



➤➤ KNOW MORE.

JETNET iQ Snap! Report Q4 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!: 4th Quarter 2020 - Private & Confidential

Thank You, Merci, Obrigado, Muchas Gracias, תַּדַּאֲךָ, 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

The screenshot shows the JETNET website homepage. On the left side, there is a vertical scale representing altitude in feet, ranging from 29,200' at the bottom to 30,000' at the top. The JETNET logo is positioned at the top left of the main content area. The navigation menu at the top includes: HOME, ABOUT US, SOLUTIONS, PRODUCTS, FLEETS, NEWS, CONTACT, and LOGIN. The main content area features the tagline "The World Leader in Aviation Market Intelligence" and a large, semi-transparent "KNOW MORE." button with a double arrow icon. A dropdown menu is visible on the right side of the page, listing the following items: MARKETPLACE, Values, AERODEX, MARKETPLACE Manager, JETNET iQ, JETNET iQ Summit, YachtSpot, and JETNET Global. A white downward-pointing arrow is located at the bottom center of the page.

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

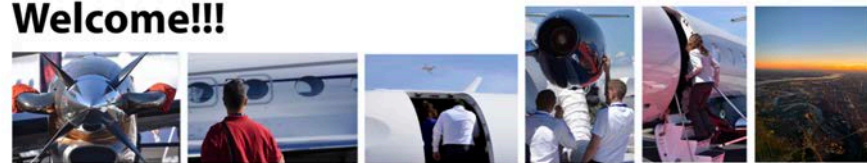
- Turbine business aircraft owners and operators
- Quarterly
- Global
- On-line
- Multilingual
- Password-protected
- Password-linked

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

WELCOME




Welcome!!!



* Survey responses:

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

PASSWORD *(provided by JETNET):*



JETNET iQ Voice of
Global Business & General Aviation

For questions about this survey, please contact:

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

JETNET iQ Reports

The Economy and Aircraft Fleets

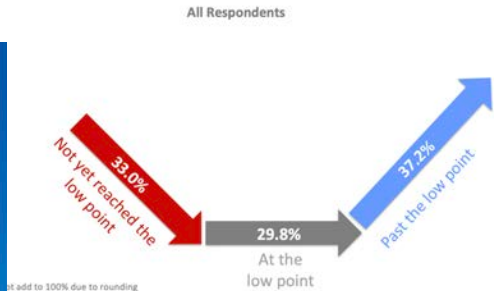
2020 GDP Growth Estimates and "Top 20" Business Jet Fleets



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

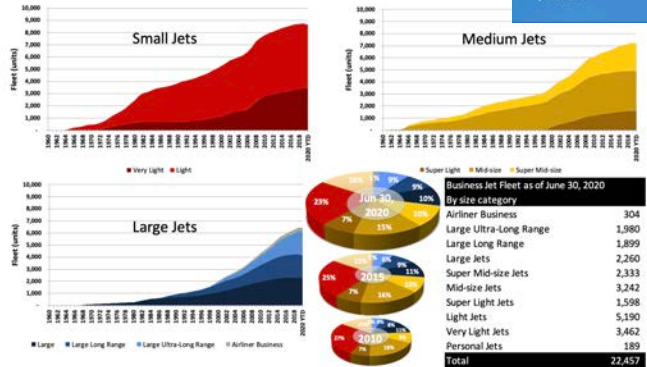
How would you describe the current market conditions for business aviation?



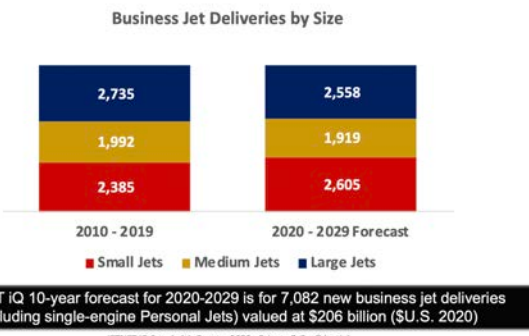
JETNET iQ
 >> KNOW MORE.
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 JETNET iQ Snap!: 4th Quarter 2020 - Private & Confidential

Business Jet Fleet by Size Category

Fleet by Year From 1960 through June 30, 2020

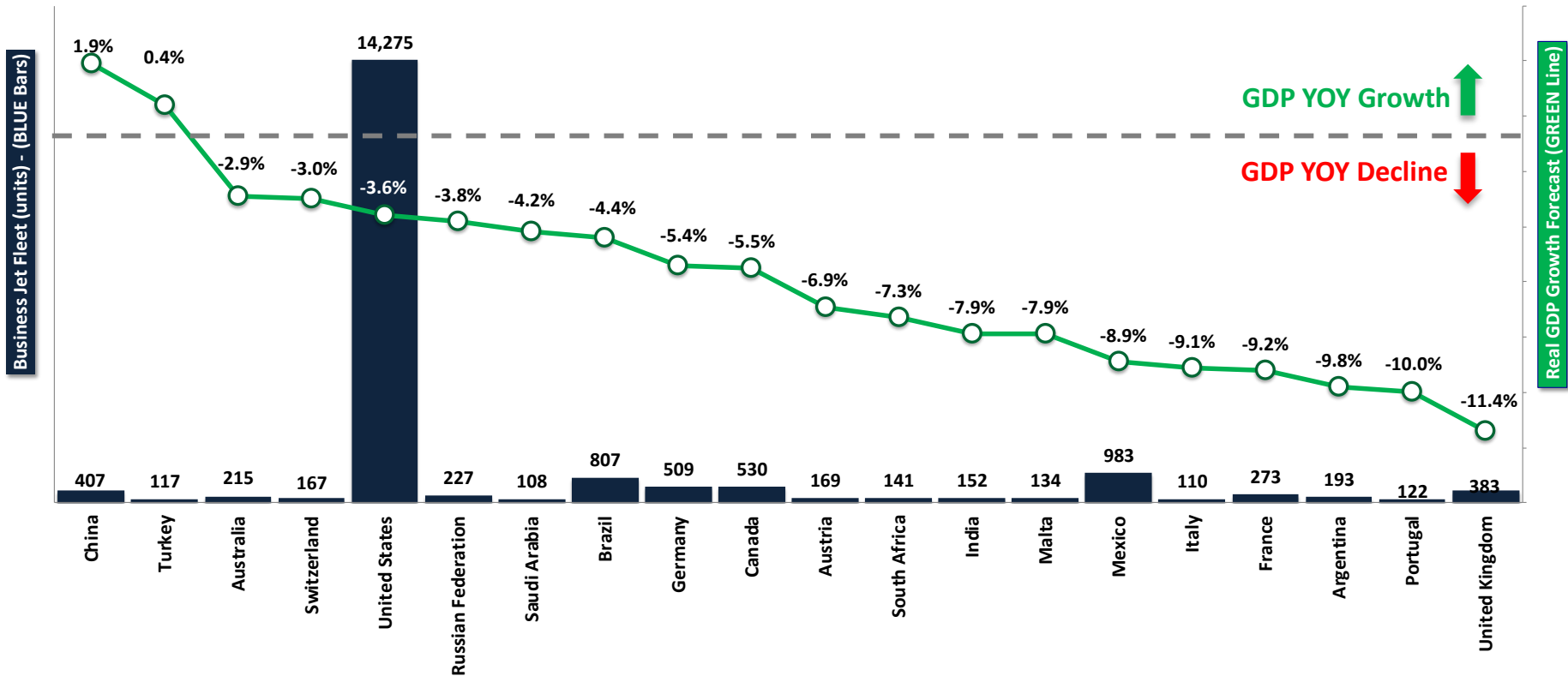


Business Jet Delivery History & Forecast



The Economy and Aircraft Fleets

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

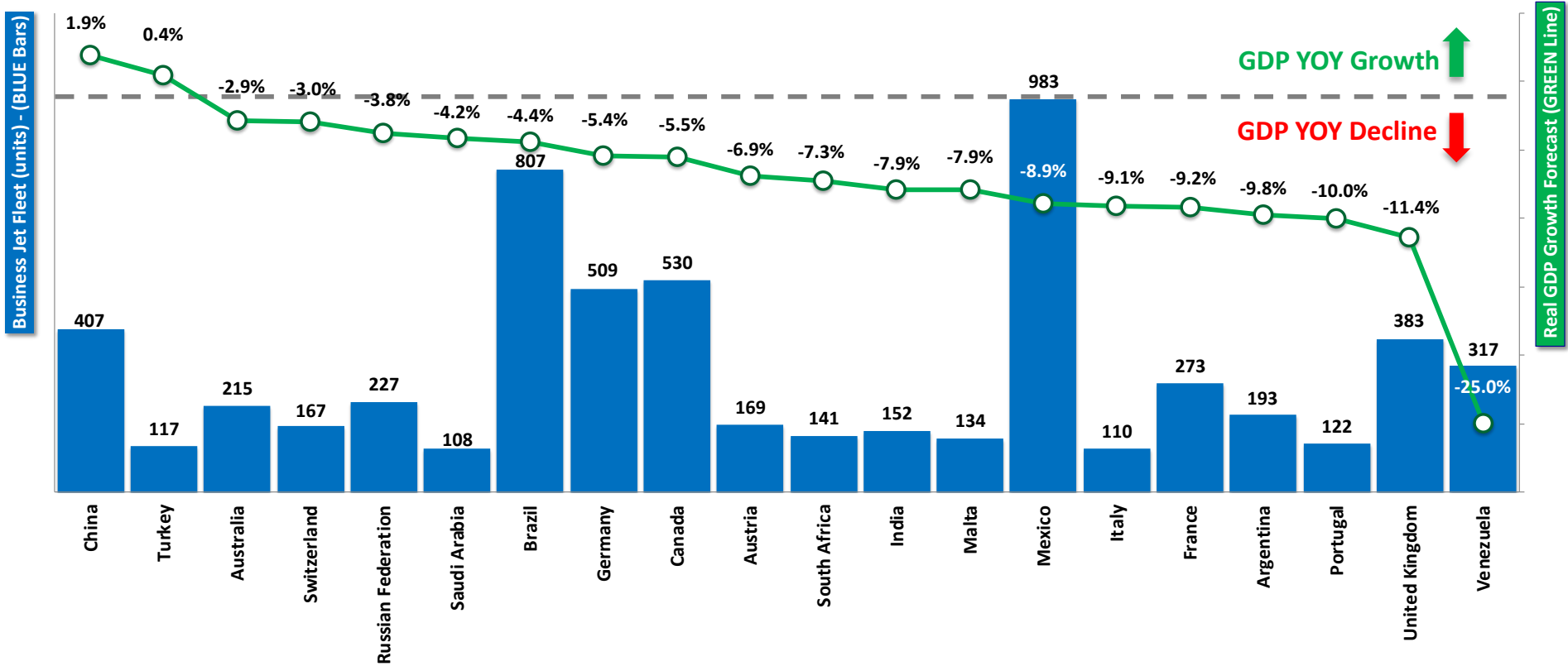


Sources: The Economist – January 28, 2021; JETNET; excludes Venezuela

With the exception of China and Turkey, all of the “Top 20” business jet country markets experienced declining economies in 2020

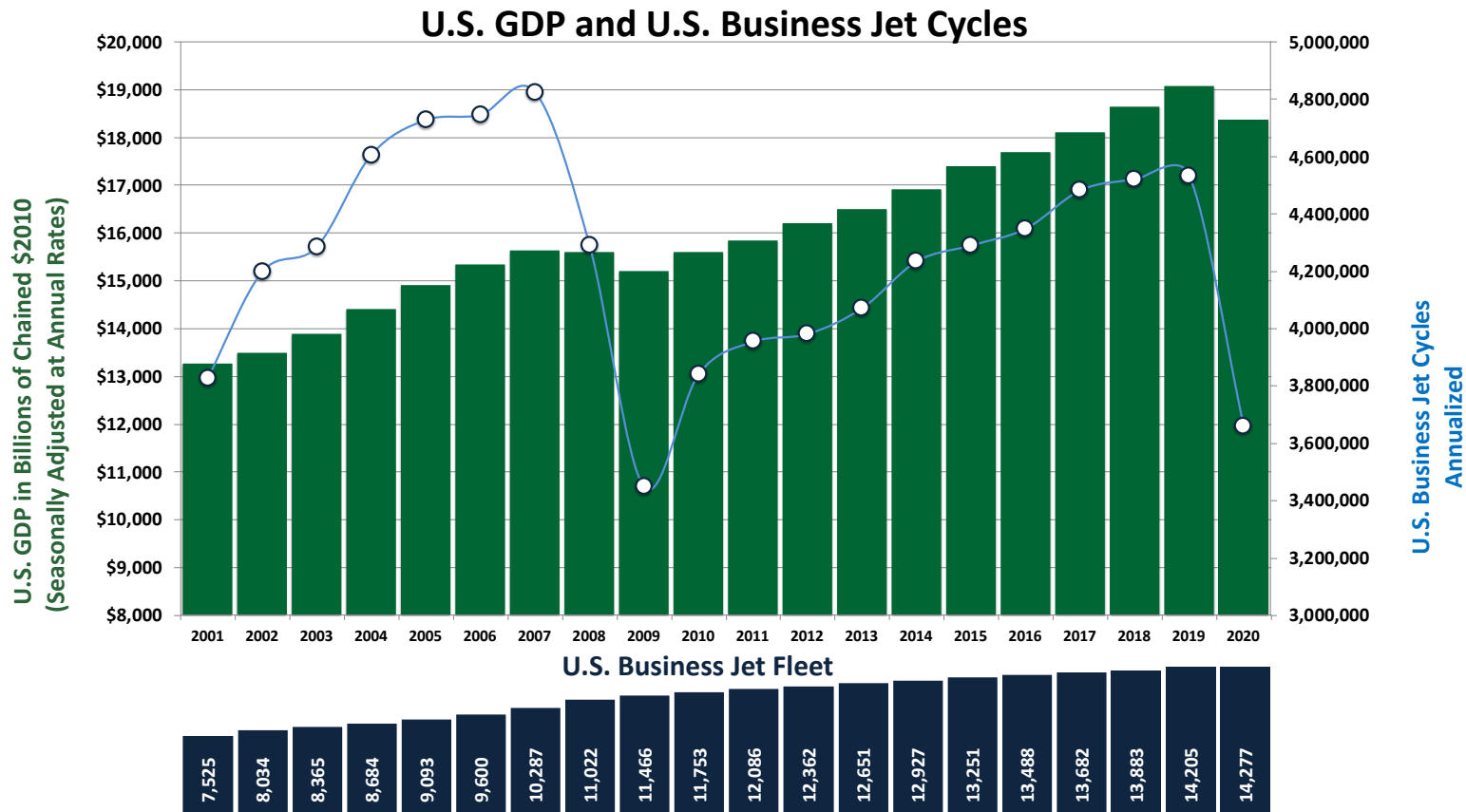
The Economy and Aircraft Fleets

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



Sources: The Economist - January 28, 2021; JETNET

The Economy and Aircraft Utilization

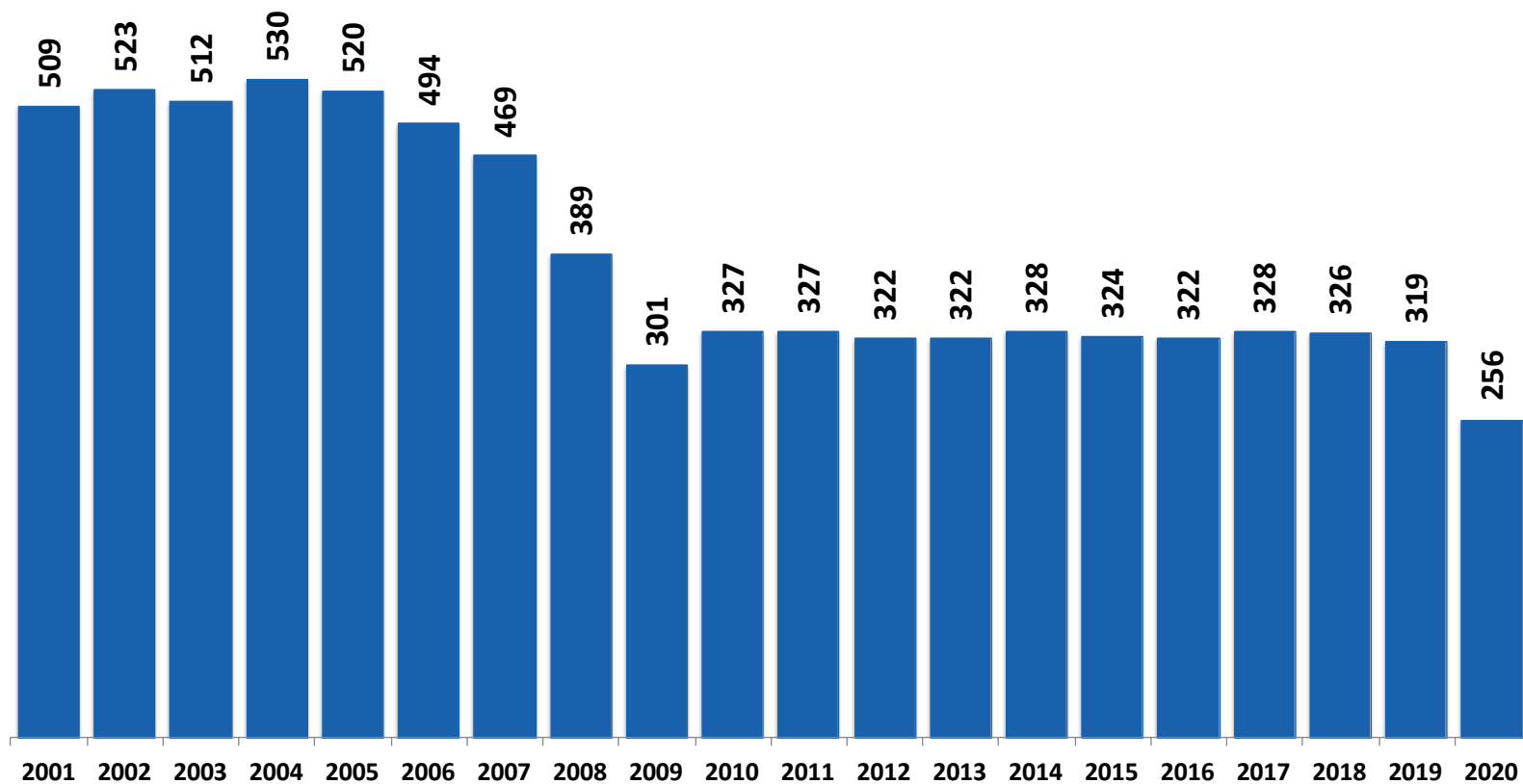


Sources: U.S. Congressional Budget Office, FAA , JETNET

U.S. business jet cycles for the full-year 2020 were down sharply due to COVID-19 impacts

Aircraft Utilization

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

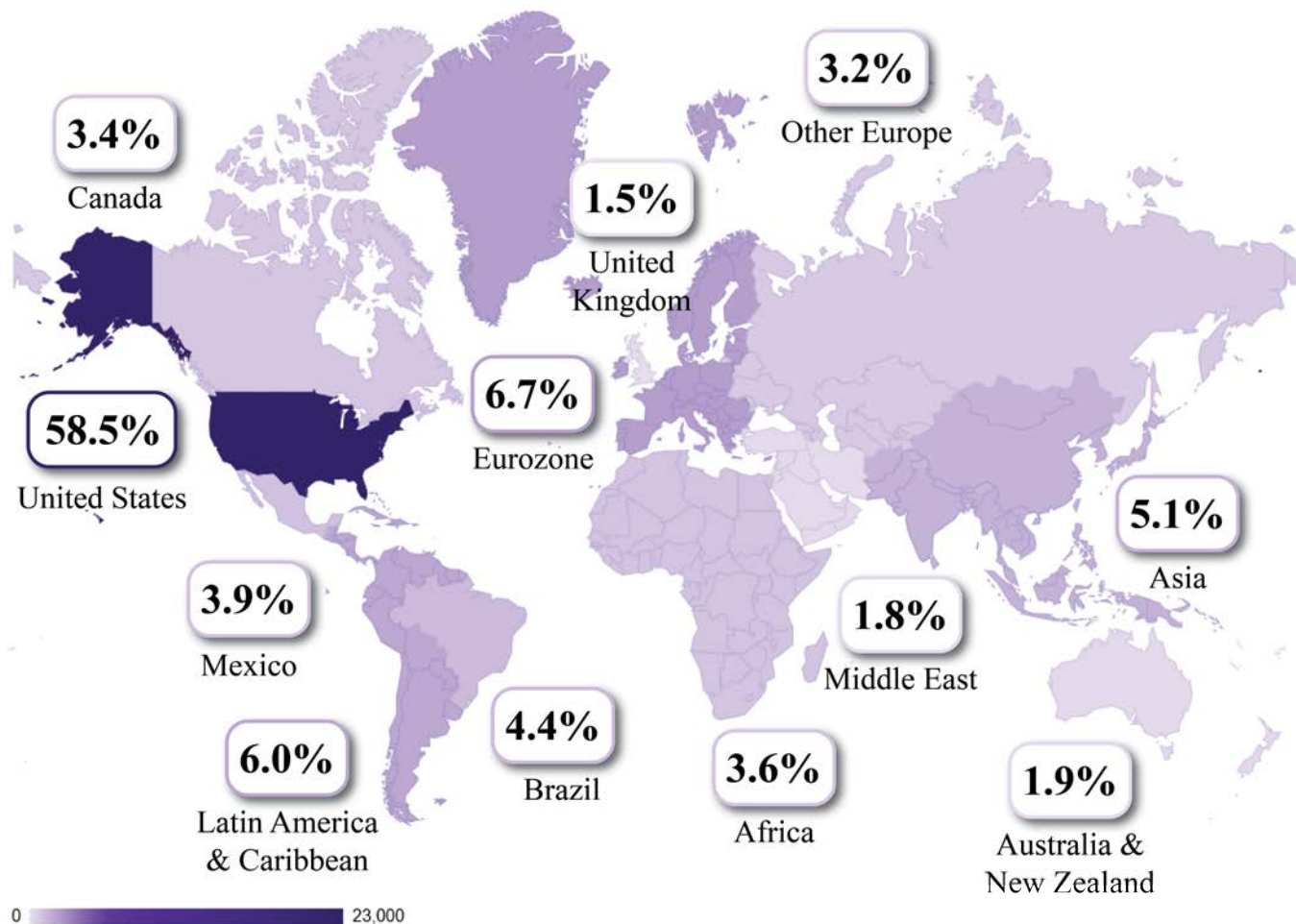


Sources: U.S. FAA; Cycles data for latest year are YTD on a Trailing Twelve Months (TTM) basis for the most recent period available; U.S. fleet from JETNET

Cycles per U.S.-based business jet were down ~19% in 2020

Business Aircraft Fleet by Country/Region

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

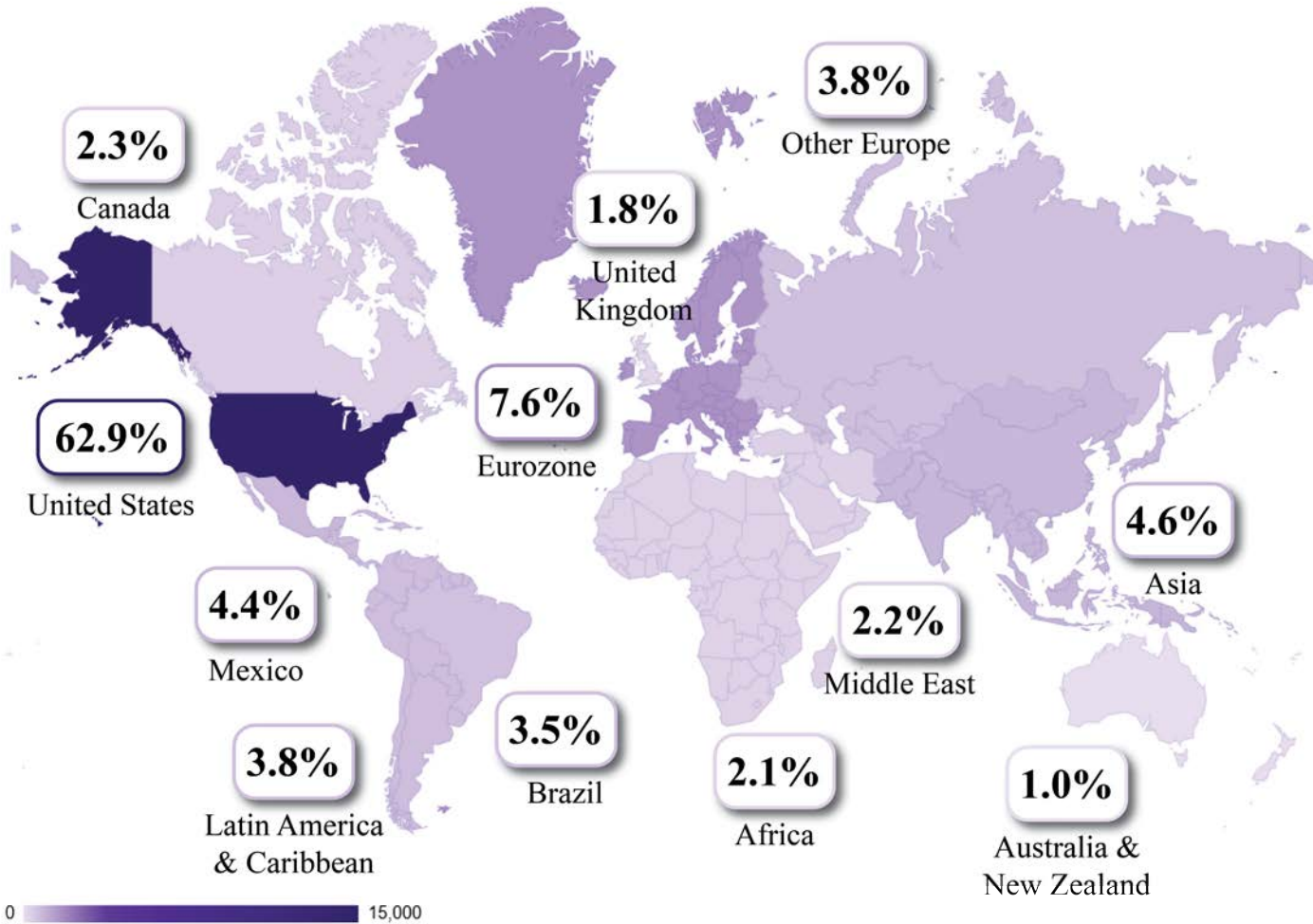


Note: For the purposes of this chart, the “Latin America & Caribbean” region excludes Mexico and Brazil

