



➤➤ KNOW MORE.

JETNET iQ Snap! Report Q1 2019 Summary Report

➤ BUSINESS AVIATION MARKET INTELLIGENCE ➤ REPORTS ➤ SUMMITS ➤ CONSULTING

Prepared for:
JETNET iQ Global Business Aviation Survey Respondents

\$U.S. 199

March 31, 2019

JETNET iQ Snap!: 1st Quarter 2019 - 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

JETNET

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The World Leader in Aviation Market Intelligence

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YachtSpot

JETNET Global

>> KNOW MORE.

30,000'

29,900'

29,800'

29,700'

29,600'

29,500'

29,400'

29,300'

29,200'

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):

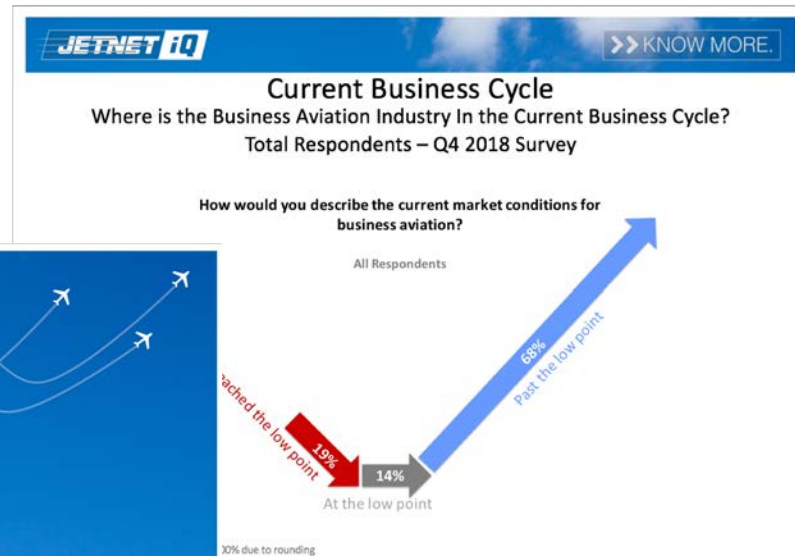
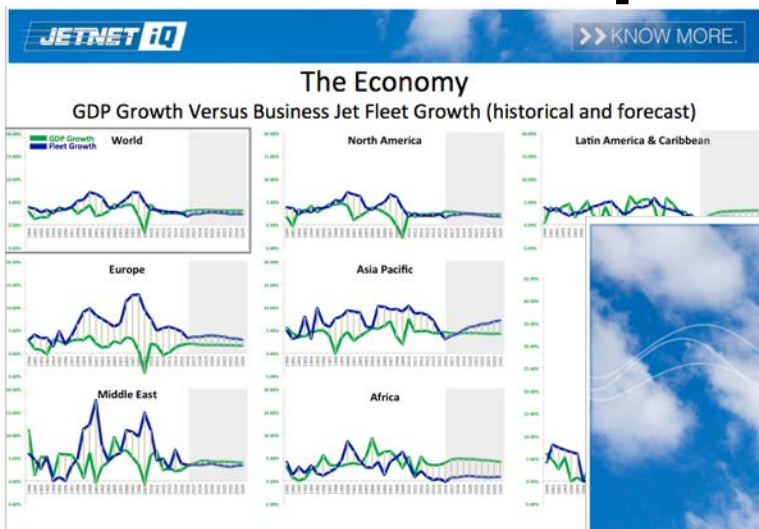


JETNET iQ Voice of
Global Business & General Aviation

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



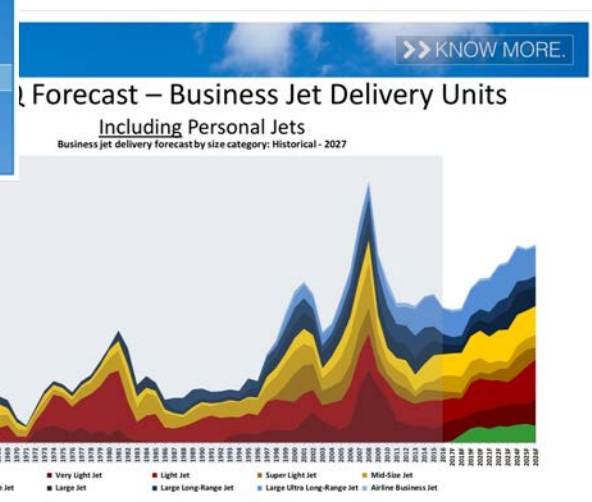
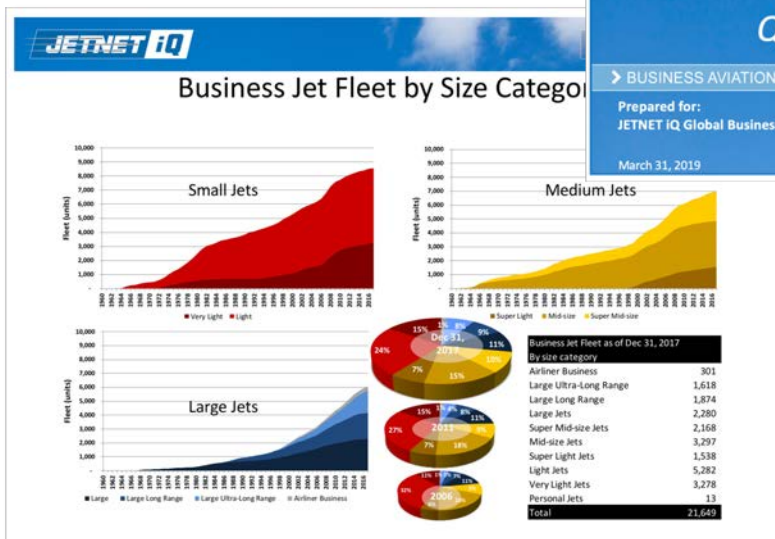
JETNET iQ
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JETNET iQ Snap! Report
 Q1 2019 Summary Report

> BUSINESS AVIATION MARKET INTELLIGENCE > REPORTS > SUMMITS > CONSULTING

Prepared for:
 JETNET iQ Global Business Aviation Survey Respondents

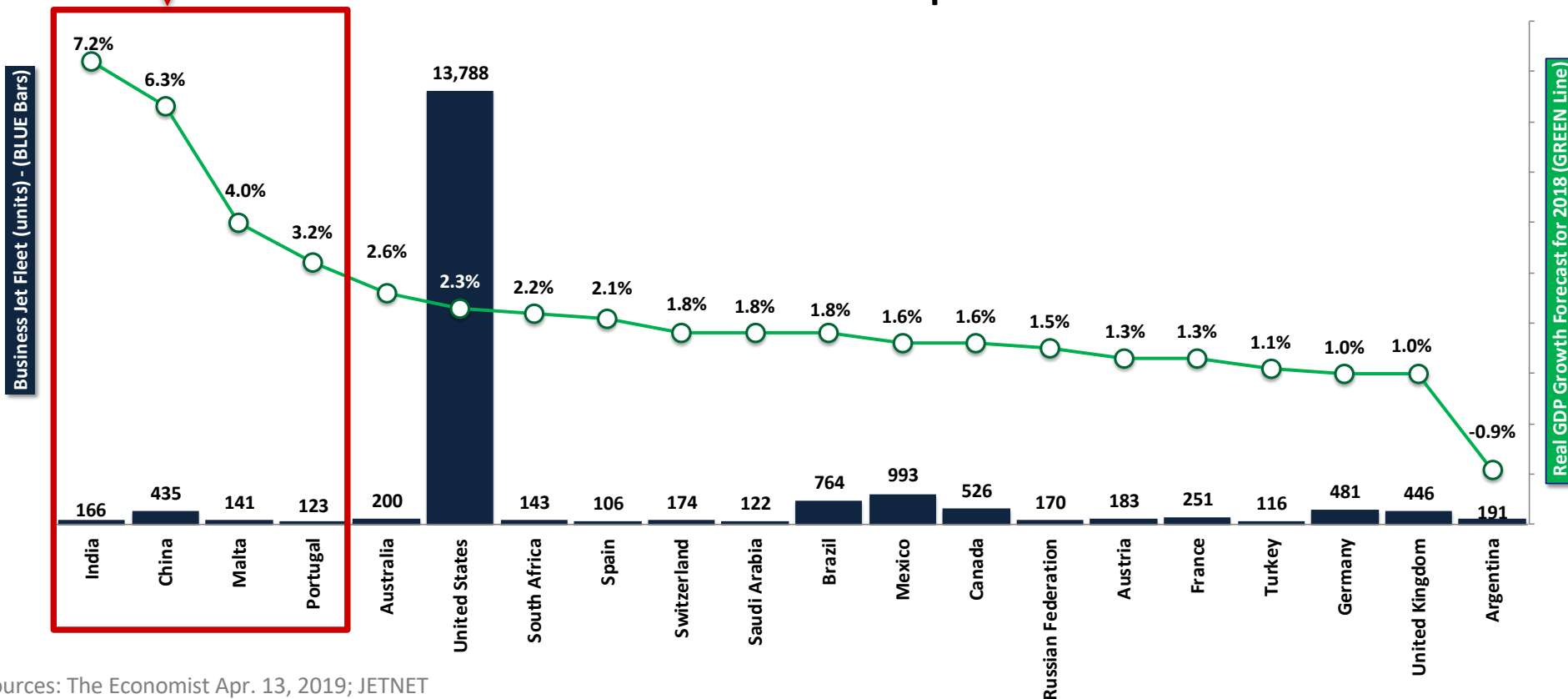
March 31, 2019 *JETNET iQ Snap!: 1st Quarter 2019 - Private & Confidential*



The Economy and Aircraft Fleets

Key markets with 3%+ forecasted 2019 GDP growth represent just 4% of the world business jet fleet

2019 GDP Growth Estimates and "Top 20" Business Jet Fleets



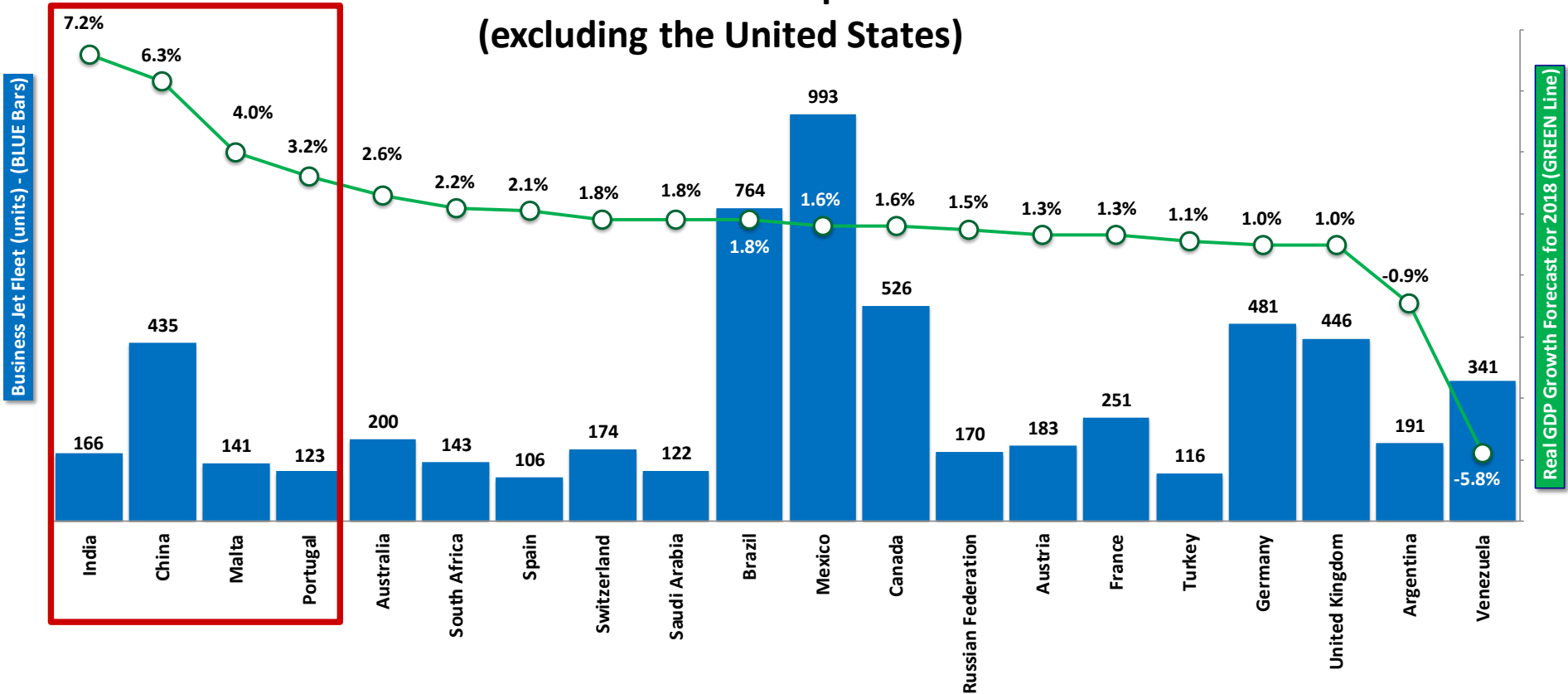
Sources: The Economist Apr. 13, 2019; JETNET

The U.S. economy grew by 2.9% in 2018; is expected to slow to 2.3% in 2019

The Economy and Aircraft Fleets

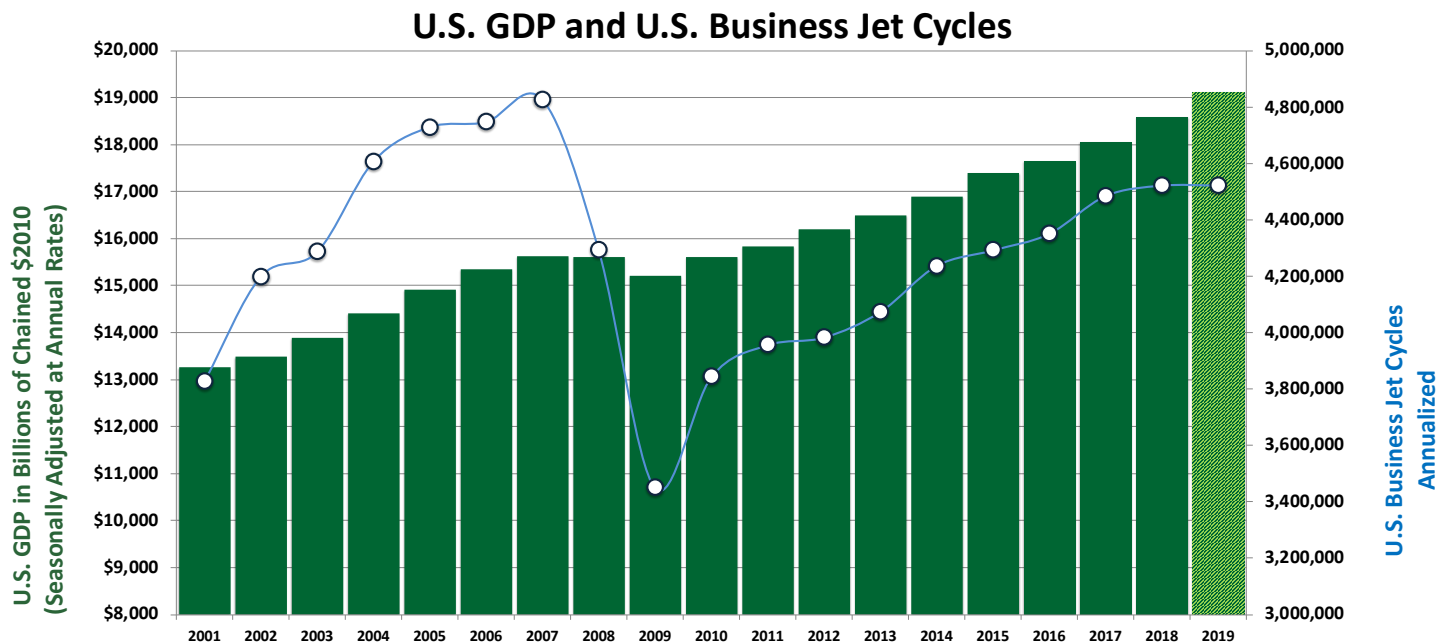
Key markets with 3%+ forecasted 2018 GDP growth represent just 4% of the world business jet fleet

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



Sources: The Economist – Apr. 13, 2019; JETNET

The Economy and Aircraft Utilization

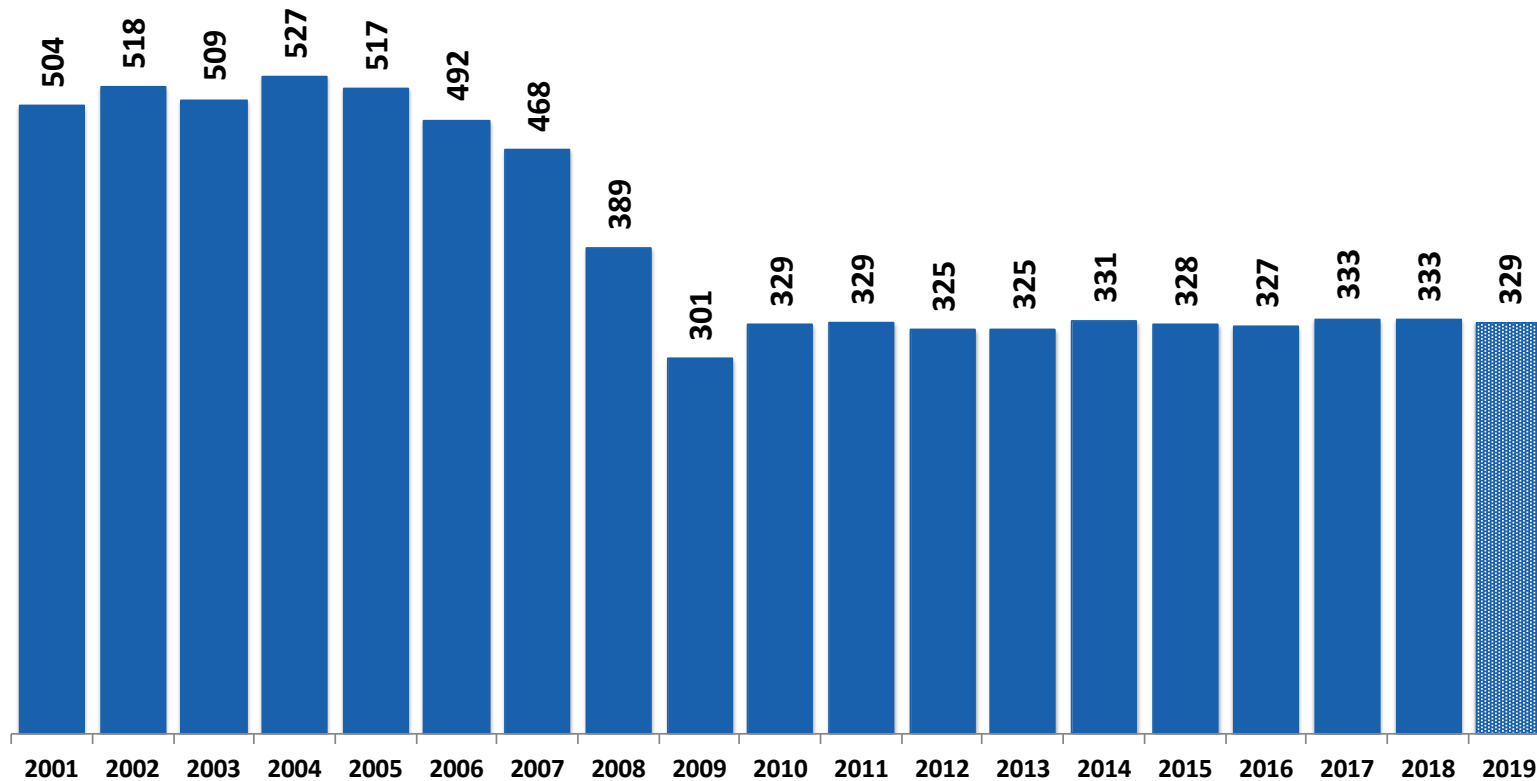


Sources: U.S. BEA, FAA; 2019 GDP is based on BEA projection and 2019 business jet cycles are based on trailing twelve months as of March 31, 2019

