



➤➤ KNOW MORE.

# *JETNET iQ Snap! Report Q2 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!: 2nd 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



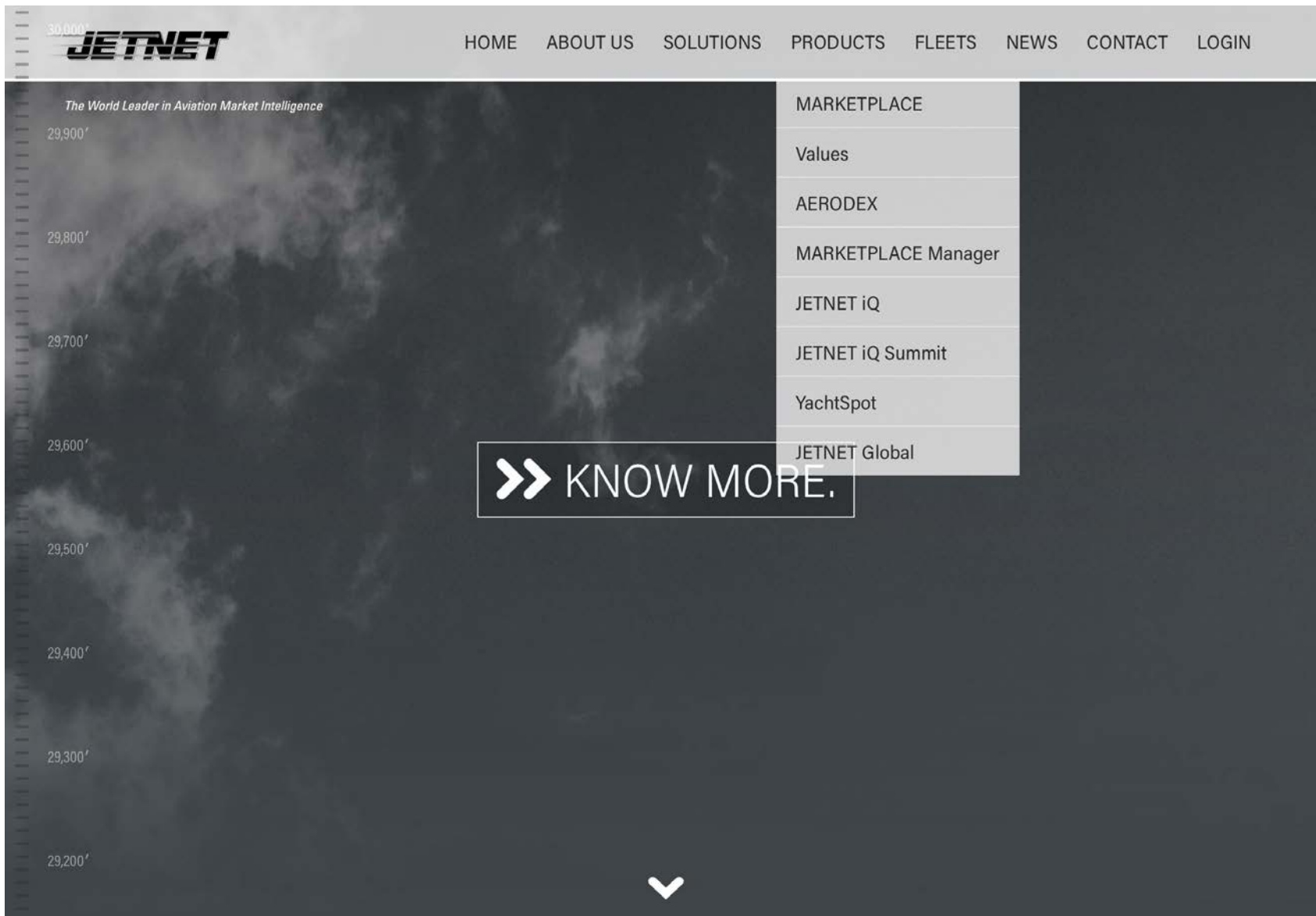
**JETNET: Worldwide leader in aviation market intelligence**

# 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 flight altitude, ranging from 29,200' to 30,000' in increments of 100'. The JETNET logo is positioned at the top left of this scale. The main header contains navigation links: 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 chevron is located at the bottom center of the page.

# JETNET iQ

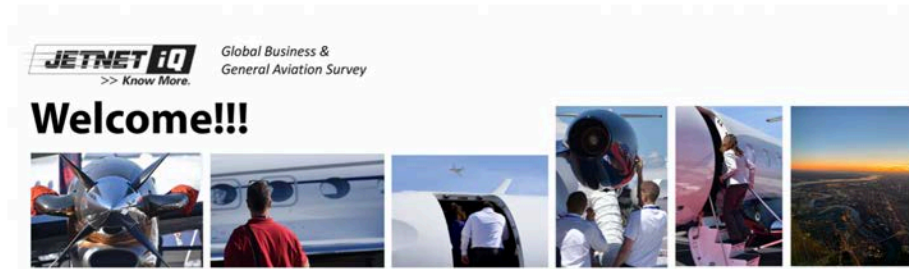
- *Intelligence....quarterly*
- Focus: Business aviation research & forecasting
- Main features
  - Surveys – of aircraft owners and operators
  - Reports – of current and forecast market conditions
  - Summits – of industry thought leaders

# 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 - Q2  
2020 English Exit this survey


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

**JETNET iQ**  
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**JETNET iQ Snap! Report**  
**Q2 2020 Summary Report**

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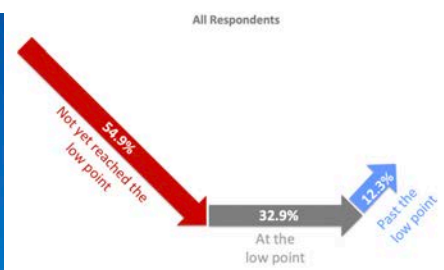
*JETNET iQ Snap! 2nd Quarter 2020 - Private & Confidential*

## Survey Respondents' Sentiment

Current Market Sentiment

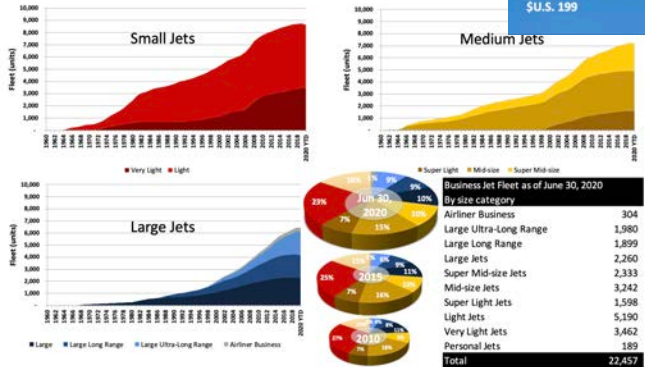
Q2 2020 Survey

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



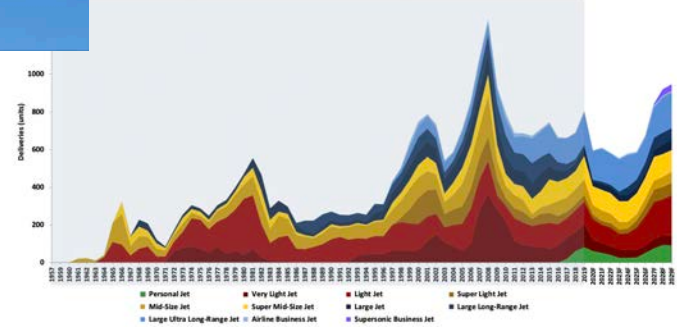
## Business Jet Fleet by Size Category

Fleet by Year From 1960 through June 30, 2020



## Business Jet Delivery History & Forecast

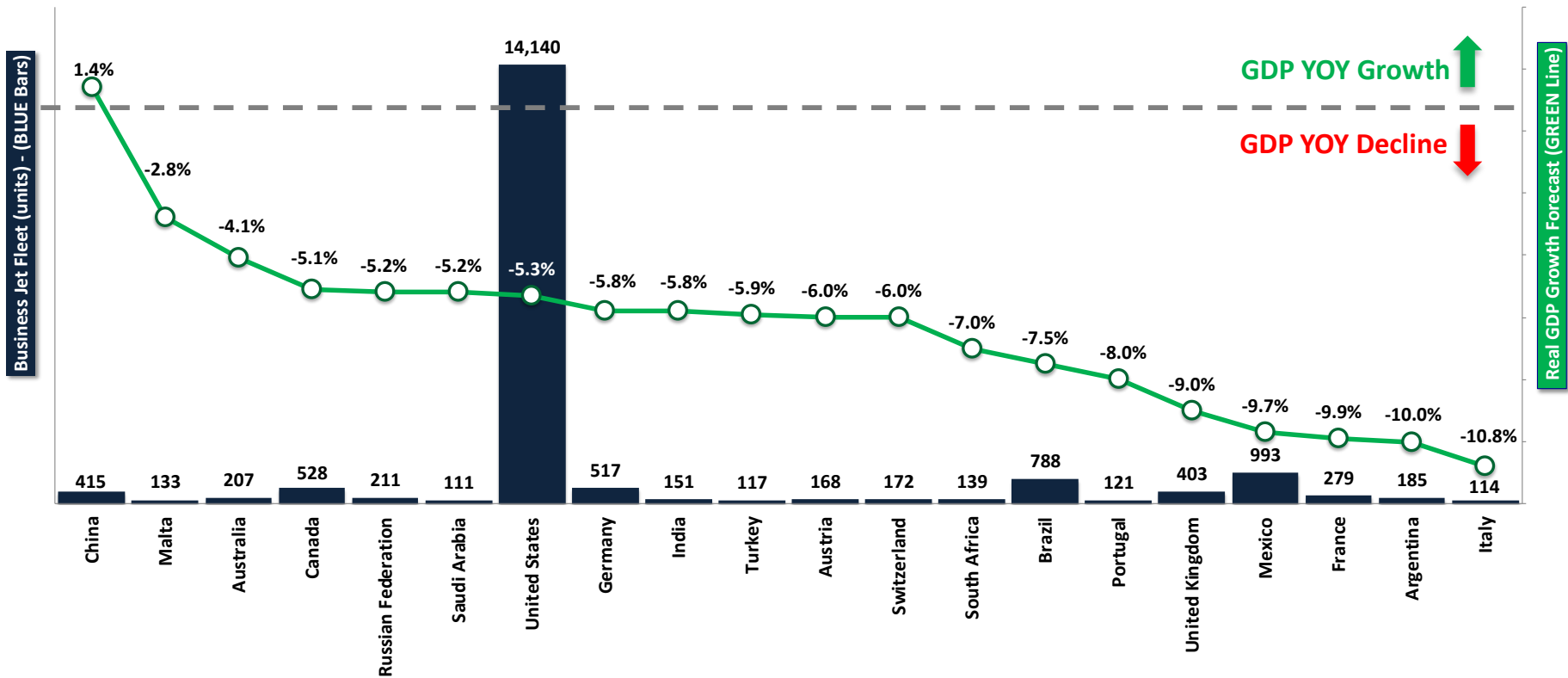
Business jet delivery forecast by size category: Historical - 2029



JETNET iQ 10-year forecast for 2020-2029 is for 6,898 new business jet deliveries (including single-engine Personal Jets) valued at \$208 billion (\$U.S. 2020)

# The Economy and Aircraft Fleets

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

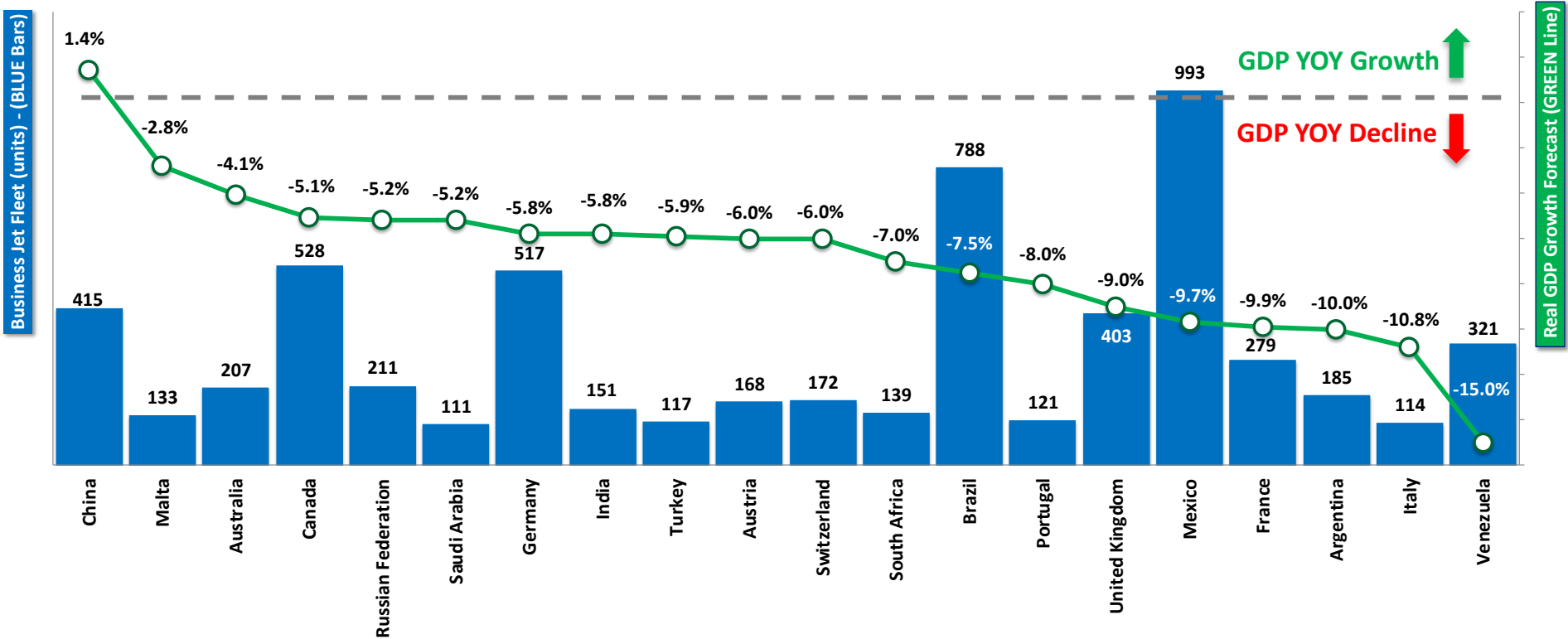


Sources: The Economist - July 4, 2020; JETNET; excludes Venezuela

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

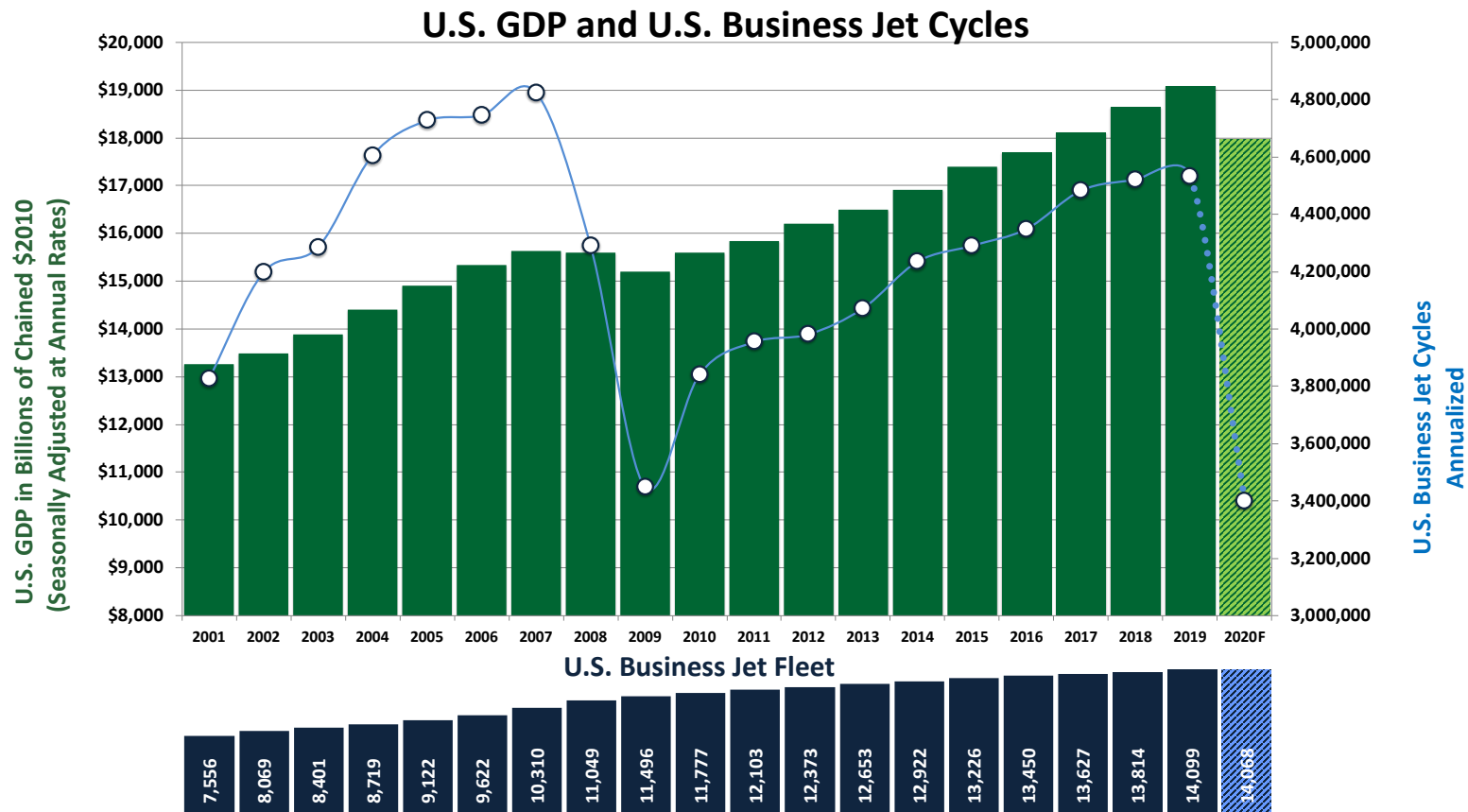
# The Economy and Aircraft Fleets

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



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

# The Economy and Aircraft Utilization

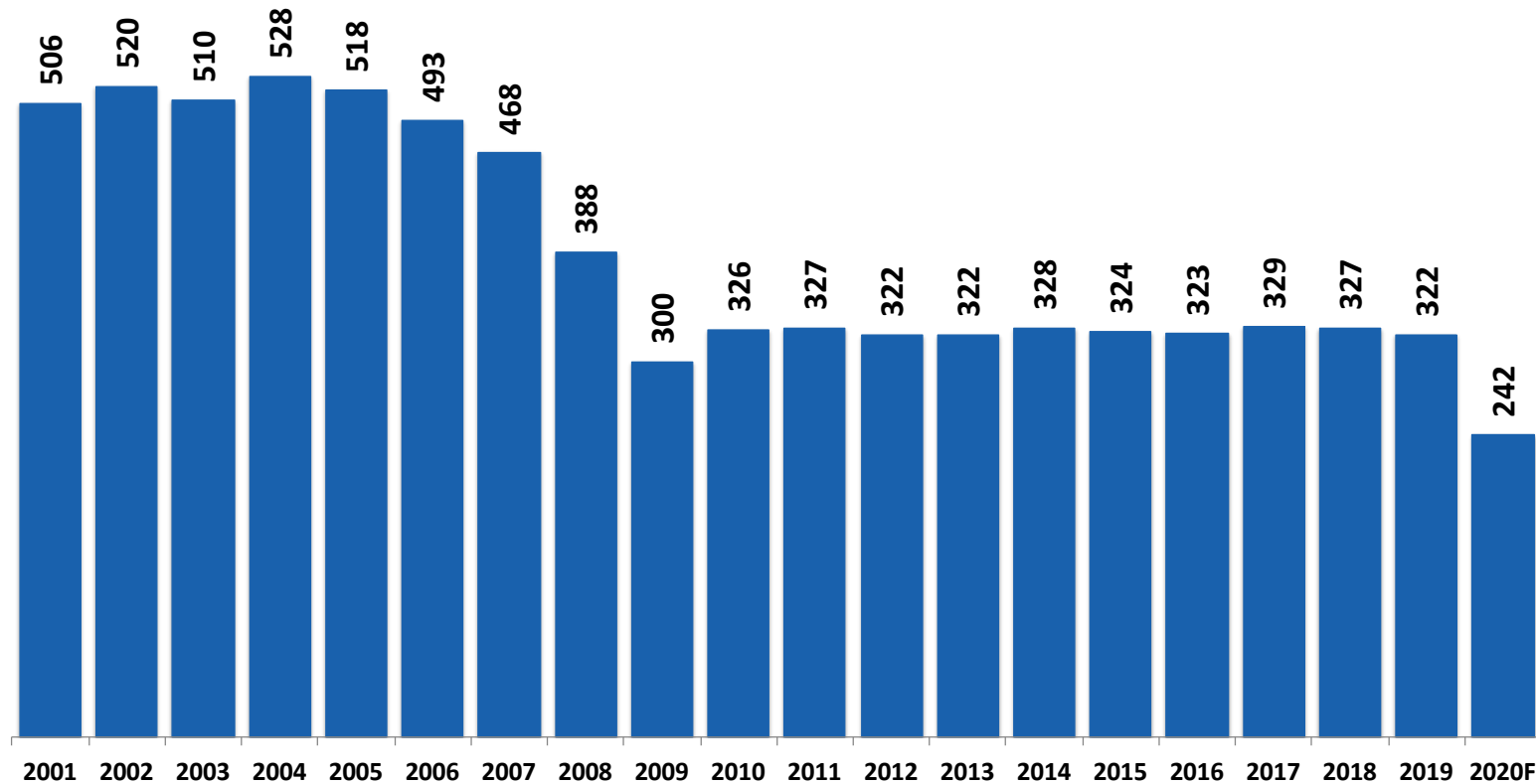


Sources: U.S. Congressional Budget Office, FAA and Jetnet

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

# Aircraft Utilization

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

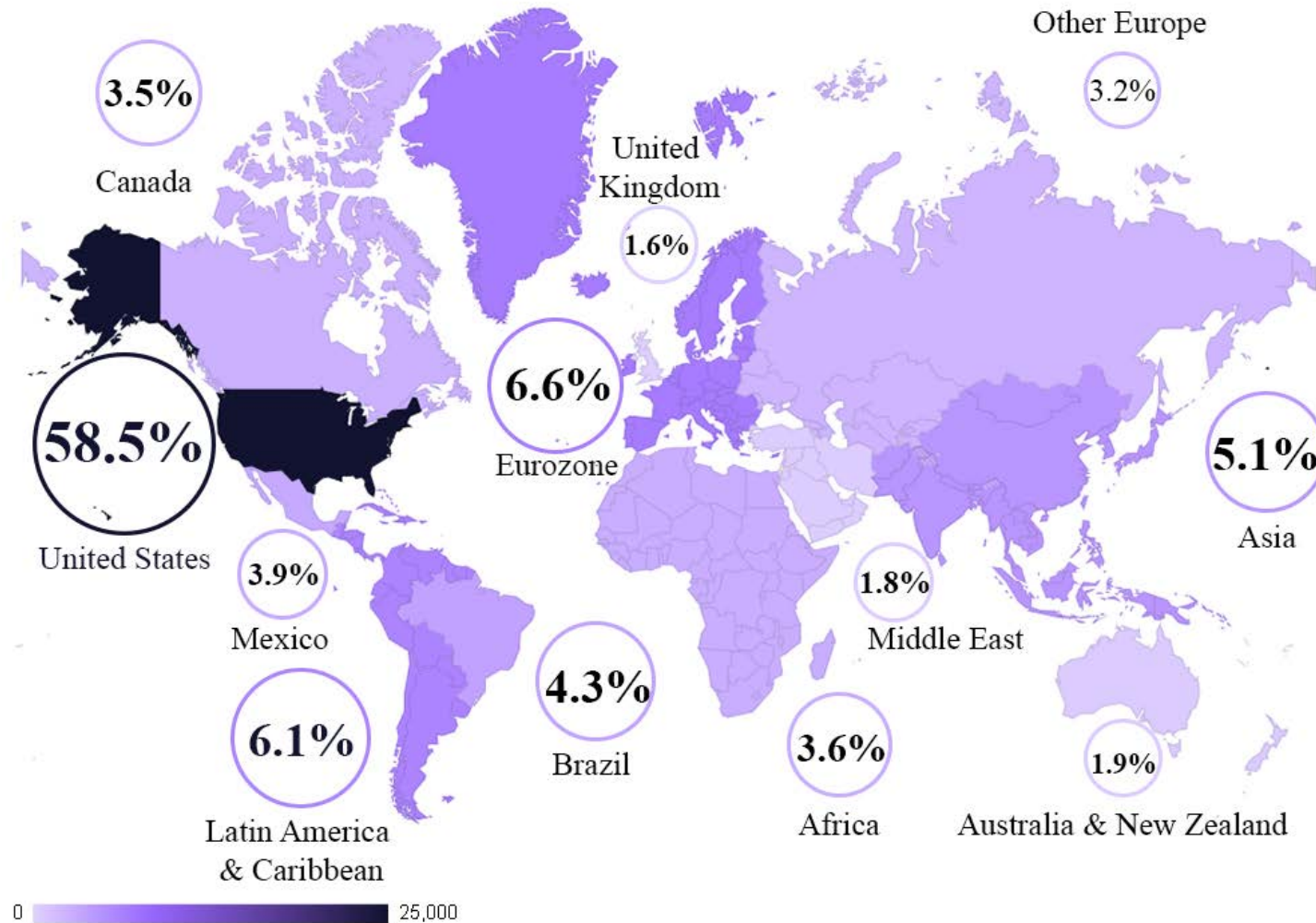


Sources: U.S. FAA; Cycles data for latest year are YTD on a Trailing Twelve Months (TTM) basis for the most recent period available; U.S. fleet from JETNET