JETNET iQ Snap!: 4th Quarter 2020 - Private & Confidential

Business Jet Fleet

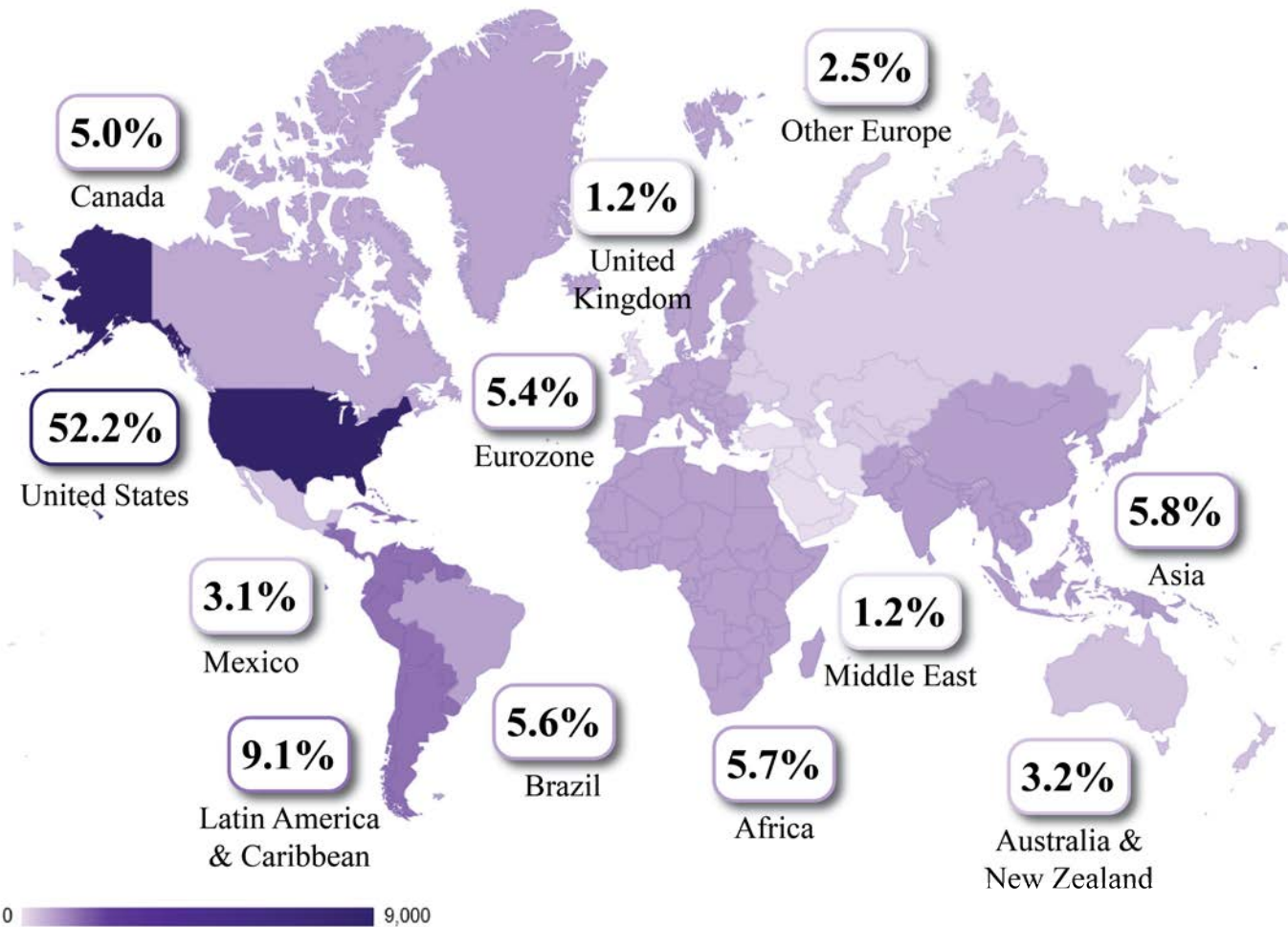
Share of World Jet Fleet by Region – As of September 30, 2020



Note: For the purposes of this chart, the “Latin America & Caribbean” region excludes Mexico and Brazil

Business Turboprop Fleet

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

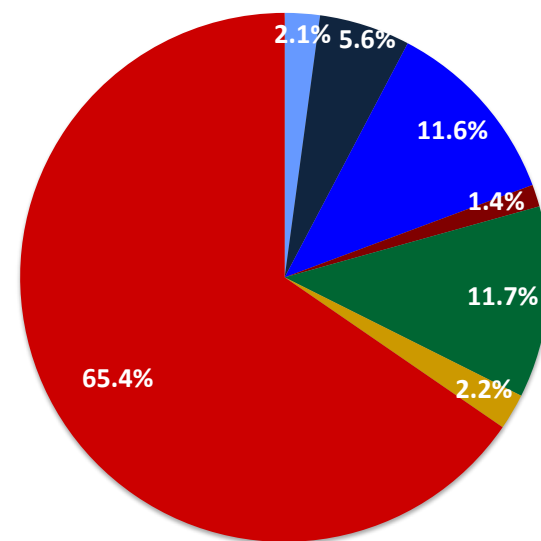
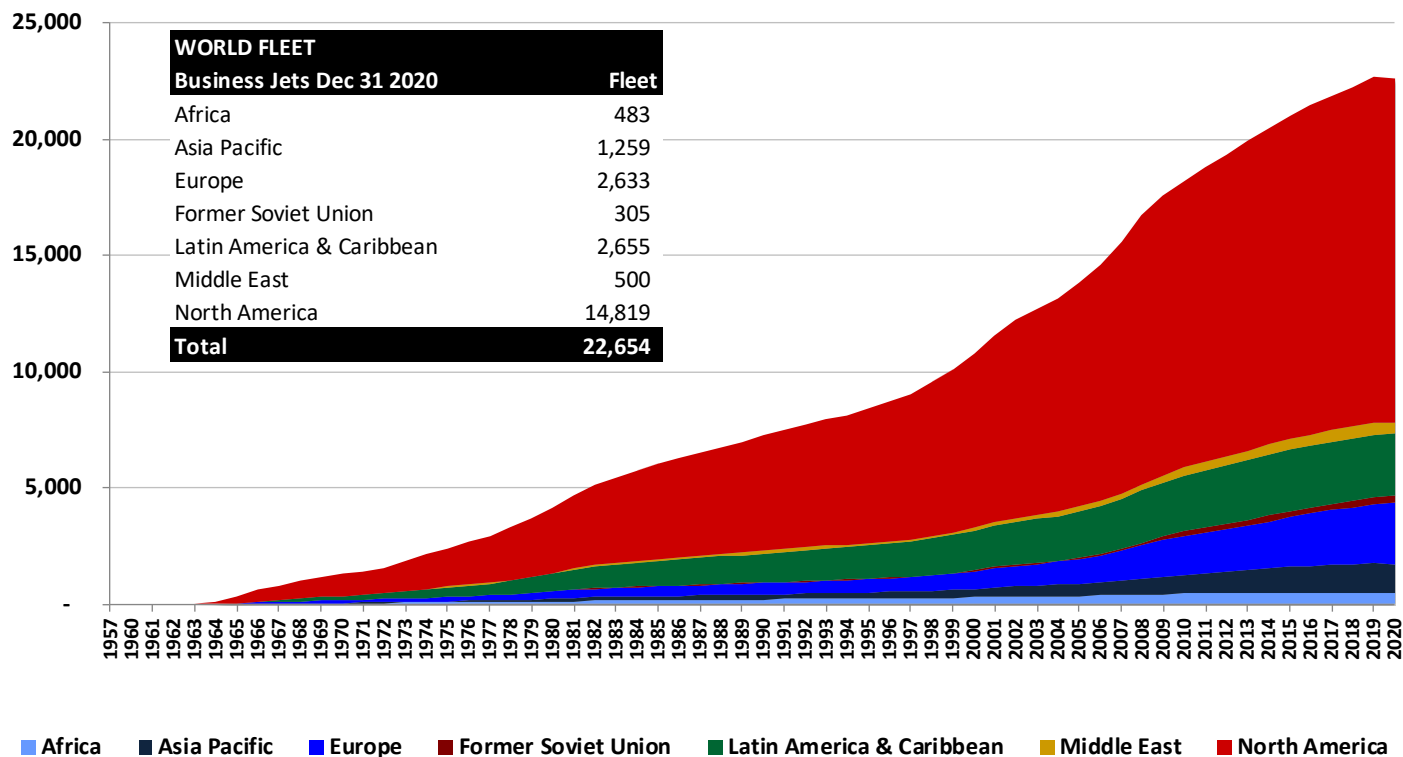


Note: For the purposes of this chart, the “Latin America & Caribbean” region excludes Mexico and Brazil

Business Jet Fleet by Region

As of December 31, 2020

Business Jet Fleet by Region



Business Jet Fleet by Manufacturer

As of December 31, 2020

NORTH AMERICA	Fleet as of
OEM	Dec 31 2020
Beechcraft	200
Bombardier	3,074
Cessna Citation	5,251
Dassault Falcon	1,419
Embraer	810
Gulfstream	2,092
Hawker	1,096
Other	877
Total	14,819

EUROPE	Fleet as of
OEM	Dec 31 2020
Beechcraft	18
Bombardier	604
Cessna Citation	855
Dassault Falcon	390
Embraer	246
Gulfstream	215
Hawker	150
Other	155
Total	2,633

FORMER SOVIET UNION	Fleet as of
OEM	Dec 31 2020
Beechcraft	-
Bombardier	87
Cessna Citation	19
Dassault Falcon	40
Embraer	34
Gulfstream	58
Hawker	42
Other	25
Total	305

MIDDLE EAST	Fleet as of
OEM	Dec 31 2020
Beechcraft	3
Bombardier	128
Cessna Citation	51
Dassault Falcon	53
Embraer	44
Gulfstream	108
Hawker	42
Other	71
Total	500

LATIN AMERICA & CARIBBEAN	Fleet as of
OEM	Dec 31 2020
Beechcraft	65
Bombardier	661
Cessna Citation	825
Dassault Falcon	121
Embraer	258
Gulfstream	230
Hawker	317
Other	178
Total	2,655

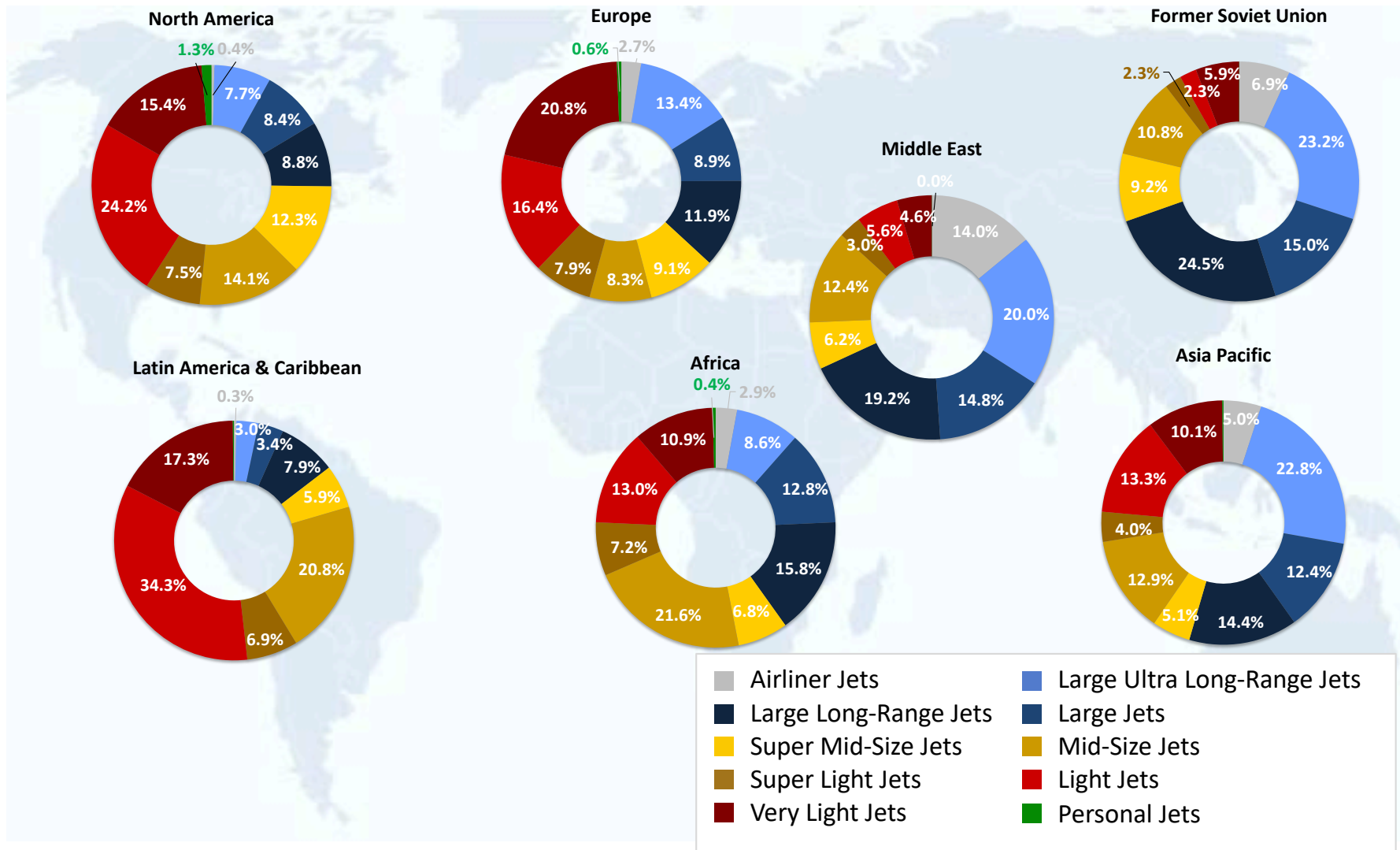
AFRICA	Fleet as of
OEM	Dec 31 2020
Beechcraft	3
Bombardier	98
Cessna Citation	108
Dassault Falcon	65
Embraer	22
Gulfstream	63
Hawker	97
Other	27
Total	483

ASIA PACIFIC	Fleet as of
OEM	Dec 31 2020
Beechcraft	5
Bombardier	327
Cessna Citation	241
Dassault Falcon	102
Embraer	76
Gulfstream	302
Hawker	119
Other	87
Total	1,259

World business jet fleet was 22,654 jets on December 31, 2020

Business Jet Fleet by Size Category

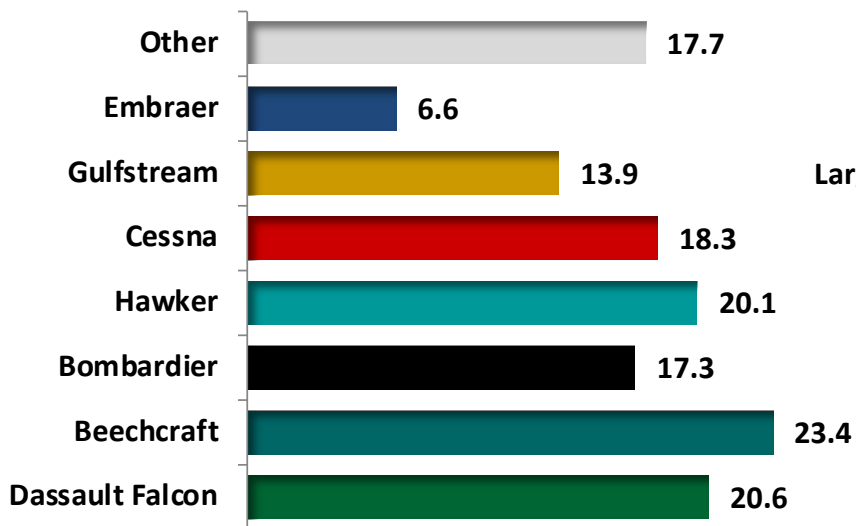
As of December 31, 2020



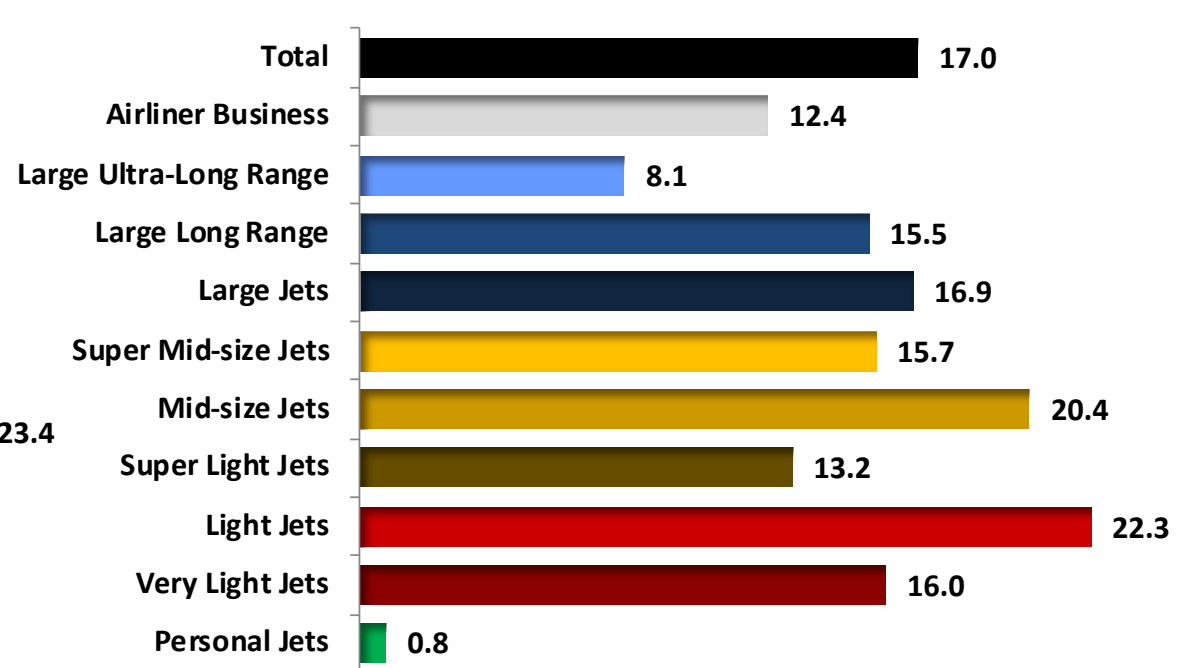
Business Jet Fleet Age (Years)