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

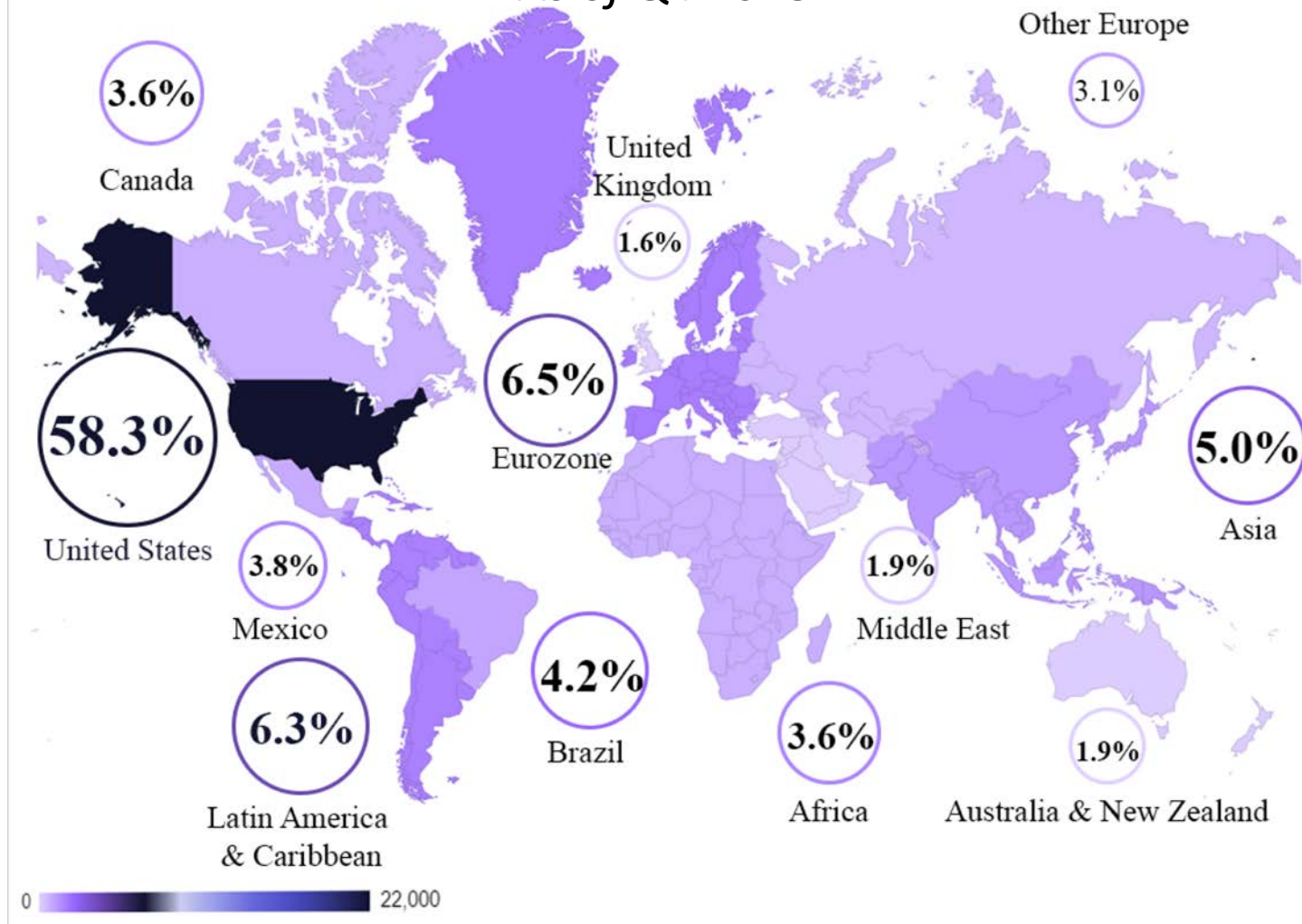


Sources: U.S. FAA; Cycles data for latest year are YTD on a Trailing Twelve Months (TTM) basis for the most recent period available; U.S. fleet from JETNET

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

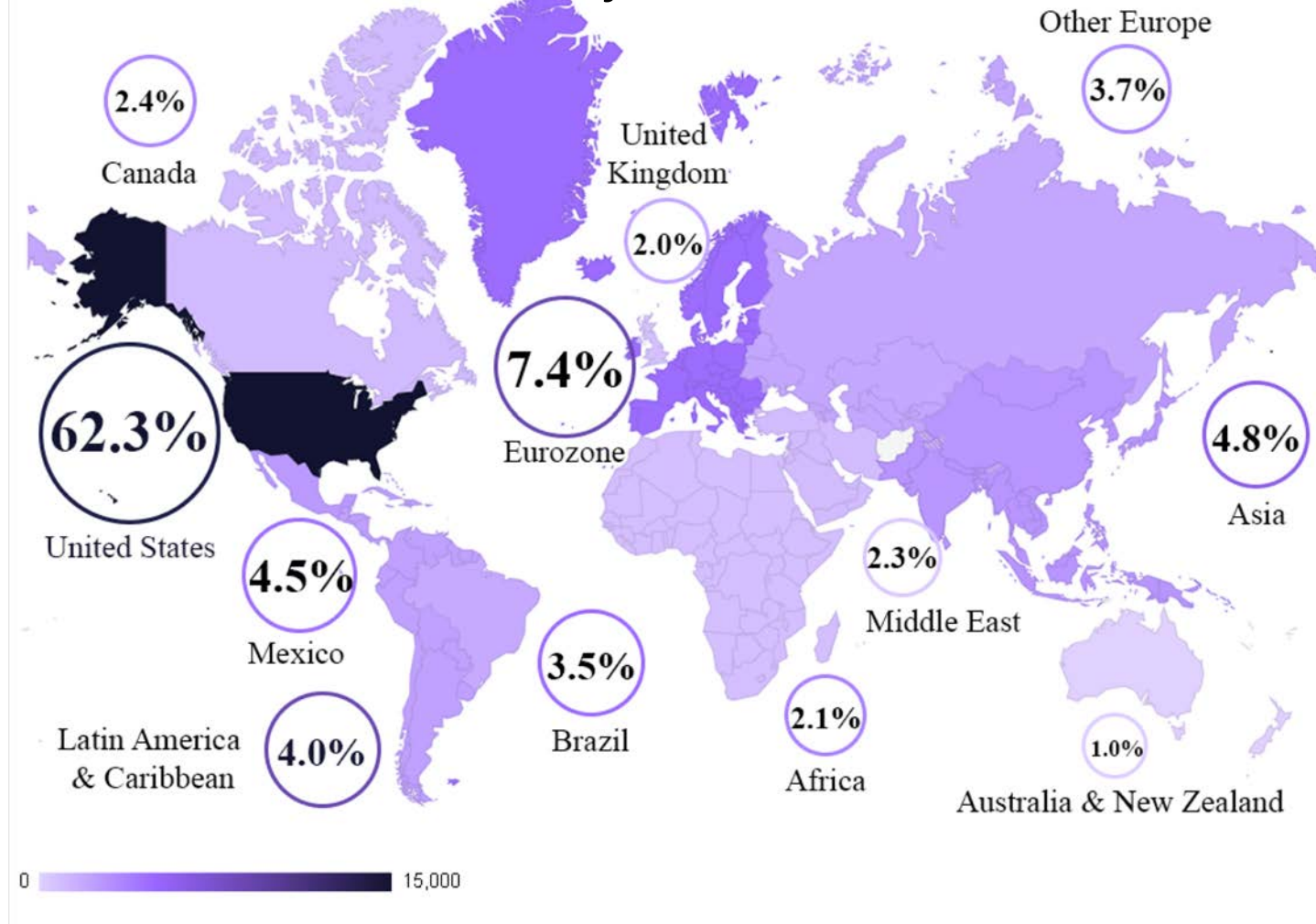
Business Aircraft Fleet by Region

Share of Fixed-Wing Turbine Business Aircraft Fleet by Region
As of Q4 2018



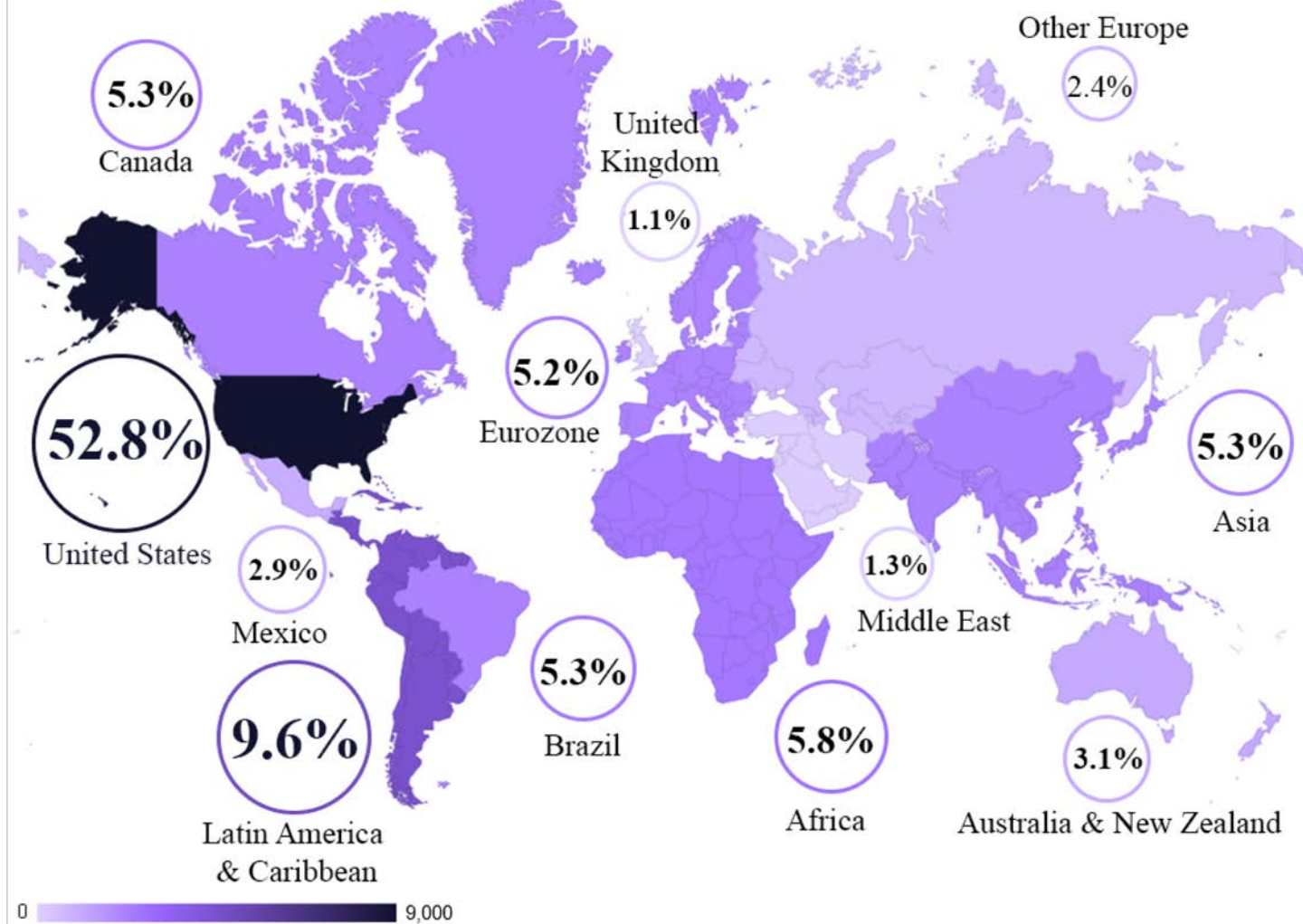
Business Jet Fleet by Region

Share of Business Jet Fleet by Region
As of Q4 2018



Business Turboprop Fleet by Region

Share of Turboprop Fleet by Region
As of Q4 2018



Business Jet Fleet by Manufacturer

NORTH AMERICA OEM	Fleet as of March 31 2019
Beechcraft	224
Bombardier	3,062
Cessna Citation	5,094
Dassault Falcon	1,406
Embraer	663
Gulfstream	1,968
Hawker	1,175
Other	722
Total	14,314

EUROPE OEM	Fleet as of March 31 2019
Beechcraft	23
Bombardier	620
Cessna Citation	874
Dassault Falcon	414
Embraer	222
Gulfstream	219
Hawker	174
Other	120
Total	2,666

FORMER SOVIET UNION OEM	Fleet as of March 31 2019
Beechcraft	-
Bombardier	69
Cessna Citation	15
Dassault Falcon	34
Embraer	27
Gulfstream	38
Hawker	37
Other	22
Total	242

MIDDLE EAST OEM	Fleet as of March 31 2019
Beechcraft	4
Bombardier	122
Cessna Citation	49
Dassault Falcon	58
Embraer	48
Gulfstream	106
Hawker	55
Other	77
Total	519

LATIN AMERICA & CARIBBEAN OEM	Fleet as of March 31 2019
Beechcraft	61
Bombardier	668
Cessna Citation	833
Dassault Falcon	143
Embraer	241
Gulfstream	212
Hawker	312
Other	185
Total	2,655

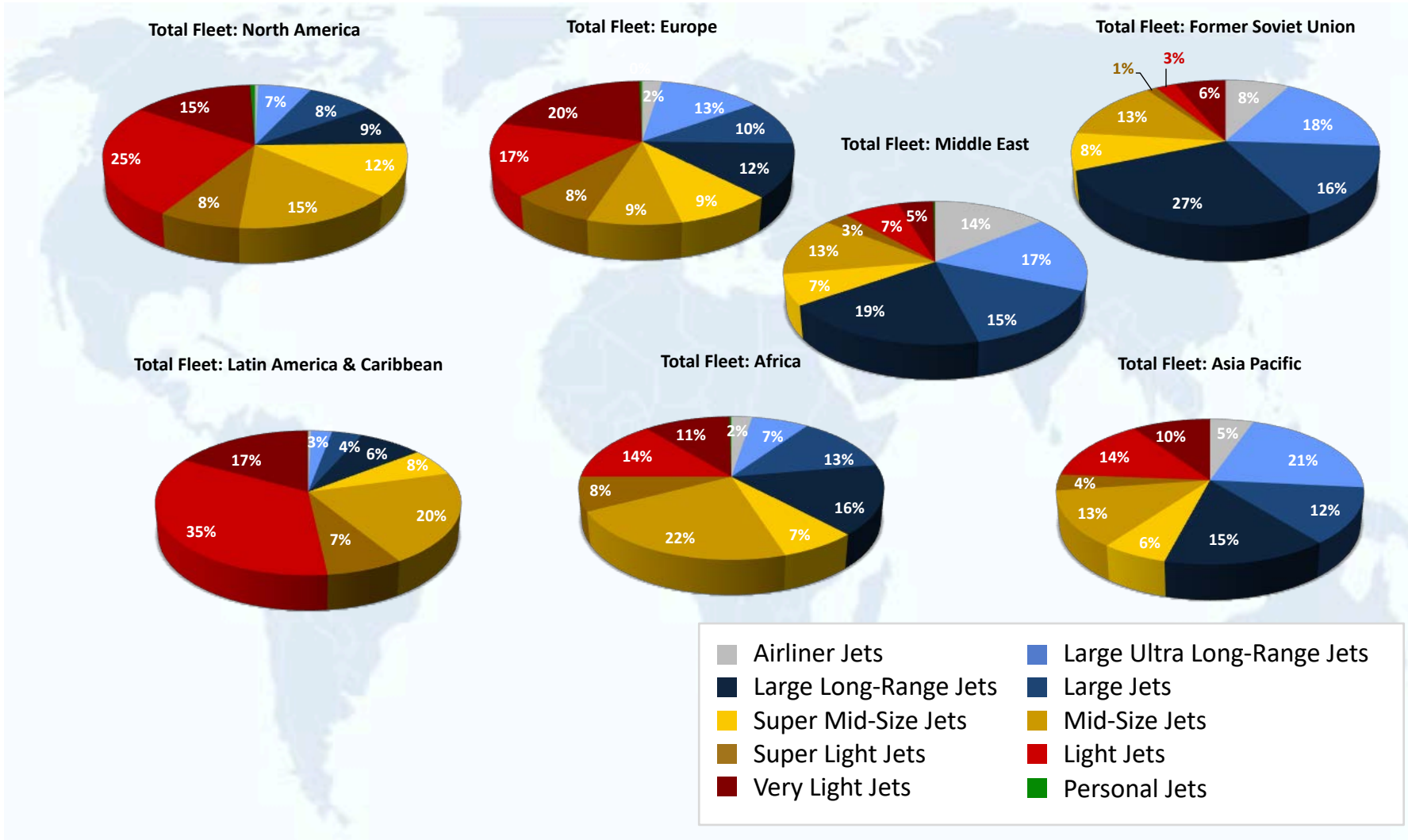
AFRICA OEM	Fleet as of March 31 2019
Beechcraft	3
Bombardier	94
Cessna Citation	108
Dassault Falcon	61
Embraer	21
Gulfstream	67
Hawker	92
Other	22
Total	468

ASIA PACIFIC OEM	Fleet as of March 31 2019
Beechcraft	8
Bombardier	326
Cessna Citation	234
Dassault Falcon	104
Embraer	83
Gulfstream	303
Hawker	123
Other	80
Total	1,261