**Cycles per U.S.-based business jet are expected to be down ~25% in 2020**

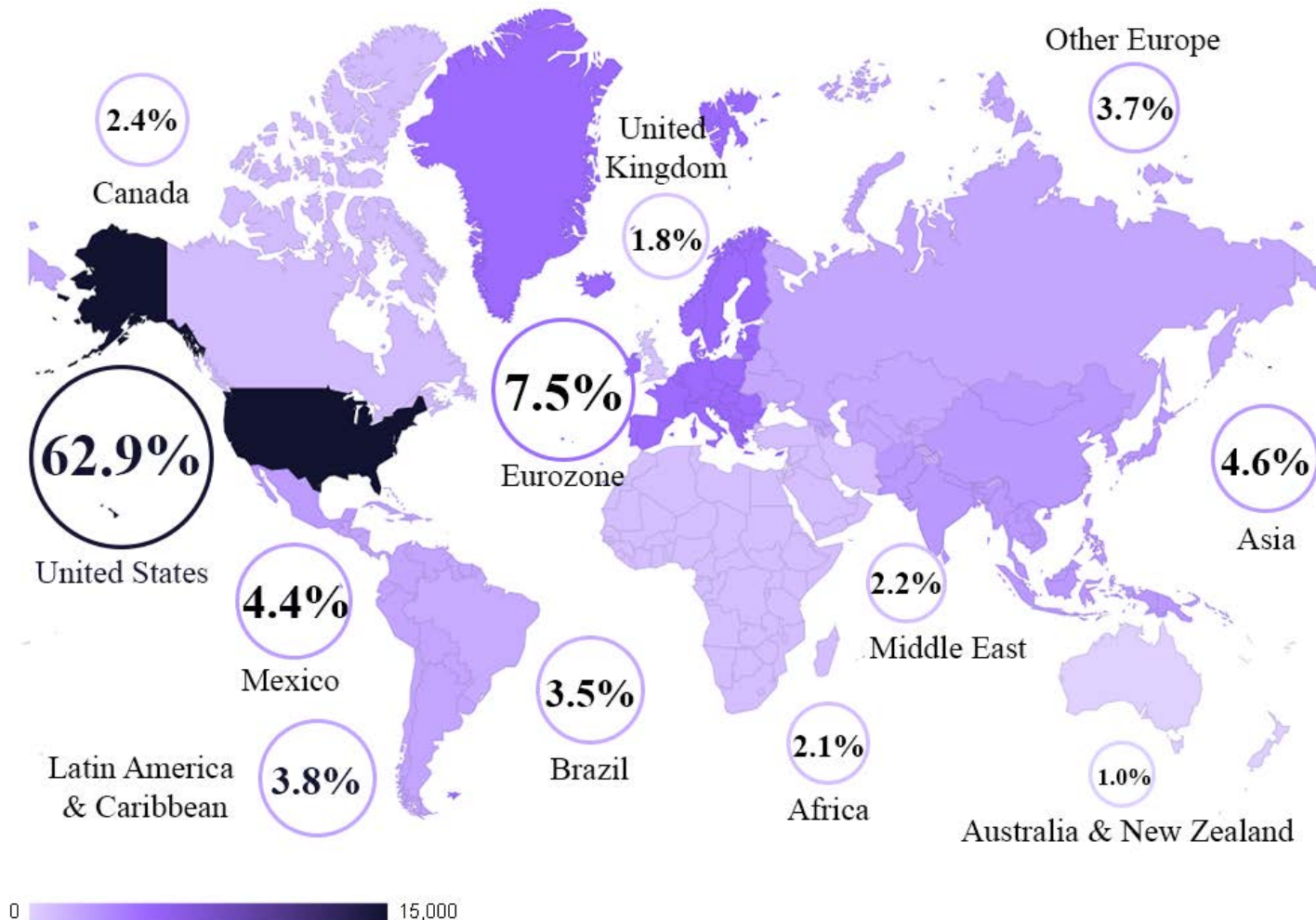
# Business Aircraft Fleet by Country/Region

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



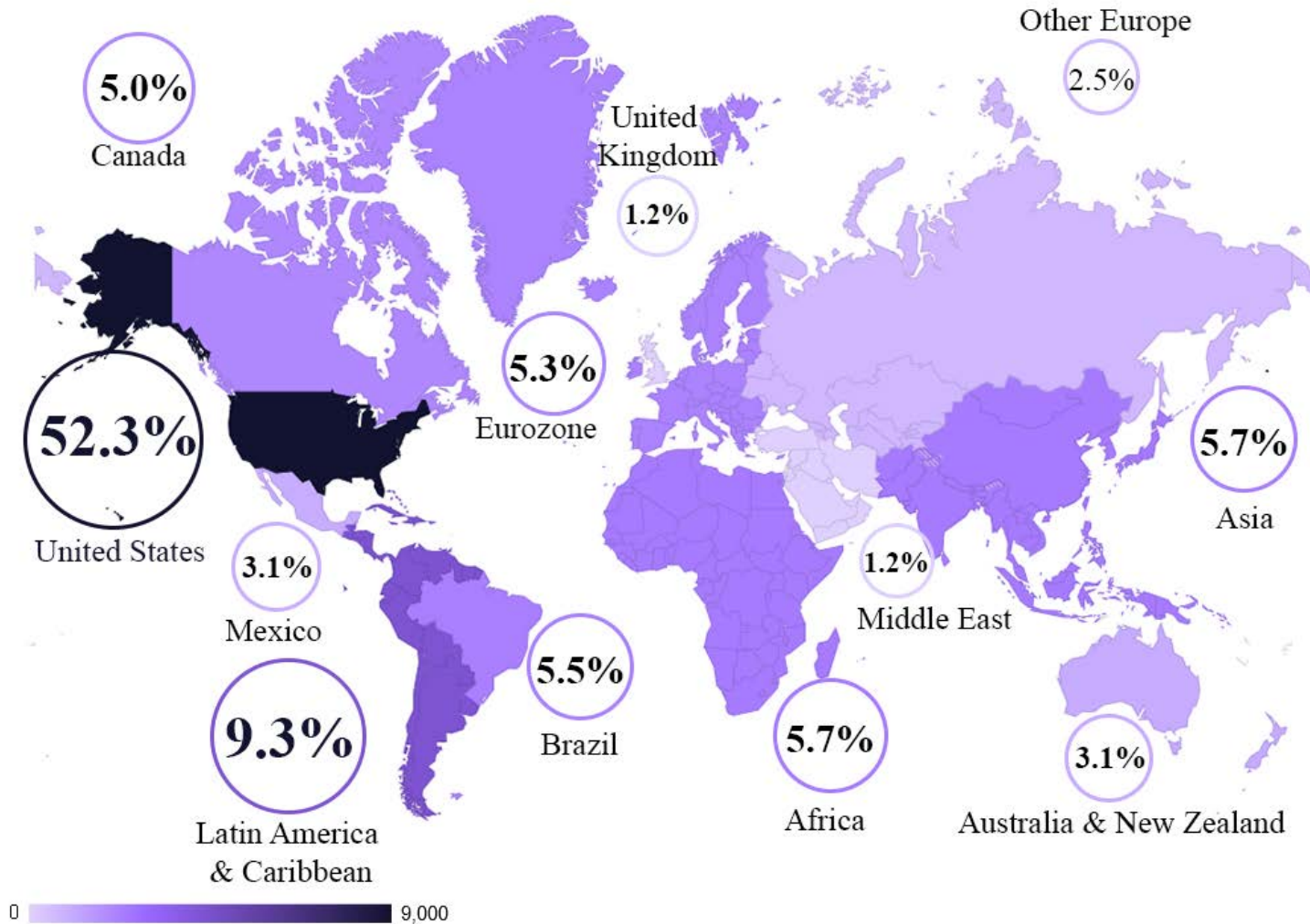
# Business Jet Fleet

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



# Business Turboprop Fleet

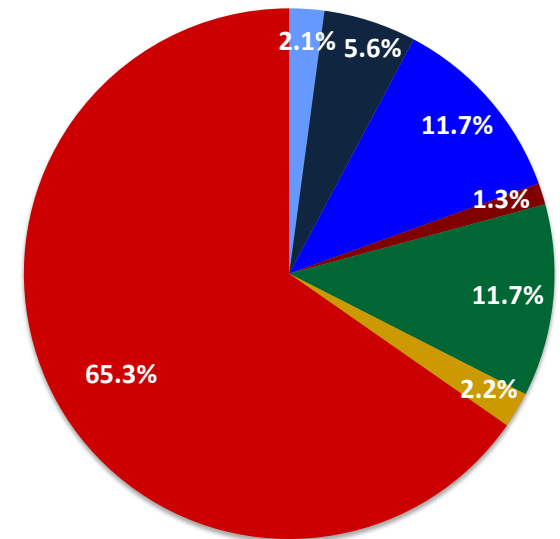
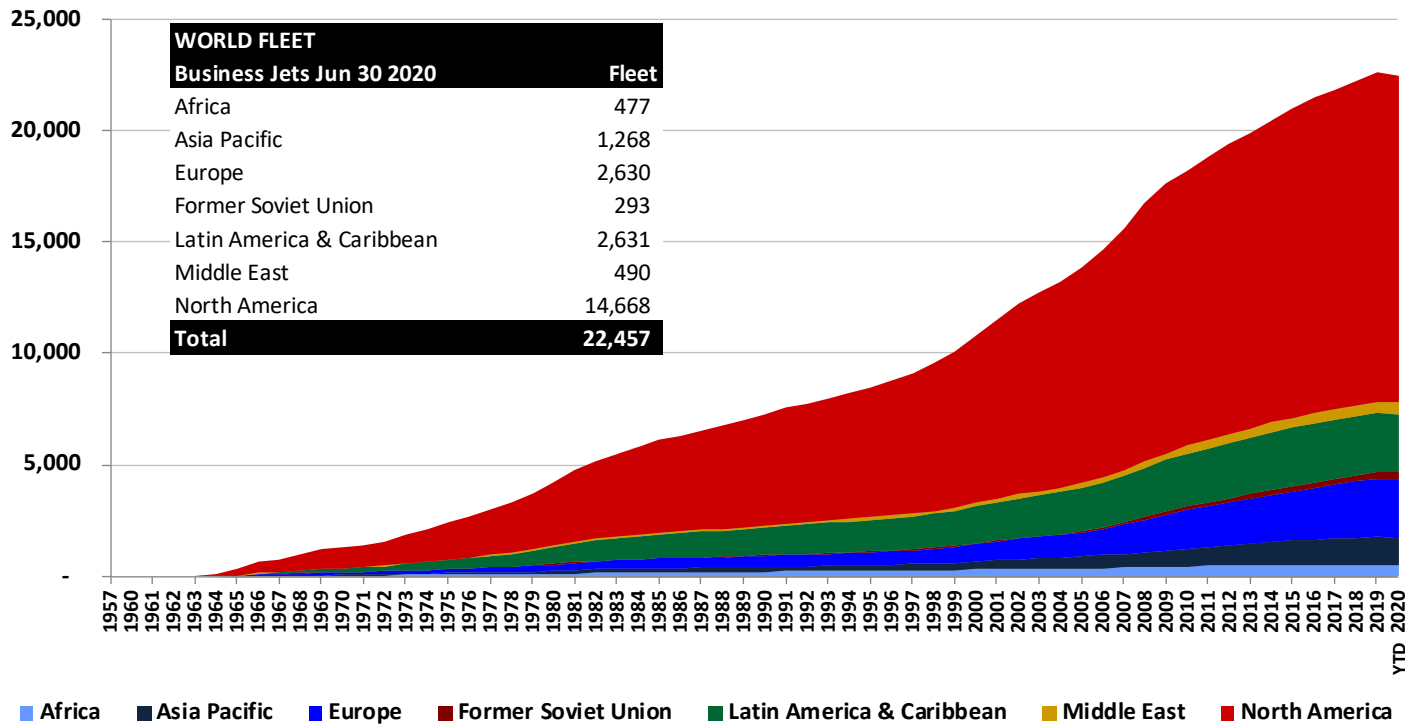
Share of World Turboprop Fleet by Region – As of June 30, 2020



## Business Jet Fleet by Region

As of June 30, 2020

Business Jet Fleet by Region



# Business Jet Fleet by Manufacturer

As of June 30, 2020

<b>NORTH AMERICA</b>	<b>Fleet as of</b>
<b>OEM</b>	<b>Jun 30 2020</b>
Beechcraft	210
Bombardier	3,083
Cessna Citation	5,211
Dassault Falcon	1,419
Embraer	758
Gulfstream	2,043
Hawker	1,118
Other	826
<b>Total</b>	<b>14,668</b>

<b>EUROPE</b>	<b>Fleet as of</b>
<b>OEM</b>	<b>Jun 30 2020</b>
Beechcraft	19
Bombardier	600
Cessna Citation	863
Dassault Falcon	400
Embraer	238
Gulfstream	212
Hawker	156
Other	142
<b>Total</b>	<b>2,630</b>

<b>FORMER SOVIET UNION</b>	<b>Fleet as of</b>
<b>OEM</b>	<b>Jun 30 2020</b>
Beechcraft	-
Bombardier	91
Cessna Citation	17
Dassault Falcon	37
Embraer	33
Gulfstream	51
Hawker	41
Other	23
<b>Total</b>	<b>293</b>

<b>MIDDLE EAST</b>	<b>Fleet as of</b>
<b>OEM</b>	<b>Jun 30 2020</b>
Beechcraft	4
Bombardier	119
Cessna Citation	50
Dassault Falcon	54
Embraer	43
Gulfstream	109
Hawker	40
Other	71
<b>Total</b>	<b>490</b>

<b>LATIN AMERICA &amp; CARIBBEAN</b>	<b>Fleet as of</b>
<b>OEM</b>	<b>Jun 30 2020</b>
Beechcraft	60
Bombardier	652
Cessna Citation	816
Dassault Falcon	120
Embraer	254
Gulfstream	229
Hawker	322
Other	178
<b>Total</b>	<b>2,631</b>

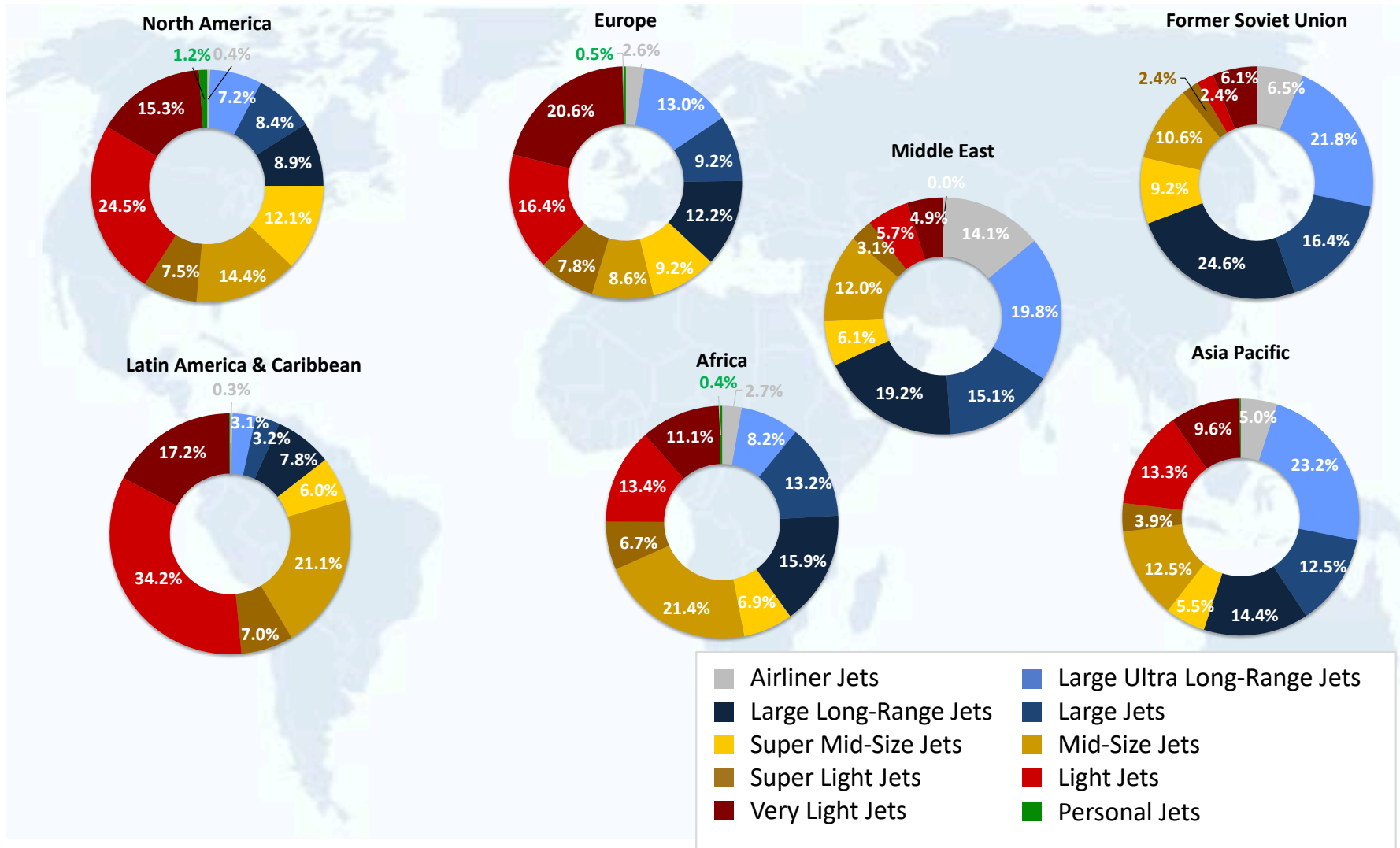
<b>AFRICA</b>	<b>Fleet as of</b>
<b>OEM</b>	<b>Jun 30 2020</b>
Beechcraft	3
Bombardier	96
Cessna Citation	107
Dassault Falcon	64
Embraer	21
Gulfstream	64
Hawker	97
Other	25
<b>Total</b>	<b>477</b>

<b>ASIA PACIFIC</b>	<b>Fleet as of</b>
<b>OEM</b>	<b>Jun 30 2020</b>
Beechcraft	4
Bombardier	334
Cessna Citation	239
Dassault Falcon	100
Embraer	76
Gulfstream	310
Hawker	119
Other	86
<b>Total</b>	<b>1,268</b>

**World business jet fleet was 22,457 jets on June 30, 2020**

# Business Jet Fleet by Size Category

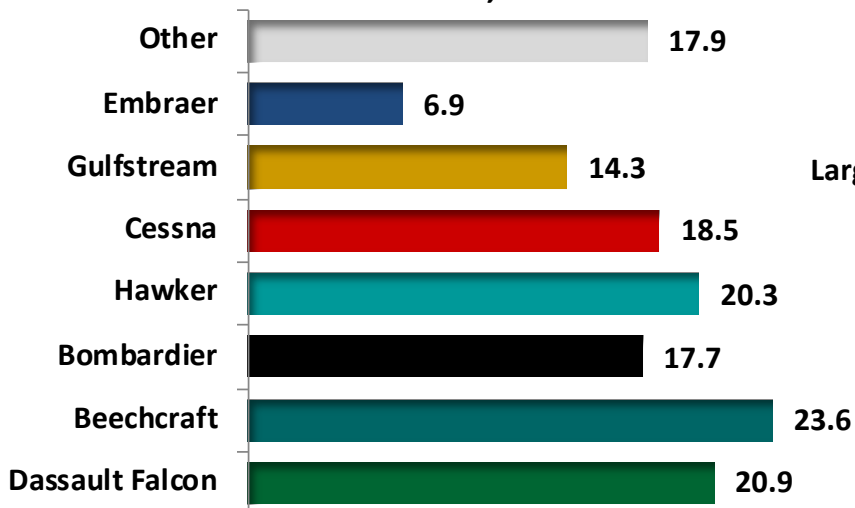
As of June 30, 2020



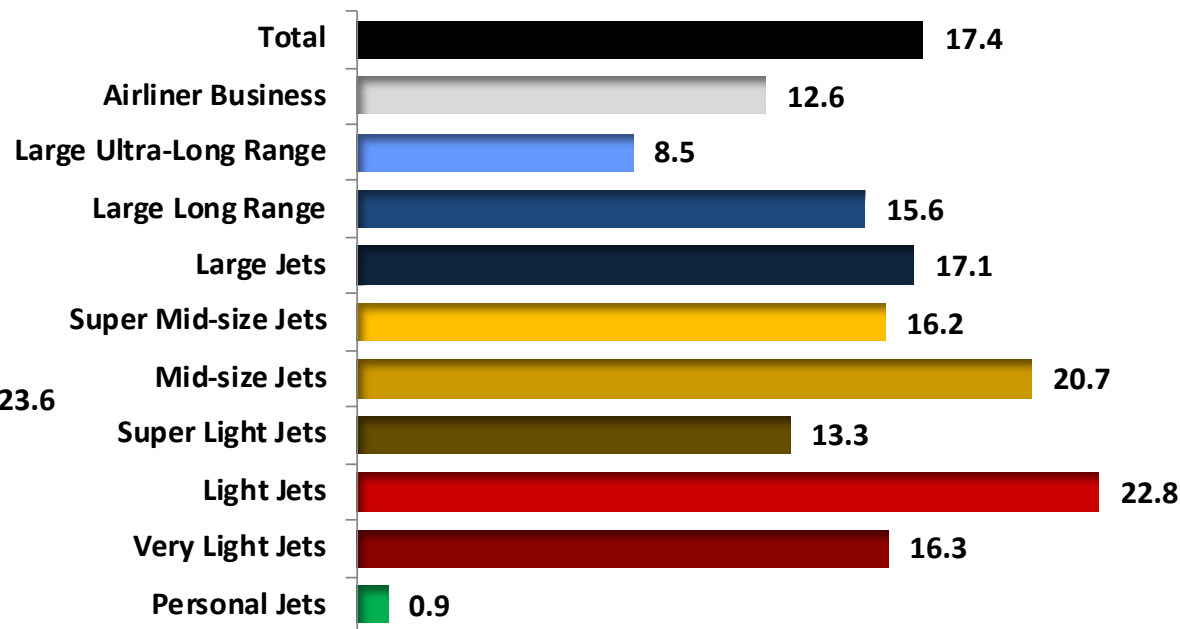
# Business Jet Fleet Age (Years)

