

The logo for JETNET iQ, featuring the word "JETNET" in a bold, italicized, sans-serif font, followed by "iQ" in a smaller, bold, italicized, sans-serif font. The logo is set against a dark blue background with white horizontal lines.

➤➤ KNOW MORE.

# *JETNET iQ Snap! Report Q1 2017 Summary Report*

➤ BUSINESS AVIATION MARKET INTELLIGENCE ➤ REPORTS ➤ SUMMITS ➤ CONSULTING

**Prepared for:**  
**JETNET iQ Global Business Aviation Survey Respondents**

March 31, 2017

*JETNET iQ Snap!: 1st Quarter 2017 - 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](mailto: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
  - YachtSpot
  - 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**

# JETNET

The World Leader in Aviation Market Intelligence

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- videos



- Evolution Marketplace >
- Evolution Aerodex >
- Marketplace Manager >
- YachtSpot >
- JETNET iQ >
- JETNET Global >



>> Know More.

# JETNET iQ

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

# JETNET iQ Surveys

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

JETNET iQ GLOBAL BUSINESS AVIATION SURVEY - Q2 2015 English  
WELCOME




\* Thank you for agreeing to participate in this survey sponsored by JETNET LLC, the world's leading provider of business aviation market intelligence. Your insights are critical to product and service development that will better meet your evolving needs.

**Survey responses:**

- 1) Will be strictly confidential
- 2) Will NOT be used in any way to directly market to you or your organization
- 3) Will take approximately 20-30 minutes to complete

**PASSWORD:**

For questions about this survey, please contact:



Global Business Aviation Survey

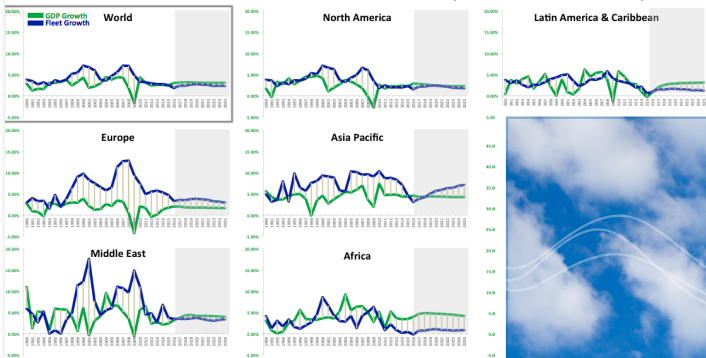
**ROLLAND VINCENT**  
JETNET iQ Creator / Director  
Phone: 1-972-439-2069 (U.S. Central Time)  
Email: rollie@jetnet.com

# JETNET iQ Reports

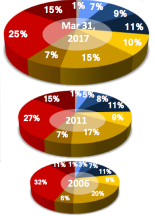
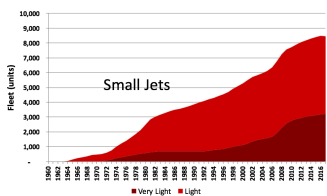


## The Economy

GDP Growth Versus Business Jet Fleet Growth (historical and forecast)



## Business Jet Fleet by Size Category



**JETNET iQ**  
 >> KNOW MORE.

**Q1 2017 Report**

> BUSINESS AVIATION MARKET INTELLIGENCE > REPORTS > SUMMITS > CONSULTING

Prepared for:  
**Master**

March 31, 2017

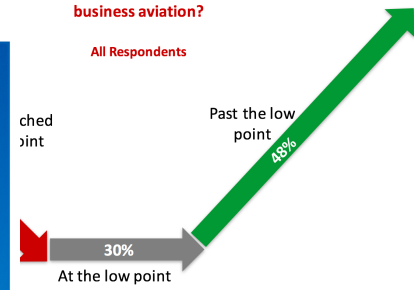
JETNET iQ REPORT: 1st Quarter 2017 - Private & Confidential



## Current Business Cycle

Where is the Business Aviation Industry In the Current Business Cycle?  
 Total Respondents – Q1 2017 Survey

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

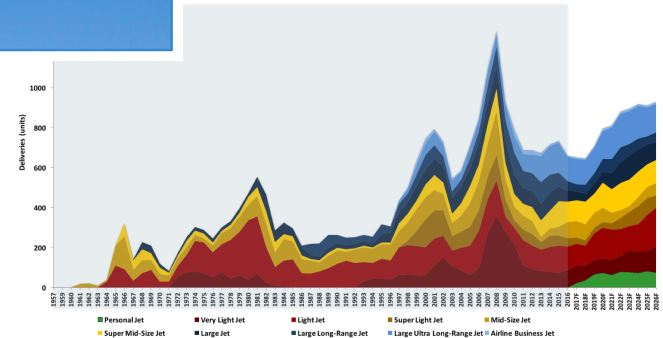


\* to rounding



## Forecast – Business Jet Delivery Units Including Personal Jets

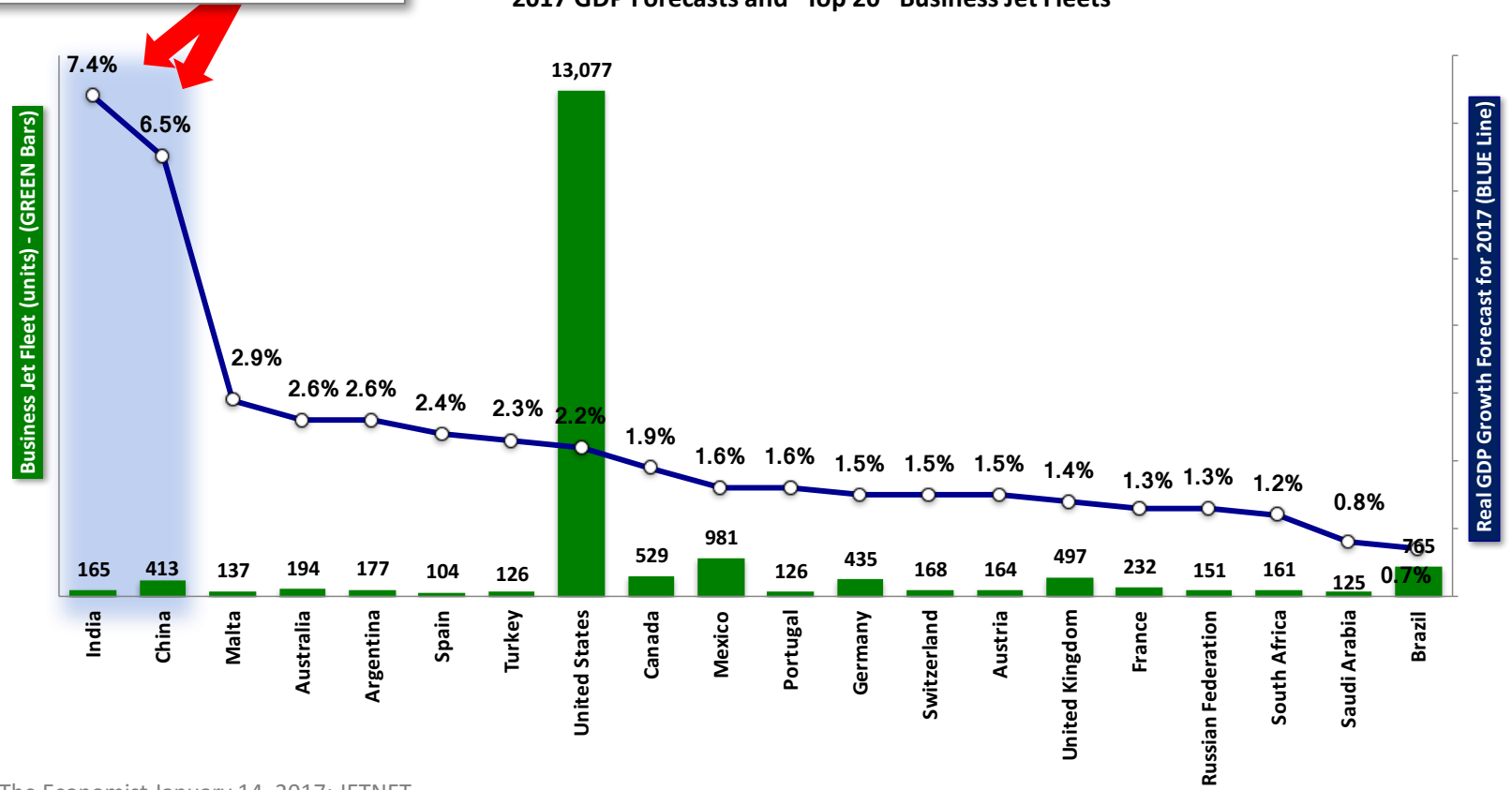
Business jet delivery forecast by size category: Historical - 2026



# The Economy

Key markets with 3%+ forecasted 2017 GDP growth represent just 2.7% of the world business jet fleet

2017 GDP Forecasts and "Top 20" Business Jet Fleets



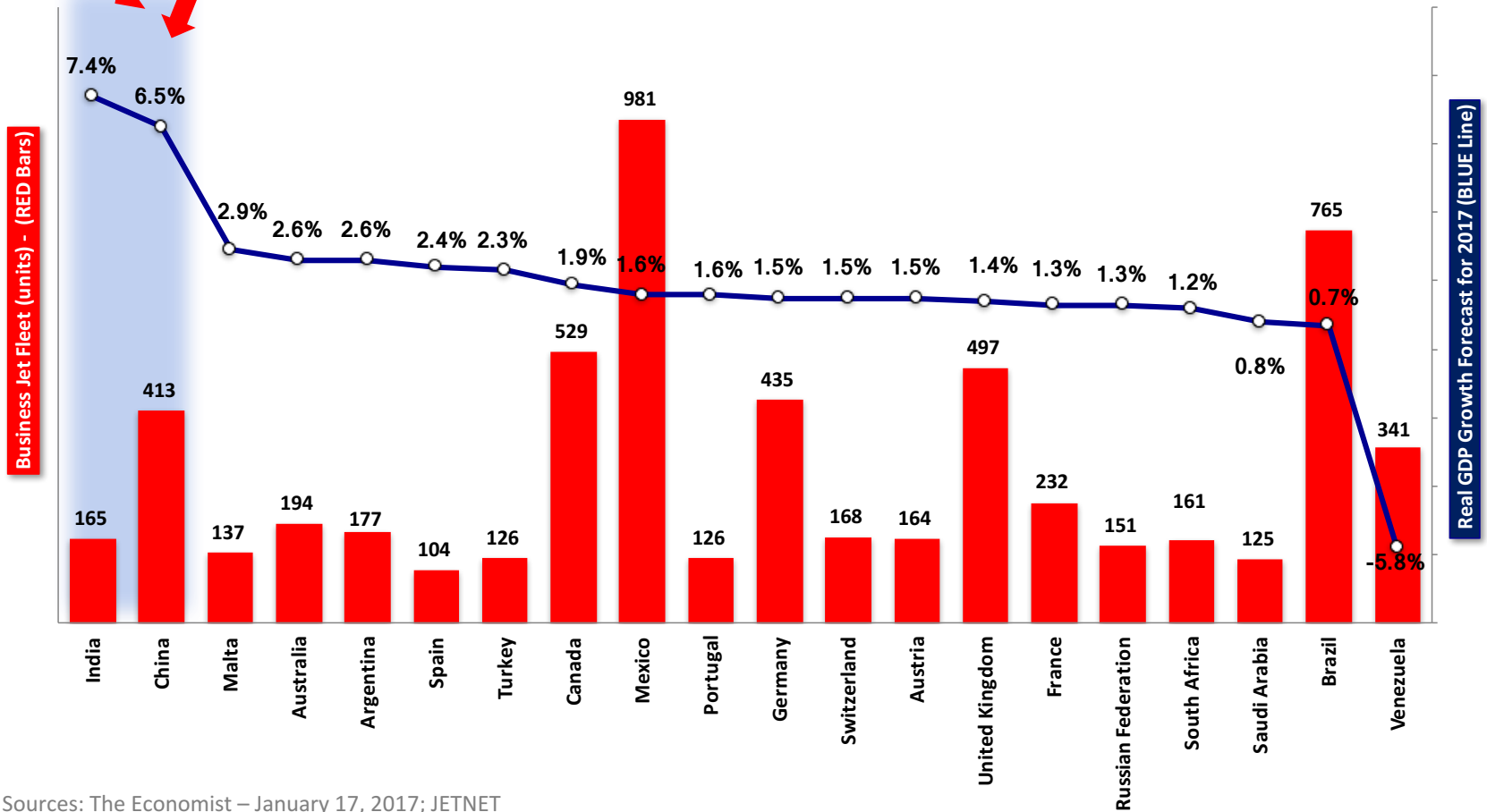
Sources: The Economist January 14, 2017; JETNET

The U.S. economy is expected to grow by 2.2% in 2017

# The Economy

Key markets with 3%+ forecasted 2017 GDP growth (excluding the U.S.) represent just 2.7% of the world business jet fleet

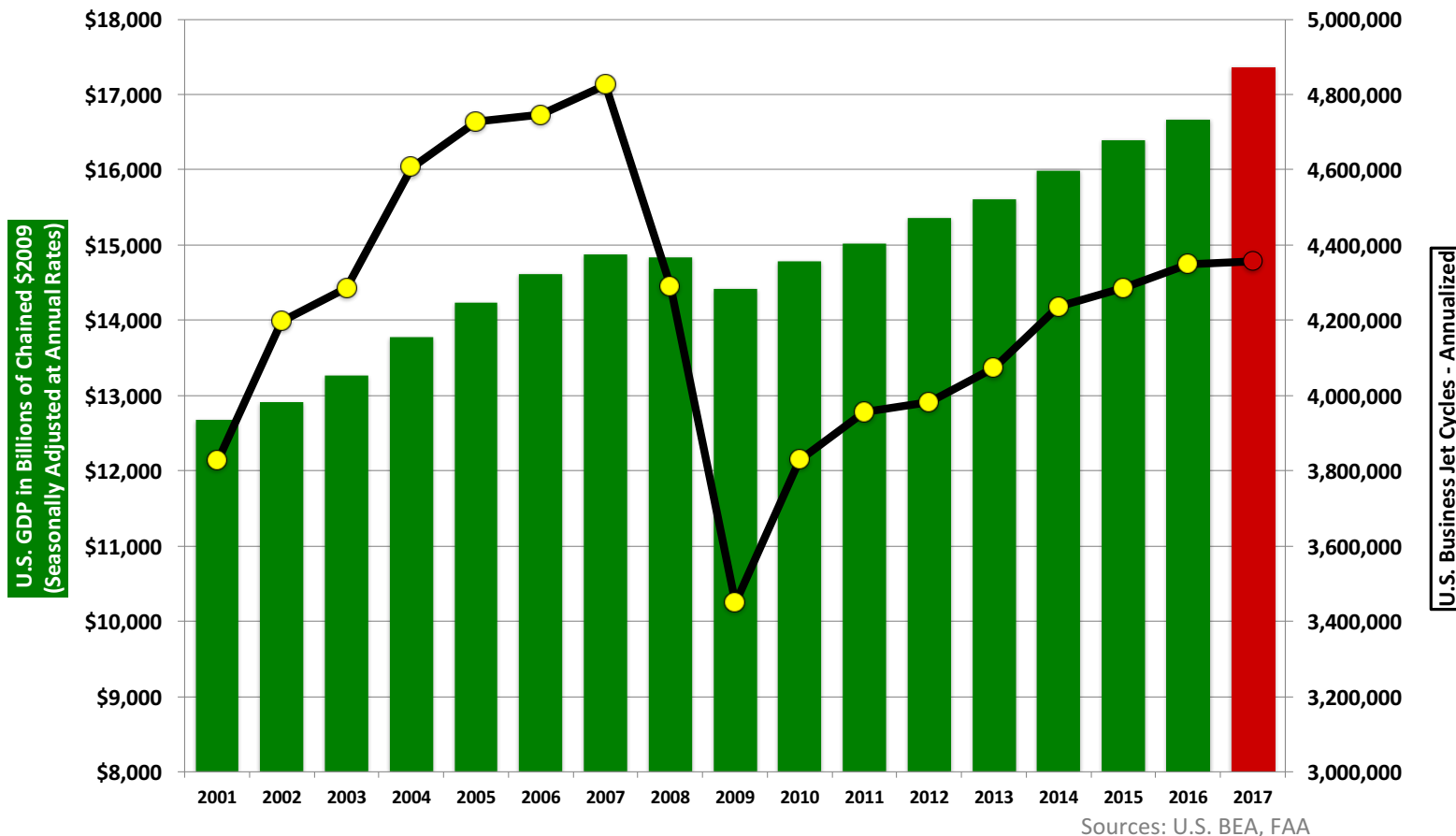
**2017 GDP Forecasts and "Top 20" Business Jet Fleets (excluding the United States)**