As of December 31, 2020

Business aircraft average fleet age as of December 31, 2020

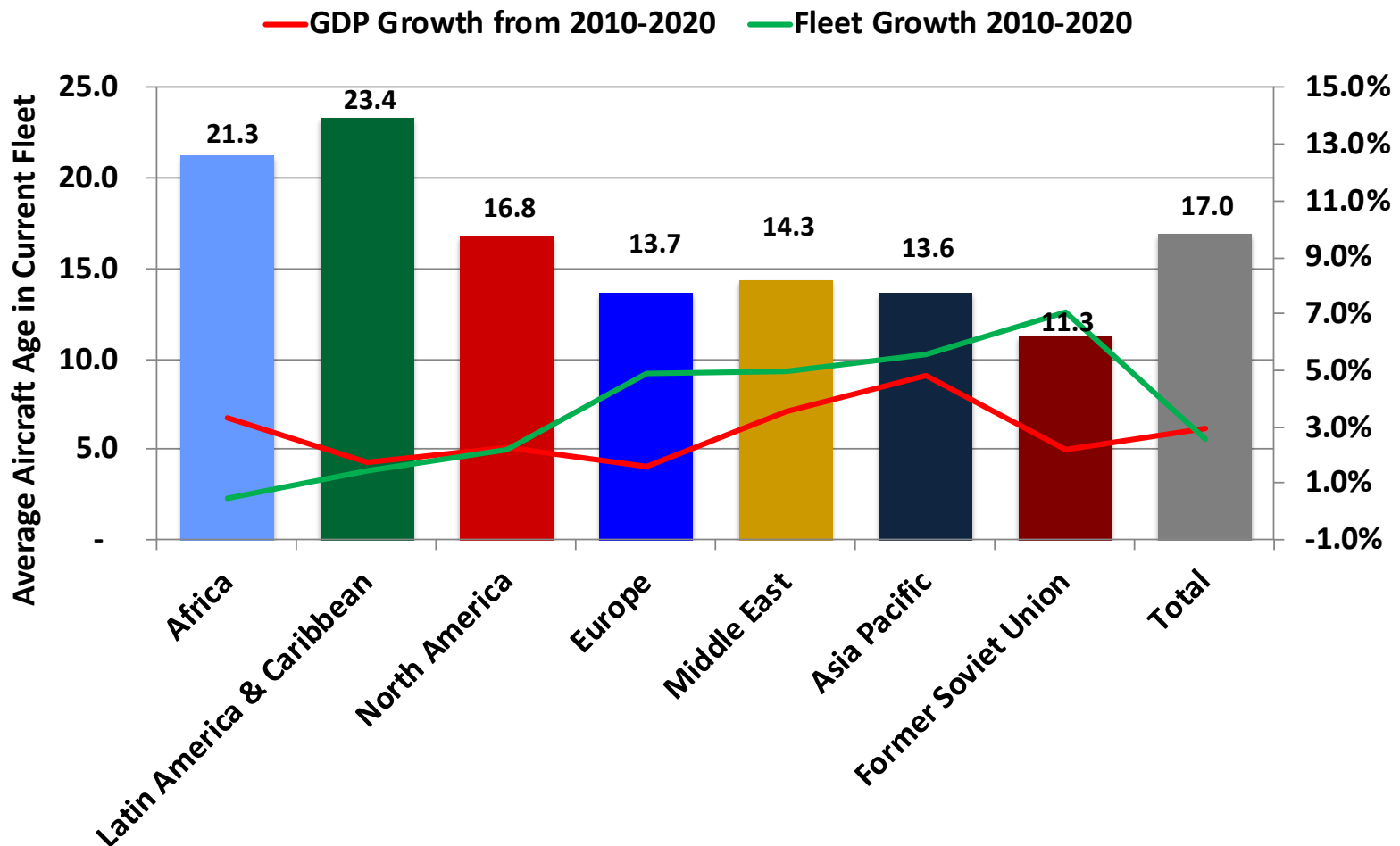


Business aircraft average fleet age as of December 31, 2020



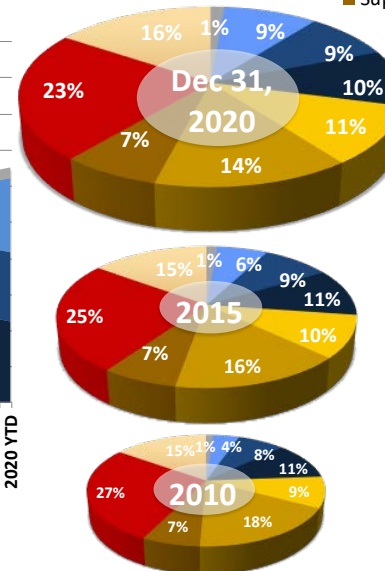
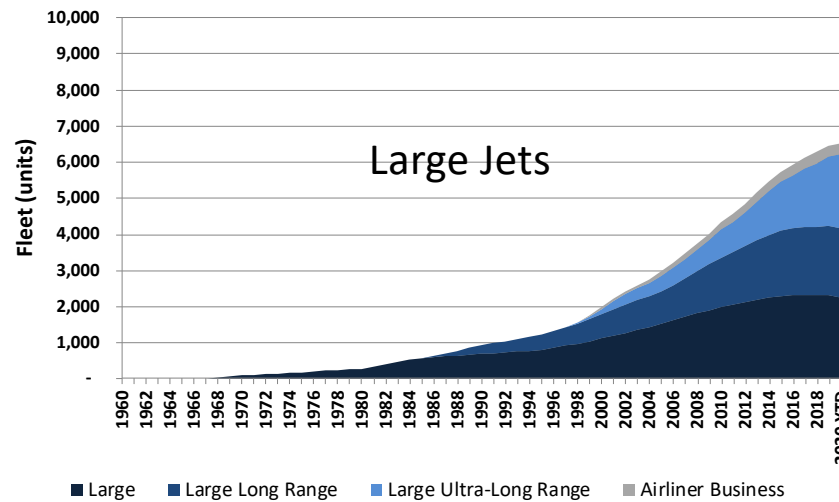
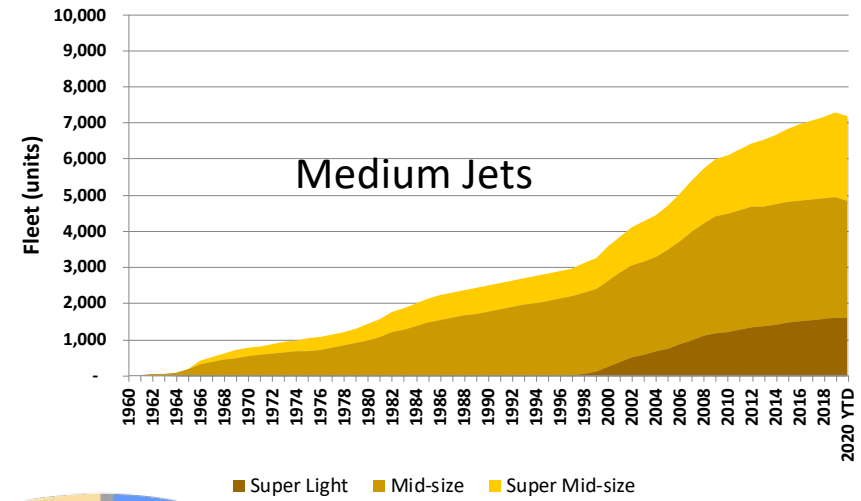
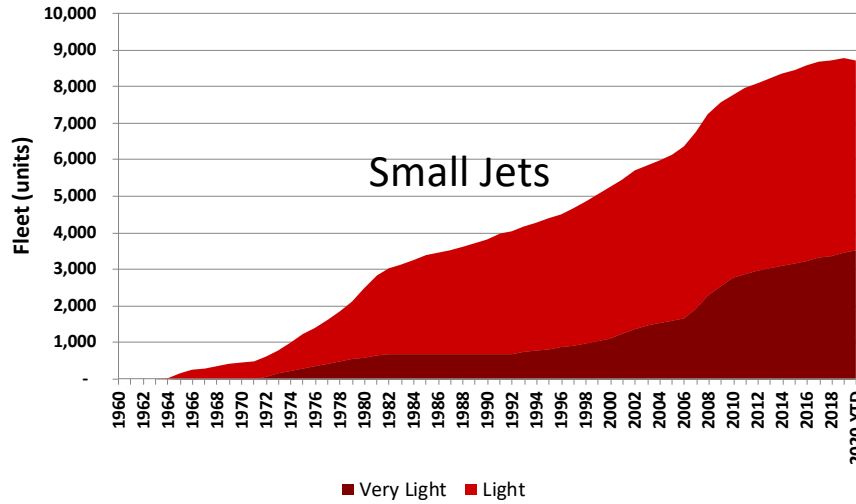
Business Jet Fleet Age, GDP & Fleet Growth

Regional profile of current average fleet age and regional GDP and fleet growth (2010-2020)



Business Jet Fleet by Size Category

Fleet by Year From 1960 through December 31, 2020



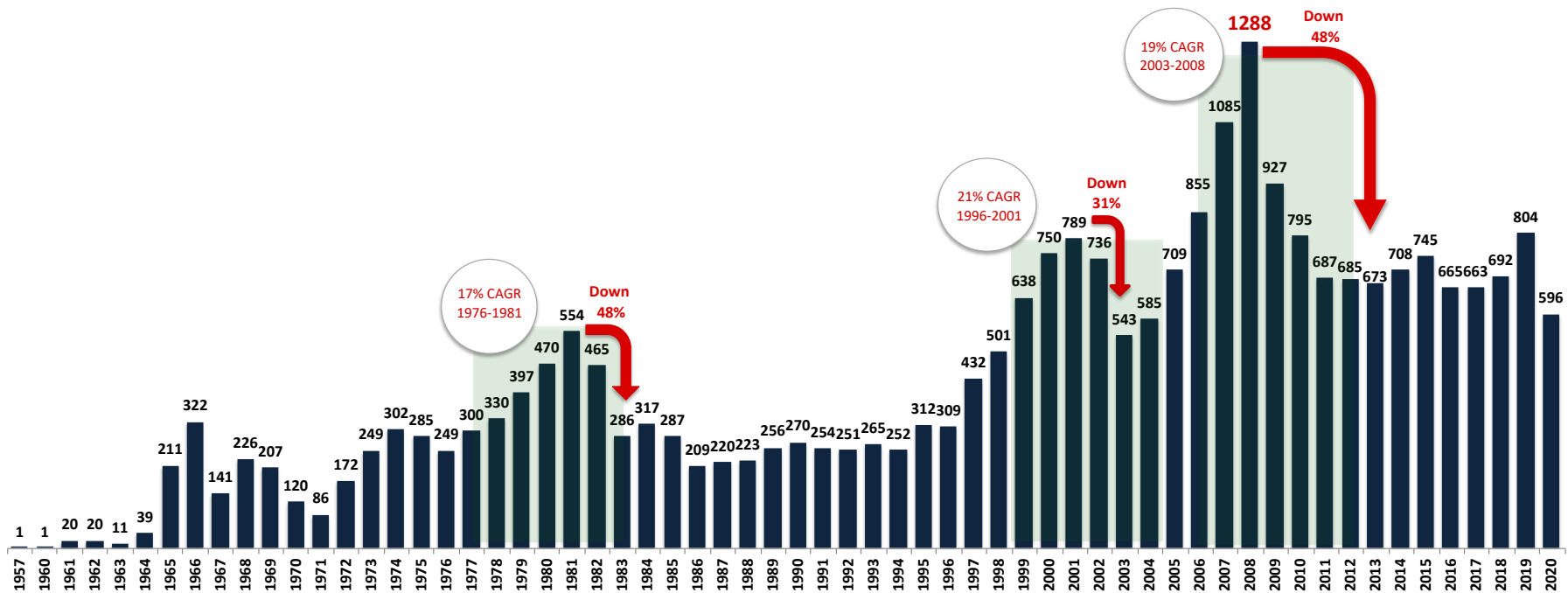
Business Jet Fleet as of December 31, 2020 By size category

Airliner Business	306
Airliner Business	306
Large Ultra-Long Range	2,067
Large Long Range	1,899
Large Jets	2,251
Super Mid-size Jets	2,372
Mid-size Jets	3,225
Super Light Jets	1,608
Light Jets	5,192
Very Light Jets	3,507
Personal Jets	227
Total	22,654

Business Jet Deliveries (Units)

As of December 31, 2020

Business Jet Deliveries



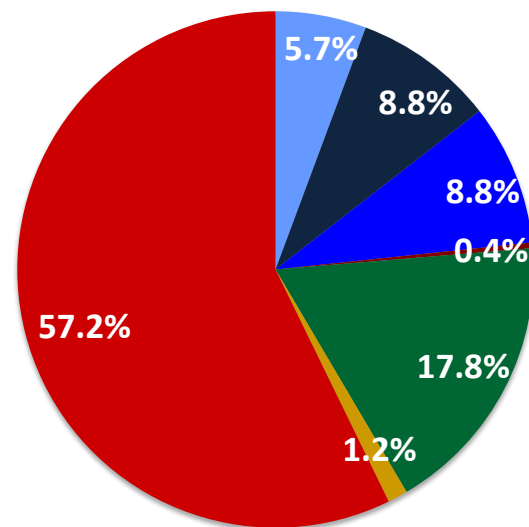
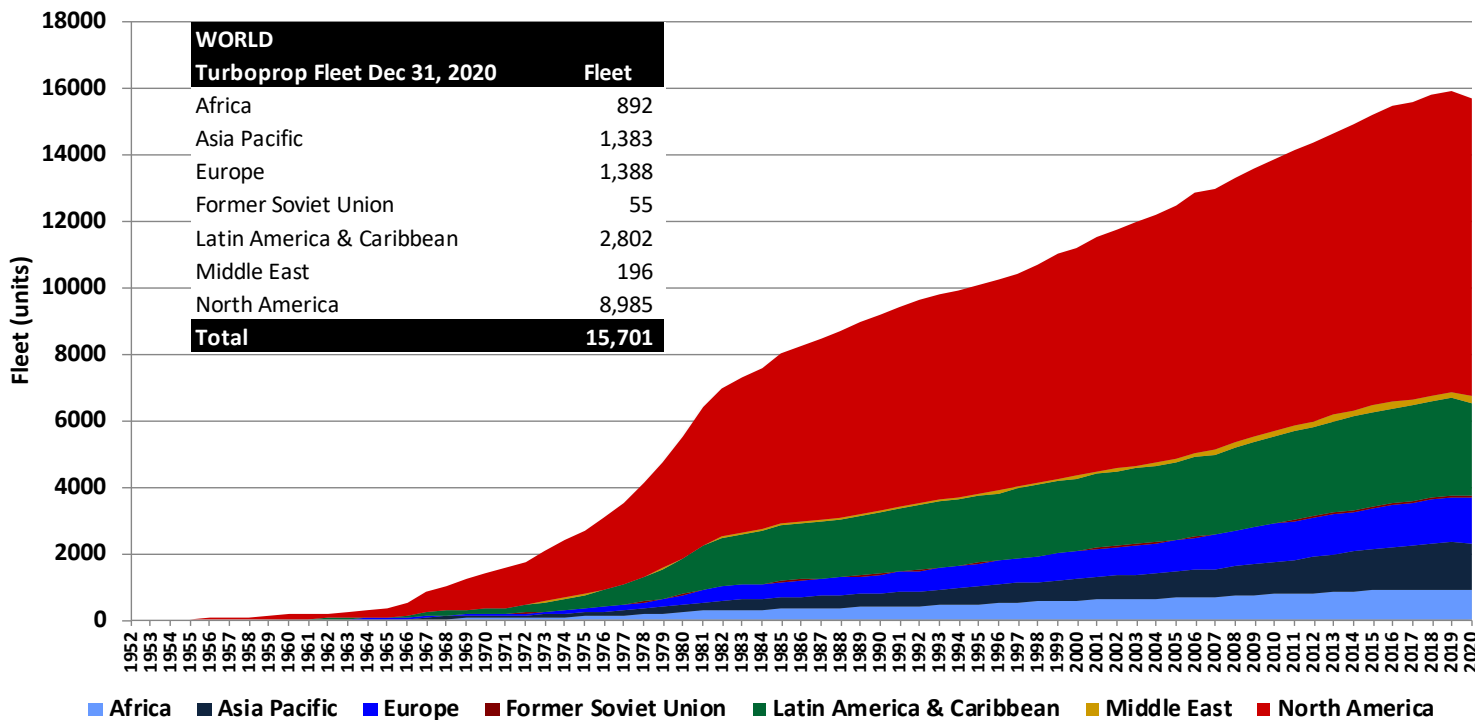
Source: JETNET; totals include single-engine Personal Jets (i.e., Cirrus SF50 Vision Jet); latest year data are preliminary and subject to change (typically upwards)

**New business jet deliveries in 2019 were up 16% year-over-year;
COVID-19 drove 2020 deliveries down >25% YOY**

Business Turboprop Fleet by Region

As of December 31, 2020

Turboprop Fleet by Region



Business Turboprop Fleet by Manufacturer

As of December 31, 2020

NORTH AMERICA	
Turboprop Fleet Dec 31, 2020	Fleet
Cessna	1,379
Daher Socata	742
Beechcraft	3,627
Pilatus	1,182
Piper	1,033
Turbo Commander	247
Other	775
Total	8,985

EUROPE	
Turboprop Fleet Dec 31, 2020	Fleet
Cessna	164
Daher Socata	142
Beechcraft	396
Pilatus	235
Piper	246
Turbo Commander	21
Other	184
Total	1,388

FORMER SOVIET UNION	
Turboprop Fleet Dec 31, 2020	Fleet
Cessna	11
Daher Socata	2
Beechcraft	14
Pilatus	8
Piper	11
Turbo Commander	1
Other	8
Total	55

MIDDLE EAST	
Turboprop Fleet Dec 31, 2020	Fleet
Cessna	63
Daher Socata	1
Beechcraft	101
Pilatus	0
Piper	9
Turbo Commander	17
Other	5
Total	196

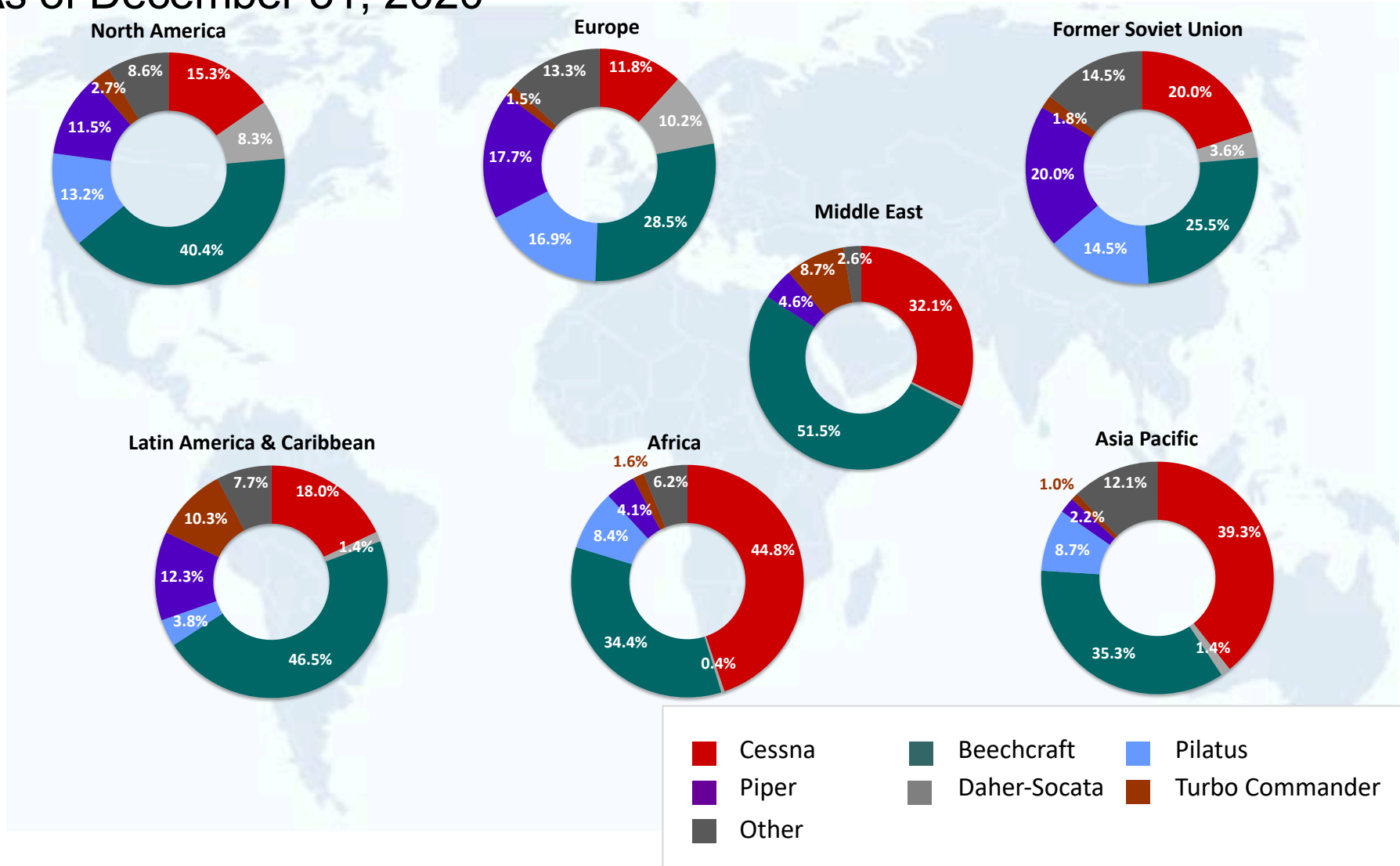
LATIN AMERICA & CARIBBEAN	
Turboprop Fleet Dec 31, 2020	Fleet
Cessna	503
Daher Socata	39
Beechcraft	1,303
Pilatus	106
Piper	346
Turbo Commander	290
Other	215
Total	2,802

AFRICA	
Turboprop Fleet Dec 31, 2020	Fleet
Cessna	400
Daher Socata	4
Beechcraft	307
Pilatus	75
Piper	37
Turbo Commander	14
Other	55
Total	892

ASIA PACIFIC	
Turboprop Fleet Dec 31, 2020	Fleet
Cessna	544
Daher Socata	19
Beechcraft	488
Pilatus	120
Piper	30
Turbo Commander	14
Other	168
Total	1,383

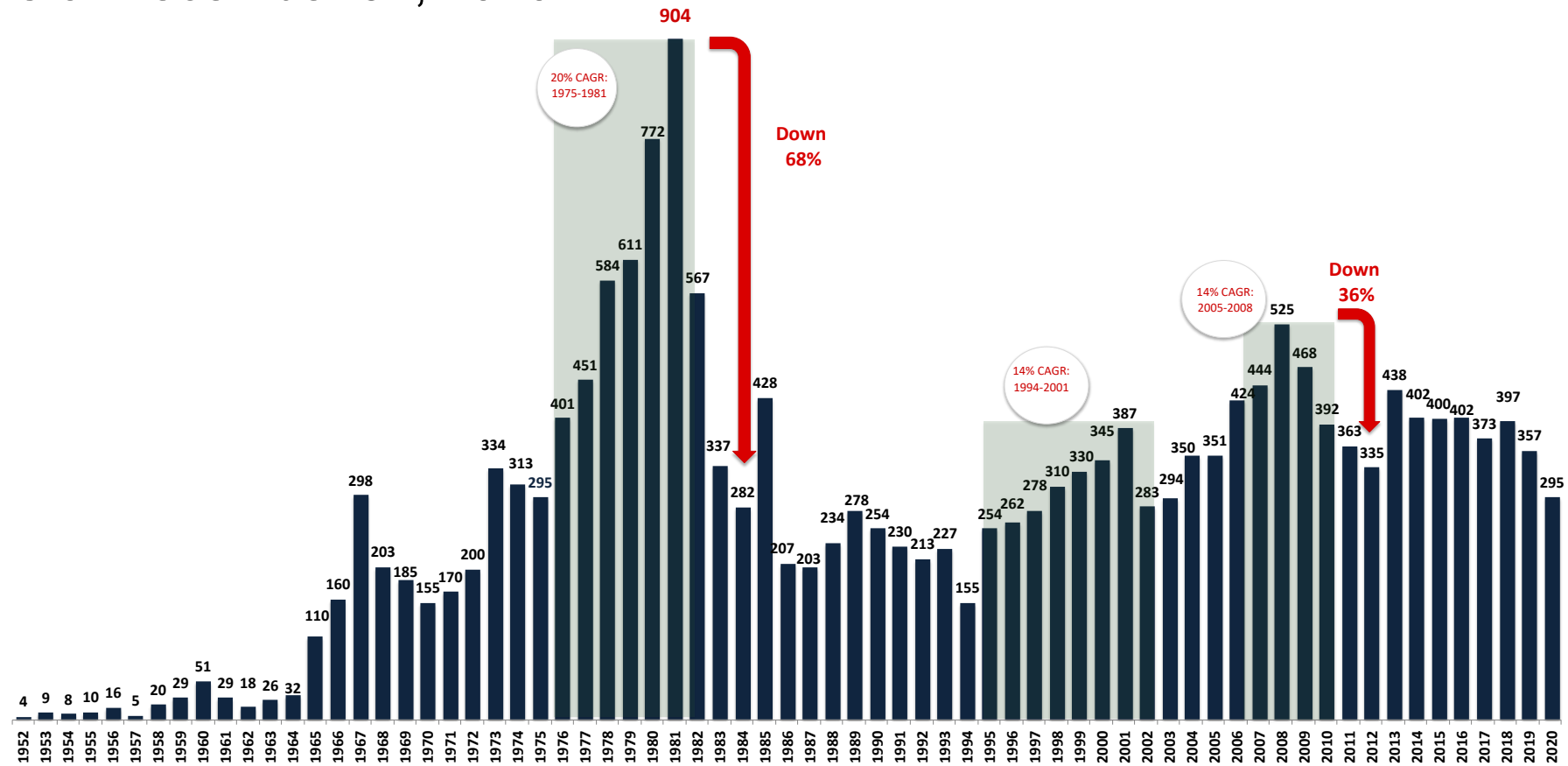
Business Turboprop Fleet by Manufacturer

As of December 31, 2020



Business Turboprop Deliveries (Units)

As of December 31, 2020

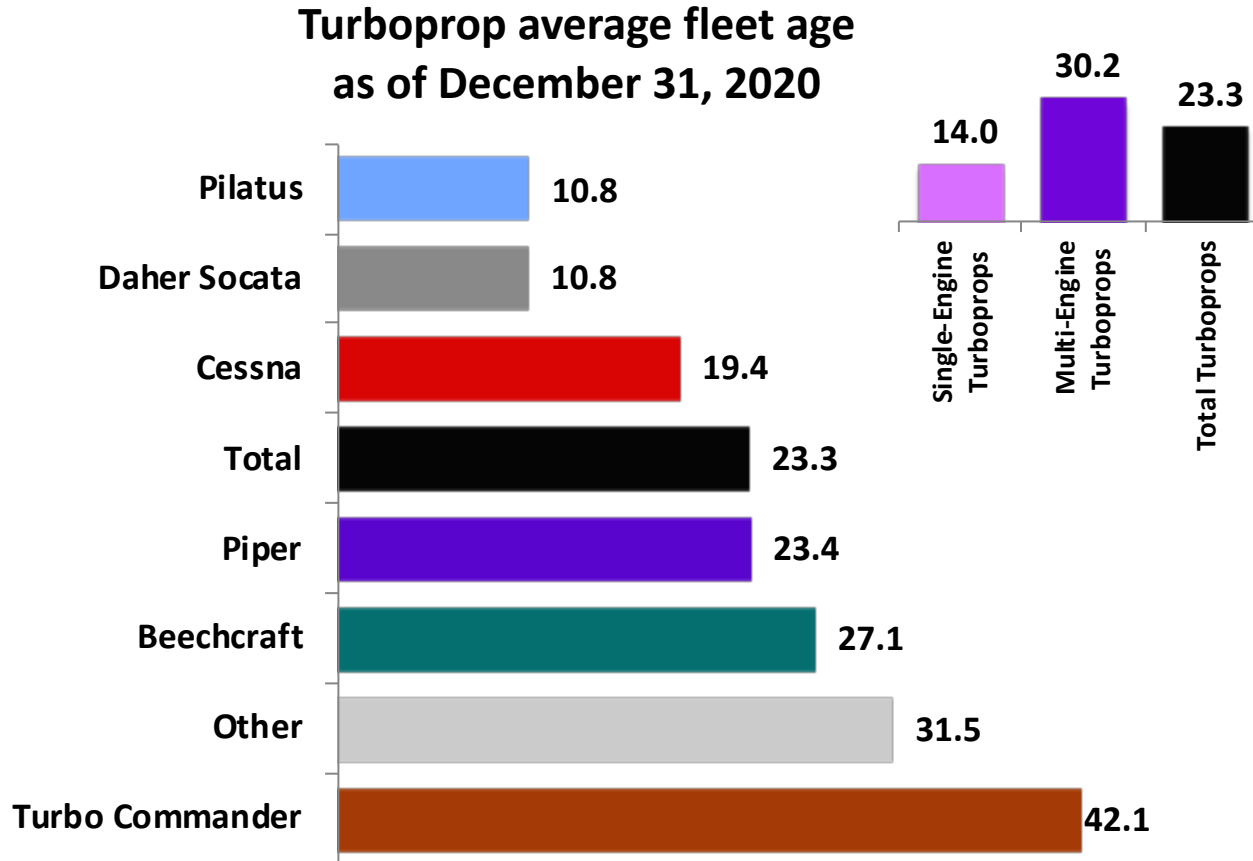


Source: JETNET; latest year data are preliminary and subject to change (typically upwards)