As of June 30, 2020

**Business aircraft average fleet age as of June 30, 2020**

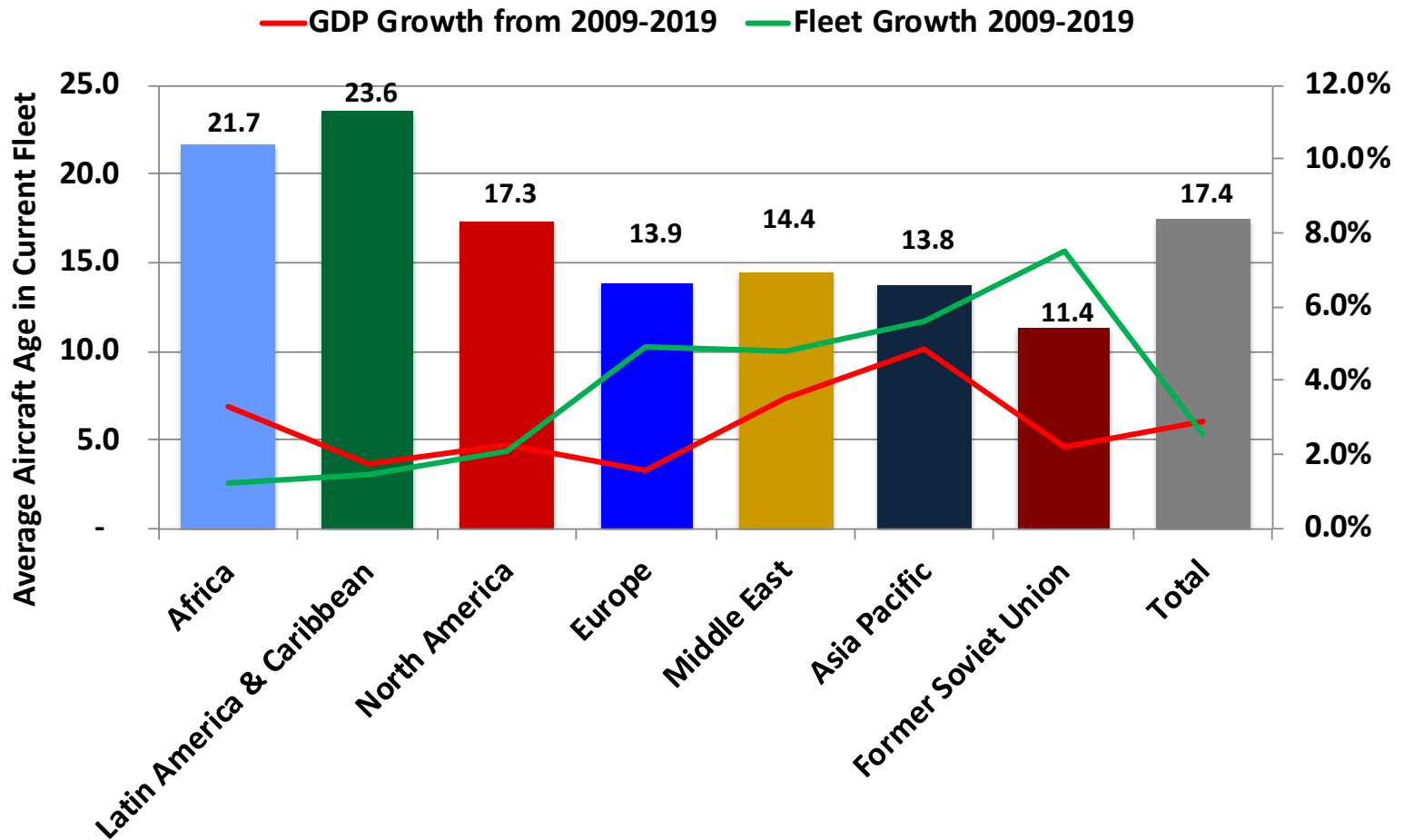


**Business aircraft average fleet age as of June 30, 2020**



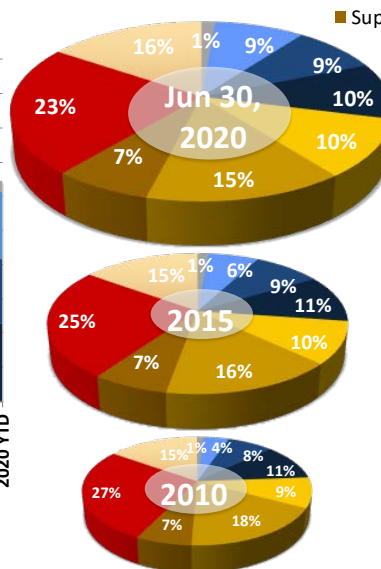
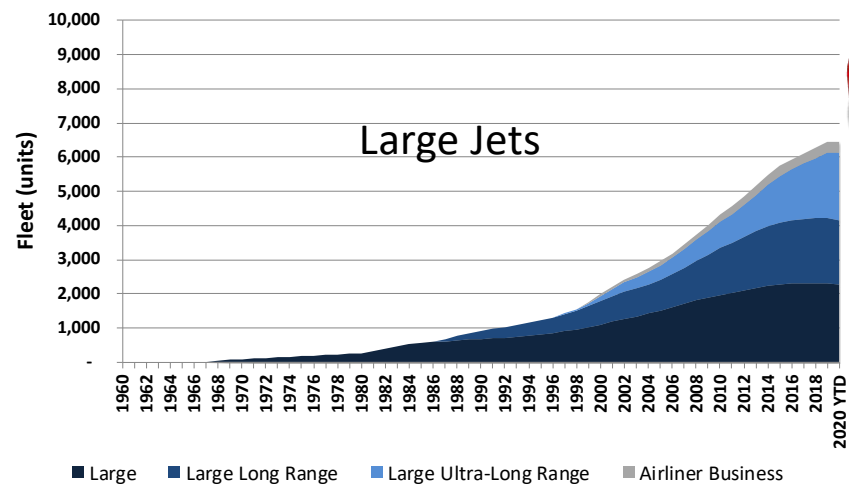
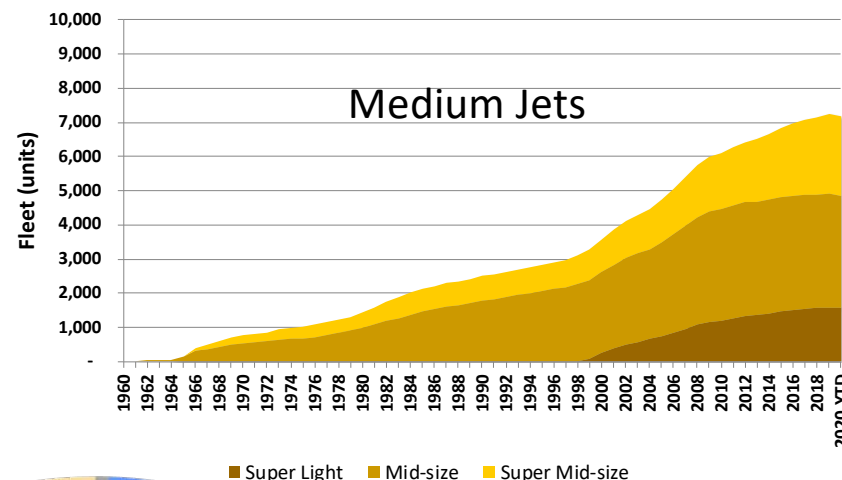
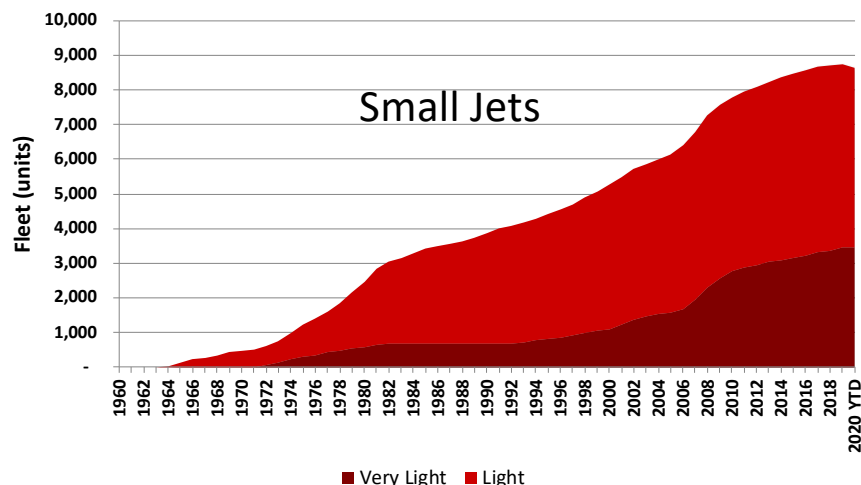
# Business Jet Fleet Age (Years) by Region

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 June 30, 2020

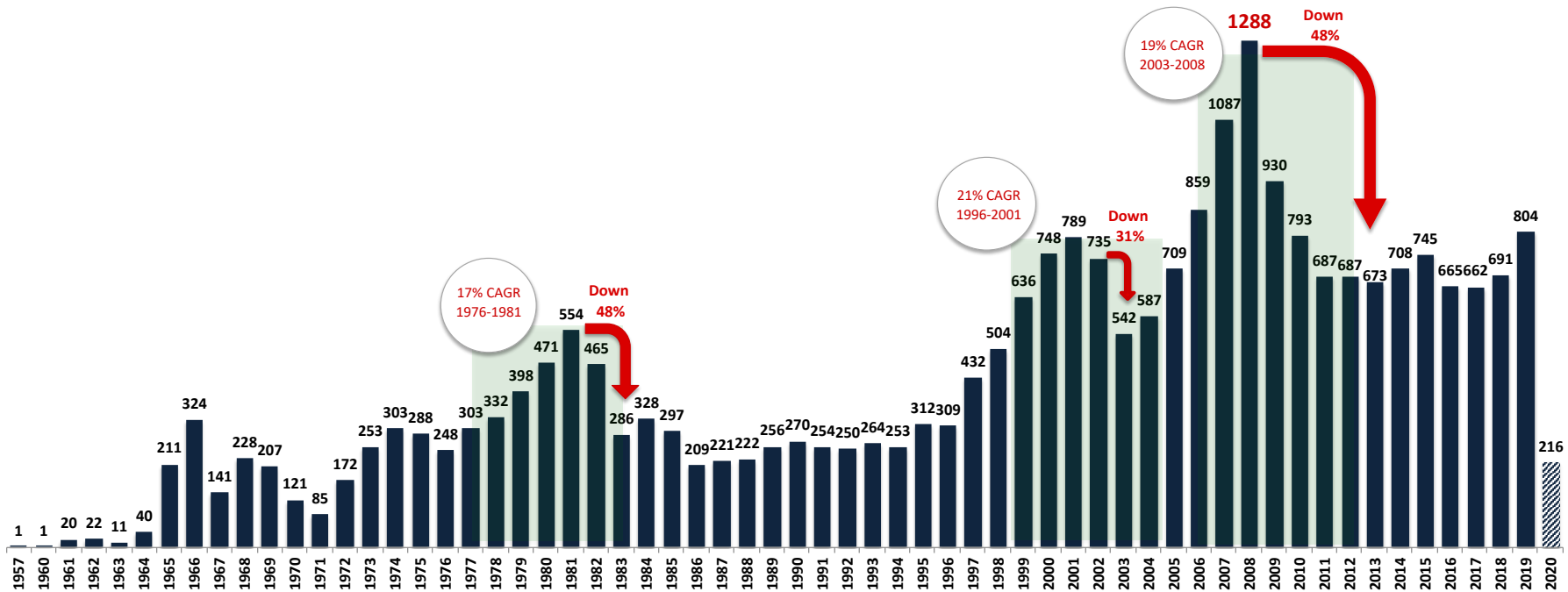


Business Jet Fleet as of June 30, 2020	
By size category	
Airliner Business	304
Large Ultra-Long Range	1,980
Large Long Range	1,899
Large Jets	2,260
Super Mid-size Jets	2,333
Mid-size Jets	3,242
Super Light Jets	1,598
Light Jets	5,190
Very Light Jets	3,462
Personal Jets	189
<b>Total</b>	<b>22,457</b>

# Business Jet Deliveries (Units)

As of June 30, 2020

Business Jet Deliveries



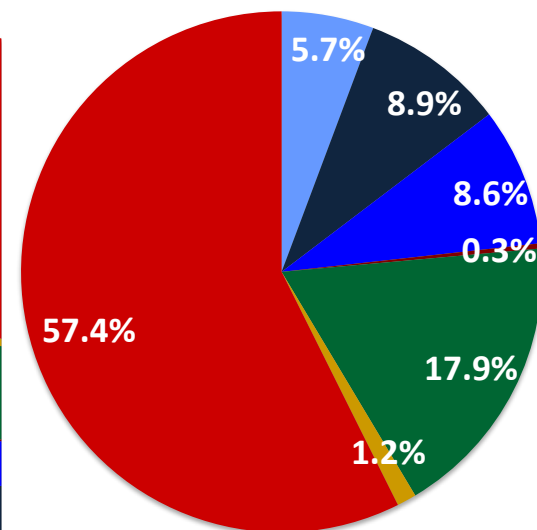
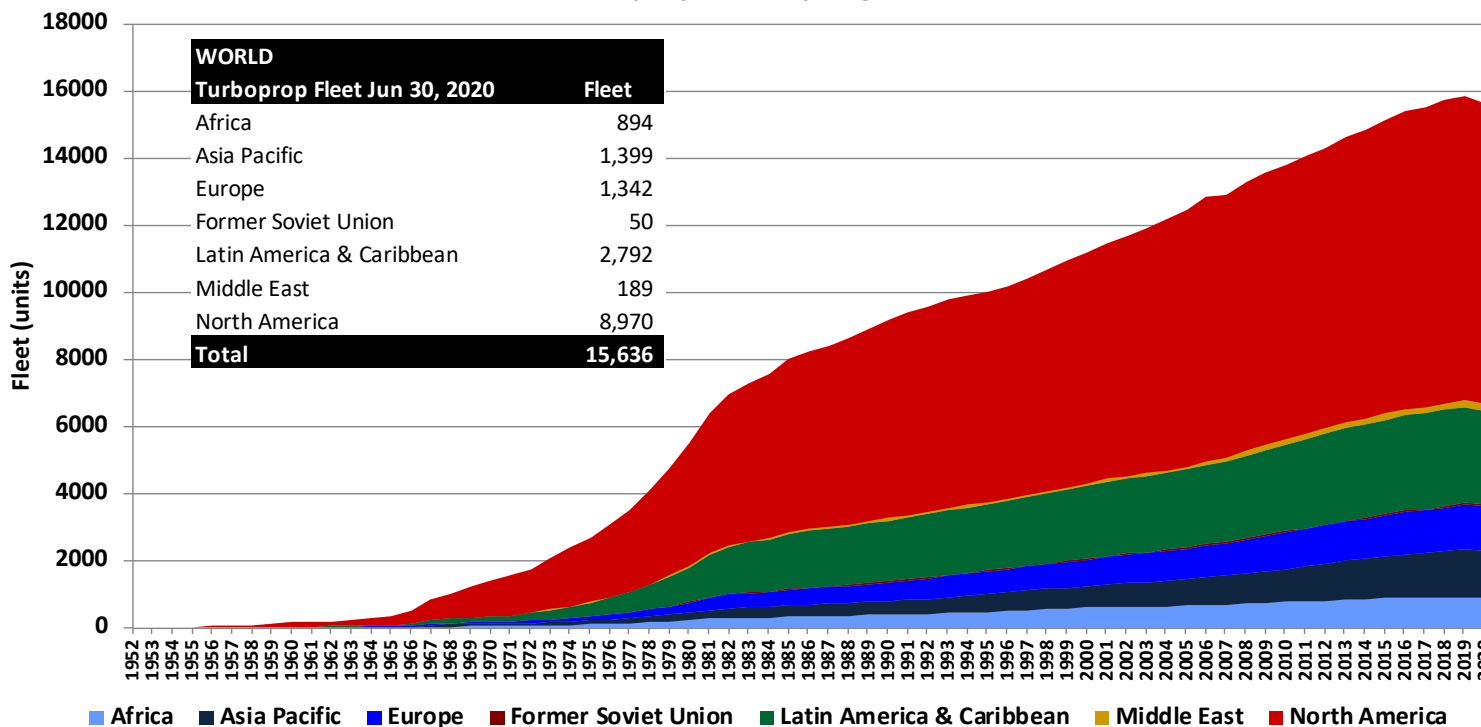
Source: JETNET; totals includes single-engine Personal Jets (i.e. Cirrus SF50 Vision Jet); latest year data are year-to-date

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

## Business Turboprop Fleet by Region

As of June 30, 2020

Turboprop Fleet by Region



# Business Turboprop Fleet by Manufacturer

## As of June 30, 2020

NORTH AMERICA	
Turboprop Fleet Jun 30, 2020	Fleet
Cessna	1,372
Daher Socata	722
Beechcraft	3,685
Pilatus	1,150
Piper	1,029
Turbo Commander	196
Other	816
<b>Total</b>	<b>8,970</b>

EUROPE	
Turboprop Fleet Jun 30, 2020	Fleet
Cessna	158
Daher Socata	138
Beechcraft	383
Pilatus	219
Piper	240
Turbo Commander	21
Other	183
<b>Total</b>	<b>1,342</b>

FORMER SOVIET UNION	
Turboprop Fleet Jun 30, 2020	Fleet
Cessna	11
Daher Socata	1
Beechcraft	13
Pilatus	6
Piper	9
Turbo Commander	1
Other	9
<b>Total</b>	<b>50</b>

MIDDLE EAST	
Turboprop Fleet Jun 30, 2020	Fleet
Cessna	55
Daher Socata	0
Beechcraft	100
Pilatus	0
Piper	10
Turbo Commander	17
Other	7
<b>Total</b>	<b>189</b>

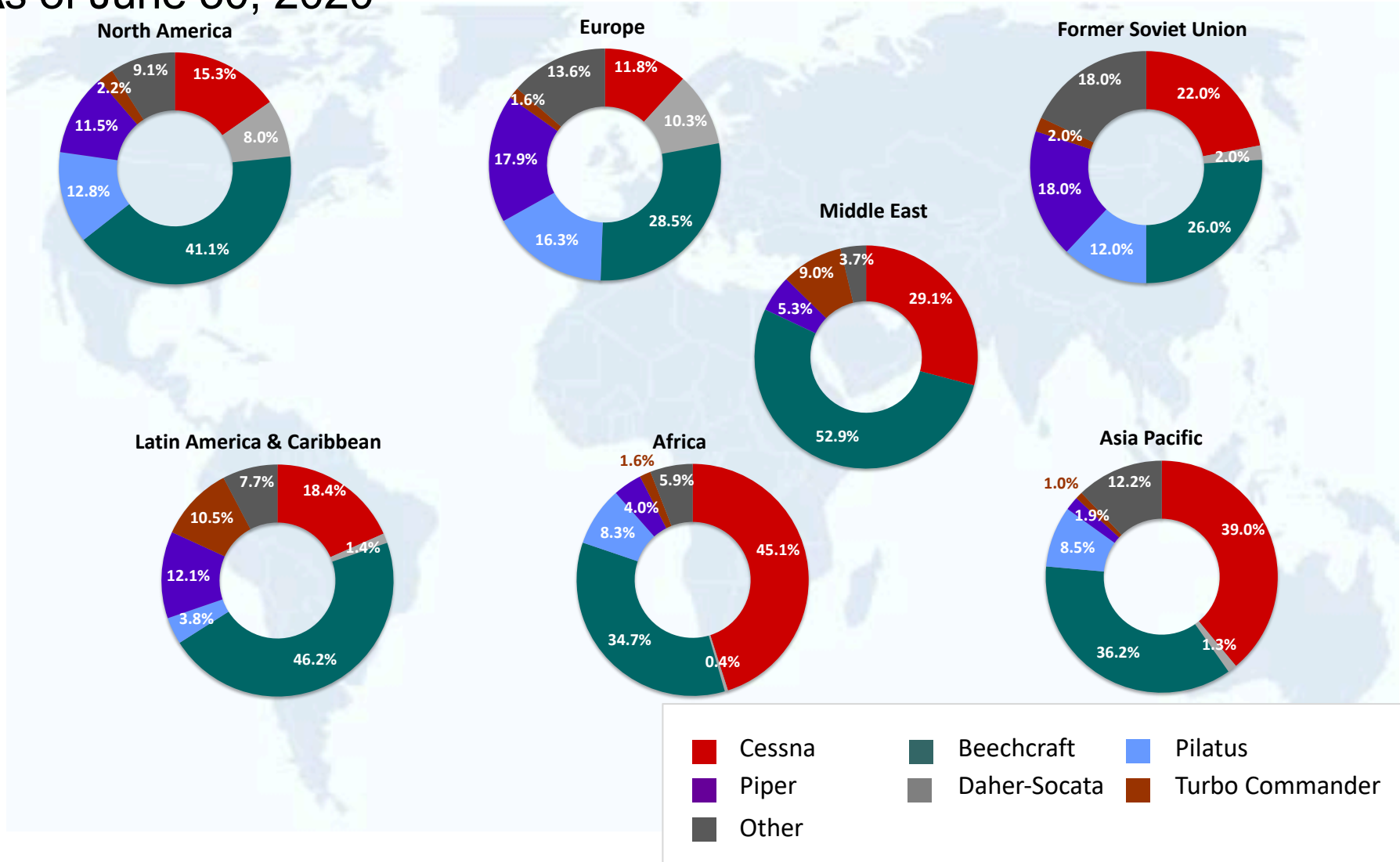
LATIN AMERICA & CARIBBEAN	
Turboprop Fleet Jun 30, 2020	Fleet
Cessna	513
Daher Socata	38
Beechcraft	1,291
Pilatus	105
Piper	338
Turbo Commander	292
Other	215
<b>Total</b>	<b>2,792</b>

AFRICA	
Turboprop Fleet Jun 30, 2020	Fleet
Cessna	403
Daher Socata	4
Beechcraft	310
Pilatus	74
Piper	36
Turbo Commander	14
Other	53
<b>Total</b>	<b>894</b>

ASIA PACIFIC	
Turboprop Fleet Jun 30, 2020	Fleet
Cessna	545
Daher Socata	18
Beechcraft	506
Pilatus	119
Piper	27
Turbo Commander	14
Other	170
<b>Total</b>	<b>1,399</b>

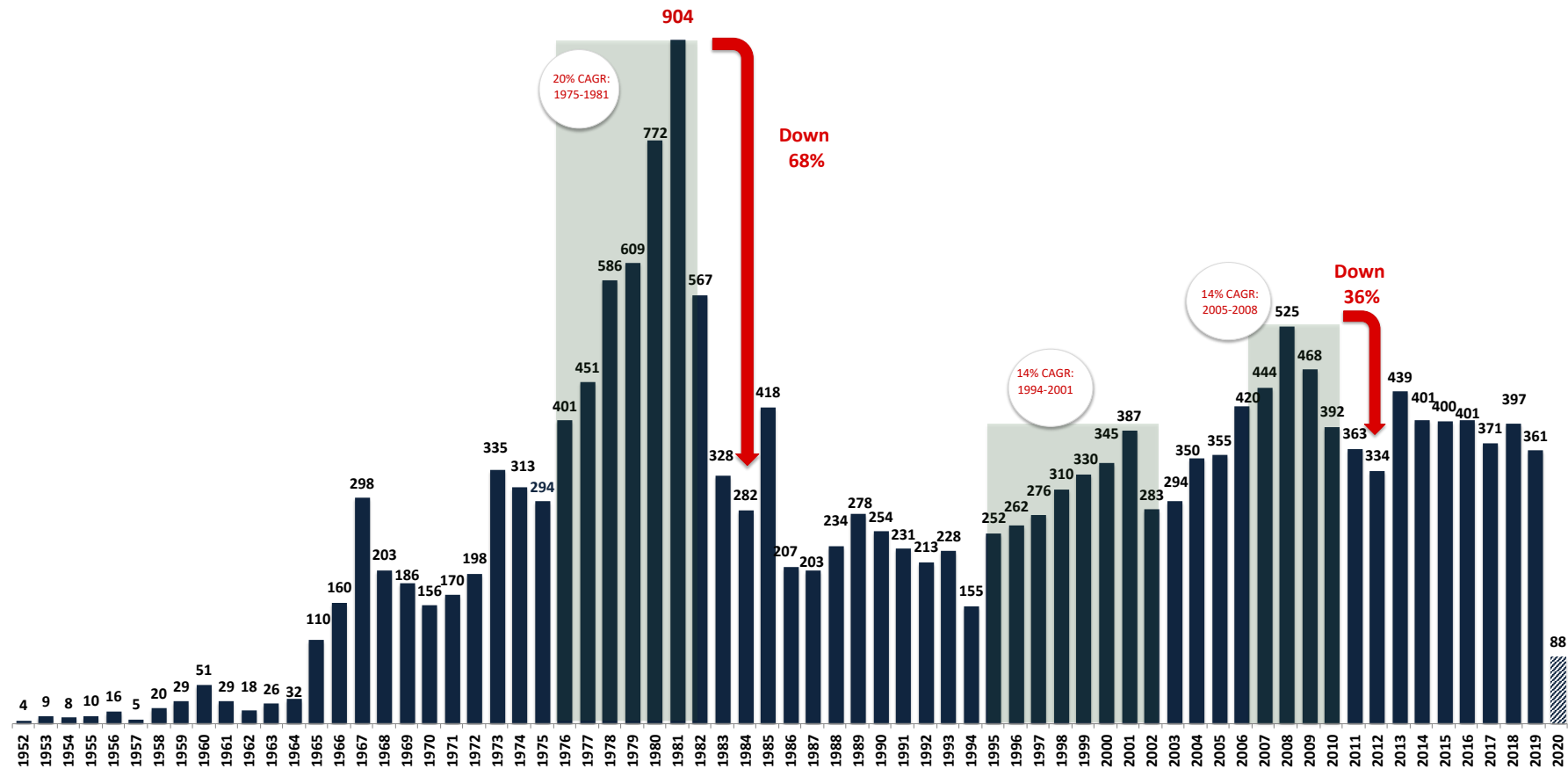
# Business Turboprop Fleet by Manufacturer

