



➤➤ KNOW MORE.

JETNET iQ Snap! Report Q1 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!: 1st Quarter 2020 - Private & Confidential

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

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

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

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

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

Navigating by JETNET iQ

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

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

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

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

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

JETNET

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



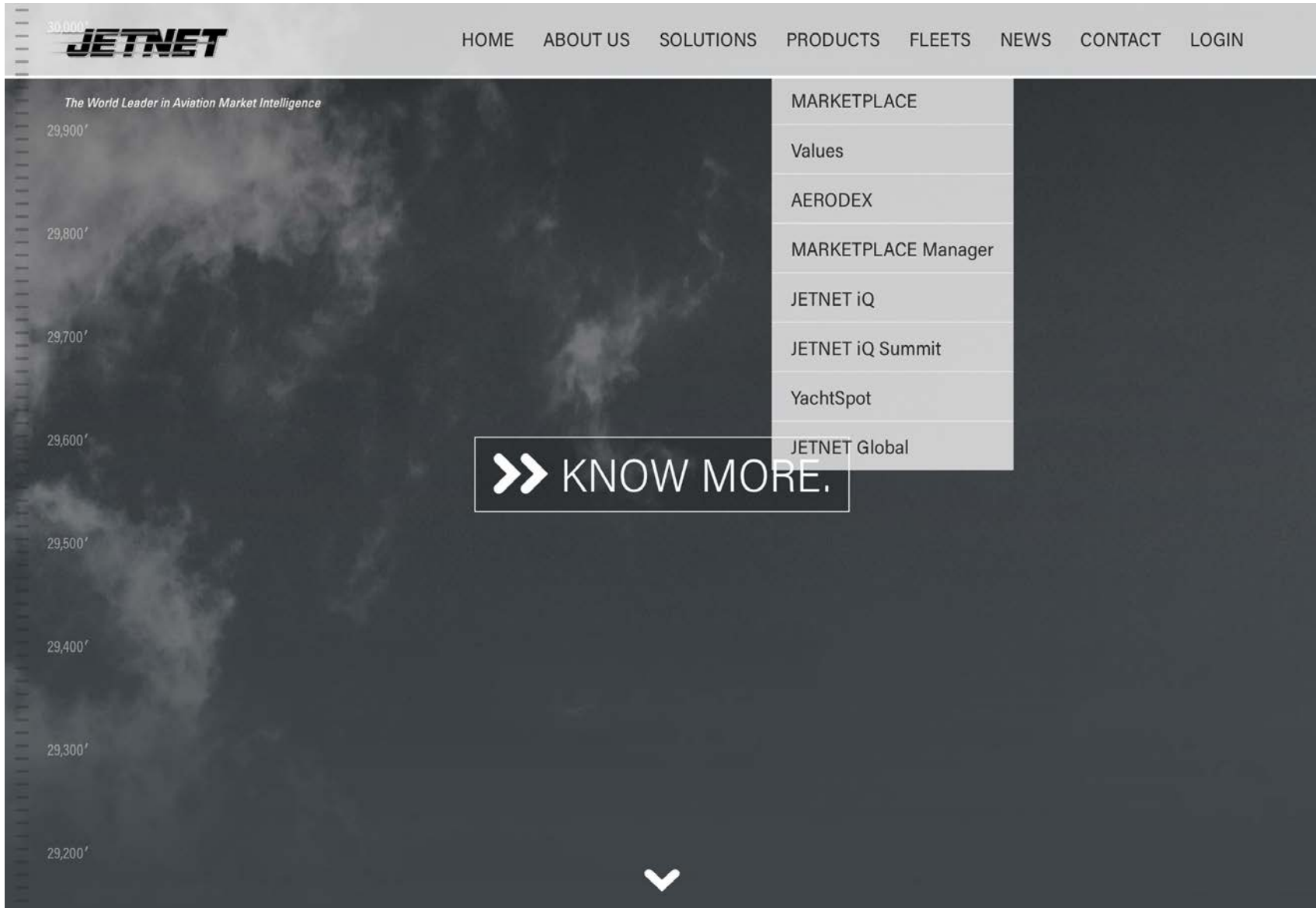
JETNET: Worldwide leader in aviation market intelligence

JETNET

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



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



The screenshot shows the JETNET website homepage. On the left, there is a vertical scale representing altitude in feet, ranging from 29,200' to 30,000'. The JETNET logo is positioned at the top left of the main content area. The tagline "The World Leader in Aviation Market Intelligence" is displayed below the logo. A navigation menu is located at the top right, with options: HOME, ABOUT US, SOLUTIONS, PRODUCTS, FLEETS, NEWS, CONTACT, and LOGIN. A secondary menu is open, listing: MARKETPLACE, Values, AERODEX, MARKETPLACE Manager, JETNET iQ, JETNET iQ Summit, YachtSpot, and JETNET Global. A large call-to-action button with the text ">> KNOW MORE." is centered on the page. A white downward-pointing arrow is visible 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

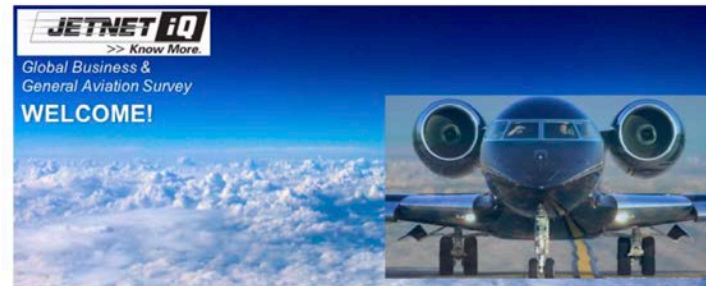
JETNET iQ Surveys

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

JETNET iQ VOICE OF GLOBAL BUSINESS & GENERAL AVIATION - Q1
2019 English

Exit this survey

WELCOME



* Thank you for agreeing to participate in this survey sponsored by JETNET LLC, the world's leading provider of business aviation market intelligence.

Survey responses:

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

PASSWORD *(provided by Jetnet):*

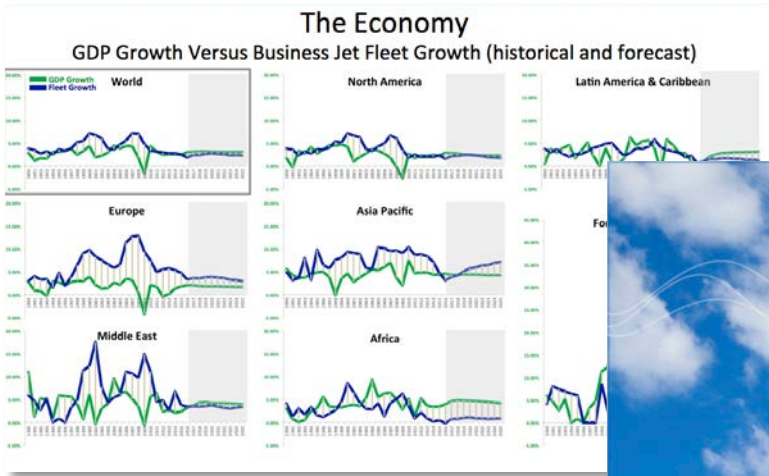


For questions about this survey, please contact:

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

JETNET iQ Voice of
Global Business & General Aviation

JETNET iQ Reports

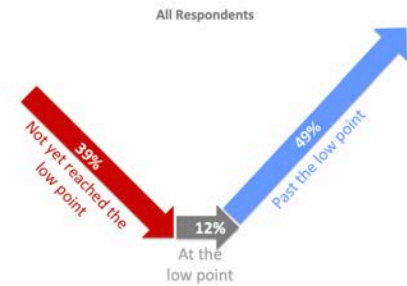


Survey Respondents' Sentiment

Current Market Sentiment

Q1 2020 Survey

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



JETNET iQ Snap! 1st Quarter 2020 - Private & Confidential

JETNET iQ
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JETNET iQ Snap! Report
Q1 2020 Summary Report

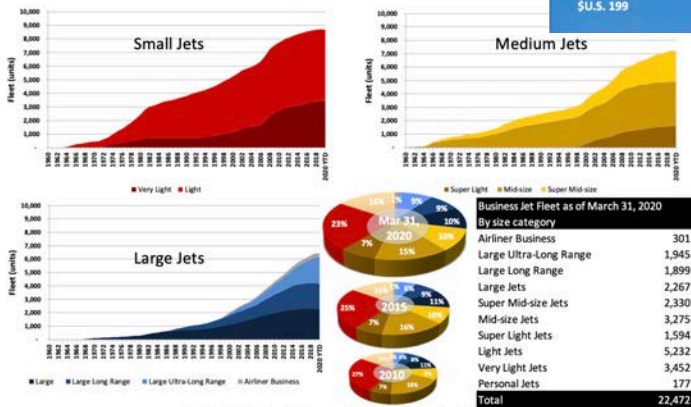
[BUSINESS AVIATION MARKET INTELLIGENCE](#) > [REPORTS](#) > [SUMMITS](#) > [CONSULTING](#)

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JETNET iQ Snap! 1st Quarter 2020 - Private & Confidential

Business Jet Fleet by Size Category

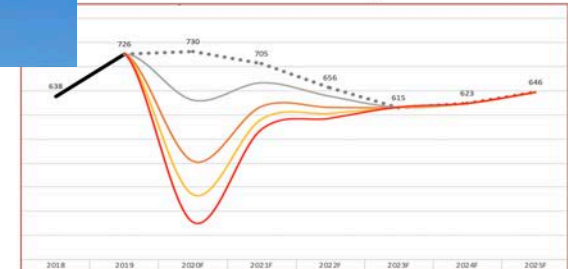
Fleet in Years From 1960 – March 31, 2020



JETNET iQ Snap! 1st Quarter 2020 - Private & Confidential

Business Jet Delivery History & Forecast

COVID-19 on the delivery forecast



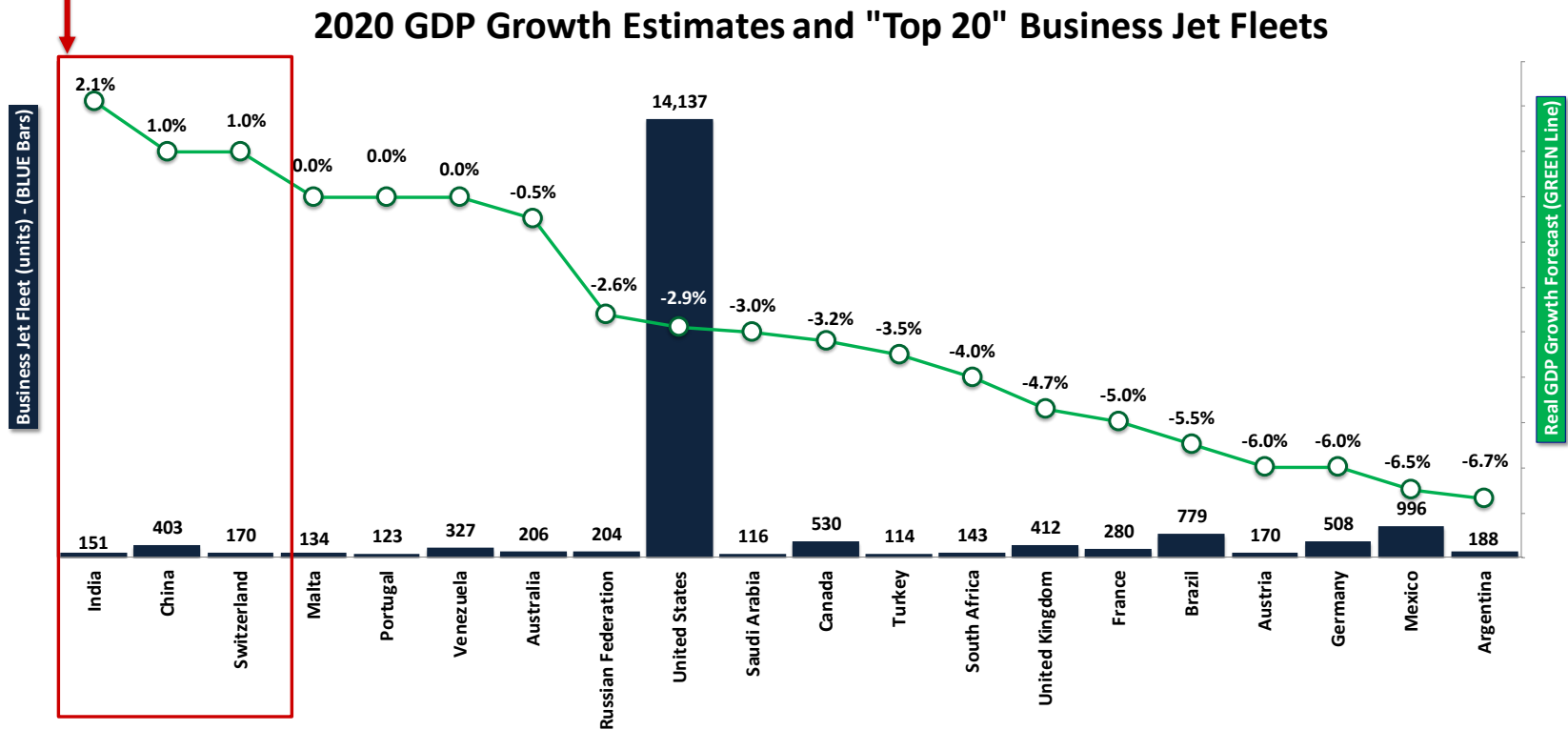
We have run multiple scenarios to assess the likely impacts of the COVID-19 shock on new business jet deliveries, particularly in 2020 and over the next 3-5 years. Our latest forecast created in December 2019 included 730 shipments in 2020, essentially flat with 726 new business jet shipments in 2019 as reported by GAMA (General Aviation Manufacturers Association) in February 2020, excluding single-engine business jets and twin-aisle airliners and personal jets. We have run various scenarios to

model the impacts of the COVID-19 crisis based on a range of assumptions about sold-to-unsold delivery positions by OEM announced and additional production furloughs, and other factors. At this point in time, we believe that new business jet deliveries are likely to be down by as much as 40-50% YOY in 2020, with recovery to the prior forecast trend line unlikely before 2023 at the earliest.

JETNET iQ Snap! 1st Quarter 2020 - Private & Confidential

The Economy and Aircraft Fleets

Key markets with >0%+ forecast
2020 GDP growth represent just
3.2% of the world business jet fleet



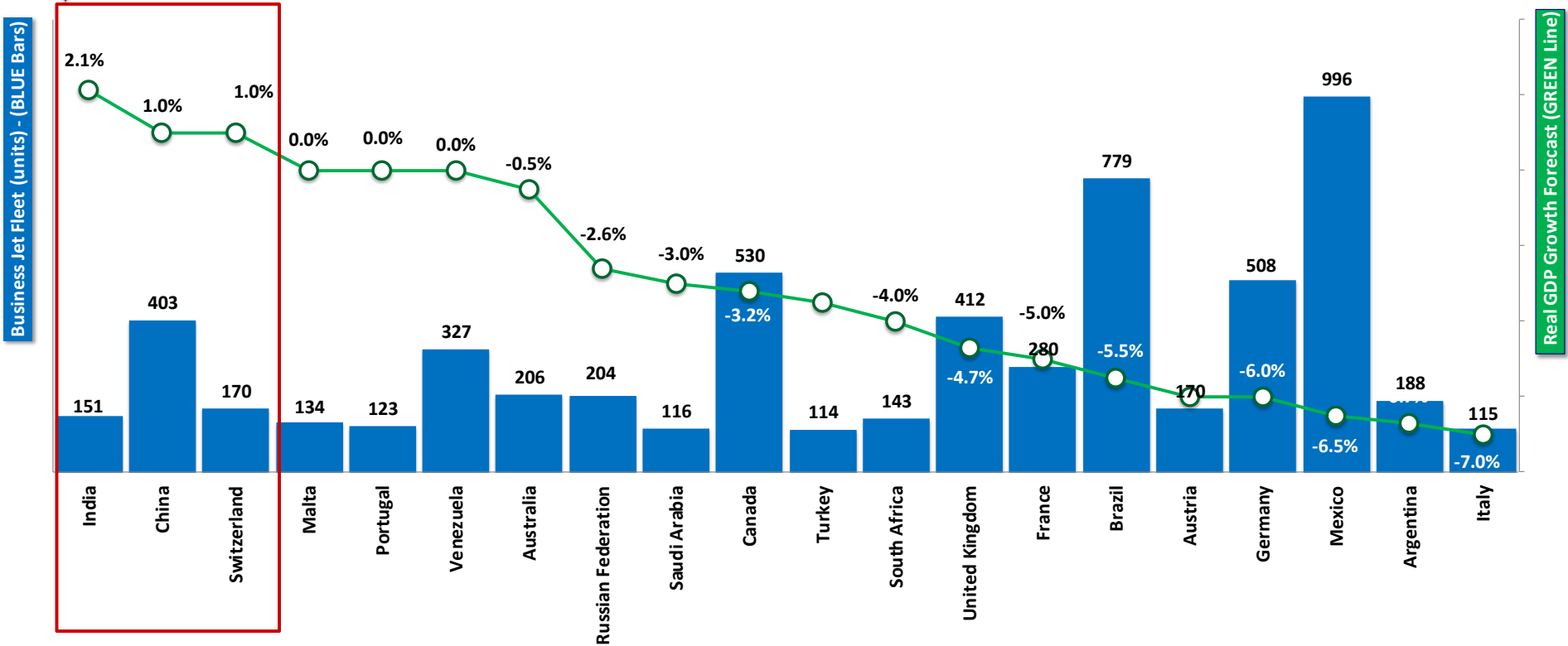
Sources: The Economist - April 18, 2020; JETNET; excludes Venezuela

GDP forecasts show negative economic growth in most of the major business jet markets, with none of the economies showing 3%+

The Economy and Aircraft Fleets

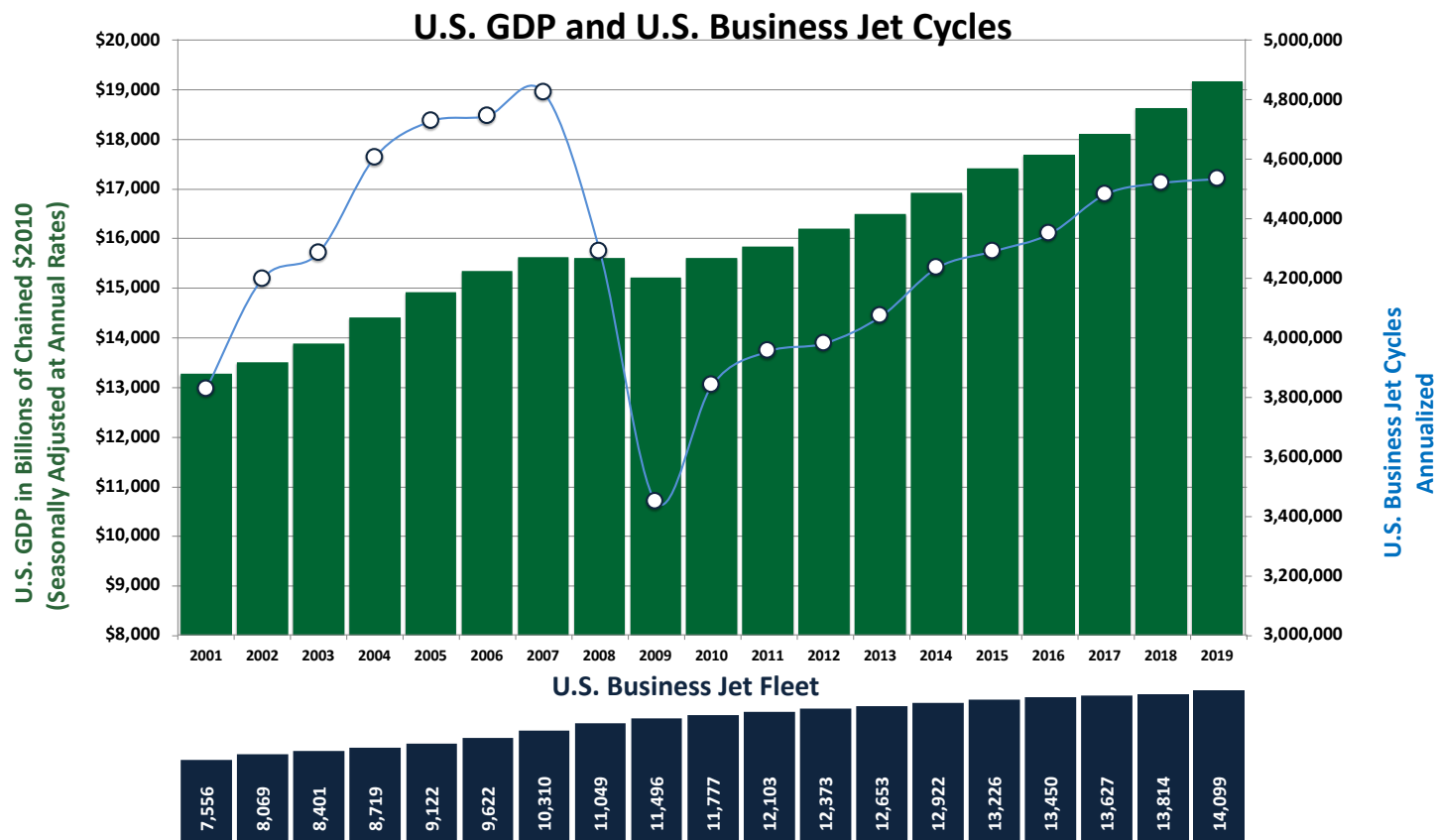
Key markets with >0%+ forecast 2020 GDP growth represent just 3.2% of the world business jet fleet

2019 GDP Growth Estimates and "Top 20" Business Jet Fleets (excluding the United States)



Sources: The Economist - April 18, 2020; JETNET; excludes Venezuela

The Economy and Aircraft Utilization

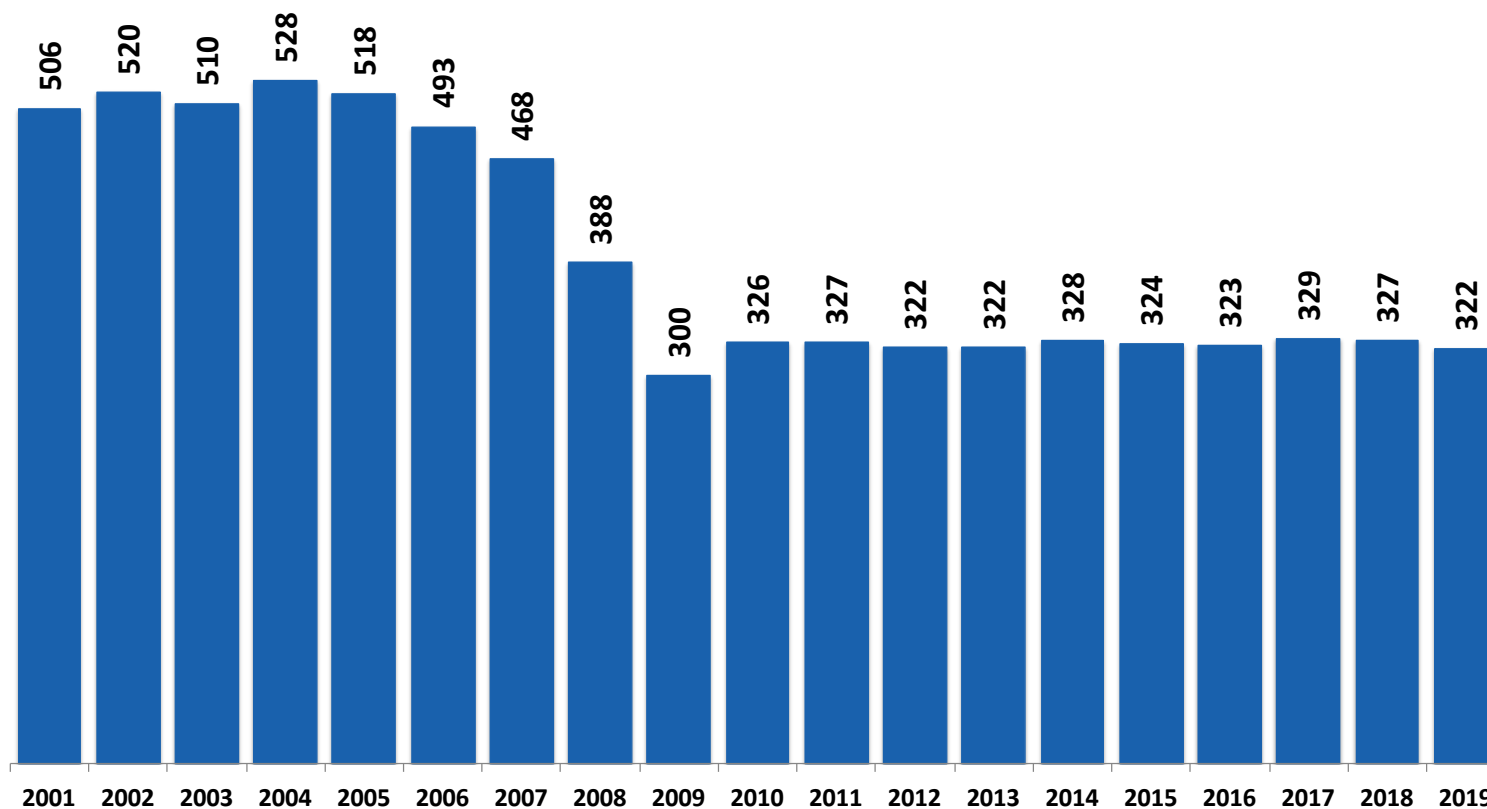


Sources: U.S. BEA, FAA

U.S. business jet cycles have steadily increased but remain well below pre-2008 levels