New turboprop deliveries in 2019 were down 10% year-over-year; COVID-19 drove 2020 deliveries down >15% YOY

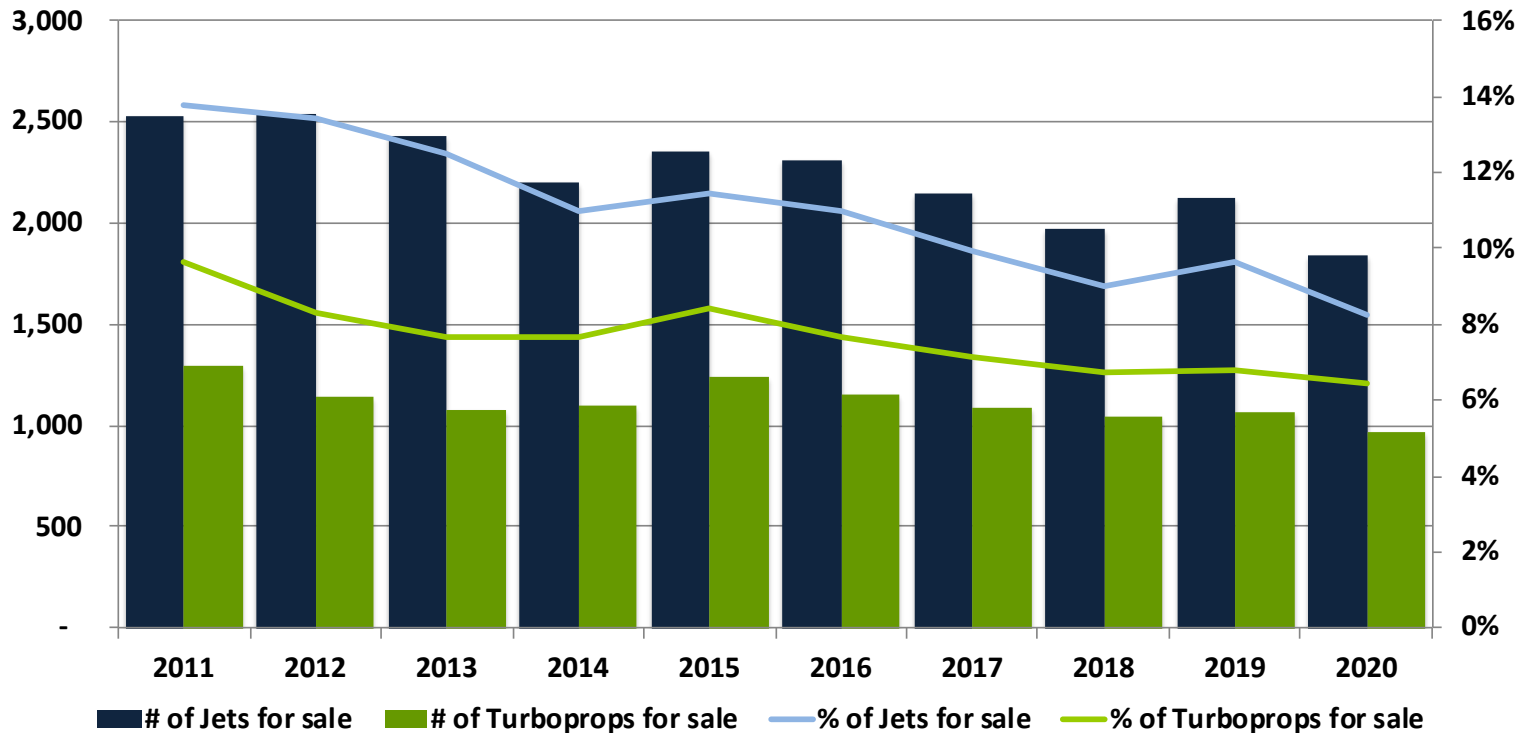
Business Turboprop Fleet Age (Years)

As of December 31, 2020



Pre-Owned Business Aircraft Inventory

Business Jets and Turboprops for sale
December 2011 - December 2020

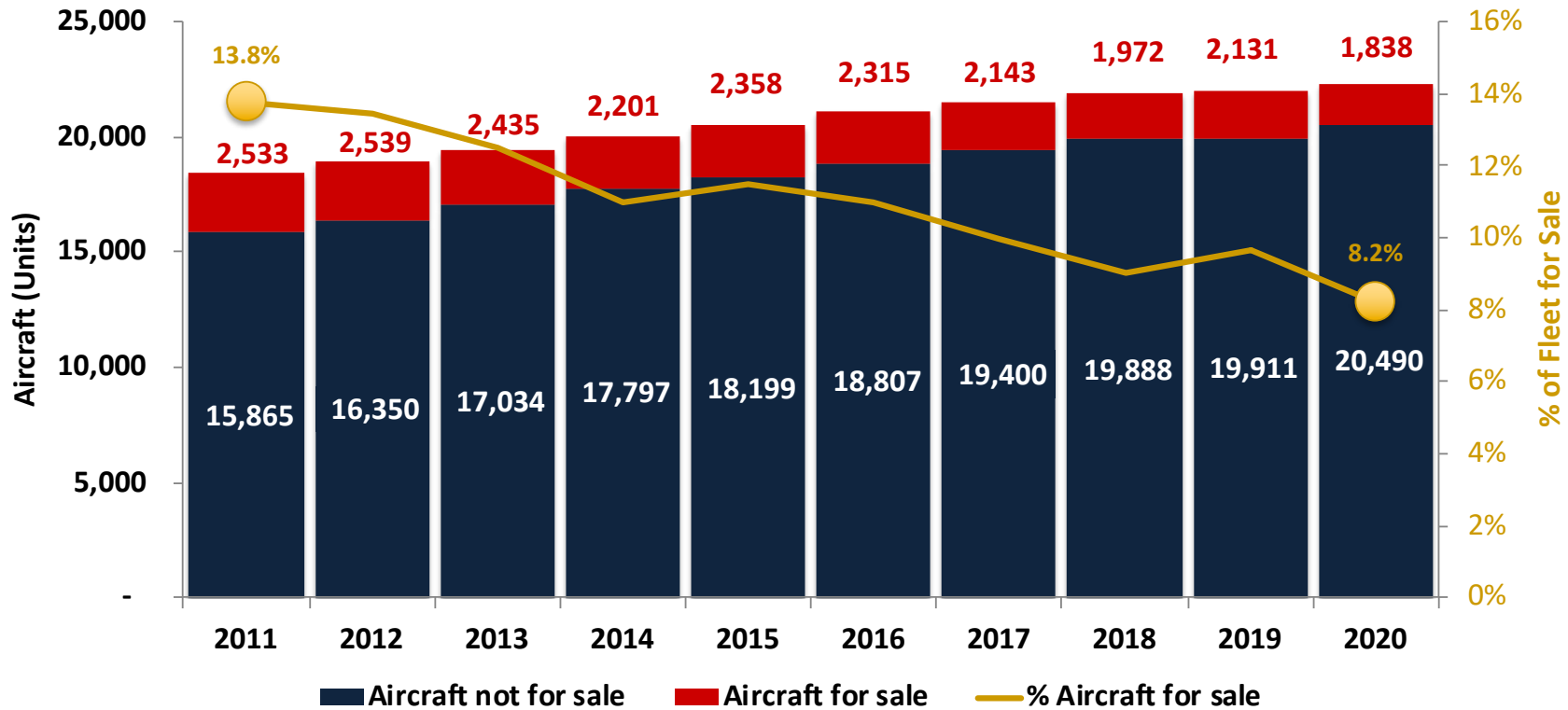


	Aircraft Available for Sale as % of World Fleet (as of December 31)									
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Business Jets	13.8%	13.4%	12.5%	11.0%	11.5%	11.0%	9.9%	9.0%	9.7%	8.2%
Turboprop	9.6%	8.3%	7.7%	7.7%	8.4%	7.7%	7.2%	6.7%	6.8%	6.5%

For-sale inventory of pre-owned business aircraft is at a historical low at the end of 2020 and continues to decline in January 2021

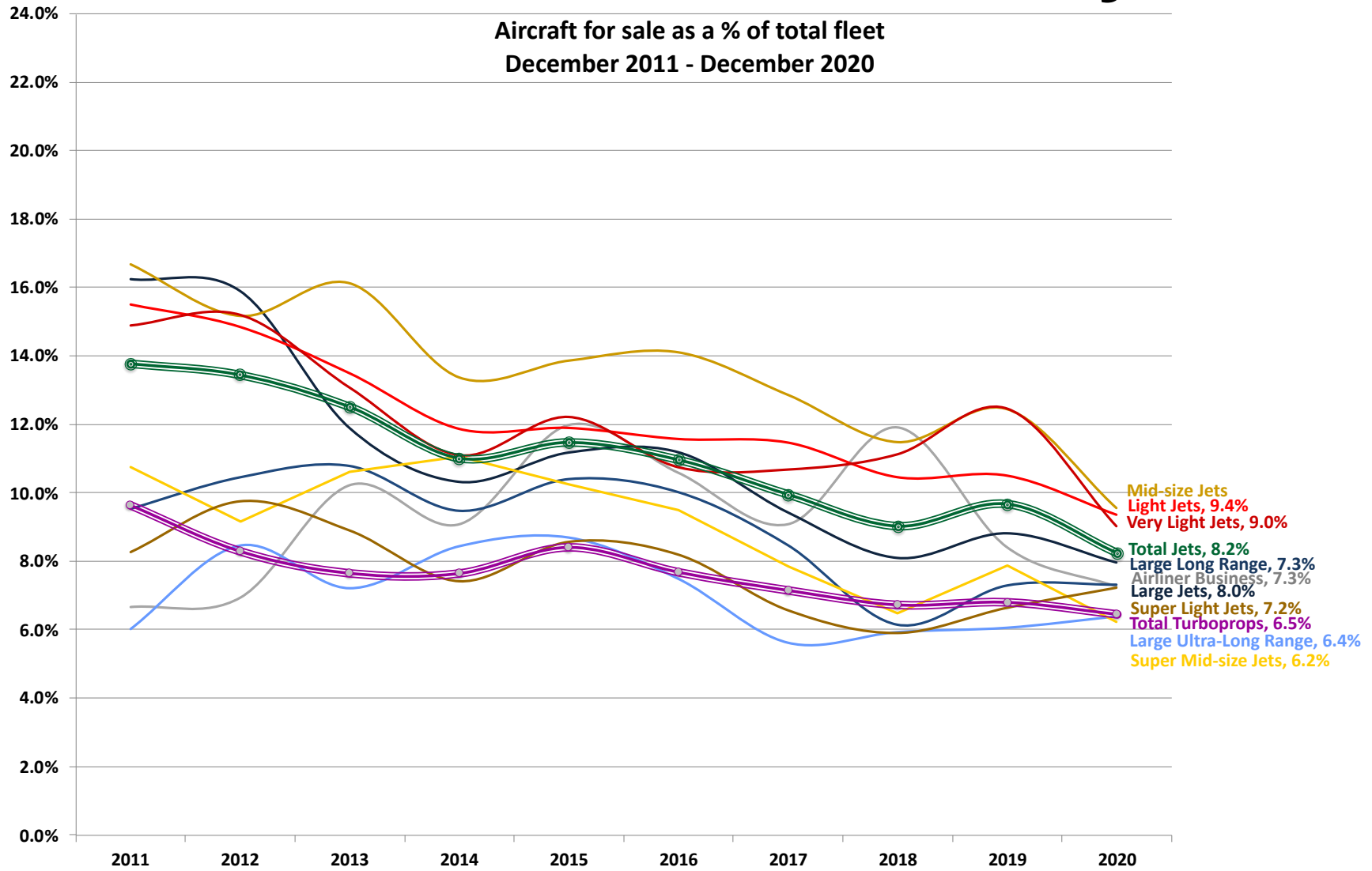
Pre-Owned Business Jet Inventory

Business Jets for sale - December 31, 2011-2020



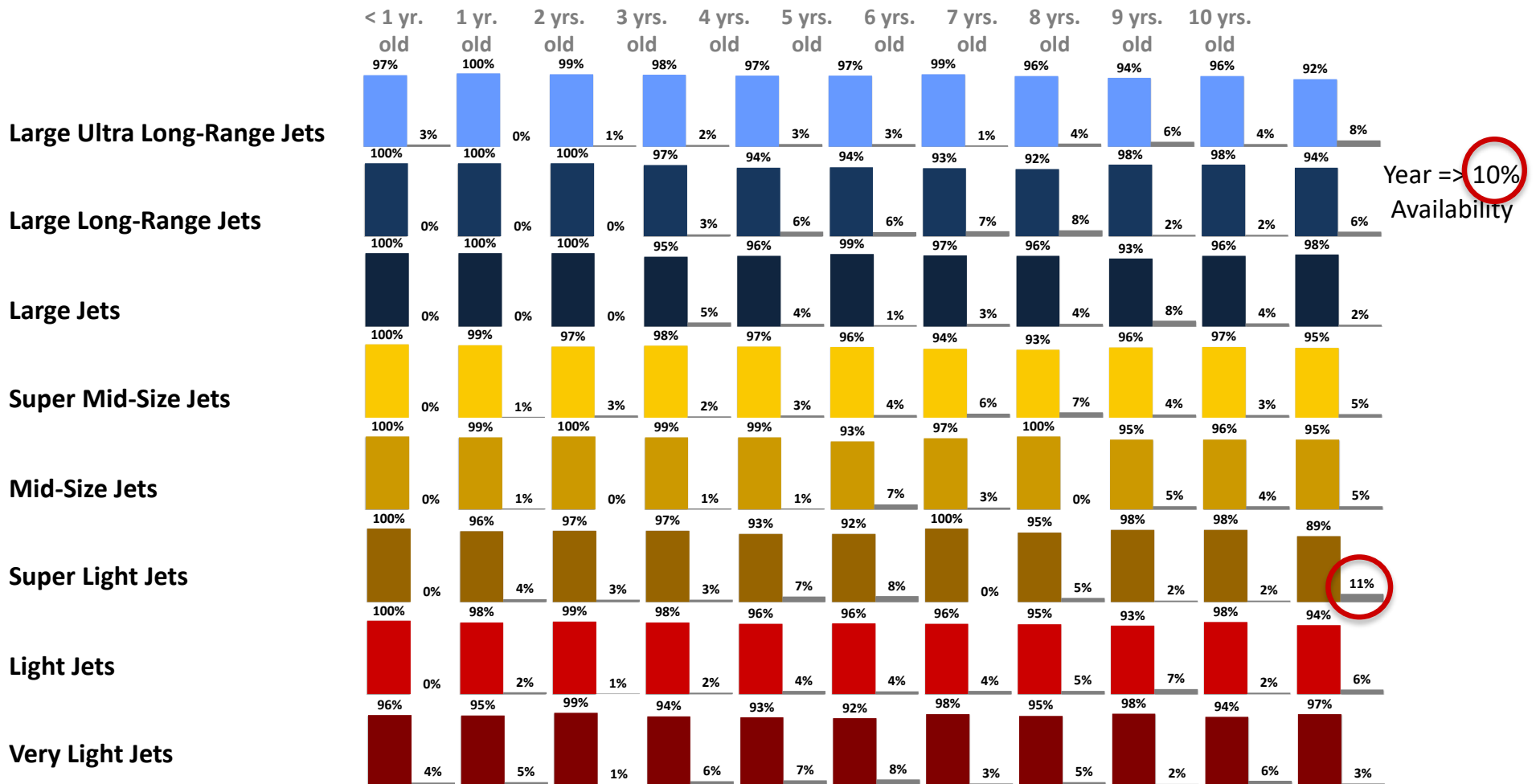
Jets Available for Sale as % of World Fleet (as of December 31)									
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
13.8%	13.4%	12.5%	11.0%	11.5%	11.0%	9.9%	9.0%	9.7%	8.2%

Pre-Owned Business Jet Inventory



Pre-Owned Business Jet Inventory

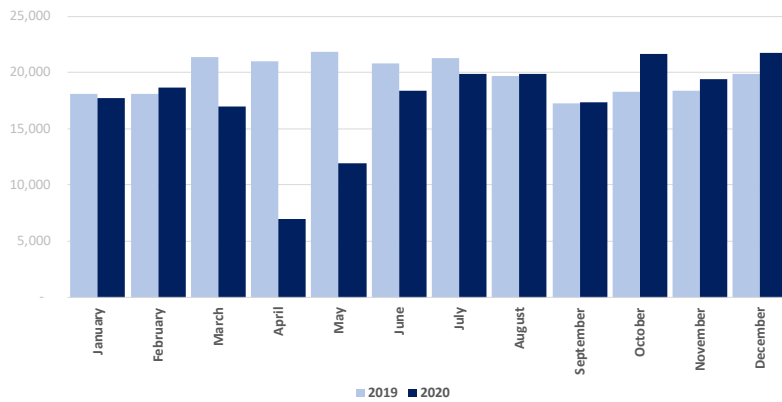
10-Years Old or Less – % for sale and % not for sale by size category



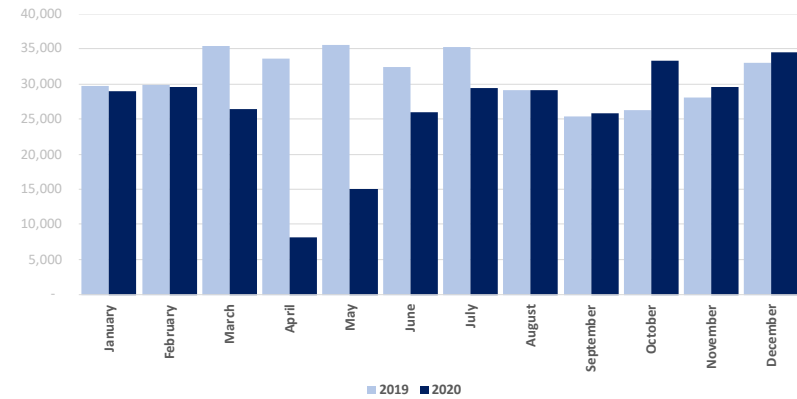
U.S. Business Jet Utilization

Part 135 Operations – 2019 versus 2020

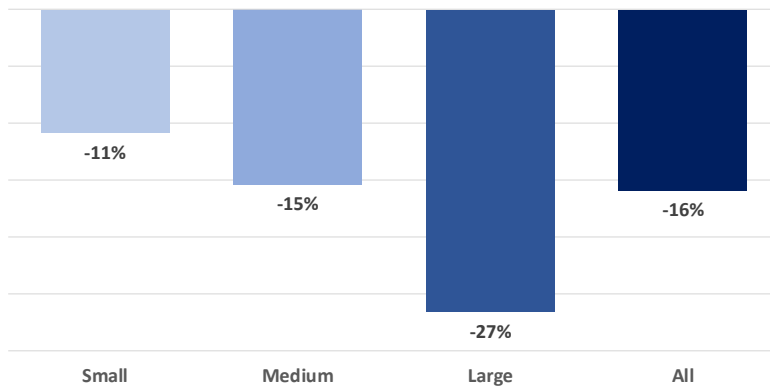
Small Jets



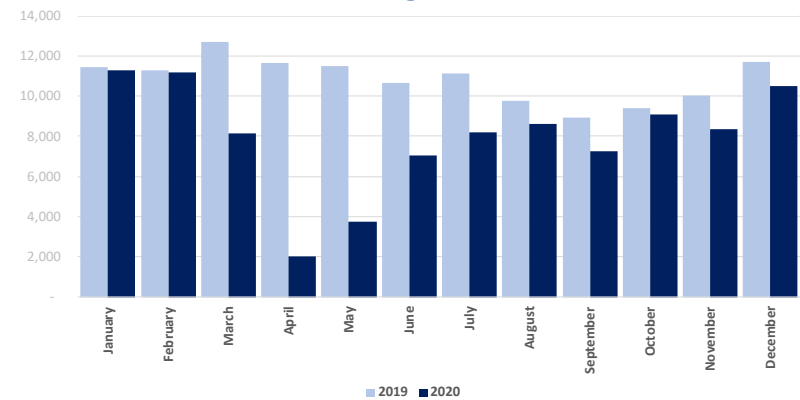
Medium Jets



Year-Over-Year Change in Flight Activity (Cycles) by Size Part 135 Operations 2020 versus 2019



Large Jets

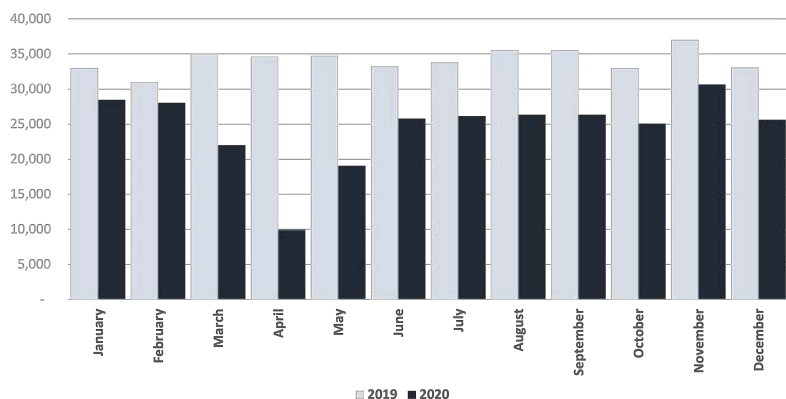


Source: U.S. FAA; JETNET

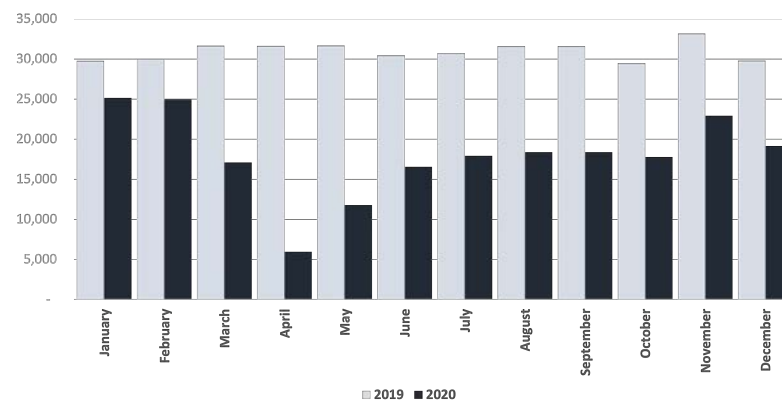
U.S. Business Jet Utilization

Part 91 Operations – 2019 versus 2020

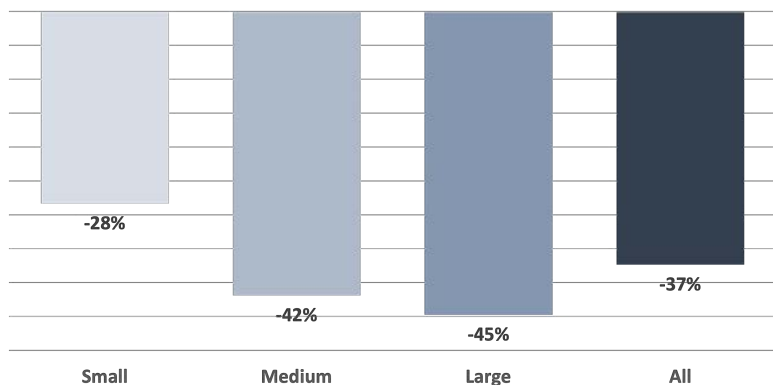
Small Jets



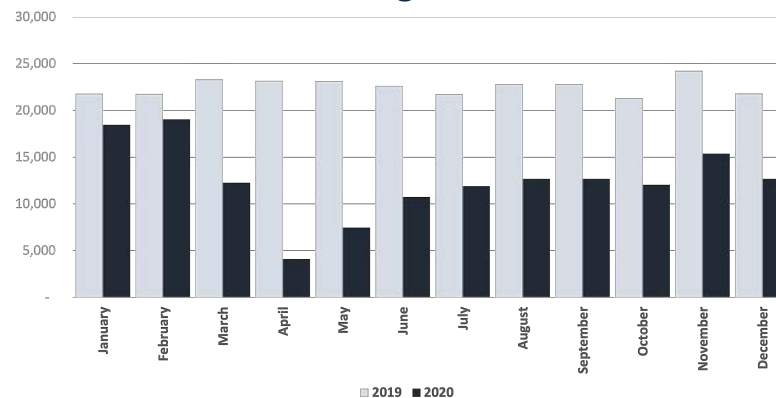
Medium Jets



Year-Over-Year Change in Flight Activity (Cycles) by Size Part 91 Operations 2020 versus 2019