As of June 30, 2020



# Business Turboprop Deliveries (Units)

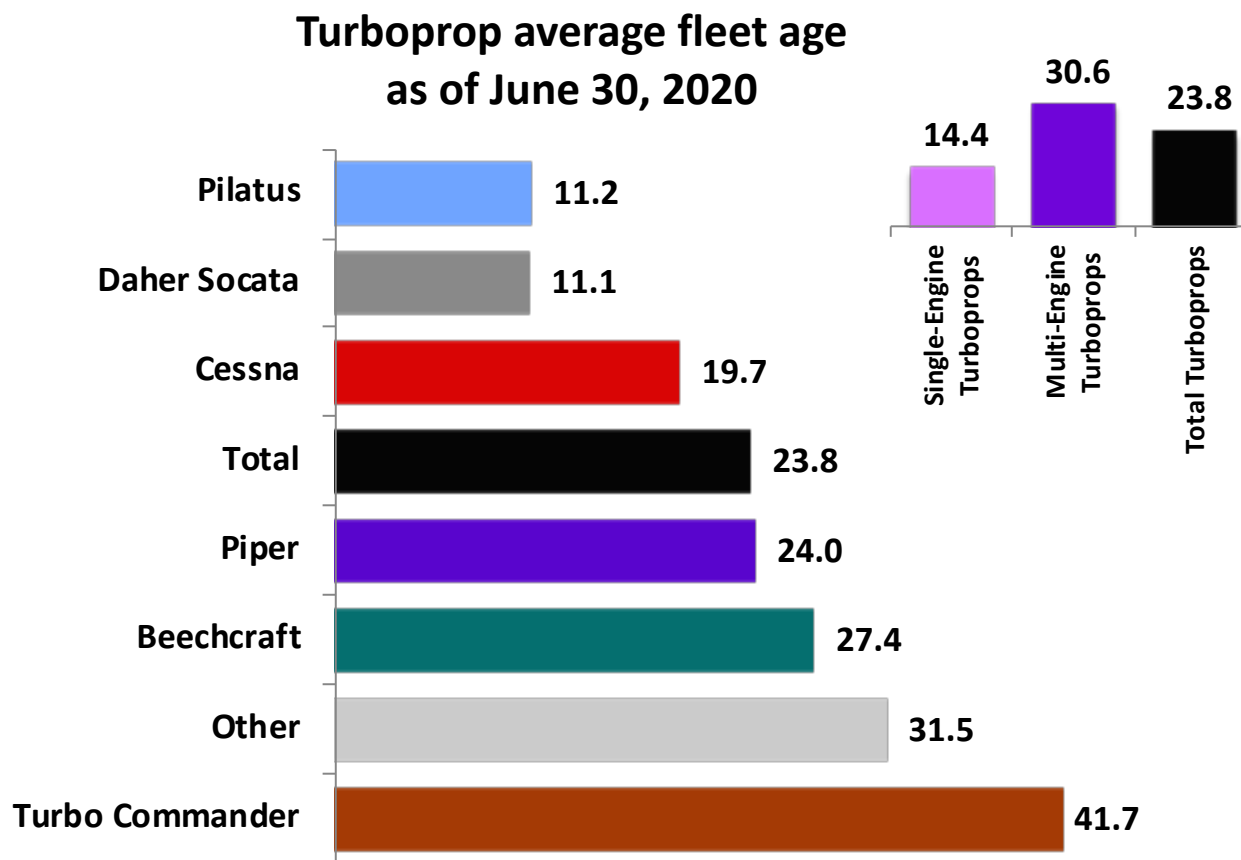
As of June 30, 2020



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

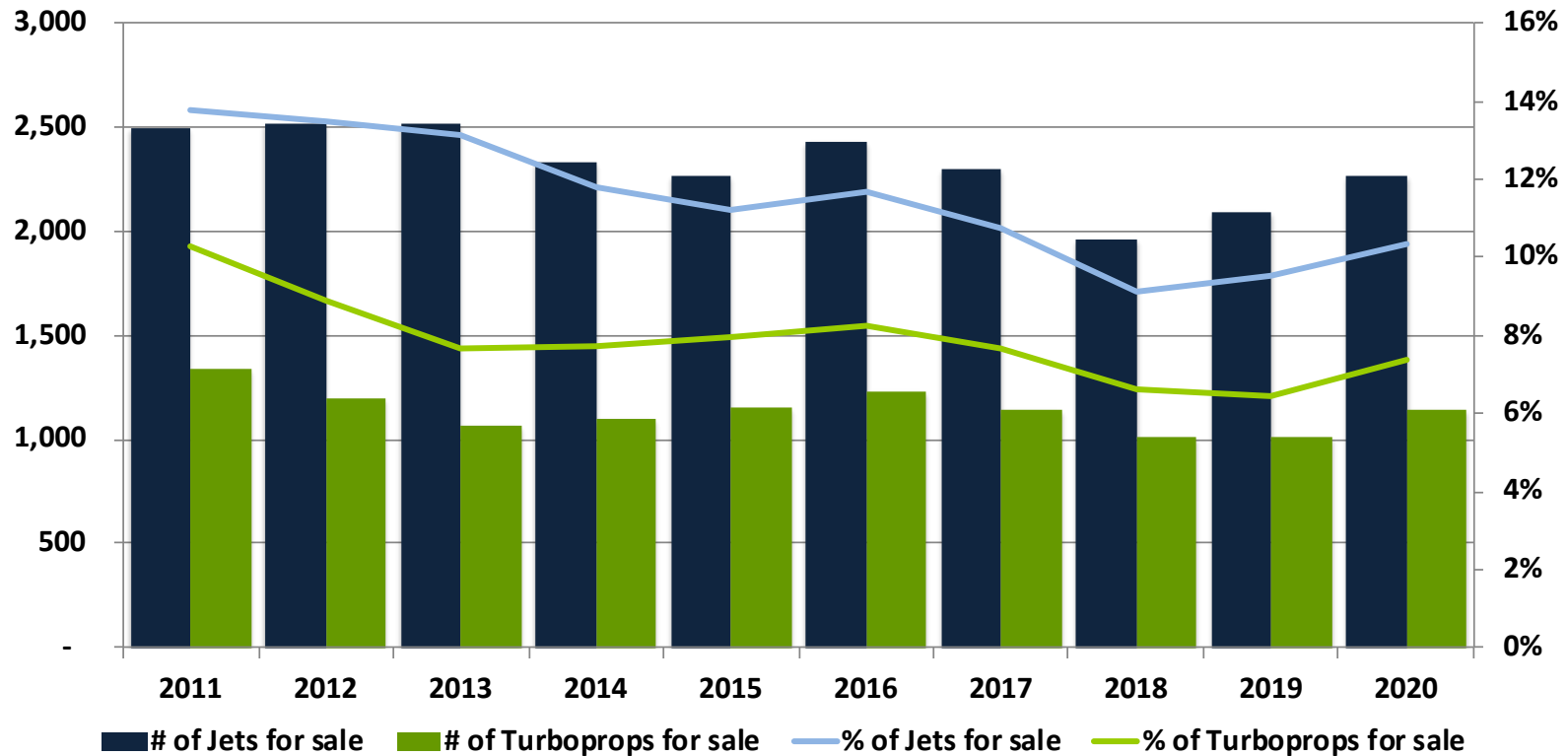
# Business Turboprop Fleet Age (Years)

As of June 30, 2020



# Pre-Owned Business Aircraft Inventory

Business Jets and Turboprops for sale  
June 2011 - June 2020

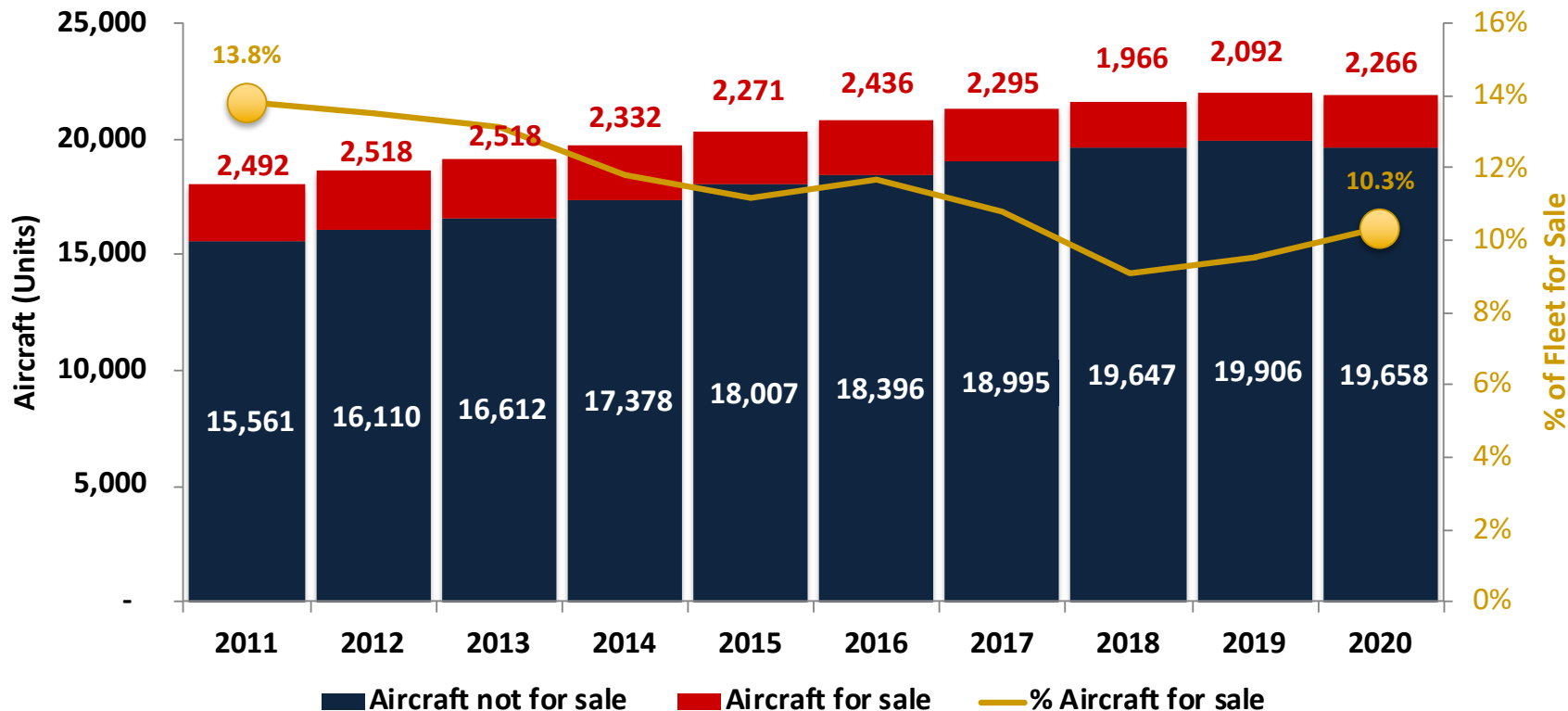


	Aircraft Available for Sale as % of World Fleet (as of June 30)									
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Business Jets	13.8%	13.5%	13.2%	11.8%	11.2%	11.7%	10.8%	9.1%	9.5%	10.3%
Turboprop	10.3%	8.9%	7.7%	7.7%	8.0%	8.3%	7.7%	6.6%	6.5%	7.4%

**For-sale inventory of pre-owned business aircraft has begun to increase**

# Pre-Owned Business Jet Inventory

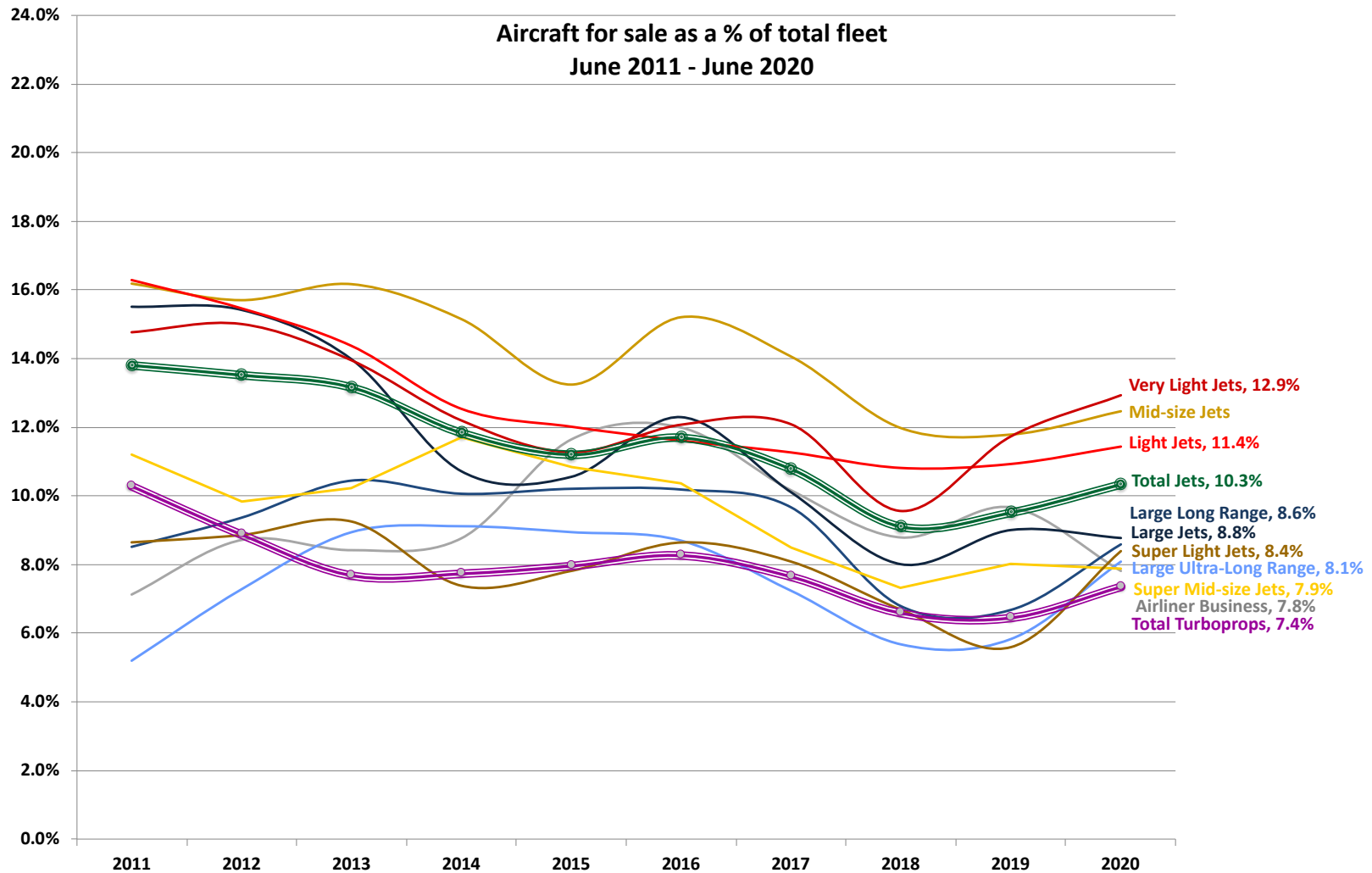
Business Jets for sale - June 30, 2011-2020



Aircraft Available for Sale as % of World Fleet (as of June 30)

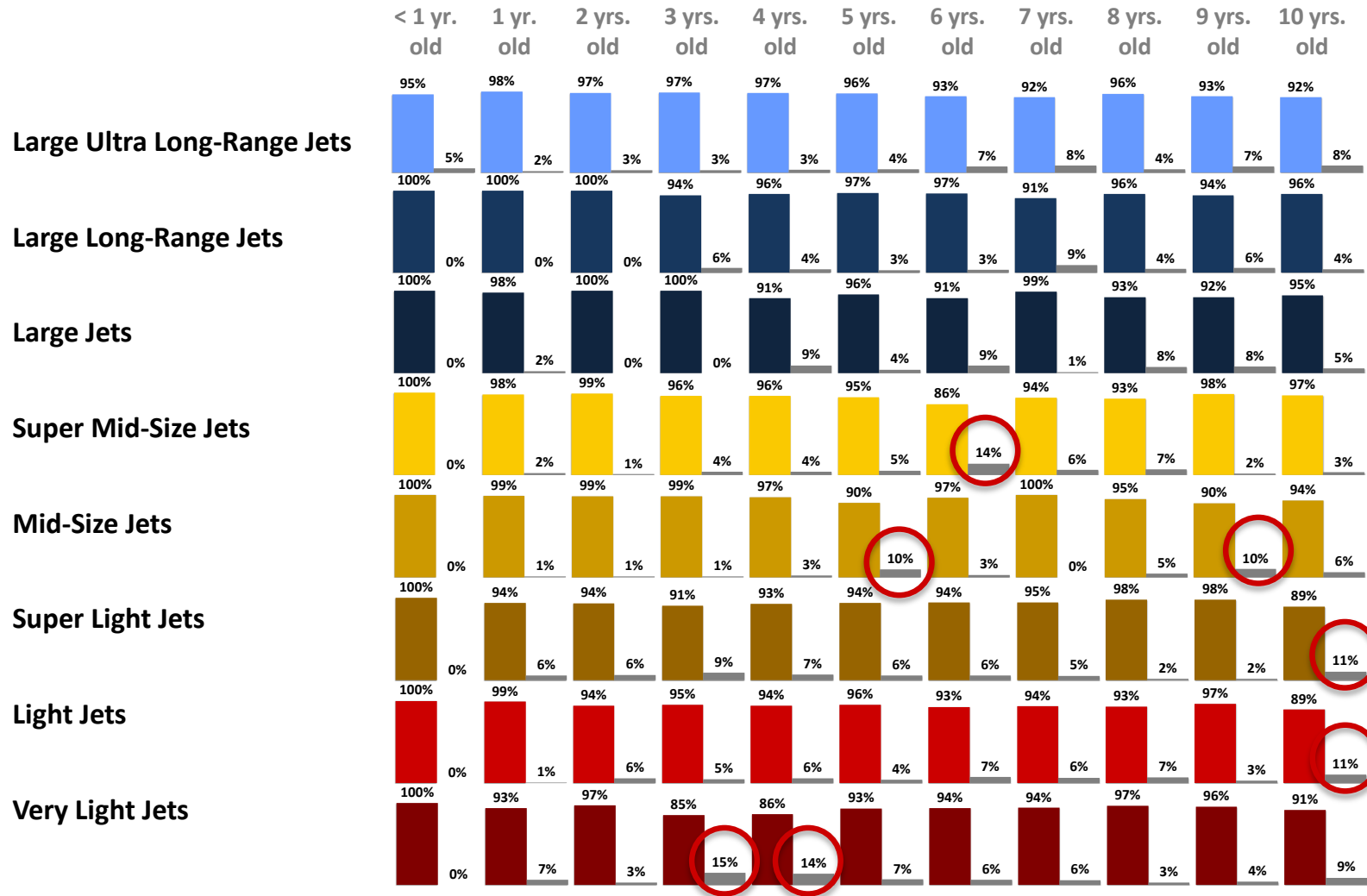
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
13.8%	13.5%	13.2%	11.8%	11.2%	11.7%	10.8%	9.1%	9.5%	10.3%

# Pre-Owned Business Jet Inventory



# Pre-Owned Business Jet Inventory

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

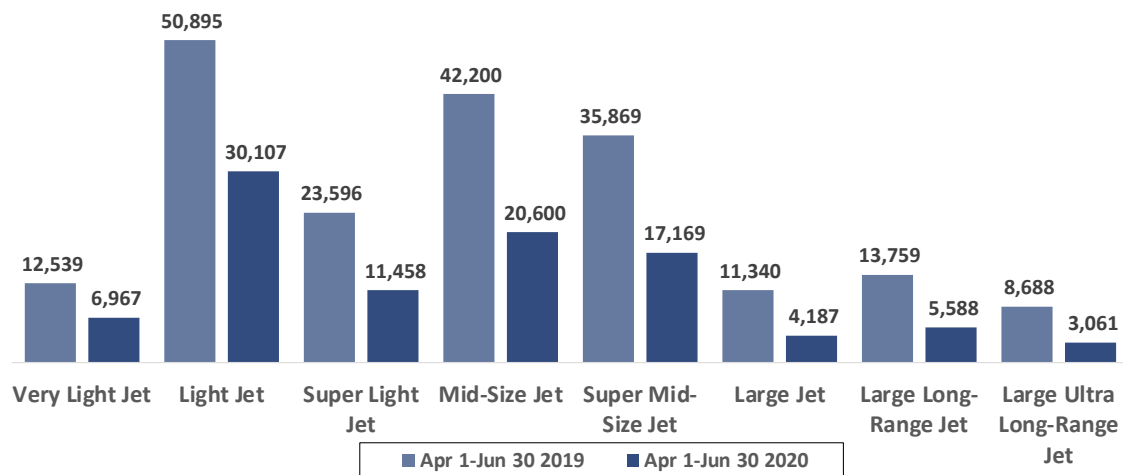


Year => 10% Availability

# U.S. Business Jet Utilization

## Part 135 Operations

Business Jet Cycles in the U.S. - PART 135  
April-June 2019 and April-June 2020



YOY % Change in Business Jet Cycles in the U.S. - PART 135  
April-June 2019 versus April-June 2020

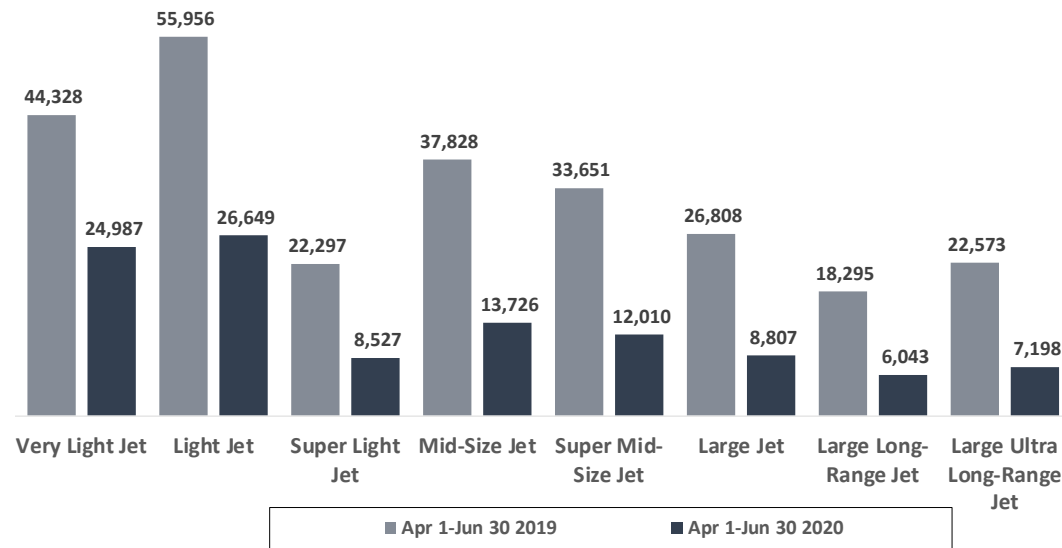


Source: U.S. FAA; JETNET

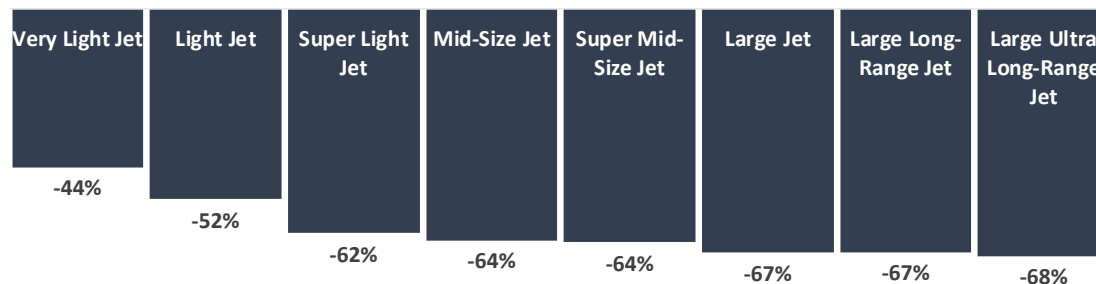
# U.S. Business Jet Utilization

## Part 91 Operations

Business Jet Cycles in the U.S. - PART 91  
April - June 2019 versus April - June 2020