Aircraft Utilization

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

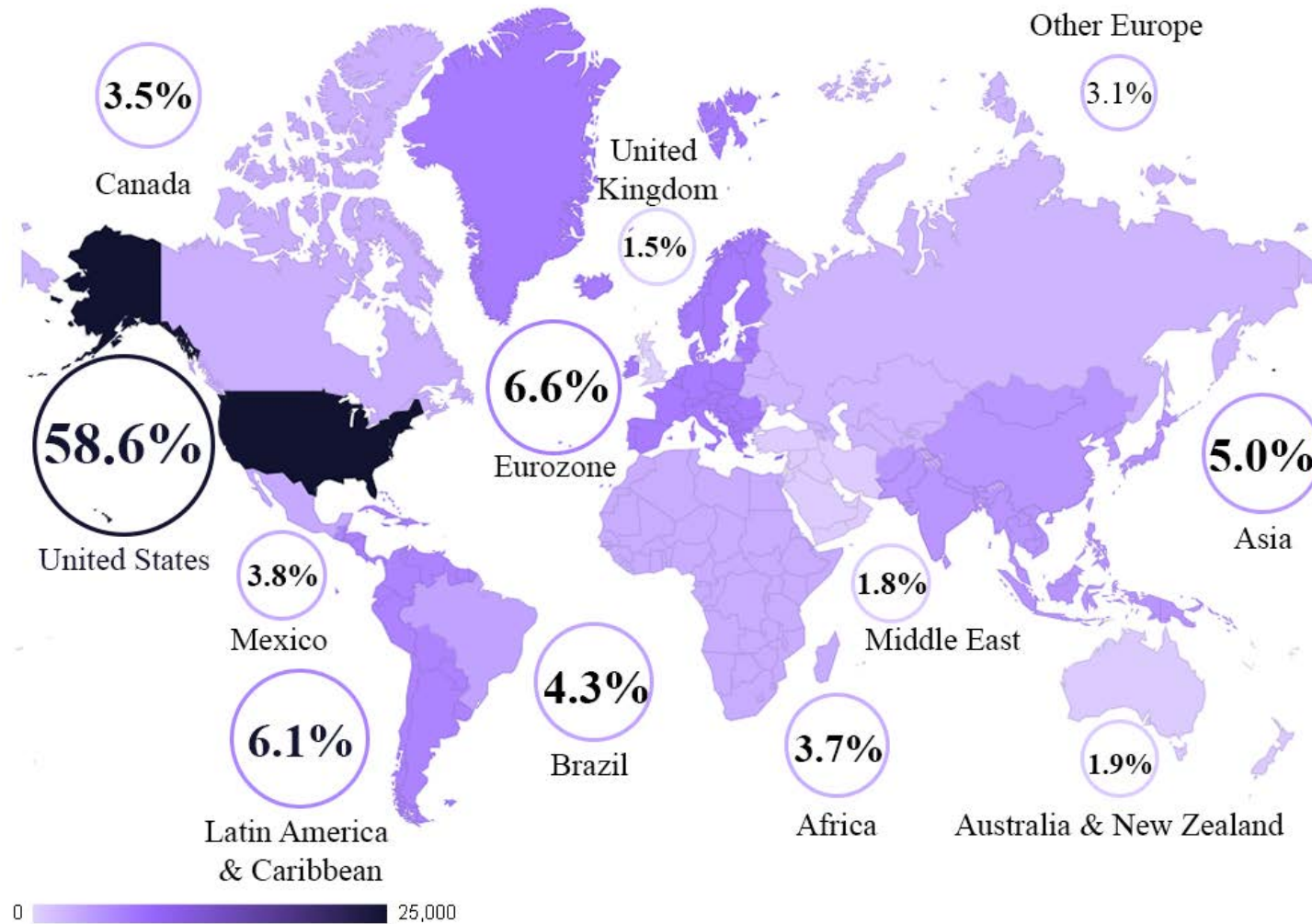


Sources: U.S. FAA; Cycles data for latest year are YTD on a Trailing Twelve Months (TTM) basis for the most recent period available; U.S. fleet from JETNET

Cycles per U.S.-based business jet remain below pre-financial crisis levels through 2019

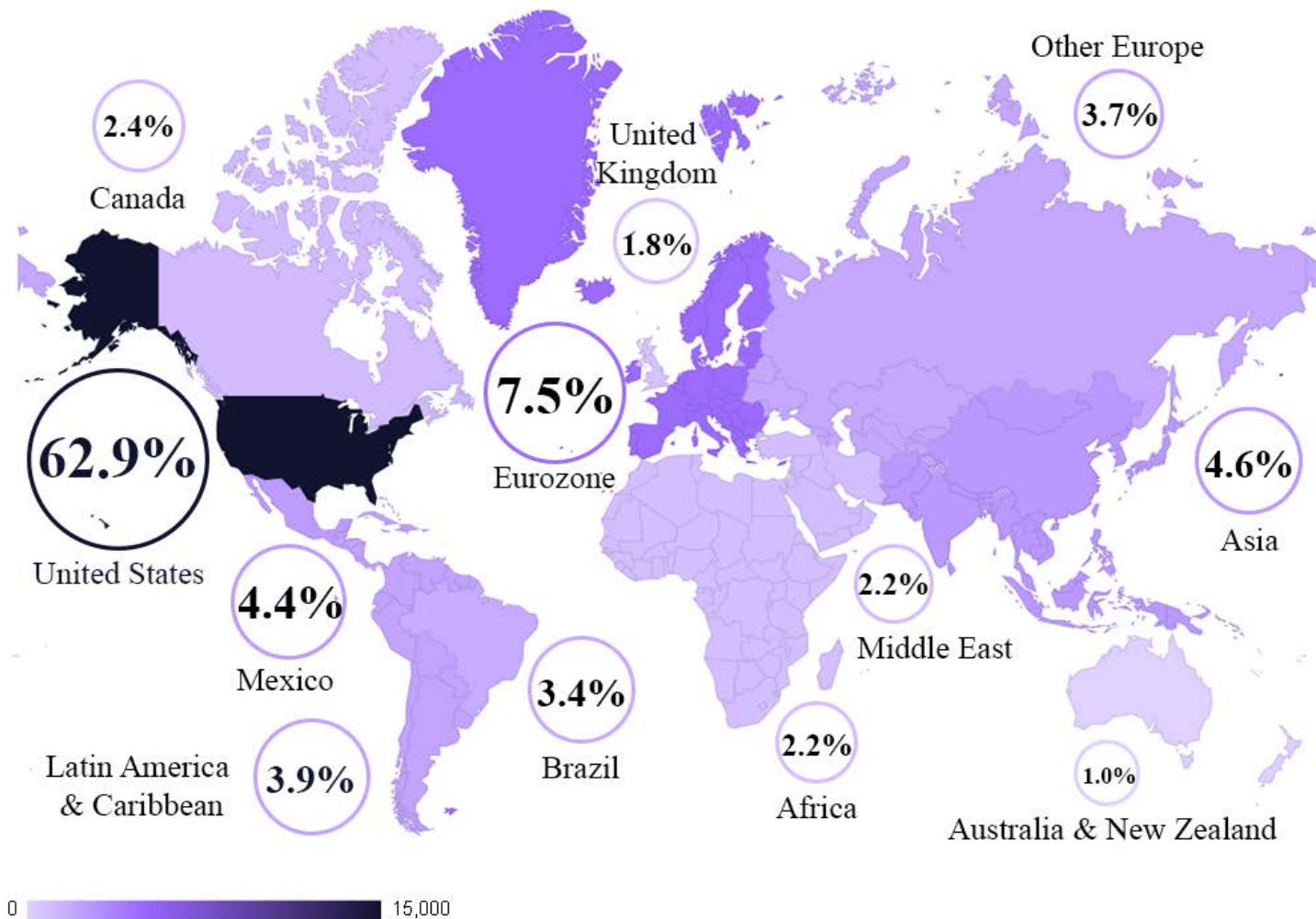
Business Aircraft Fleet by Country/Region

Share of World Fleet by Region (Jets & Turboprops) - As of Dec 31, 2019



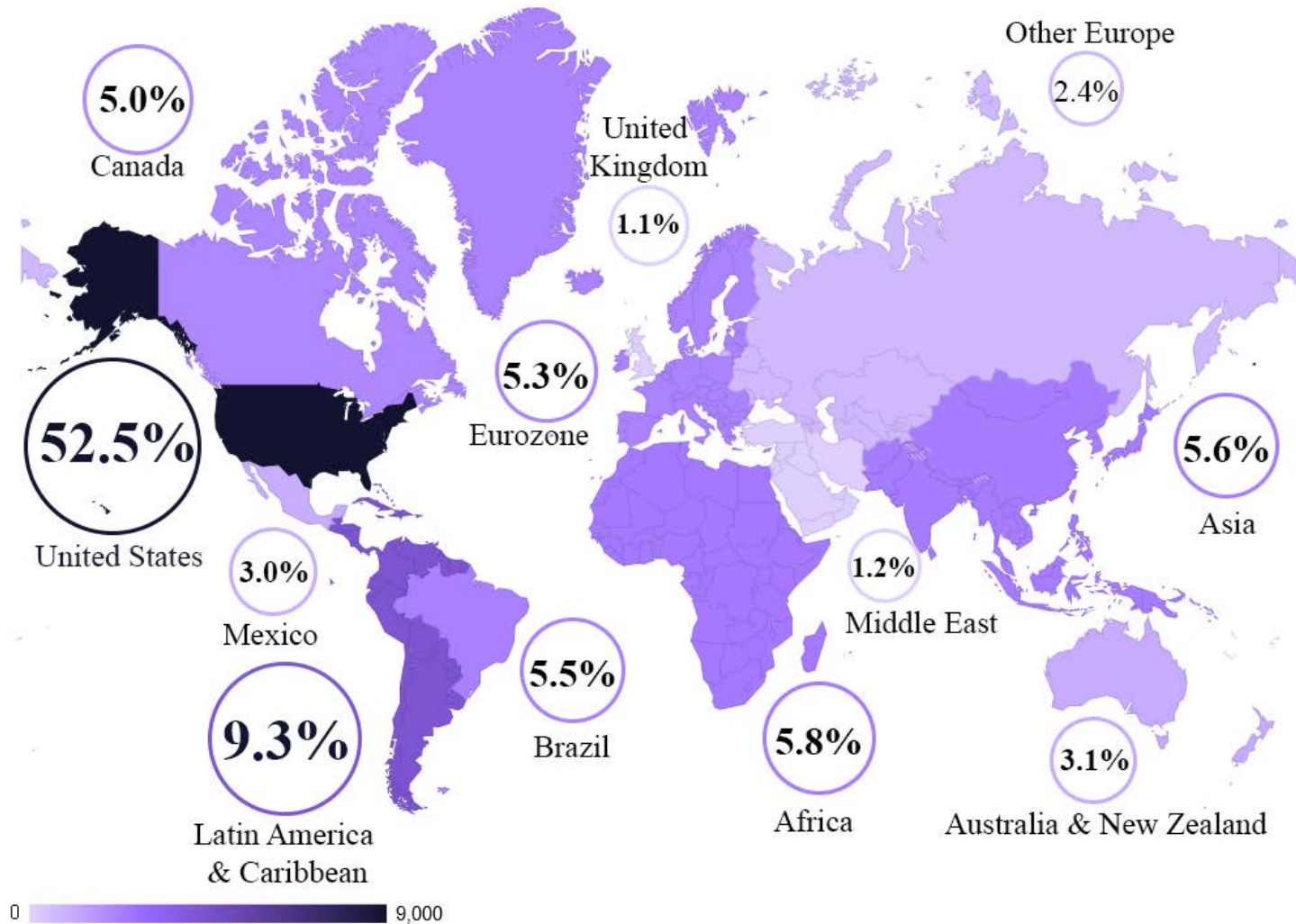
Business Jet Fleet

Share of World Jet Fleet by Region – As of Dec 31, 2019



Business Turboprop Fleet

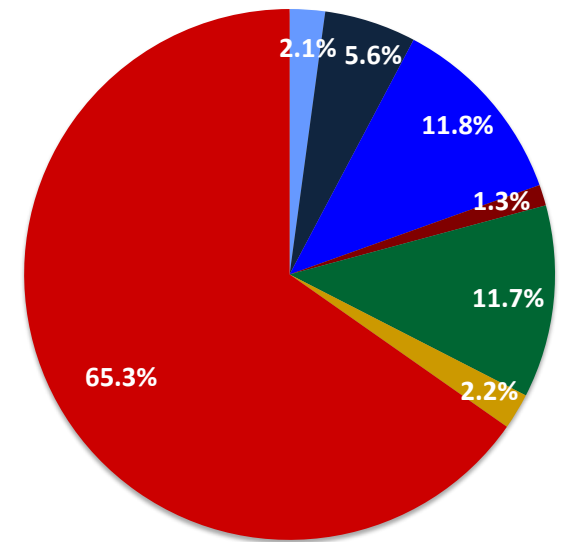
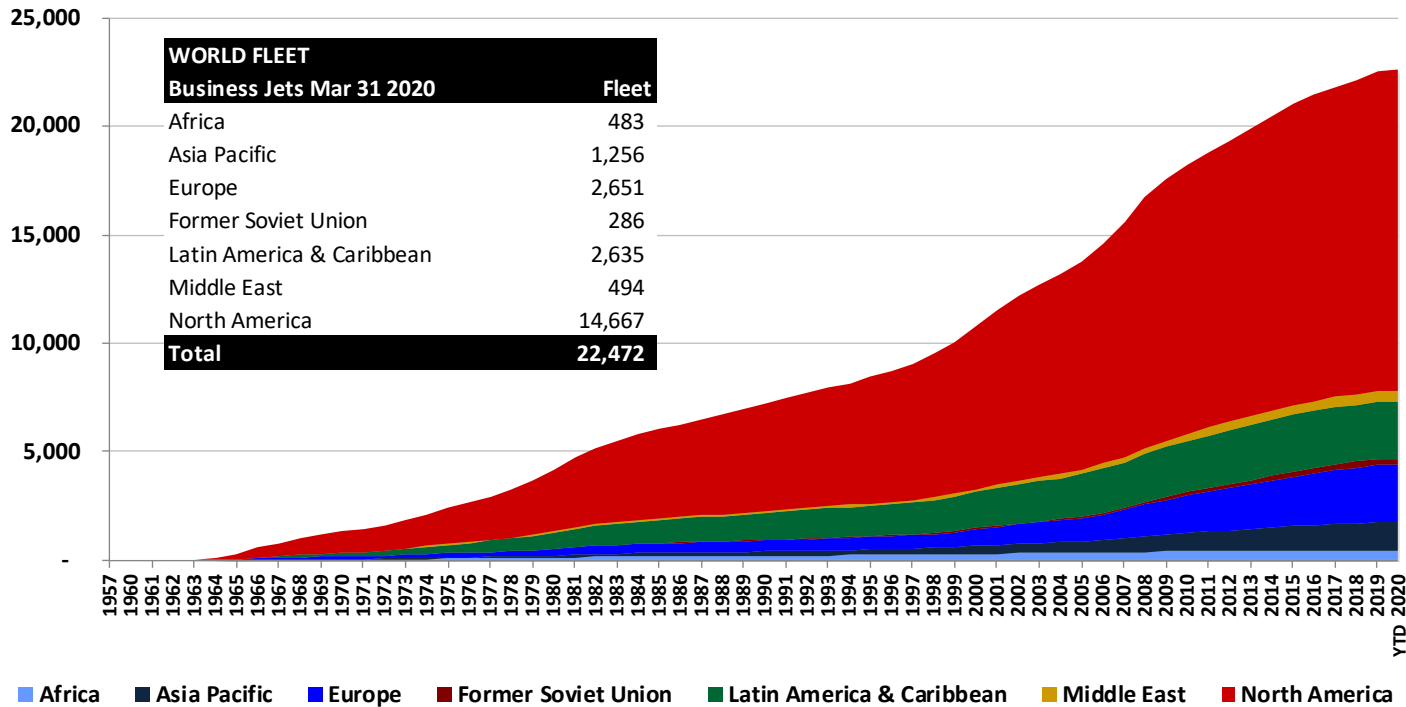
Share of World Turboprop Fleet by Region – As of Dec 31, 2019



Business Jet Fleet by Region

As of March 31, 2020

Business Jet Fleet by Region



Business Jet Fleet by Manufacturer

As of March 31, 2020

NORTH AMERICA OEM	Fleet as of Mar 31 2020
Beechcraft	212
Bombardier	3,101
Cessna Citation	5,193
Dassault Falcon	1,428
Embraer	750
Gulfstream	2,033
Hawker	1,134
Other	816
Total	14,667

EUROPE OEM	Fleet as of Mar 31 2020
Beechcraft	19
Bombardier	609
Cessna Citation	867
Dassault Falcon	405
Embraer	238
Gulfstream	209
Hawker	161
Other	143
Total	2,651

FORMER SOVIET UNION OEM	Fleet as of Mar 31 2020
Beechcraft	-
Bombardier	88
Cessna Citation	18
Dassault Falcon	35
Embraer	32
Gulfstream	52
Hawker	38
Other	23
Total	286

MIDDLE EAST OEM	Fleet as of Mar 31 2020
Beechcraft	4
Bombardier	120
Cessna Citation	50
Dassault Falcon	53
Embraer	41
Gulfstream	108
Hawker	46
Other	72
Total	494

LATIN AMERICA & CARIBBEAN OEM	Fleet as of Mar 31 2020
Beechcraft	60
Bombardier	656
Cessna Citation	819
Dassault Falcon	121
Embraer	249
Gulfstream	228
Hawker	320
Other	182
Total	2,635

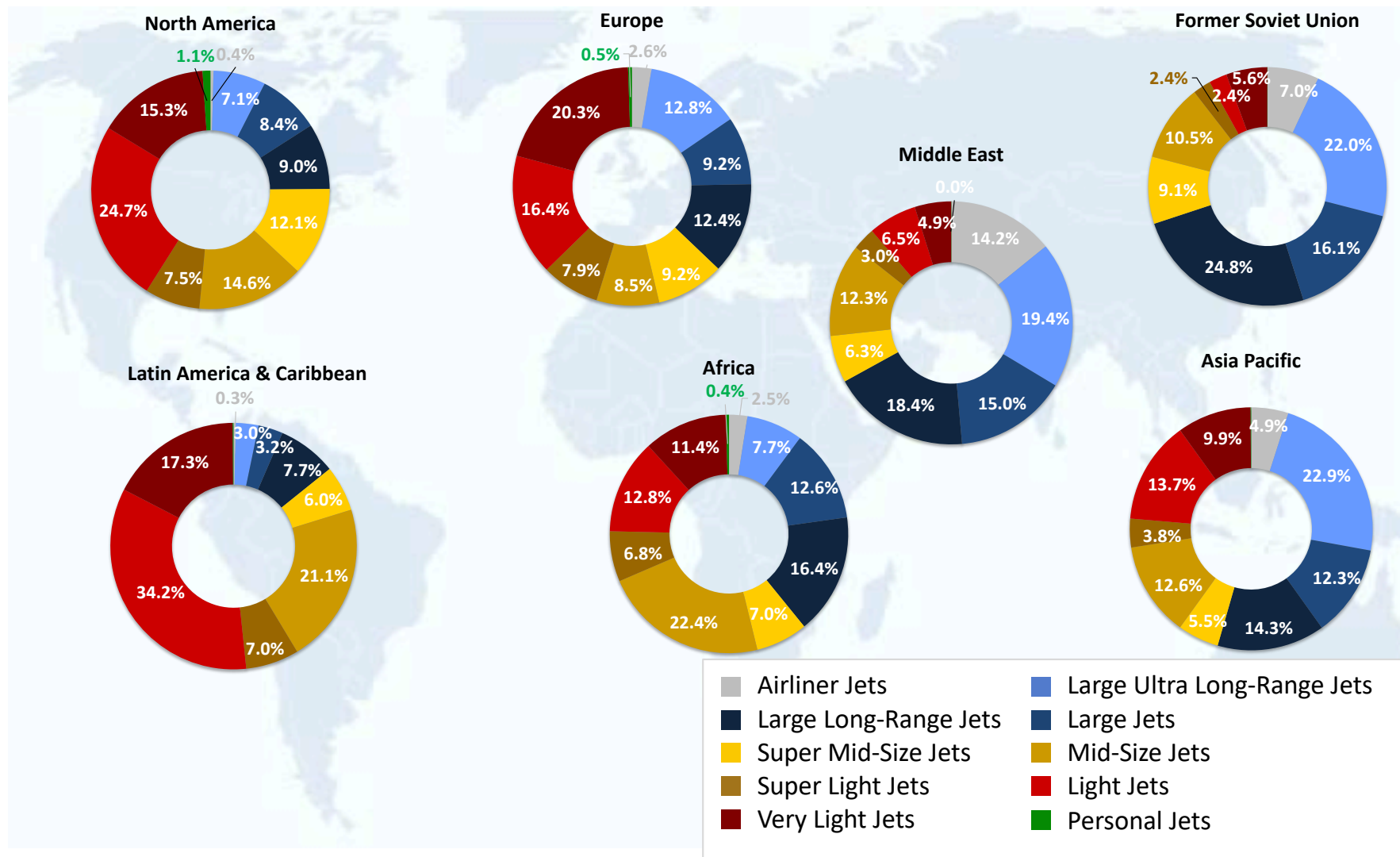
AFRICA OEM	Fleet as of Mar 31 2020
Beechcraft	3
Bombardier	97
Cessna Citation	110
Dassault Falcon	65
Embraer	22
Gulfstream	64
Hawker	99
Other	23
Total	483

ASIA PACIFIC OEM	Fleet as of Mar 31 2020
Beechcraft	7
Bombardier	325
Cessna Citation	238
Dassault Falcon	98
Embraer	77
Gulfstream	308
Hawker	118
Other	85
Total	1,256

