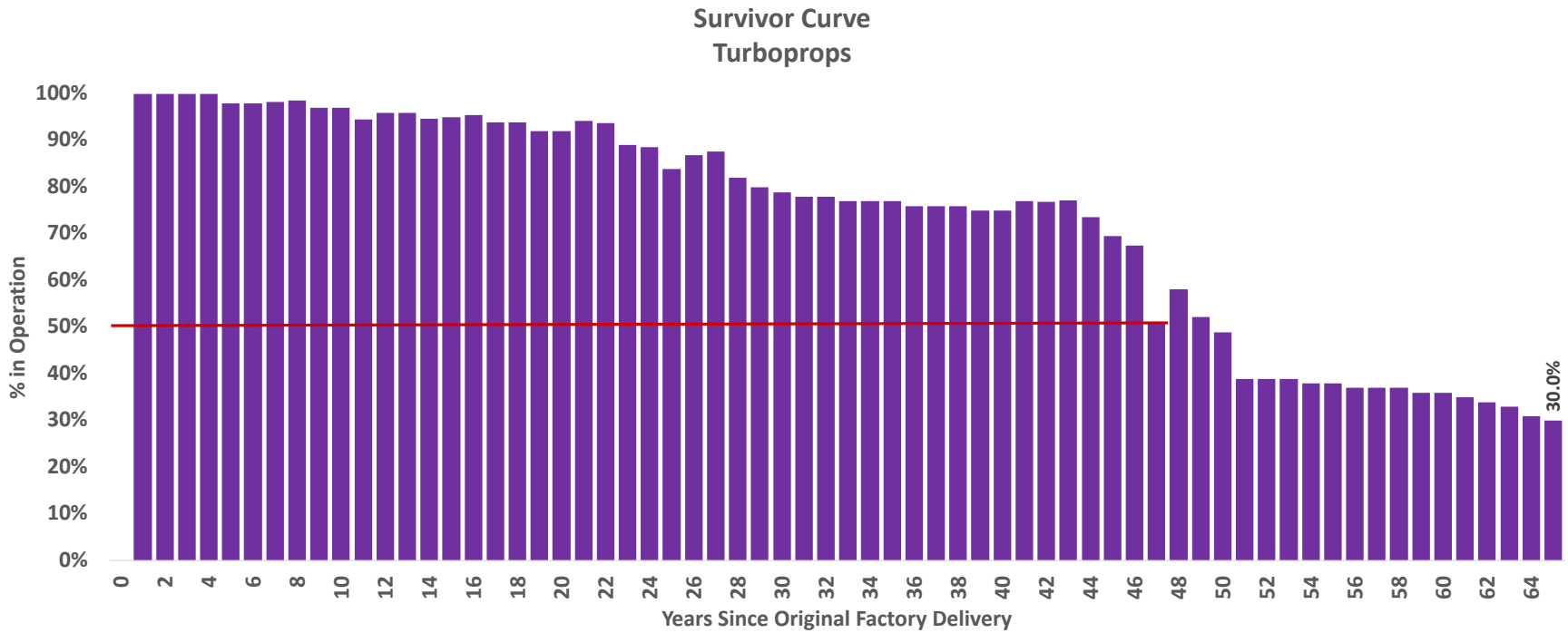
# Turboprop Delivery History & Forecast

Turboprop Deliveries by Size



**JETNET iQ 10-year forecast for 2024-2033 is for 4,432 new turboprop deliveries valued at \$23.5 billion (\$U.S. 2023)**

# 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”. 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).