Large Jets

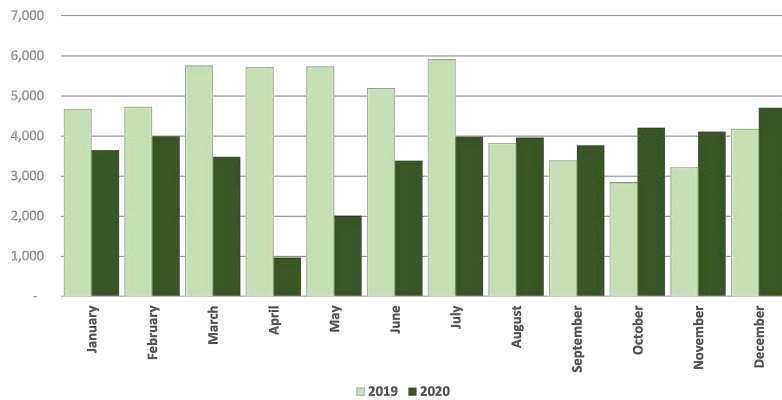


Source: U.S. FAA; JETNET

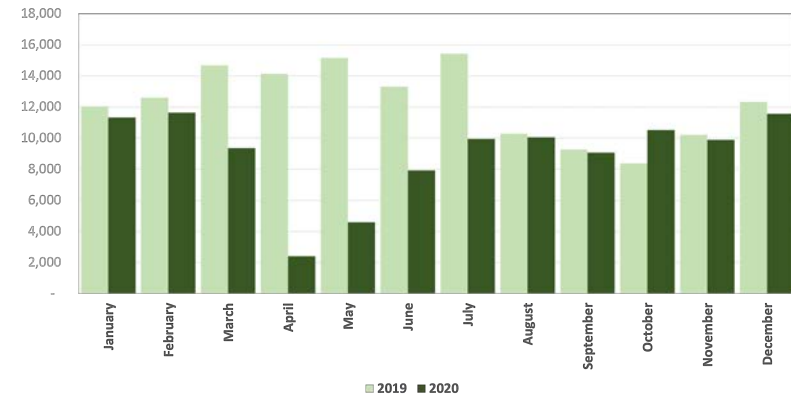
U.S. Business Jet Utilization

Part 91K Operations – 2019 versus 2020

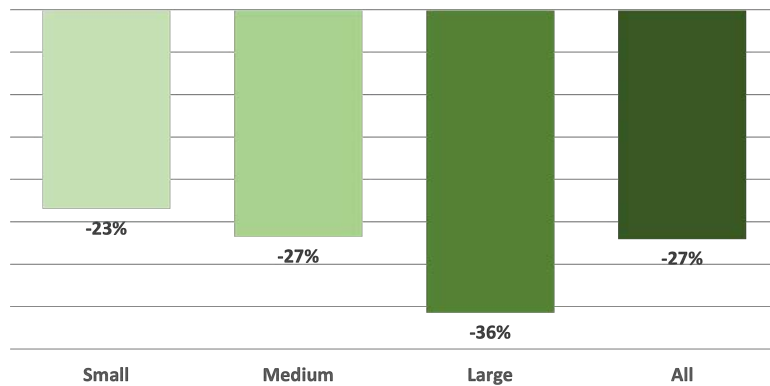
Small Jets



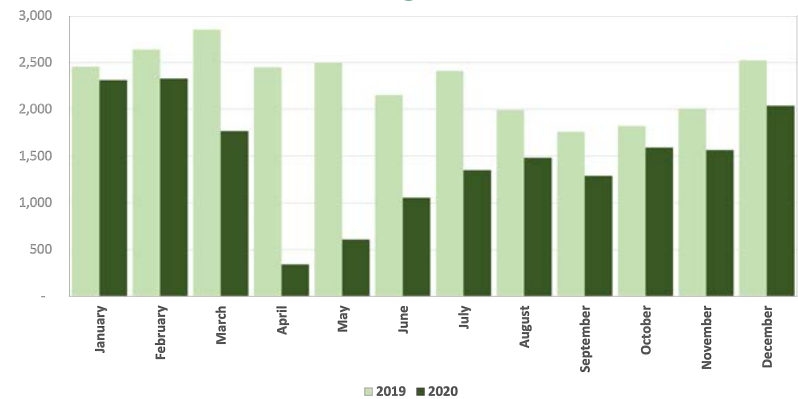
Medium Jets



Year-Over-Year Change in Flight Activity (Cycles) by Size U.S. Fractional Operations 2020 versus 2019



Large Jets



Source: U.S. FAA; JETNET

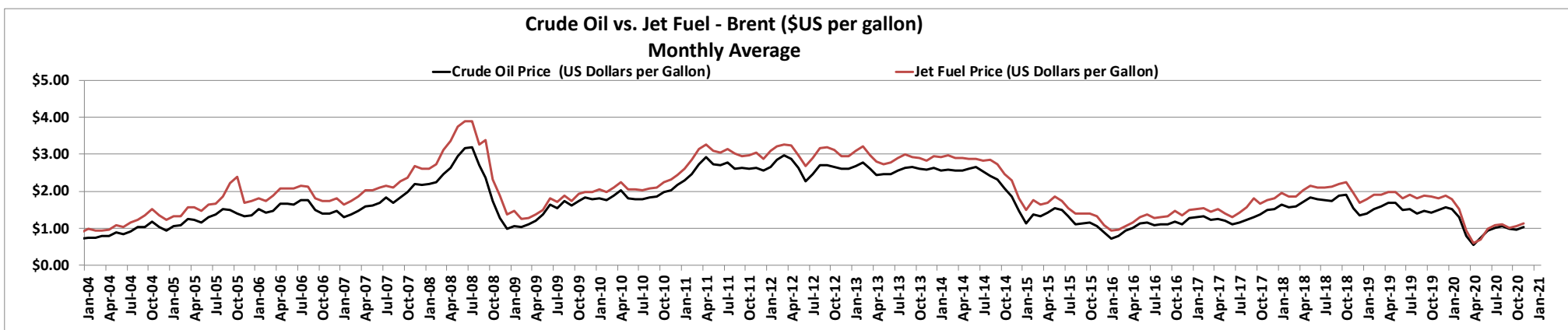
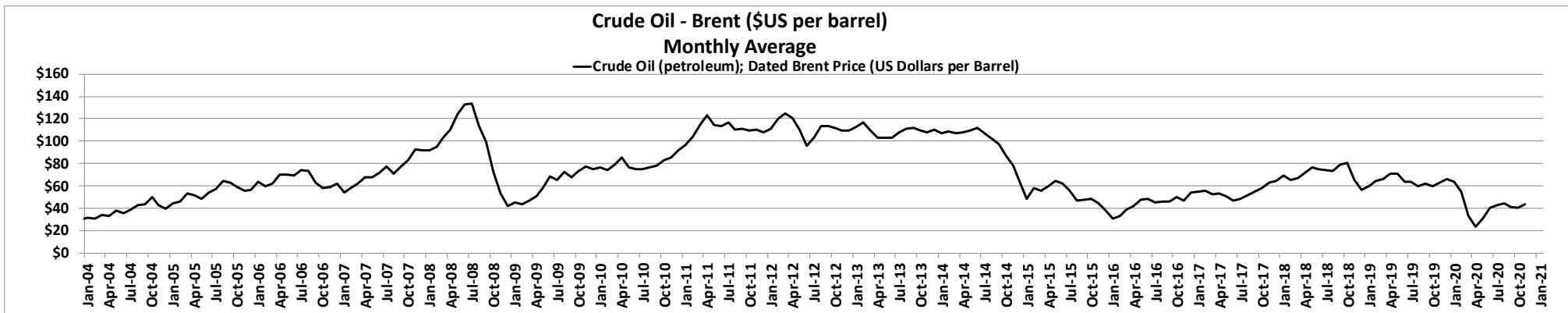
Crude Oil and Jet Fuel Prices

IATA Fuel Price Monitor	Share in	Index Value		vs. 1 week	vs. 1 month		
January 22 2021	World Index	\$/US gallon	\$/barrel	2000= 100	ago	ago	vs.1 yr ago
Jet Fuel Price	100%	\$ 1.409	\$ 59.19	161.80	-2.2%	4.2%	-18.6%
Asia & Oceania	22%	\$ 1.390	\$ 58.36	166.76	-2.4%	7.0%	-20.5%
Europe & CIS	28%	\$ 1.402	\$ 58.87	158.62	-1.7%	3.7%	-20.0%
Middle East & Africa	7%	\$ 1.369	\$ 57.48	171.64	-2.5%	7.2%	-19.1%
North America	39%	\$ 1.430	\$ 60.06	159.67	-2.2%	2.7%	-16.4%
Latin & Central America	4%	\$ 1.441	\$ 60.53	167.68	-2.9%	2.7%	-17.8%

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

Source: International Air Transport Association (IATA) from PLATTS

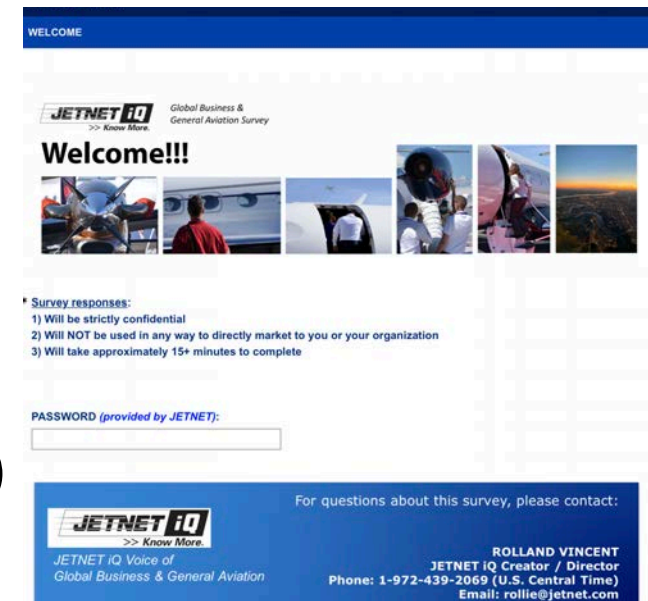
Crude Oil and Jet Fuel Prices



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



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):

For questions about this survey, please contact:

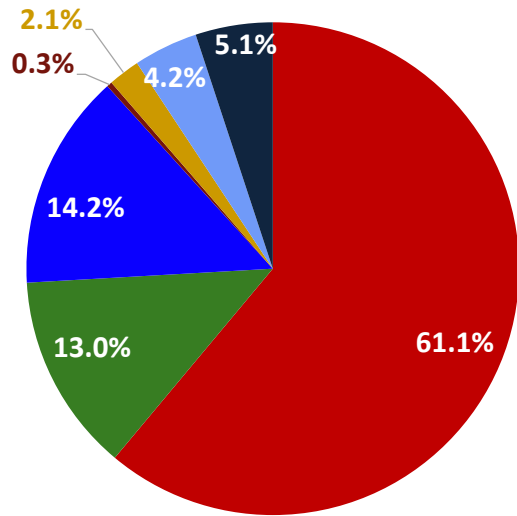
JETNET iQ >> Know More
JETNET iQ Voice of Global Business & General Aviation

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

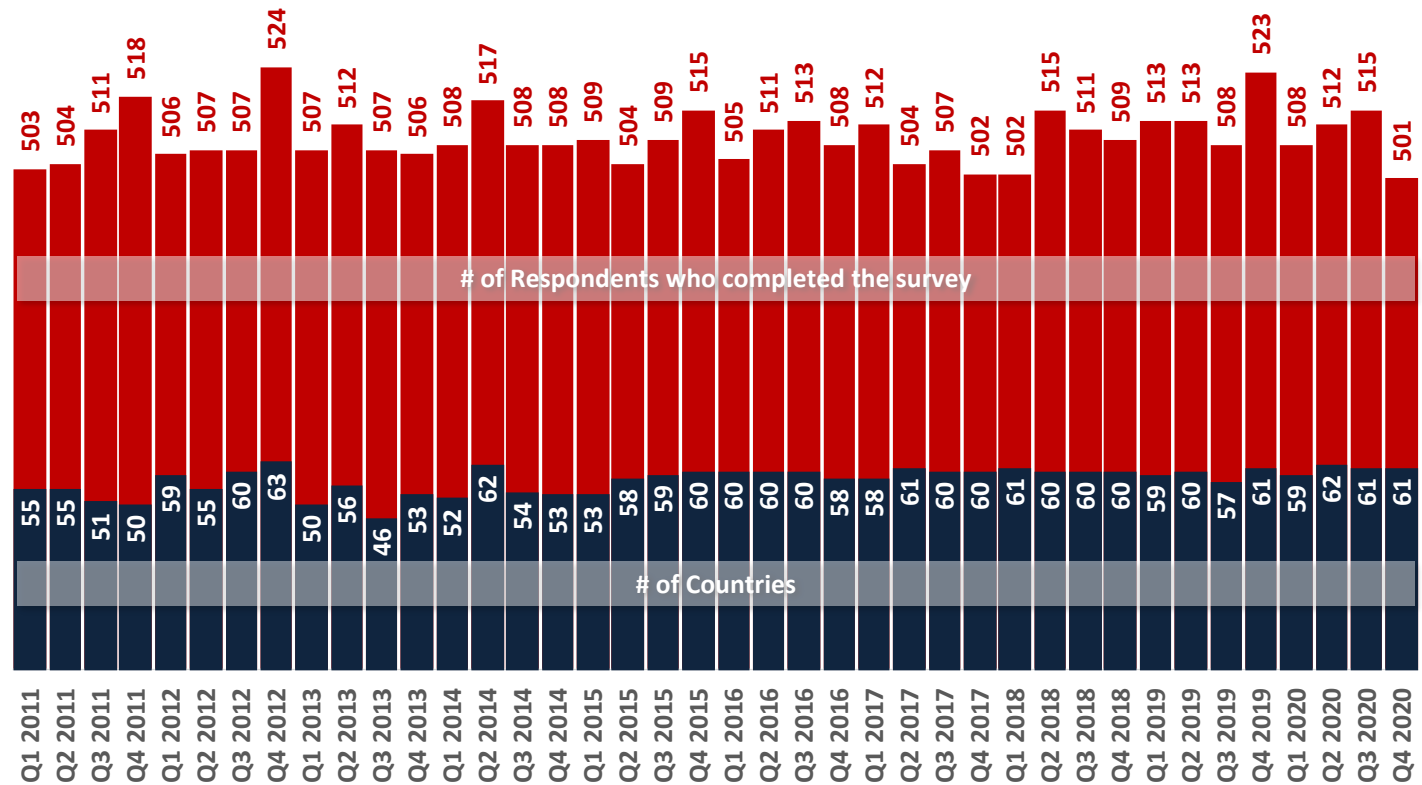
JETNET iQ Surveys: Quarterly, multilingual, worldwide

JETNET iQ Survey Respondents

Respondent by Location - Q1 2011 - Q4 2020



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

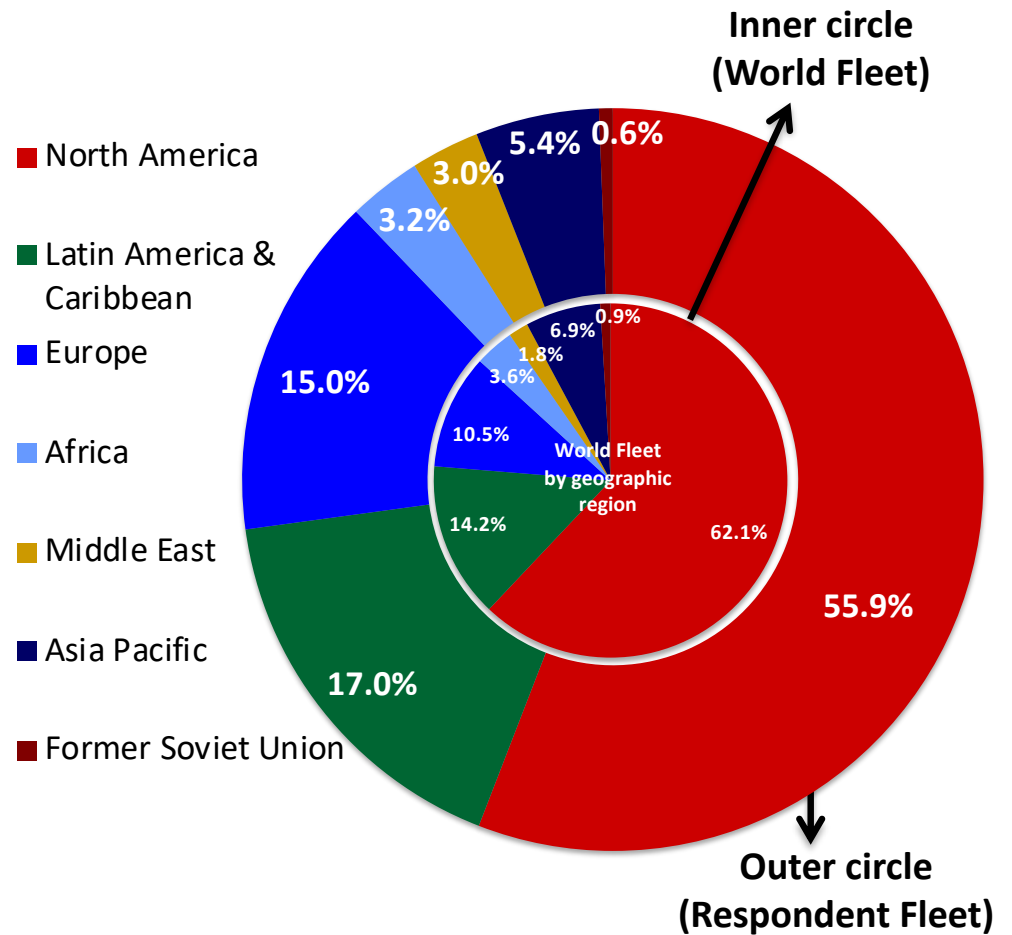


JETNET iQ Surveys: Since Q1 2011, >20,000 respondents from 139 countries

Survey Respondents' Location By Respondent Location

Q4 2020 Survey

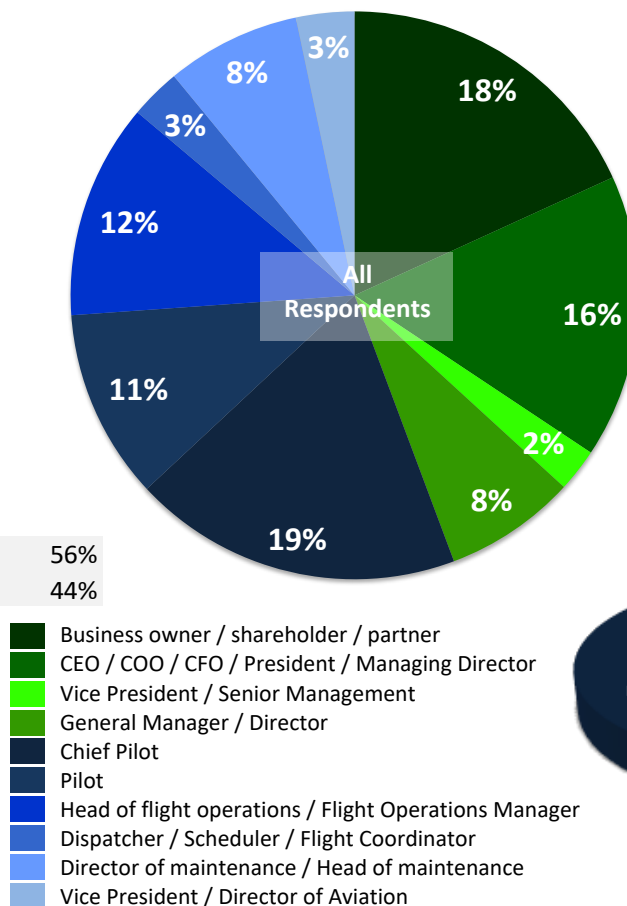
RESPONDENT COUNTRIES FROM Q4 2020 SURVEY			
COUNTRIES/TERRITORIES	# of respondents		# of respondents
ARGENTINA	6	PARAGUAY	1
AUSTRALIA	8	PERU	2
AUSTRIA	4	PHILIPPINES	3
AZERBAIJAN	1	POLAND	1
BELGIUM	5	PORTUGAL	1
BELIZE	2	ROMANIA	2
BRAZIL	36	RUSSIAN FEDERATION	2
BULGARIA	1	SAUDI ARABIA	1
CANADA	18	SERBIA	3
CHILE	2	SINGAPORE	1
CHINA	6	SOUTH AFRICA	9
COLOMBIA	5	SPAIN	1
CZECHIA	4	SRI LANKA	3
DEM. REPUBLIC OF CONGO	1	ST KITTS AND NEVIS	1
DENMARK	1	SURINAME	1
DOMINICAN REPUBLIC	1	SWEDEN	1
ESTONIA	1	SWITZERLAND	11
ETHIOPIA	1	TAIWAN	2
FINLAND	1	THAILAND	1
FRANCE	1	TURKEY	8
GERMANY	18	UNITED ARAB EMIRATES	4
GHANA	1	UNITED KINGDOM	6
GUATEMALA	2	UNITED STATES	262
HONDURAS	1	VENEZUELA	5
INDIA	1	ZIMBABWE	1
IRELAND	1		
ITALY	9	Total # of respondents	501
JORDAN	2	Total # of countries	61
MADAGASCAR	1	Africa	16
MALAYSIA	1	Asia Pacific	27
MAURITIUS	1	Europe	75
MEXICO	20	Former Soviet Union	3
NAMIBIA	1	Latin America & Caribbean	85
NETHERLANDS	2	Middle East	15
NORWAY	1	North America	280
PAKISTAN	1	Total	501



Survey Respondents' Roles

Q4 2020 Survey

Title of respondent	Completed	
Business owner / shareholder / partner	126	
CEO / COO / CFO / President / Managing Director	112	
Vice President / Senior Management	17	
General Manager / Director	52	
Chief Pilot	130	
Pilot	75	
Head of flight operations / Flight Operations Manager	85	
Dispatcher / Scheduler / Flight Coordinator	20	
Director of maintenance / Head of maintenance	53	
Vice President / Director of Aviation	23	
Total	693	
Aviation Professionals	386	56%
Senior Management / General Manager	307	44%

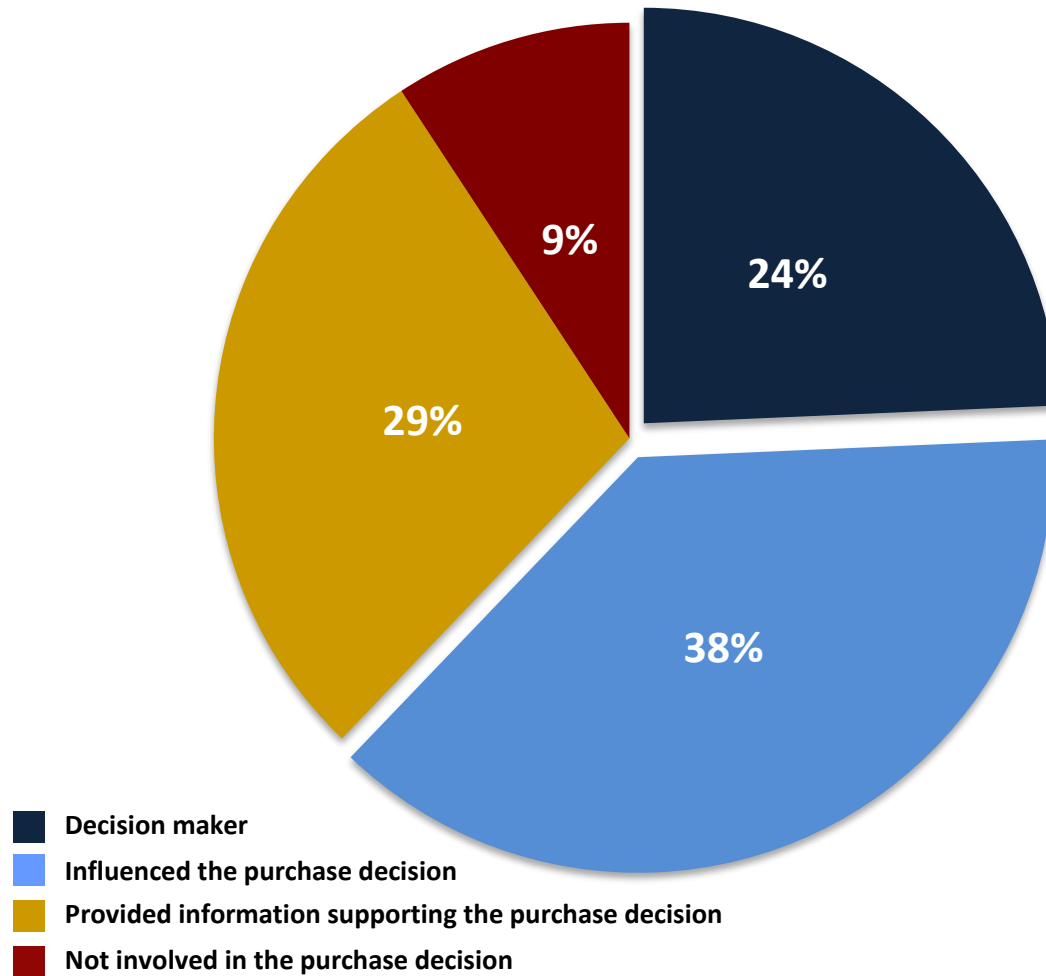


Note: Respondents may have multiple job titles and organizational roles

Survey Respondents' Roles

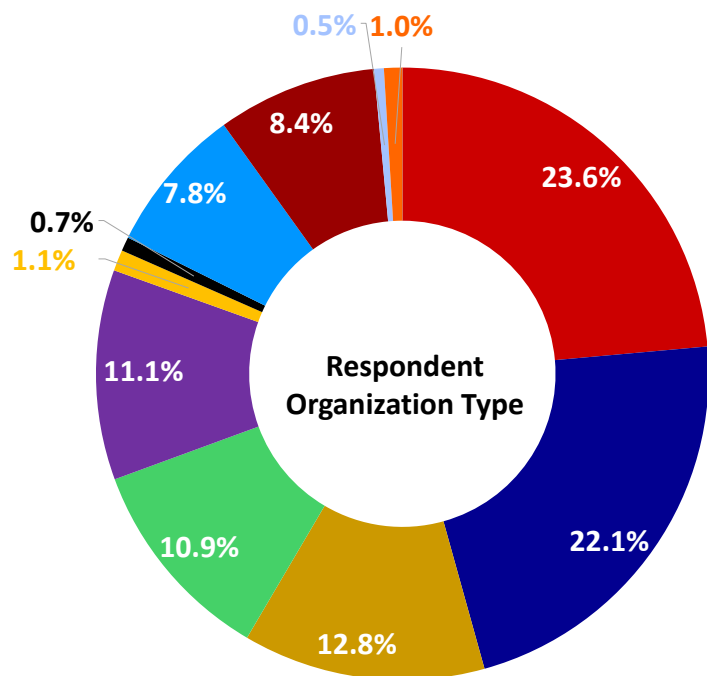
By Involvement in Last Fixed-Wing Turbine Aircraft Purchase