World business jet fleet was 22,472 jets on March 31, 2020

Business Jet Fleet by Size Category

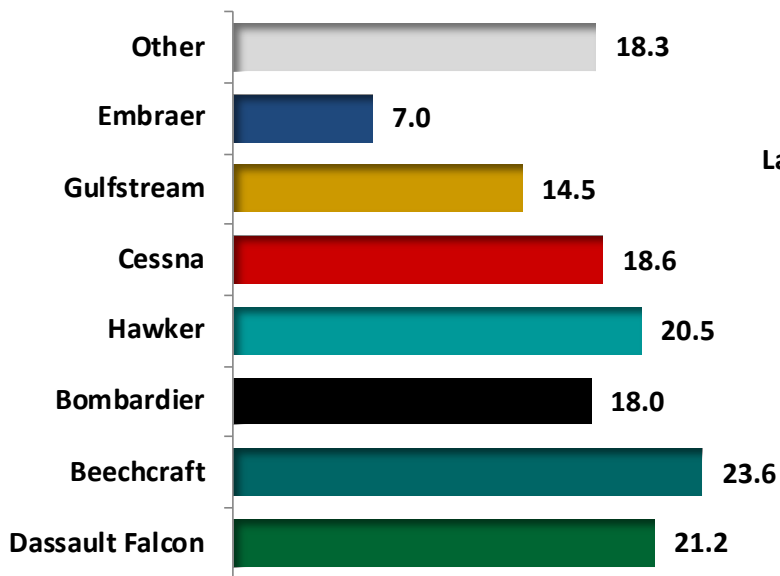
As of March 31, 2020



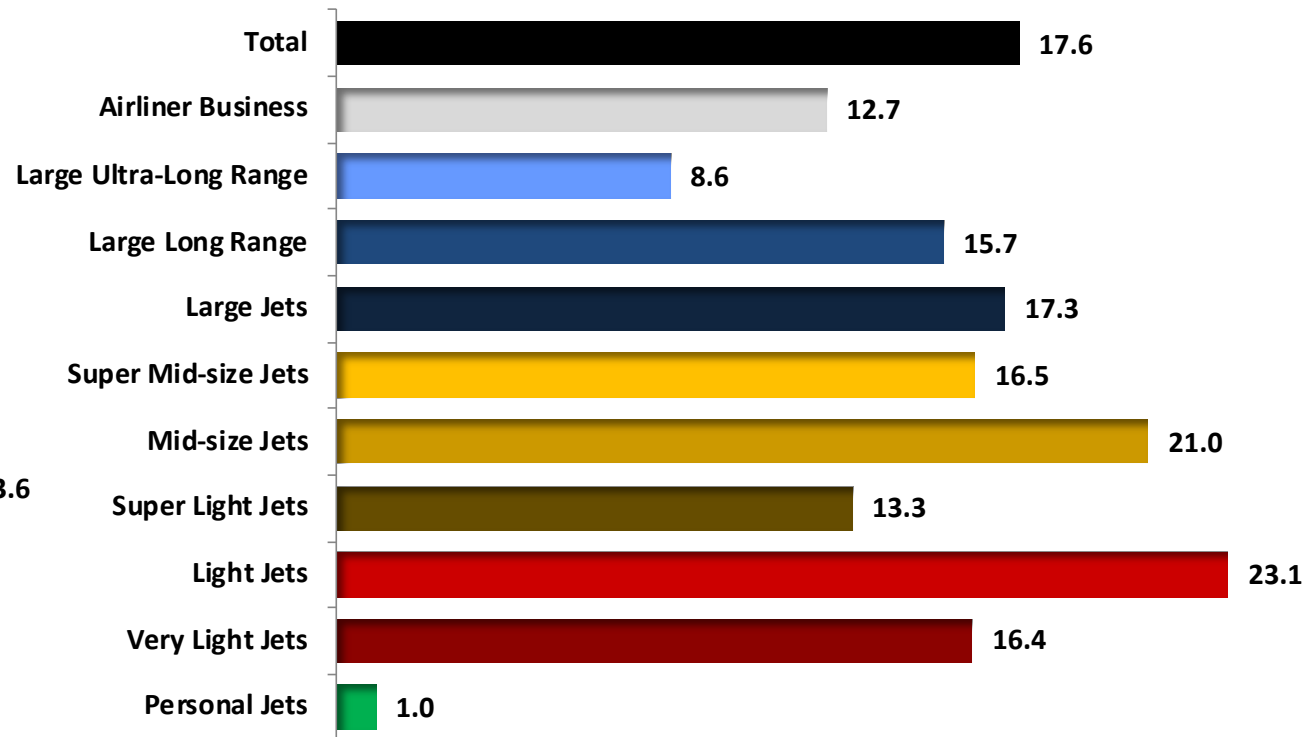
Business Jet Fleet Age (Years)

As of March 31, 2020

Business aircraft average fleet age as of Mar 31, 2020

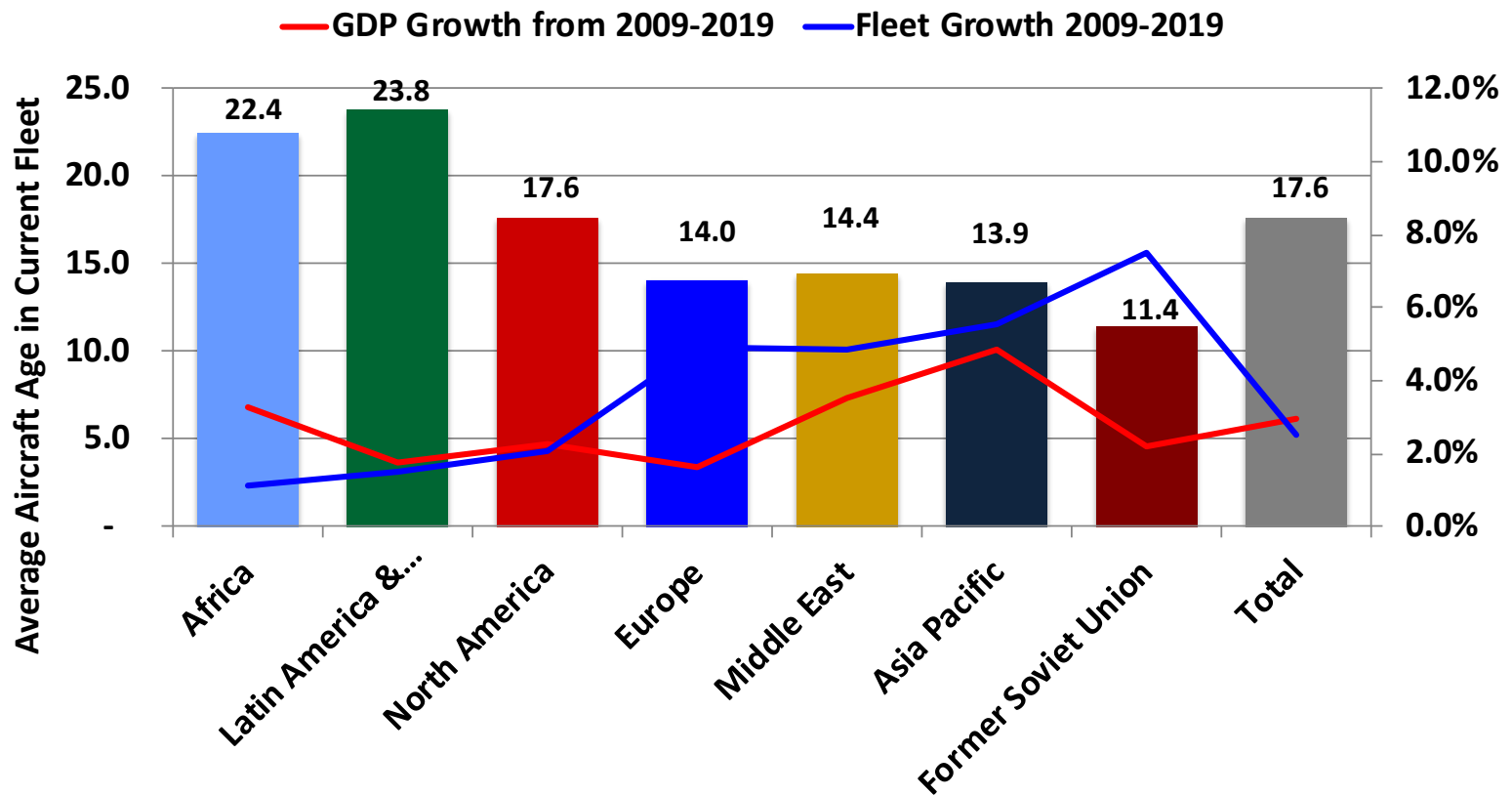


Business aircraft average fleet age as of Mar 31, 2020



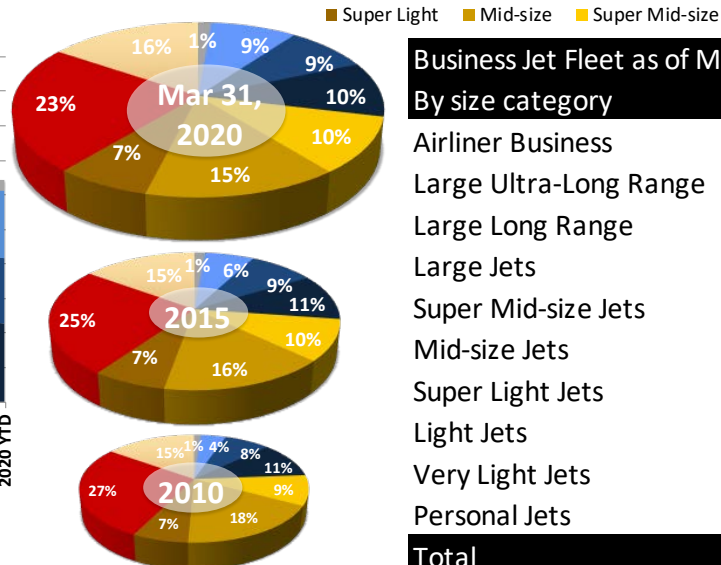
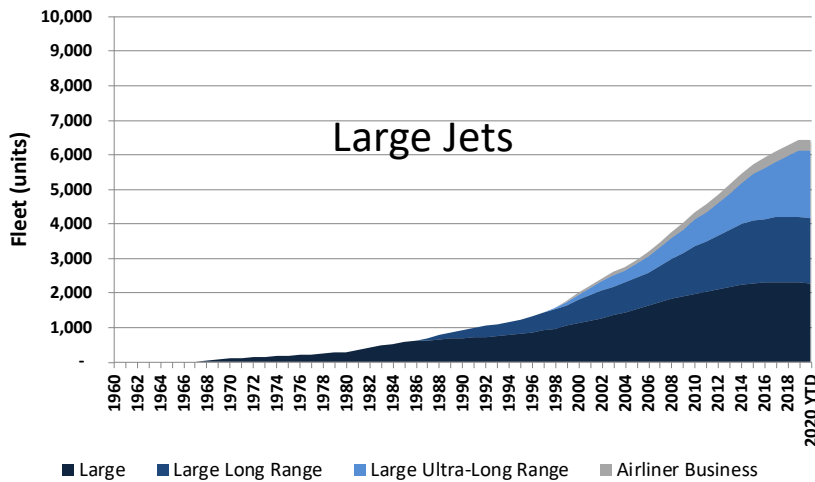
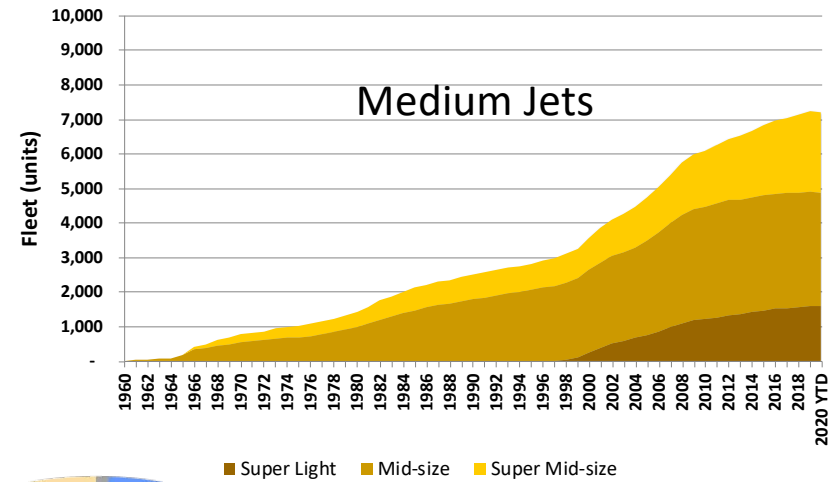
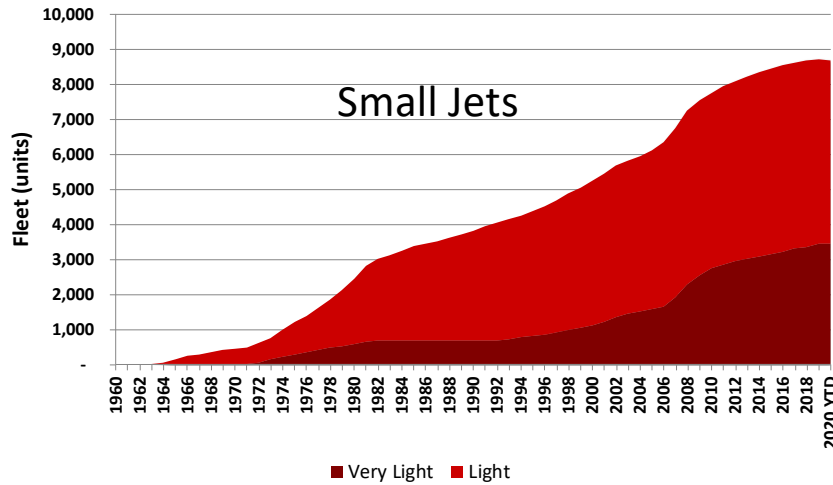
Business Jet Fleet Age (Years) by Region

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



Business Jet Fleet by Size Category

Fleet by Year From 1960 through March 31, 2020

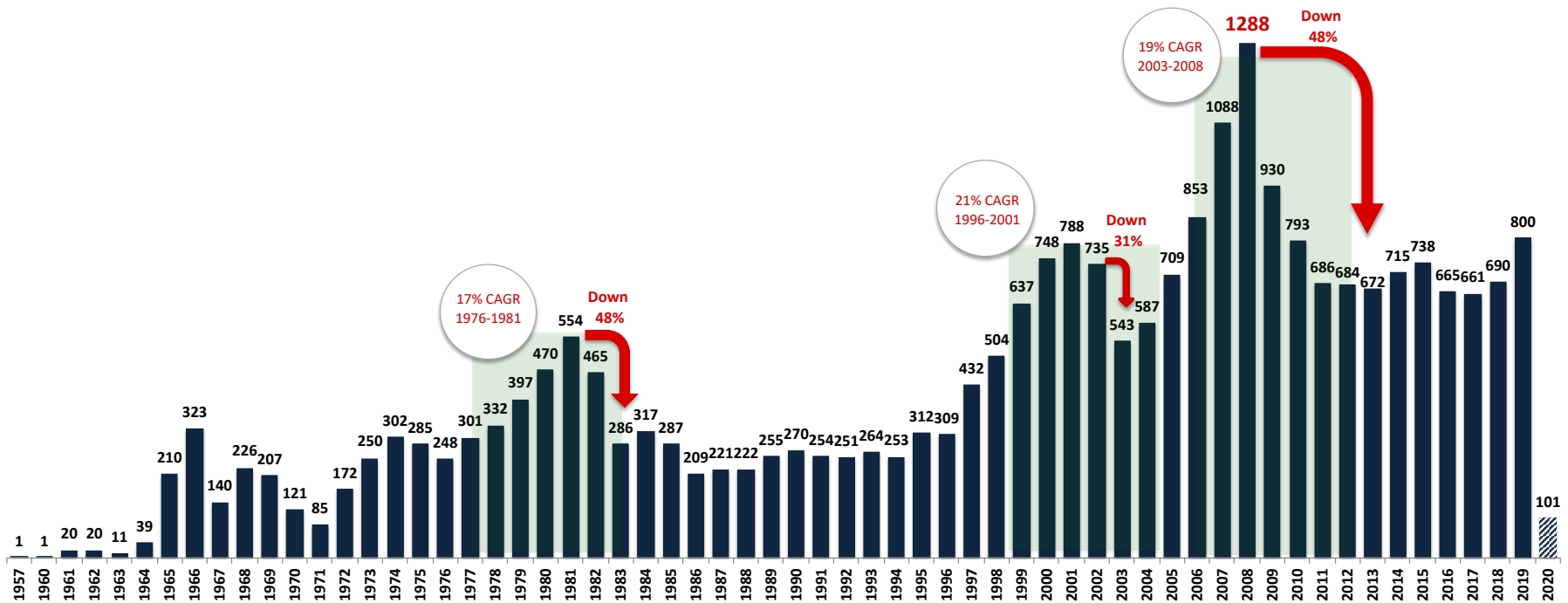


Business Jet Fleet as of March 31, 2020	
By size category	
Airliner Business	301
Large Ultra-Long Range	1,945
Large Long Range	1,899
Large Jets	2,267
Super Mid-size Jets	2,330
Mid-size Jets	3,275
Super Light Jets	1,594
Light Jets	5,232
Very Light Jets	3,452
Personal Jets	177
Total	22,472

Business Jet Deliveries (Units)

As of March 31, 2020

Business Jet Deliveries



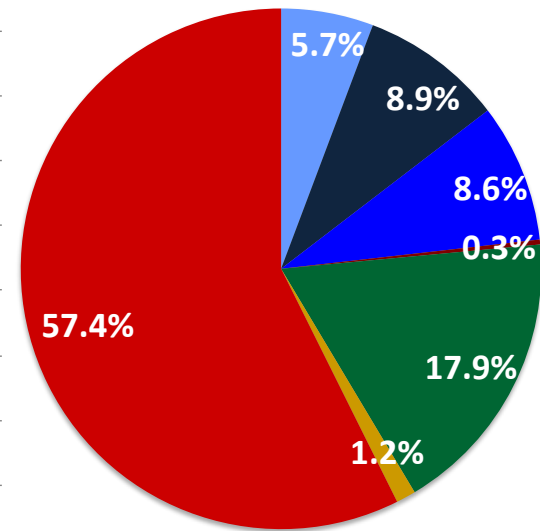
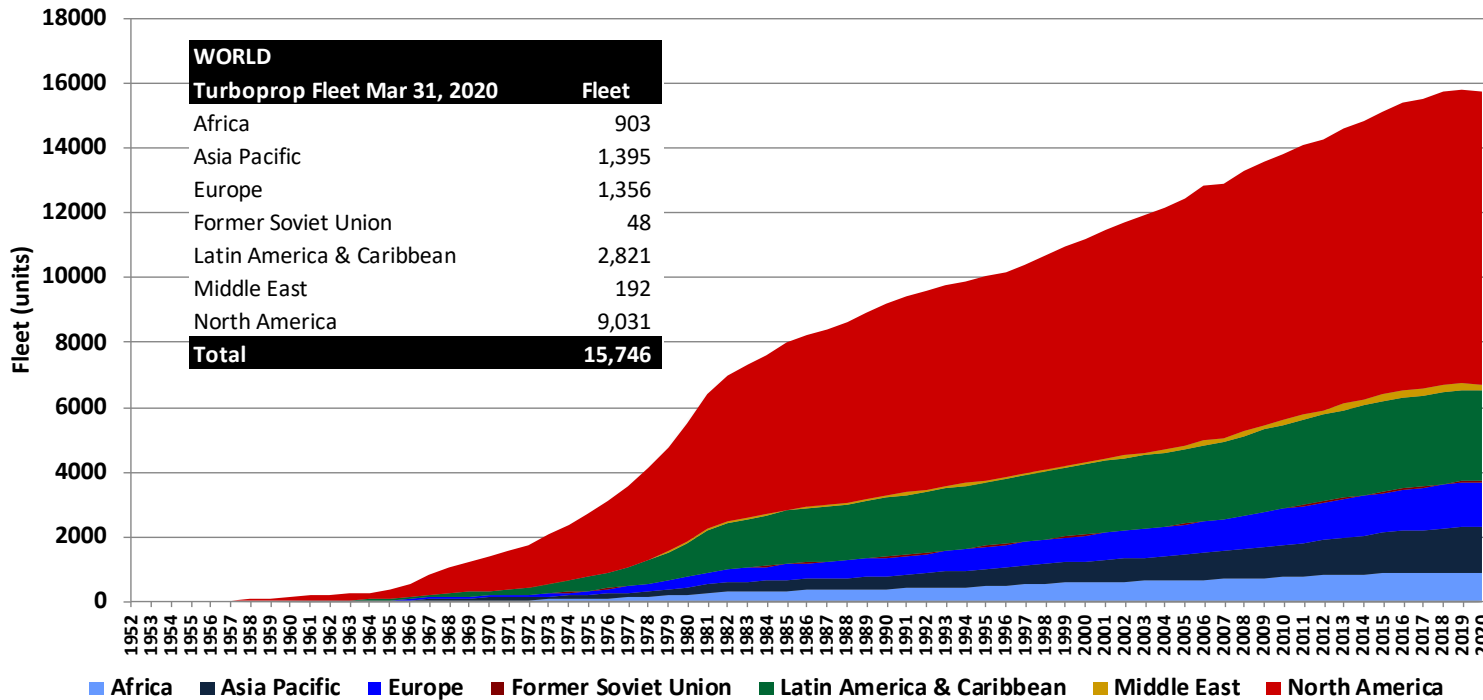
Source: JETNET; totals includes single-engine Personal Jets (i.e. Cirrus SF50 Vision Jet); latest year data are year-to-date

New business jet delivery units have remained relatively stable for 10 years, although deliveries in 2019 were up 16% year-over-year; COVID-19 will drive deliveries down in 2020, possibly by as much as 30-50%

Business Turboprop Fleet by Region

As of March 31, 2020

Turboprop Fleet by Region



Business Turboprop Fleet by Manufacturer

As of March 31, 2020

NORTH AMERICA	
Turboprop Fleet Mar 31, 2020	Fleet
Cessna	1,370
Daher Socata	716
Beechcraft	3,726
Pilatus	1,154
Piper	1,052
Turbo Commander	197
Other	816
Total	9,031

EUROPE	
Turboprop Fleet Mar 31, 2020	Fleet
Cessna	164
Daher Socata	139
Beechcraft	387
Pilatus	212
Piper	240
Turbo Commander	22
Other	192
Total	1,356

FORMER SOVIET UNION	
Turboprop Fleet Mar 31, 2020	Fleet
Cessna	10
Daher Socata	1
Beechcraft	13
Pilatus	6
Piper	9
Turbo Commander	-
Other	9
Total	48

MIDDLE EAST	
Turboprop Fleet Mar 31, 2020	Fleet
Cessna	55
Daher Socata	0
Beechcraft	102
Pilatus	1
Piper	10
Turbo Commander	17
Other	7
Total	192

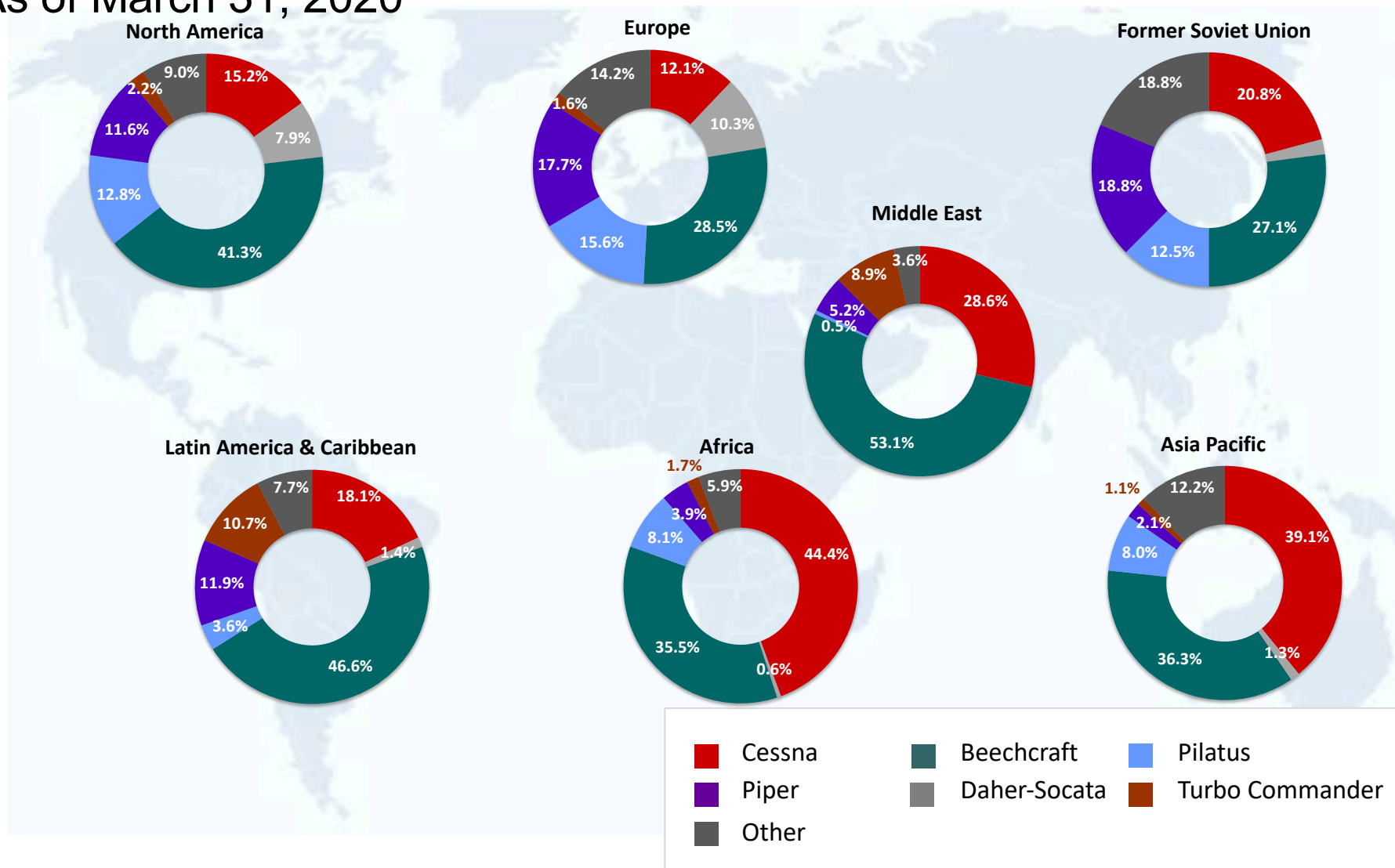
LATIN AMERICA & CARIBBEAN	
Turboprop Fleet Mar 31, 2020	Fleet
Cessna	510
Daher Socata	39
Beechcraft	1,315
Pilatus	101
Piper	335
Turbo Commander	303
Other	218
Total	2,821