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

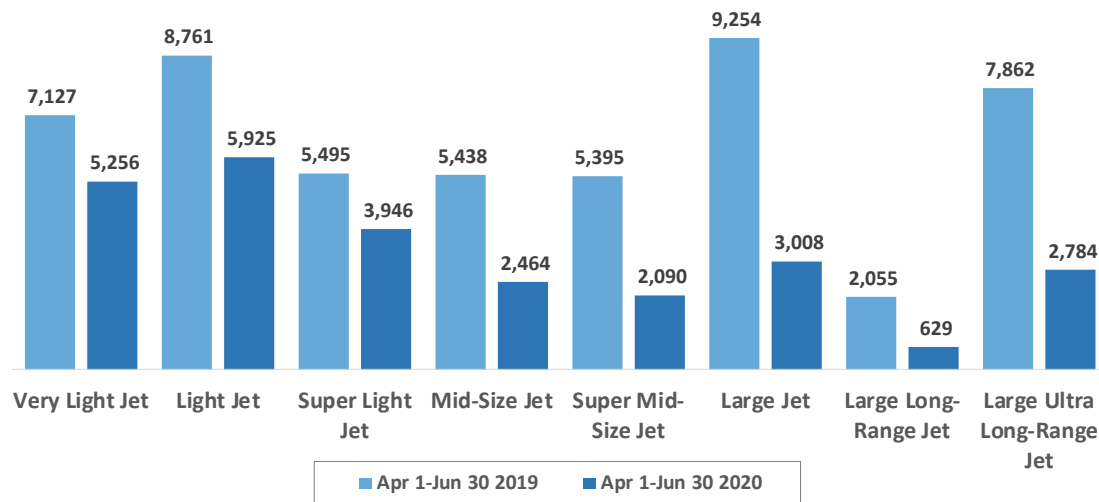


Source: U.S. FAA; JETNET

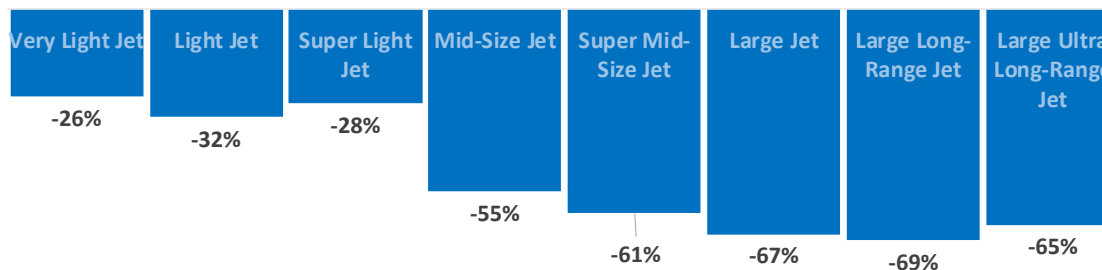
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# European Business Aircraft Utilization

**Business Jet Cycles - Europe**  
April-June 2019 and April-June 2020



**YOY % Change in Business Jet Cycles - Europe**  
April-June 2019 versus April-June 2020



Source: Eurocontrol

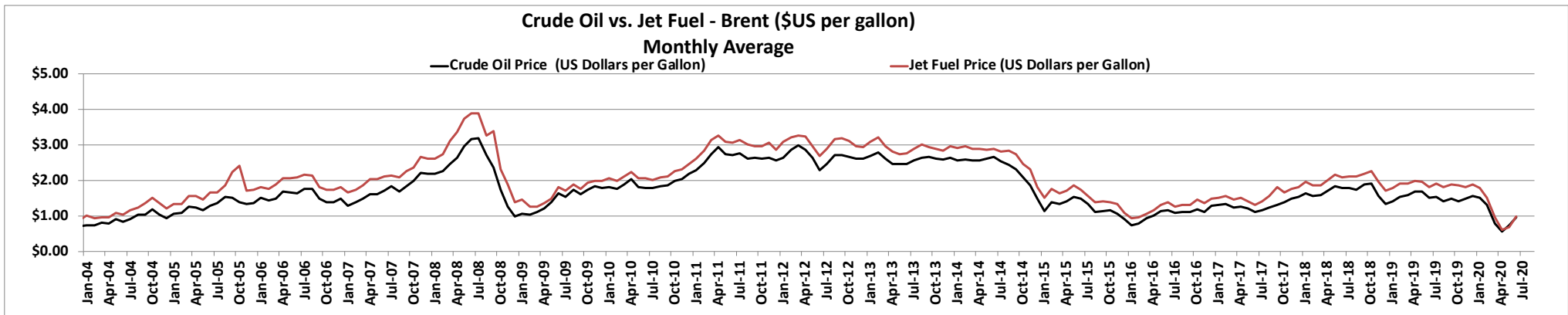
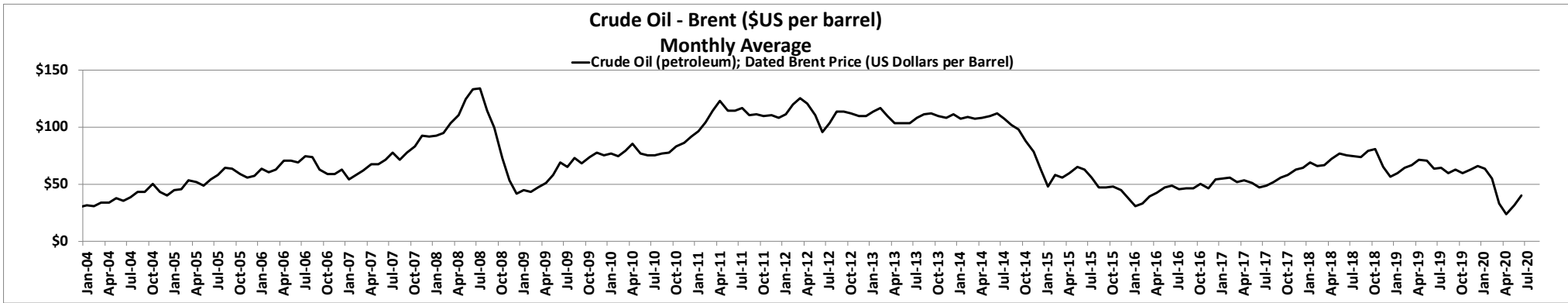
# Crude Oil and Jet Fuel Prices

IATA Fuel Price Monitor	Share in			Index Value	vs. 1 week	vs. 1 month	
July 17 2020	World Index	\$/US gallon	\$/barrel	2000=100	ago	ago	vs.1 yr ago
<b>Jet Fuel Price</b>	<b>100%</b>	<b>\$ 1.074</b>	<b>\$ 45.09</b>	<b>123.26</b>	<b>-1.1%</b>	<b>-0.9%</b>	<b>-43.2%</b>
Asia & Oceania	22%	\$ 1.059	\$ 44.48	127.09	1.4%	-0.9%	-42.6%
Europe & CIS	28%	\$ 1.052	\$ 44.18	119.03	-1.1%	-2.5%	-45.2%
Middle East & Africa	7%	\$ 1.017	\$ 42.71	127.56	0.8%	0.0%	-44.5%
North America	39%	\$ 1.104	\$ 46.37	123.28	-2.8%	-0.2%	-41.8%
Latin & Central America	4%	\$ 1.114	\$ 46.77	129.56	0.2%	1.5%	-42.2%

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

Source: [IATA](#) from PLATTS

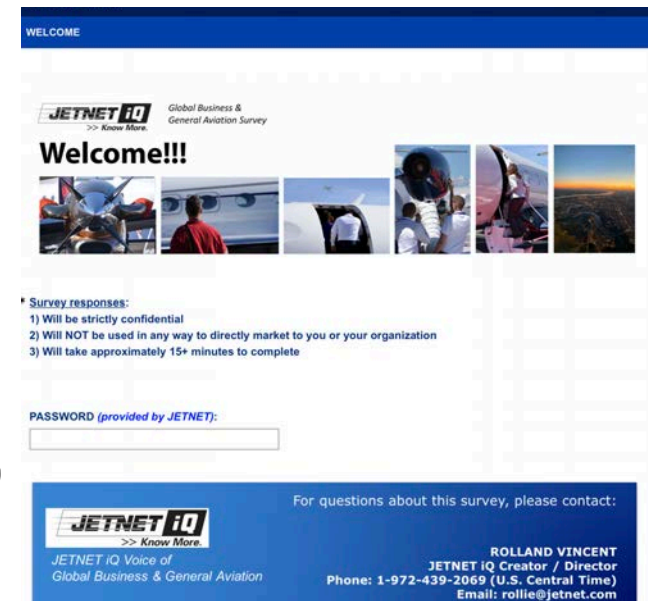
# Crude Oil and Jet Fuel Prices



Source: IndexMundi

## JETNET iQ Quarterly Surveys

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



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:

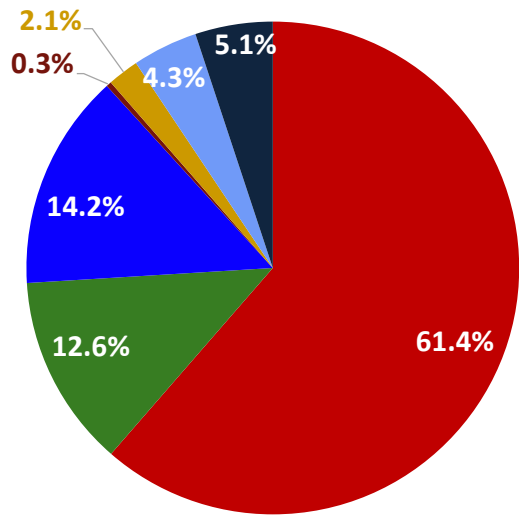
**JETNET iQ** >> Know More  
JETNET iQ Voice of Global Business & General Aviation

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

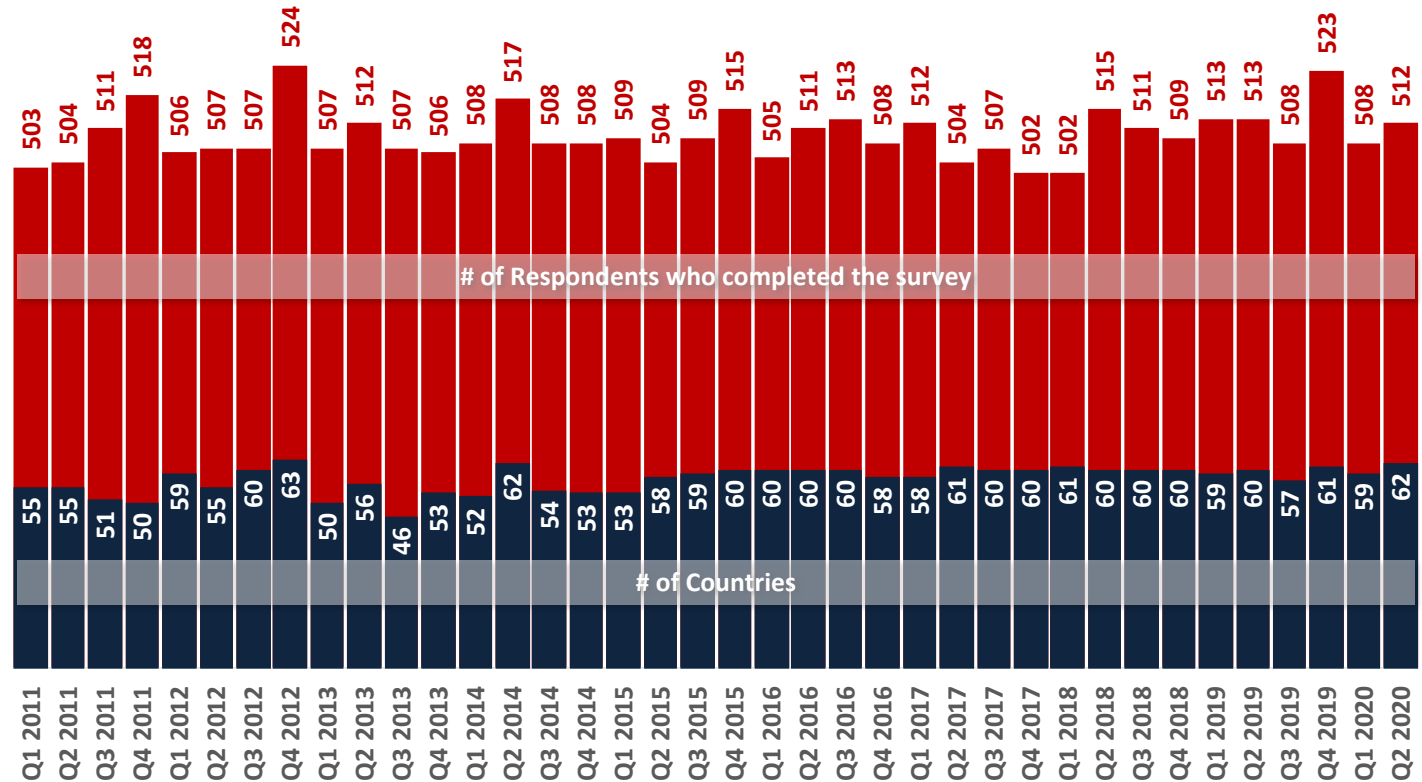
JETNET iQ Surveys: Quarterly, multilingual, worldwide

## JETNET iQ Survey Respondents

Respondent by Location -  
Q1 2011 - Q2 2020



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



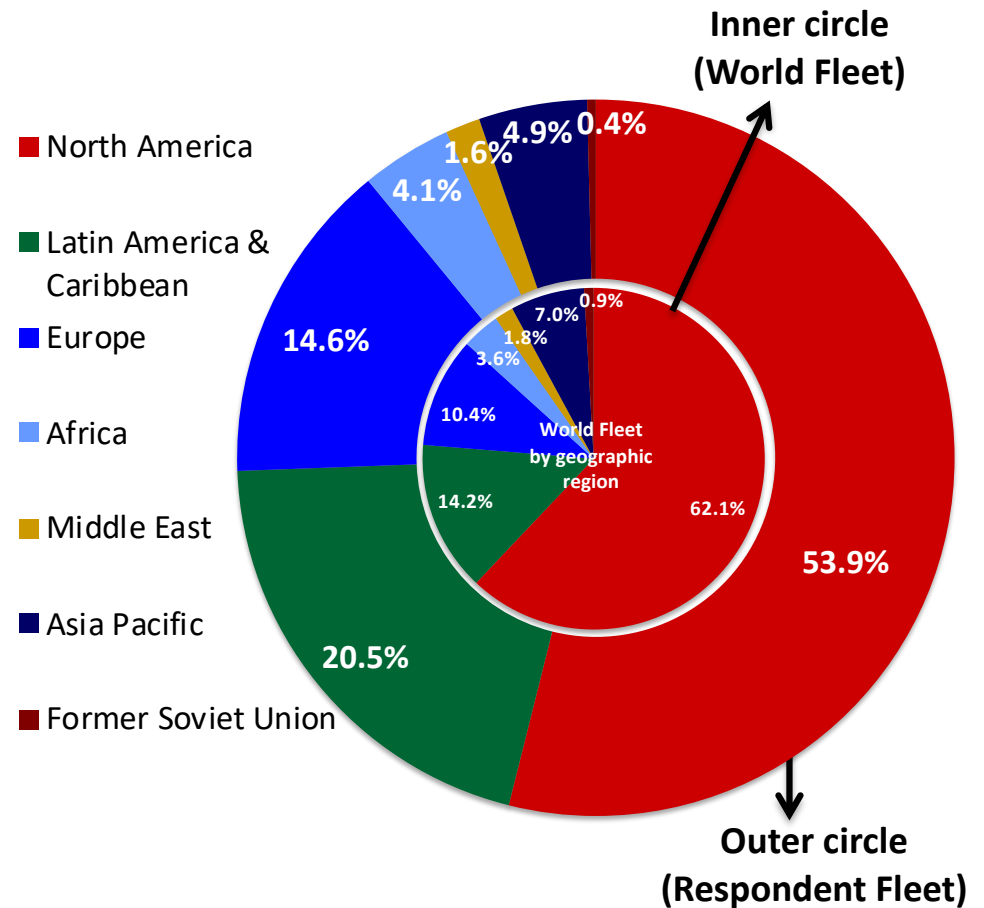
JETNET iQ Surveys: Since Q1 2011, ~19,500 respondents from 133 countries

## Survey Respondents' Location

### By Respondent Location

Q2 2020 Survey

RESPONDENT COUNTRIES FROM Q2 2020 SURVEY			
COUNTRIES/TERRITORIES	# of respondents		# of respondents
ANGOLA	1	MEXICO	27
ARGENTINA	5	MONACO	1
AUSTRALIA	10	NAMIBIA	2
AUSTRIA	5	NIGERIA	1
BAHAMAS	1	PANAMA	1
BELGIUM	3	PARAGUAY	2
BELIZE	1	PHILIPPINES	2
BHUTAN	1	POLAND	2
BOTSWANA	1	PORTUGAL	1
BRAZIL	48	ROMANIA	2
BULGARIA	1	RUSSIAN FEDERATION	2
CANADA	16	SAUDI ARABIA	1
CHILE	2	SINGAPORE	2
CHINA	1	SOUTH AFRICA	11
COLOMBIA	4	SOUTH KOREA	1
COSTA RICA	3	SPAIN	5
CYPRUS	1	SRI LANKA	1
CZECHIA	3	SWEDEN	1
DENMARK	3	SWITZERLAND	11
DOMINICAN REPUBLIC	3	THAILAND	1
ECUADOR	2	TURKEY	4
FINLAND	2	UNITED ARAB EMIRATES	2
FRANCE	3	UNITED KINGDOM	8
GERMANY	15	UNITED STATES	260
GUATEMALA	2	VENEZUELA	4
INDIA	3	ZAMBIA	1
INDONESIA	1	<b>Total # of respondents</b>	<b>512</b>
IRELAND	2	<b>Total # of countries</b>	<b>61</b>
ITALY	5	Africa	21
JAPAN	1	Asia Pacific	25
JORDAN	1	Europe	75
KENYA	2	Former Soviet Union	2
LIBYA	1	Latin America & Caribbean	105
LUXEMBOURG	1	Middle East	8
MALAYSIA	1	North America	276
MAURITIUS	1	<b>Total</b>	<b>512</b>



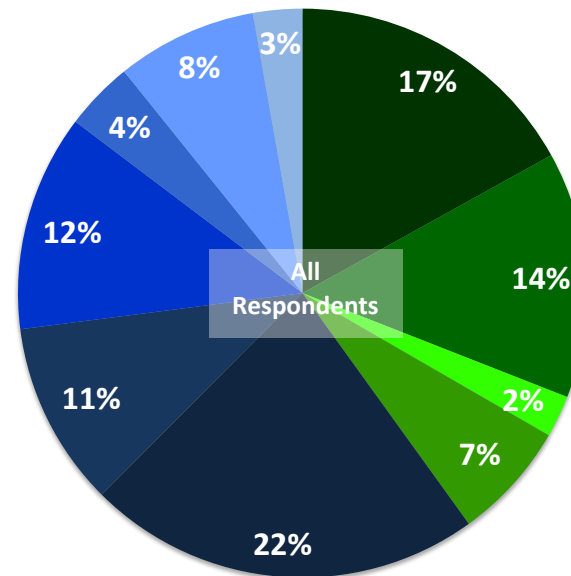
## Survey Respondents' Roles

By Job Title

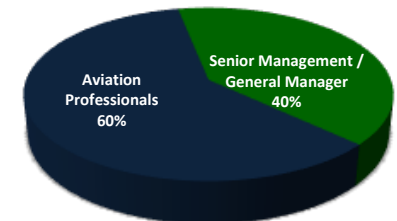
Q2 2020 Survey

Title of respondent	Completed
Business owner / shareholder / partner	121
CEO / COO / CFO / President / Managing Director	100
Vice President / Senior Management	17
General Manager / Director	48
Chief Pilot	160
Pilot	75
Head of flight operations / Flight Operations Manager	88
Dispatcher / Scheduler / Flight Coordinator	28
Director of maintenance / Head of maintenance	57
Vice President / Director of Aviation	20
<b>Total</b>	<b>714</b>

Aviation Professionals	428	60%
Senior Management / General Manager	286	40%



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

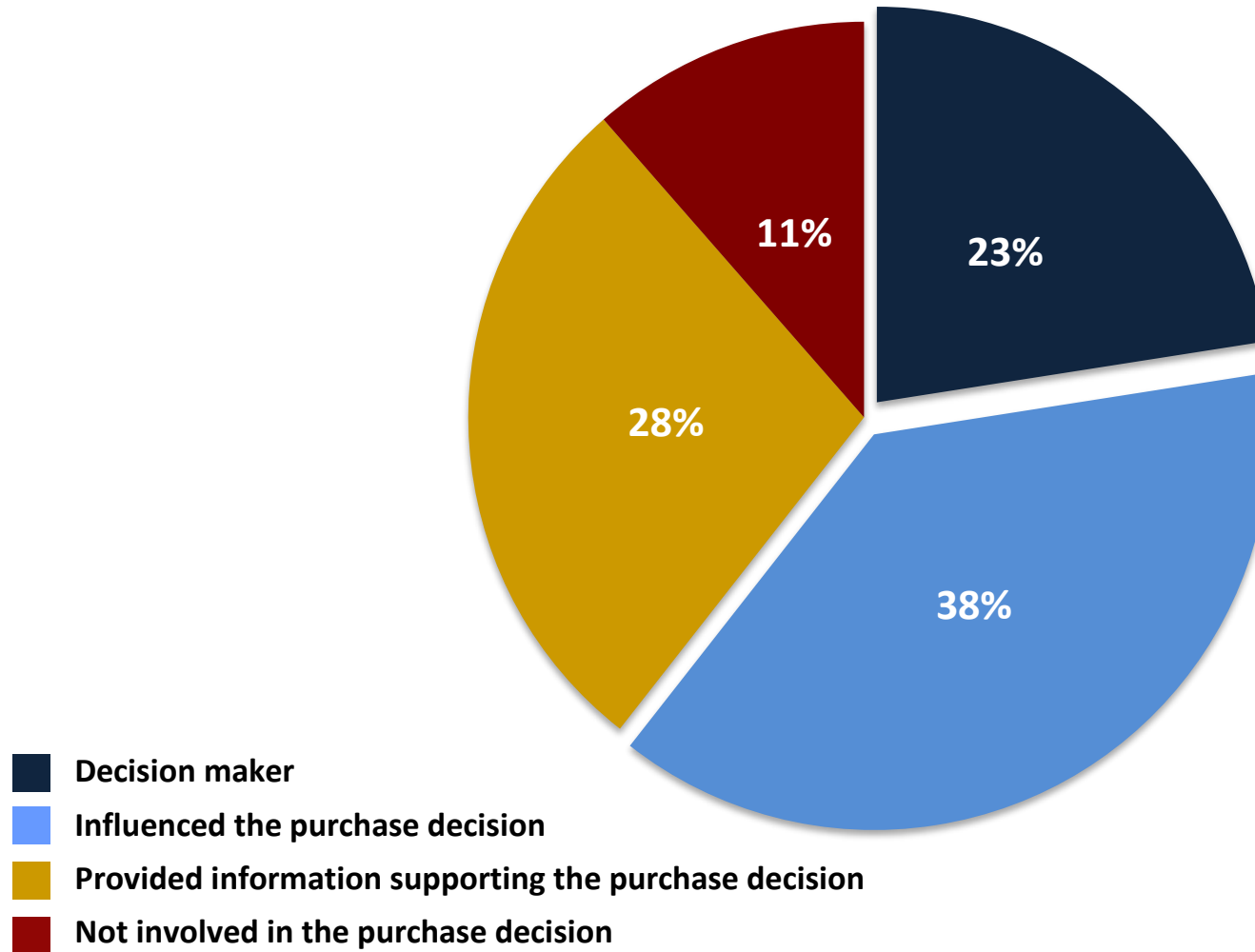


Note: Respondents may have multiple job titles and organizational roles

# Survey Respondents' Roles

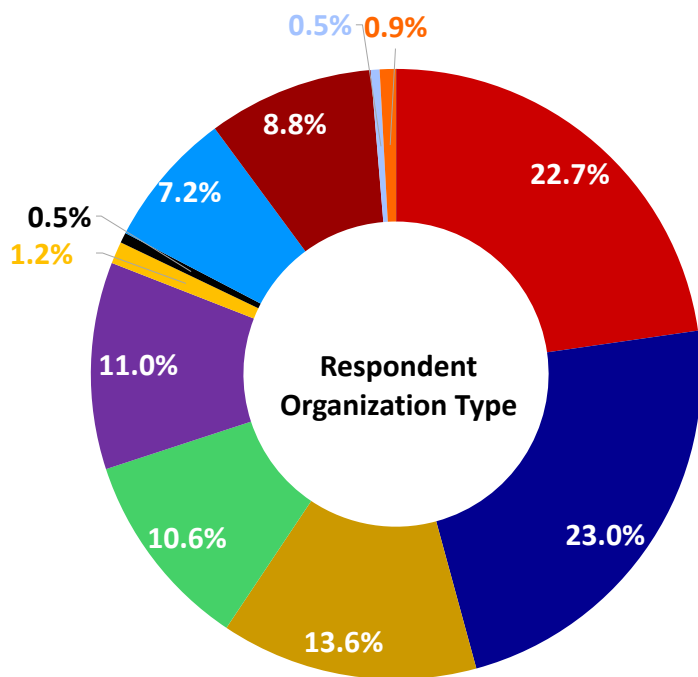
By Involvement in Last Fixed-Wing Turbine Aircraft Purchase