World business jet fleet was 22,125 jets on March 31, 2019

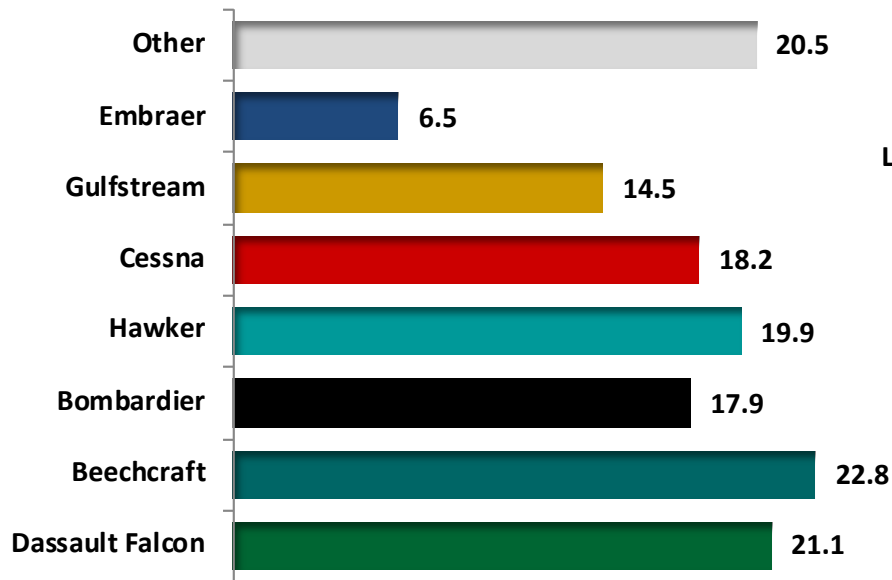
Business Jet Fleet by Size Category

As of March 31, 2019

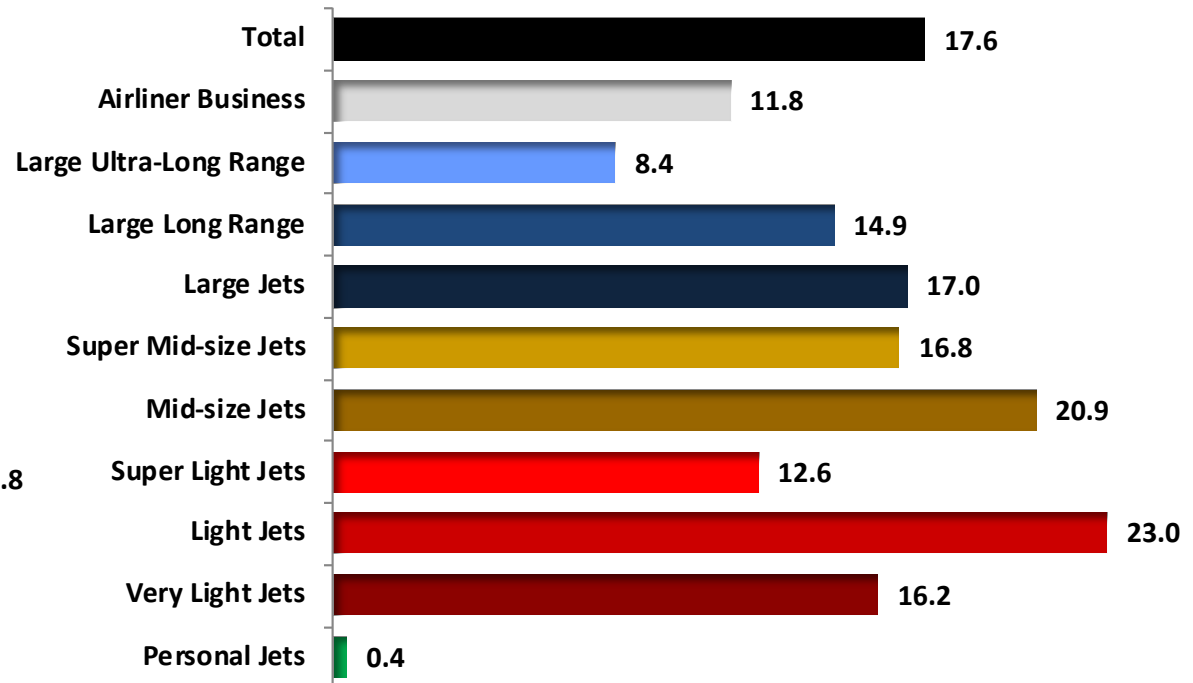


Business Jet Fleet Age (Years)

Business aircraft average fleet age as of Mar 31, 2019

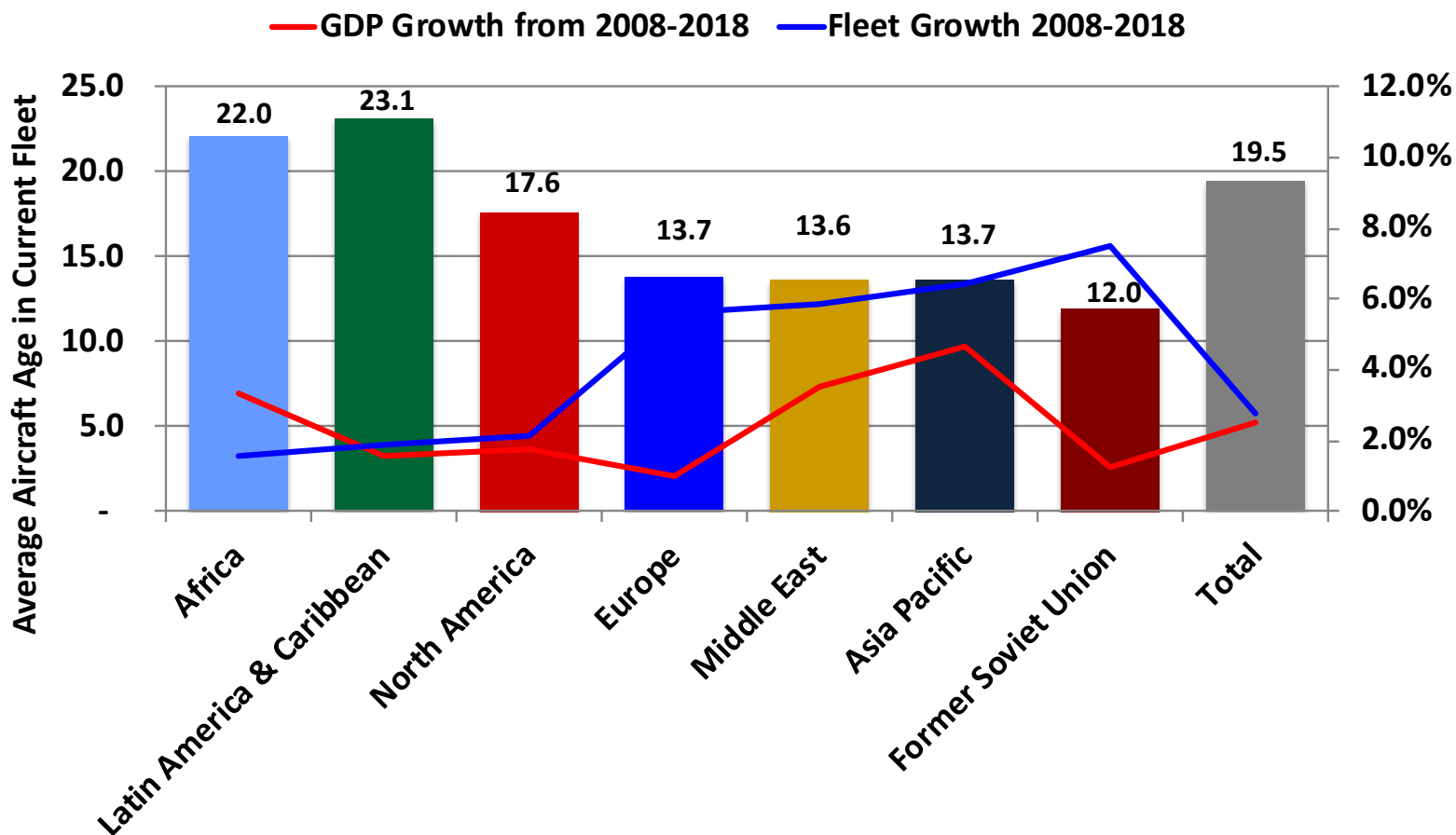


Business aircraft average fleet age as of Mar 31, 2019

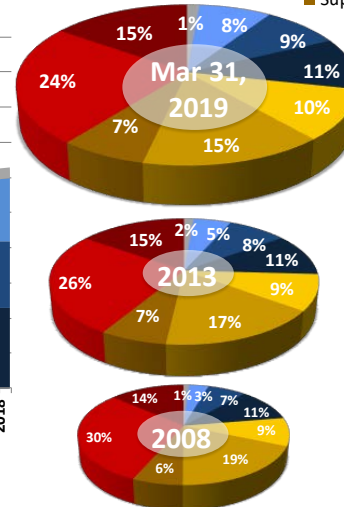
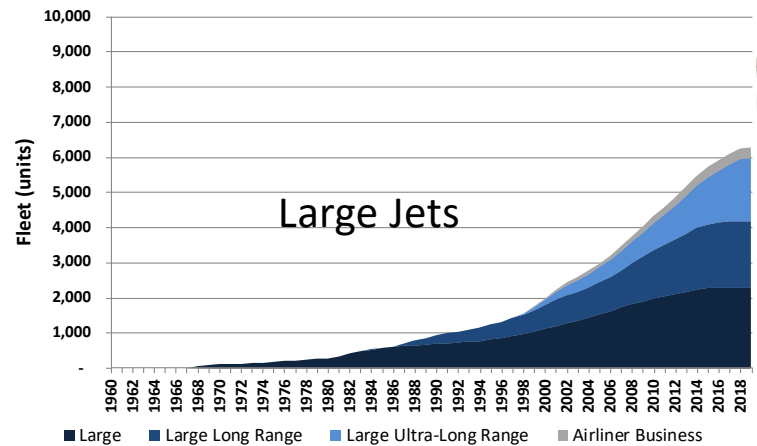
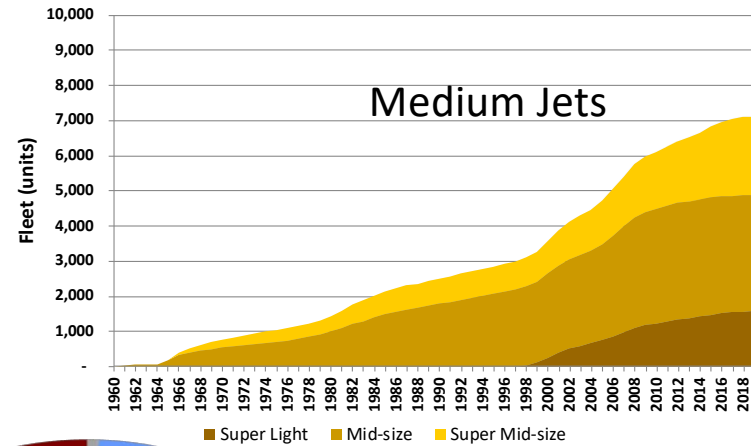
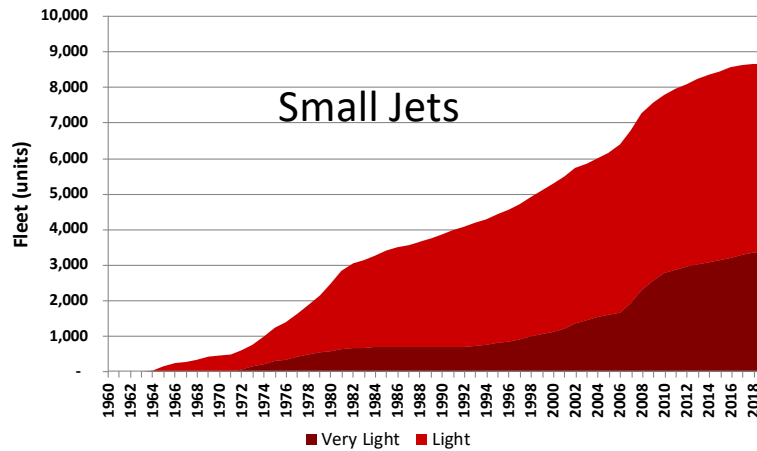


Business Jet Fleet Age (Years) by Region

Regional profile of current average fleet age and regional GDP and fleet growth (2008-2018)



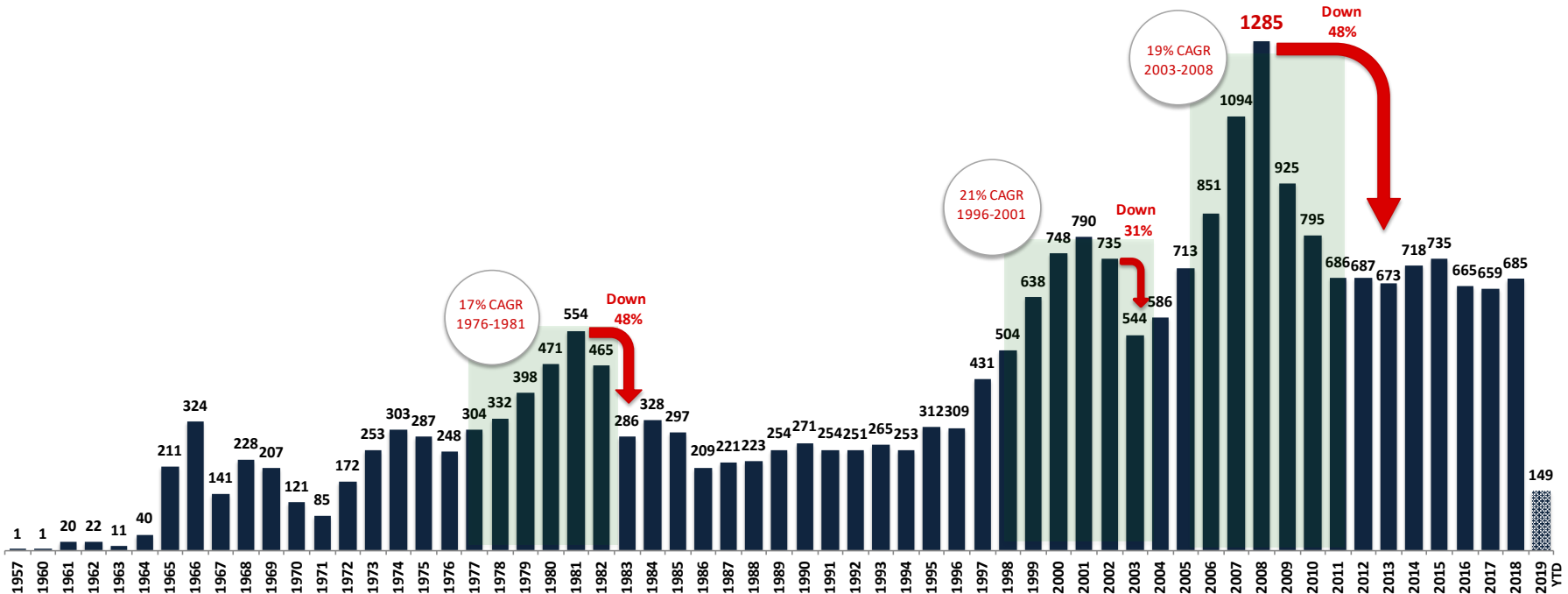
Business Jet Fleet by Size Category Fleet in Years From 1960 – March 31, 2019



Business Jet Fleet as of Mar 31, 2019	
By size category	
Airliner Business	302
Large Ultra-Long Range	1,786
Large Long Range	1,896
Large Jets	2,283
Super Mid-size Jets	2,247
Mid-size Jets	3,301
Super Light Jets	1,567
Light Jets	5,282
Very Light Jets	3,365
Personal Jets	96
Total	22,125

Business Jet Deliveries (Units)

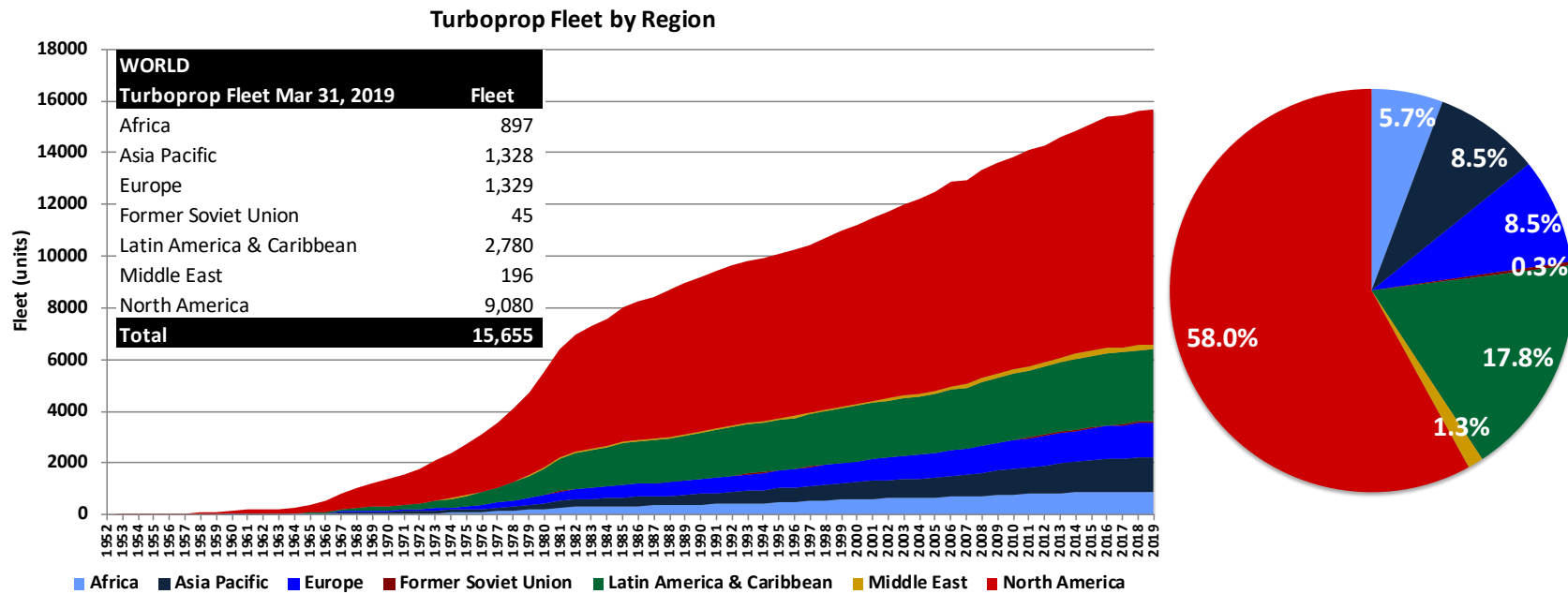
Business Jet Deliveries



Source: JETNET; includes single-engine Personal Jets; 2019 data are year-to-date through March 31, 2019 as per JETNET records

New business jet delivery units have remained relatively flat for 8 years

Business Turboprop Fleet by Region



Business Turboprop Fleet by Manufacturer

NORTH AMERICA	
Turboprop Fleet Mar 31, 2019	Fleet
Cessna	1,372
Daher Socata	678
Beechcraft	3,793
Pilatus	1,126
Piper	1,050
Turbo Commander	291
Other	770
Total	9,080