AFRICA	
Turboprop Fleet Mar 31, 2020	Fleet
Cessna	401
Daher Socata	5
Beechcraft	321
Pilatus	73
Piper	35
Turbo Commander	15
Other	53
Total	903

ASIA PACIFIC	
Turboprop Fleet Mar 31, 2020	Fleet
Cessna	546
Daher Socata	18
Beechcraft	506
Pilatus	111
Piper	29
Turbo Commander	15
Other	170
Total	1,395

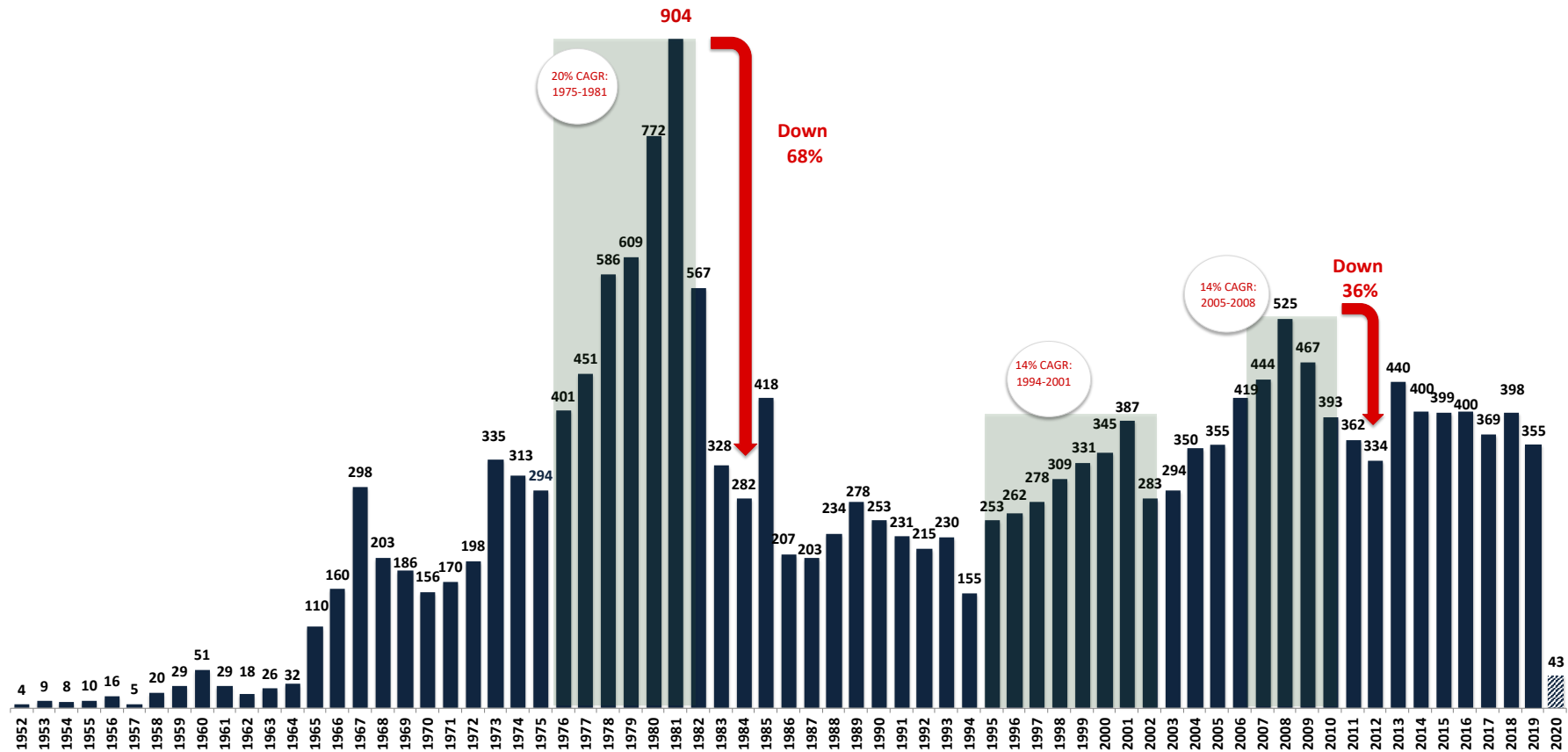
Business Turboprop Fleet by Manufacturer

As of March 31, 2020



Business Turboprop Deliveries (Units)

As of March 31, 2020

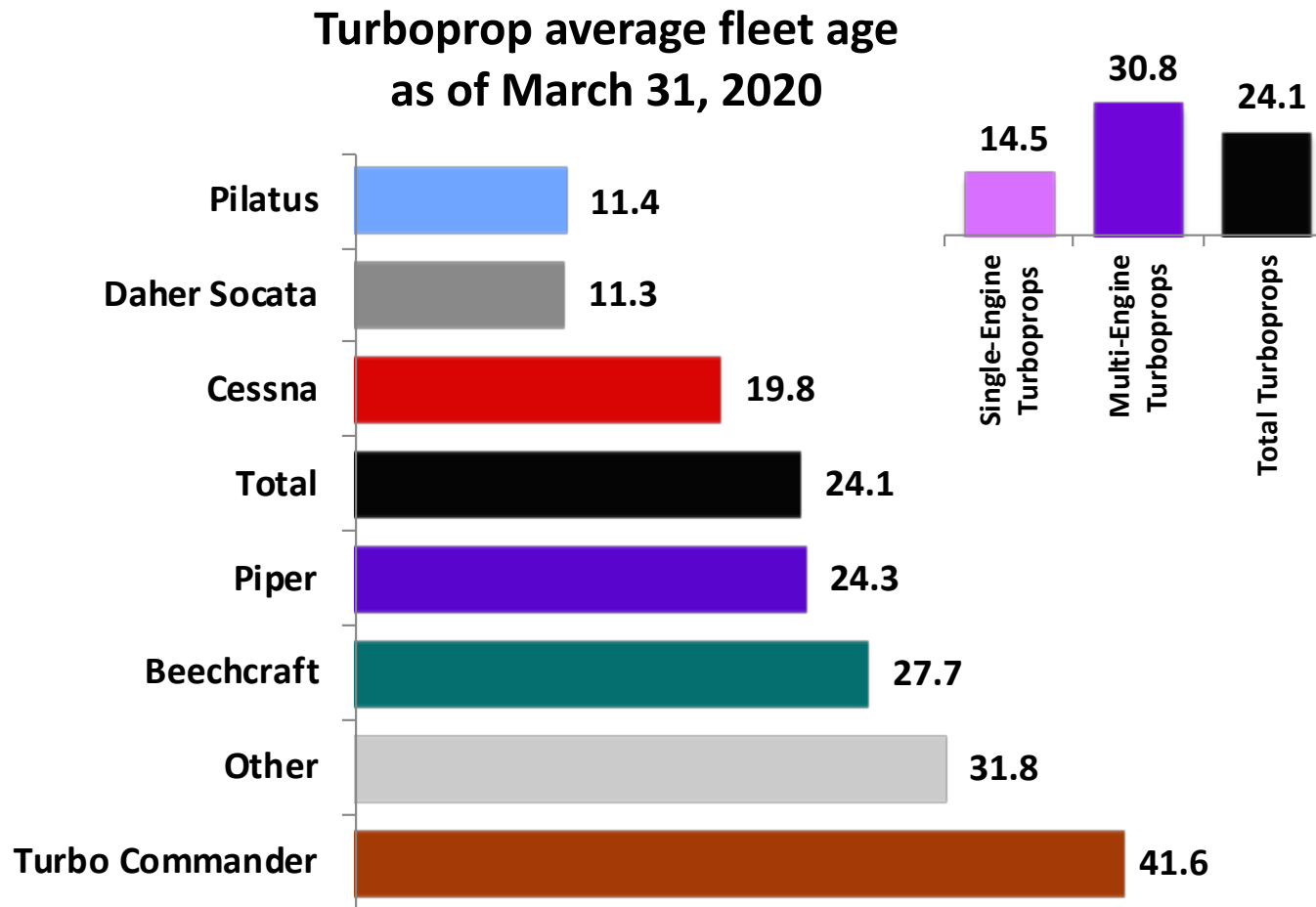


Source: JETNET; latest year data are year-to-date

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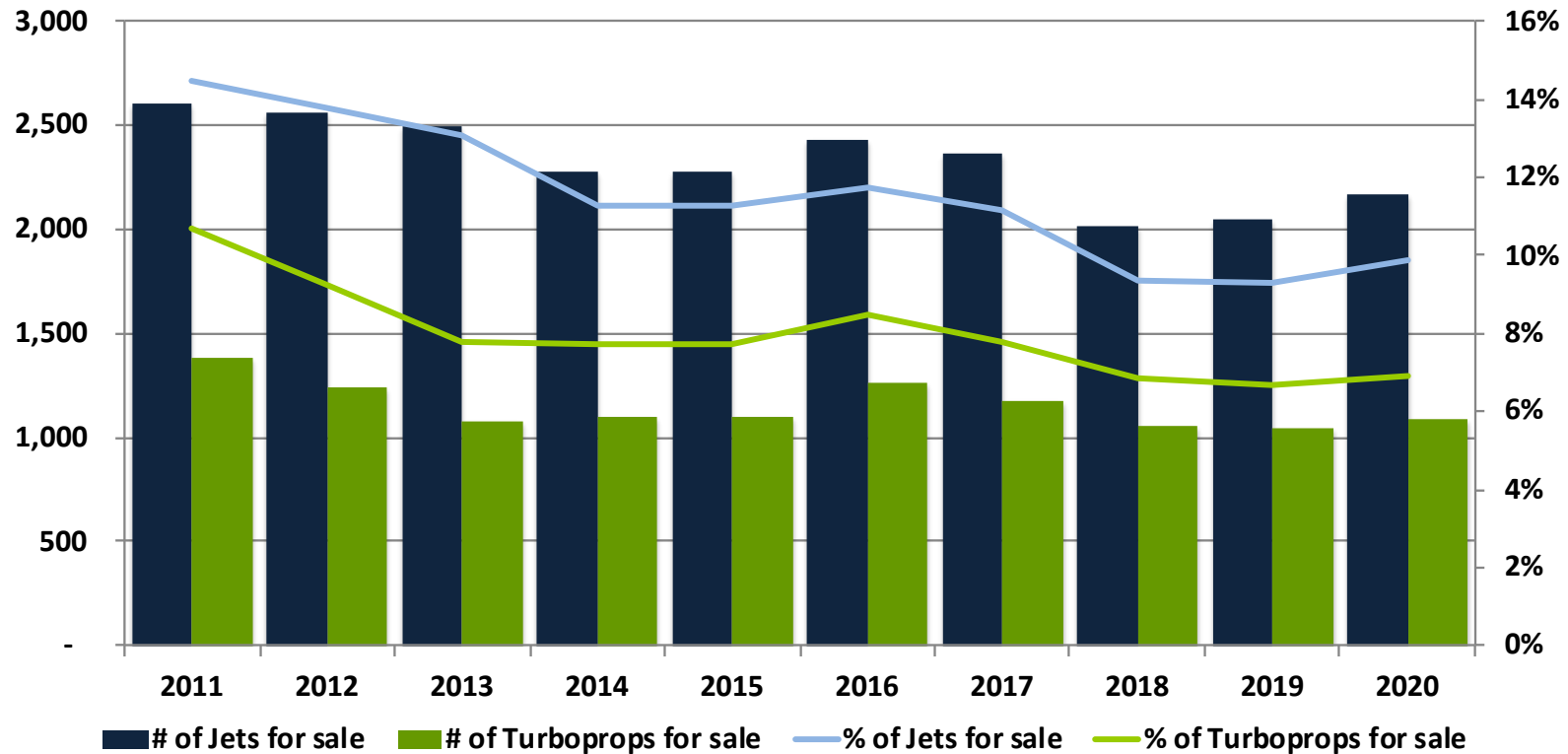
Business Turboprop Fleet Age (Years)

As of March 31, 2020



Pre-Owned Business Aircraft Inventory

Business Jets and Turboprops for sale
March 2011 - March 2020

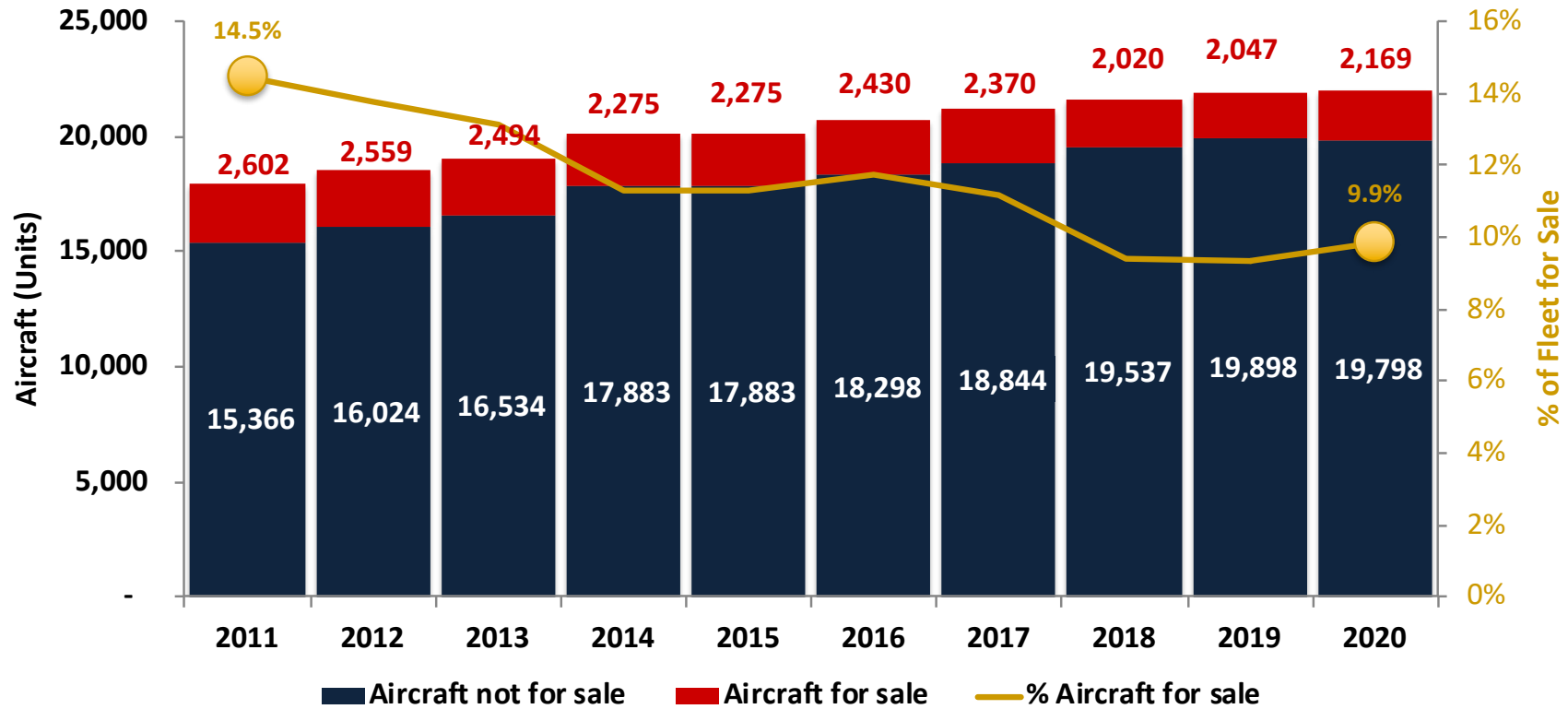


	Aircraft Available for Sale as % of World Fleet (as of March 31)									
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Business Jets	14.5%	13.8%	13.1%	11.3%	11.3%	11.7%	11.2%	9.4%	9.3%	9.9%
Turboprop	10.7%	9.2%	7.8%	7.7%	7.7%	8.5%	7.8%	6.9%	6.7%	6.9%

For-sale inventory of pre-owned business aircraft is starting to edge up year-over-year

Pre-Owned Business Jet Inventory

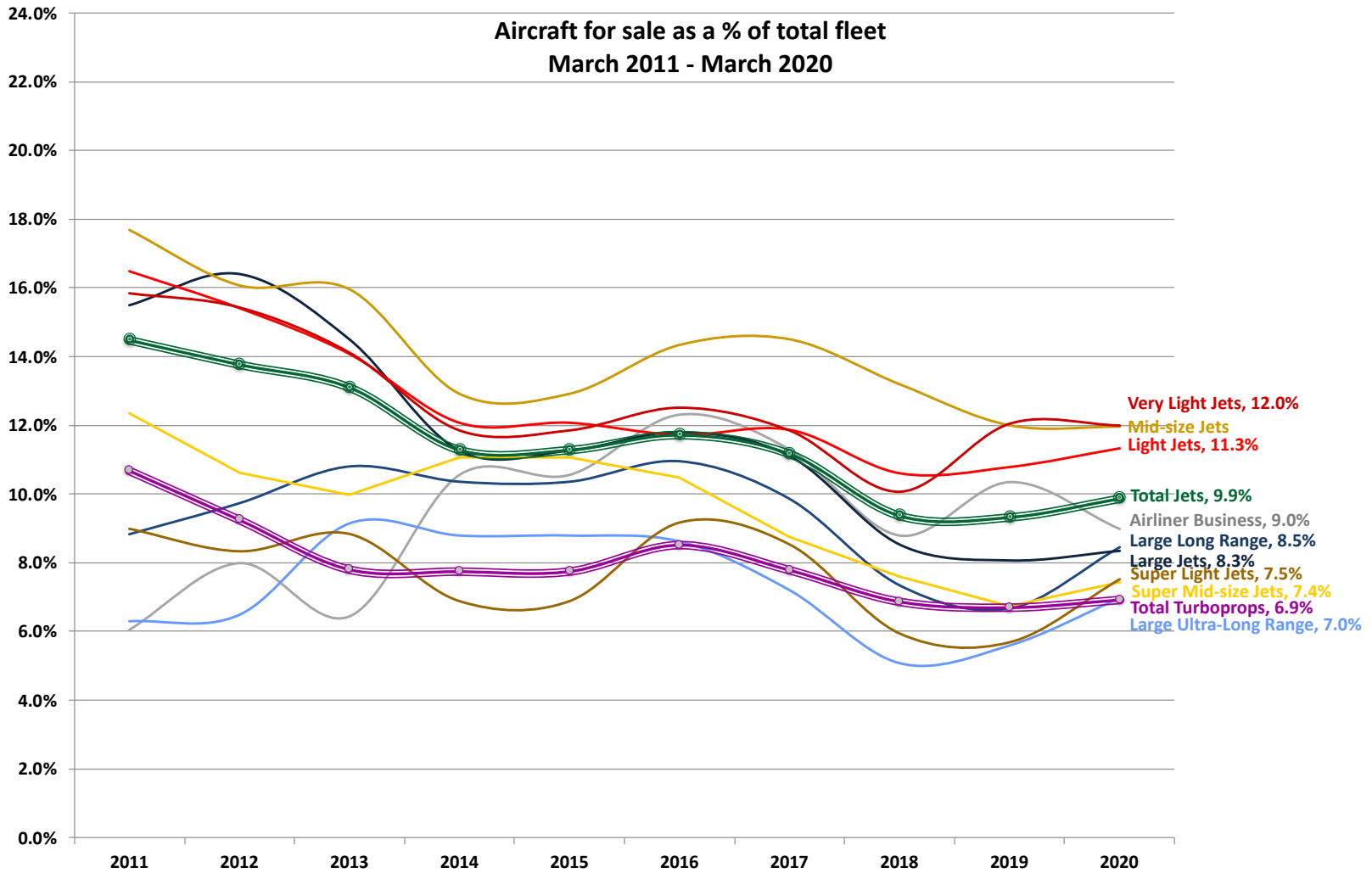
Business Jets for sale - March 31, 2011-2020



Jets Available for Sale as % of World Fleet (as of March 31)

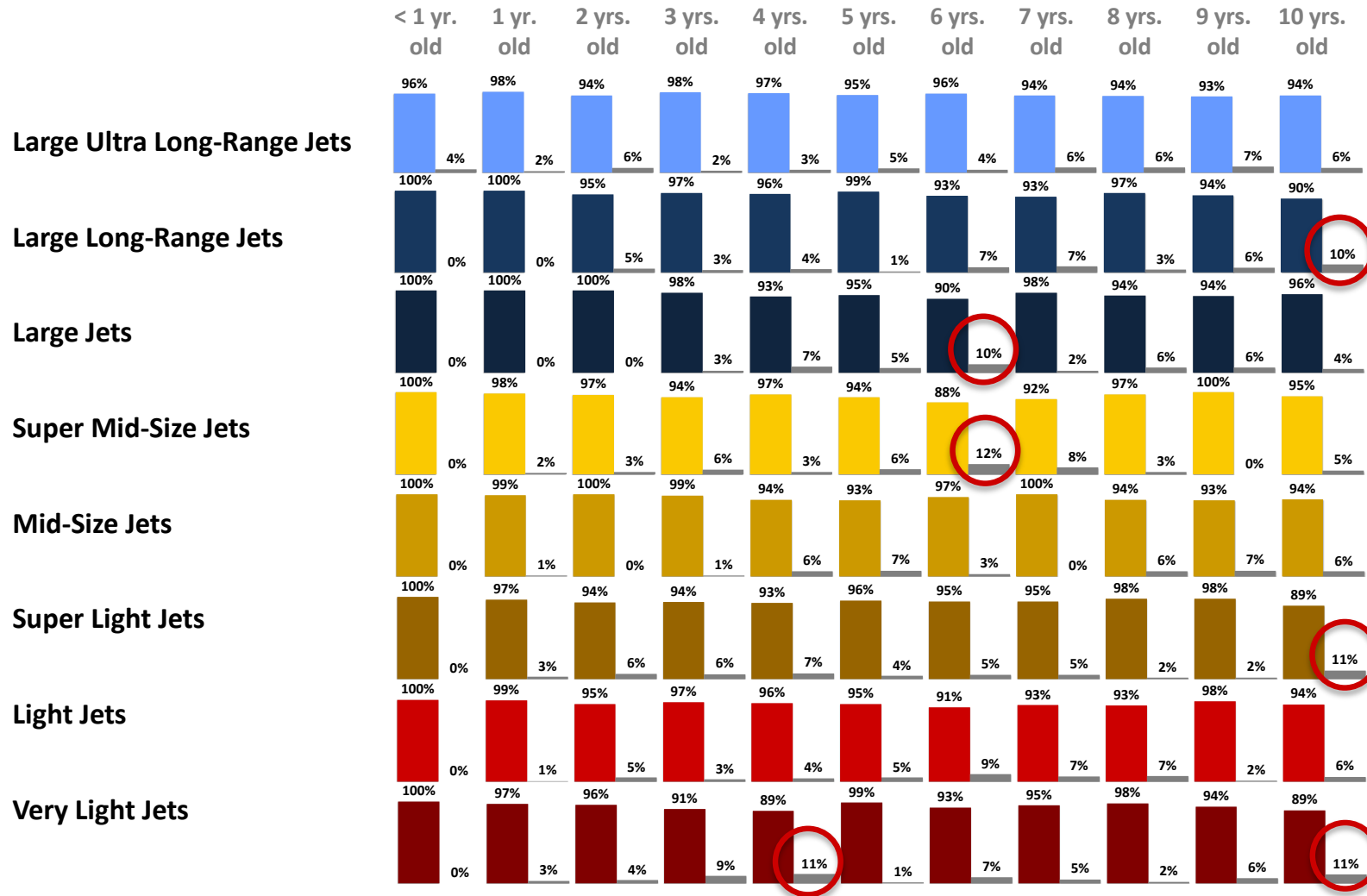
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
14.5%	13.8%	13.1%	11.3%	11.3%	11.7%	11.2%	9.4%	9.3%	9.9%