Sources: The Economist – January 17, 2017; JETNET

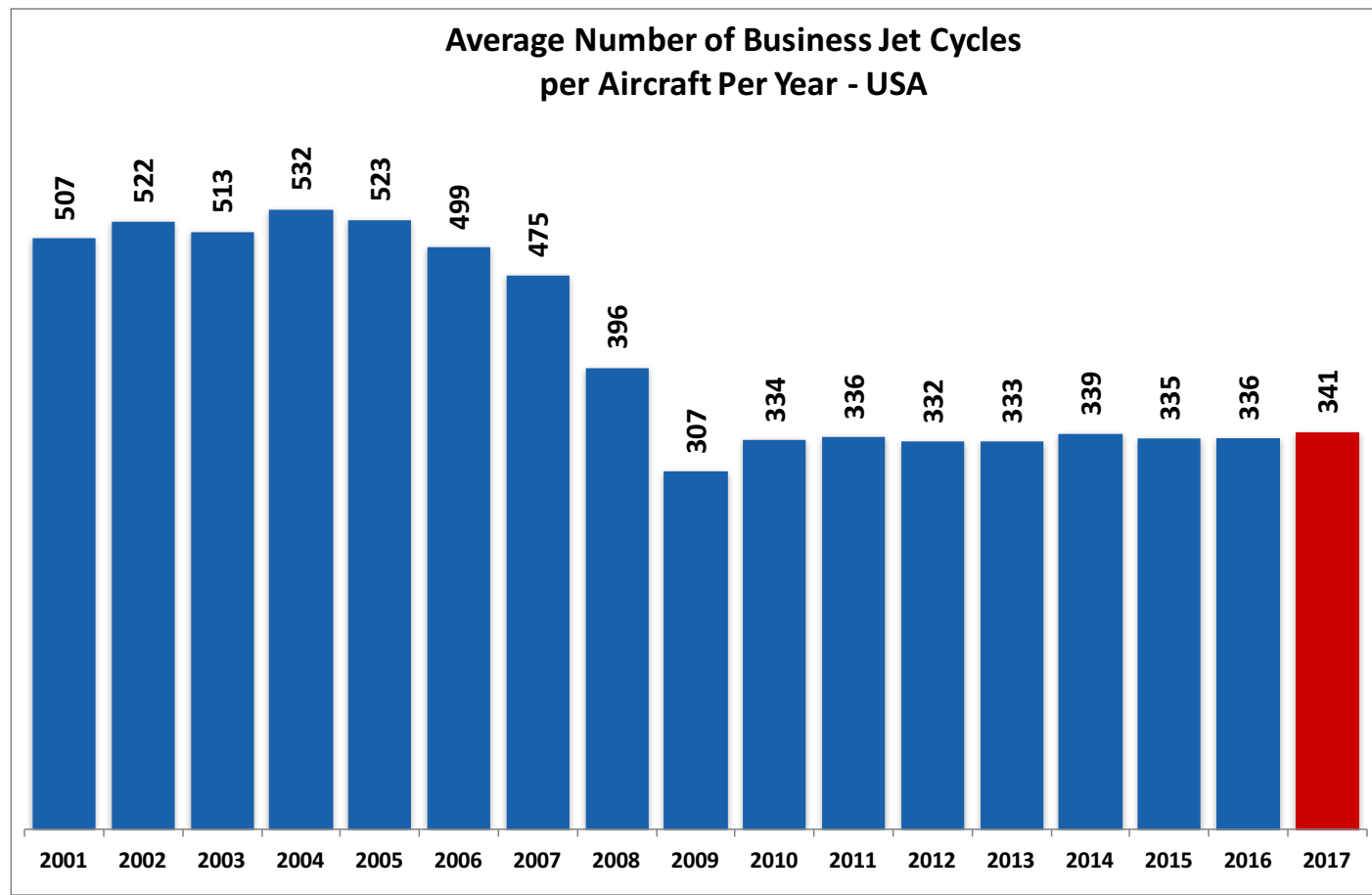
# The Economy

## U.S. GDP and U.S. Business Jet Cycles



U.S. business jet cycles have steadily increased but remain below 2004-2007 levels

# The Economy

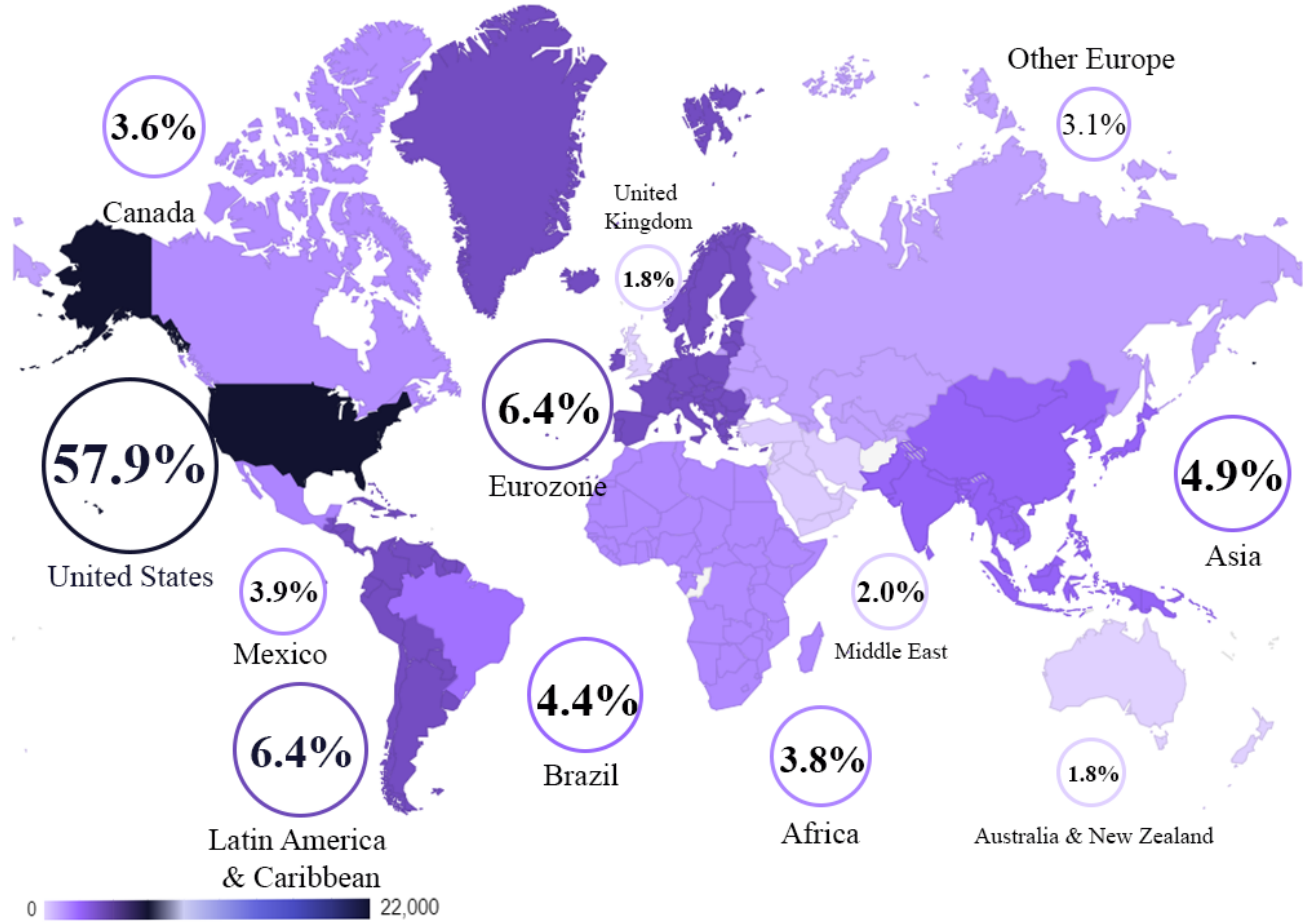


Sources: U.S. FAA, JETNET

Cycles per U.S.-based business jet are well below pre-financial crisis levels

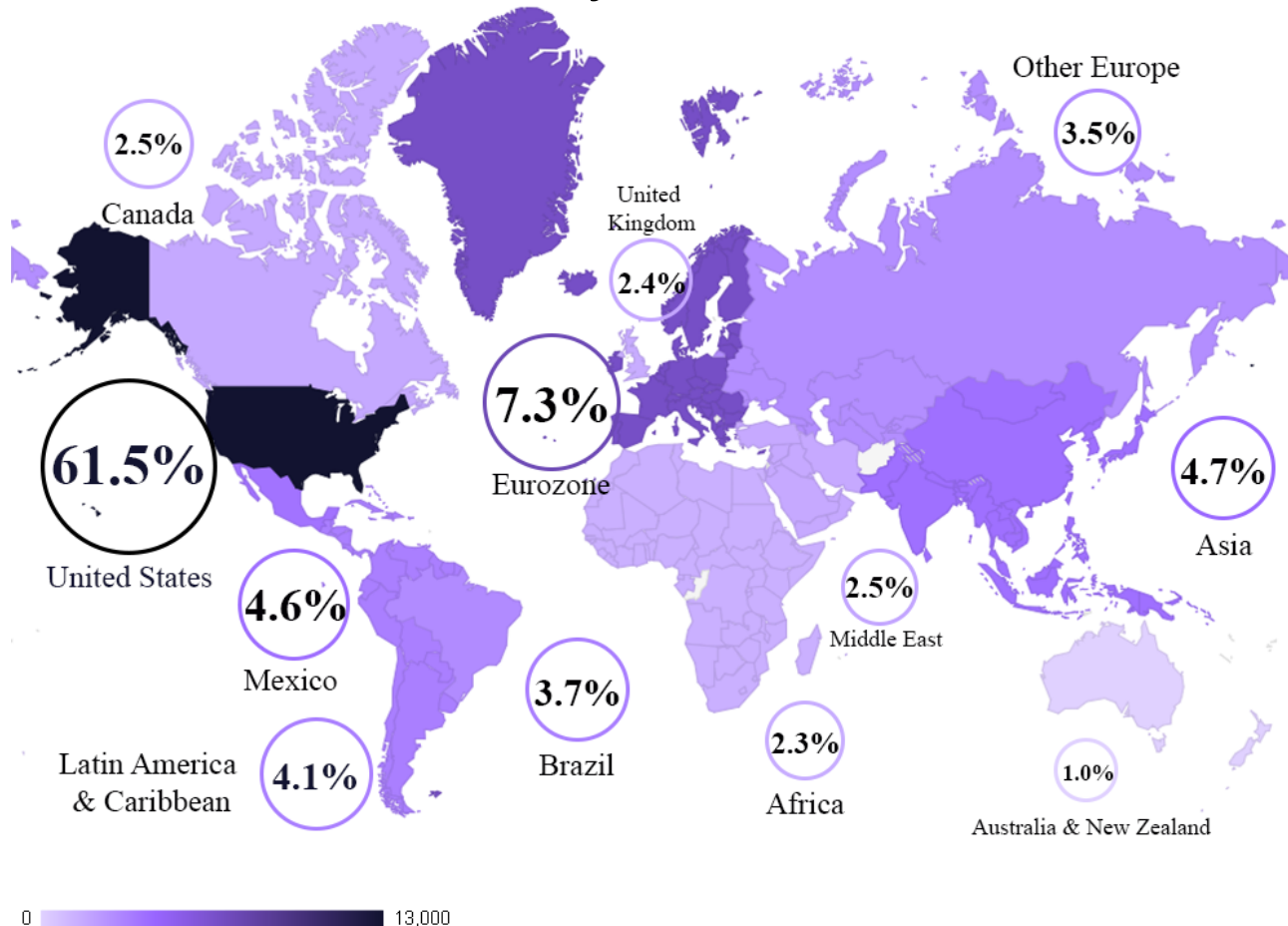
# Business Aircraft Fleet by Region

Share of Business Aircraft Fleet by Region  
As of Q4 2017



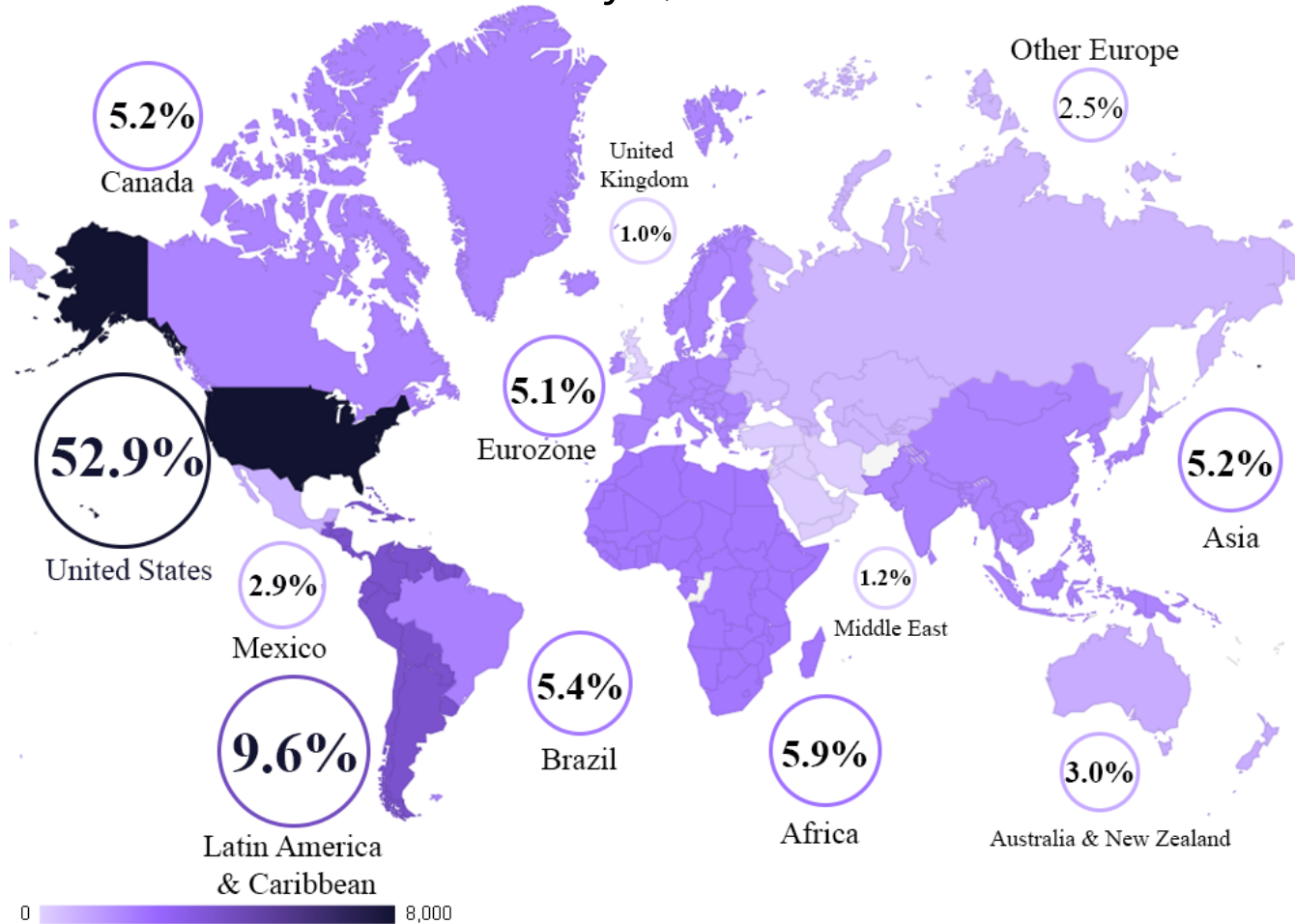
# Business Jet Fleet by Region

Share of Business Jet Fleet by Region  
As of Q4 2016



# Turboprop Fleet by Region

Share of Turboprop Fleet by Region  
As of Q4 2016



# Business Jet Fleet by Manufacturer

<b>NORTH AMERICA OEM</b>	<b>Fleet as of Mar 31, 2017</b>
Beechcraft	245
Bombardier	2,985
Cessna Citation	4,835
Dassault Falcon	1,358
Embraer	532
Gulfstream	1,812
Hawker	1,269
Other	570
<b>Total</b>	<b>13,606</b>

<b>EUROPE OEM</b>	<b>Fleet as of Mar 31, 2017</b>
Beechcraft	20
Bombardier	624
Cessna Citation	830
Dassault Falcon	459
Embraer	171
Gulfstream	208
Hawker	163
Other	88
<b>Total</b>	<b>2,563</b>

<b>FORMER SOVIET UNION OEM</b>	<b>Fleet as of Mar 31, 2017</b>
Beechcraft	-
Bombardier	70
Cessna Citation	30
Dassault Falcon	24
Embraer	26
Gulfstream	30
Hawker	39
Other	20
<b>Total</b>	<b>239</b>

<b>MIDDLE EAST OEM</b>	<b>Fleet as of Mar 31, 2017</b>
Beechcraft	3
Bombardier	117
Cessna Citation	56
Dassault Falcon	63
Embraer	44
Gulfstream	107
Hawker	62
Other	78
<b>Total</b>	<b>530</b>

<b>LATIN AMERICA &amp; CARIBBEAN OEM</b>	<b>Fleet as of Mar 31, 2017</b>
Beechcraft	65
Bombardier	663
Cessna Citation	833
Dassault Falcon	132
Embraer	223
Gulfstream	219
Hawker	319
Other	169
<b>Total</b>	<b>2,623</b>

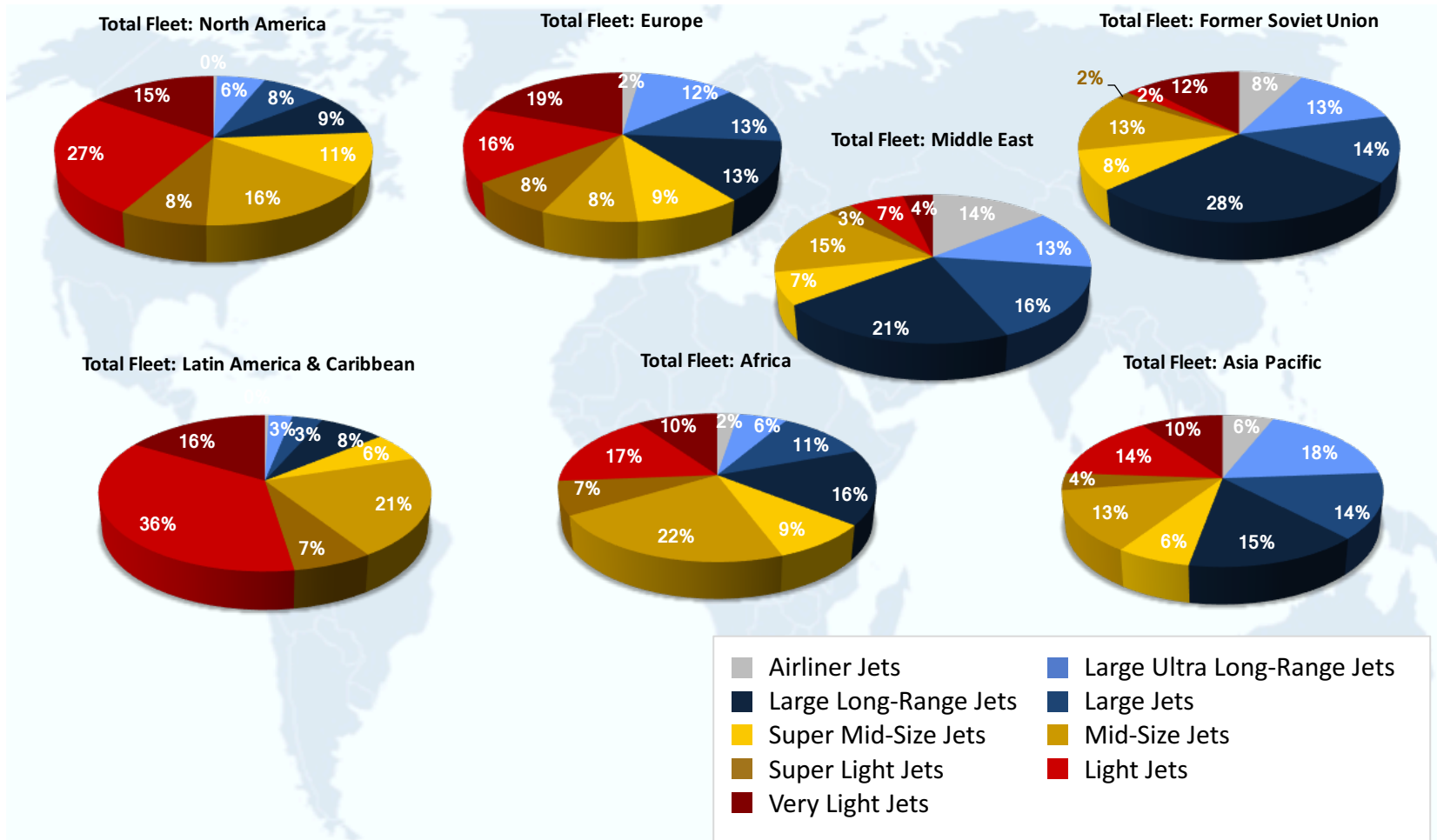
<b>AFRICA OEM</b>	<b>Fleet as of Mar 31, 2017</b>
Beechcraft	4
Bombardier	98
Cessna Citation	105
Dassault Falcon	66
Embraer	22
Gulfstream	64
Hawker	100
Other	17
<b>Total</b>	<b>476</b>