Q4 2020 Survey

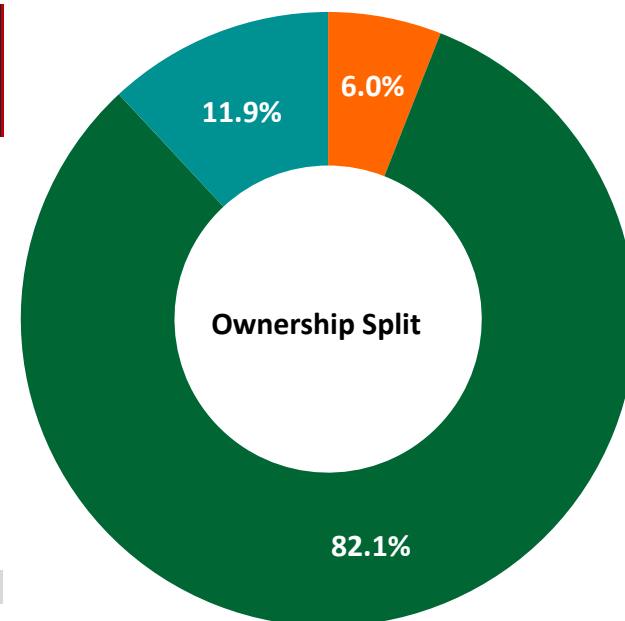


Survey Respondents' Organization

Q4 2020 Survey



Please indicate which of the following best describes your organization or company (check as many as apply):		All Respondents
Aircraft owner		319
Aircraft operator		299
Flight department		173
Aircraft management company		148
Air taxi or charter operator		150
Fractional aircraft operator		15
Fractional share / jet card holder		10
Aircraft MRO		105
Broker / Dealer		114
Financial Institution		7
Government		13
Other		-
Privately-held		179
Publicly-traded		26
Total		1,558



Breakdown for Respondents who indicated ownership



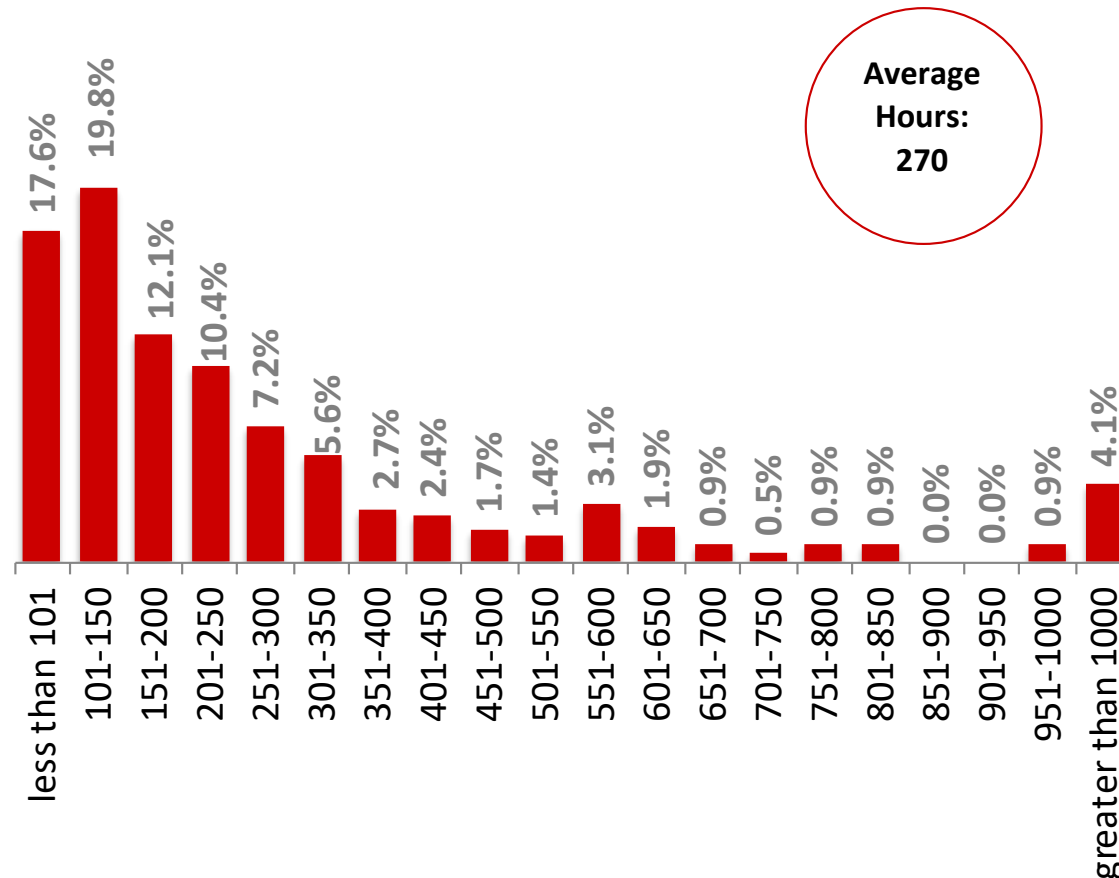
Note: Respondents may have chosen multiple organizational types

Survey Respondents' Flight Operations

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

Annual Flight Hours Per Aircraft

Q4 2020 Survey

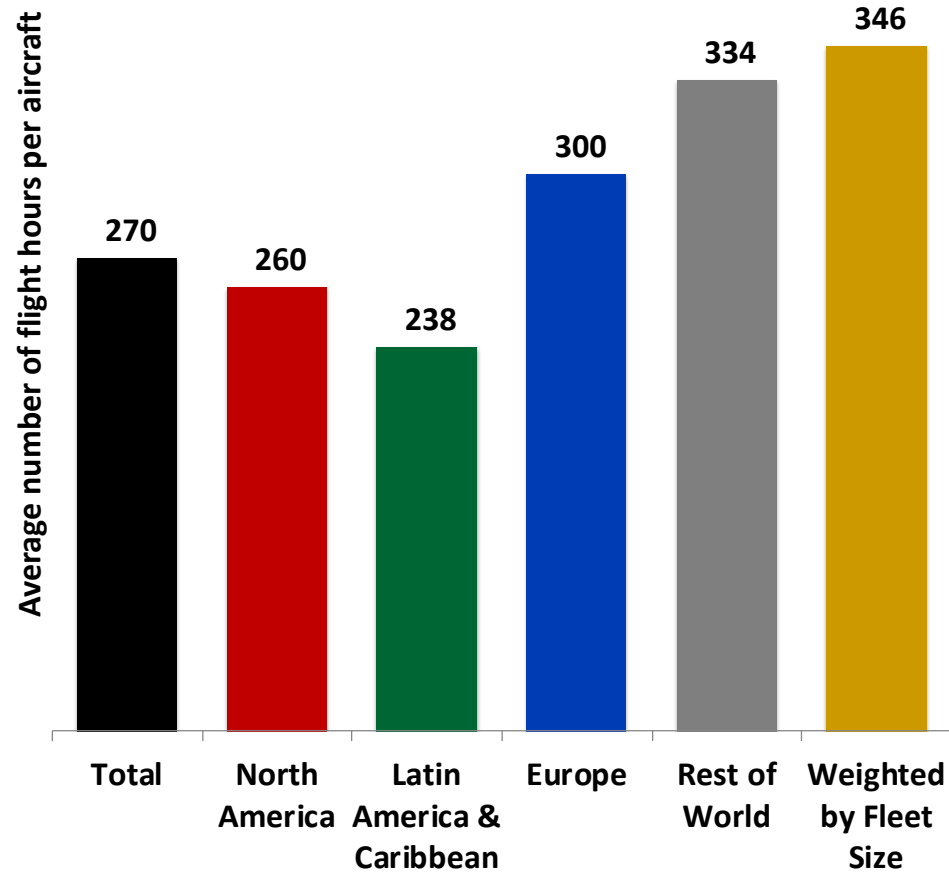


Survey Respondents' Flight Operations

Regional Average Utilization per Aircraft in Prior 12 Months

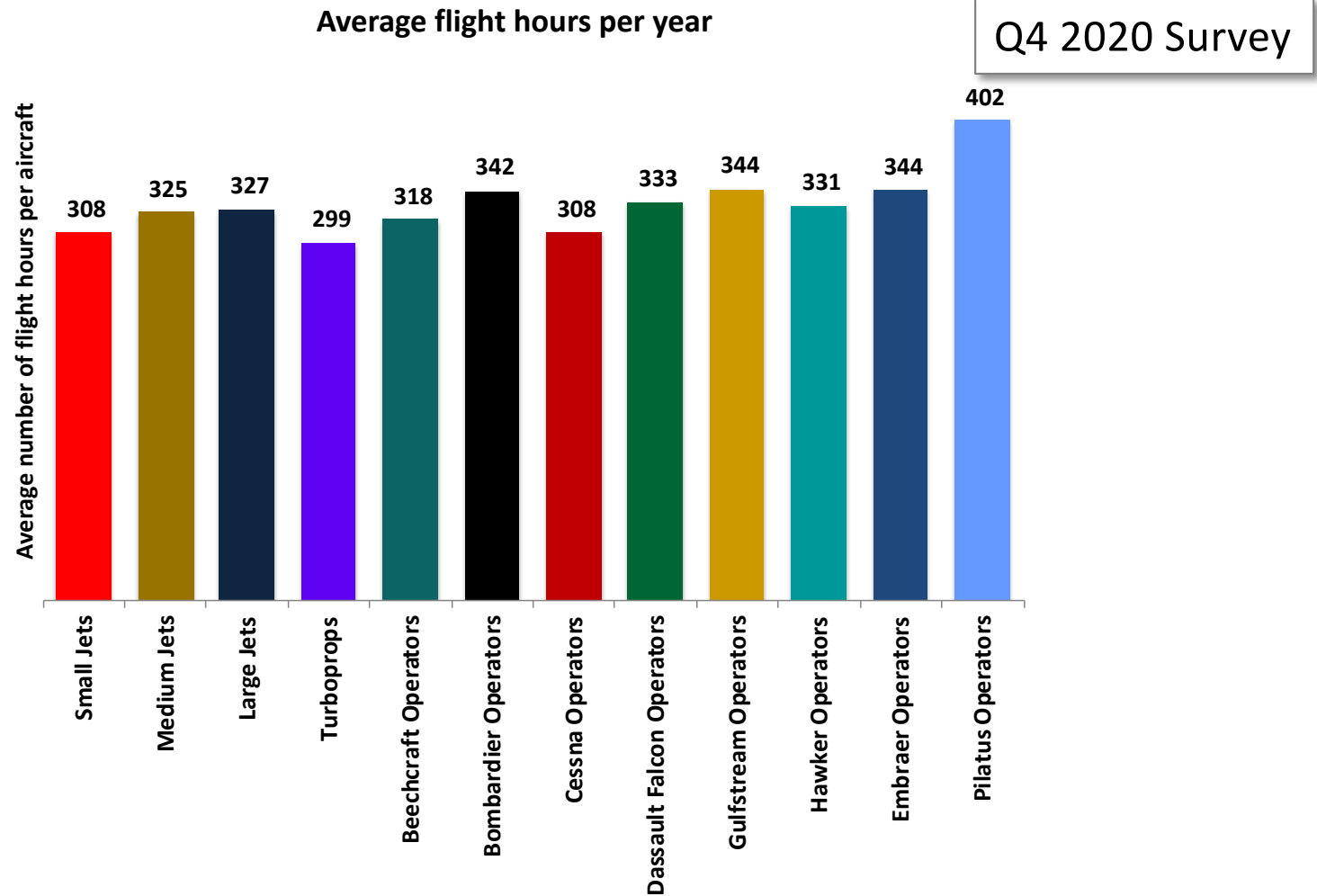
Average flight hours per year

Q4 2020 Survey



Survey Respondents' Flight Operations

Operator Size and Brand Utilization per Aircraft in Prior 12 Months

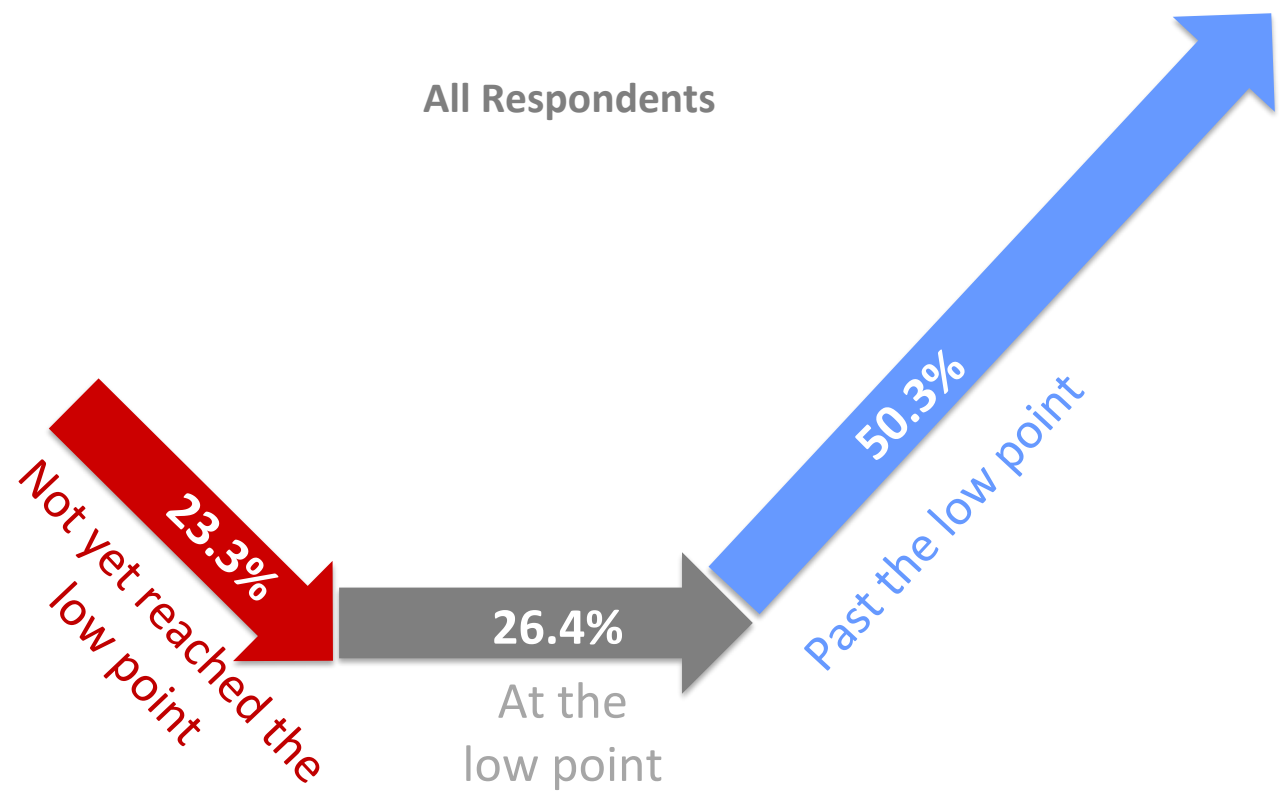


Survey Respondents' Sentiment

Current Market Sentiment

Q4 2020 Survey

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



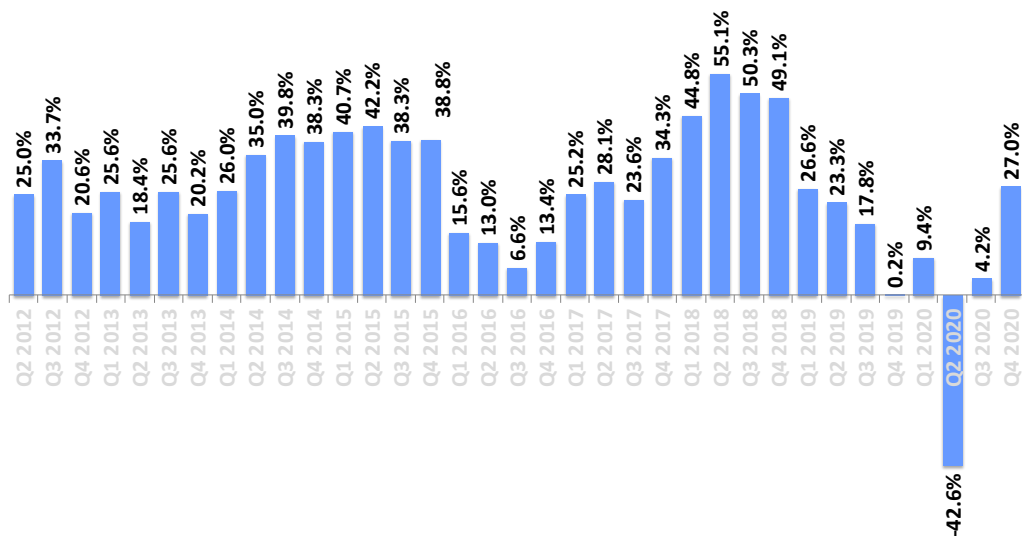
Survey Respondents' Sentiment

Current Market Sentiment

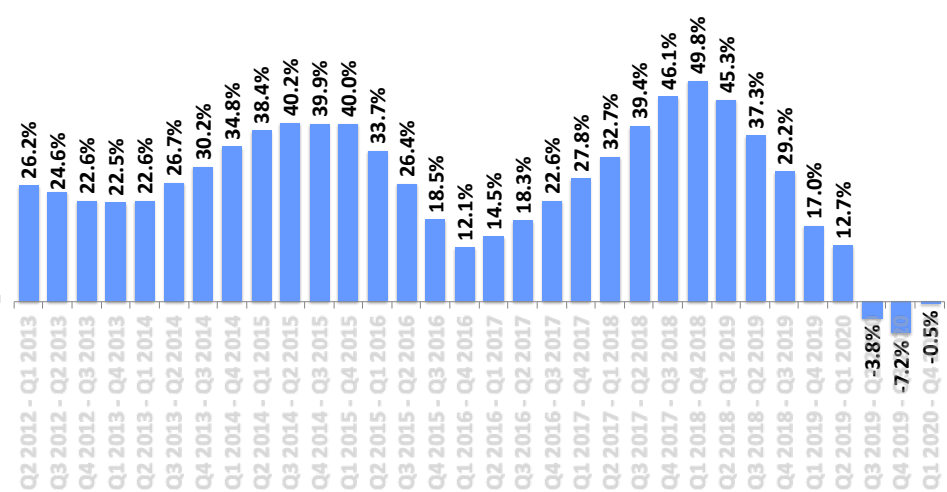
Q4 2020 Survey

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), bounced back to +27.0% in Q4 2020