Pre-Owned Business Jet Inventory



Pre-Owned Business Jet Inventory

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

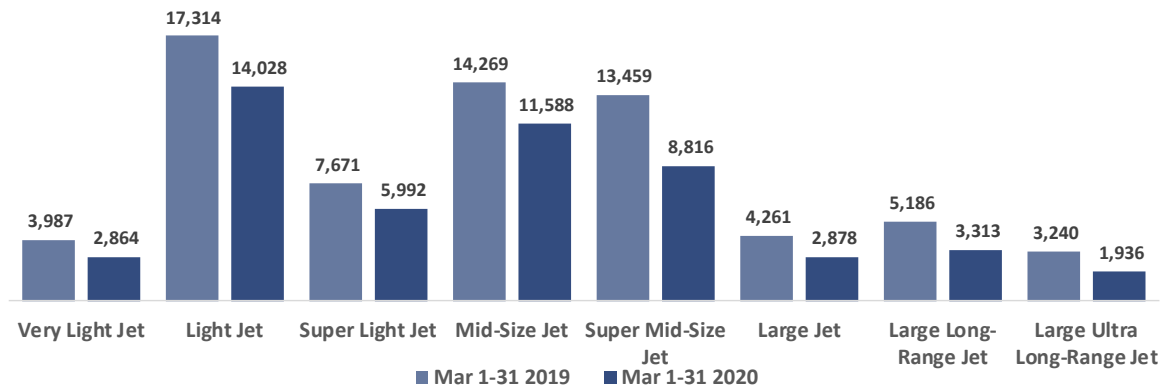


Year => 10% Availability

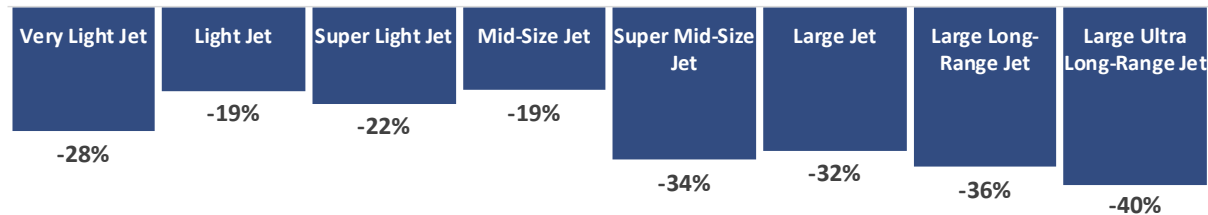
U.S. Business Jet Utilization

Part 135 Operations

**Business Jet Cycles in the U.S. - PART 135
March 2019 and March 2020**



**YOY % Change in Business Jet Cycles in the U.S. - PART 135
March 2019 and March 2020**



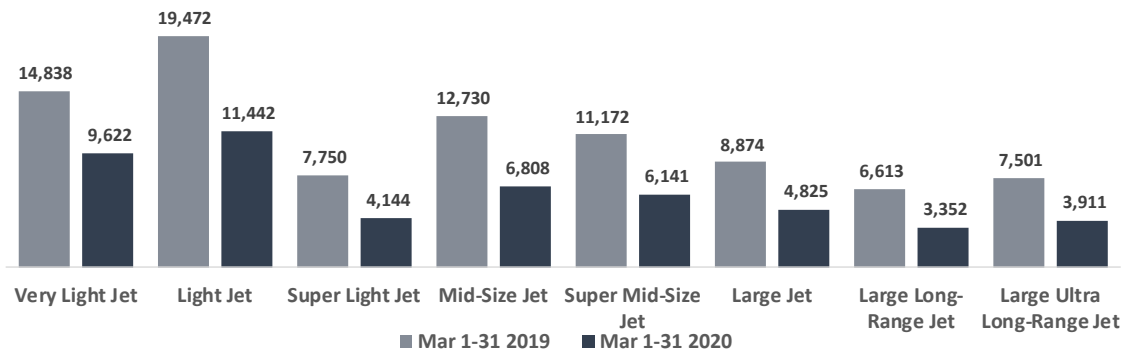
US Part 135	March 1-31, 2019	March 1-31, 2020	% Change YOY
Total Flights	69,518	51,508	-26%

Source: U.S. FAA; JETNET

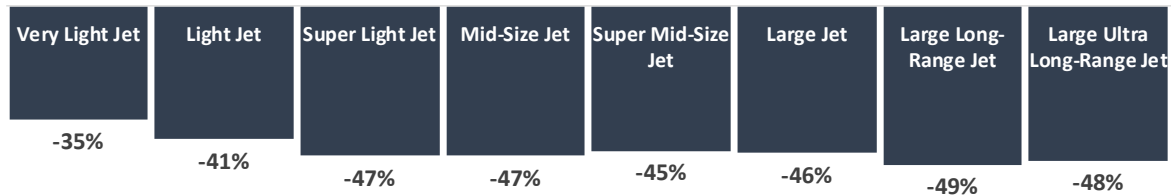
U.S. Business Jet Utilization

Part 91 Operations

Business Jet Cycles in the U.S. - PART 91
March 2019 and March 2020



YOY % Change in Business Jet Cycles in the U.S. - PART 91
March 2019 and March 2020

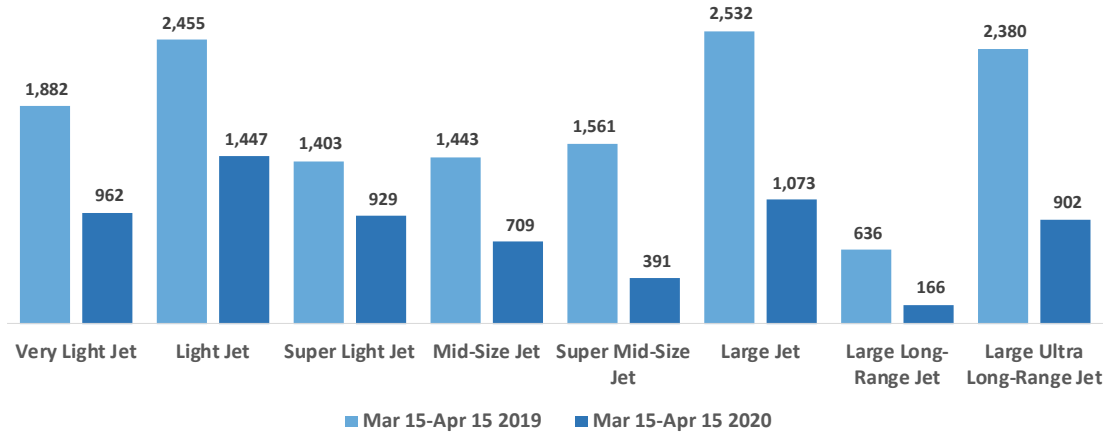


US Part 91	March 1-31, 2019	March 1-31, 2020	% Change YOY
Total Flights	90,053	51,379	-43%

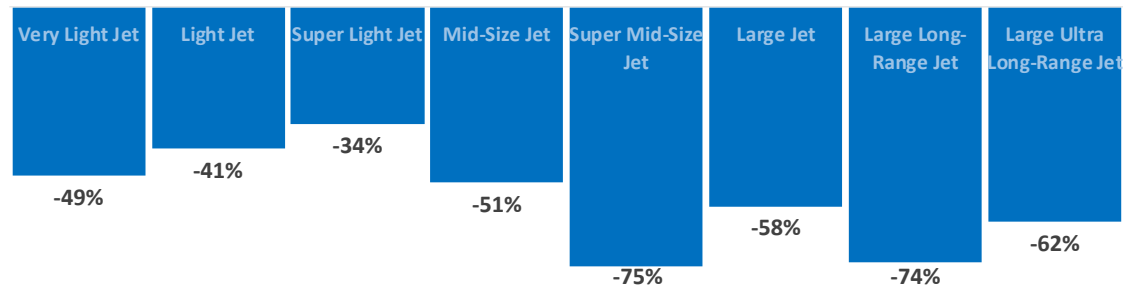
Source: U.S. FAA; JETNET

European Business Aircraft Utilization

Business Jet Cycles - Europe
March 15 2019 and Apr 15 2020



YOY % Change in Business Jet Cycles - Europe
March 15 2019 and April 15 2020



Europe	March 15-April 15, 2019	March 15-April 15, 2020	% Change YOY
Total Flights	14,292	6,579	-54%

Source: Eurocontrol

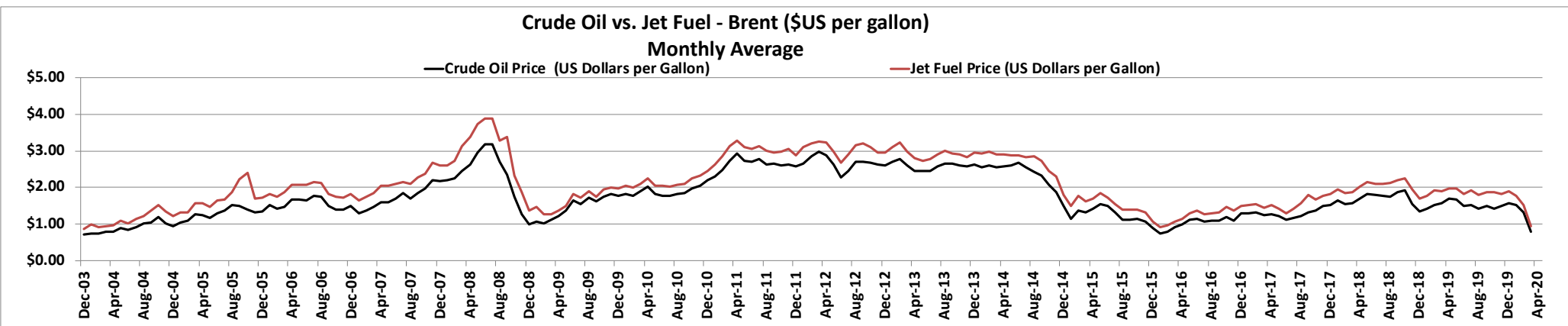
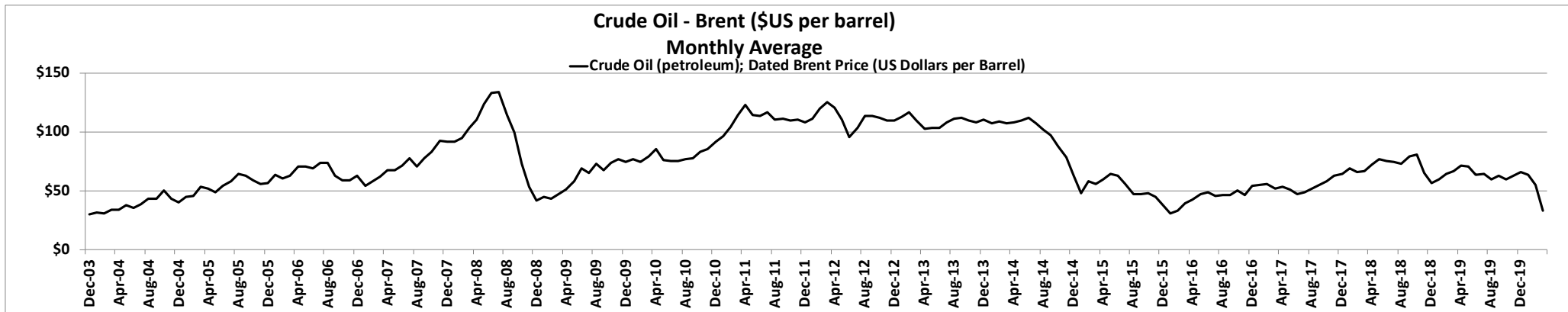
Crude Oil and Jet Fuel Prices

IATA Fuel Price Monitor	Share in			Index Value	vs. 1 week	vs. 1 month	
April 9 2020	World Index	\$/US gallon	\$/barrel	2000=100	ago	ago	vs.1 yr ago
Jet Fuel Price	100%	\$ 0.610	\$ 25.64	70.08	-14.3%	-39.2%	-69.7%
Asia & Oceania	22%	\$ 0.587	\$ 24.66	70.45	-5.7%	-42.5%	-70.4%
Europe & CIS	28%	\$ 0.636	\$ 26.70	71.94	-7.3%	-38.0%	-68.4%
Middle East & Africa	7%	\$ 0.515	\$ 21.64	64.63	-6.9%	-45.4%	-73.4%
North America	39%	\$ 0.614	\$ 25.78	68.55	-23.2%	-37.8%	-69.9%
Latin & Central America	4%	\$ 0.690	\$ 28.98	80.28	-17.2%	-31.4%	-66.7%

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

Source: [IATA](#) from PLATTS

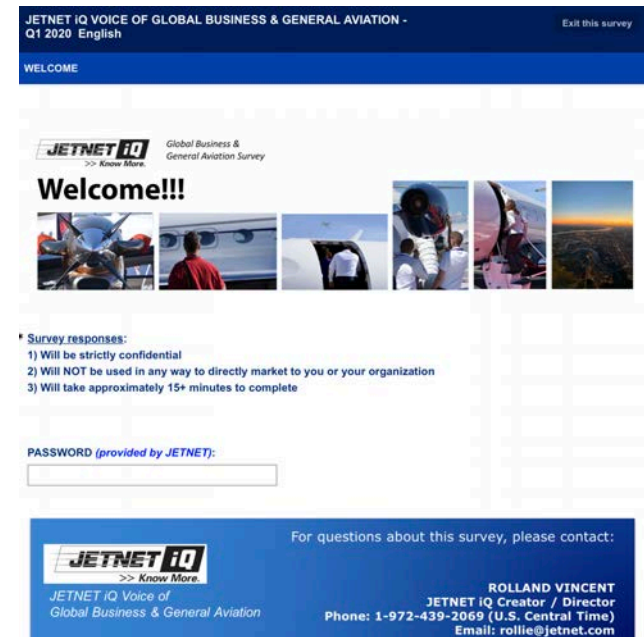
Crude Oil and Jet Fuel Prices



Source: IndexMundi

JETNET iQ Quarterly Surveys

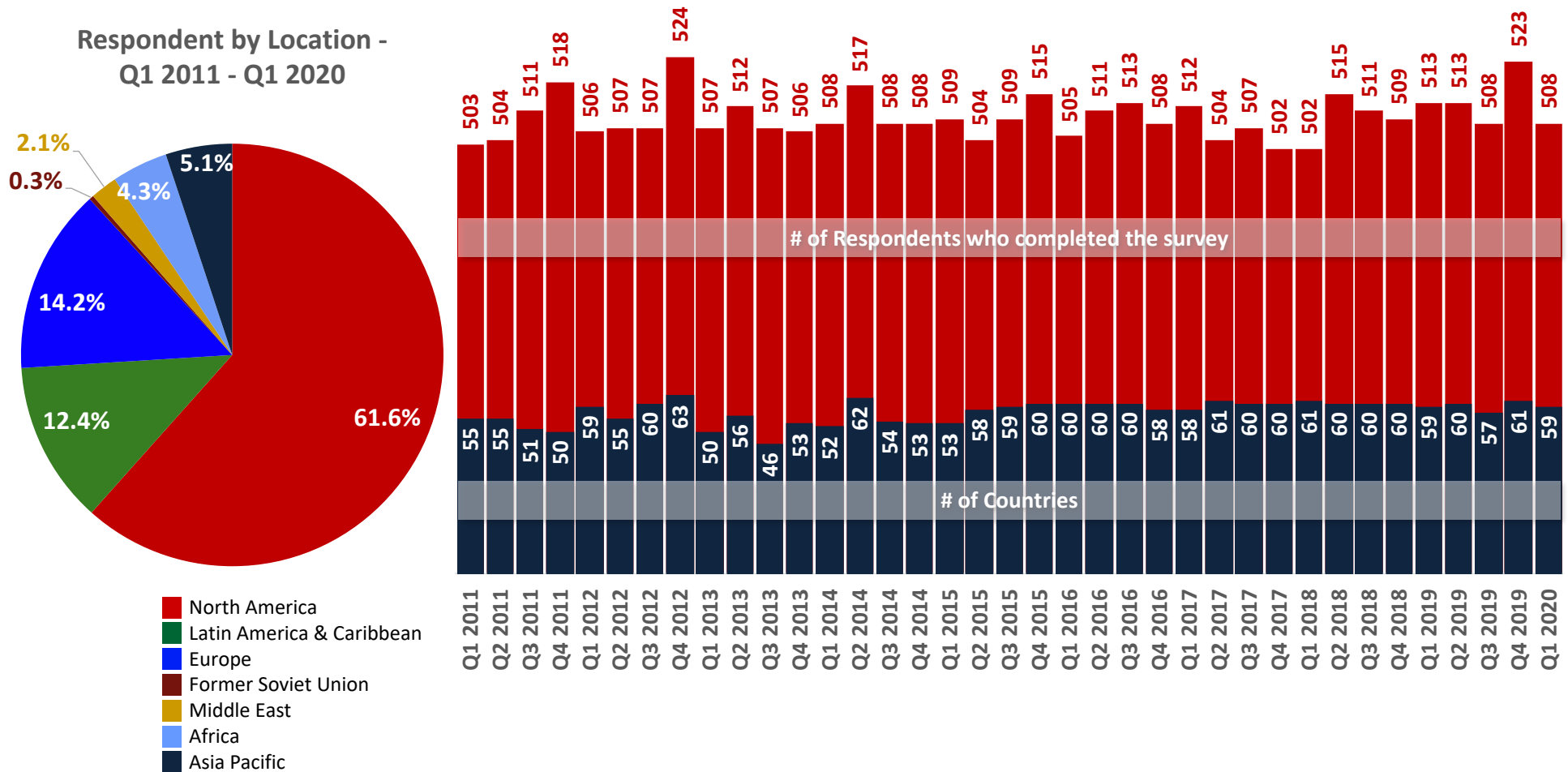
- Multilingual owner / operator surveys
 - Utilization patterns and expectations
 - Brand perceptions
 - Purchase criteria / inhibitors
 - Purchase / selling intentions
 - New product preferences
 - Special topics of interest (examples)
 - New products
 - The environment
 - Mood of the market



The screenshot shows the landing page for the JETNET iQ survey. At the top, it reads "JETNET iQ VOICE OF GLOBAL BUSINESS & GENERAL AVIATION - Q1 2020 English" with an "Exit this survey" link. Below is a "WELCOME" section with the JETNET iQ logo and tagline. A "Welcome!!!" message is followed by a row of five small images related to aviation. A section titled "Survey responses:" lists three points: confidentiality, non-marketing use, and a 15+ minute completion time. A "PASSWORD (provided by JETNET):" field is present. At the bottom, contact information for Rolland Vincent, JETNET iQ Creator / Director, is provided, including a phone number and email address.

JETNET iQ Surveys: Quarterly, multilingual, worldwide

JETNET iQ Survey Respondents

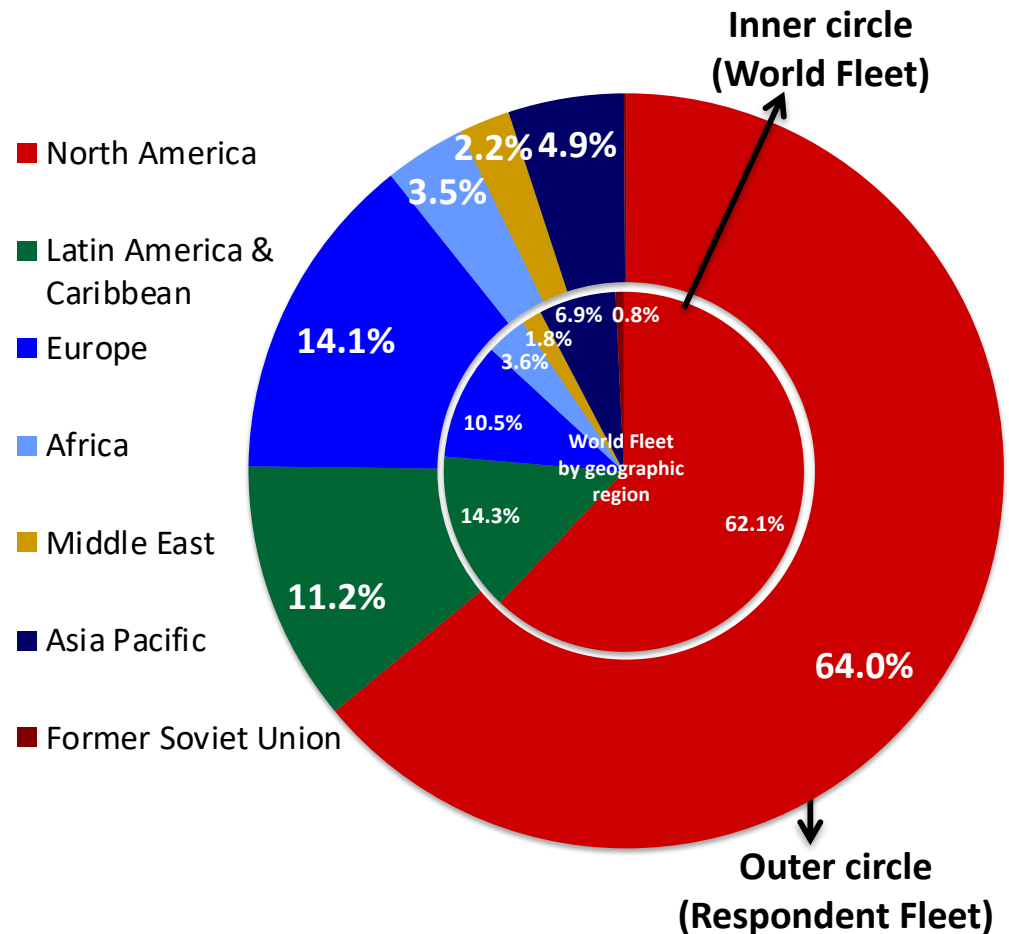


JETNET iQ Surveys: Since Q1 2011, ~19,000 respondents from 133 countries

Survey Respondents' Location By Respondent Location

Q1 2020 Survey

RESPONDENT COUNTRIES FROM Q1 2020 SURVEY			
COUNTRIES/TERRITORIES	# of respondents		# of respondents
ARGENTINA	5	PANAMA	2
AUSTRALIA	13	PAPUA NEW GUINEA	1
AUSTRIA	3	PARAGUAY	1
BELGIUM	1	PHILIPPINES	2
BOLIVIA	2	POLAND	1
BRAZIL	35	PORTUGAL	1
BULGARIA	1	ROMANIA	1
CANADA	29	RUSSIAN FEDERATION	2
CHINA	2	SAUDI ARABIA	2
COLOMBIA	9	SINGAPORE	1
CYPRUS	1	SLOVENIA	1
CZECHIA	2	SOUTH AFRICA	11
DENMARK	3	SOUTH KOREA	1
DOMINICAN REPUBLIC	1	SPAIN	4
ECUADOR	2	SWEDEN	2
EL SALVADOR	1	SWITZERLAND	5
ESTONIA	2	TURKEY	8
FINLAND	2	UGANDA	1
FRANCE	5	UNITED ARAB EMIRATES	3
GERMANY	11	UNITED KINGDOM	4
GUATEMALA	2	UNITED STATES	293
HONDURAS	1	VENEZUELA	3
INDIA	2	ZAMBIA	1
IRELAND	1		
ITALY	2		
JAMAICA	1	Total # of respondents	508
KENYA	1	Total # of countries	59
LITHUANIA	1	Africa	16
LUXEMBOURG	1	Asia Pacific	22
MALI	1	Europe	56
MEXICO	10	Former Soviet Union	4
NETHERLANDS	1	Latin America & Caribbean	75
NIGERIA	1	Middle East	13
NORWAY	2	North America	322
		Total	508