<b>ASIA PACIFIC OEM</b>	<b>Fleet as of Mar 31, 2017</b>
Beechcraft	9
Bombardier	290
Cessna Citation	231
Dassault Falcon	102
Embraer	84
Gulfstream	284
Hawker	130
Other	79
<b>Total</b>	<b>1,209</b>

**World business jet fleet was 21,246 jets on March 31, 2017**

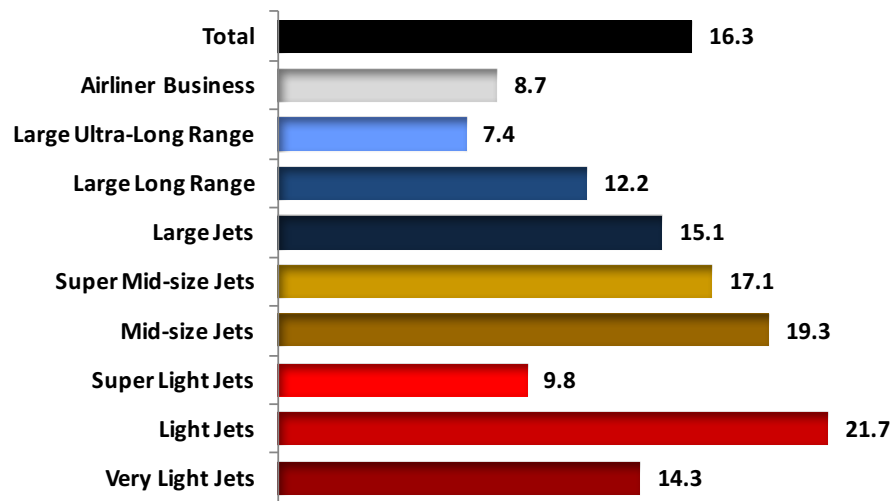
# Business Jet Fleet by Size Category

March 31, 2017

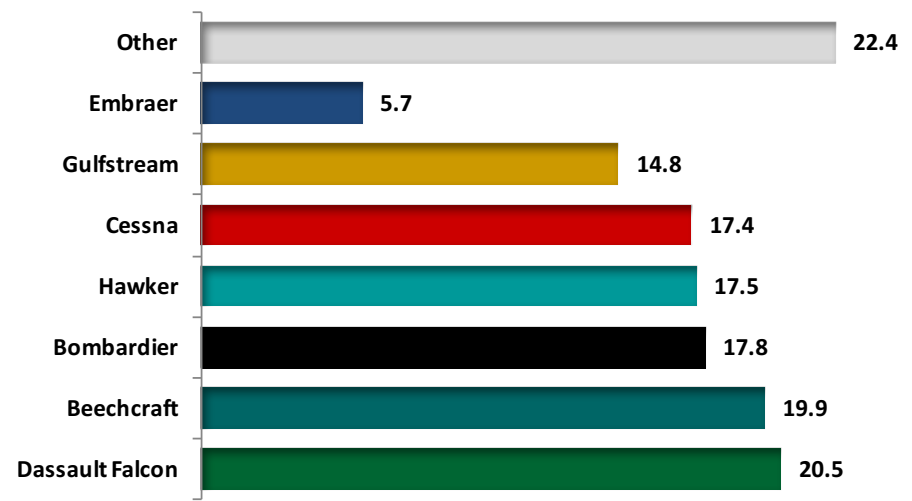


# Business Jet Fleet Age

Business aircraft average fleet age as of Mar 31, 2017

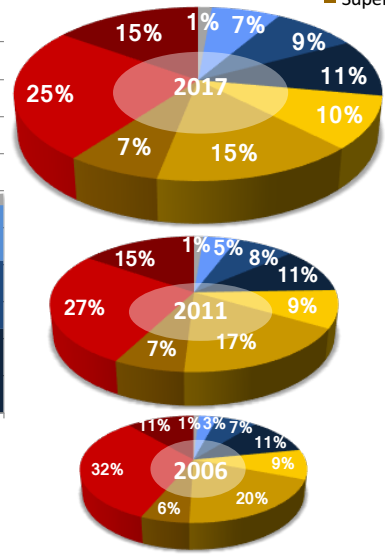
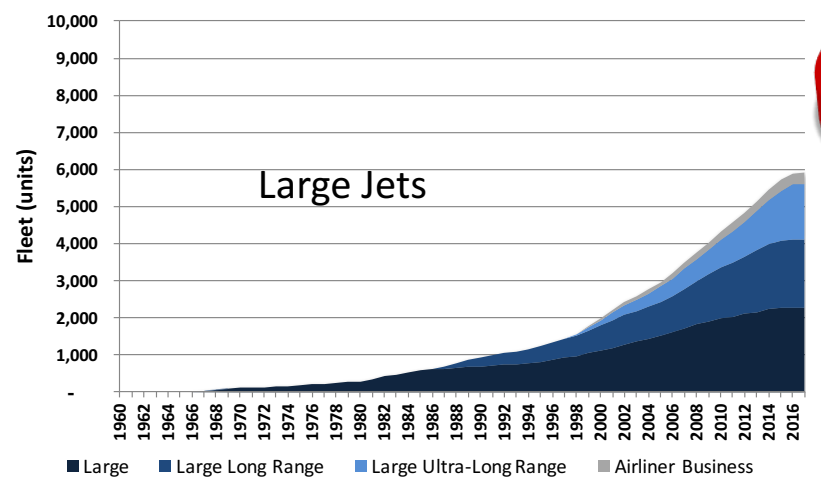
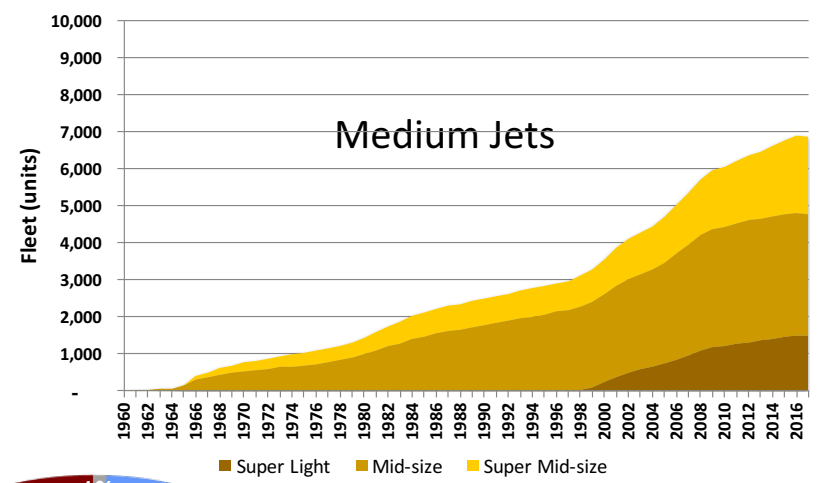
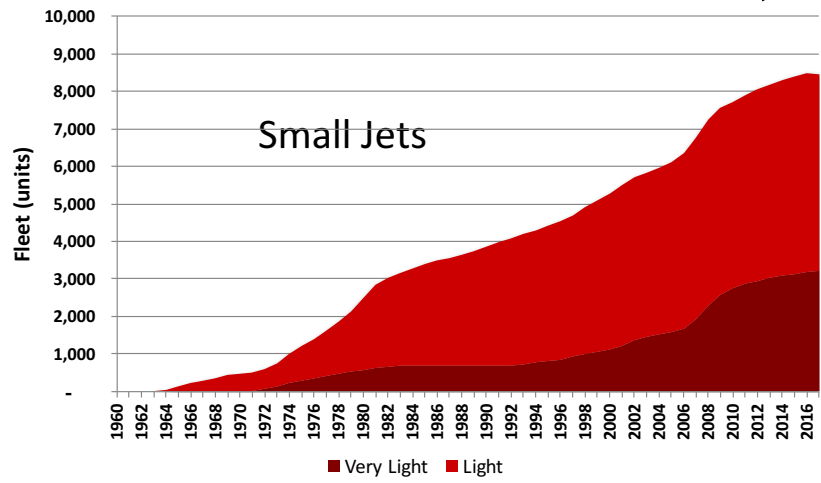


Business aircraft average fleet age as of March 31, 2017



# Business Jet Fleet by Size Category

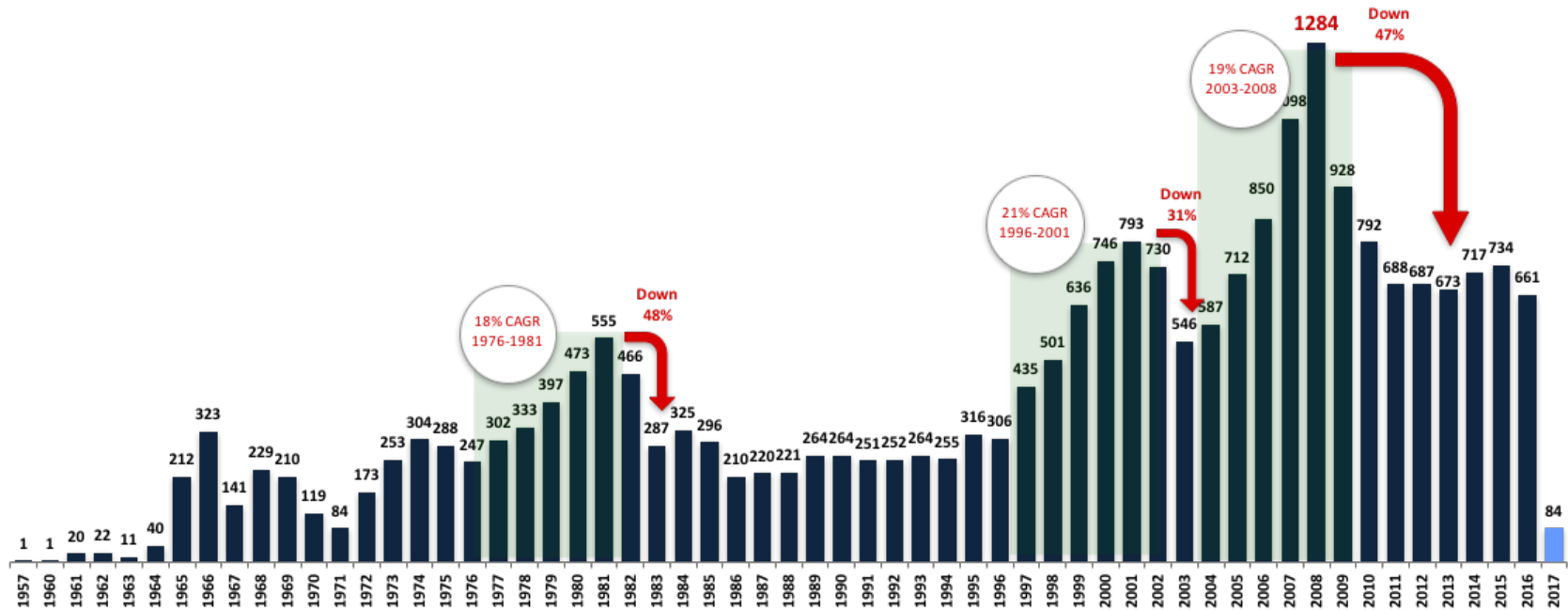
## Fleet in Years 1960 – March 31, 2017



Business Jet Fleet as of Mar 31, 2017	
By size category	
Airliner Business	301
Large Ultra-Long Range	1,499
Large Long Range	1,851
Large Jets	2,266
Super Mid-size Jets	2,087
Mid-size Jets	3,269
Super Light Jets	1,510
Light Jets	5,262
Very Light Jets	3,201
<b>Total</b>	<b>21,246</b>

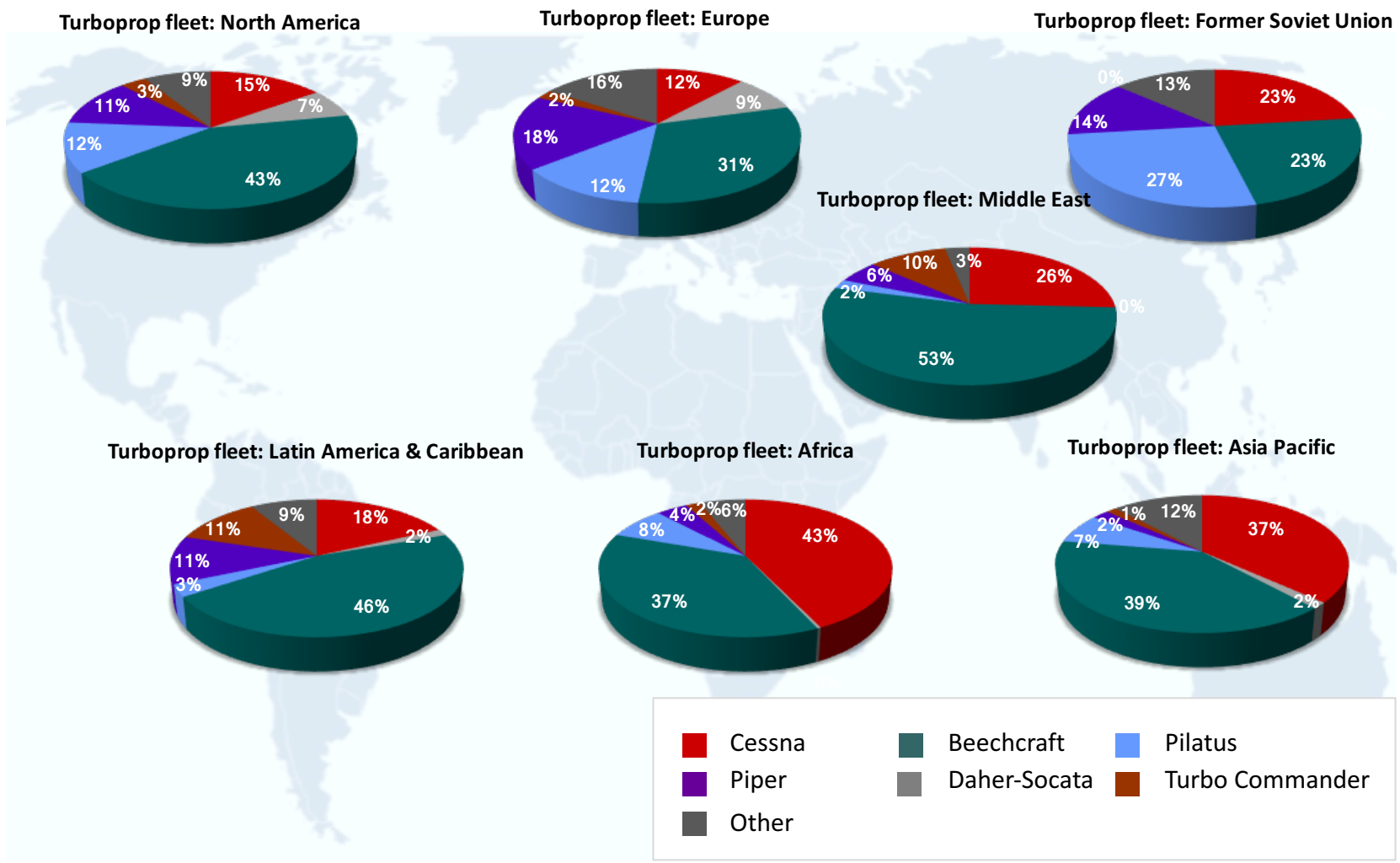
# Business Jet Deliveries (units)