Q2 2020 Survey



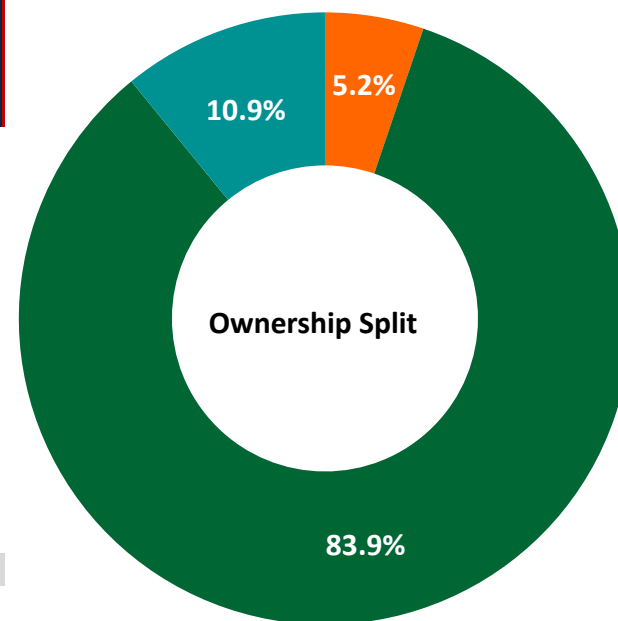
# Survey Respondents' Organization

Q2 2020 Survey



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

	All Respondents
Aircraft owner	292
Aircraft operator	296
Flight department	175
Aircraft management company	136
Air taxi or charter operator	141
Fractional aircraft operator	15
Fractional share / jet card holder	7
Aircraft MRO	93
Broker / Dealer	113
Financial Institution	6
Government	11
Other	-
Privately-held	177
Publicly-traded	23
<b>Total</b>	<b>1,485</b>



Breakdown for Respondents who indicated ownership

<span style="color: red;">●</span> Aircraft owner	<span style="color: purple;">●</span> Air taxi or charter operator	<span style="color: red;">●</span> Broker / Dealer
<span style="color: blue;">●</span> Aircraft operator	<span style="color: yellow;">●</span> Fractional aircraft operator	<span style="color: lightblue;">●</span> Financial Institution
<span style="color: gold;">●</span> Flight department	<span style="color: black;">●</span> Fractional share / jet card holder	<span style="color: orange;">●</span> Government
<span style="color: green;">●</span> Aircraft management company	<span style="color: cyan;">●</span> Aircraft MRO	<span style="color: gray;">●</span> Other

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

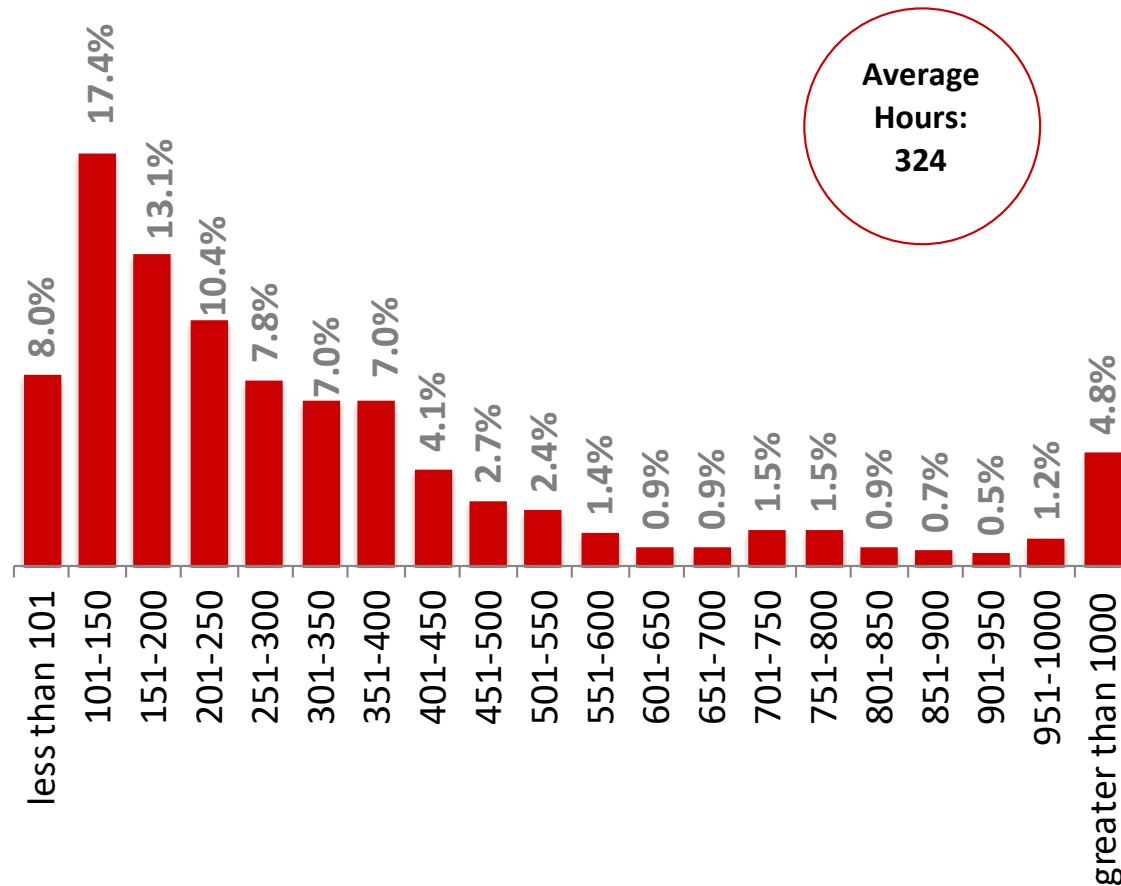
Note: Respondents may have chosen multiple organizational types

# Survey Respondents' Flight Operations

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

**Annual Flight Hours Per Aircraft**

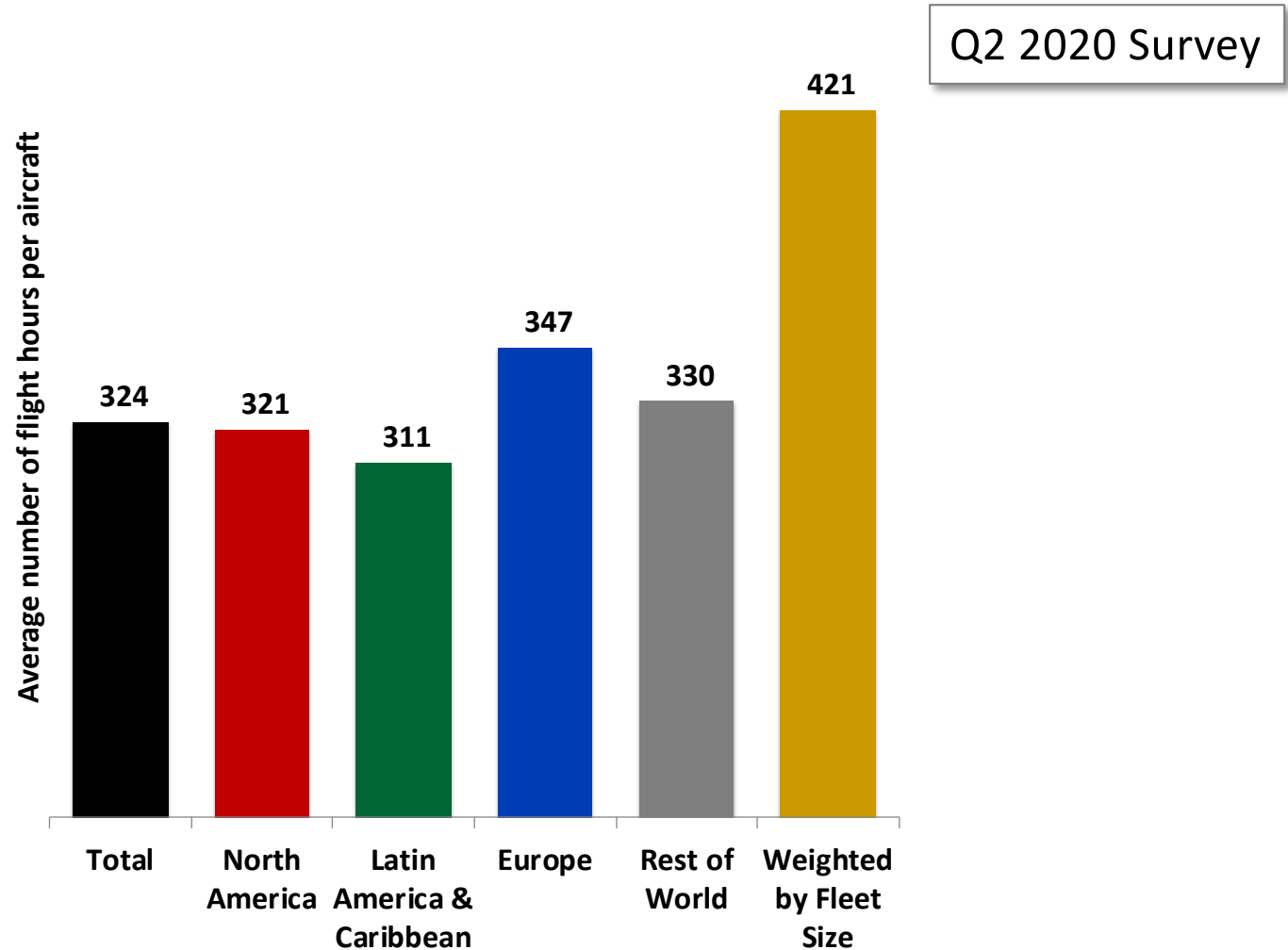
Q2 2020 Survey



# Survey Respondents' Flight Operations

Regional Average Utilization per Aircraft in Prior 12 Months

Average flight hours per year

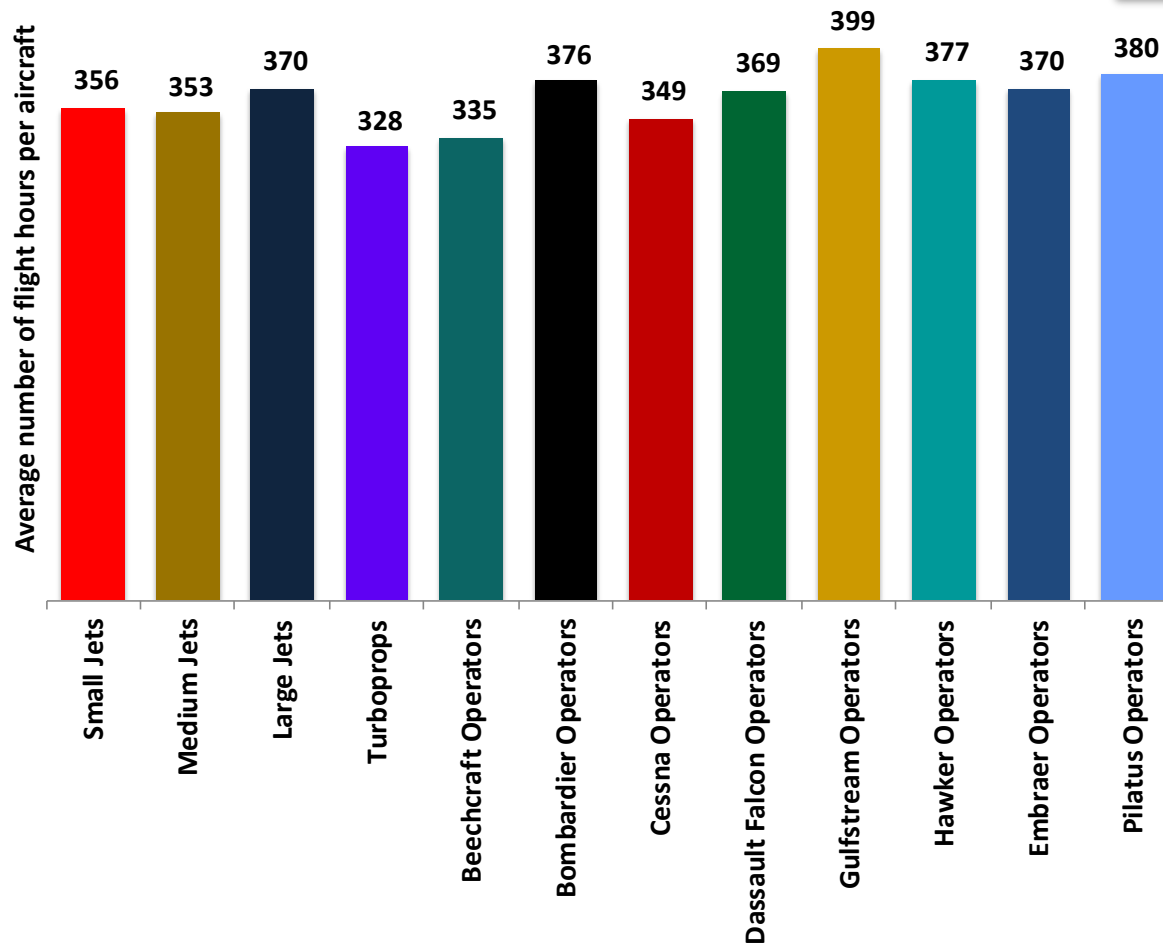


# Survey Respondents' Flight Operations

Operator Size and Brand Utilization per Aircraft in Prior 12 Months

Average flight hours per year

Q2 2020 Survey



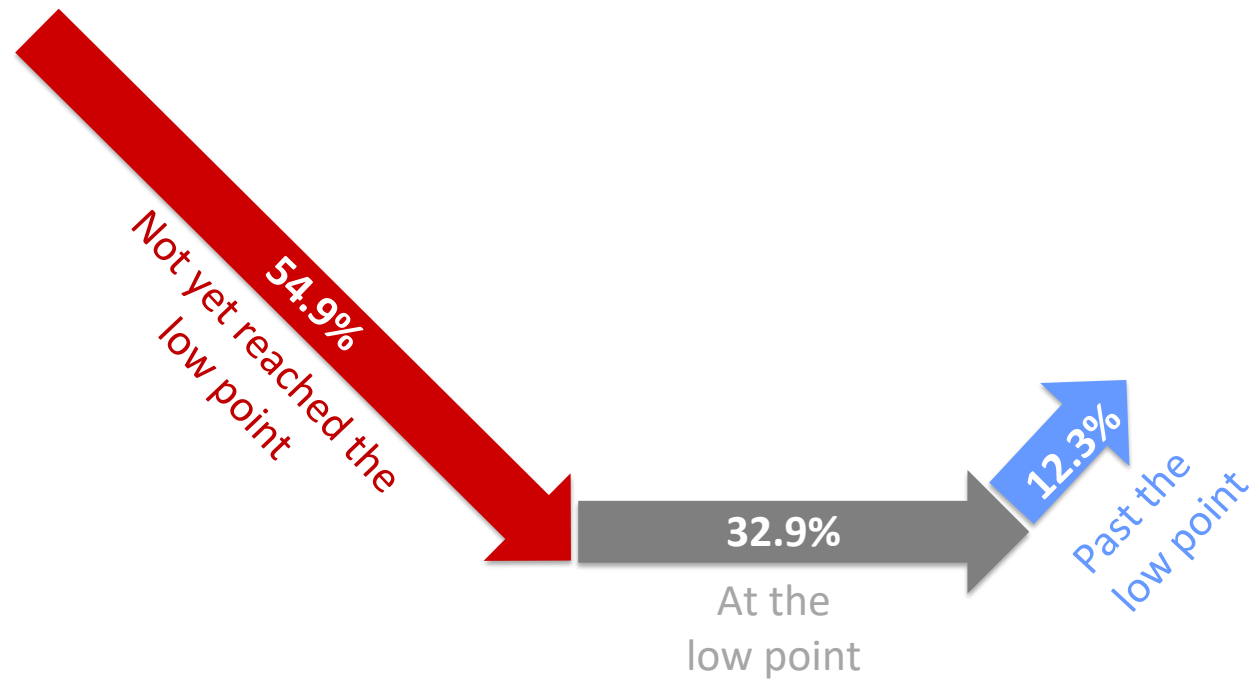
# Survey Respondents' Sentiment

## Current Market Sentiment

Q2 2020 Survey

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

All Respondents



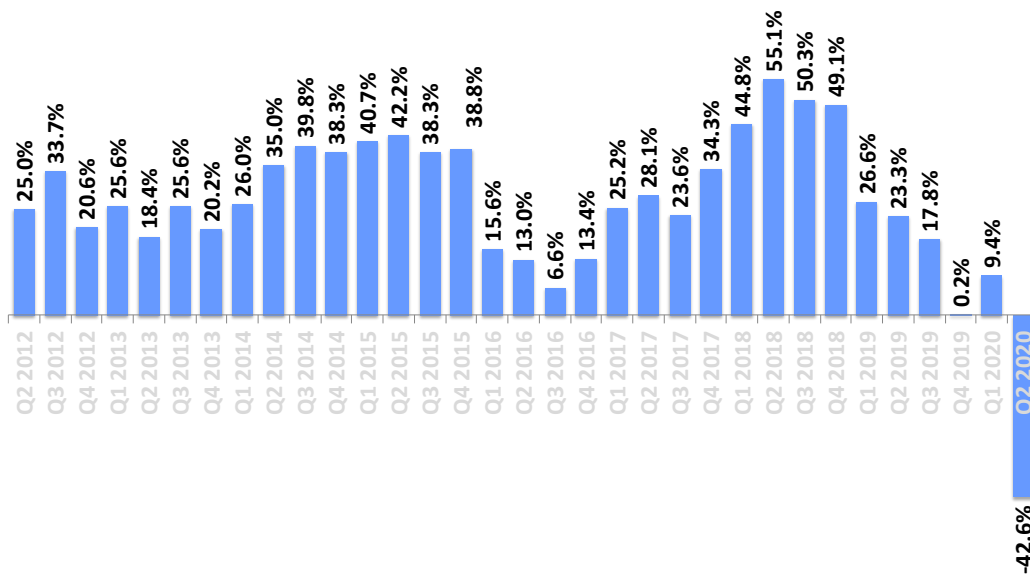
# Survey Respondents' Sentiment

## Current Market Sentiment

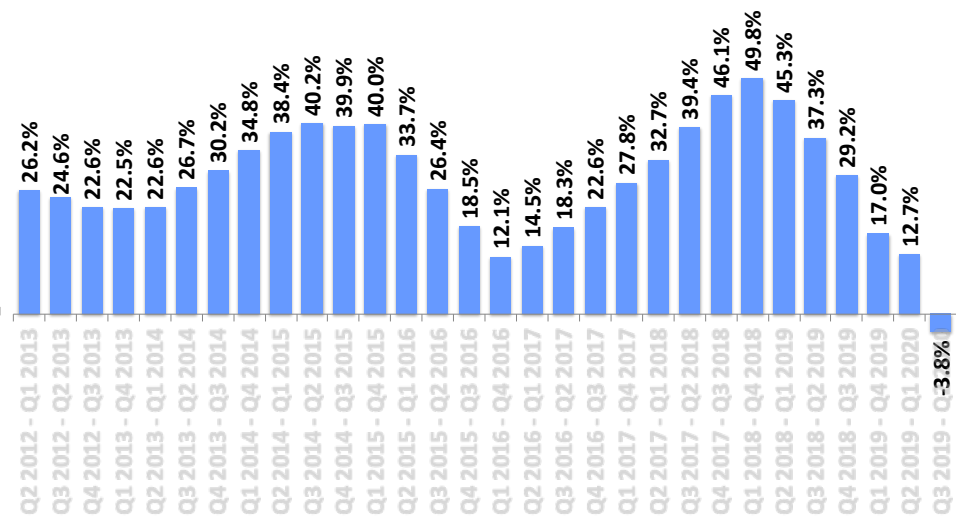
Q2 2020 Survey

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 took a large hit in Q2 2020 as concerns over COVID-19 impacts gave rise to a -42.6% net optimism worldwide compared to 9.4% in Q1 2020

# Aircraft Purchase Inhibitors

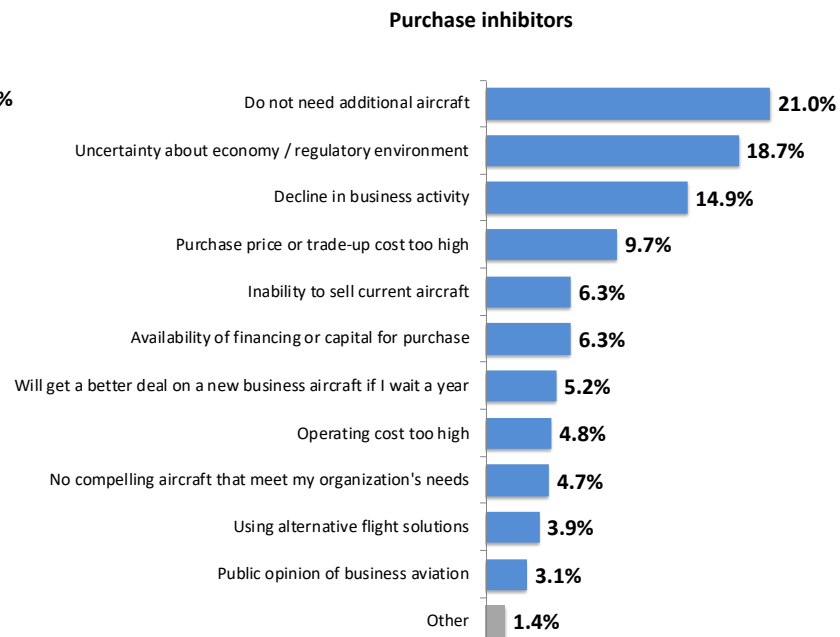
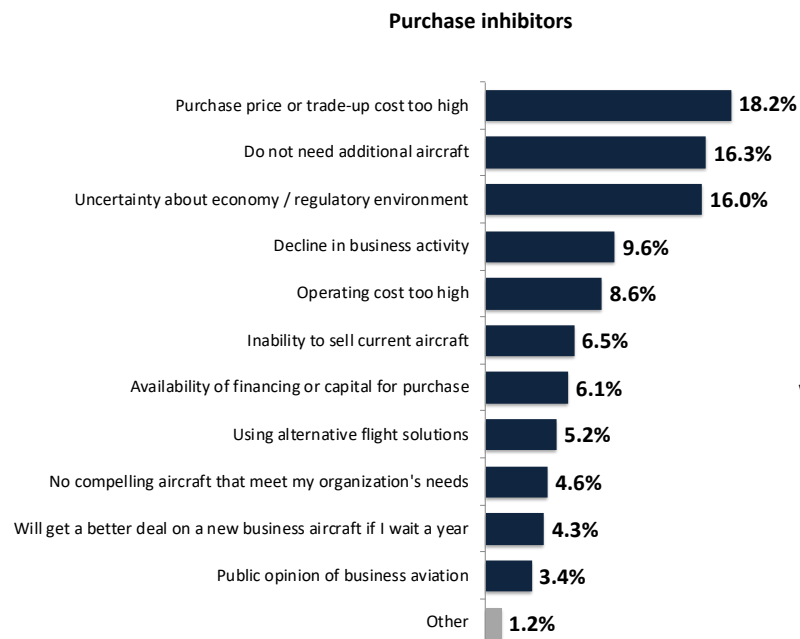
## Inhibitors – Weighted Average