Survey Respondents' Roles

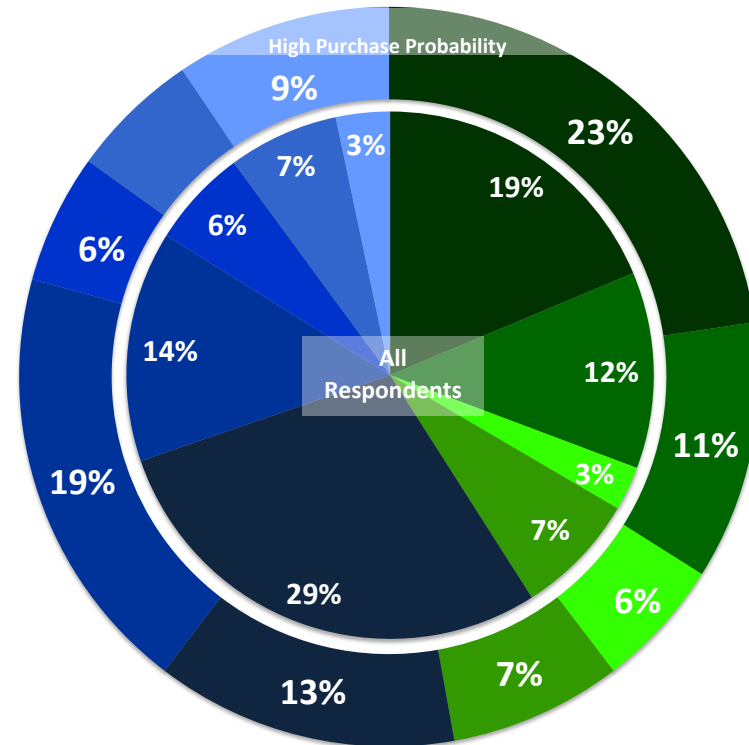
By Job Title

Q1 2020 Survey

Title of respondent	Completed
Business owner / shareholder / partner	124
C-Level / President / Managing Director	80
Vice President / Senior Management	18
General Manager / Director	50
Chief Pilot / head of flight operations	191
Dispatcher / Scheduler / Flight Coordinator	94
Head of maintenance	40
Pilot	45
Vice President / Director of Aviation	22
Total	664

Note: Respondent was able to choose whichever applied

Aviation Professionals	392	59%
Senior Management / General Manager	272	41%



- Business owner / shareholder / partner
- C-Level / President / Managing Director
- Vice President / Senior Management
- General Manager / Director
- Chief Pilot / head of flight operations
- Dispatcher / Scheduler / Flight Coordinator
- Head of maintenance
- Pilot
- Vice President / Director of Aviation

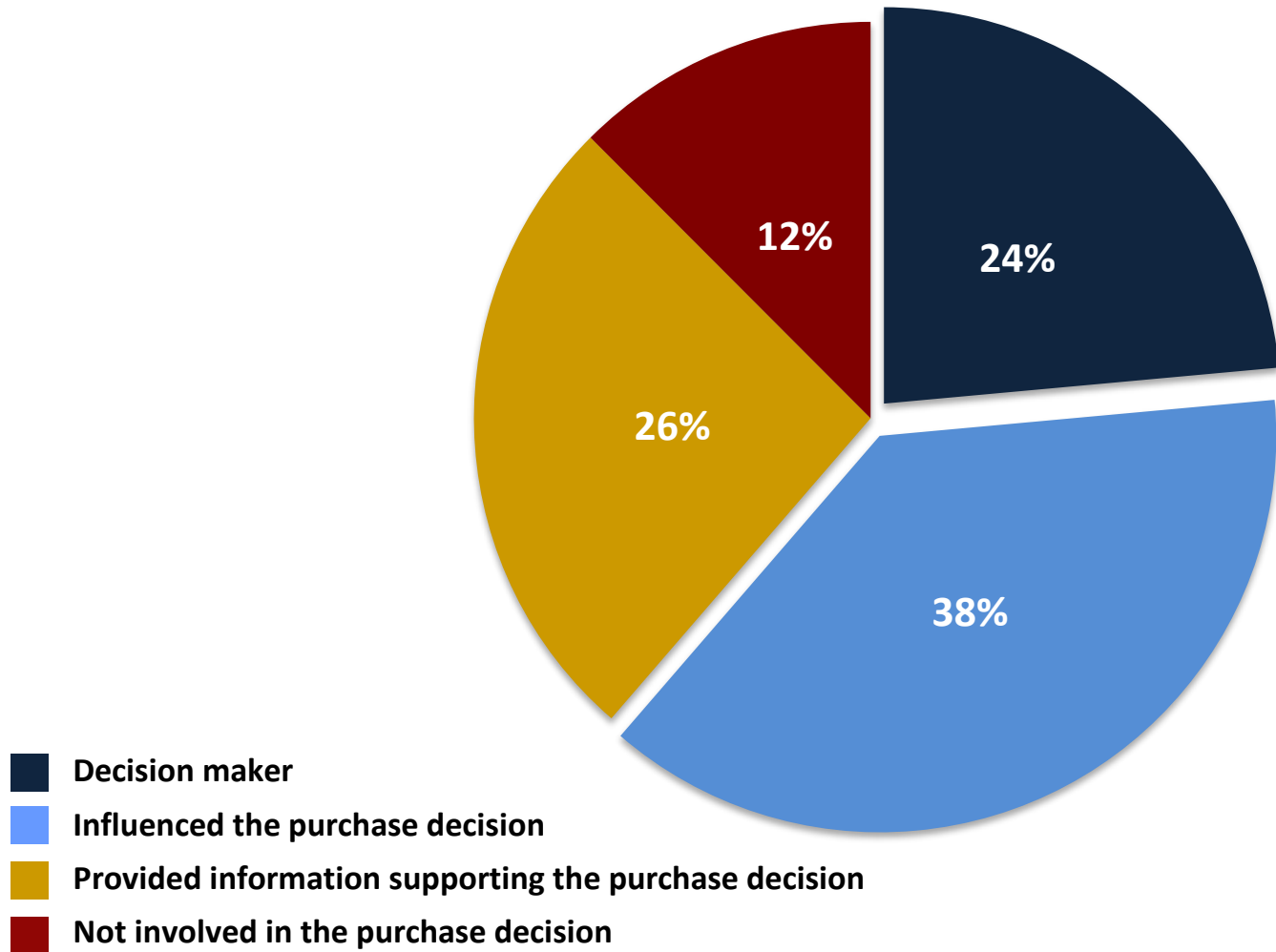


Note: Respondents may have multiple job titles and organizational roles

Survey Respondents' Roles

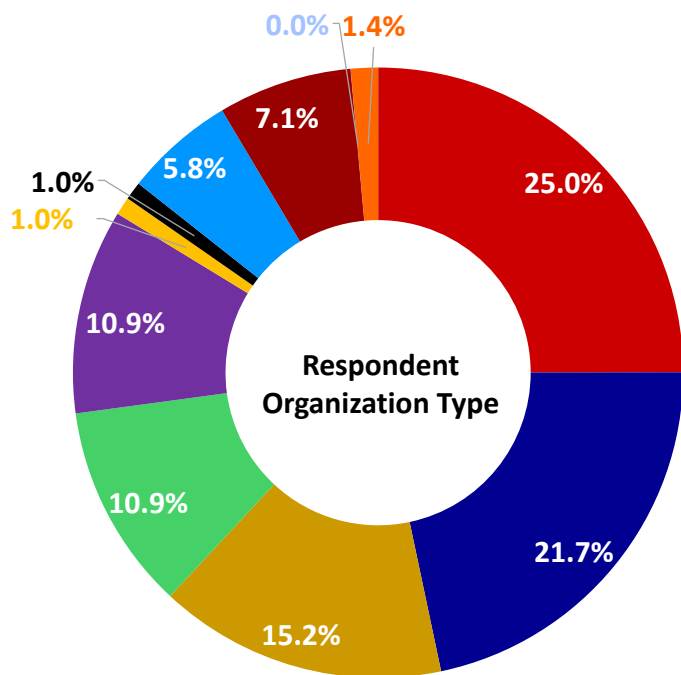
By Involvement in Last Fixed-Wing Turbine Aircraft Purchase

Q1 2020 Survey



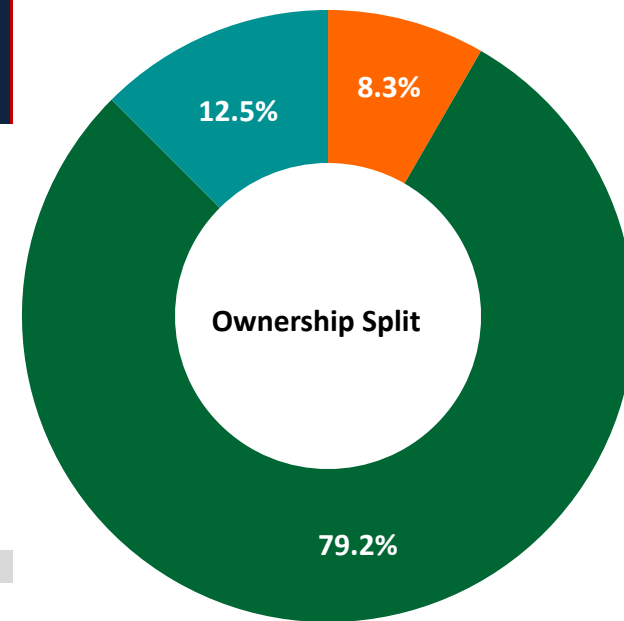
Survey Respondents' Organization

Q1 2020 Survey



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

	All Respondents
Aircraft owner	313
Aircraft operator	272
Flight department	191
Aircraft management company	137
Air taxi or charter operator	136
Fractional aircraft operator	12
Fractional share / jet card holder	12
Aircraft MRO	73
Broker / Dealer	89
Financial Institution	-
Government	18
Other	-
Privately-held	171
Publicly-traded	27
Total	1,451



Breakdown for Respondents who indicated ownership

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

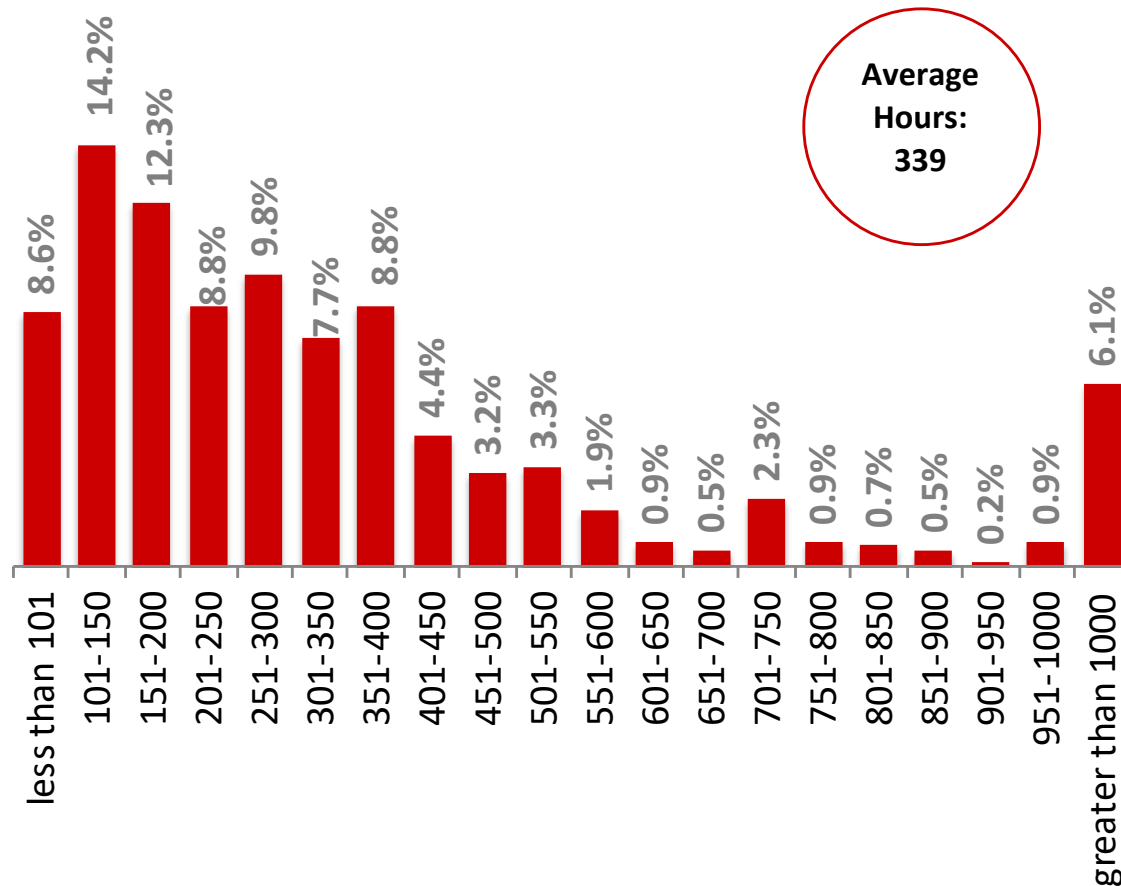
Note: Respondents may have chosen multiple organizational types

Survey Respondents' Flight Operations

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

Annual Flight Hours Per Aircraft

Q1 2020 Survey

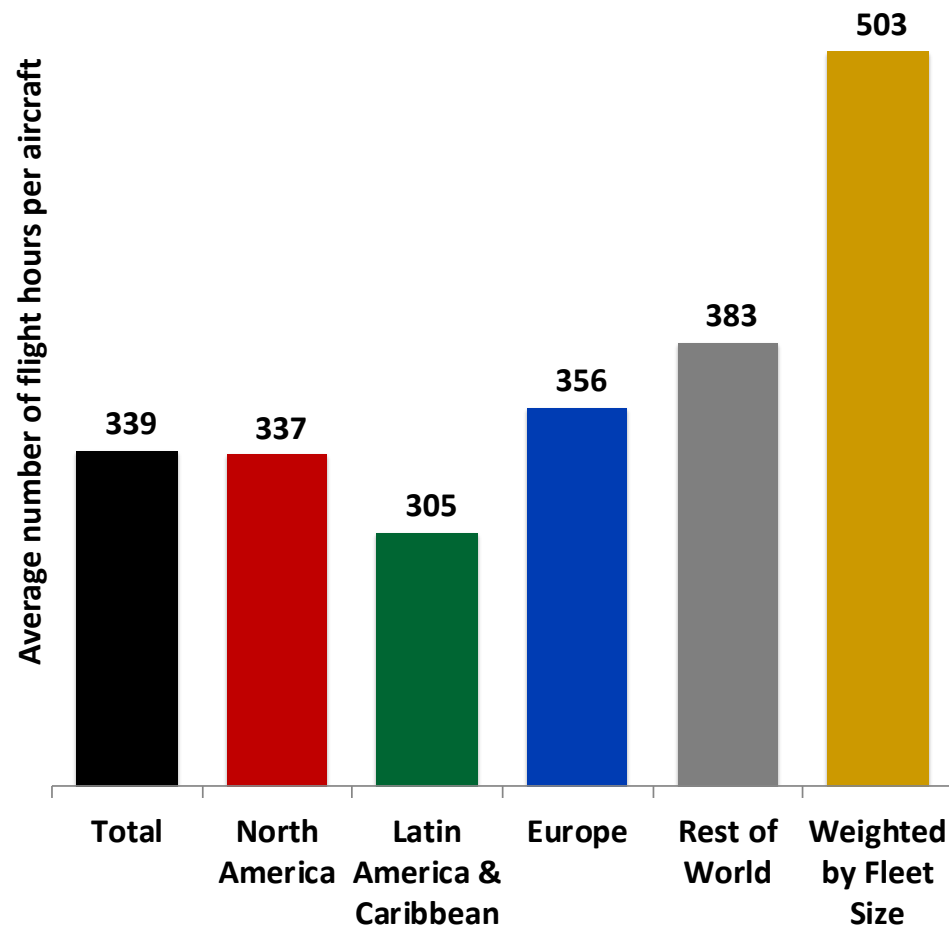


Survey Respondents' Flight Operations

Regional Average Utilization per Aircraft in Prior 12 Months

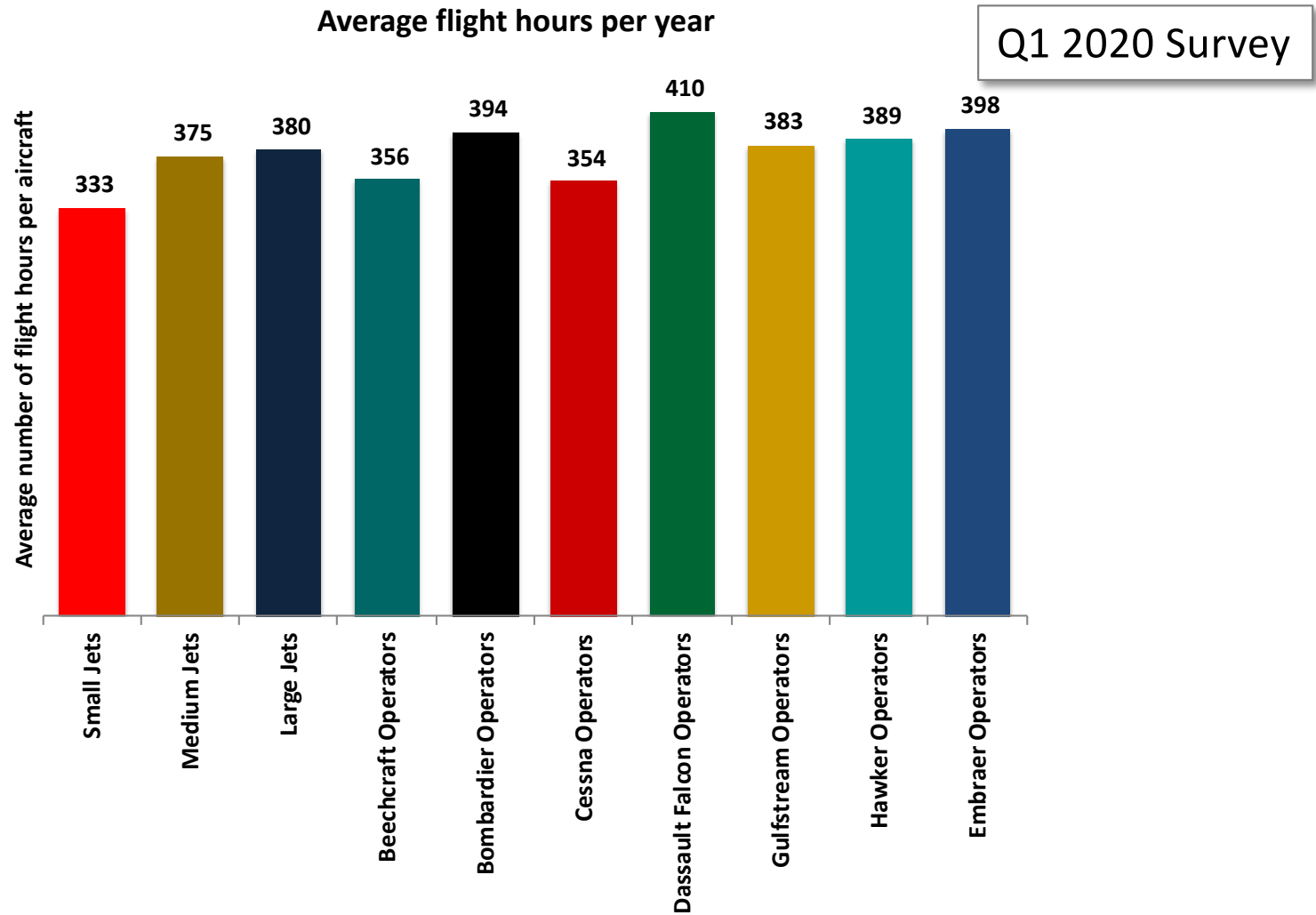
Average flight hours per year

Q1 2020 Survey



Survey Respondents' Flight Operations

Operator Size and Brand Utilization per Aircraft in Prior 12 Months



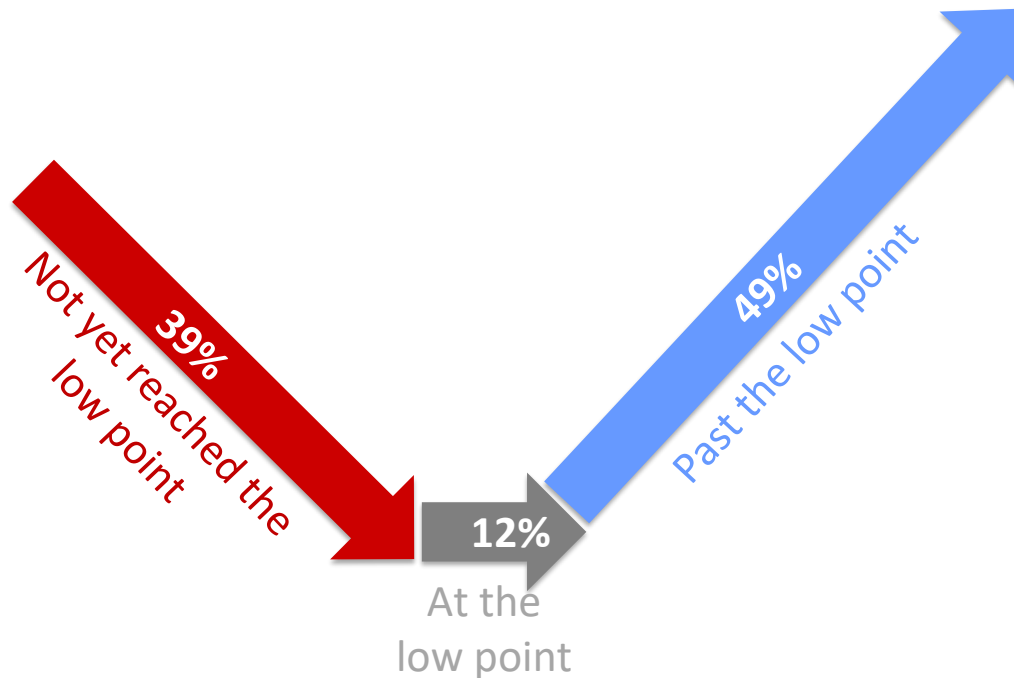
Survey Respondents' Sentiment

Current Market Sentiment

Q1 2020 Survey

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

All Respondents



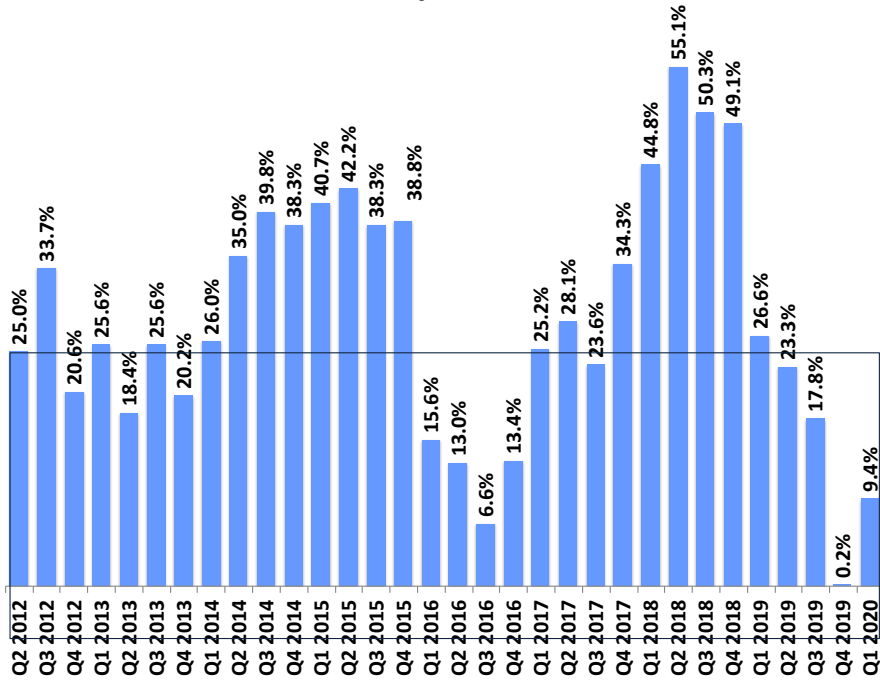
Survey Respondents' Sentiment

Current Market Sentiment

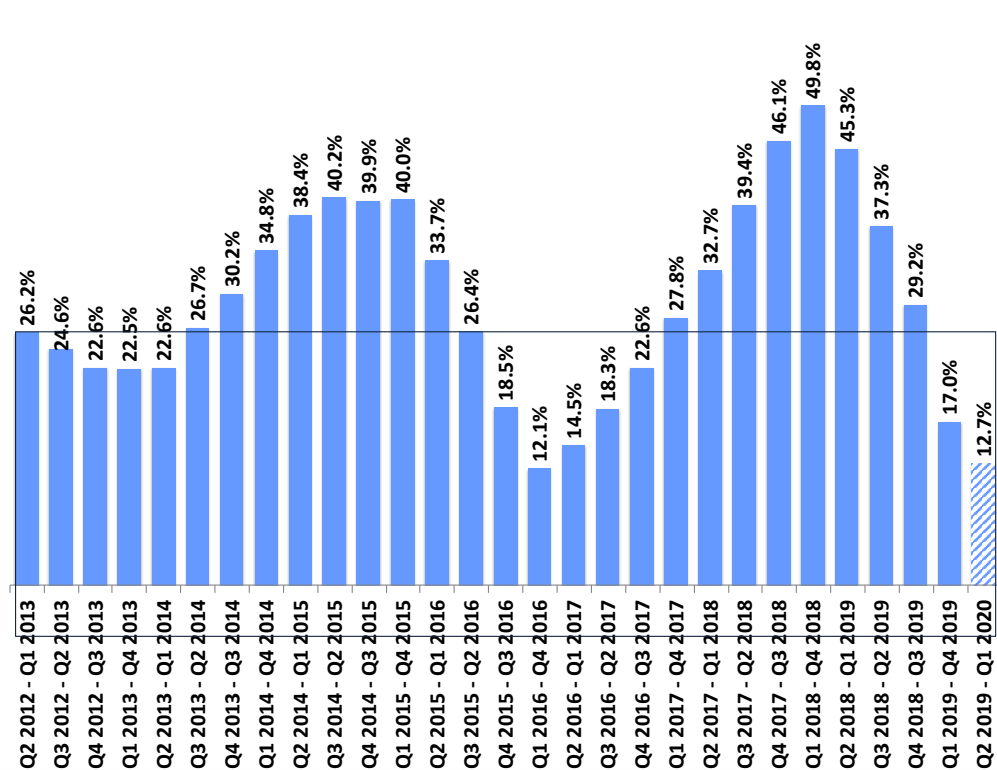
Q1 2020 Survey

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 has been trending downwards over the past 6 quarters after a high of 55.1% in Q2 2018, but was up to 9.4% in Q1 2020