Business Jet Deliveries

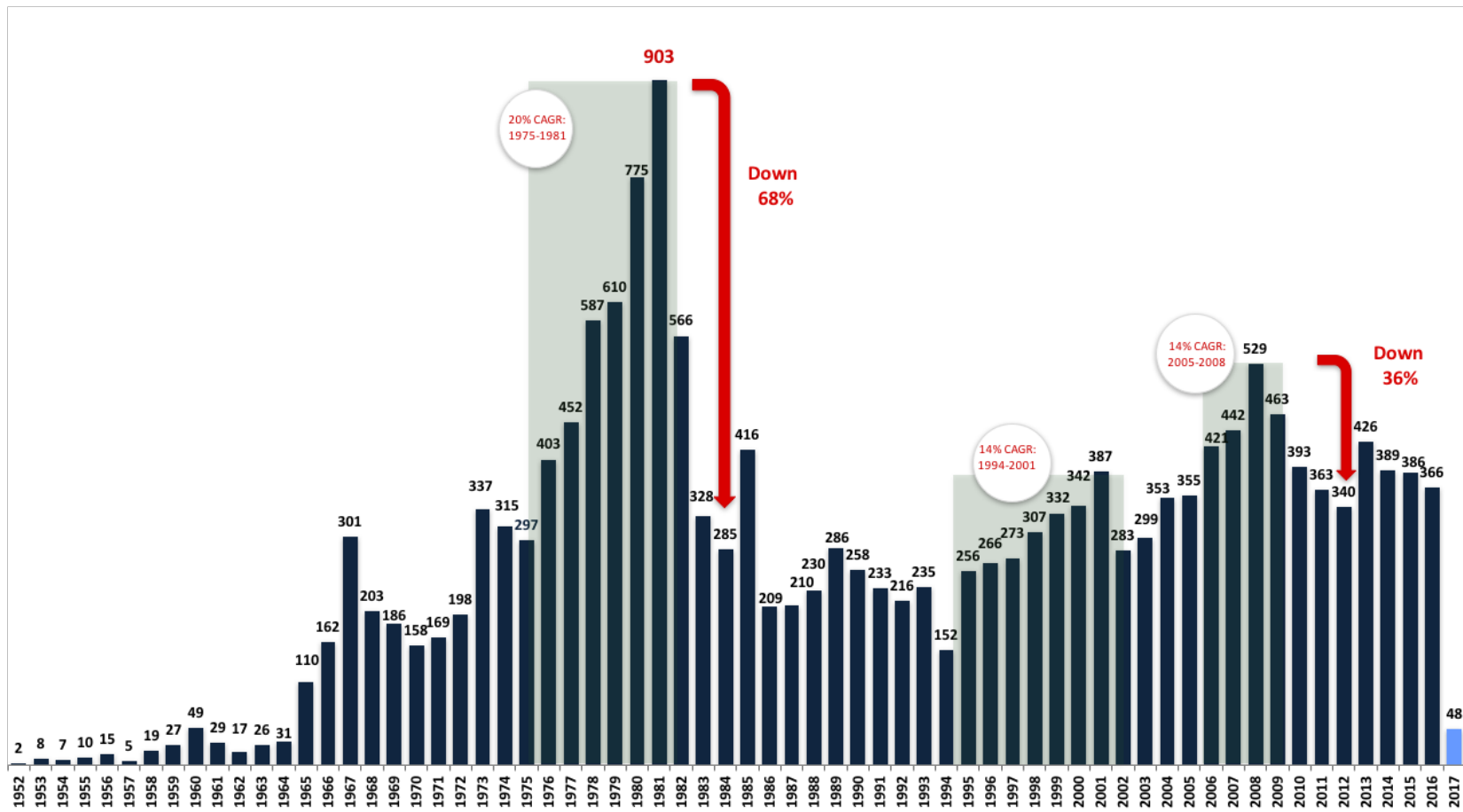


New business jet delivery units have remained relatively flat for 6 years

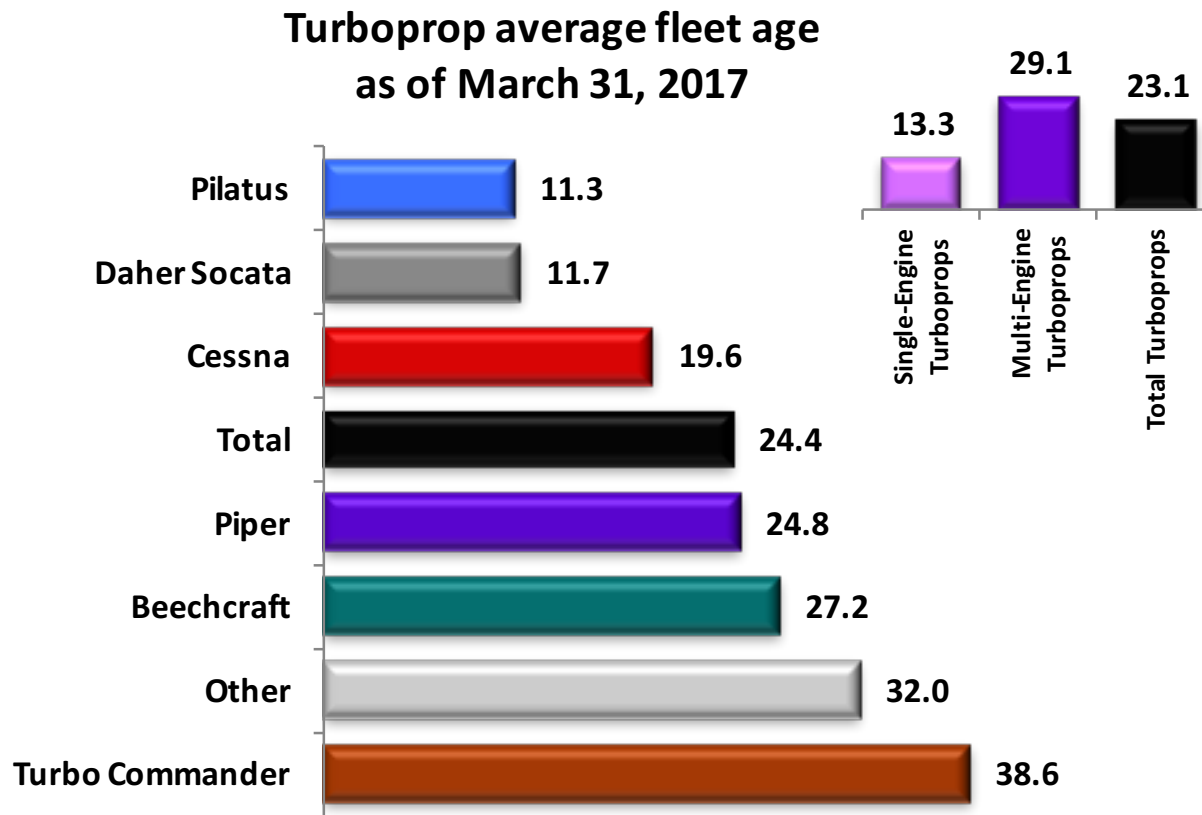
# Business Turboprop Fleet by Manufacturer



# Business Turboprop Deliveries (units)



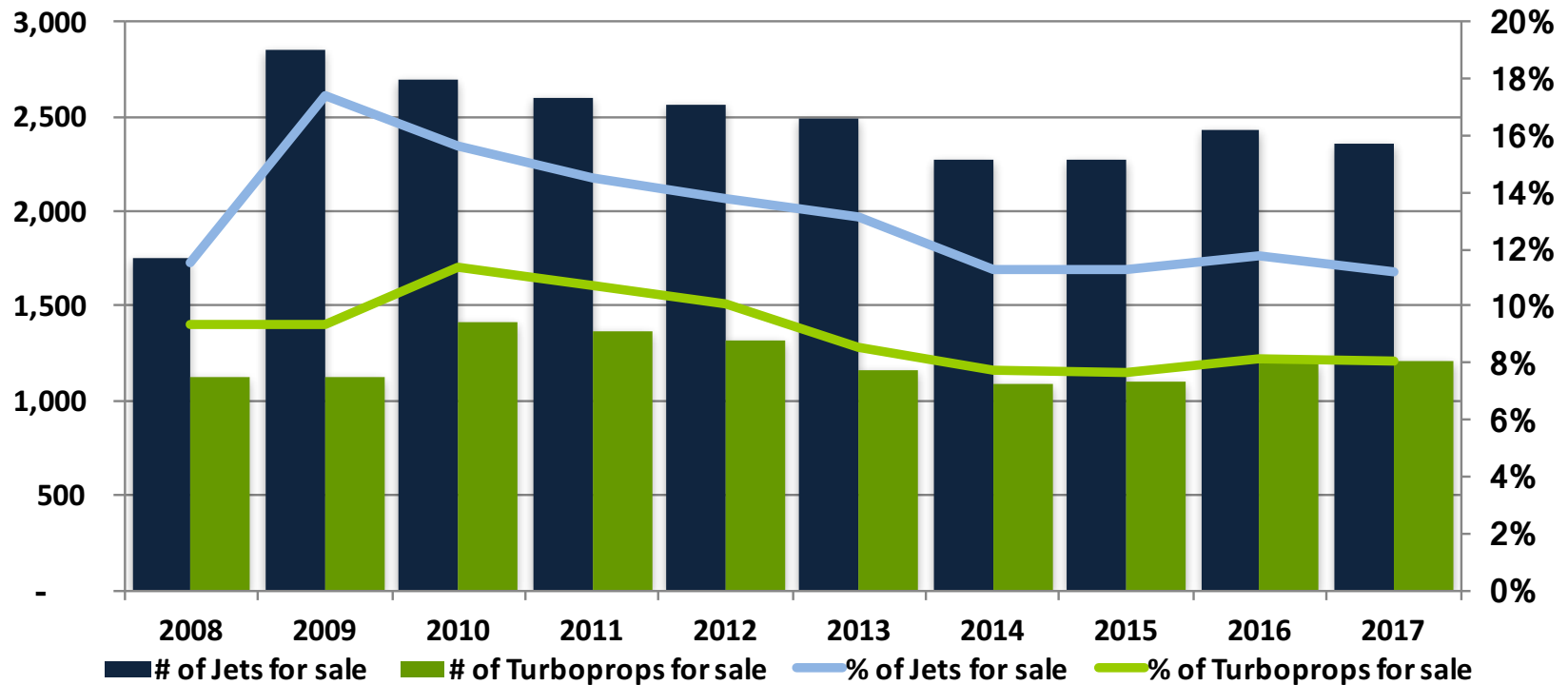
# Business Turboprop Fleet Age (Years)



# Pre-Owned Business Aircraft Inventory

Business Jets and Turboprops for sale

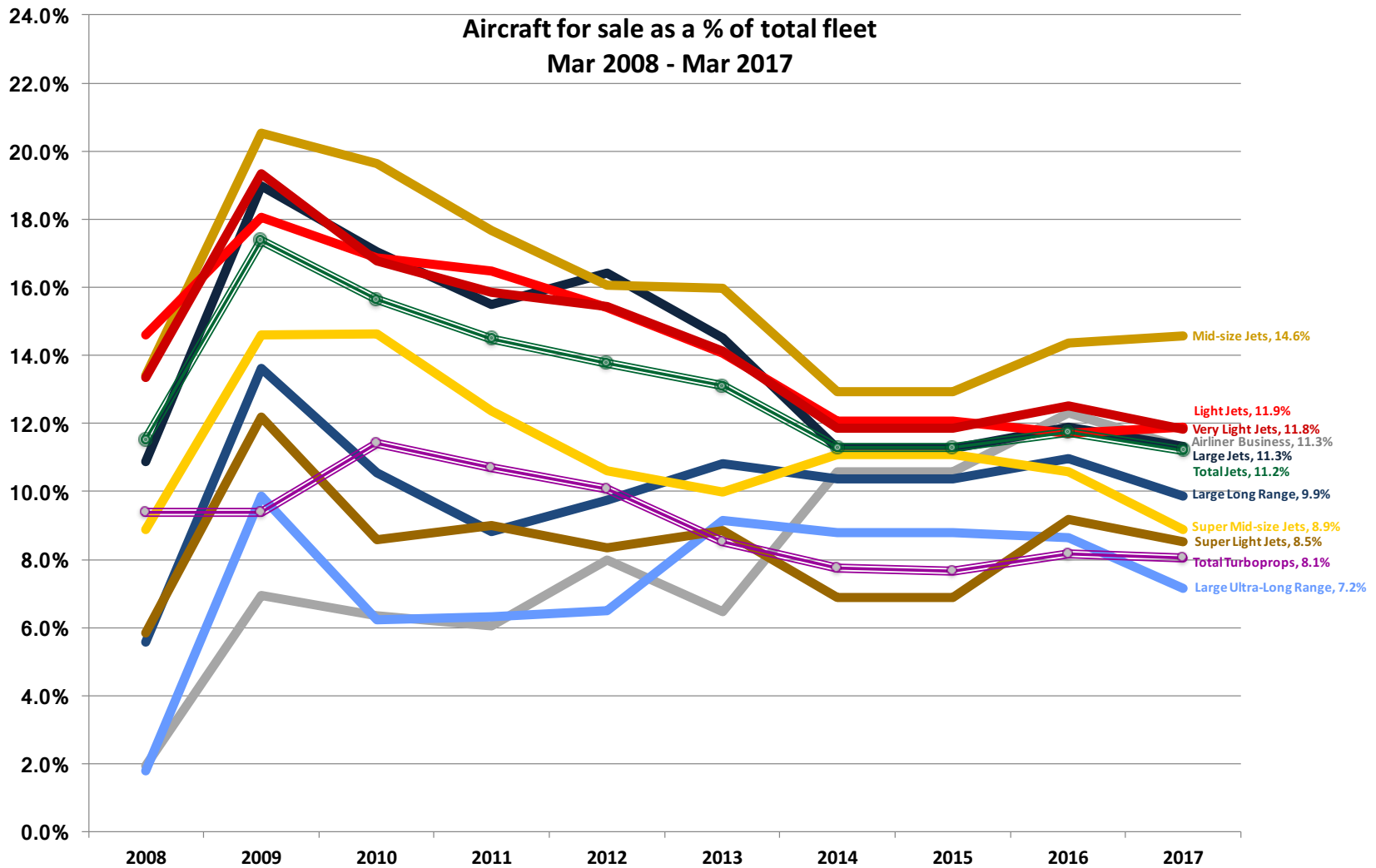
Mar 2008 - Mar 2017



Aircraft Available for Sale as % of World Fleet (as of March 31)										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Business Jets	11.5%	17.4%	15.6%	14.5%	13.8%	13.1%	11.3%	11.3%	11.7%	11.2%
Turboprop	9.4%	9.4%	11.4%	10.7%	10.1%	8.5%	7.7%	7.7%	8.2%	8.3%

For-sale inventory of pre-owned business aircraft has remained fairly steady

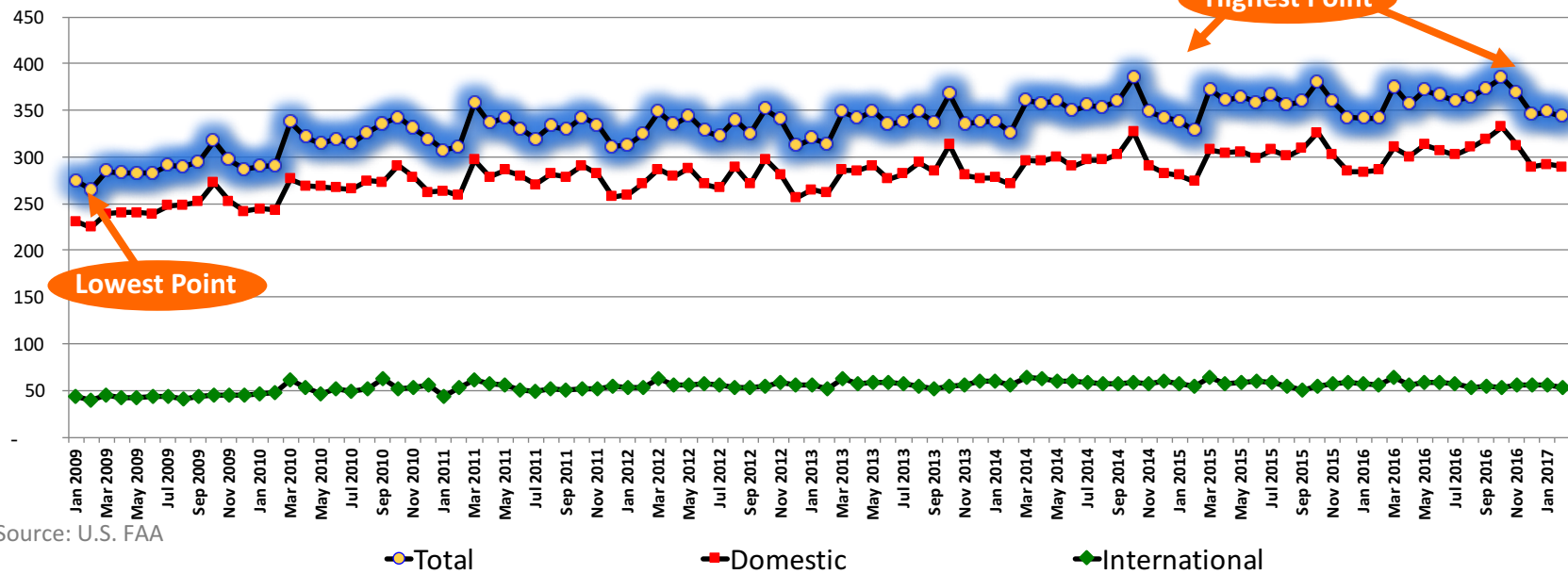
# Pre-Owned Business Jet Inventory



# U.S. Business Jet Utilization

FAA BUSINESS JET OPERATIONS - FEB 2017		Trailing 12 Months
TOTAL CYCLES		
Total Cycles	342,956	4,357,031
Change vs. prior month	-1.5%	0.0%
Change vs. prior year	0.3%	1.3%
Change vs. 24 months ago	4.6%	2.8%
DOMESTIC CYCLES		
Total Domestic Cycles	289,486	3,678,714
Change vs. prior month	-1.0%	0.1%
Change vs. prior year	1.2%	1.7%
Change vs. 24 months ago	5.8%	4.1%
INTERNATIONAL CYCLES		
Total International Cycles	53,470	678,318
Change vs. prior month	-4.2%	-0.3%
Change vs. prior year	-4.1%	-1.2%
Change vs. 24 months ago	-1.8%	-3.9%

Business Jet Operations recorded by FAA ('000 cycles/month)



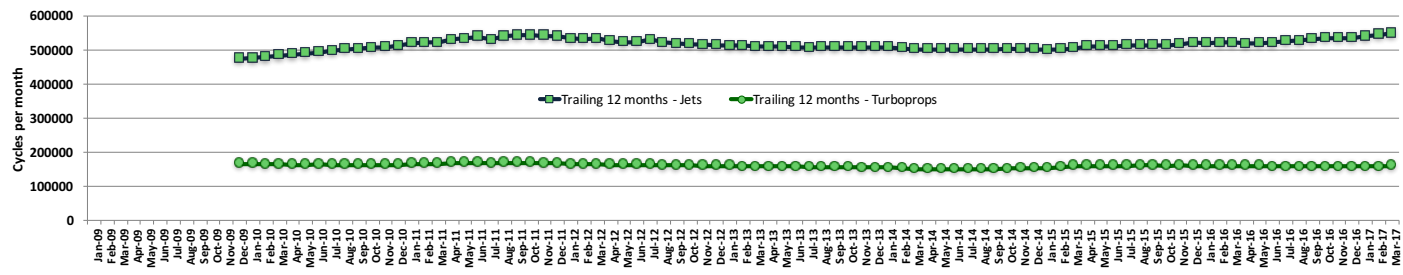
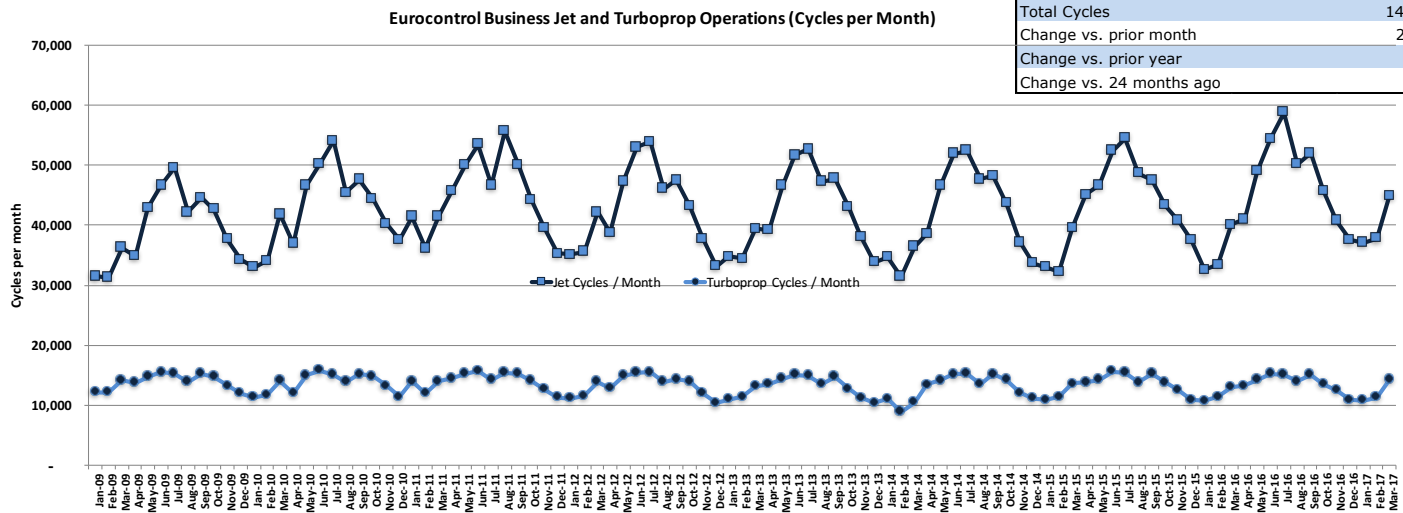
Source: U.S. FAA