EUROPE	
Turboprop Fleet Mar 31, 2019	Fleet
Cessna	157
Daher Socata	132
Beechcraft	392
Pilatus	195
Piper	235
Turbo Commander	22
Other	196
Total	1,329

FORMER SOVIET UNION	
Turboprop Fleet Mar 31, 2019	Fleet
Cessna	10
Daher Socata	-
Beechcraft	11
Pilatus	8
Piper	8
Turbo Commander	-
Other	8
Total	45

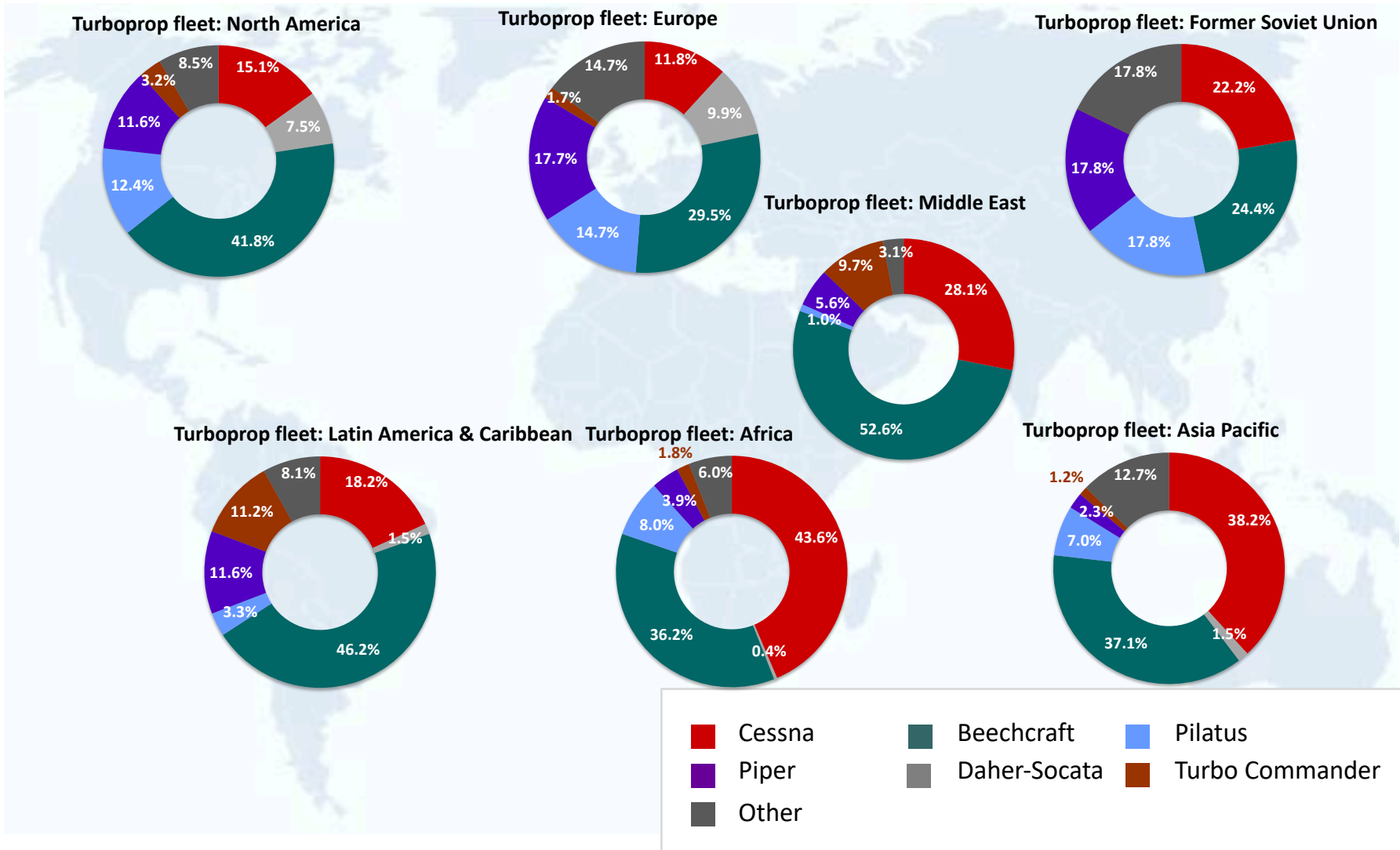
MIDDLE EAST	
Turboprop Fleet Mar 31, 2019	Fleet
Cessna	55
Daher Socata	0
Beechcraft	103
Pilatus	2
Piper	11
Turbo Commander	19
Other	6
Total	196

LATIN AMERICA & CARIBBEAN	
Turboprop Fleet Mar 31, 2019	Fleet
Cessna	505
Daher Socata	41
Beechcraft	1,285
Pilatus	92
Piper	322
Turbo Commander	311
Other	224
Total	2,780

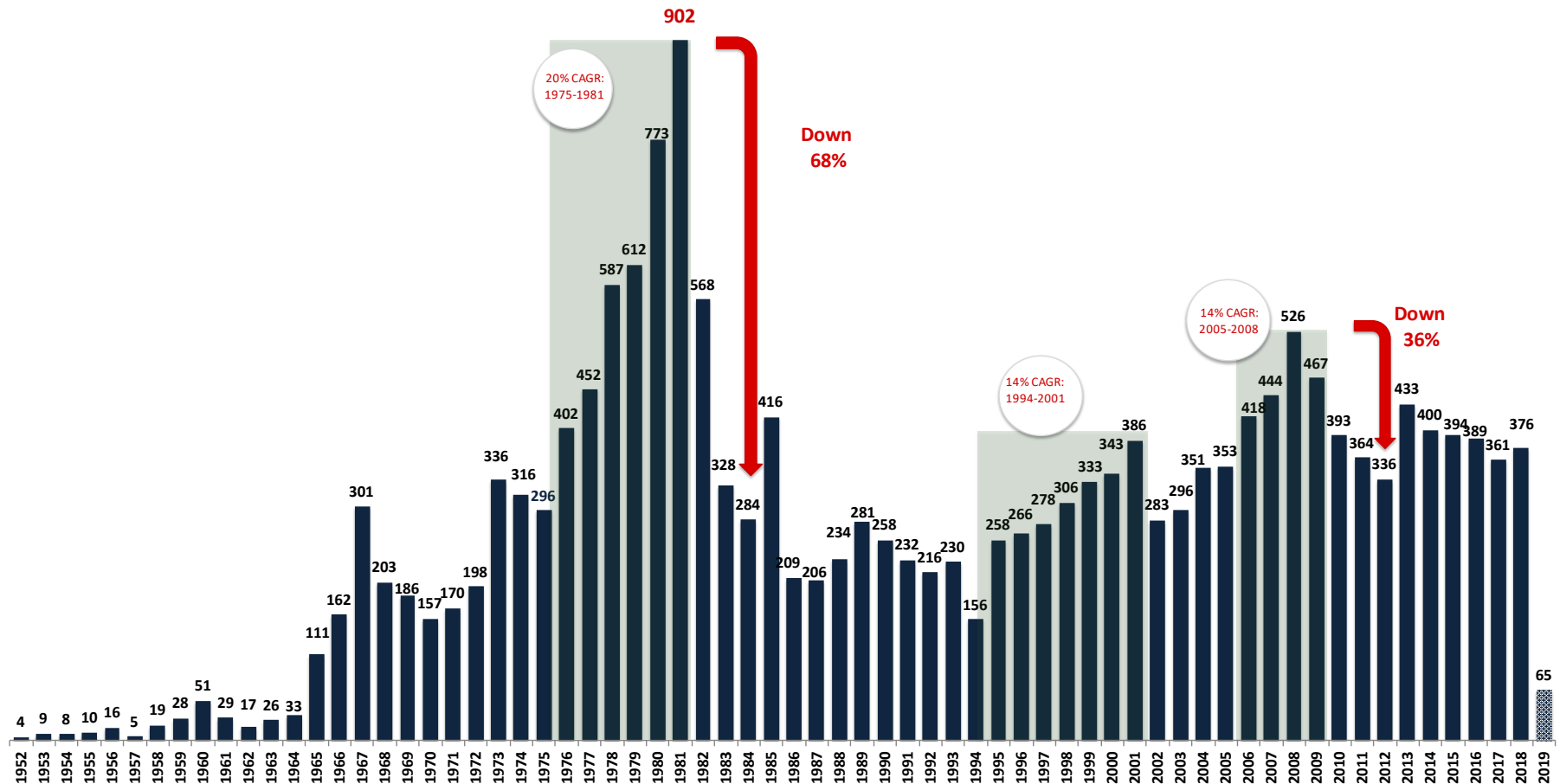
AFRICA	
Turboprop Fleet Mar 31, 2019	Fleet
Cessna	391
Daher Socata	4
Beechcraft	325
Pilatus	72
Piper	35
Turbo Commander	16
Other	54
Total	897

ASIA PACIFIC	
Turboprop Fleet Mar 31, 2019	Fleet
Cessna	507
Daher Socata	20
Beechcraft	493
Pilatus	93
Piper	30
Turbo Commander	16
Other	169
Total	1,328

Business Turboprop Fleet by Manufacturer



Business Turboprop Deliveries (Units)

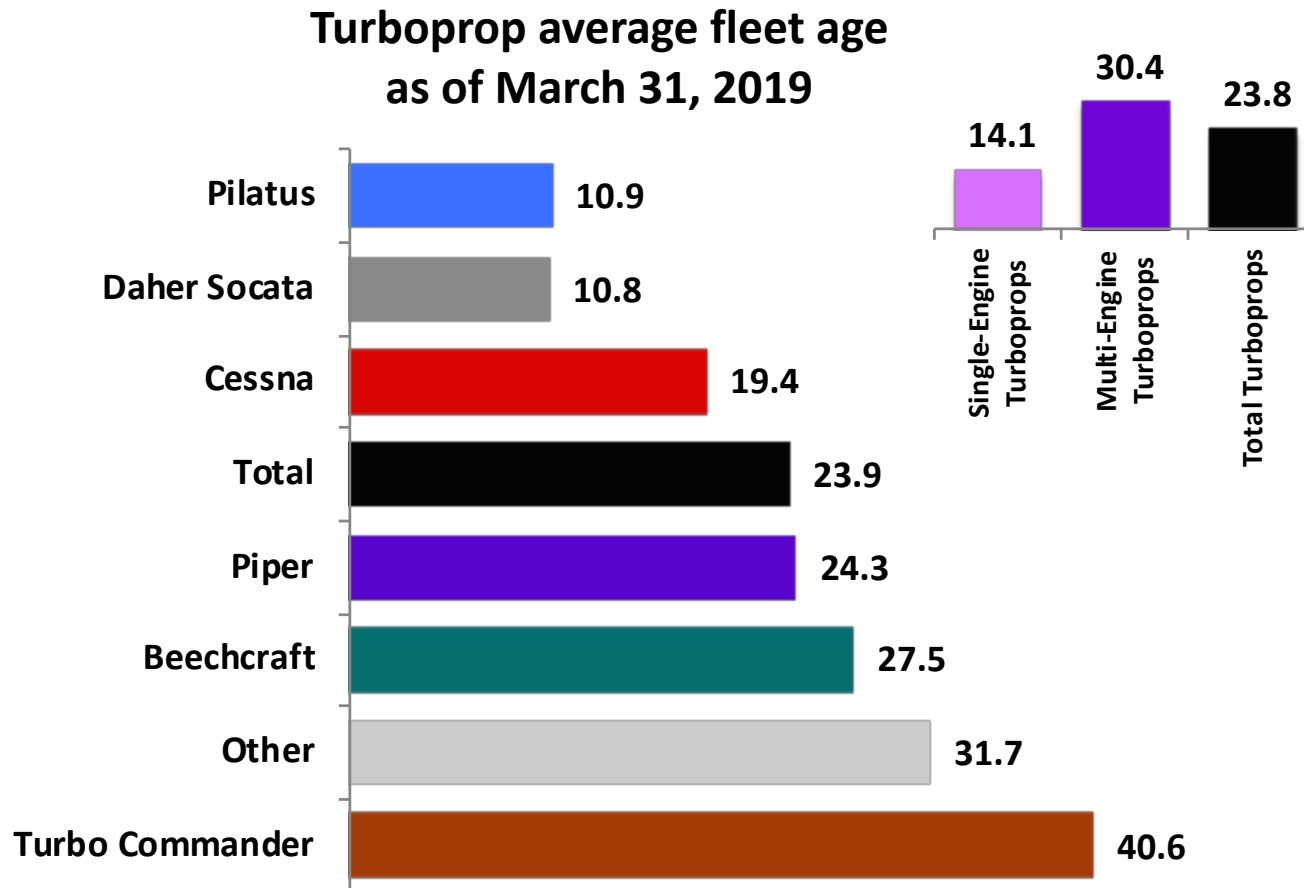


Source: JETNET; 2019 data are year-to-date through March 31, 2019 as per JETNET records

March 31, 2019

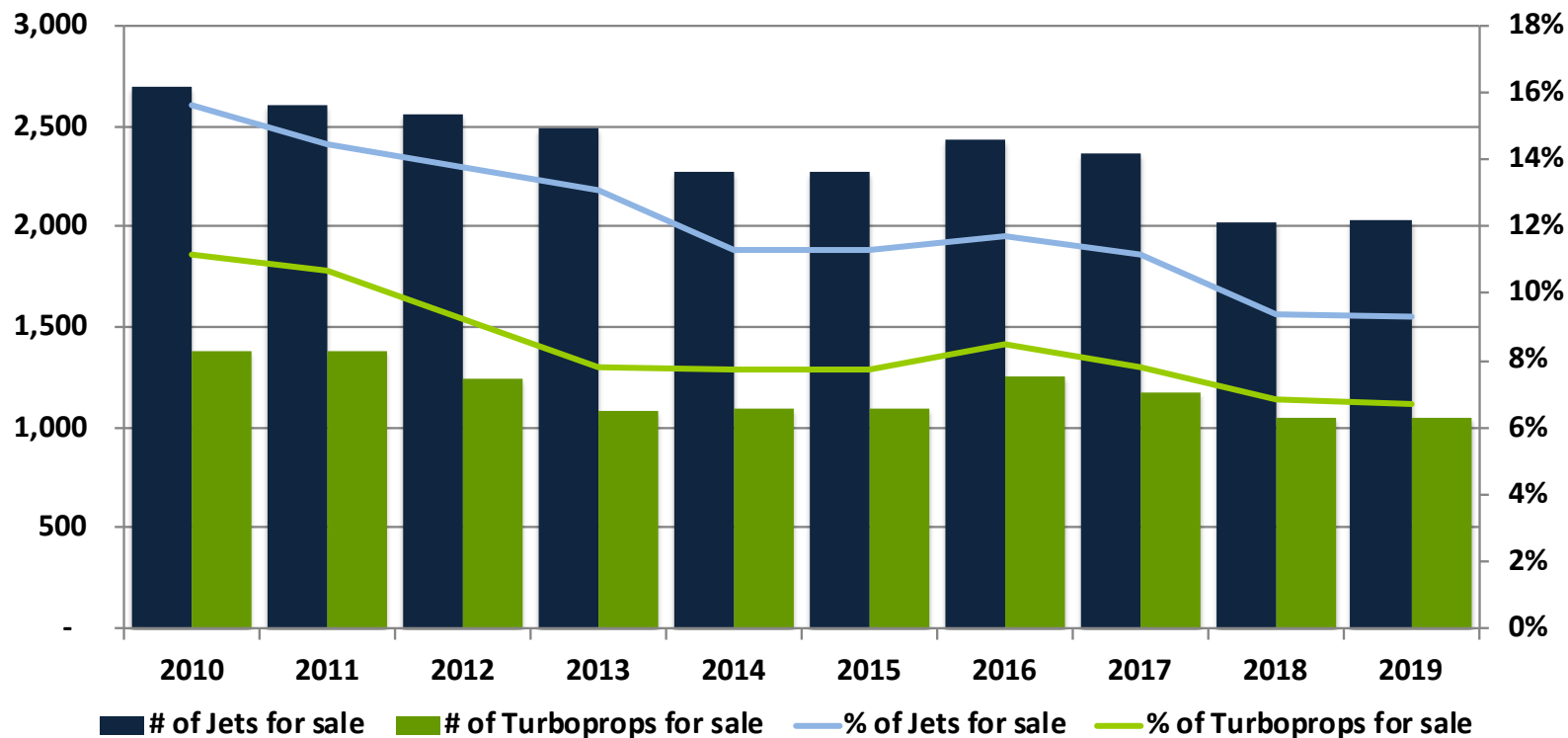
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Business Turboprop Fleet Age (Years)



Pre-Owned Business Aircraft Inventory

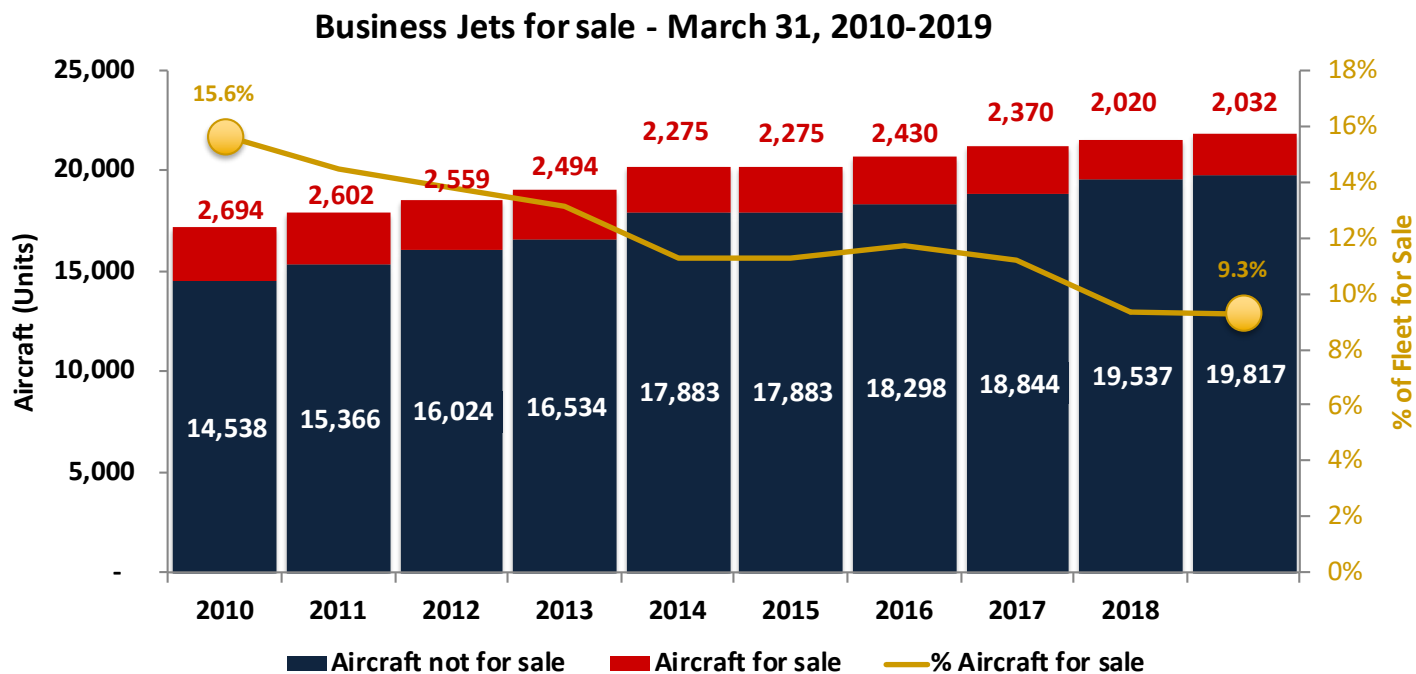
Business Jets and Turboprops for sale
March 2010 - March 2019