Aircraft Purchase Inhibitors

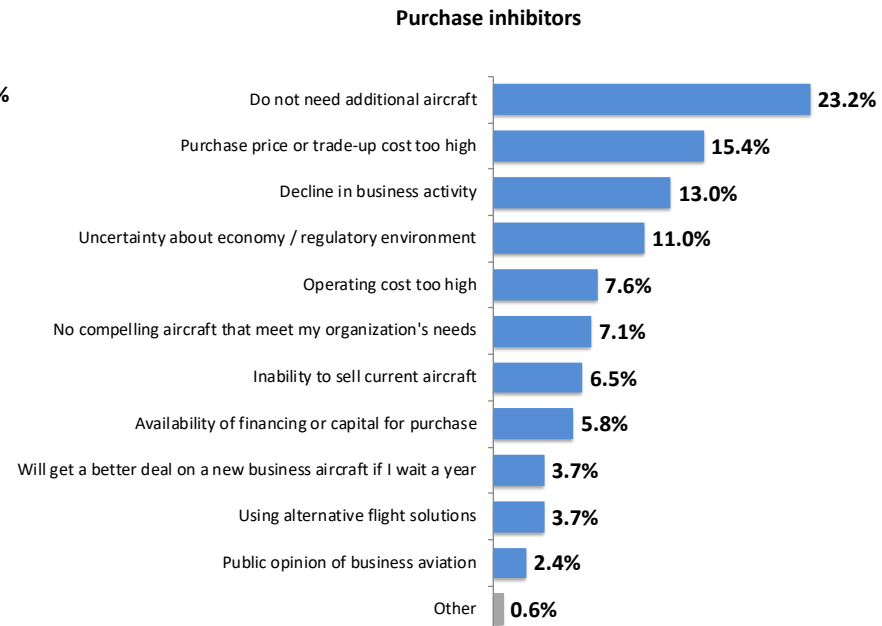
Inhibitors – Weighted Average

Q1 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



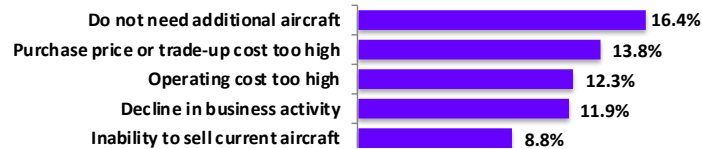
Aircraft Purchase Inhibitors

Top 5 Inhibitors – Weighted Average

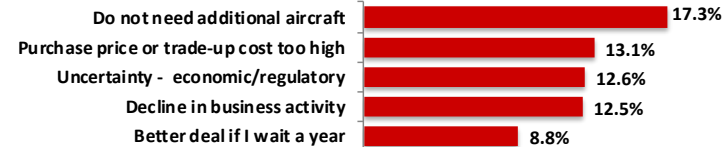
Q1 2020 Survey

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

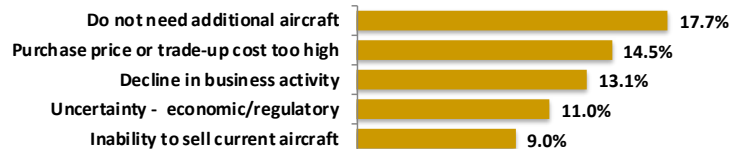
Turboprop Operators



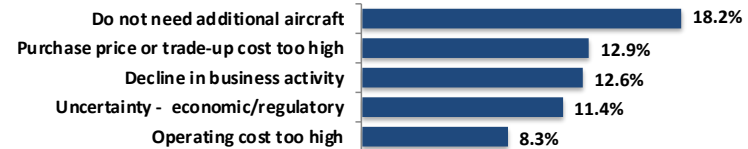
Small Jet Operators



Medium Jet Operators



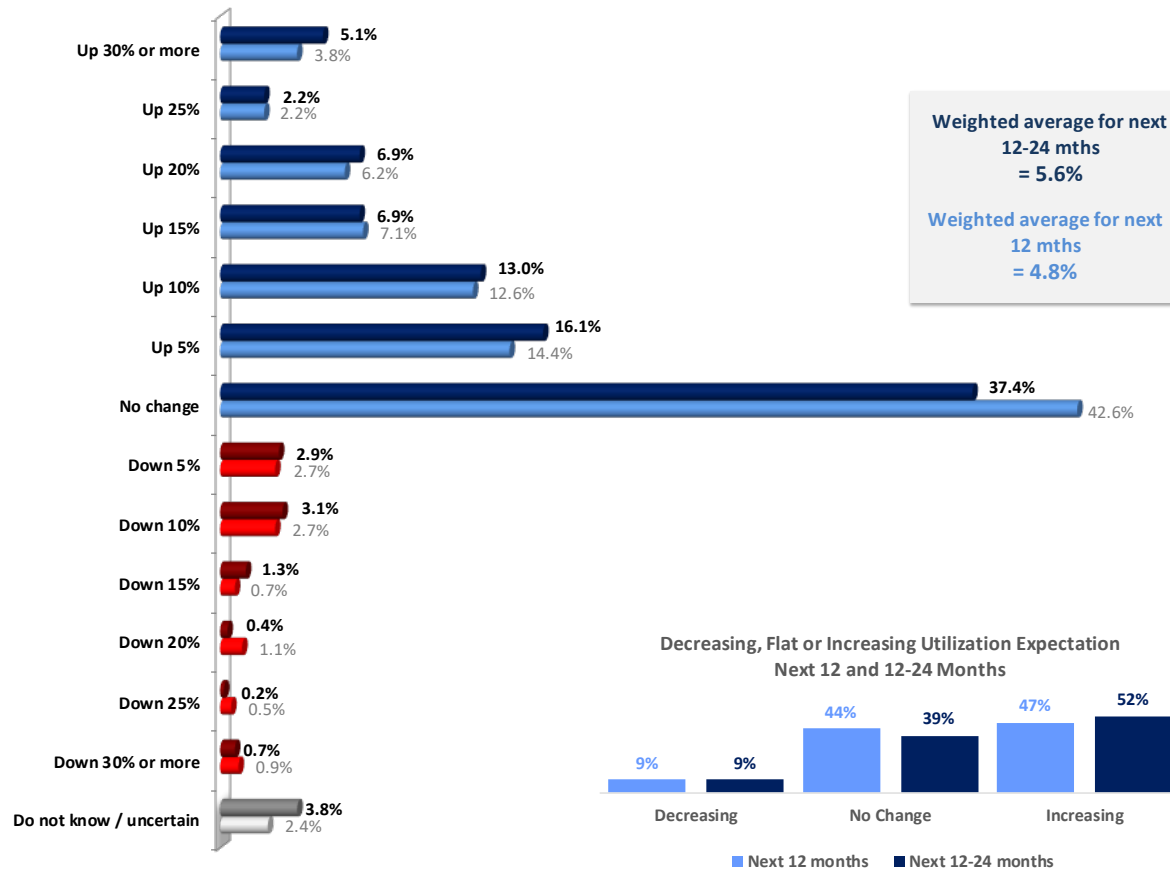
Large Jet Operators



Aircraft Utilization

Next 12 and 12-24 Months versus Prior 12 Months

Q1 2020 Survey

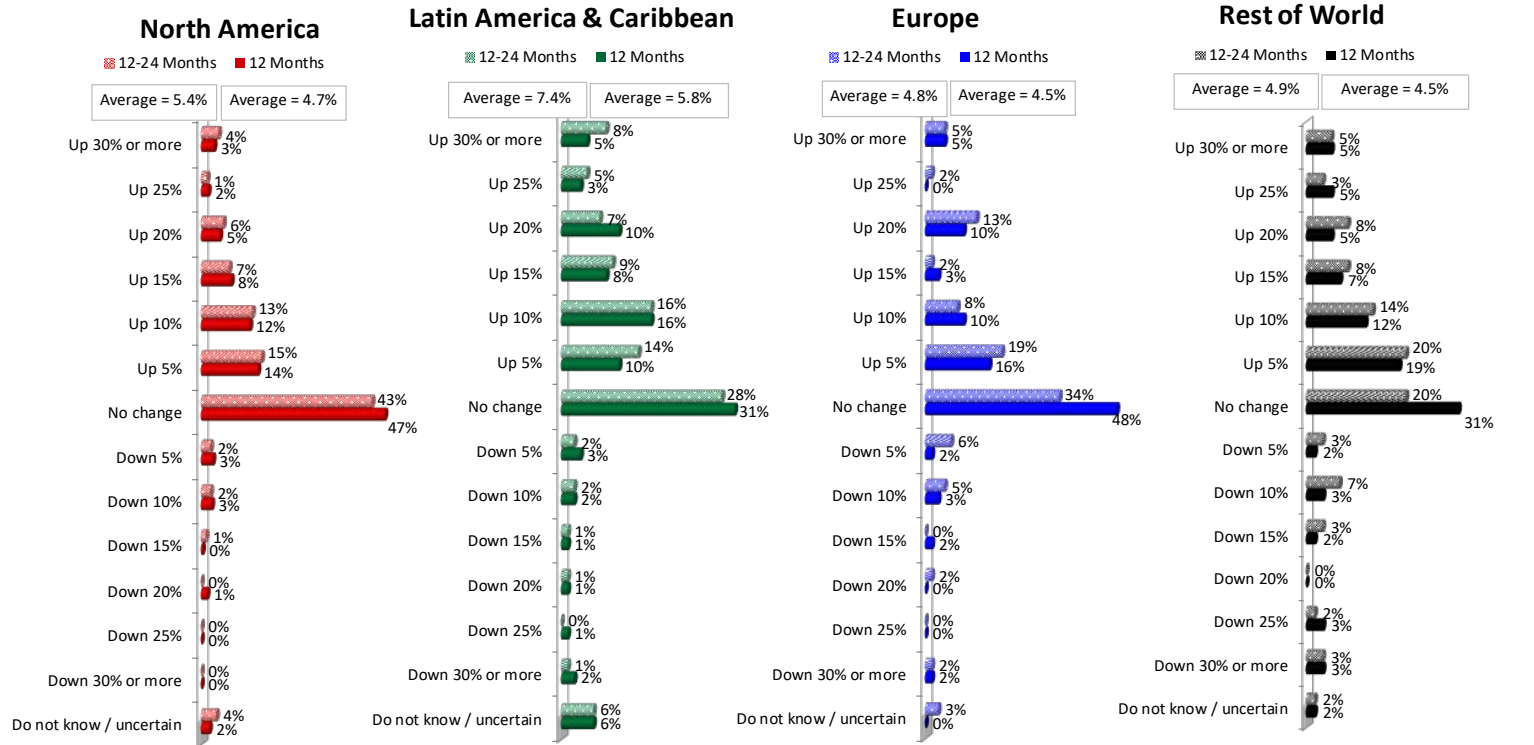


Respondents expect to fly 4.8% more hours in the next 12 months vs. prior 12 months and 5.6% in the next 24 months

Aircraft Utilization

Q1 2020 Survey

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



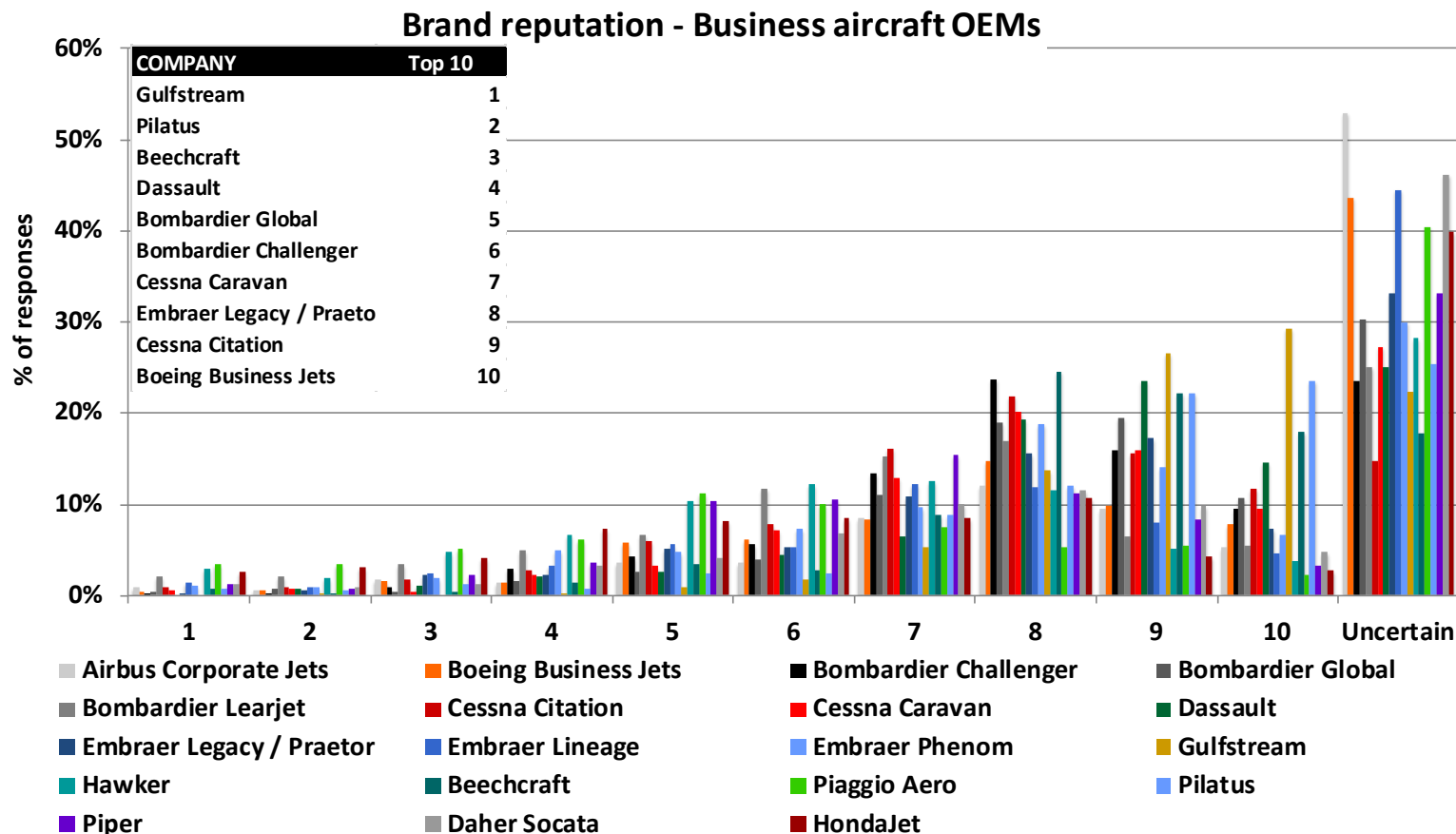
Region	Next 12 months	Next 12-24 months
North America		
% Expecting Increase	44%	47%
% Expecting no change	49%	47%
% Expecting Decrease	7%	6%
<i>(excluding "Do not know")</i>		
Latin America & Caribbean		
% Expecting Increase	52%	58%
% Expecting no change	36%	34%
% Expecting Decrease	11%	8%
<i>(excluding "Do not know")</i>		
Europe		
% Expecting Increase	44%	48%
% Expecting no change	48%	37%
% Expecting Decrease	8%	15%
<i>(excluding "Do not know")</i>		
Rest of World		
% Expecting Increase	53%	59%
% Expecting no change	33%	22%
% Expecting Decrease	14%	19%
<i>(excluding "Do not know")</i>		

Latin America & Caribbean shows the strongest optimism for increased flight activity over the next 12 and 12-24 months, followed by North America

Brand Reputations

Q1 2020 Survey

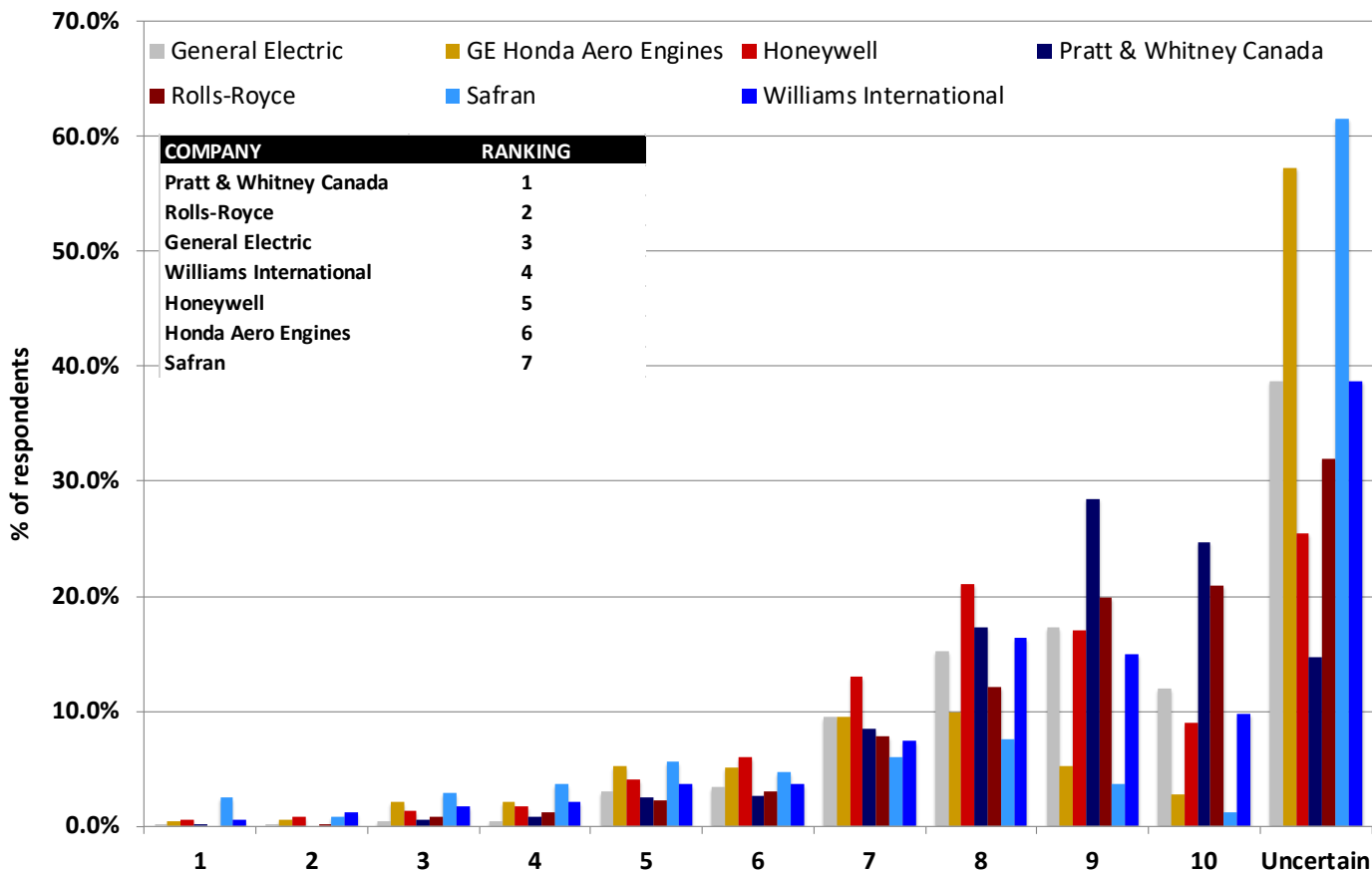
Aircraft Manufacturers on a 1-10 Scale, where “10” = Highest



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

Brand Reputations

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

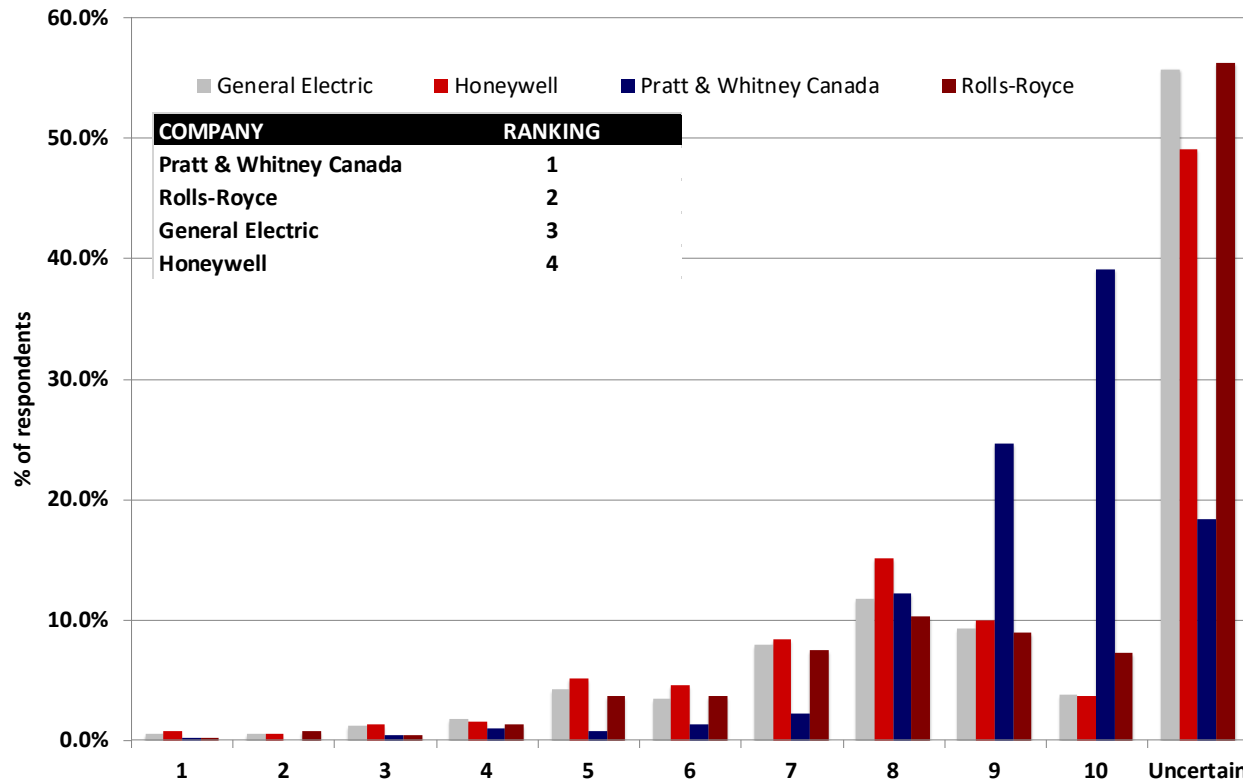


Pratt & Whitney Canada, Rolls-Royce, and General Electric are the top-rated jet engine manufacturer brands