March 31, 2017

JETNET iQ Snap!: 1st Quarter 2017 - Private & Confidential

# European Business Aircraft Utilization

EUROCONTROL ESS JET & TURBOPROP OPERATIONS - MAR 2017		Trailing 12 Months
<b>BUSINESS JETS (EXCLUDING AIRLINERS)</b>		
Total Cycles	44,814	548,906
Change vs. prior month	18.7%	0.9%
Change vs. prior year	11.7%	5.1%
Change vs. 24 months ago	13.1%	8.8%
<b>TURBOPROPS</b>		
Total Cycles	14,241	160,320
Change vs. prior month	26.2%	0.8%
Change vs. prior year	9.4%	-0.1%
Change vs. 24 months ago	4.2%	0.2%



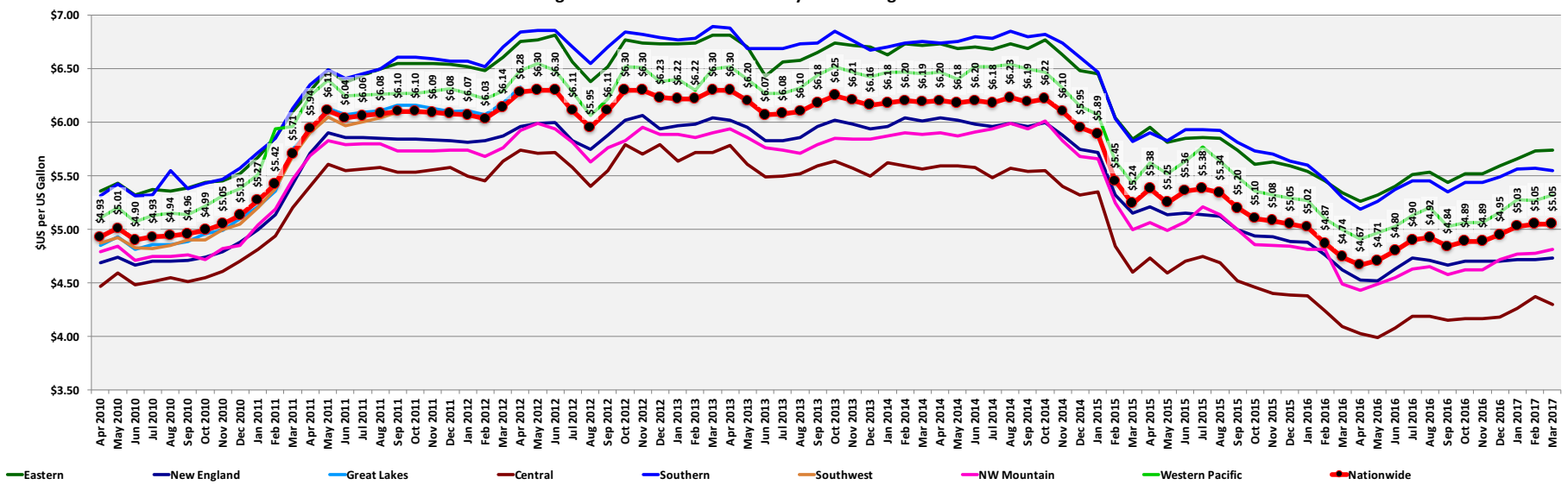
Source: Eurocontrol

March 31, 2017

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# Jet-A Fuel Prices at U.S. FBOs

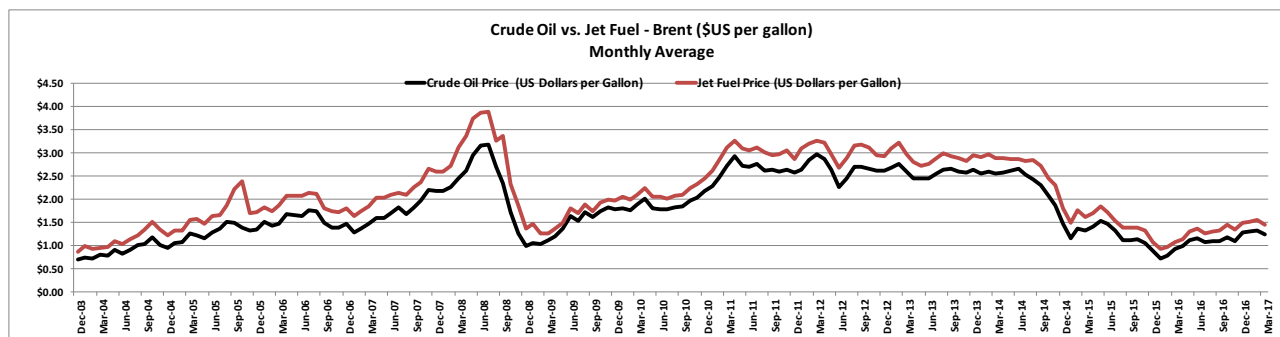
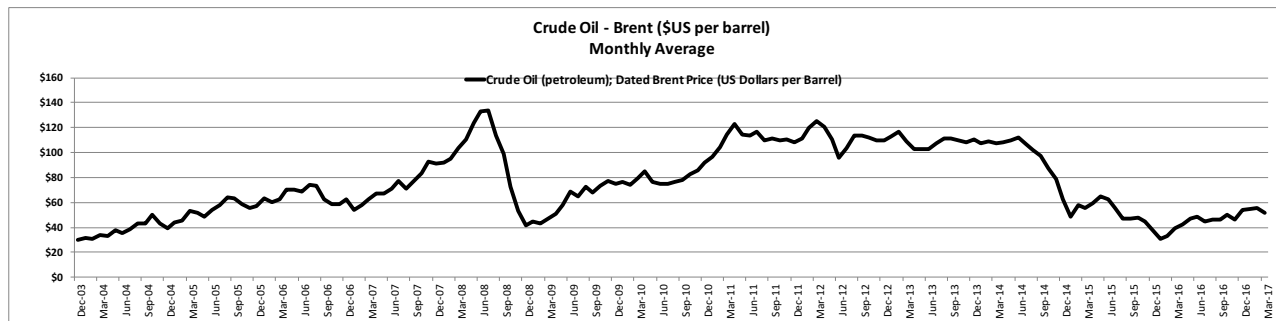
Average Jet-A Fuel Prices recorded by B&CA - Regional USA



Source: [Business & Commercial Aviation](#)

**Jet-A fuel prices in March 2017 are averaging about \$5.05 at U.S. FBOs, up 6.5% from \$4.74 year-over-year**

# Crude Oil and Jet Fuel Prices



IATA Fuel Price Monitor Apr 7 2017	Share in World	\$/US gallon	\$/barrel	Index Value	vs. 1 week ago	vs. 1 month	vs.1 yr ago
<b>Jet Fuel Price</b>	<b>100%</b>	<b>\$ 1.572</b>	<b>\$ 66.10</b>	<b>180.40</b>	<b>4.0%</b>	<b>1.0%</b>	<b>44.8%</b>
Asia & Oceania	22%	\$ 1.562	\$ 65.60	187.50	4.9%	0.0%	38.9%
Europe & CIS	28%	\$ 1.567	\$ 65.80	177.40	3.6%	0.5%	46.3%
Middle East & Africa	7%	\$ 1.527	\$ 64.10	191.60	4.9%	0.5%	45.6%
North America	39%	\$ 1.581	\$ 66.40	176.50	3.7%	2.0%	46.6%
Latin & Central America	4%	\$ 1.645	\$ 69.10	191.40	3.7%	1.8%	47.5%

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

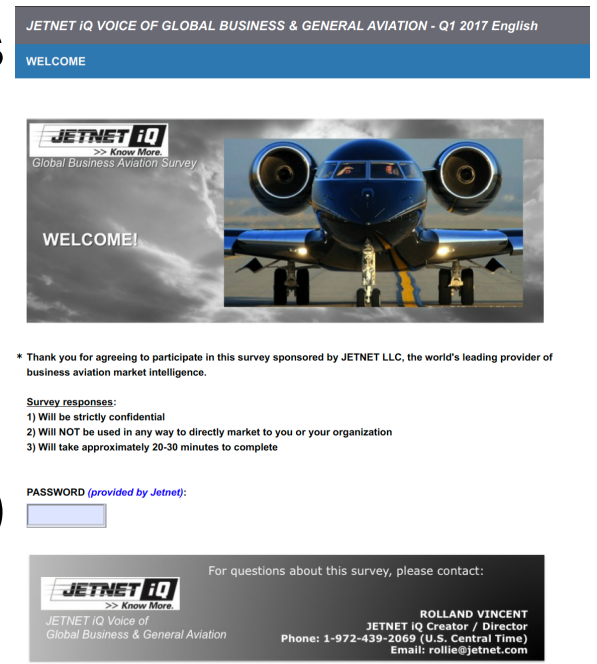
Source: IndexMundi; IATA from PLATTS

March 31, 2017

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# 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



JETNET iQ VOICE OF GLOBAL BUSINESS & GENERAL AVIATION - Q1 2017 English

WELCOME

JETNET iQ  
>> Know More  
Global Business Aviation 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.

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PASSWORD (provided by Jetnet):

For questions about this survey, please contact:

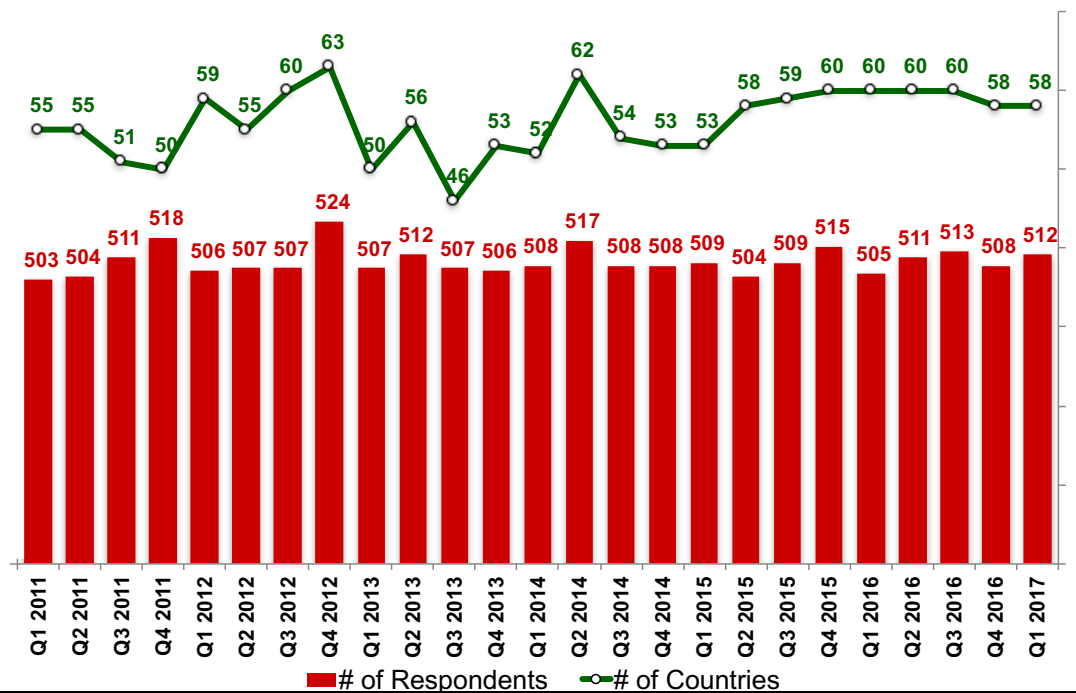
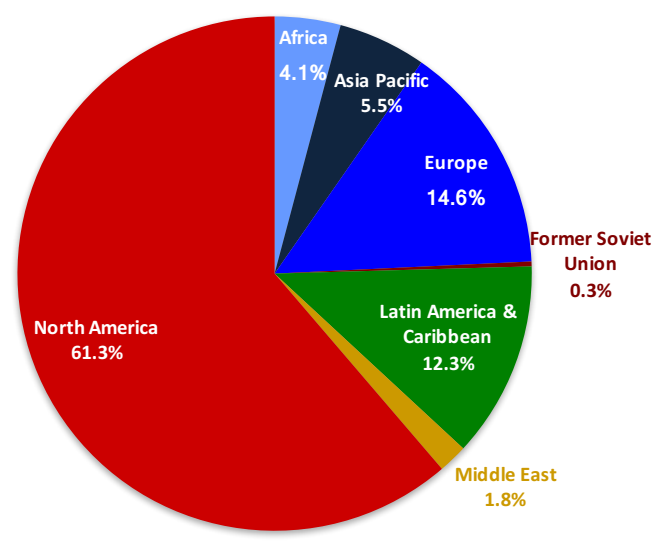
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JETNET iQ Voice of  
Global Business & General Aviation

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 Fleet Location Q1 2011 - Q1 2017



	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Total
# of Respondents	503	504	511	518	506	507	507	524	507	512	507	508	509	504	509	515	505	511	513	508	512	508	512	508	512	12,739
# of Countries	55	55	51	50	59	55	60	63	50	56	46	53	52	62	54	53	53	58	59	60	60	60	60	58	58	129

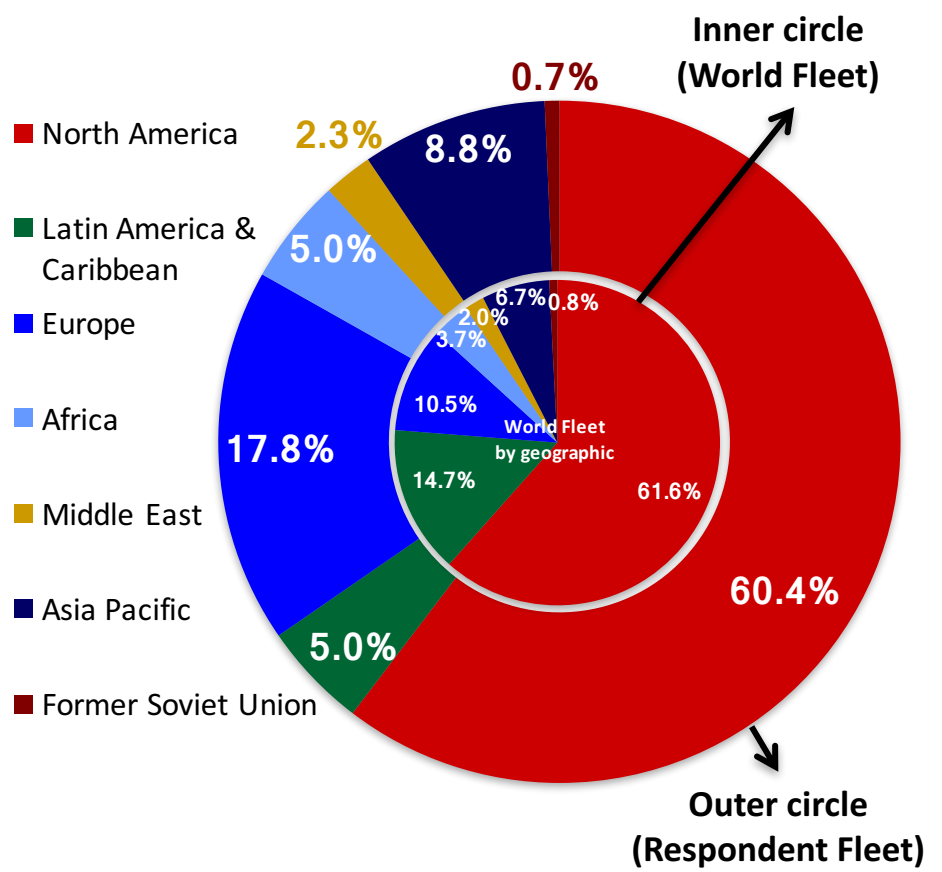
**JETNET iQ Surveys: Since Q1 2011, >12,700 respondents from 129 countries**

# Survey Respondents' Location

## By Aircraft Base Location

Q1 2017 Survey

RESPONDENT COUNTRIES FROM Q1 2017 SURVEY			
COUNTRIES/TERRITORIES	# of respondents		# of respondents
ARGENTINA	2	NAMIBIA	3
AUSTRALIA	8	NIGERIA	1
AUSTRIA	6	NORWAY	2
BANGLADESH	1	POLAND	1
BELGIUM	1	QATAR	2
BOTSWANA	1	RUSSIAN FEDERATION	1
BRAZIL	18	SAUDI ARABIA	1
BULGARIA	1	SINGAPORE	1
CAMEROON	1	SLOVAK REPUBLIC	1
CANADA	11	SOUTH AFRICA	16
CAYMAN ISLANDS	1	SOUTH KOREA	1
CHINA	5	SPAIN	1
COLOMBIA	1	SRI LANKA	1
COSTA RICA	1	SWEDEN	2
CZECHIA	2	SWITZERLAND	10
DENMARK	4	THAILAND	1
DOMINICAN REPUBLIC	1	TURKEY	5
ETHIOPIA	1	UGANDA	1
FINLAND	1	UNITED ARAB EMIRATES	2
FRANCE	8	UNITED KINGDOM	11
GERMANY	14	UNITED STATES	323
GREENLAND	1	ZAMBIA	1
HONDURAS	1	ZIMBABWE	2
INDIA	4		
INDONESIA	2	<b>Total # of respondents</b>	<b>512</b>
IRELAND	2	<b>Total # of countries</b>	<b>58</b>
ISRAEL	1		
ITALY	3	Africa	28
JAPAN	1	Asia Pacific	25
JORDAN	1	Europe	75
KAZAKHSTAN	1	Former Soviet Union	2
KENYA	1	Latin America & Caribbean	36
MALTA	2	Middle East	12
MEXICO	12	North America	334
MONACO	1	<b>Total</b>	<b>512</b>