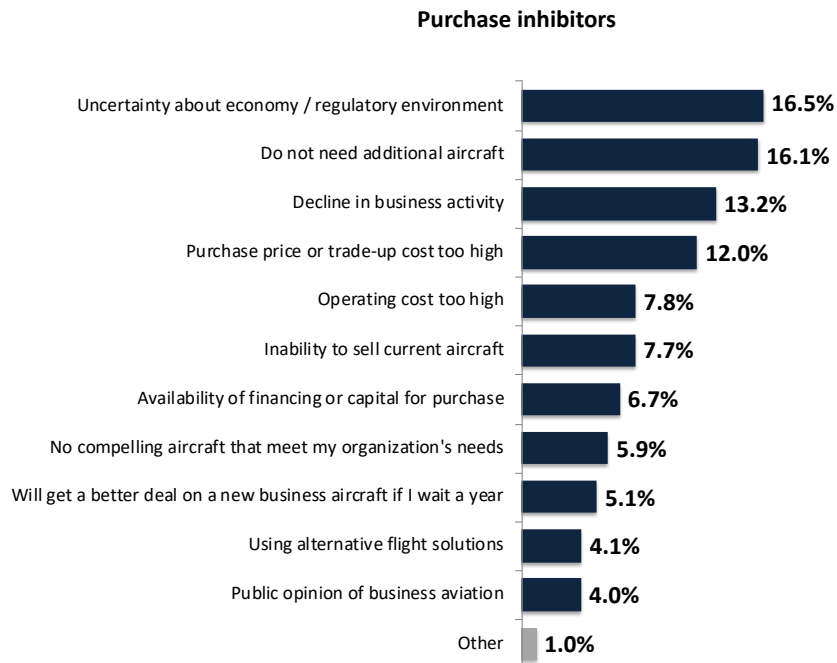
Aircraft Purchase Inhibitors

Inhibitors – Weighted Average

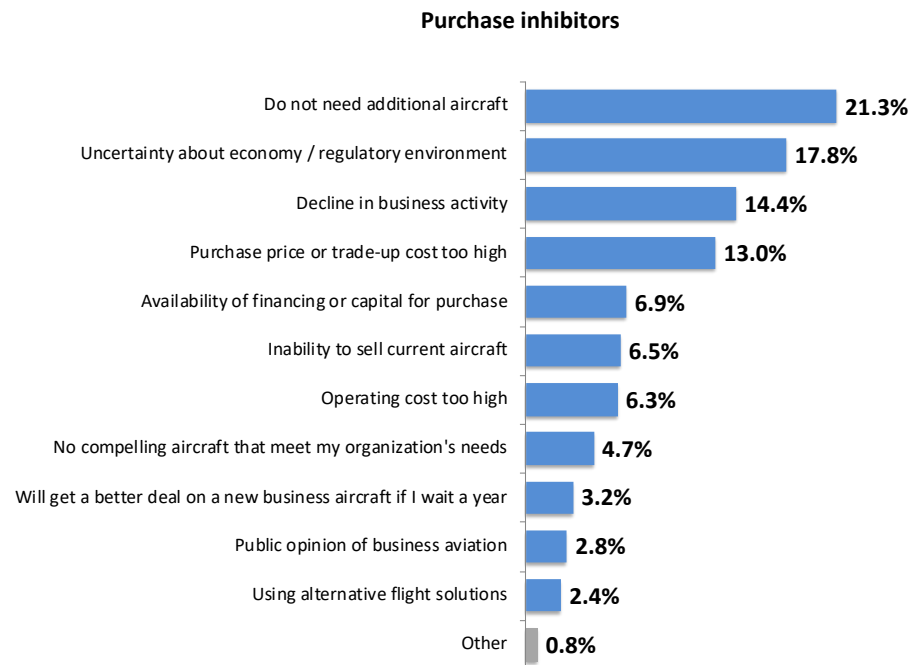
Q4 2020 Survey

“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



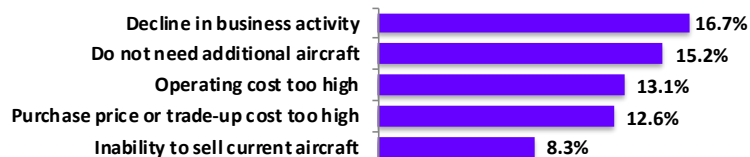
Aircraft Purchase Inhibitors

Top 5 Inhibitors – Weighted Average

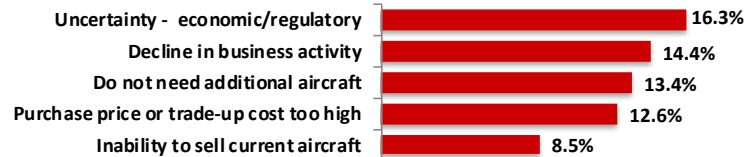
Q4 2020 Survey

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

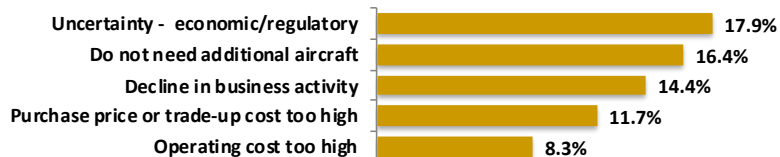
Turboprop Operators



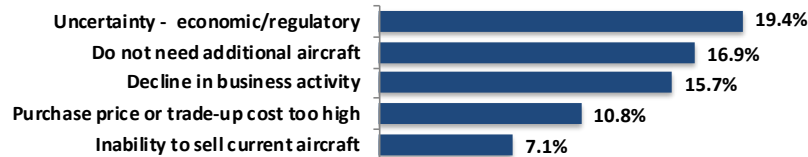
Small Jet Operators



Medium Jet Operators



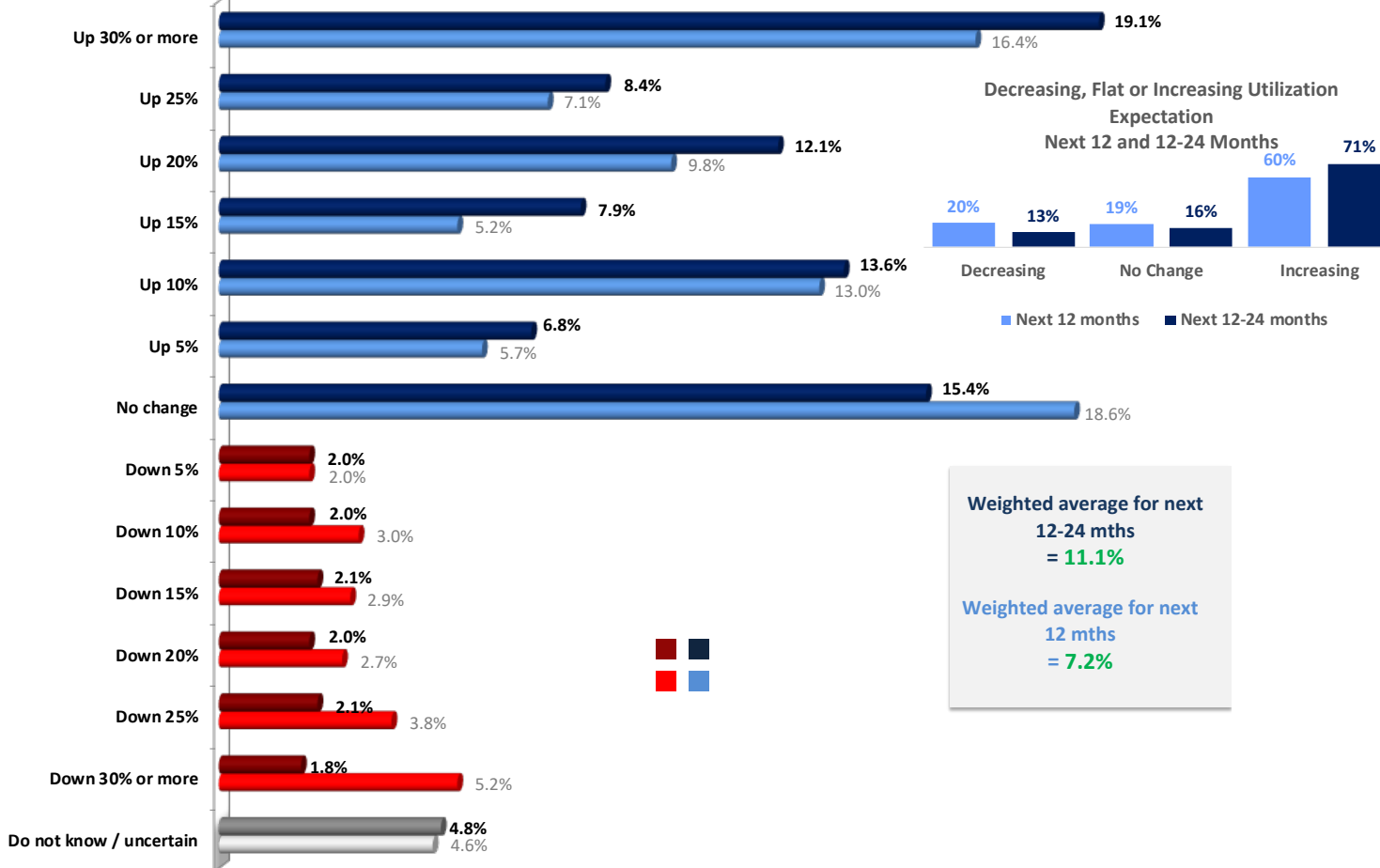
Large Jet Operators



Aircraft Utilization

Q4 2020 Survey

Next 12 and 12-24 Months versus Prior 12 Months

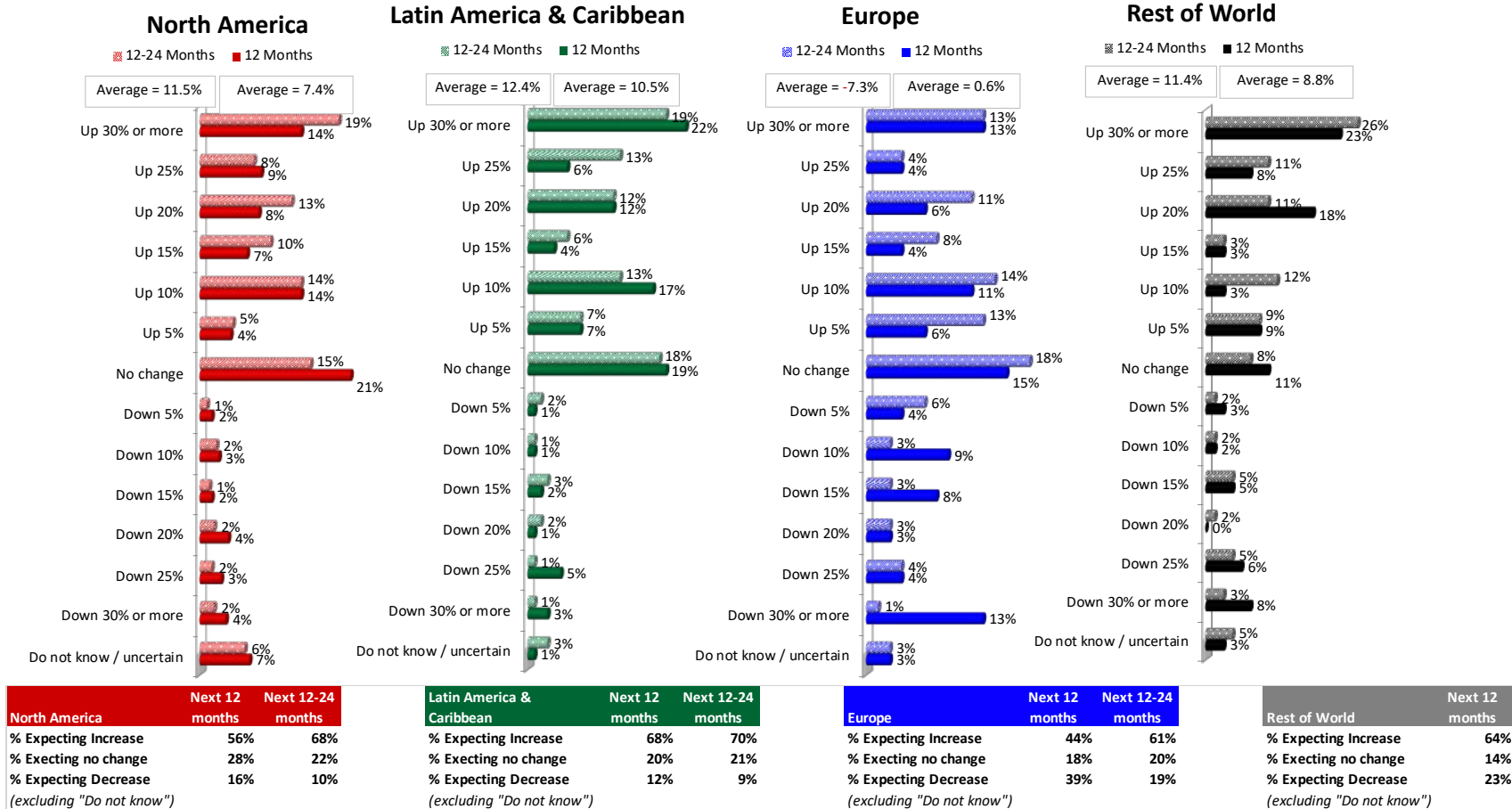


Respondents expect to fly 7.2% more hours in the next 12 months vs. prior 12 months and 11.1% more in the next 12-24 months, up significantly from last quarter

Aircraft Utilization

Q4 2020 Survey

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

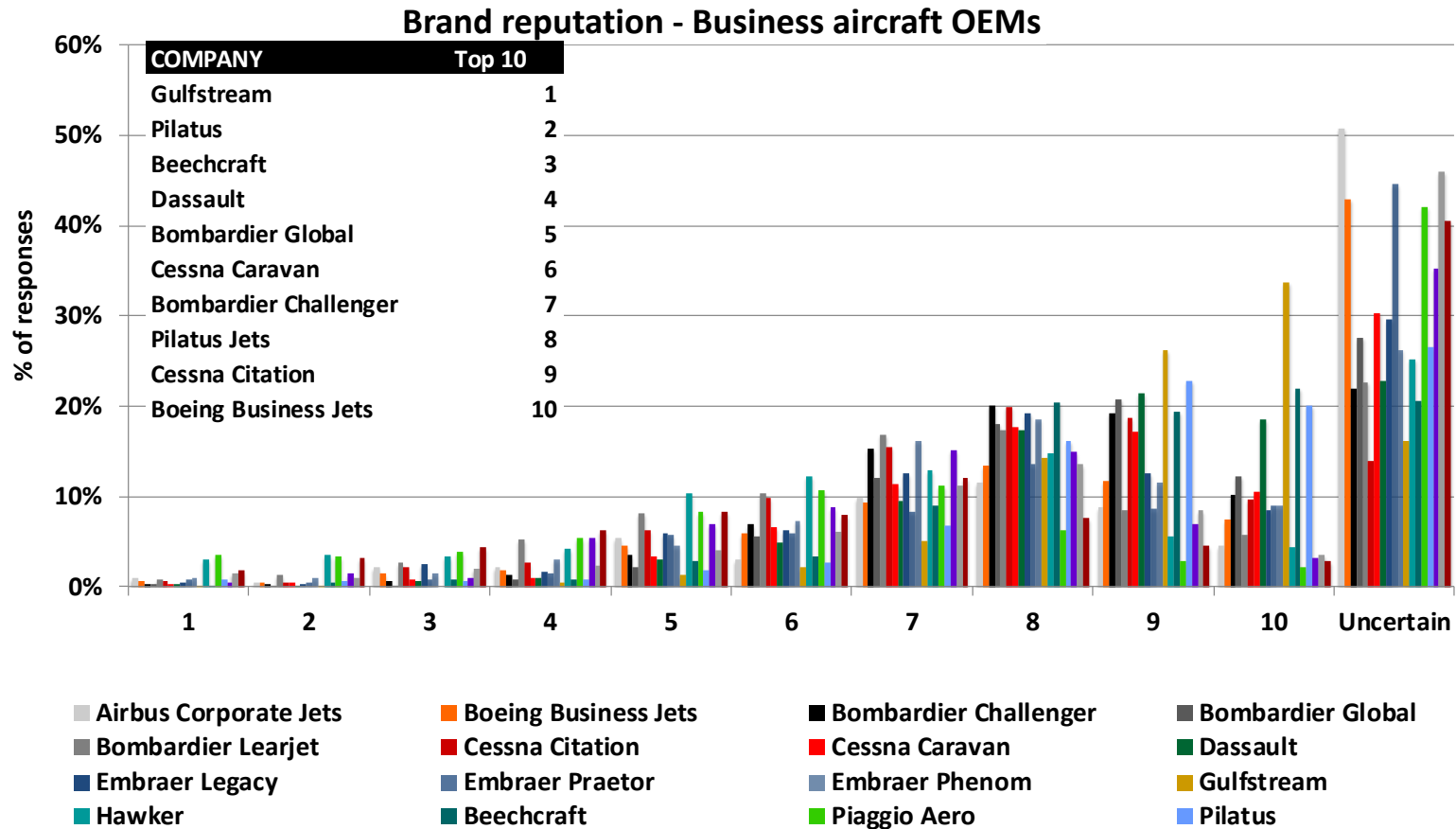


Optimism for future utilization has increased across all regions, with Latin America & Caribbean the most optimistic over the next 12 and 12-24 months

Q4 2020 Survey

Brand Reputations

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

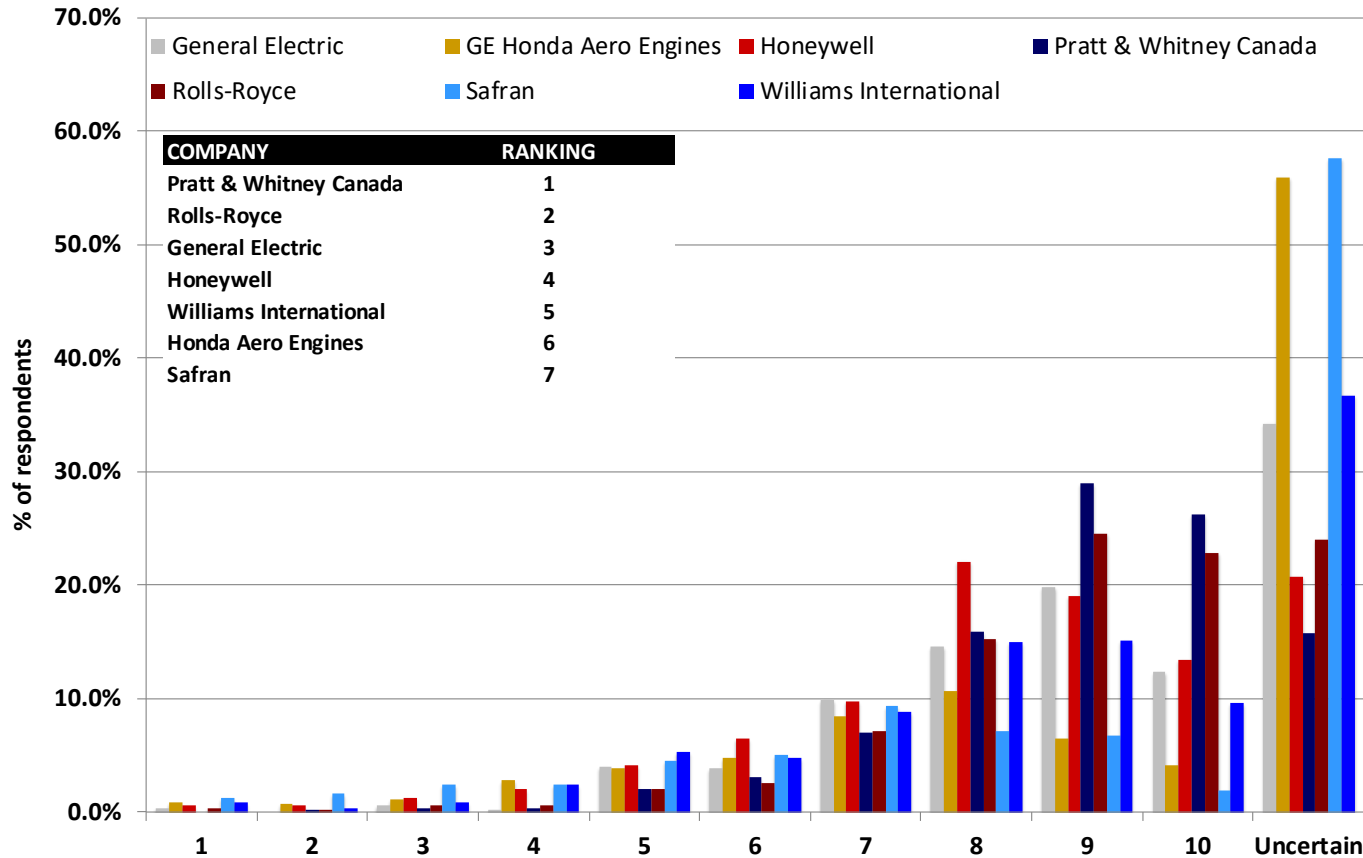


Gulfstream, Pilatus, Beechcraft and Dassault are the top-rated business aircraft brands

Q4 2020 Survey

Brand Reputations

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

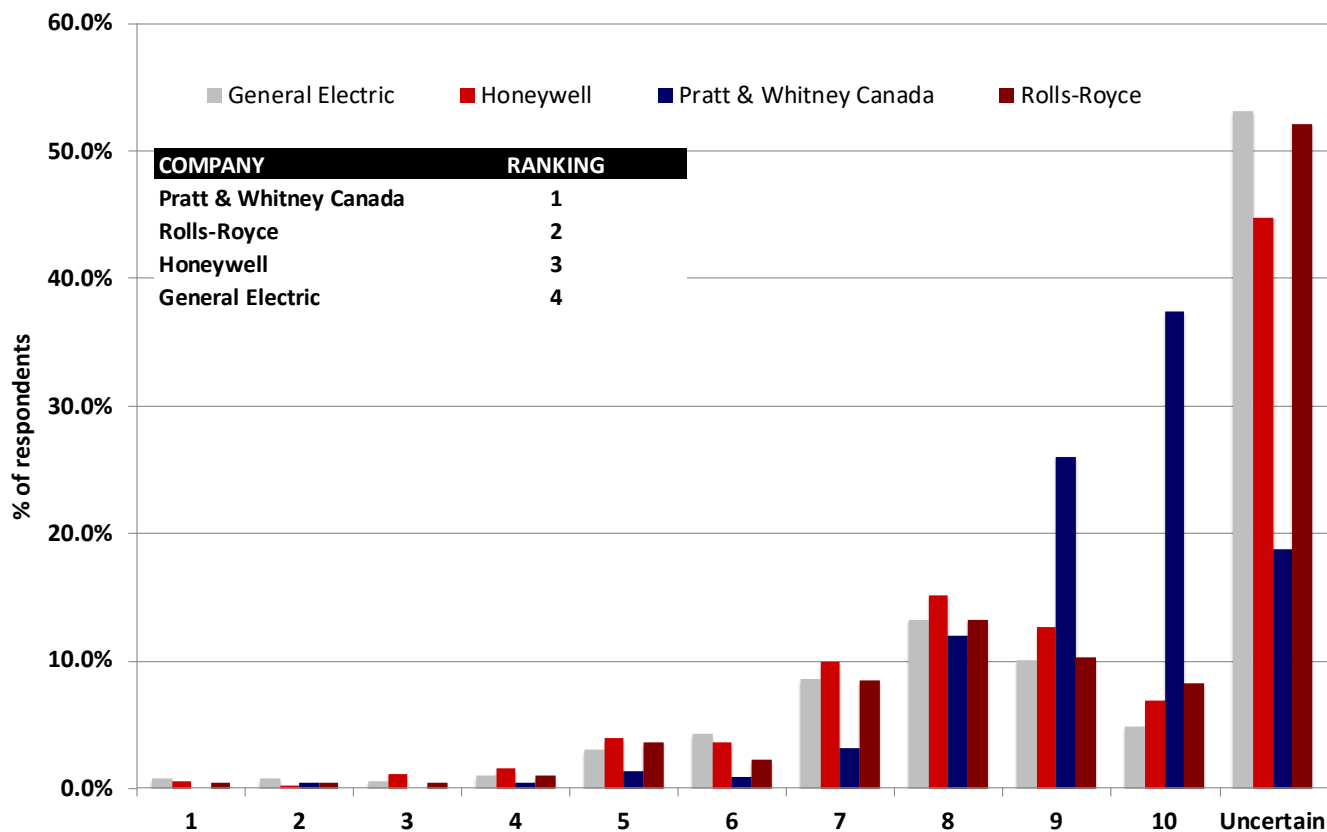


Pratt & Whitney Canada, Rolls-Royce, and General Electric are the top-rated jet engine manufacturer brands

Brand Reputations

Q4 2020 Survey

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



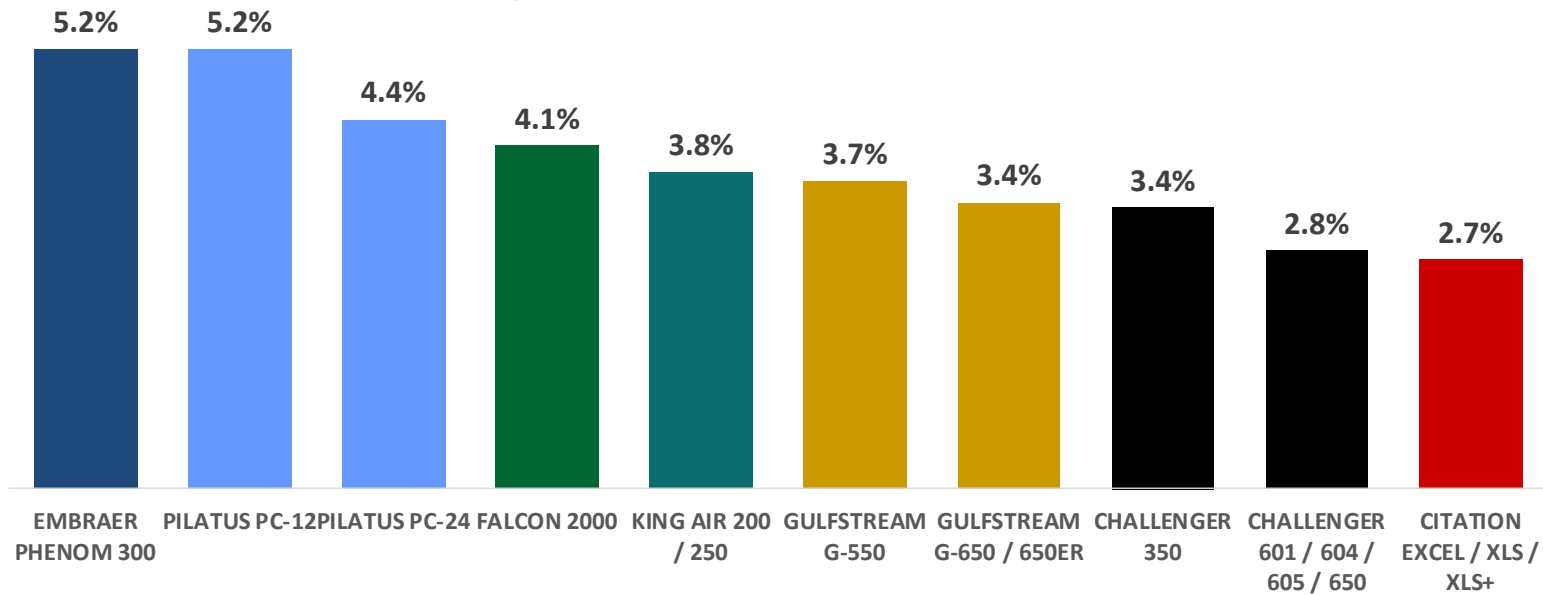
Pratt & Whitney Canada is the highest rated turboprop engine manufacturer brand, well ahead of Rolls-Royce, Honeywell and General Electric

Aircraft Models for Next Purchase

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

Q1 2020 – Q4 2020 Surveys

Model most interested in for next purchase - New and Preowned
 Top 10 models: Q1 2020 - Q4 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 Falcon 2000

Aircraft Owner / Operator Opinions

Q4 2020 Survey

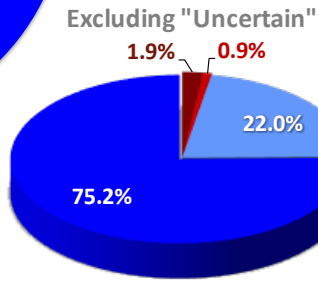
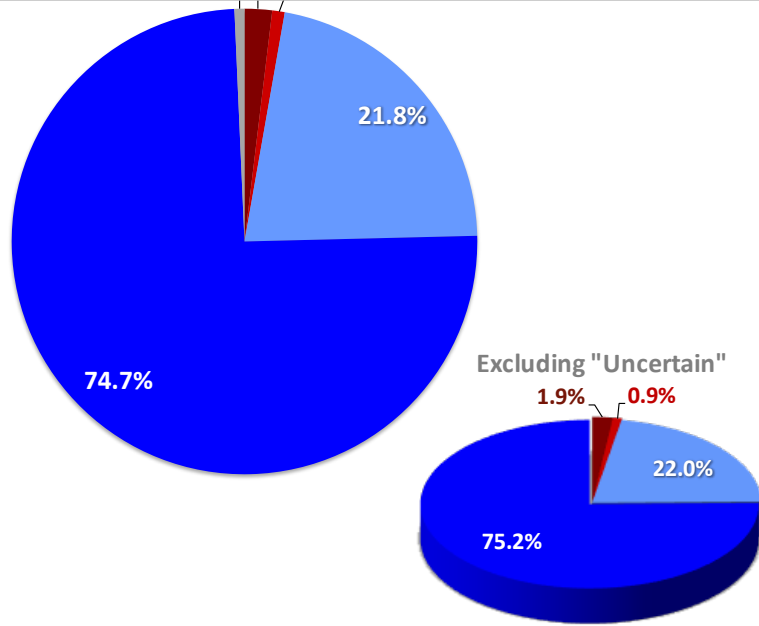
Please evaluate these statements and indicate the extent to which you agree or disagree:



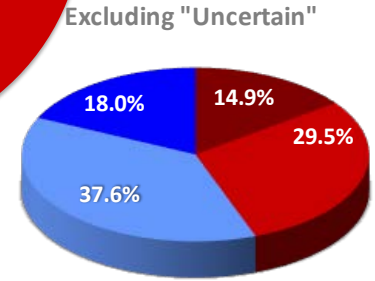
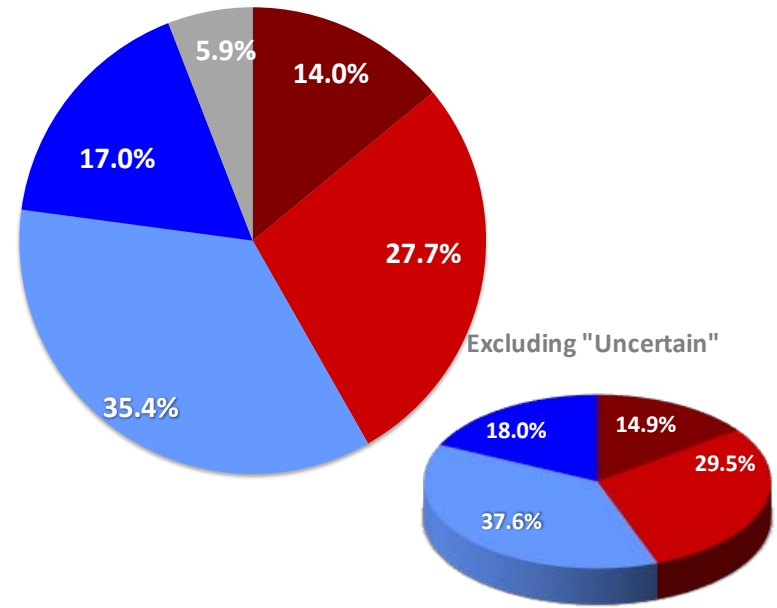
Since the beginning of 2020, COVID-19 worldwide pandemic is having a widespread impact on our personal and business lives and on our economies. Given the changes resulting from this pandemic, please evaluate the following statements and indicate the extent to which you agree or disagree.