	Aircraft Available for Sale as % of World Fleet (as of March 31)									
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Business Jets	15.6%	14.5%	13.8%	13.1%	11.3%	11.3%	11.7%	11.2%	9.4%	9.3%
Turboprop	11.2%	10.7%	9.2%	7.8%	7.7%	7.7%	8.5%	7.8%	6.9%	6.7%

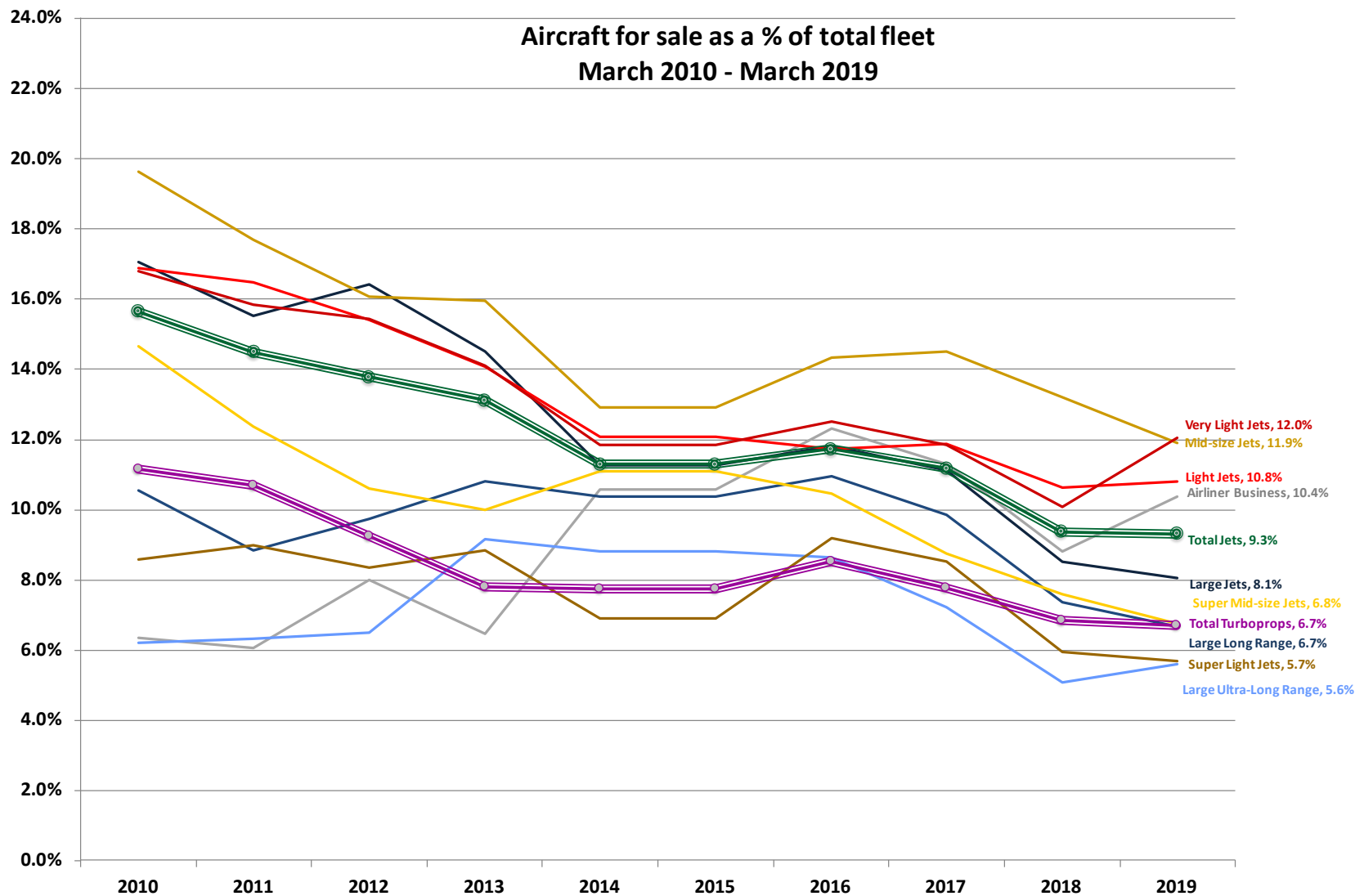
For-sale inventory of pre-owned business aircraft has steadily declined since 2009

Pre-Owned Business Jet Inventory



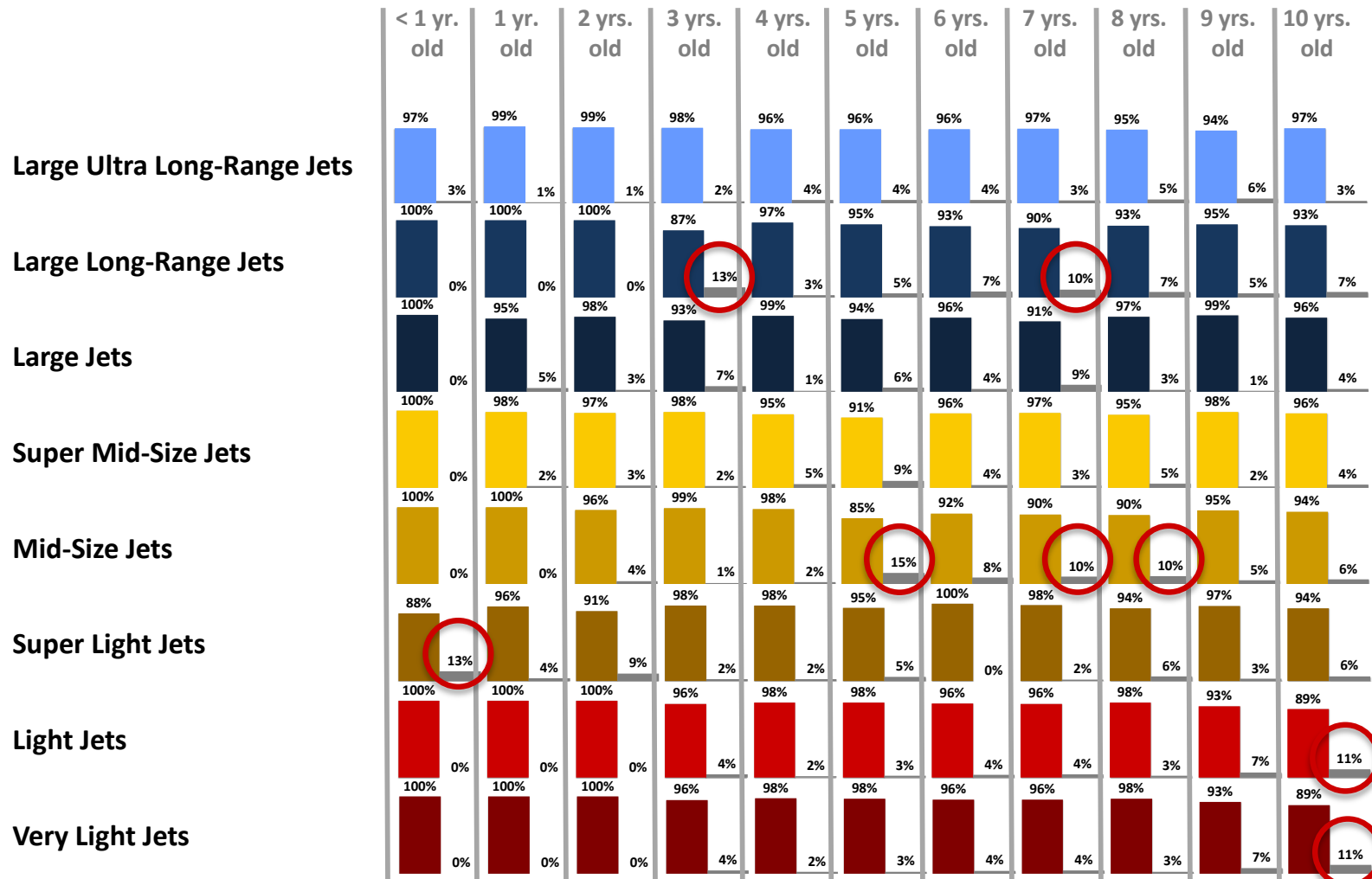
Jets Available for Sale as % of World Fleet (as of December 31)									
2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
16.3%	14.9%	13.8%	13.4%	12.5%	11.0%	11.5%	11.0%	9.9%	9.3%

Pre-Owned Business Jet Inventory



Pre-Owned Business Jet Inventory

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

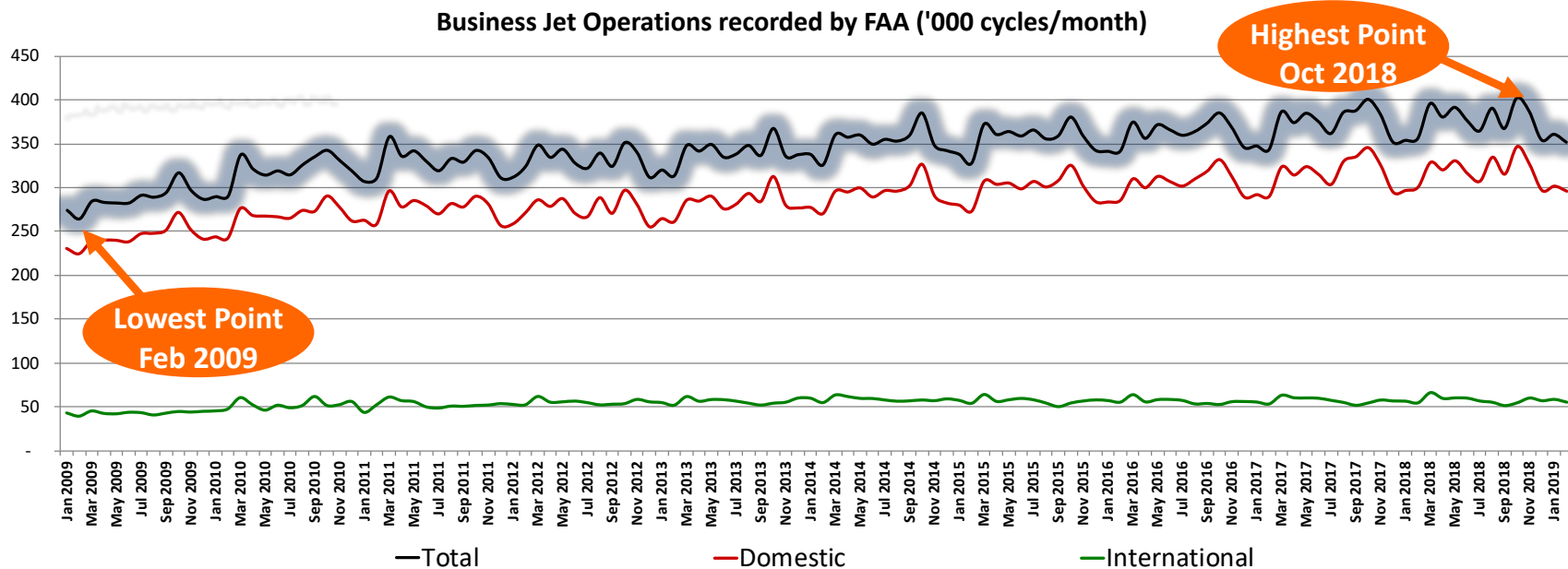


Year => 10% Availability

U.S. Business Jet Utilization

U.S. business jet cycles increased 0.5% YOY in February 2019 on a trailing twelve months (TTM) basis, with a 0.3% increase in domestic flights and a 1.0% increase in international flights. Having now returned to 2003/2004 levels of activity, flight cycles in Q1 2019 (trailing 12 months) were still 6.2% below 2007's historical highs mostly due to domestic flights, despite 20% growth of the underlying U.S. fleet since that year.

FAA BUSINESS JET OPERATIONS - FEB 2019		Trailing 12 Months
TOTAL CYCLES		
Total Cycles	351,912	4,523,906
Change vs. prior month	-2.5%	-0.1%
Change vs. prior year	-1.1%	0.5%
Change vs. 24 months ago	2.5%	3.8%
DOMESTIC CYCLES		
Total Domestic Cycles	296,268	3,824,756
Change vs. prior month	-1.9%	-0.1%
Change vs. prior year	-1.5%	0.3%
Change vs. 24 months ago	2.0%	3.9%
INTERNATIONAL CYCLES		
Total International Cycles	55,644	699,150
Change vs. prior month	-5.5%	0.1%
Change vs. prior year	1.2%	1.0%
Change vs. 24 months ago	3.6%	3.0%



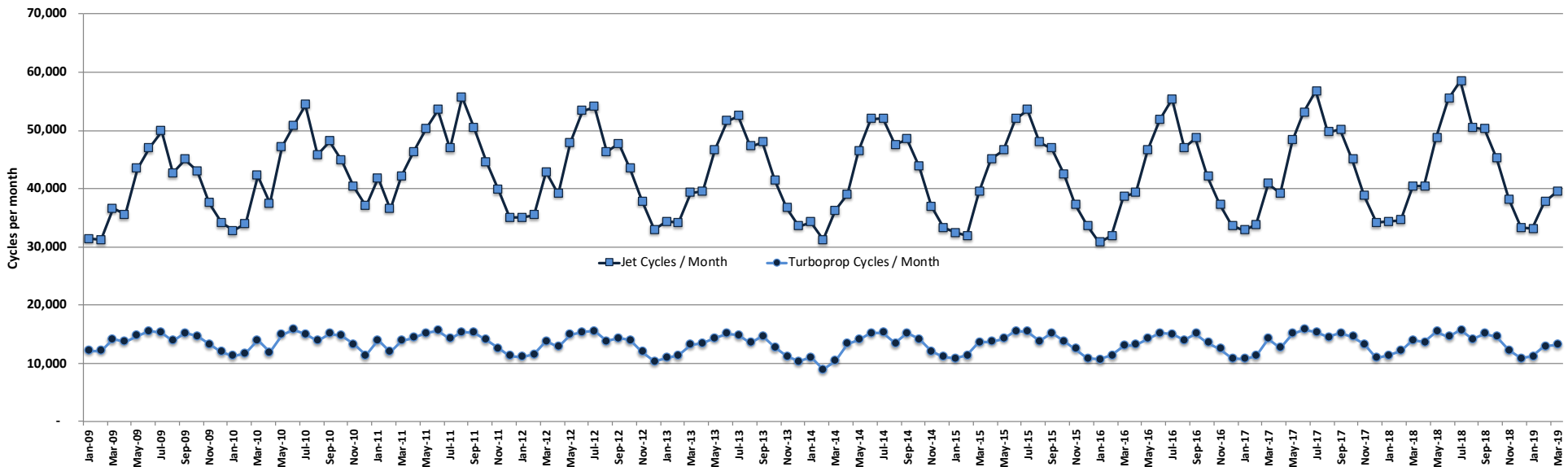
Source: U.S. FAA; JETNET

European Business Aircraft Utilization

March 2019 business aircraft cycles in Europe were up 1.2% for jets and down 0.7% for turboprops on a year-over-year (YOY) trailing twelve months (TTM) basis. European utilization rates fluctuate with the seasons, an indication of considerable non-business “North-South” flying. The outlook for European business aircraft utilization is for somewhat lower cycles driven by slower GDP growth of 1.3% in the Euro Area in 2019.

EUROCONTROL		Trailing 12 Months
BUSINESS JET & TURBOPROP OPERATIONS - MAR 2019		
BUSINESS JETS (EXCLUDING AIRLINERS)		
Total Cycles	39,462	530,739
Change vs. prior month	4.5%	-0.2%
Change vs. prior year	-2.4%	1.2%
Change vs. 24 months ago	-3.4%	4.2%
TURBOPROPS		
Total Cycles	13,270	163,982
Change vs. prior month	2.1%	-0.4%
Change vs. prior year	-5.2%	-0.7%
Change vs. 24 months ago	-6.8%	2.3%

Eurocontrol Business Jet and Turboprop Operations (Cycles per Month)