Q2 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**



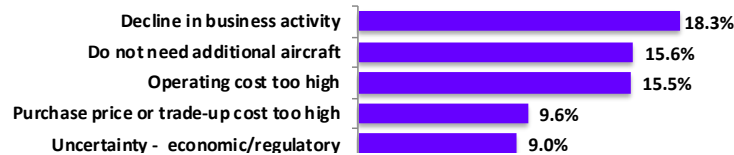
# Aircraft Purchase Inhibitors

## Top 5 Inhibitors – Weighted Average

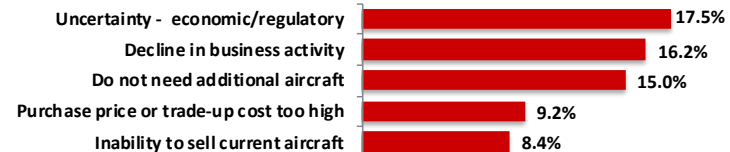
Q2 2020 Survey

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

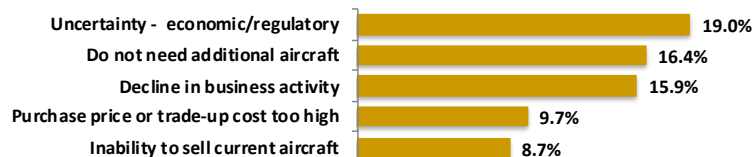
### Turboprop Operators



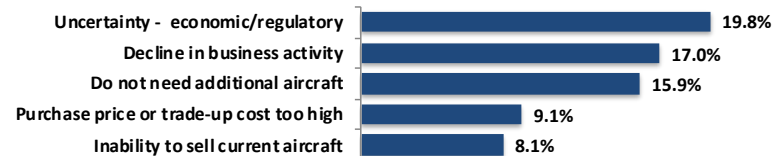
### Small Jet Operators



### Medium Jet Operators



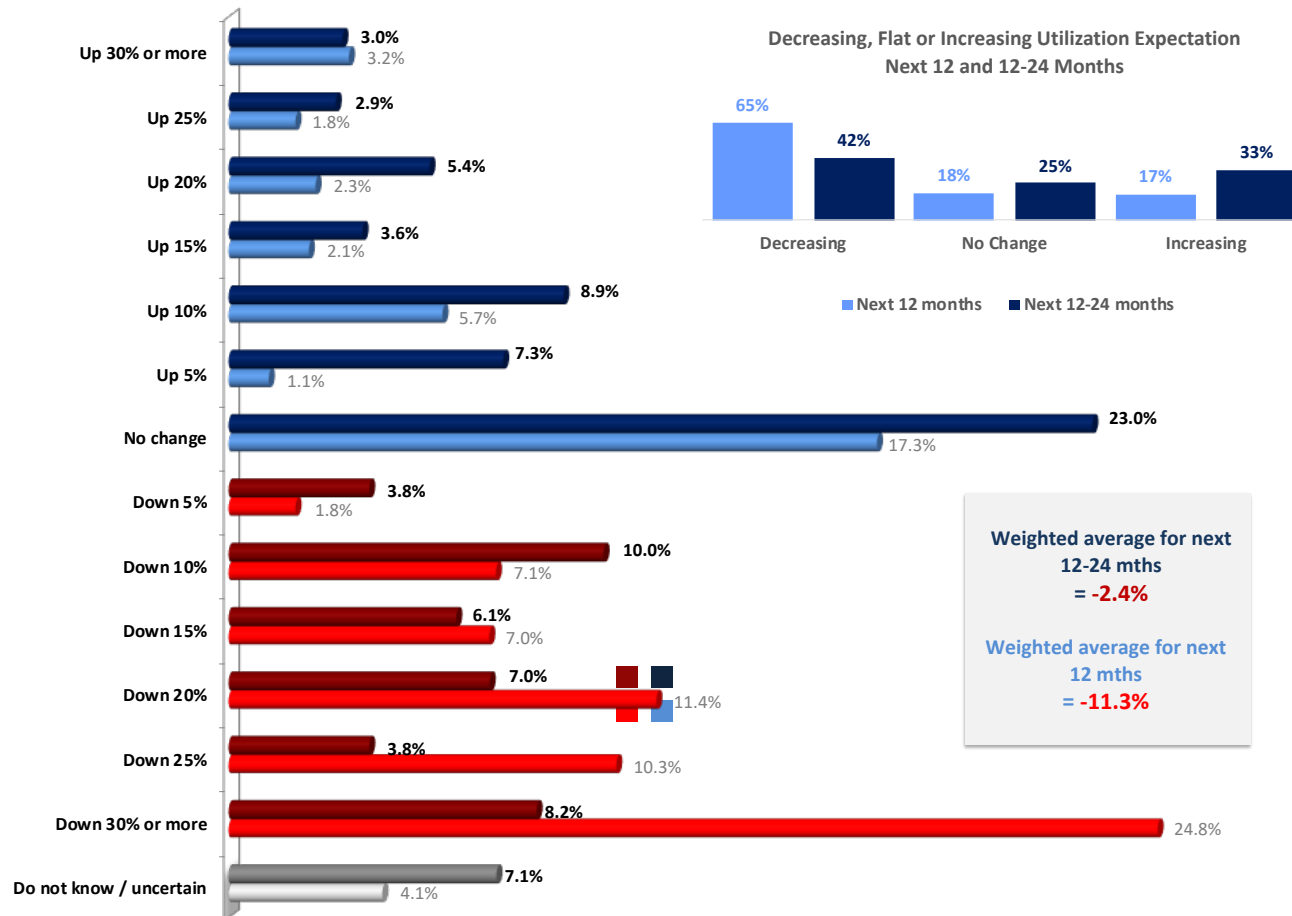
### Large Jet Operators



# Aircraft Utilization

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

Q2 2020 Survey

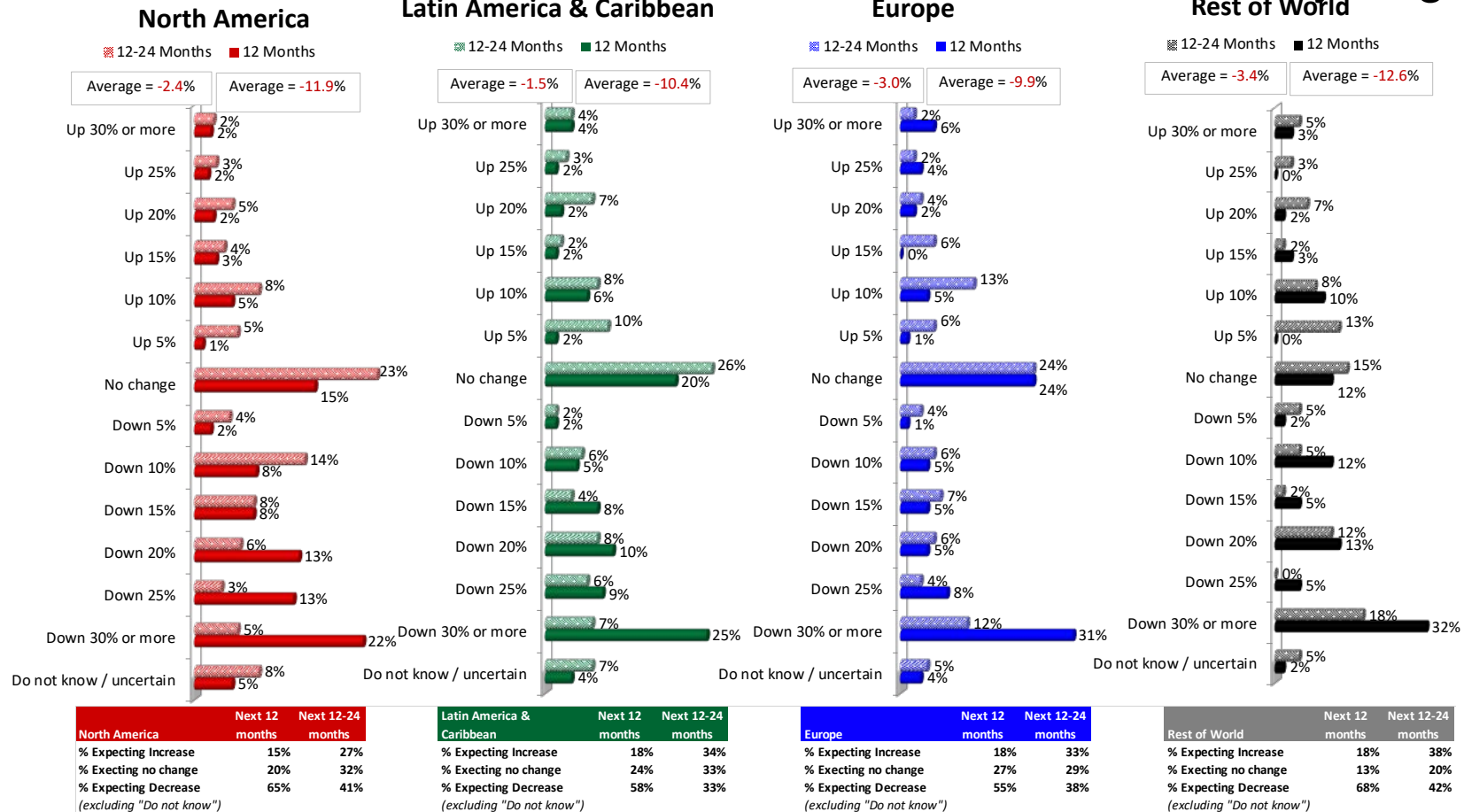


**Respondents expect to fly 11.3% less hours in the next 12 months vs. prior 12 months and 2.4% less in the next 12-24 months**

## Aircraft Utilization

Q2 2020 Survey

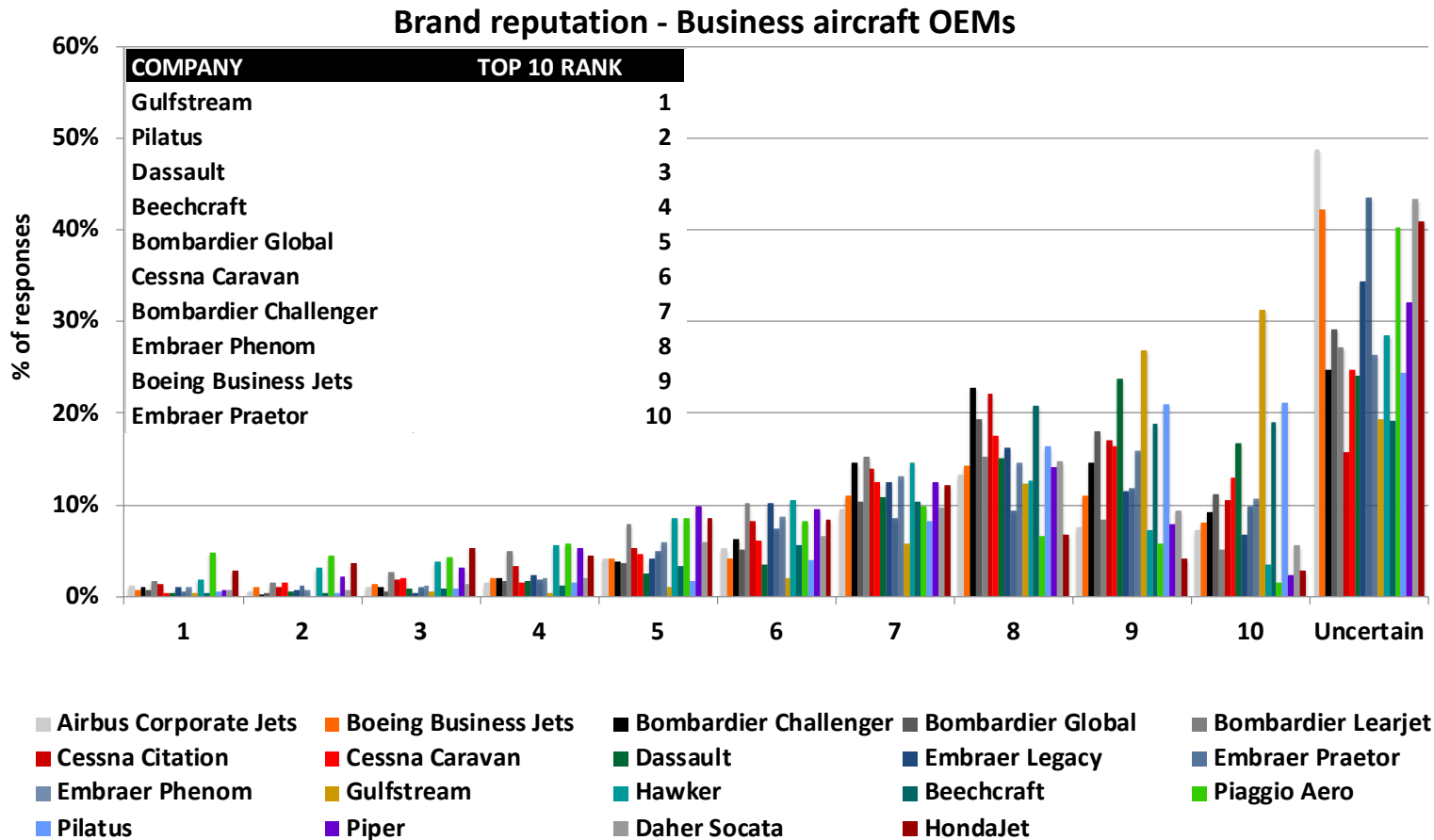
### Next 12 Months and 12-24 Months Versus Prior 12 Months by Region



Europe is slightly more optimistic about the next 12 months, but still with a decline of 9.9%; Latin America & Caribbean region is least pessimistic over 12-24 months

# Brand Reputations

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

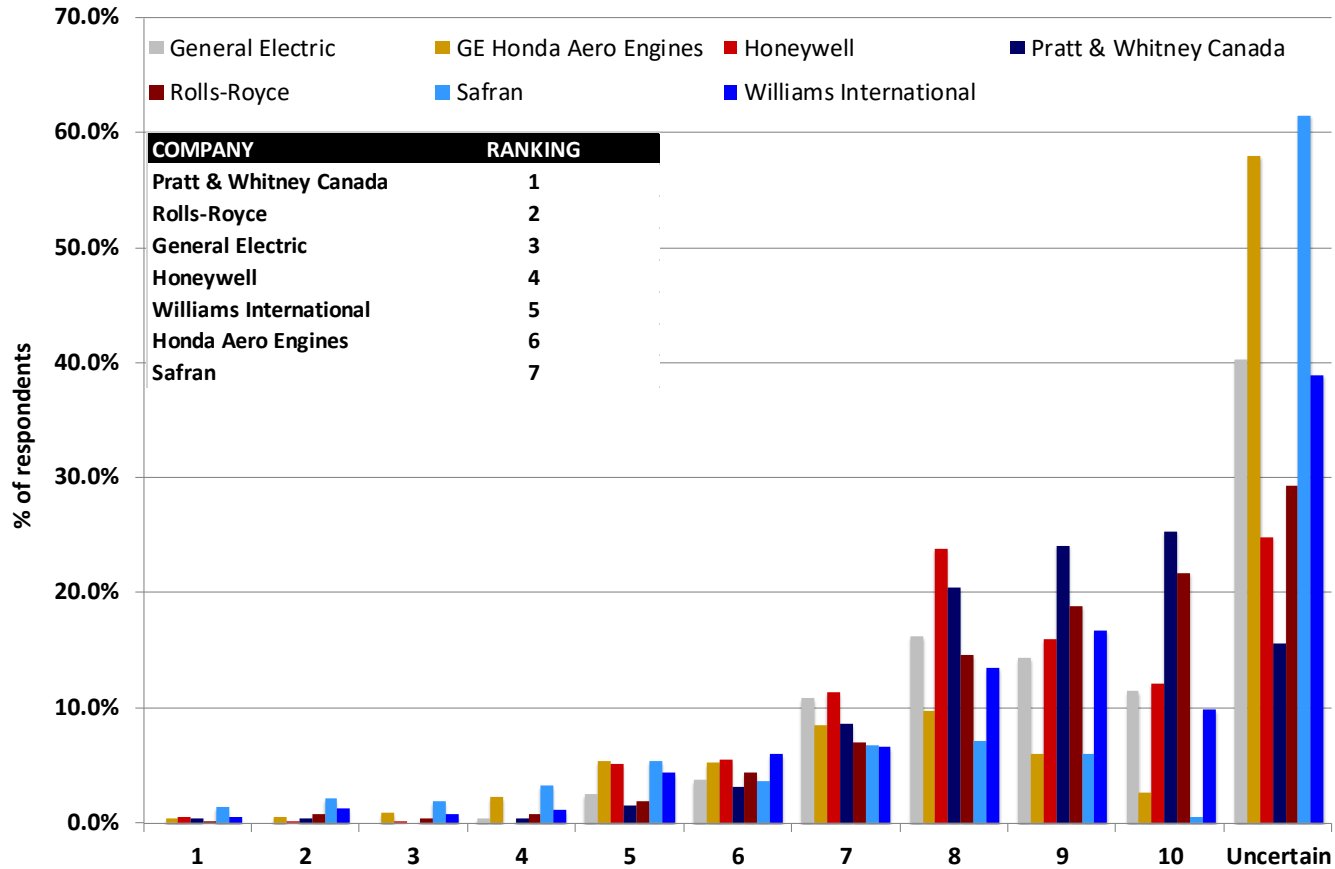


**Gulfstream, Pilatus and Dassault are the top-rated business aircraft brands**

Q2 2020 Survey

# Brand Reputations

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

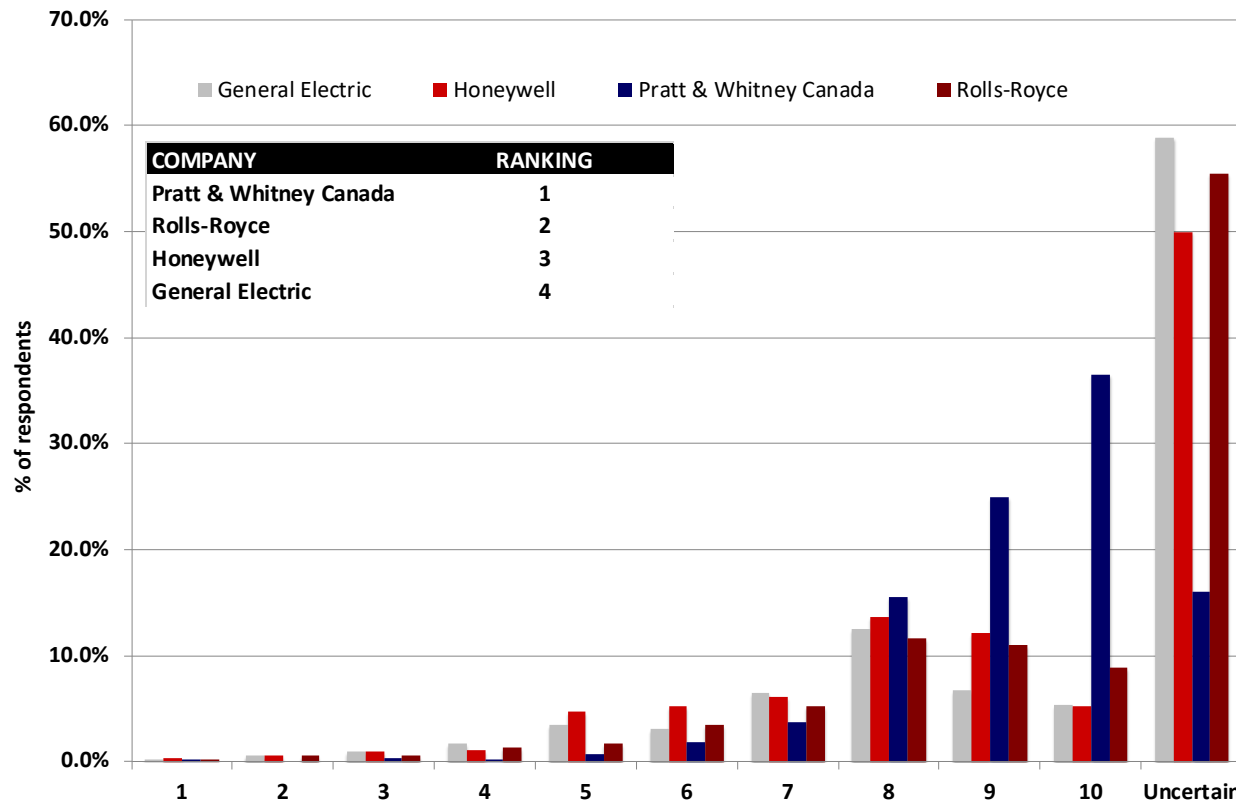


**Pratt & Whitney Canada, Rolls-Royce, and General Electric are the top-rated jet engine manufacturer brands**

Q2 2020 Survey

# Brand Reputations

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



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

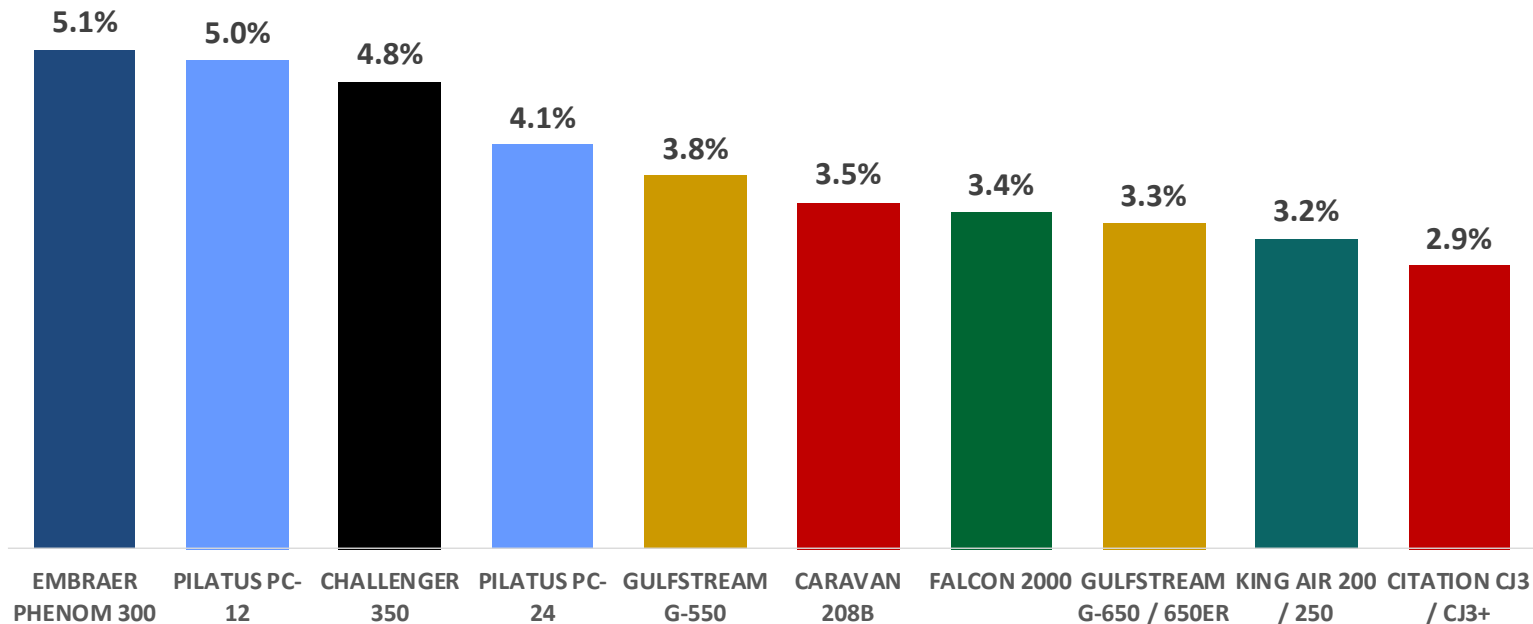
**Pratt & Whitney Canada is the highest rated turboprop engine manufacturer brand, well ahead of Rolls-Royce, Honeywell and General Electric**

# Aircraft Models for Next Purchase

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

Q3 2019 – Q2 2020 Surveys

Model most interested in for next purchase - New and Preowned  
Top 10 models: Q3 2019 - Q2 2020



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

# Aircraft Owner / Operator Opinions

Q2 2020 Survey

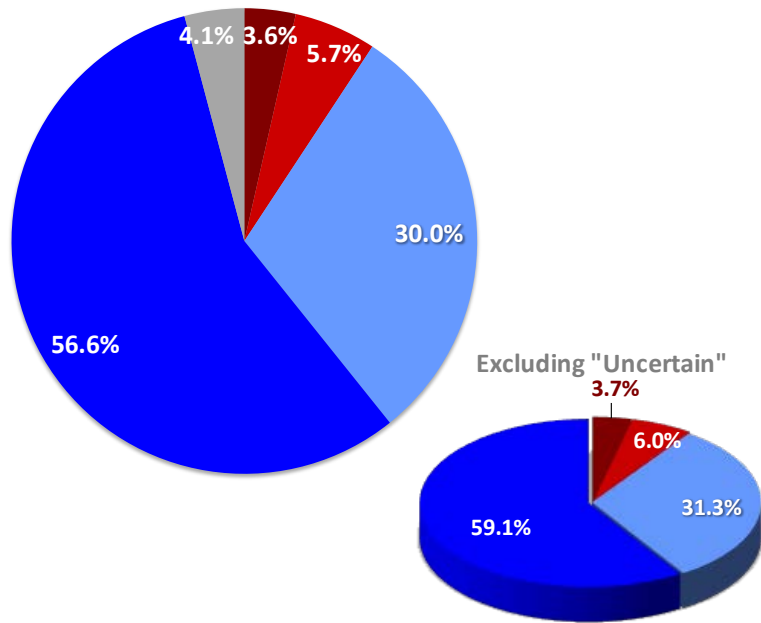
Please evaluate these statements and indicate the extent to which you agree or disagree:



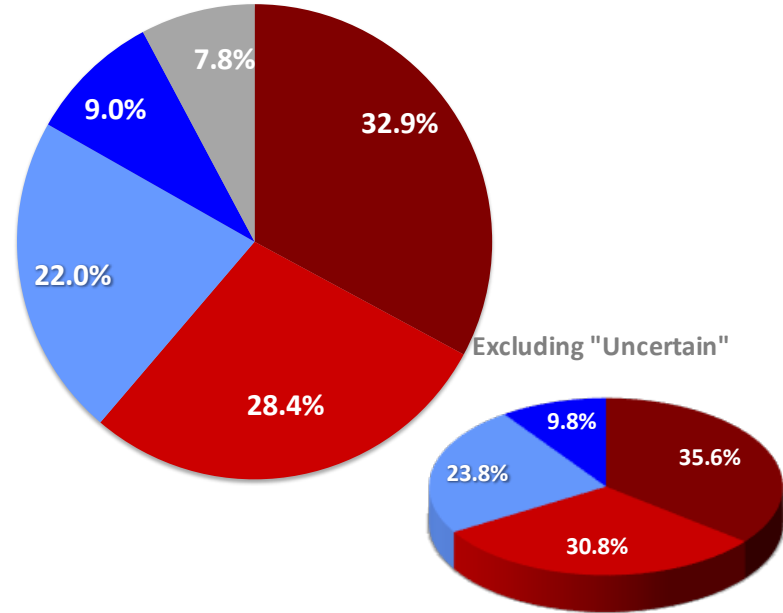
Since the beginning of 2020, COVID-19 worldwide pandemic is having a widespread impact on our personal and business lives and on our economies. Given the changes resulting from this pandemic, please evaluate the following statements and indicate the extent to which you agree or disagree.