# Survey Respondents' Roles

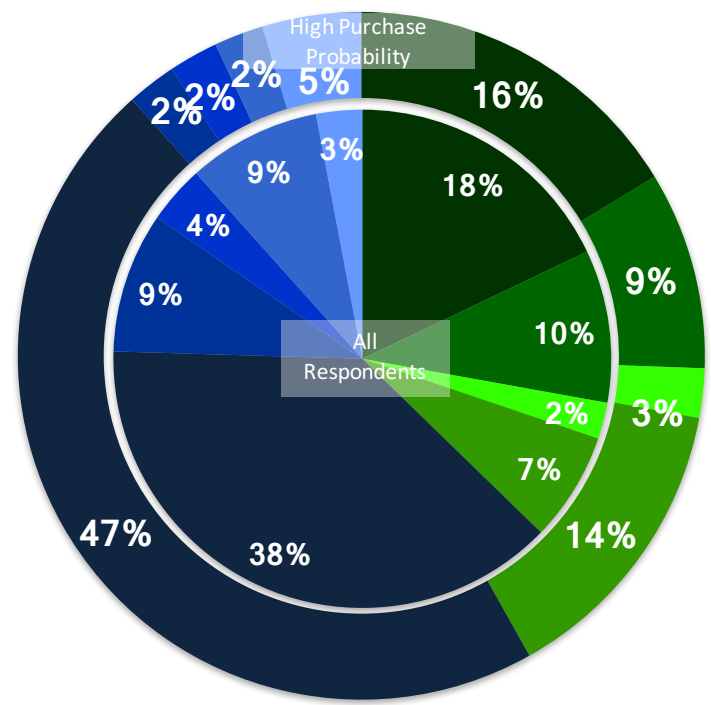
By Job Title

Q1 2017 Survey

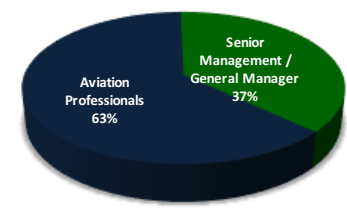
Title of respondent	Completed
Business owner / shareholder / partner	114
C-Level / President / Managing Director	63
Vice President / Senior Management	15
General Manager / Director	45
Chief Pilot / head of flight operations	243
Dispatcher / Scheduler / Flight Coordinator	58
Head of maintenance	24
Pilot	55
Vice President / Director of Aviation	19
<b>Total</b>	<b>636</b>

Note: Respondent was able to chose whichever applied

<b>Aviation Professionals</b>	399	63%
<b>Senior Management / General Manager</b>	237	37%



- 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

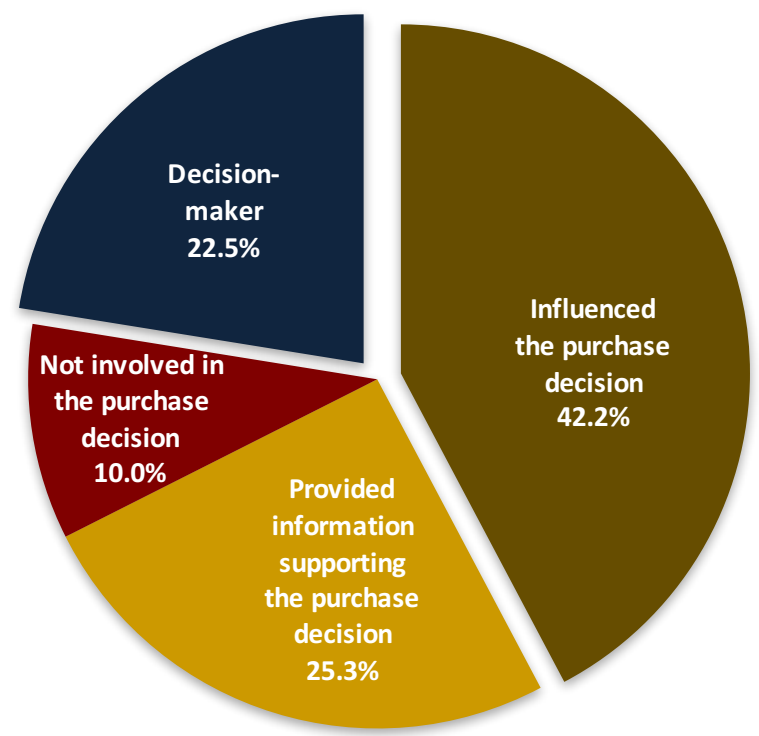


Note: Respondents may have multiple job titles and organizational roles

# Survey Respondents' Roles

By Involvement in Last Fixed-Wing Turbine Aircraft Purchase

Q1 2017 Survey

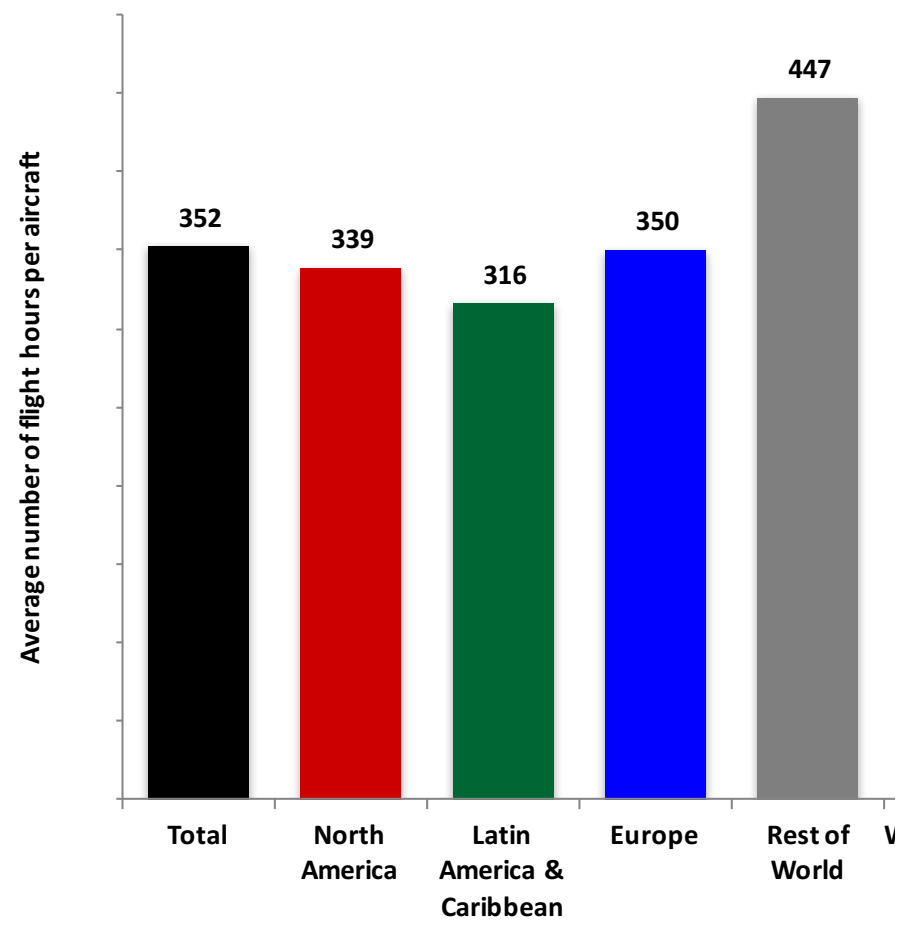


# Survey Respondents' Flight Operations

## Regional Average Utilization per Aircraft in Prior 12 Months

Average flight hours per year

Q1 2017 Survey

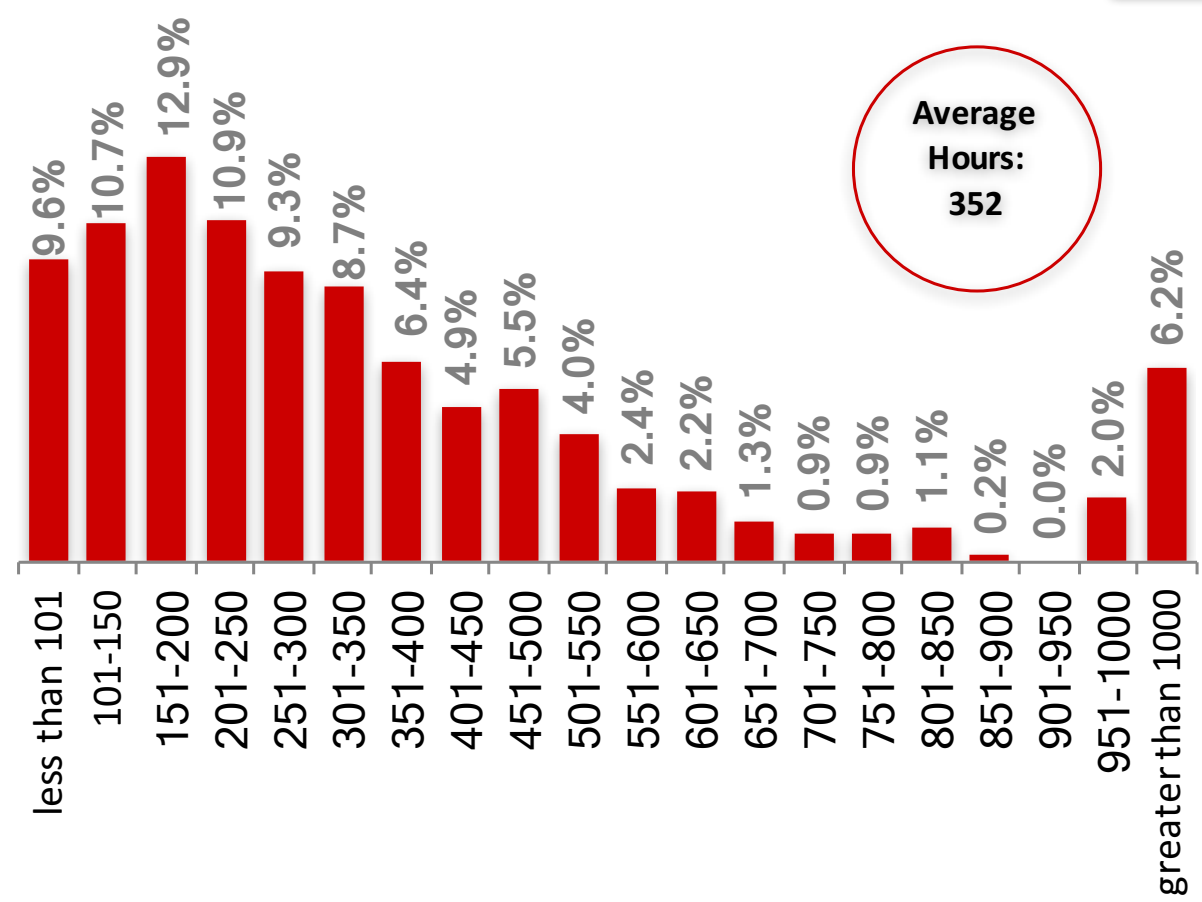


# Survey Respondents' Flight Operations

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

## Annual Flight Hours Per Aircraft

Q1 2017 Survey



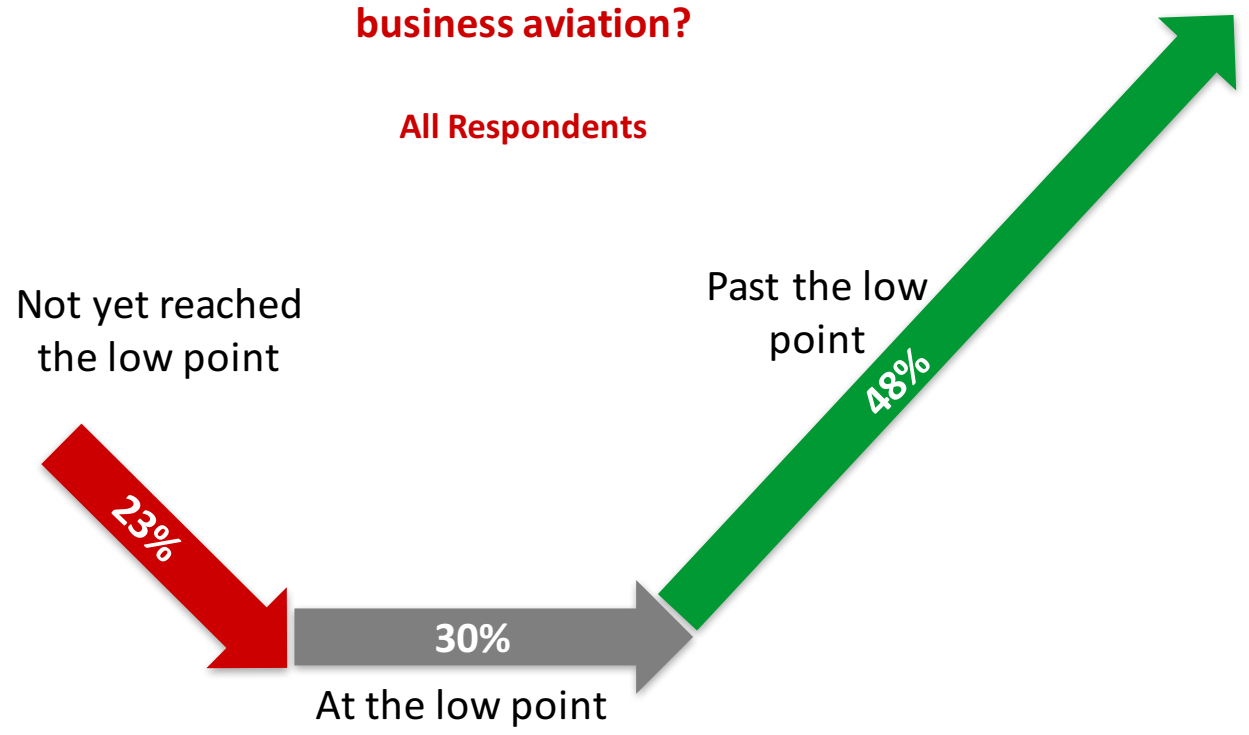
# Survey Respondents' Sentiment

## Current Market Sentiment

Q1 2017 Survey

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

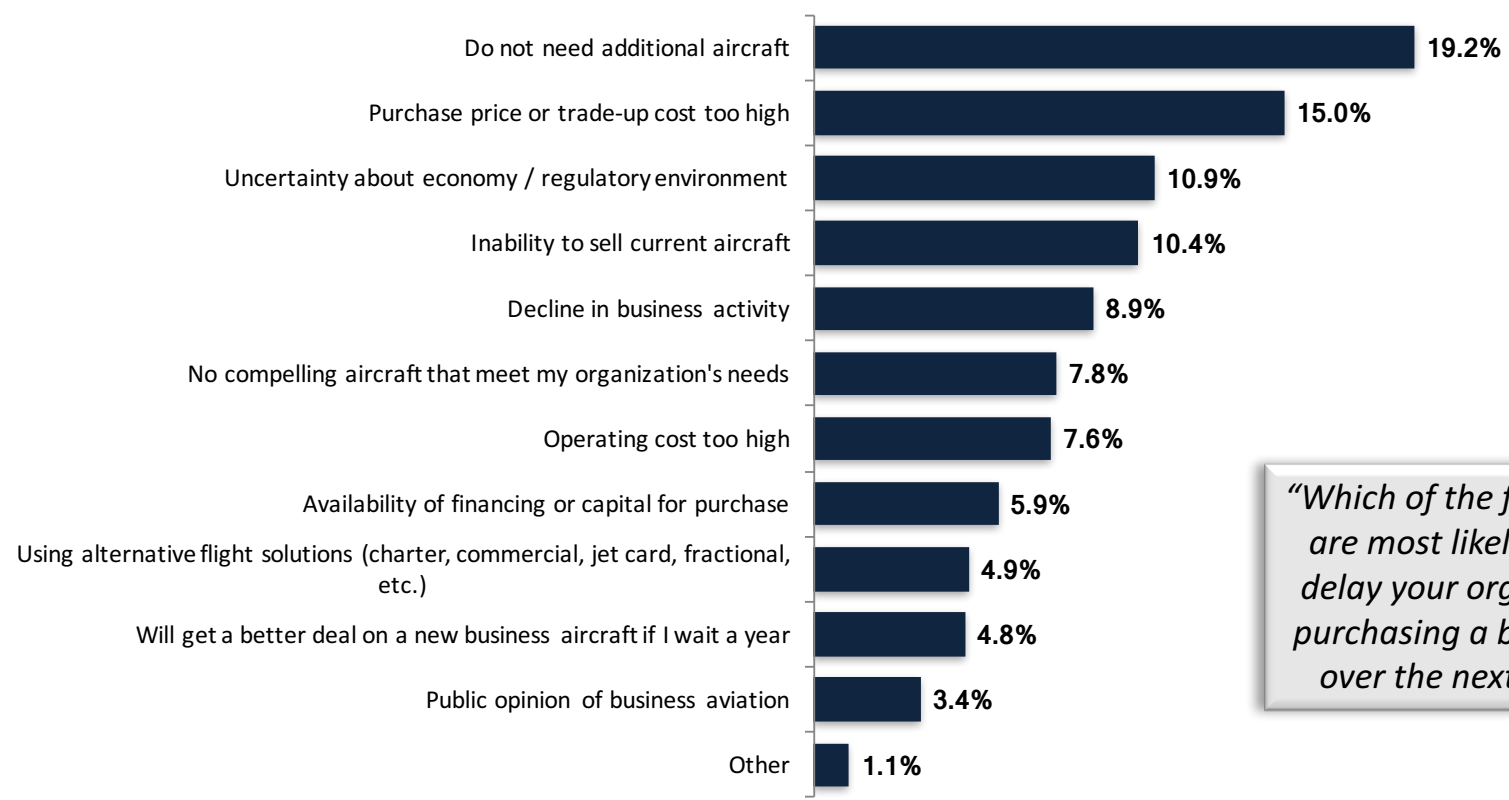
All Respondents



# Aircraft Purchase Inhibitors

## Top 5 Inhibitors – Weighted Average

Q1 2017 Survey

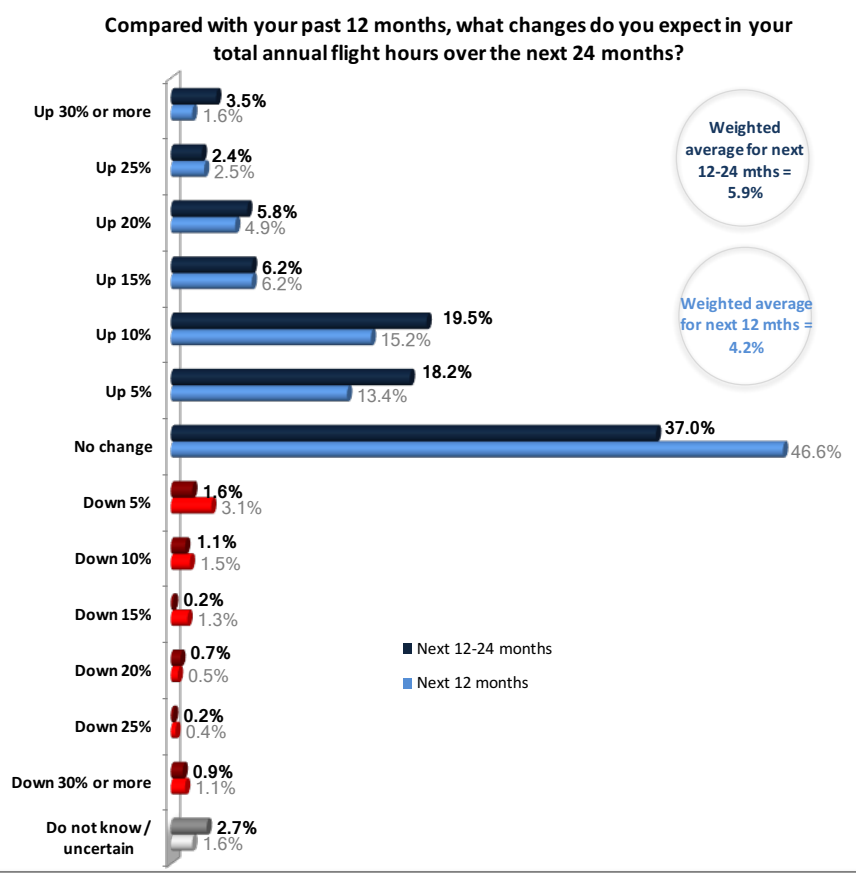


*“Which of the following factors are most likely to prevent or delay your organization from purchasing a business aircraft over the next 12 months?”*