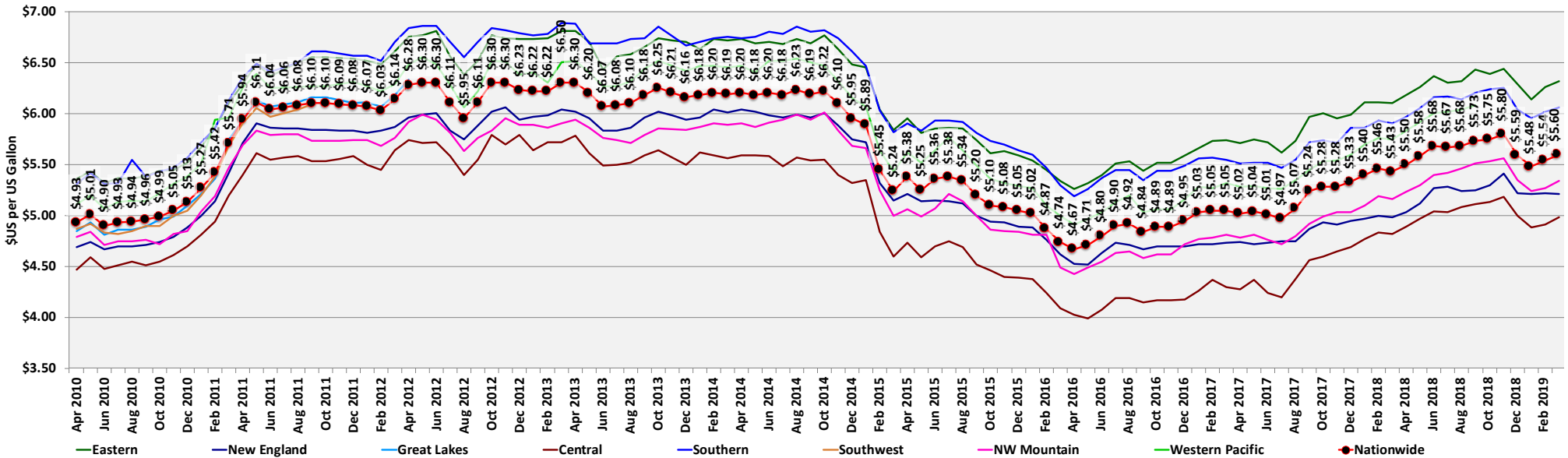


Source: Eurocontrol

March 31, 2019

Jet-A Fuel Prices at U.S. FBOs

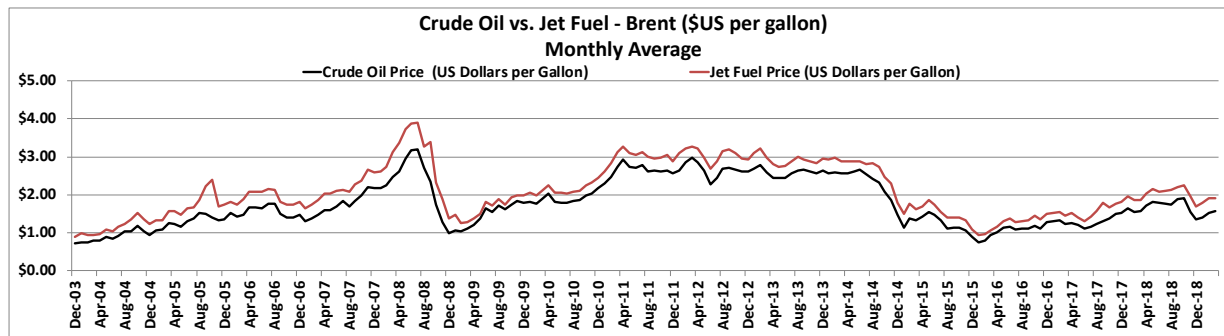
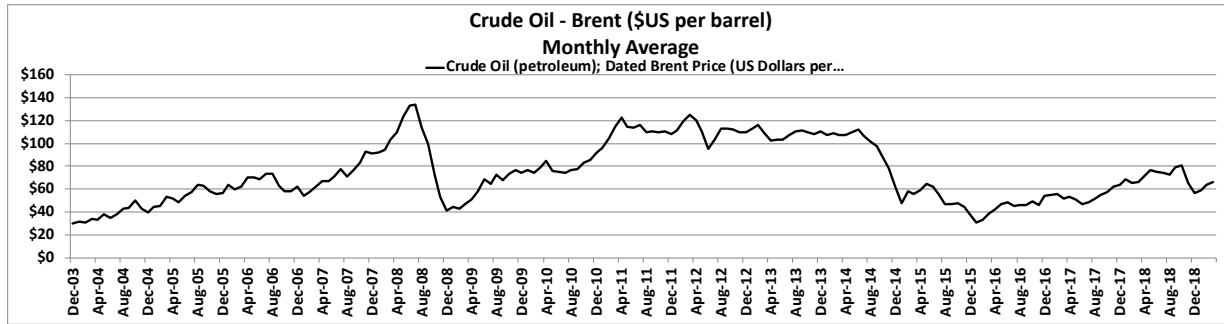
Average Jet-A Fuel Prices recorded by B&CA - Regional USA



Source: [Business & Commercial Aviation](#)

Jet-A fuel prices in March 2019 averaged about \$5.60 at U.S. FBOs, up 3.1% from \$5.43 year-over-year

Crude Oil and Jet Fuel Prices



IATA Fuel Price Monitor	Share in	Index Value		vs. 1 week	vs. 1 month		
April 12 2019	World Index	\$/US gallon	\$/barrel	ago	ago		
Jet Fuel Price	100%	\$ 2.013	\$ 84.55	231.14	2.2%	4.6%	-2.8%
Asia & Oceania	22%	\$ 1.986	\$ 83.40	238.29	3.6%	4.0%	-3.9%
Europe & CIS	28%	\$ 2.009	\$ 84.39	227.37	1.6%	3.8%	-3.2%
Middle East & Africa	7%	\$ 1.939	\$ 81.45	243.23	2.9%	3.5%	-4.6%
North America	39%	\$ 2.039	\$ 85.62	227.62	1.9%	5.9%	-1.7%
Latin & Central America	4%	\$ 2.074	\$ 87.12	241.33	0.9%	4.1%	-2.2%

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

Source: IndexMundi; IATA from PLATTS

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
2019 English Exit this survey

WELCOME

JETNET iQ
Global Business & General 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.

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:

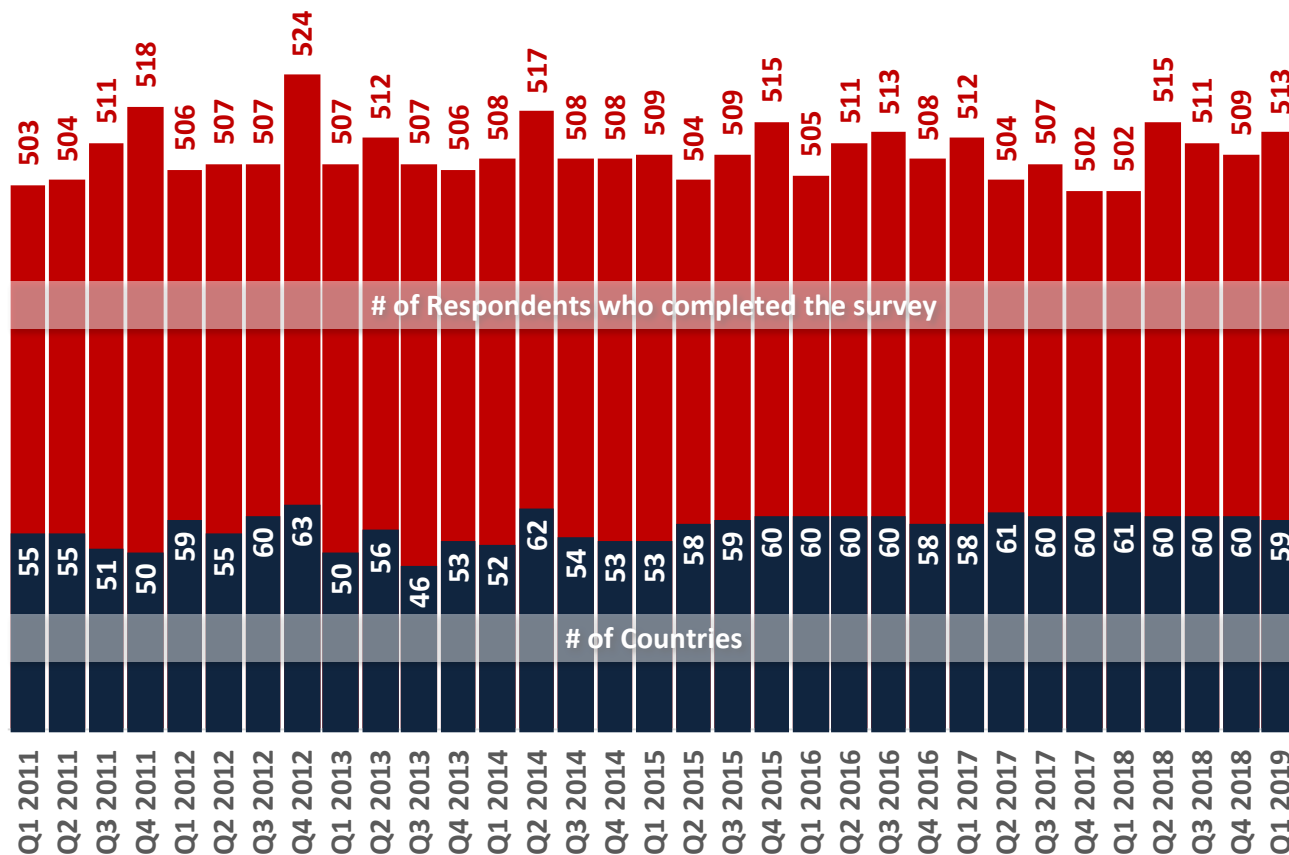
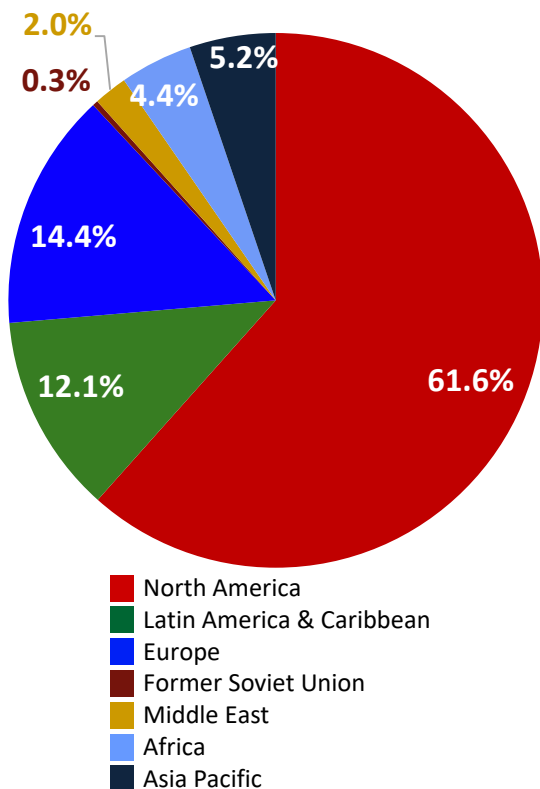
JETNET iQ
JETNET iQ Voice of
Global Business & General Aviation

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 - Q1 2019



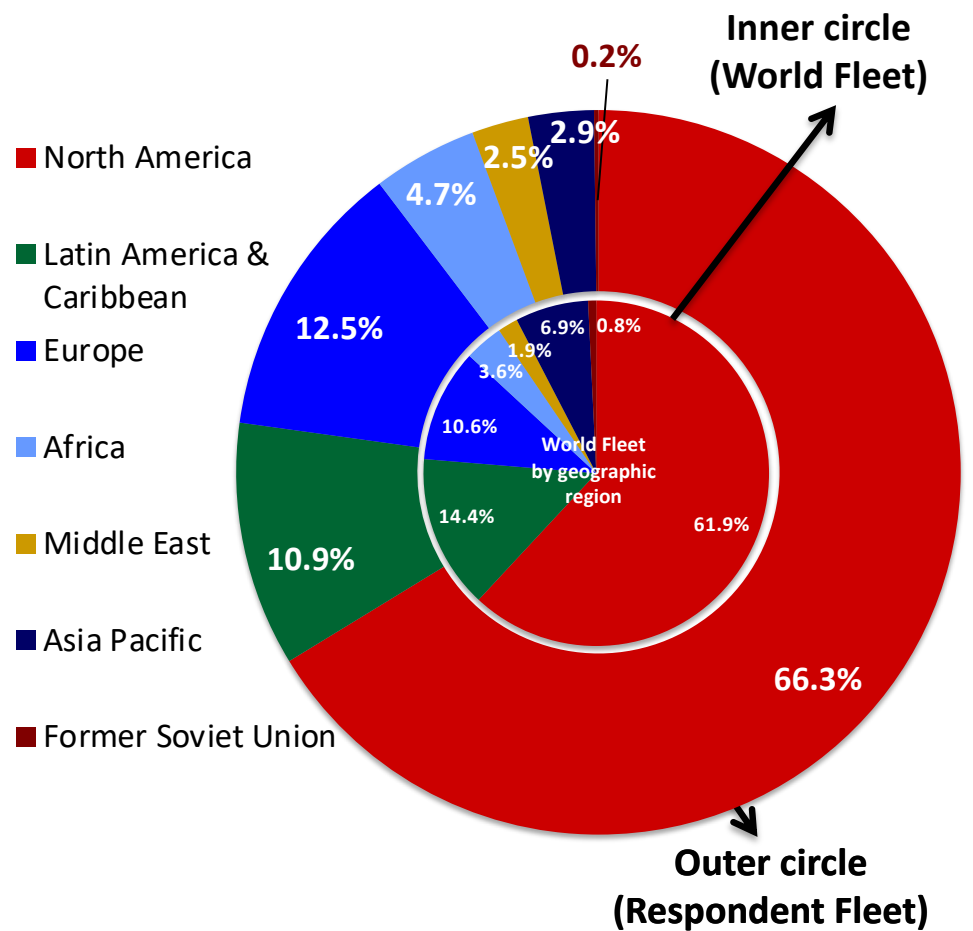
JETNET iQ Surveys: Since Q1 2011, ~17,000 respondents from 132 countries

Survey Respondents' Location

By Respondent Location

Q1 2019 Survey

RESPONDENT COUNTRIES FROM Q1 2019 SURVEY			
COUNTRIES/TERRITORIES	# of respondents		# of respondents
ARGENTINA	5	NETHERLANDS	2
AUSTRALIA	5	NEW ZEALAND	1
AUSTRIA	8	NIGERIA	3
BARBADOS	1	PERU	1
BELGIUM	2	POLAND	1
BELIZE	1	PORTUGAL	1
BOTSWANA	1	ROMANIA	1
BRAZIL	32	RUSSIAN FEDERATION	1
BULGARIA	1	SAUDI ARABIA	1
CANADA	21	SLOVAK REPUBLIC	1
CHILE	1	SLOVENIA	1
CHINA	4	SOUTH AFRICA	14
COLOMBIA	1	SRI LANKA	1
CZECHIA	4	ST BARTHELEMY	1
DENMARK	1	SURINAME	1
EGYPT	1	SWEDEN	1
ESTONIA	1	SWITZERLAND	6
FINLAND	1	THAILAND	1
FRANCE	1	TURKEY	4
GERMANY	14	UNITED ARAB EMIRATES	5
HONDURAS	1	UNITED KINGDOM	9
ICELAND	1	UNITED STATES	319
INDIA	2	ZAMBIA	1
IRELAND	2	ZIMBABWE	1
ISRAEL	1	Total # of respondents	513
ITALY	3	Total # of countries	59
JORDAN	1	Africa	24
KENYA	2	Asia Pacific	15
LEBANON	1	Europe	64
LIECHTENSTEIN	1	Former Soviet Union	1
LUXEMBOURG	1	Latin America & Caribbean	56
MALAYSIA	1	Middle East	13
MEXICO	11	North America	340
NAMIBIA	1	Total	513



Survey Respondents' Roles

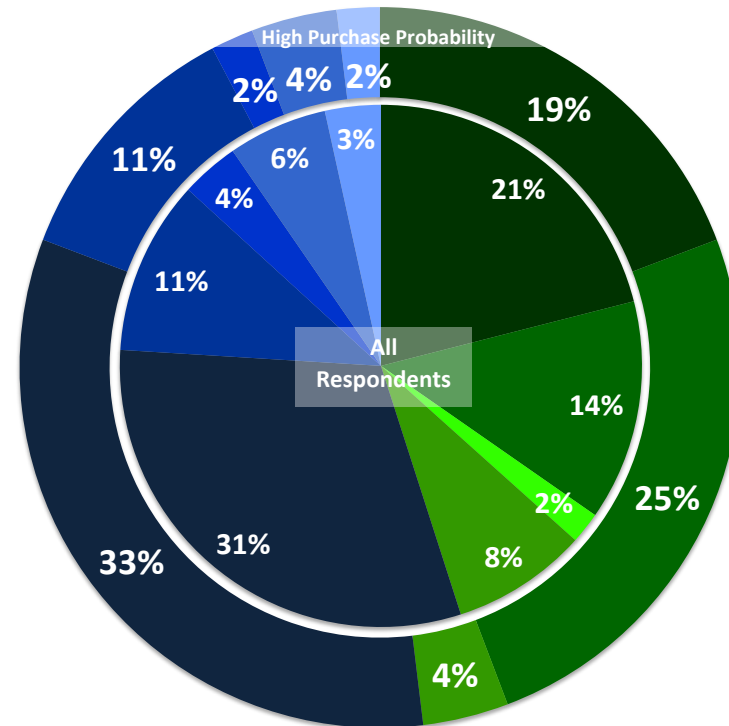
By Job Title

Q1 2019 Survey

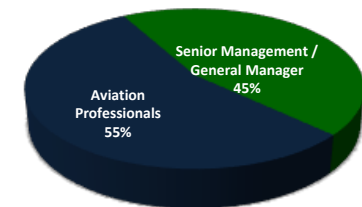
Title of respondent	Completed
Business owner / shareholder / partner	140
C-Level / President / Managing Director	91
Vice President / Senior Management	13
General Manager / Director	56
Chief Pilot / head of flight operations	206
Dispatcher / Scheduler / Flight Coordinator	72
Head of maintenance	24
Pilot	41
Vice President / Director of Aviation	23
Total	666