I/we believe using business aviation for travel is much safer than flying on commercial airlines during the pandemic

I believe that the global economy will return to pre-COVID-19 growth rates in 2021



97.2% Somewhat / Strongly Agree



55.6% Somewhat / Strongly Agree

Aircraft Owner / Operator Opinions

Q4 2020 Survey

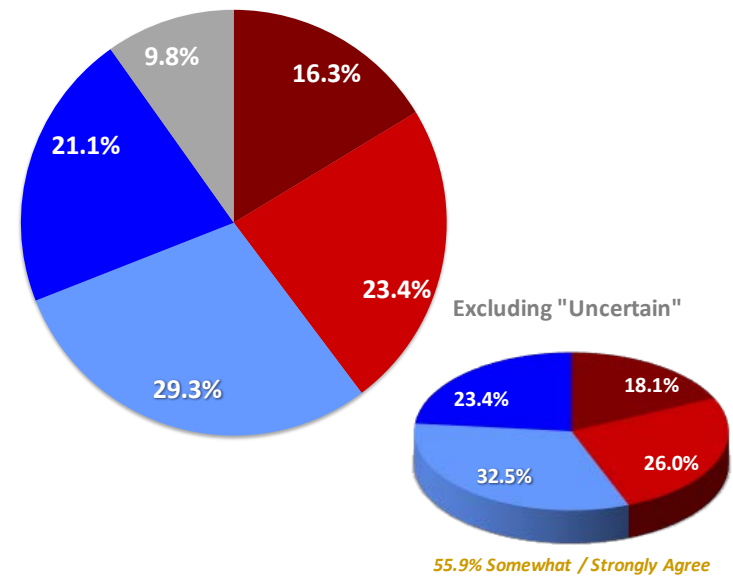
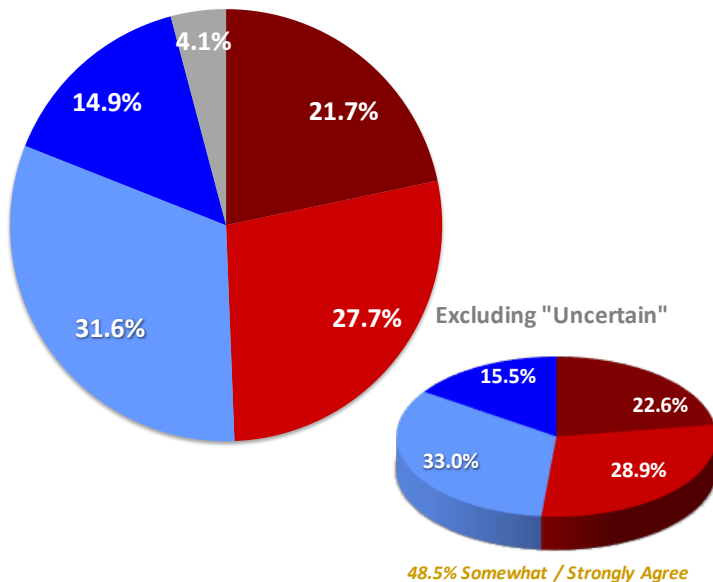
Please evaluate these statements and indicate the extent to which you agree or disagree:

■ 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 experiencing increased passenger loads on our aircraft since the beginning of the pandemic

We expect to decrease the number of times we fly our aircraft internationally in the next 12 months



Aircraft Owner / Operator Opinions

Q4 2020 Survey

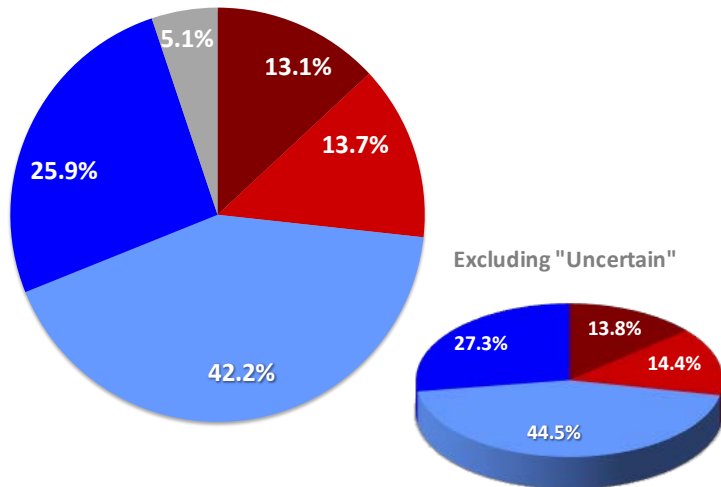
Please evaluate these statements and indicate the extent to which you agree or disagree:

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

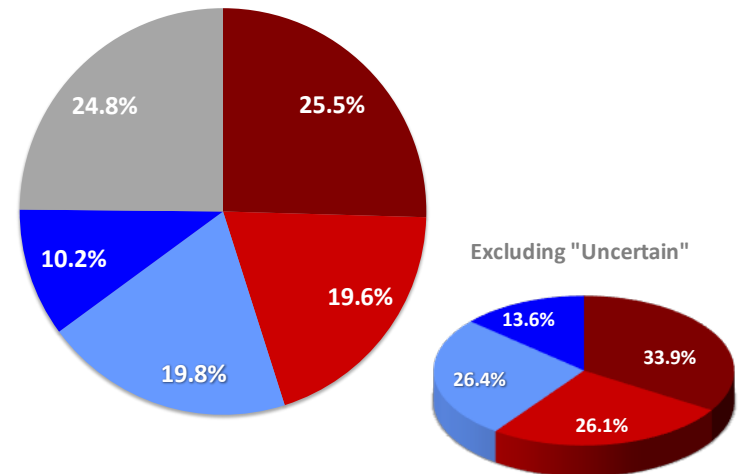
Since the beginning of 2020, COVID-19 worldwide pandemic is having a widespread impact on our personal and business lives and on our economies. Given the changes resulting from this pandemic, please evaluate the following statements and indicate the extent to which you agree or disagree.

I / we are taking the opportunity to perform unscheduled maintenance / upgrades to aircraft

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



71.8% Somewhat / Strongly Agree

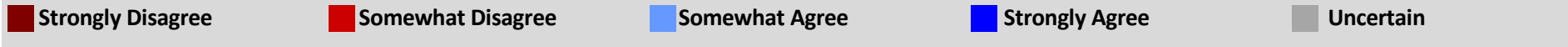


40.0% Somewhat / Strongly Agree

Aircraft Owner / Operator Opinions

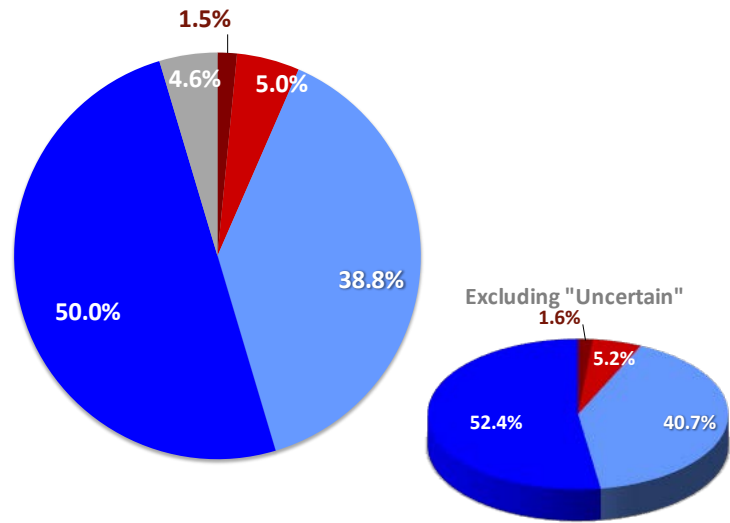
Q4 2020 Survey

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.

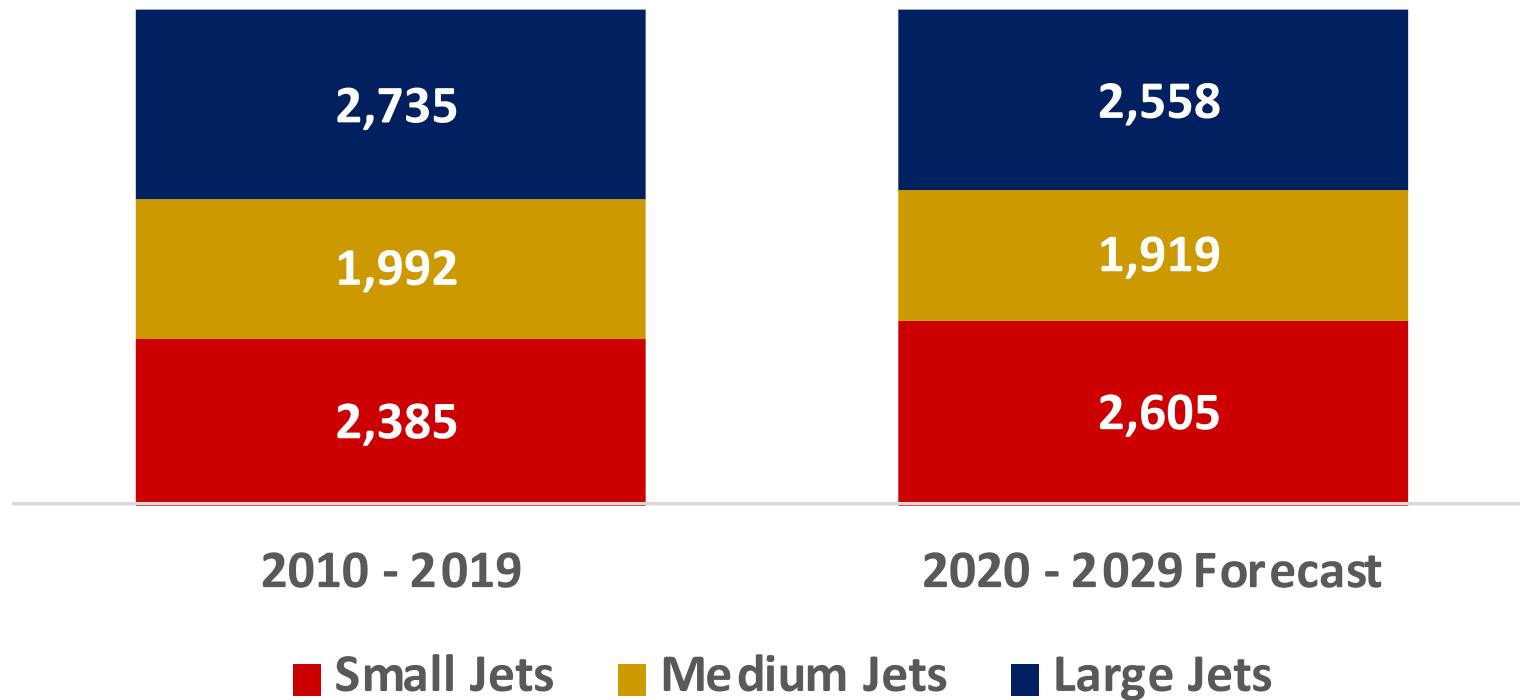
I believe that the business aviation industry will recover more quickly than the commercial airline industry



93.1% Somewhat / Strongly Agree

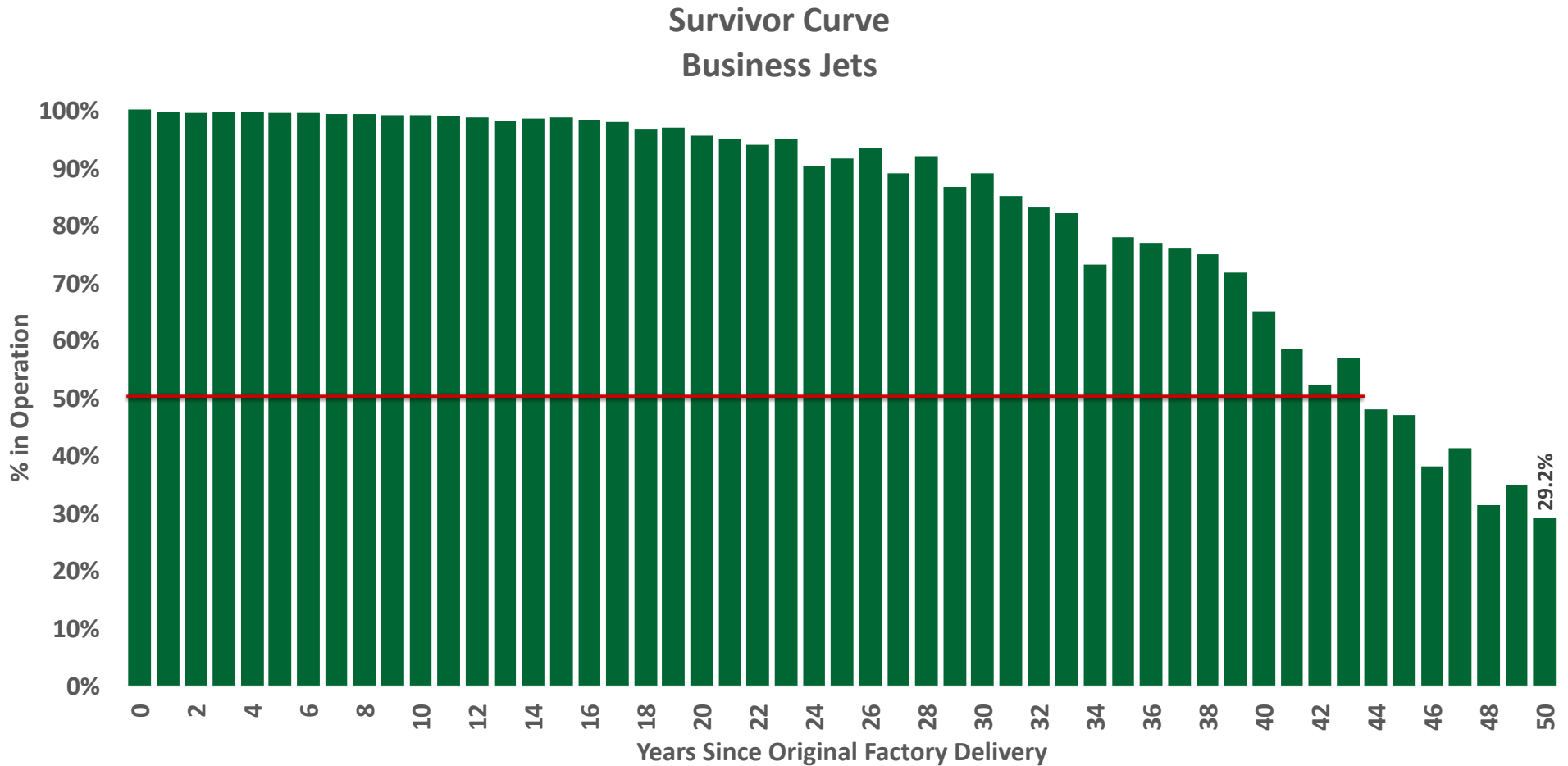
Business Jet Delivery History & Forecast

Business Jet Deliveries by Size



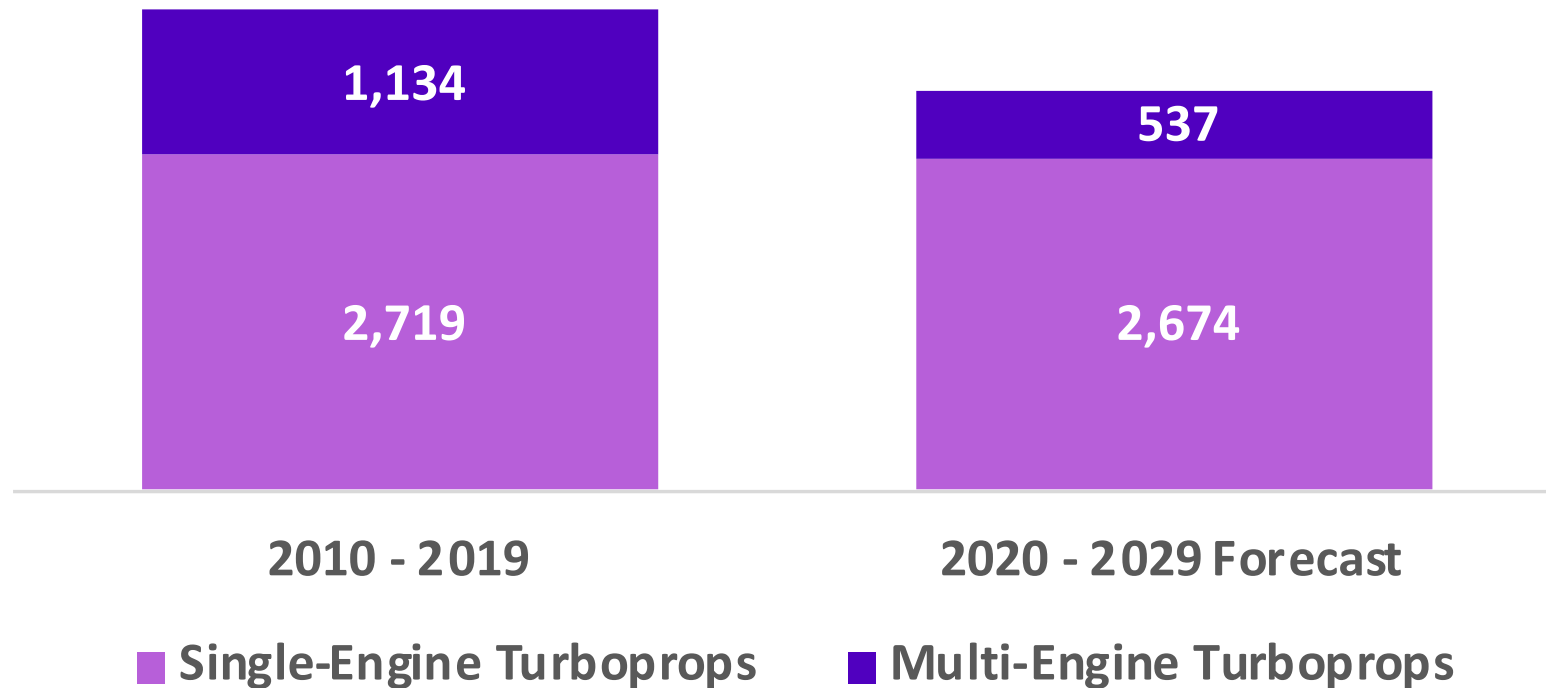
JETNET iQ 10-year forecast for 2020-2029 is for 7,082 new business jet deliveries (including single-engine Personal Jets) valued at \$206 billion (\$U.S. 2020)

Business Jet Survivor Curve



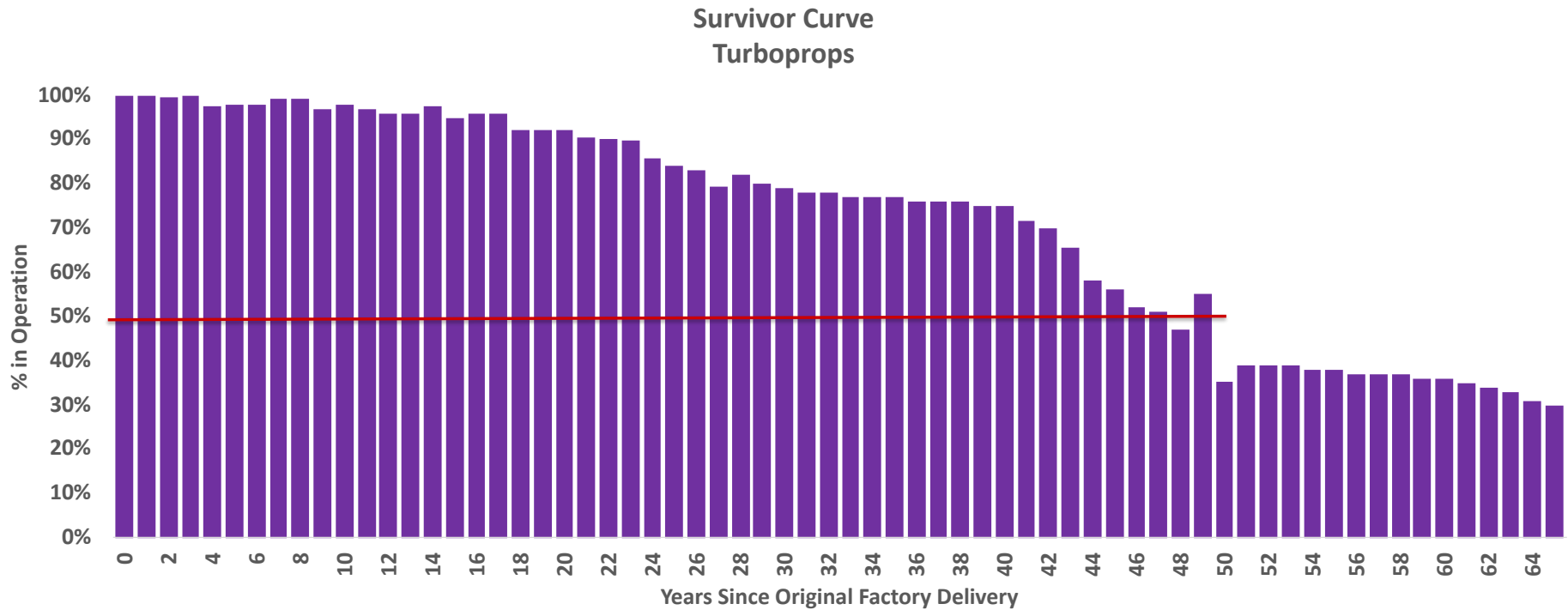
Turboprop Delivery History & Forecast

Turboprop Deliveries by Size



JETNET iQ 10-year forecast for 2020-2029 is for 3,211 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.