# Aircraft Utilization

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

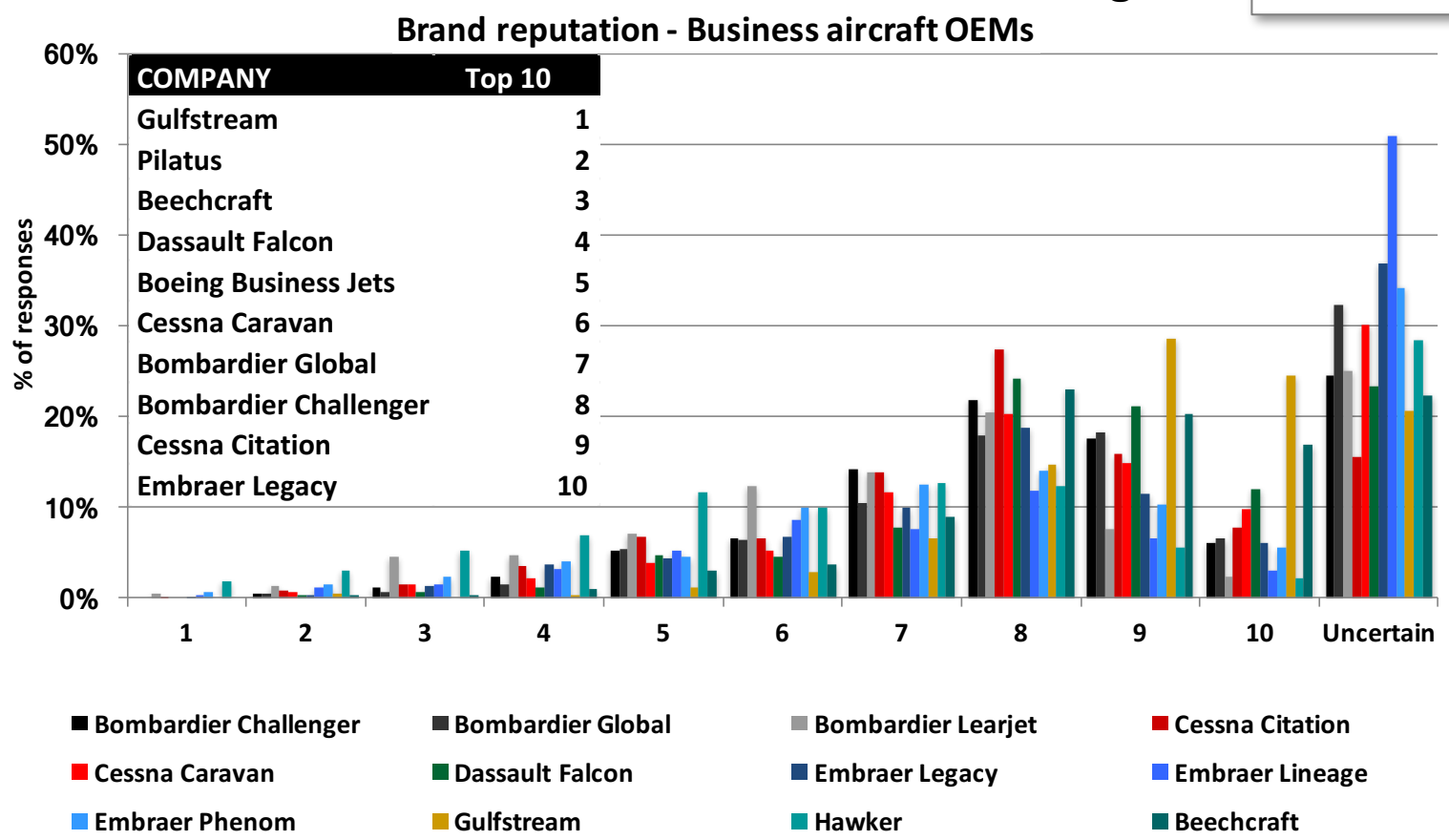
Q1 2017 Survey



Respondents expect to fly 4.2% more hours in the next 12 months vs. prior 12 months and 5.9% in the next 24 months – up from last quarter’s expectations

# Brand Reputations

Aircraft Manufacturers on a 1-10 Scale, where "10" = Highest Q1 2017 Survey

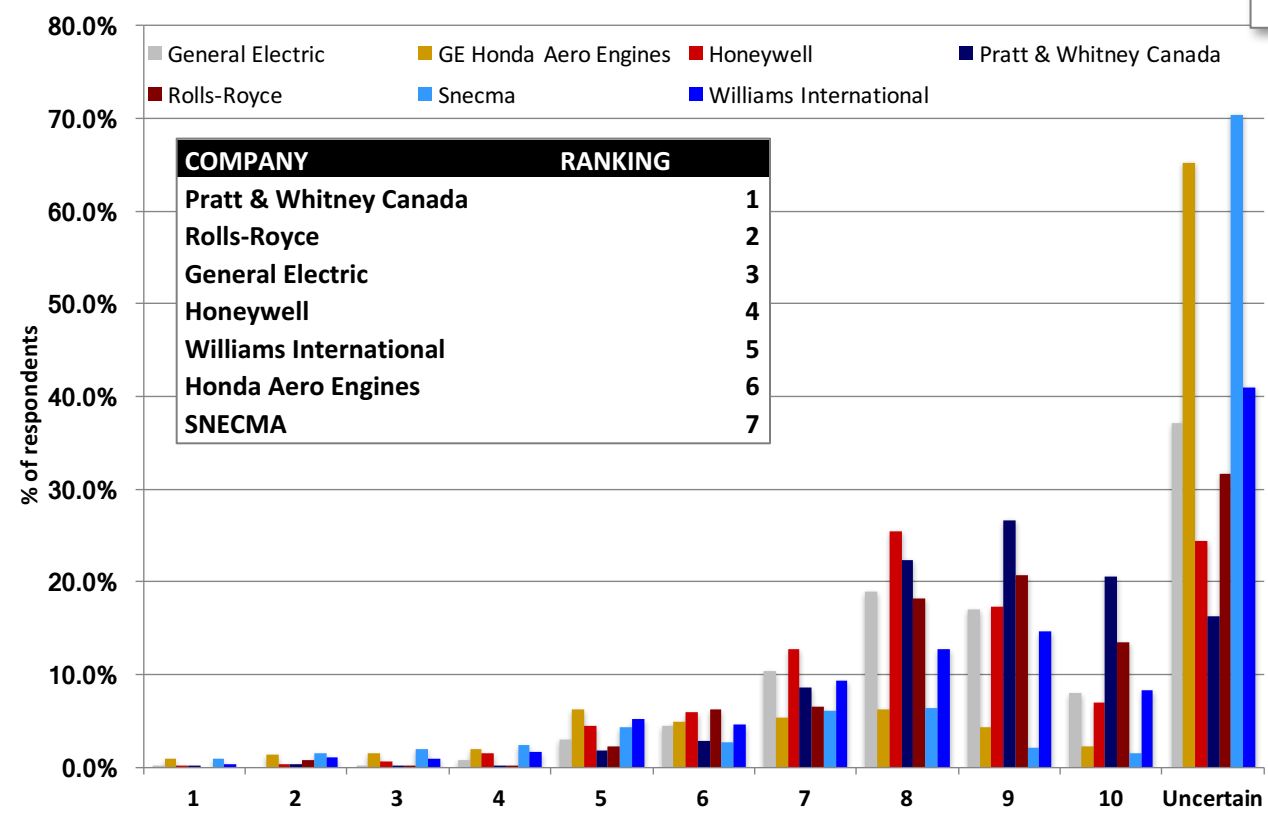


Gulfstream, Pilatus, and Beechcraft are the top rated business aircraft brands

# Brand Reputations

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

Q1 2017 Survey

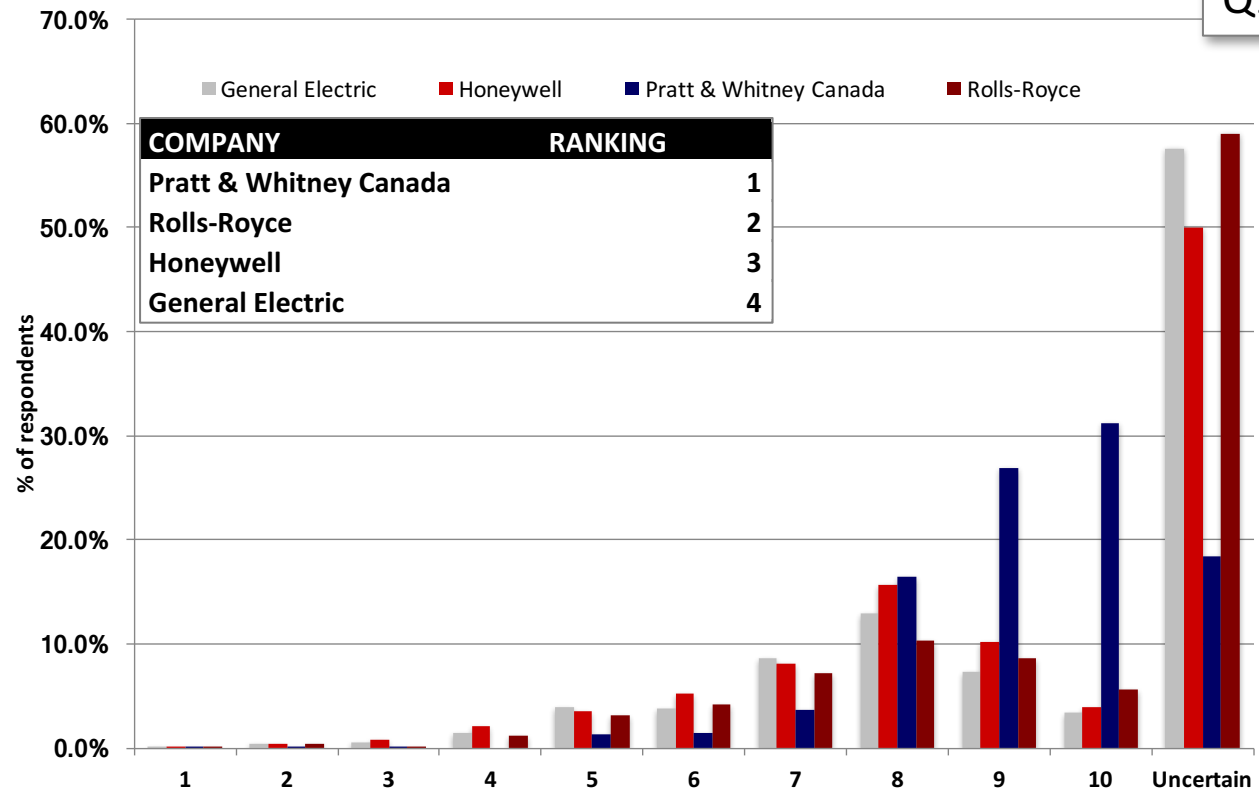


Pratt & Whitney Canada, Rolls-Royce, and General Electric are the top-rated jet engine manufacturer brands

# Brand Reputations

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

Q1 2017 Survey

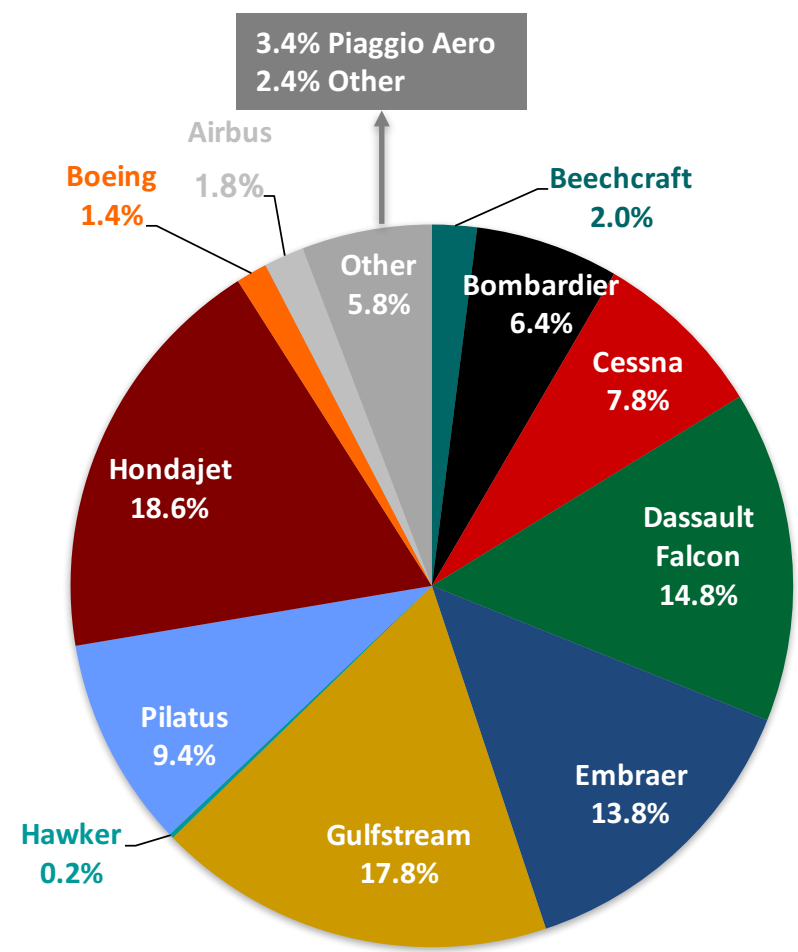


**Pratt & Whitney Canada is the highest rated turboprop engine manufacturer brand, well ahead of Rolls-Royce, Honeywell, and General Electric**

# Aircraft Brands Likely to Increase Share

Which aircraft brand do you feel will have the largest improvement in market share in 2017 versus 2016 (number of new units sold)?

Q1 2017 Survey

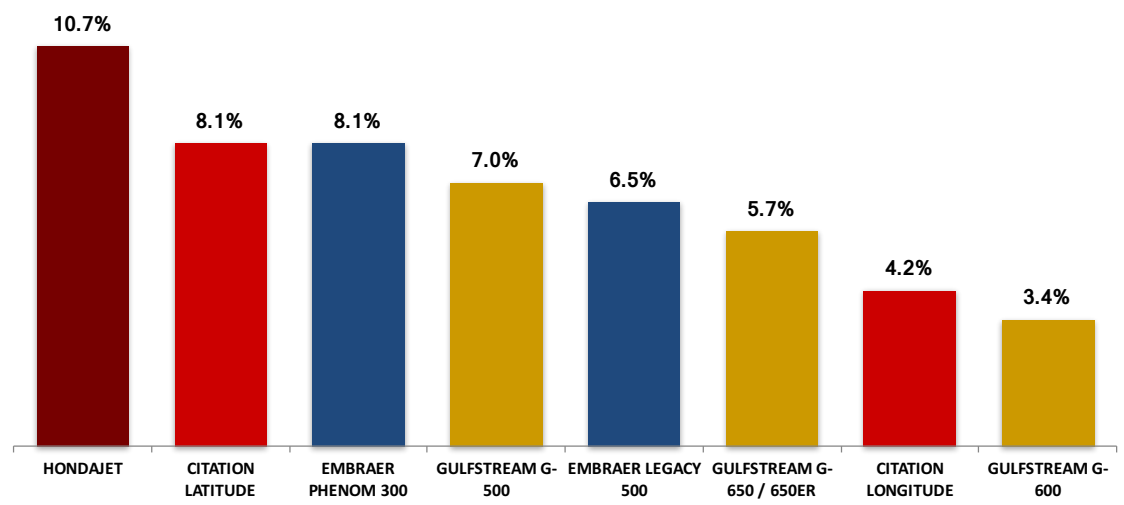


# Aircraft Brands Likely to Increase Share

## Which aircraft brand do you feel will have the largest improvement in market share in 2017 versus 2016 (number of new units sold)?