Note: Respondent was able to choose whichever applied

Aviation Professionals	366	55%
Senior Management / General Manager	300	45%



- 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

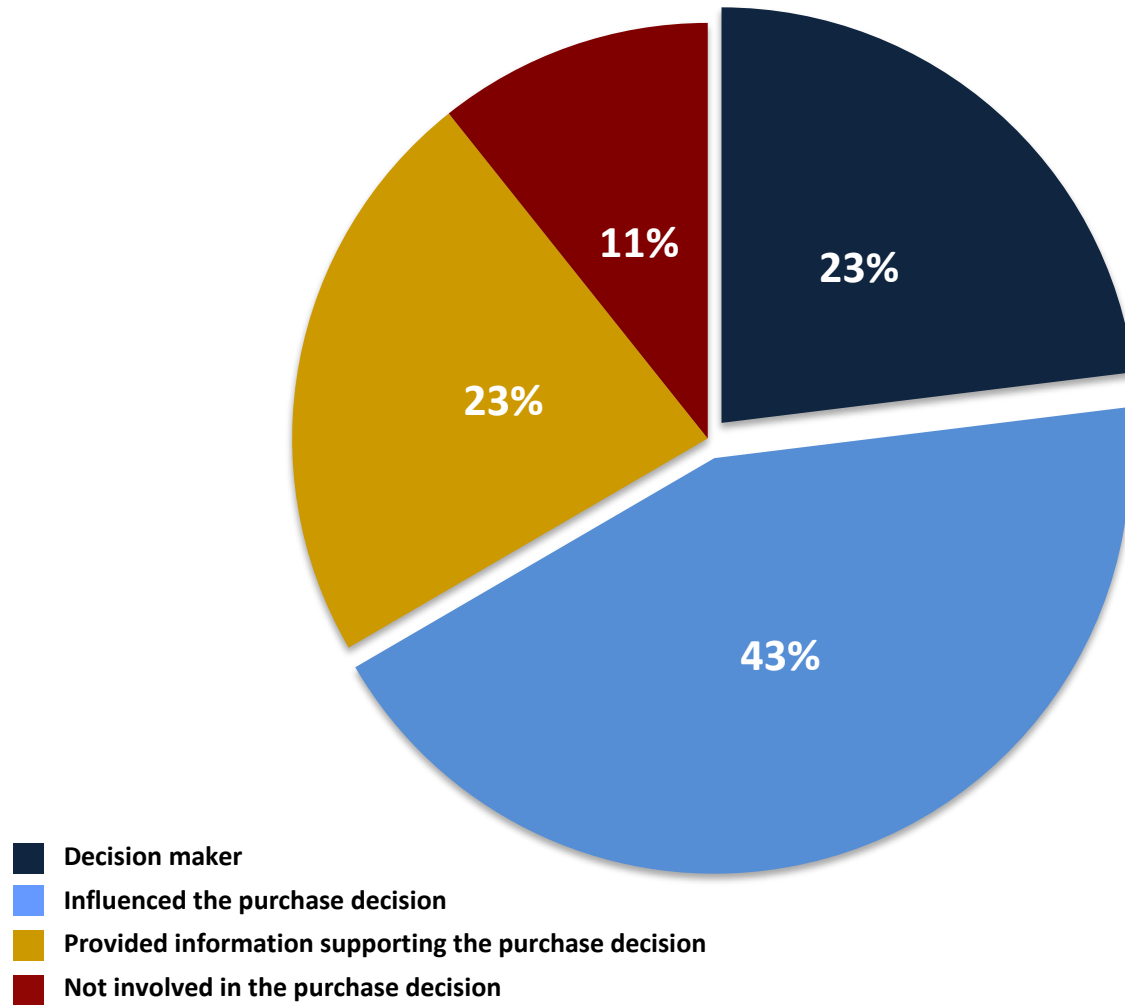


Note: Respondents may have multiple job titles and organizational roles

Survey Respondents' Roles

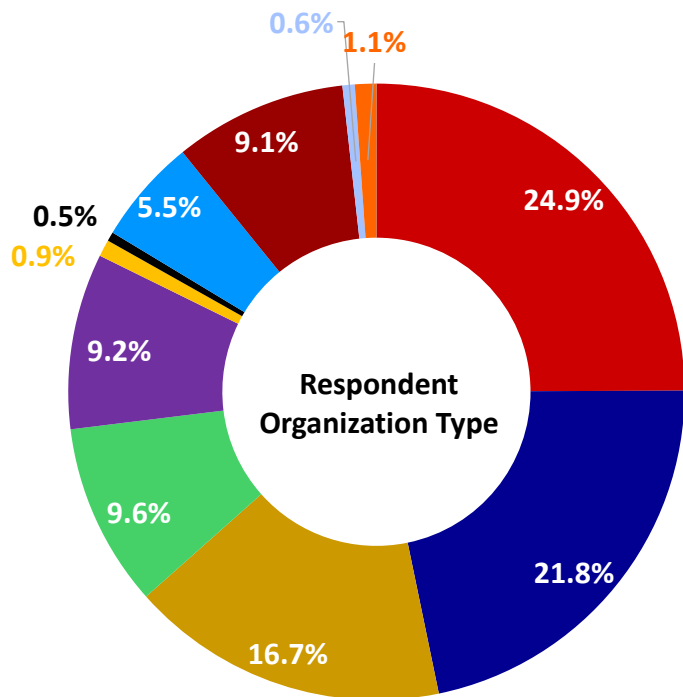
By Involvement in Last Fixed-Wing Turbine Aircraft Purchase

Q1 2019 Survey



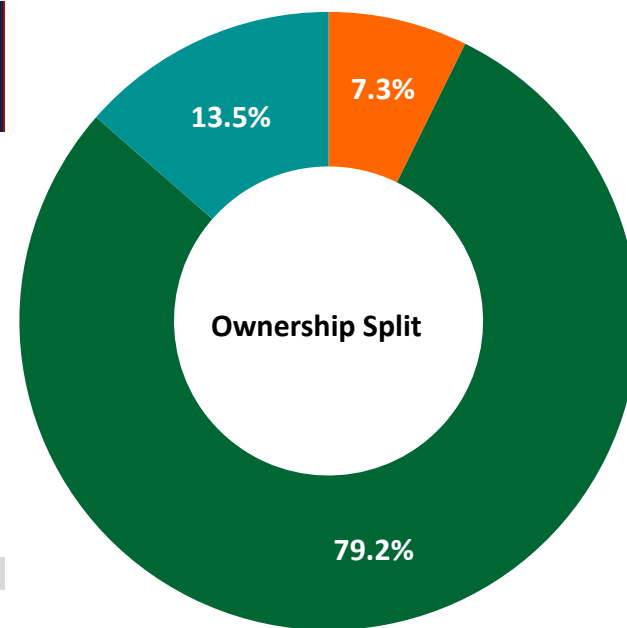
Survey Respondents' Organization

Q1 2019 Survey



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

	All Respondents
Aircraft owner	311
Aircraft operator	272
Flight department	208
Aircraft management company	120
Air taxi or charter operator	115
Fractional aircraft operator	11
Fractional share / jet card holder	6
Aircraft MRO	69
Broker / Dealer	113
Financial Institution	8
Government	14
Other	-
Privately-held	152
Publicly-traded	26
Total	1,425



Breakdown for Respondents who indicated ownership

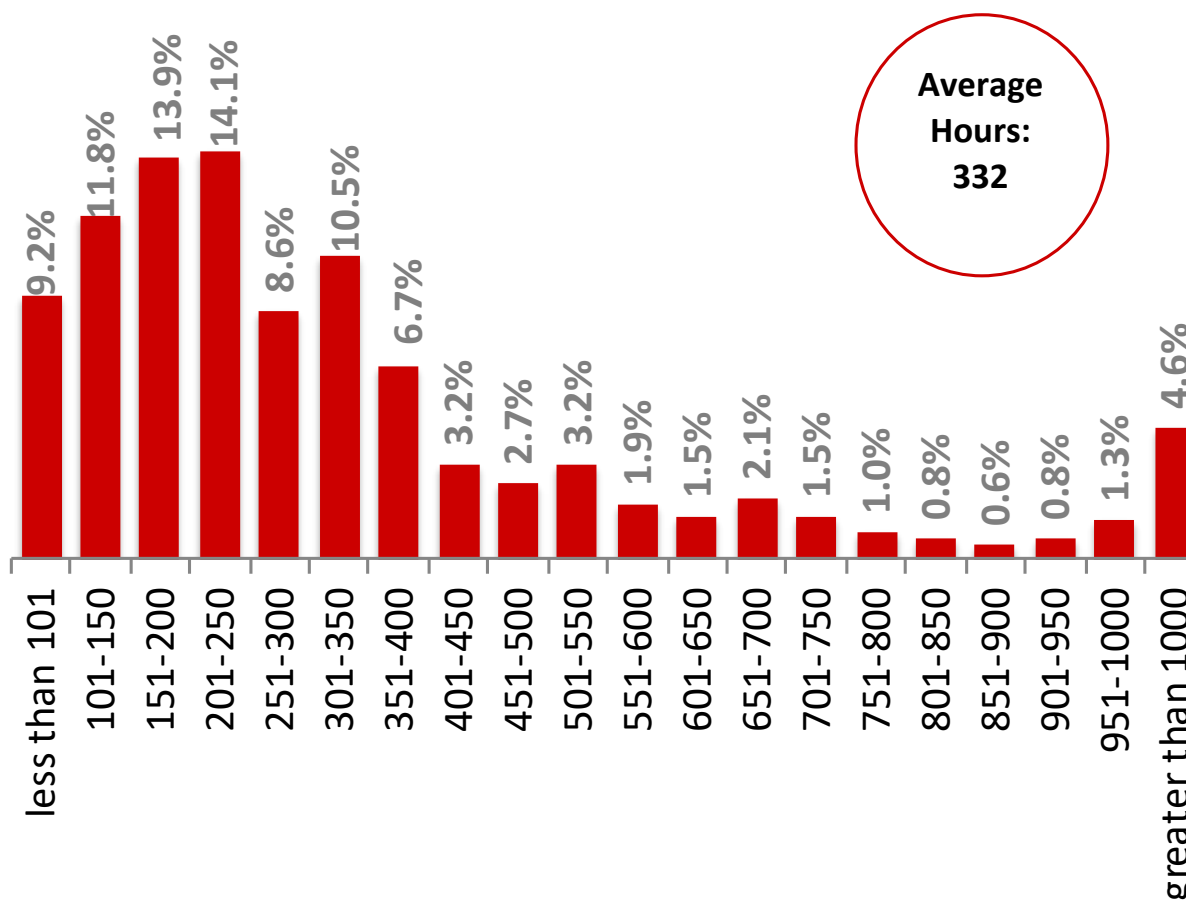
● Aircraft owner	● Air taxi or charter operator	● Broker / Dealer	● Government
● Aircraft operator	● Fractional aircraft operator	● Financial Institution	● Privately held
● Flight department	● Fractional share / jet card holder	● Government	● Publicly held
● Aircraft management company	● Aircraft MRO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

Note: Respondents may have chosen multiple organizational types

Survey Respondents' Flight Operations

Last 12 Months – Worldwide (Fixed-Wing Business Jets and Turboprops Only)
Annual Flight Hours Per Aircraft

Q1 2019 Survey

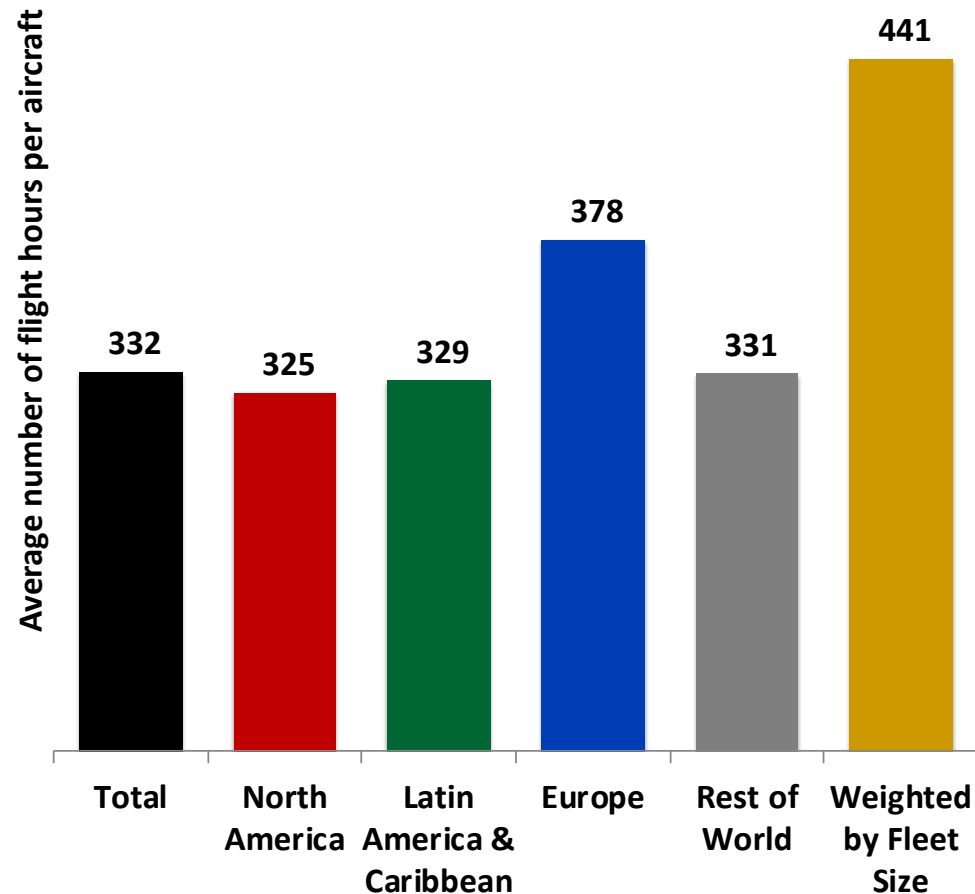


Survey Respondents' Flight Operations

Regional Average Utilization per Aircraft in Prior 12 Months

Average flight hours per year

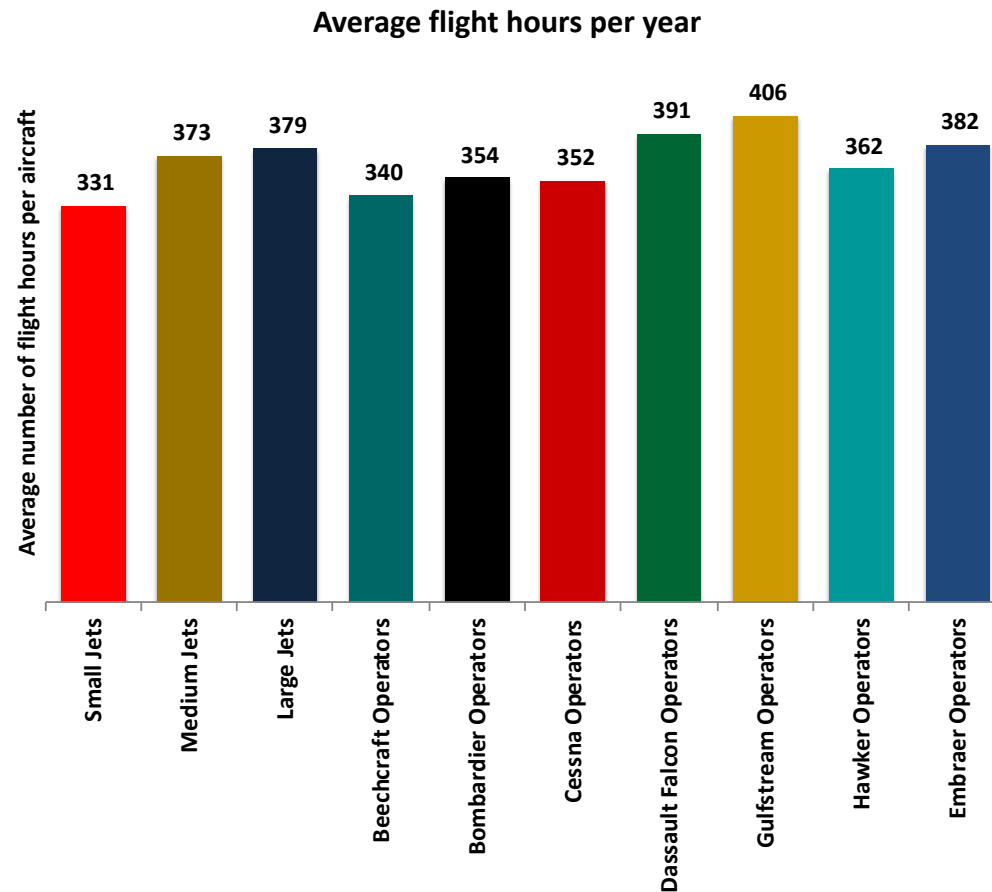
Q1 2019 Survey



Survey Respondents' Flight Operations

Operator Size and Brand Utilization per Aircraft in Prior 12 Months

Q1 2019 Survey

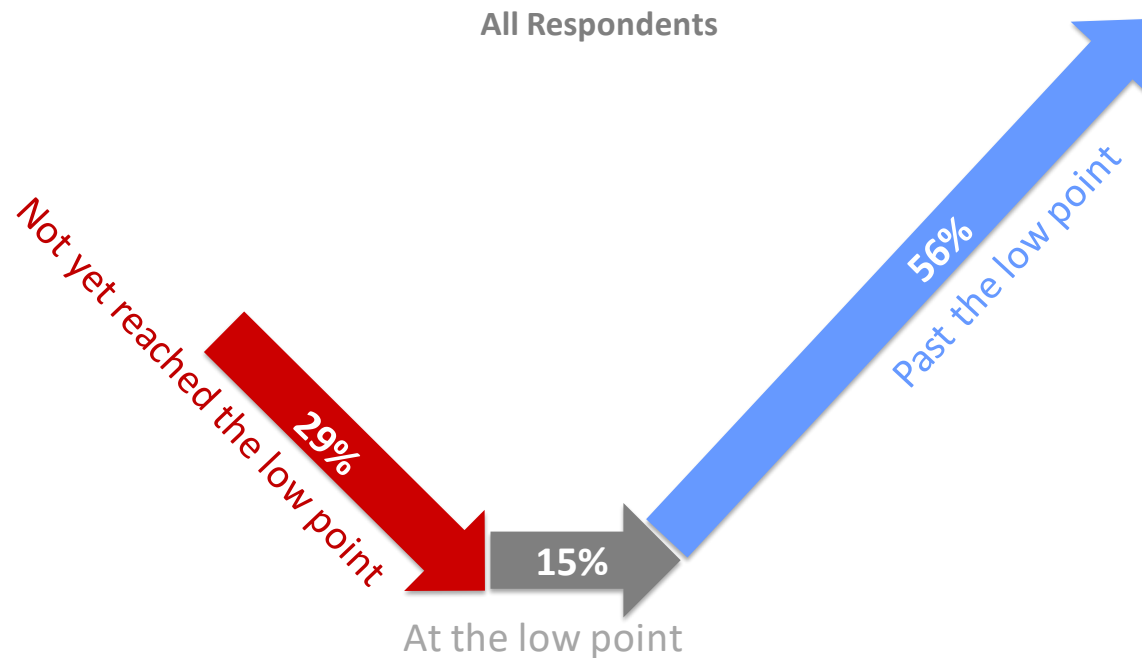


Survey Respondents' Sentiment

Current Market Sentiment

Q1 2019 Survey

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



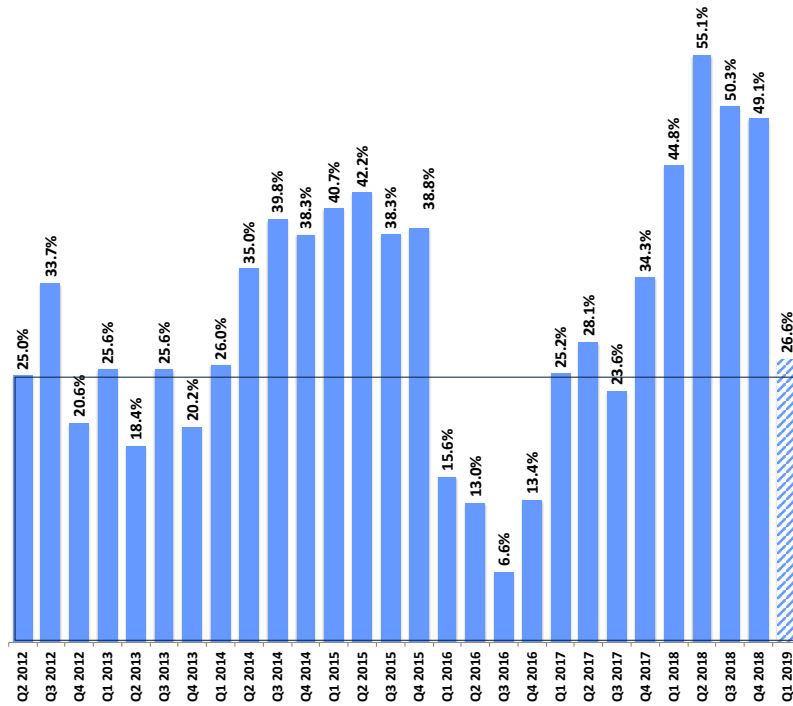
Survey Respondents' Sentiment

Current Market Sentiment

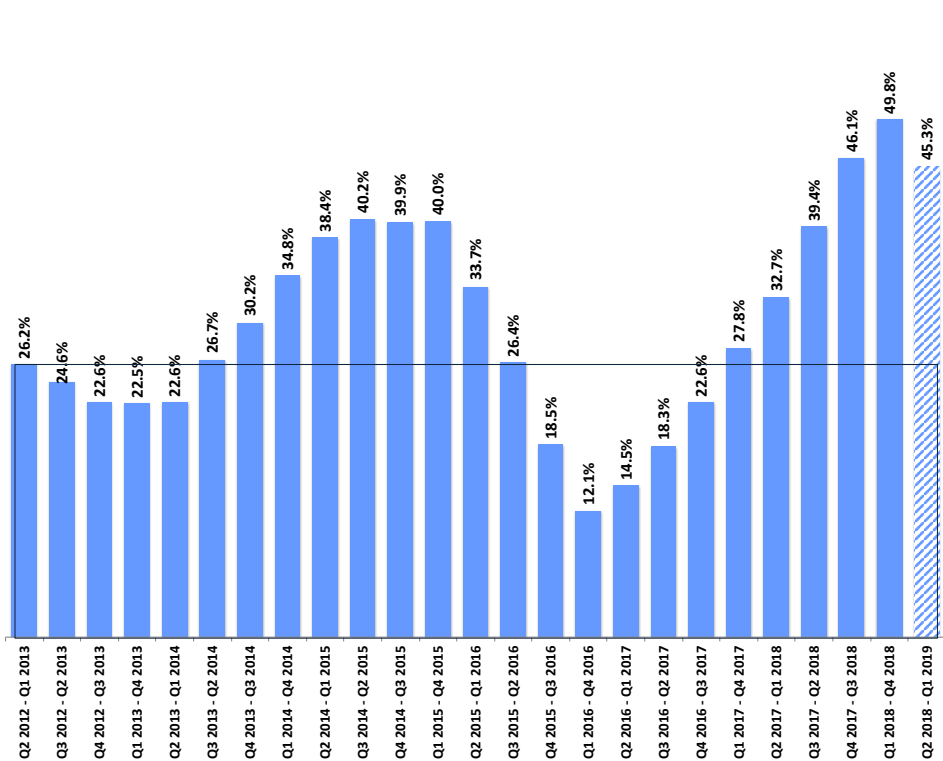
Q1 2019 Survey

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 2 quarters after a high of 55.1% in Q2 2018