Brand Reputations

Q1 2020 Survey

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



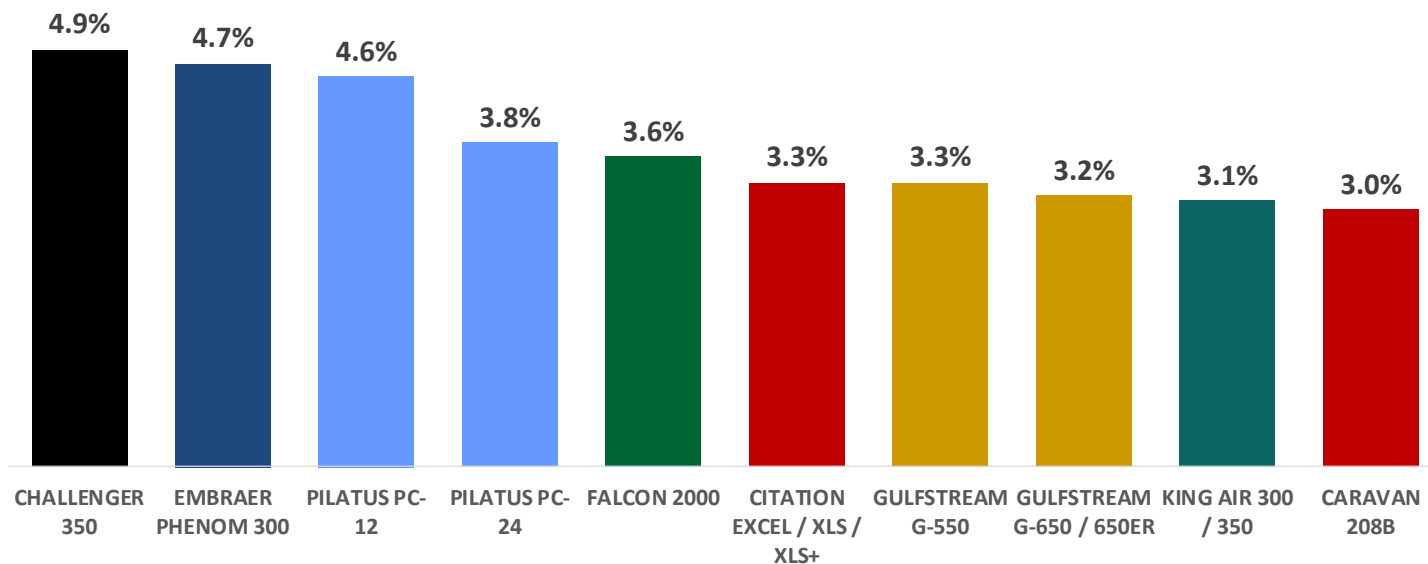
Pratt & Whitney Canada is the highest rated turboprop engine manufacturer brand, well ahead of Rolls-Royce, General Electric and Honeywell

Aircraft Models for Next Purchase

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

Q2 2019 – Q1 2020 Surveys

Model most interested in for next purchase - New and Preowned
Top 10 models: Q2 2019 - Q1 2020



The top models respondents are most interested in for their next purchase (new and preowned) are Challenger 350, Embraer Phenom 300, Pilatus PC-12 and Pilatus PC-24

Aircraft Owner / Operator Opinions

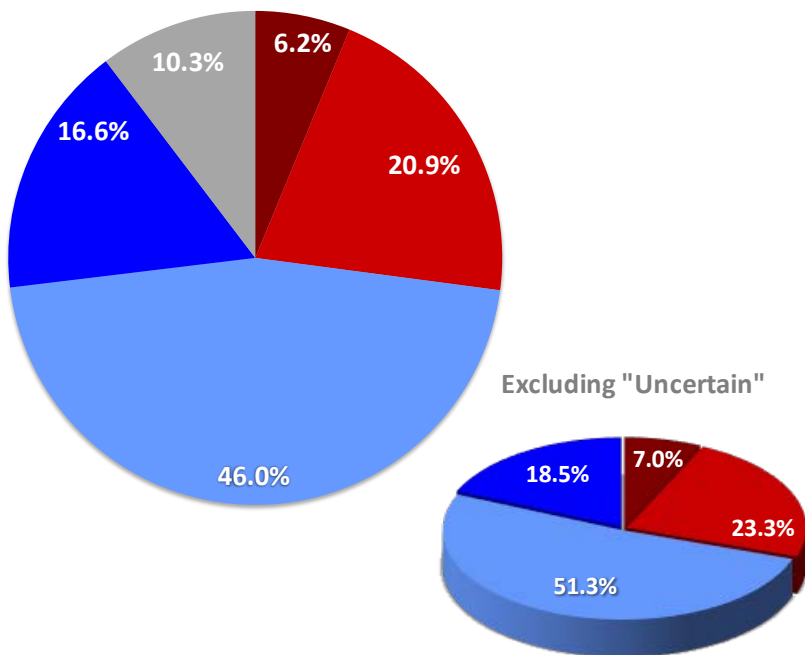
Please evaluate these statements and indicate the extent to which you agree or disagree:



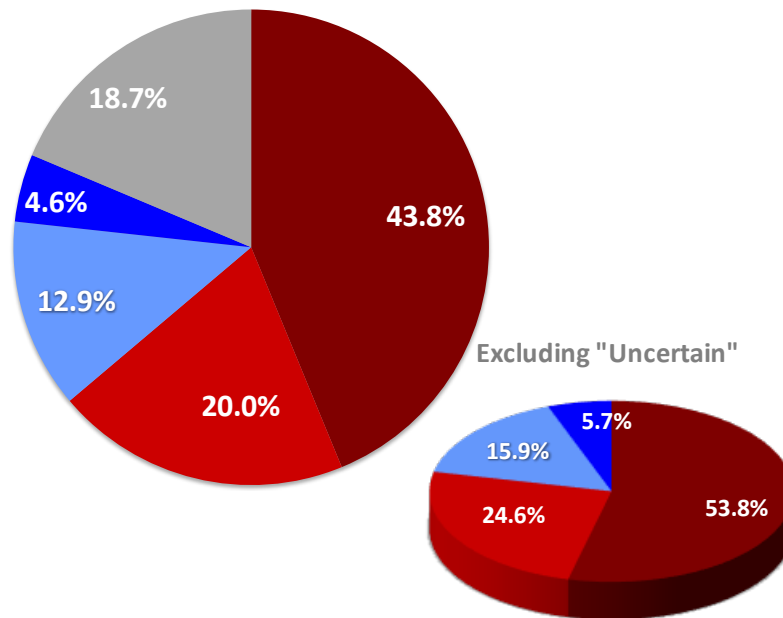
Q1 2020 Survey

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

Uncertainty over Brexit has impacted my/our private/business aviation activities



69.8% Somewhat / Strongly Agree



21.5% Somewhat / Strongly Agree

Aircraft Owner / Operator Opinions

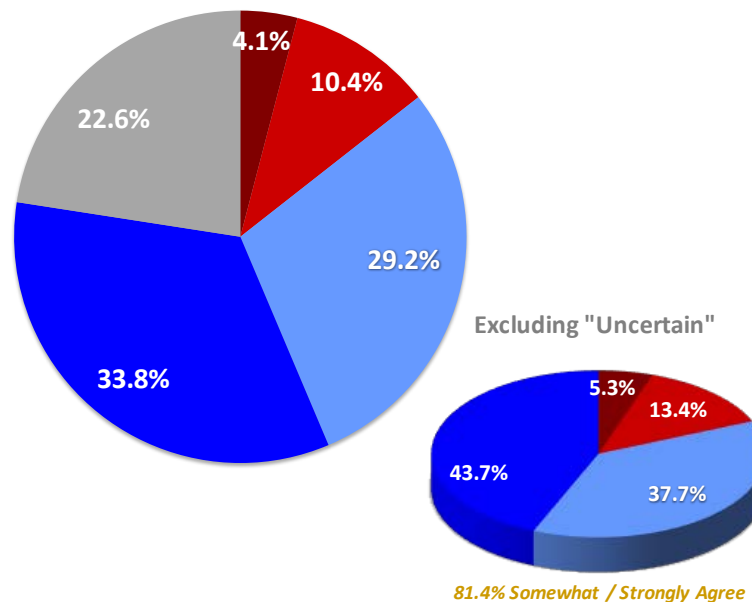
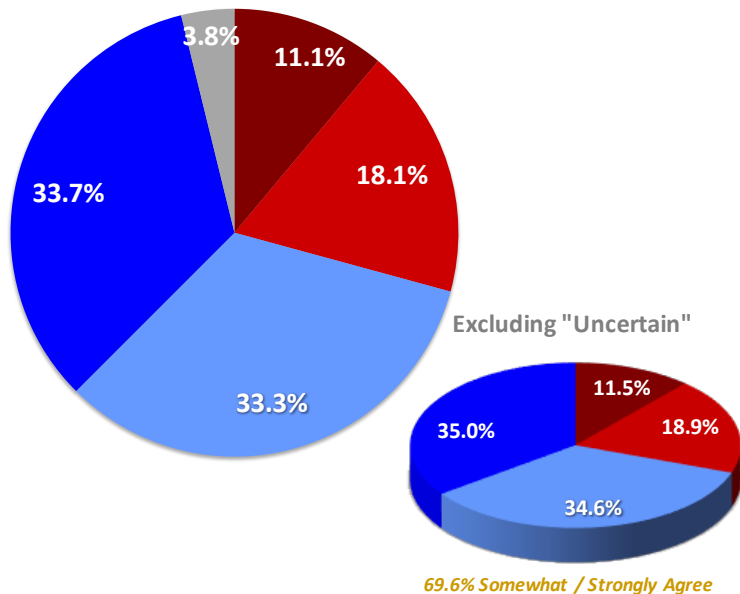
Please evaluate these statements and indicate the extent to which you agree or disagree:



Q1 2020 Survey

We are experiencing difficulties recruiting and retaining aviation-related staff (pilots, mechanics, technicians, etc.)

I believe that the Boeing 737 MAX will be re-certified by the FAA and will re-enter into service in 2020



Aircraft Owner / Operator Opinions

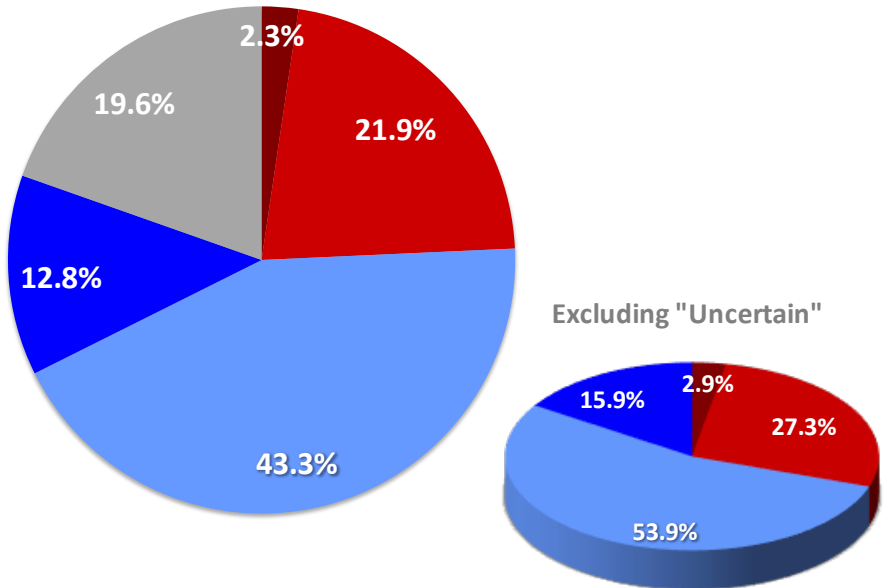
Please evaluate these statements and indicate the extent to which you agree or disagree:



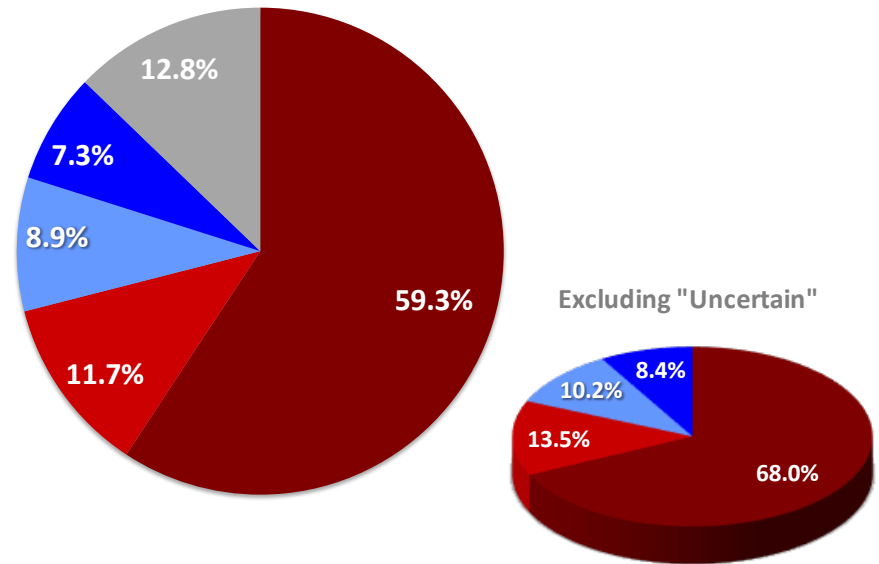
Q1 2020 Survey

Assuming a 5-year-old airplane, I believe the residual values will decline at a slower rate over the next 12 months

I/we have flown our business aircraft using sustainable aviation fuels in the last 12 months



69.8% Somewhat / Strongly Agree



18.6% Somewhat / Strongly Agree

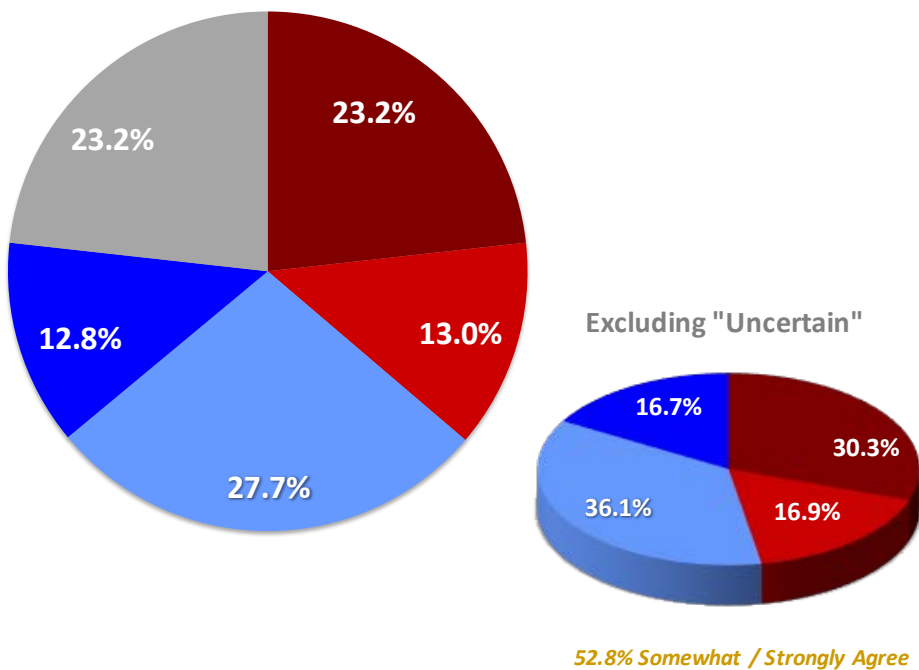
Aircraft Owner / Operator Opinions

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



Q1 2020 Survey

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



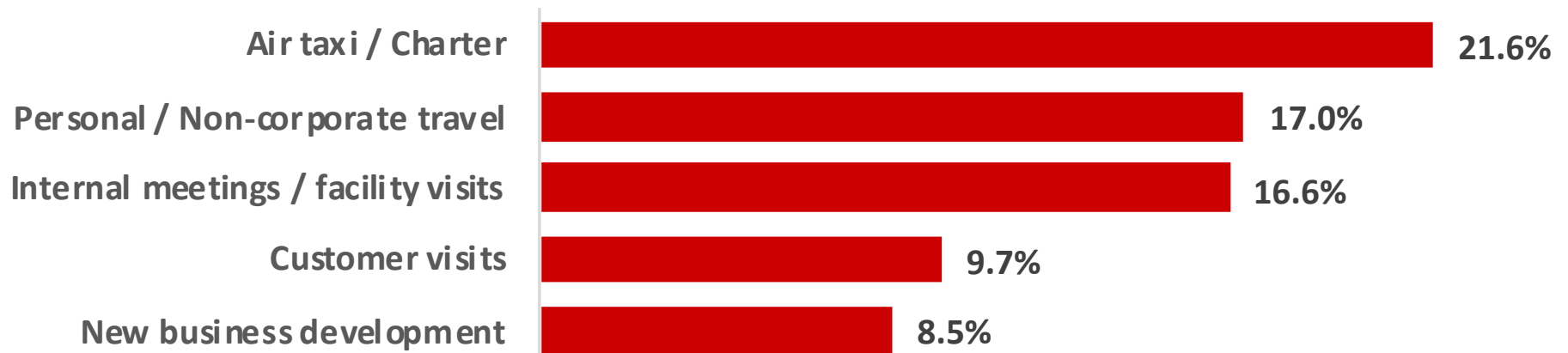
Purpose of Aircraft Missions

Please indicate the most important usage of your aircraft over the past 12 months

Q1 2020 Survey

Top 5 Mission Purposes

All Respondents



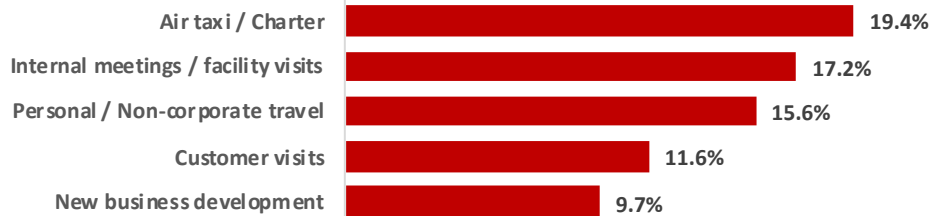
Purpose of Aircraft Missions

Please indicate the most important usage of your aircraft over the past 12 months

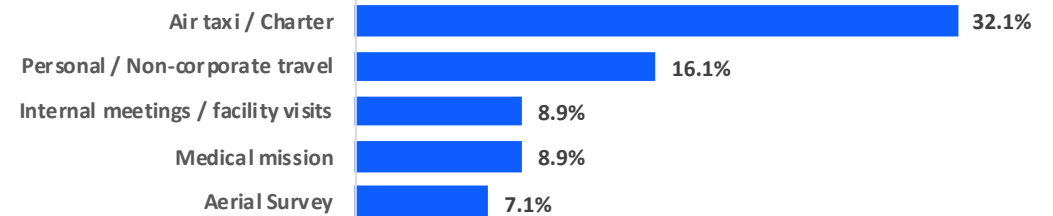
Q1 2020 Survey

Top 5 Mission Purposes – by Region

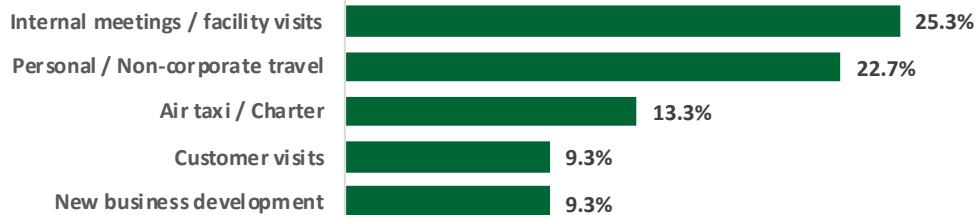
North America



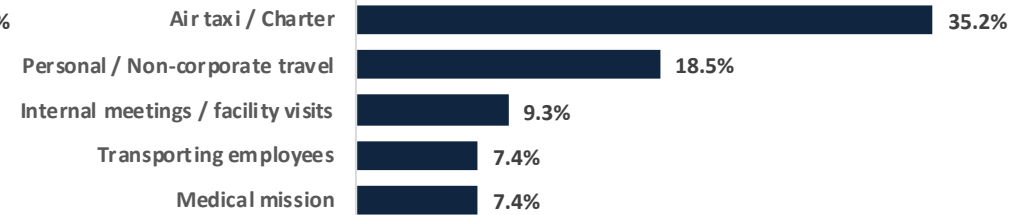
Europe



Latin America & Caribbean

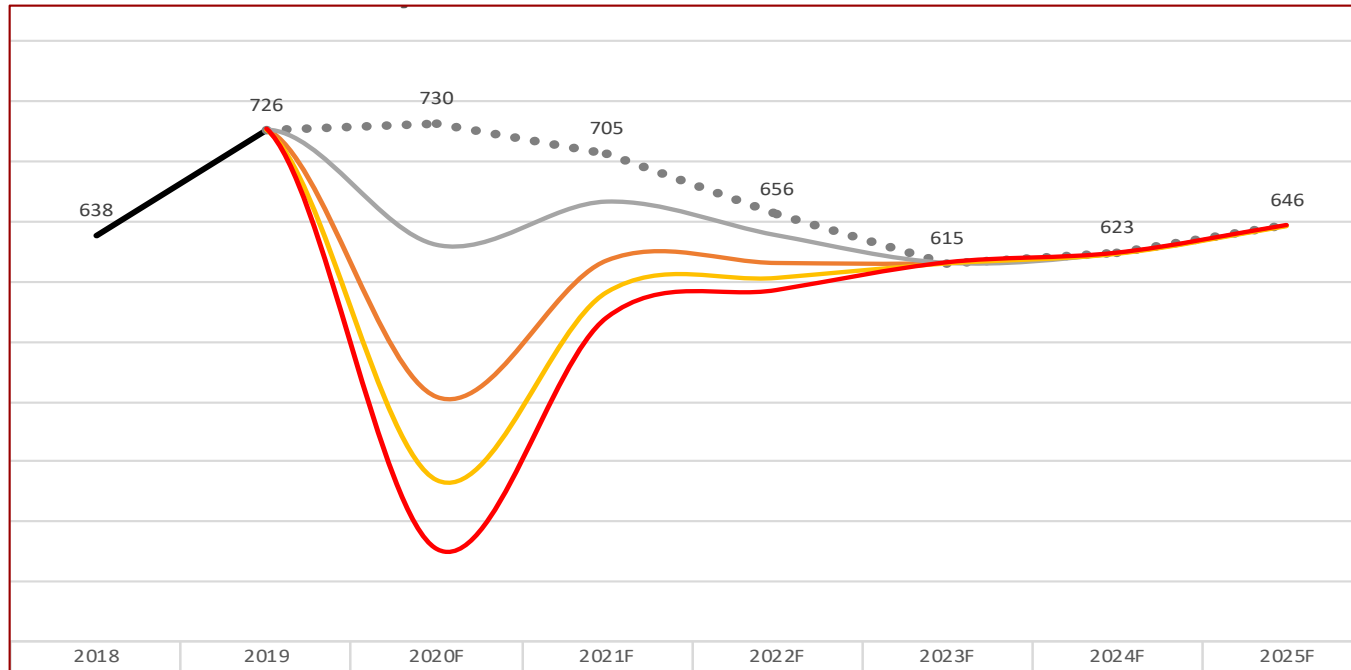


Rest of World



Business Jet Delivery History & Forecast

Impact of COVID-19 on the JETNET iQ Business Jet Delivery Forecast



We have run multiple scenarios to assess the likely impacts of the COVID-19 shock on new business jet deliveries, particularly in 2020 and over the next 3-5 years. Our latest forecast created in December 2019 included 730 shipments in 2020, essentially flat with 726 new business jet shipments in 2019 as reported by GAMA (General Aviation Manufacturers Association) in February 2020, excluding single-engine business jets and twin-aisle airliners and personal jets. We have run various scenarios to

model the impacts of the COVID-19 crisis based on a range of assumptions about sold-to-unsold delivery positions by OEM, announced and additional production furloughs, and other factors. At this point in time, we believe that new business jet deliveries could be down by as much as 30-50% YOY in 2020, with recovery to the prior forecast trend line unlikely before 2023 at the earliest.

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.