*My / my organization's commercial airline travel policies have become much more restrictive*

*I believe that the global economy will return to pre-COVID-19 growth rates by the end of 2020*



90.3% Somewhat / Strongly Agree

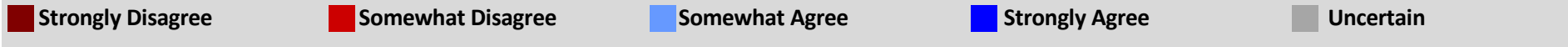


33.6% Somewhat / Strongly Agree

## Aircraft Owner / Operator Opinions

Q2 2020 Survey

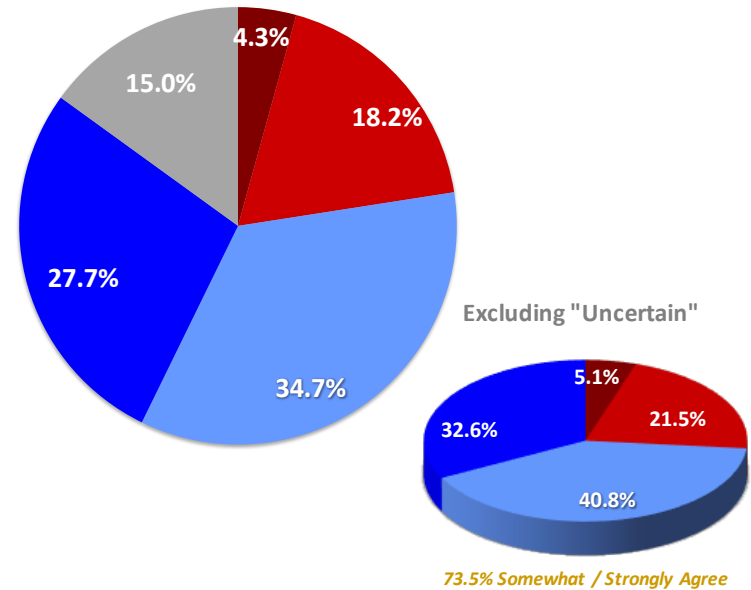
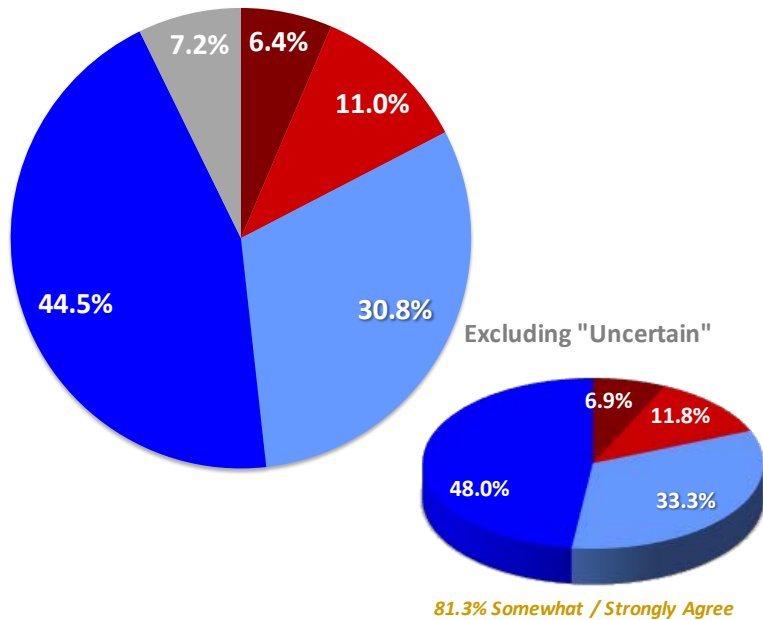
Please evaluate these statements and indicate the extent to which you agree or disagree:



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

*We expect to decrease the number of times we fly our business aircraft internationally in 2020*

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



# Aircraft Owner / Operator Opinions

Q2 2020 Survey

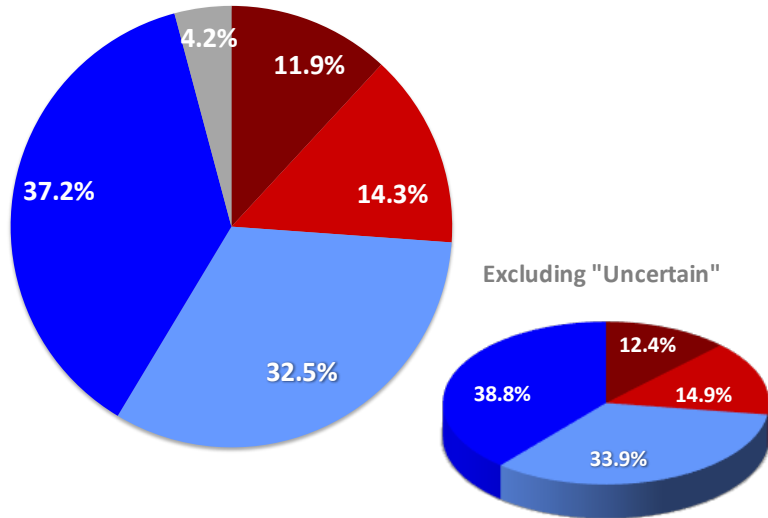
Please evaluate these statements and indicate the extent to which you agree or disagree:



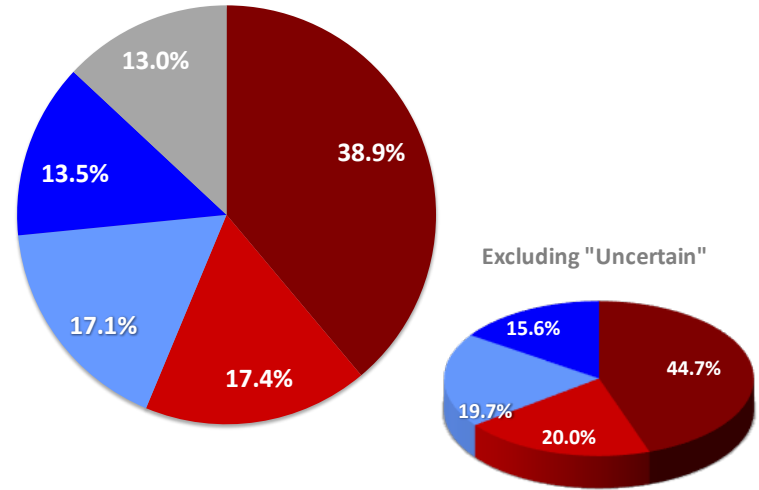
Since the beginning of 2020, COVID-19 worldwide pandemic is having a widespread impact on our personal and business lives and on our economies. Given the changes resulting from this pandemic, please evaluate the following statements and indicate the extent to which you agree or disagree.

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

*I / my organization plan to increase our use of charter flying in 2020*



72.7% Somewhat / Strongly Agree



35.3% Somewhat / Strongly Agree

# Aircraft Owner / Operator Opinions

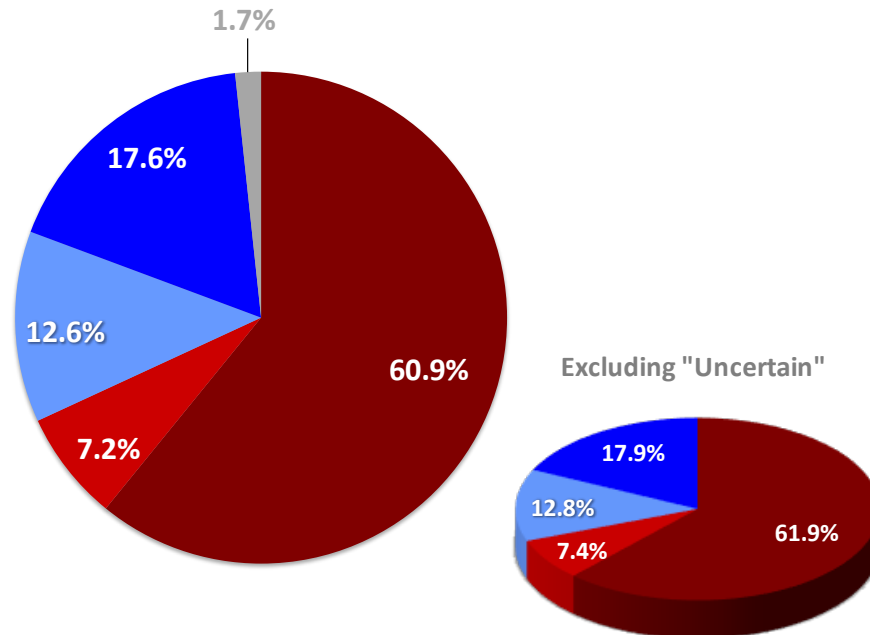
Q2 2020 Survey

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



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

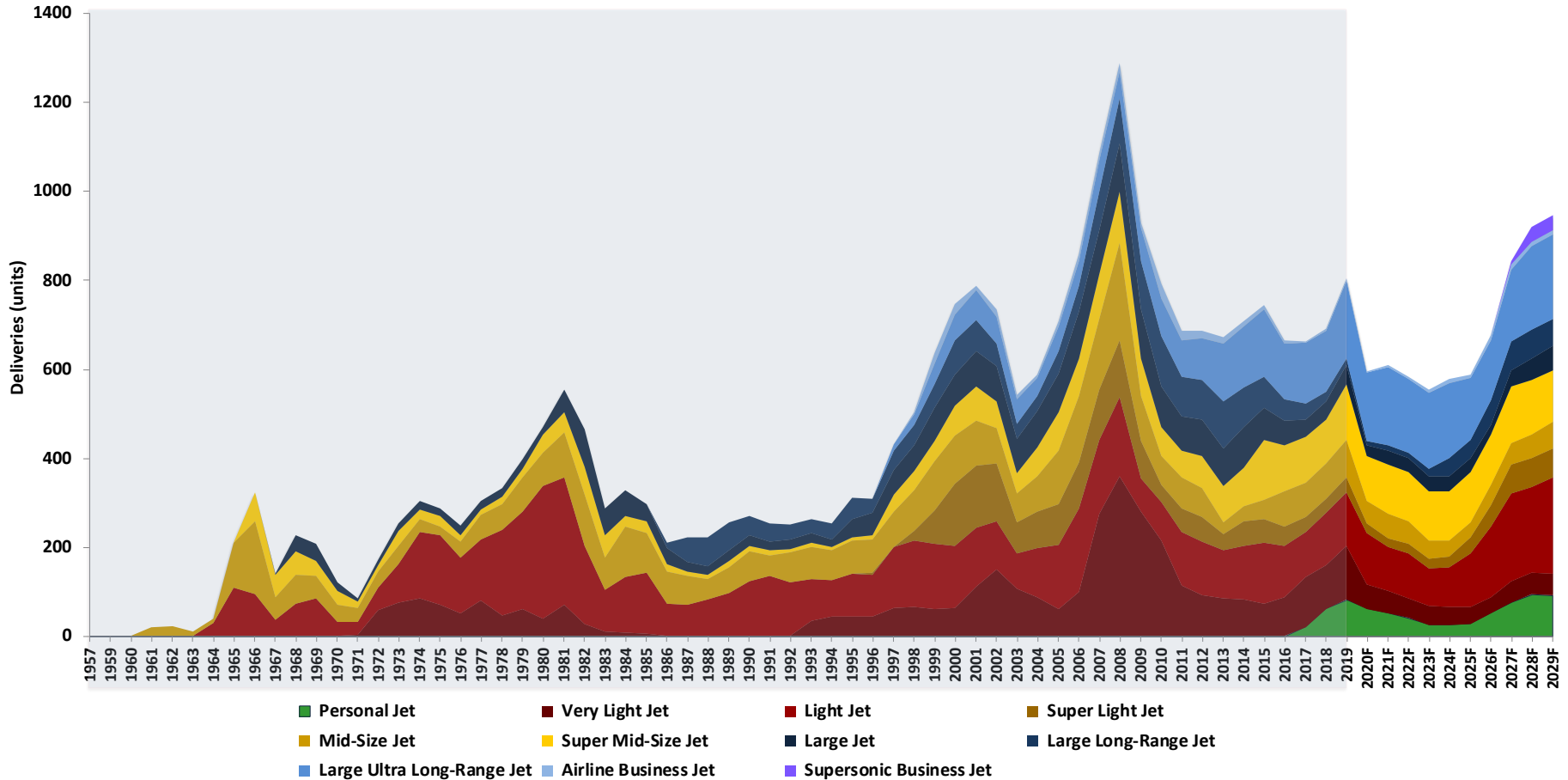
*I / we have placed one or more aircraft into storage*



30.7% Somewhat / Strongly Agree

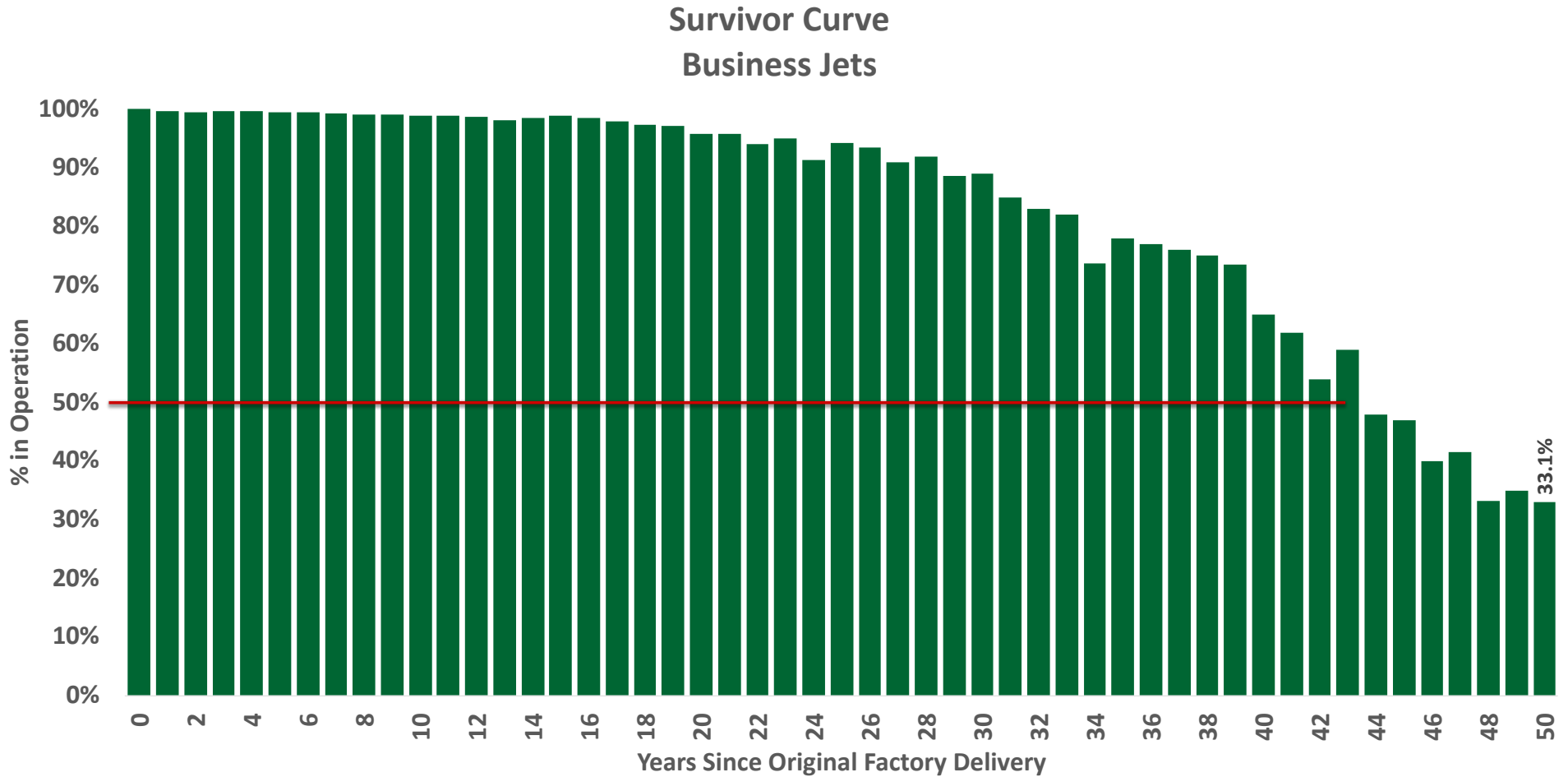
# Business Jet Delivery History & Forecast

Business jet delivery forecast by size category: Historical - 2029



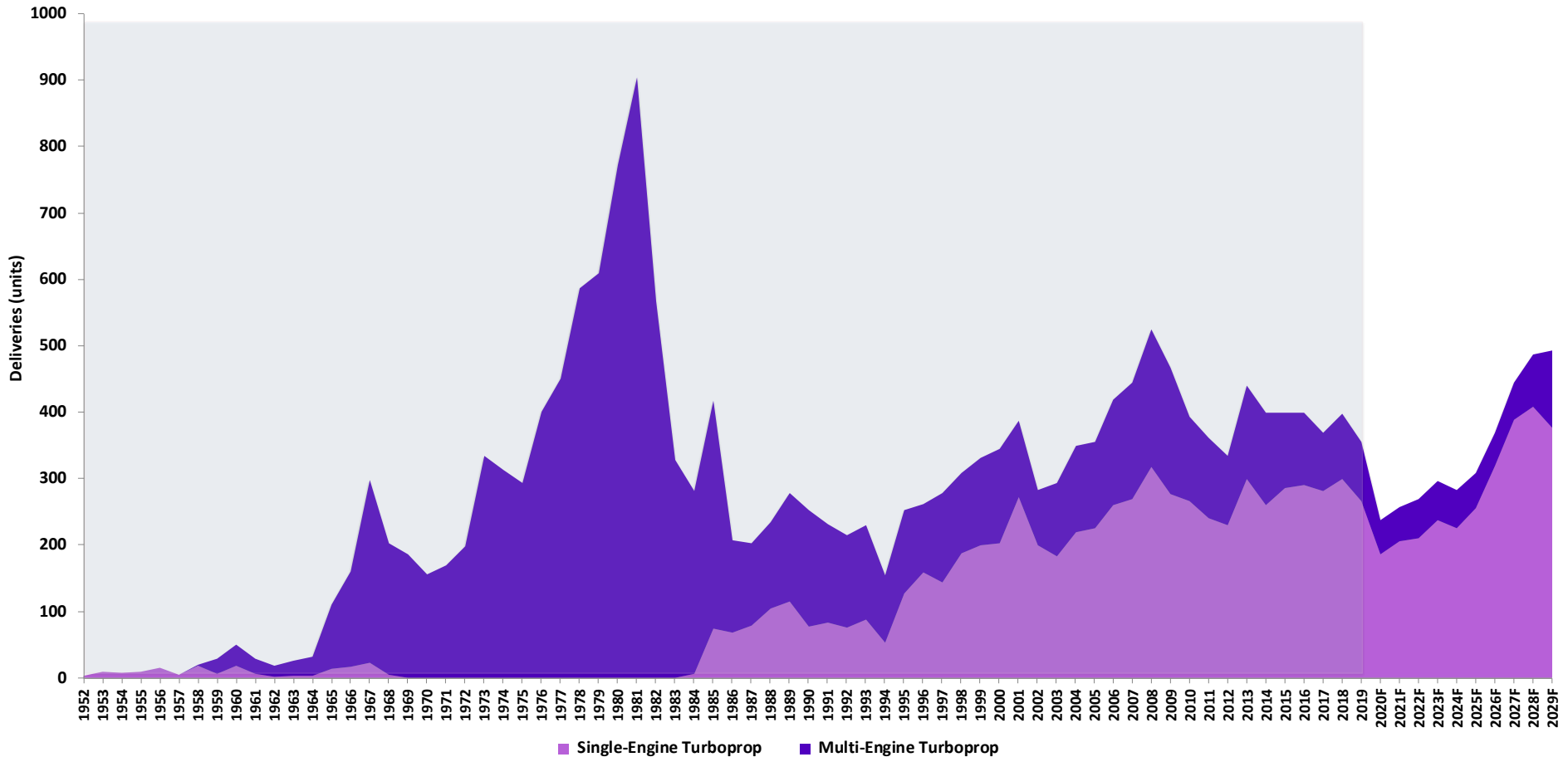
**JETNET iQ 10-year forecast for 2020-2029 is for 6,898 new business jet deliveries (including single-engine Personal Jets) valued at \$208 billion (\$U.S. 2020)**

# Business Jet Survivor Curve



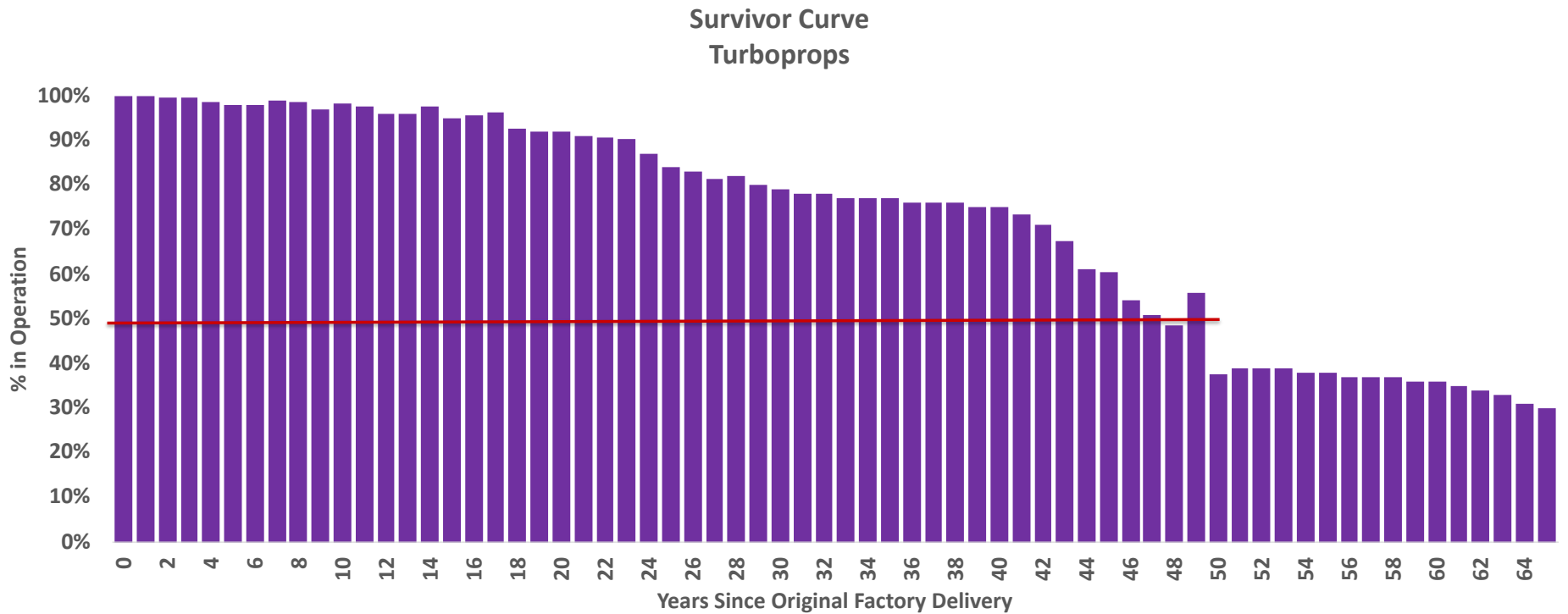
# Turboprop Delivery History & Forecast

Turboprop delivery forecast by size category: Historical - 2029



**JETNET iQ 10-year forecast for 2020-2029 is for 3,447 new turboprop deliveries valued at \$16 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](http://www.jetnetiq.com) or contact Rolland Vincent, JETNET iQ Creator / Director at 1-972-439-2069 or [rollie@jetnet.com](mailto:rollie@jetnet.com).

## About JETNET

Since 1988, JETNET has delivered the most comprehensive and reliable business aircraft research to its exclusive clientele of aviation professionals worldwide. JETNET is the ultimate source for information and intelligence on the worldwide business, commercial, and helicopter aircraft fleet and marketplace, comprised of more than 110,000 airframes. Headquartered in its state-of-the-art facility in Utica, NY, JETNET offers comprehensive user-friendly aircraft data via real-time internet access or regular updates.

For more information on JETNET LLC, please log on to [jetnet.com](http://jetnet.com) or contact Paul Cardarelli, JETNET Vice President of Sales, at 800-553-8638 (USA) or [paul@jetnet.com](mailto:paul@jetnet.com); for International inquiries, please contact Karim Derbala, JETNET Managing Director of Global Sales, at 41.0.43.243.7056 or [karim@jetnet.com](mailto:karim@jetnet.com).