Top 8 models - worldwide  
Model expected to have largest improvement in market share in 2017 versus 2016  
Q1 2017

Q1 2017 Survey



Top models respondents believe will increase market share are HondaJet, Citation Latitude, and Phenom 300

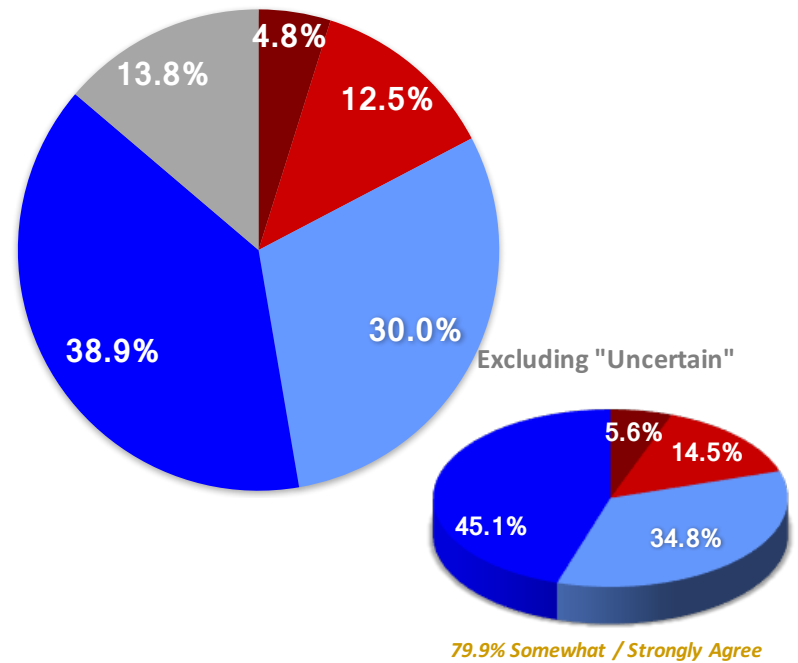
Q4 2016 Survey

## Opinions

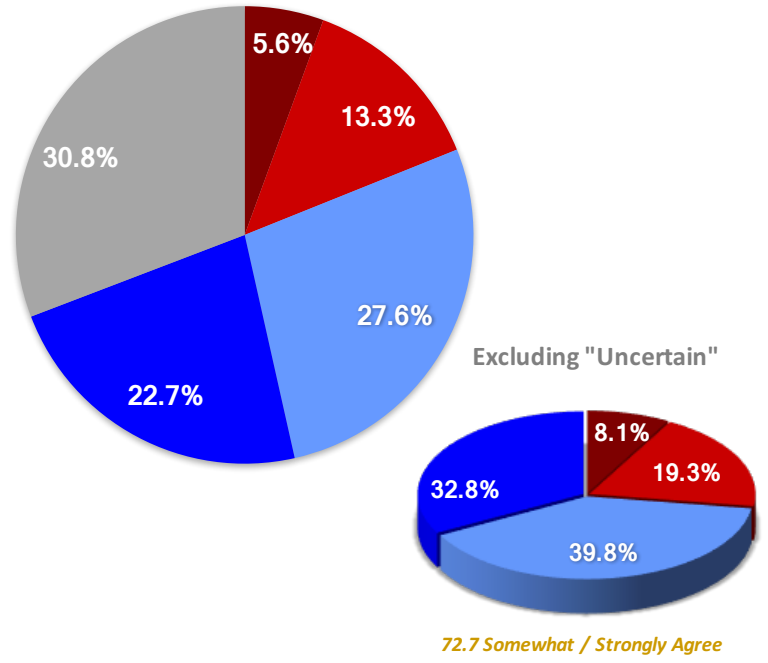
Please evaluate these statements and indicate the extent to which you agree or disagree:



The Trump administration in the United States will have a positive impact on business aviation over the next 12 months



The UK's intention to leave the European Union (Brexit) will have little or no impact on business aviation.



Q1 2017 Survey

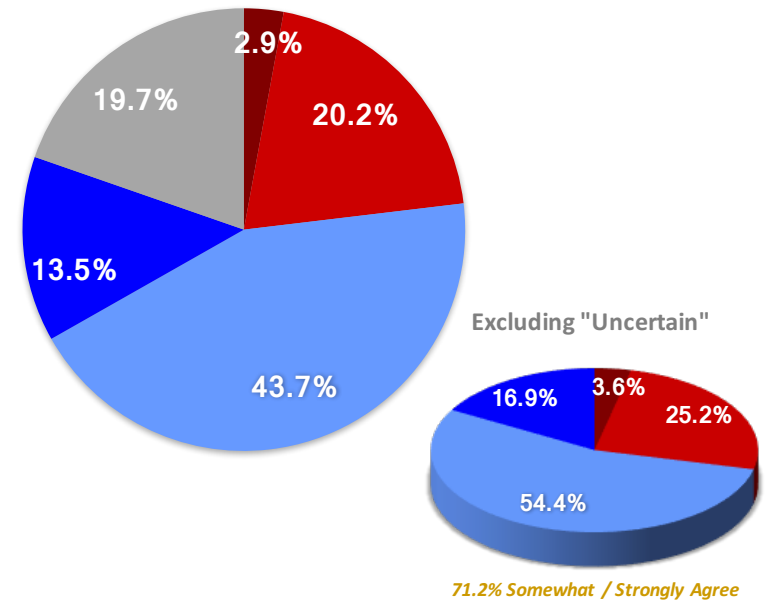
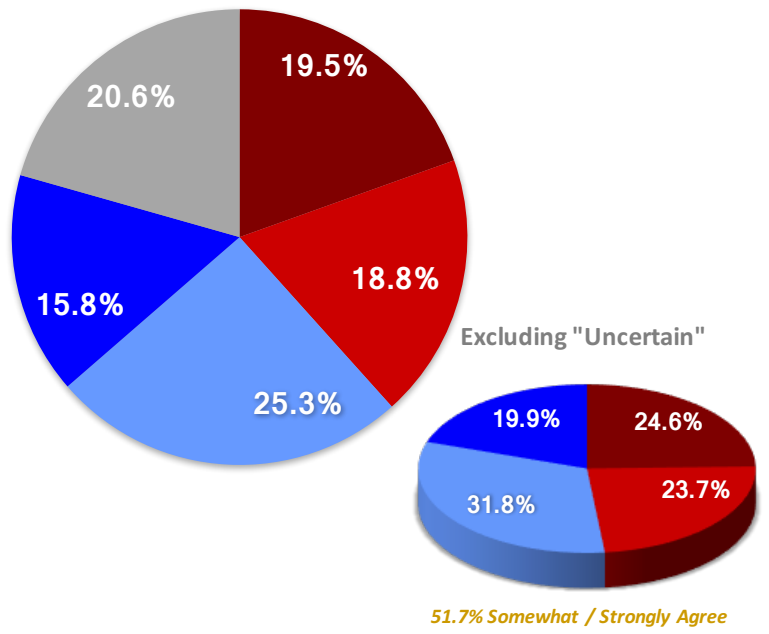
## Opinions

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



Concerns over residual value have delayed my/our purchase of new or pre-owned aircraft over the past 2 years

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



Q1 2017 Survey

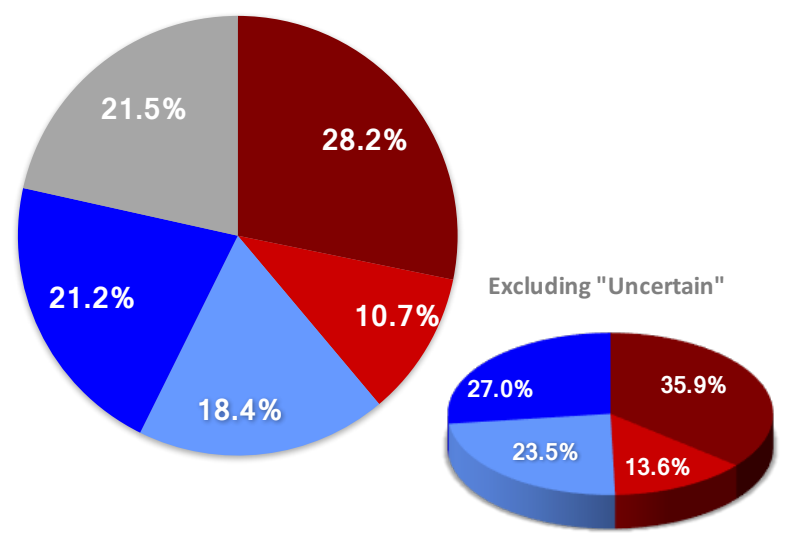
# Opinions

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

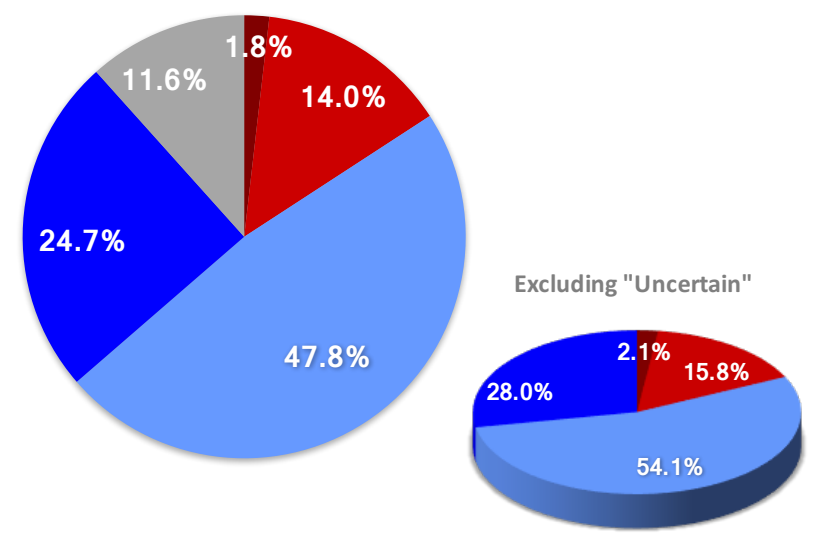


We have recently opted to refurbish an aircraft instead of replacing with new or preowned

Oil prices will increase over the next 12 months



50.5% Somewhat / Strongly Agree



82.1% Somewhat / Strongly Agree

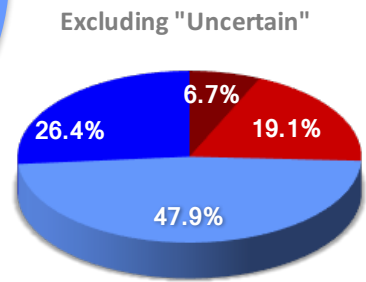
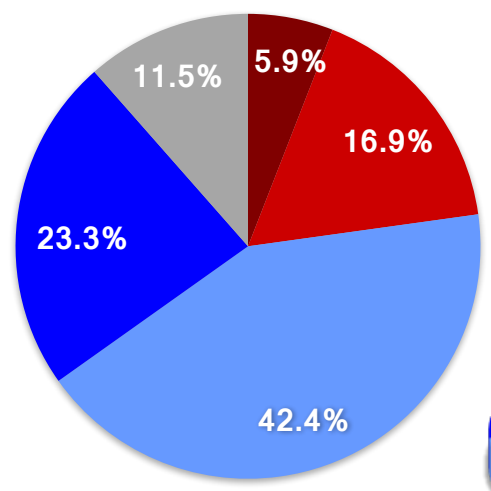
## Opinions

Q1 2017 Survey

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



The economy (Real GDP) will grow faster in the next 12 months in my country



74.2% Somewhat / Strongly Agree

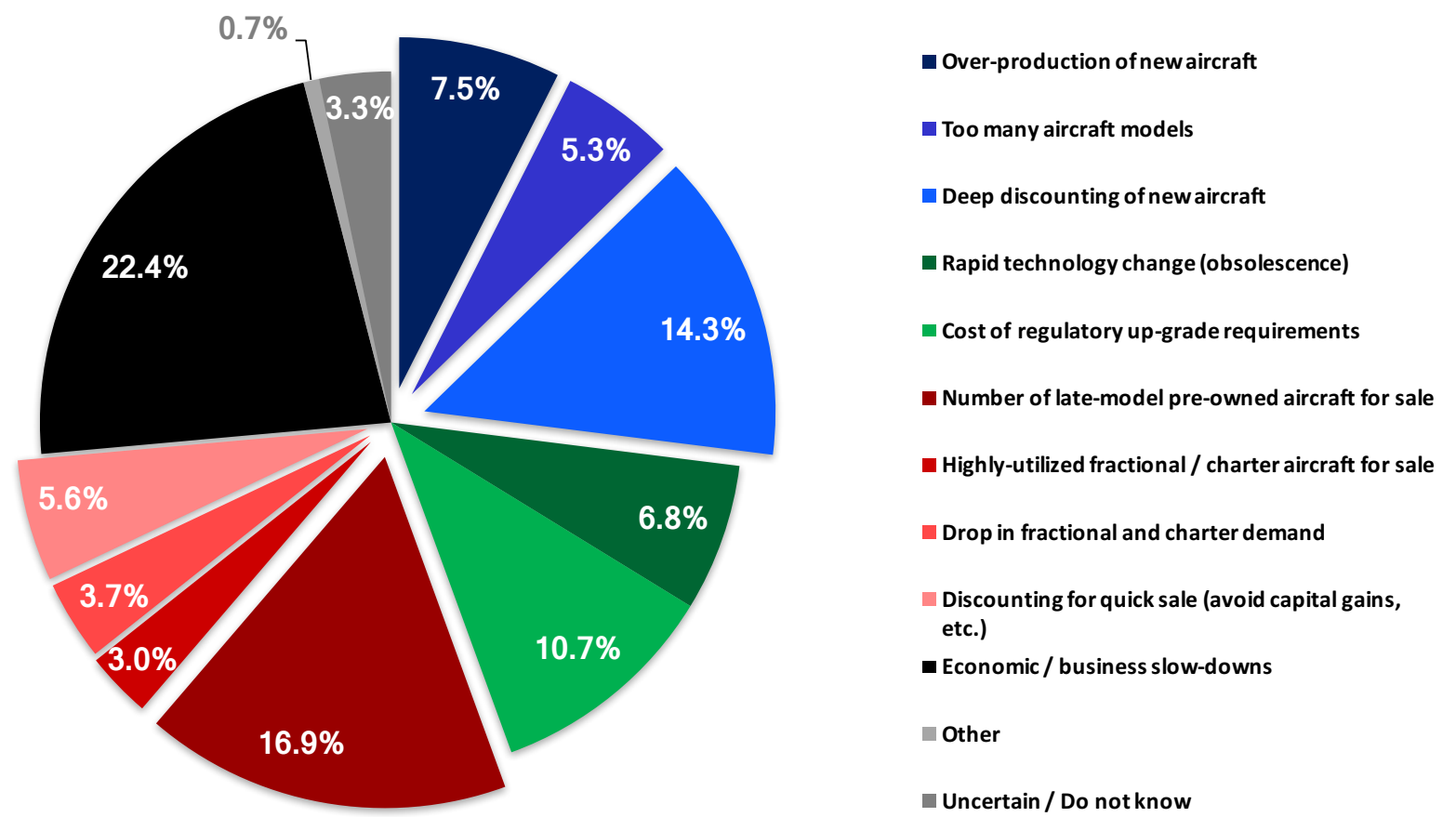
## Residual Values

Q3 2016 - Q1 2017 Survey

The rate of depreciation of aircraft values in the first five years after delivery has increased over the past two years. Please choose up to three factors that you feel are driving this change:

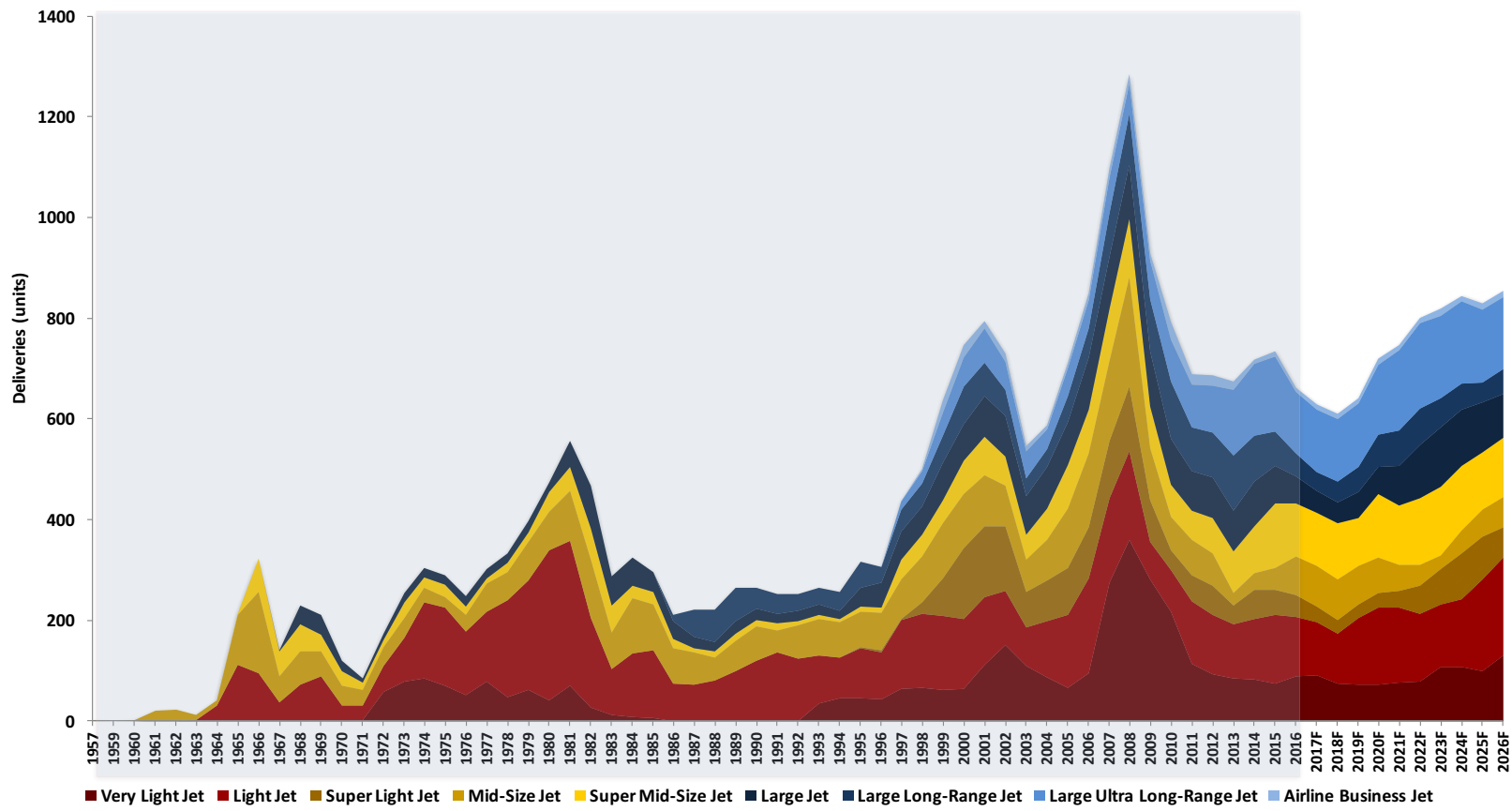
n = 1520

All Respondents



## Business Jet Delivery History & Forecast

Business jet delivery forecast by size category: Historical - 2026



JETNET iQ 10-year forecast for 2017-2026 is for 7,489 new business jet deliveries (excluding personal jets) valued at \$217 billion in \$2016

## 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 RESEARCH 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).