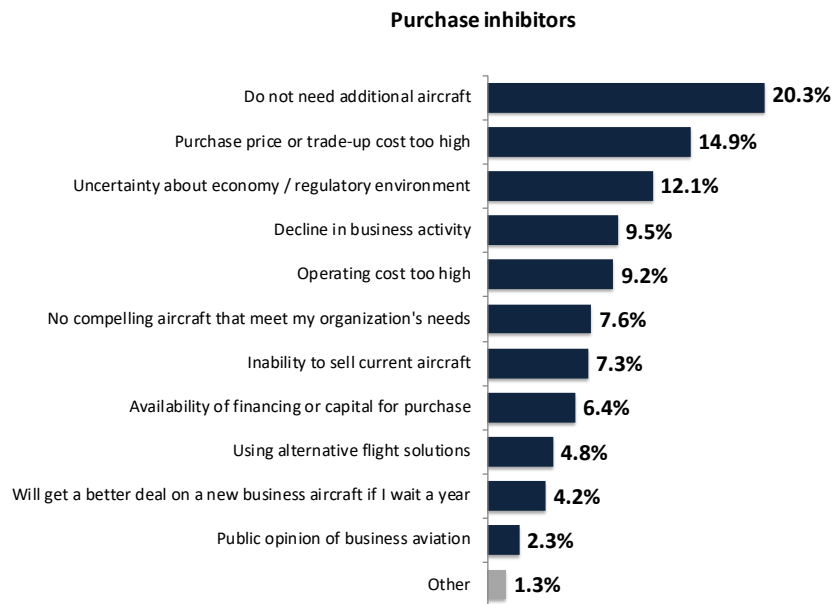
Aircraft Purchase Inhibitors

Inhibitors – Weighted Average

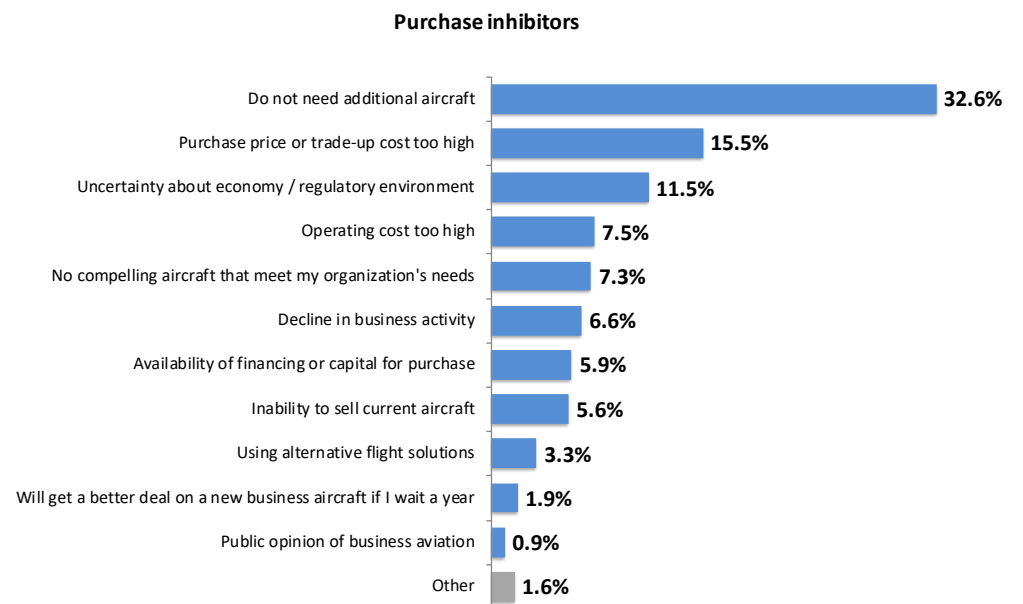
Q1 2019 Survey

“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



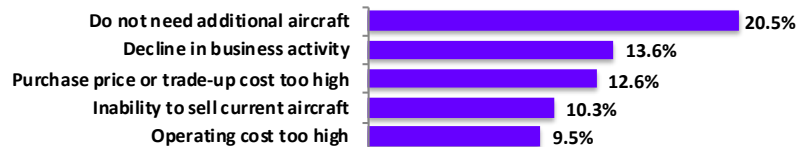
Aircraft Purchase Inhibitors

Top 5 Inhibitors – Weighted Average

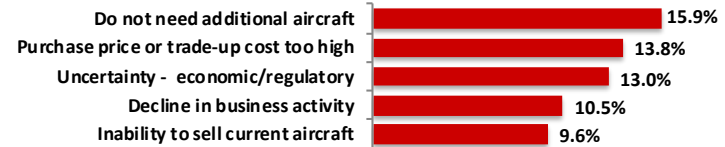
Q1 2019 Survey

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

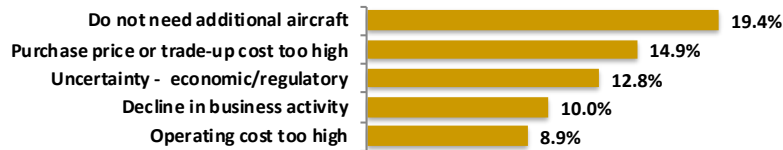
Turboprop Operators



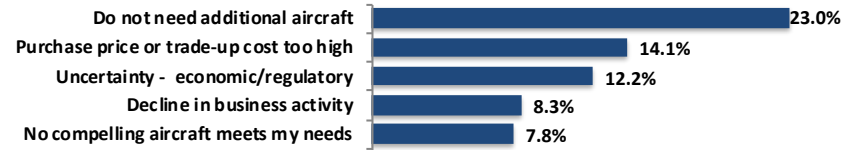
Small Jet Operators



Medium Jet Operators



Large Jet Operators

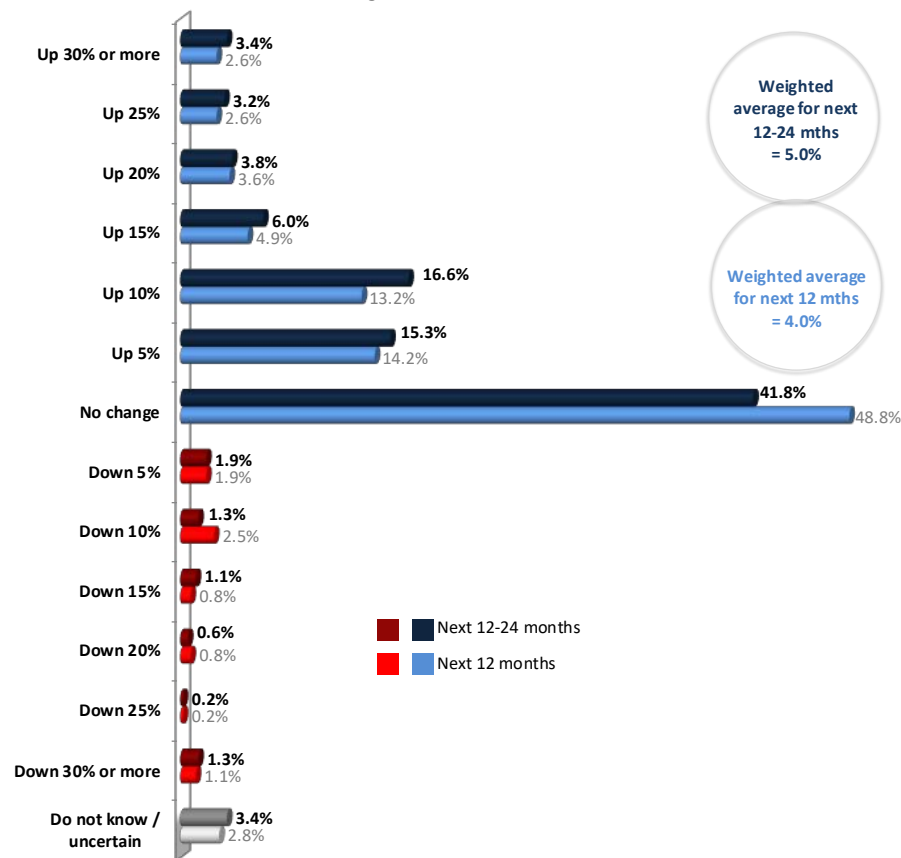


Aircraft Utilization

Next 12 and 12-24 Months versus Prior 12 Months

Q1 2019 Survey

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

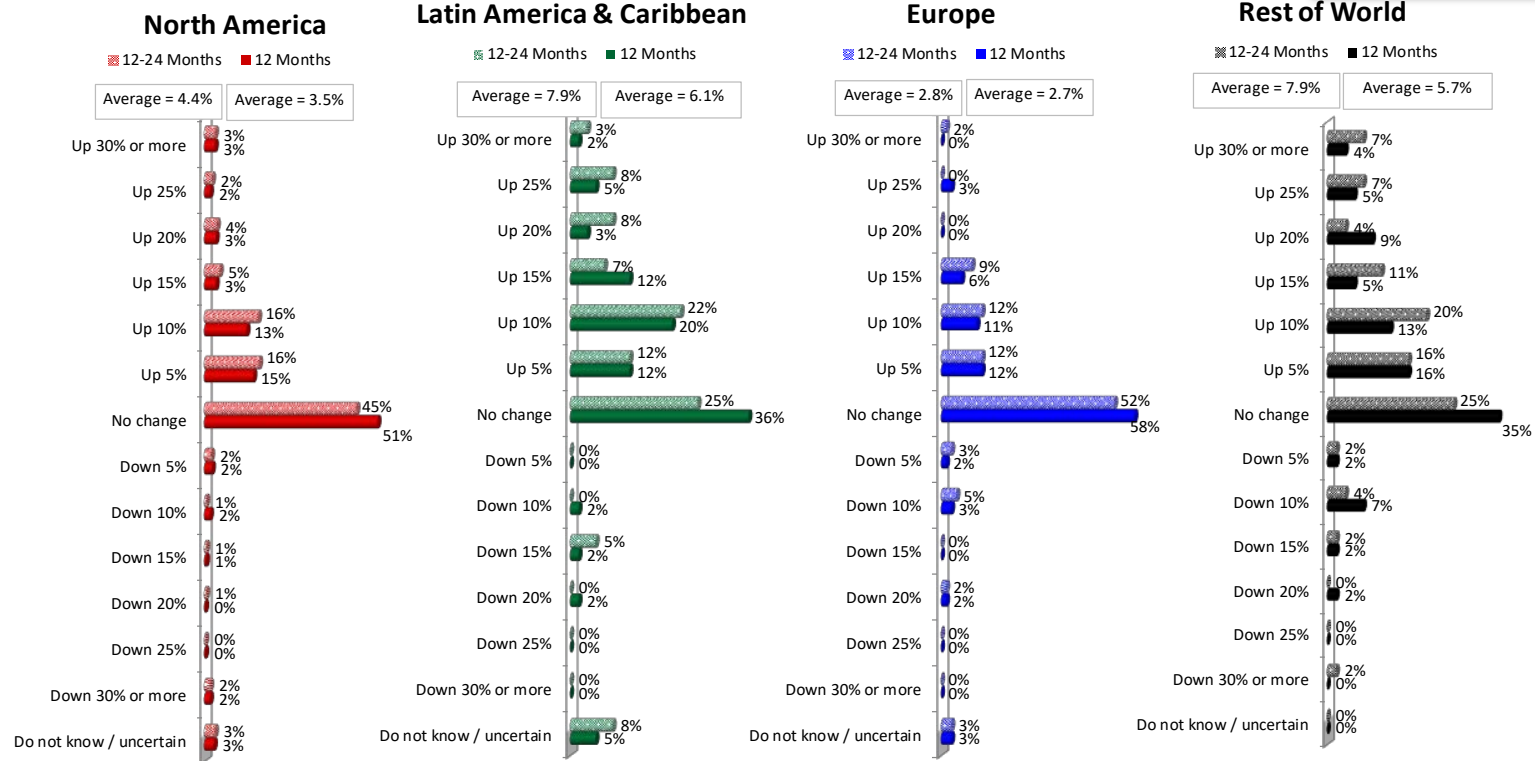


Respondents expect to fly 4.0% more hours in the next 12 months vs. prior 12 months and 5.0% in the next 24 months –down from last quarter’s expectations

Aircraft Utilization

Next 12 and 12-24 Months versus Prior 12 Months by region

Q1 2019 Survey



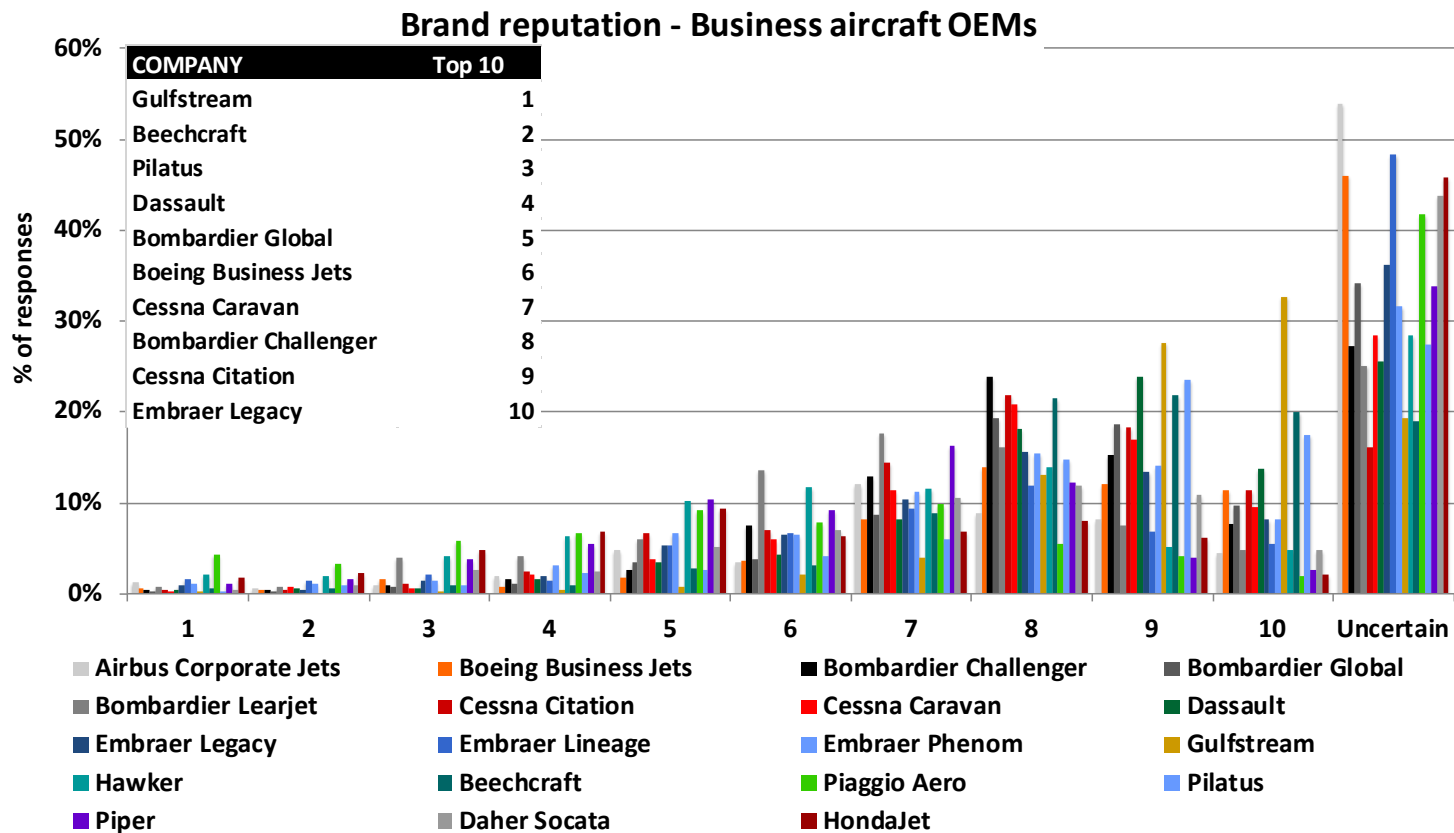
Region	Next 12 months	Next 12-24 months	Region	Next 12 months	Next 12-24 months	Region	Next 12 months	Next 12-24 months
North America			Latin America & Caribbean			Europe		
% Expecting Increase	39%	46%	% Expecting Increase	54%	61%	% Expecting Increase	32%	35%
% Expecting no change	54%	48%	% Expecting no change	41%	34%	% Expecting no change	62%	55%
% Expecting Decrease	7%	6%	% Expecting Decrease	5%	5%	% Expecting Decrease	6%	9%
<i>(excluding "Do not know")</i>			<i>(excluding "Do not know")</i>			<i>(excluding "Do not know")</i>		
						Rest of World		
						% Expecting Increase	53%	65%
						% Expecting no change	35%	25%
						% Expecting Decrease	13%	9%
						<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 closely by Rest of World

Brand Reputations

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

Q1 2019 Survey

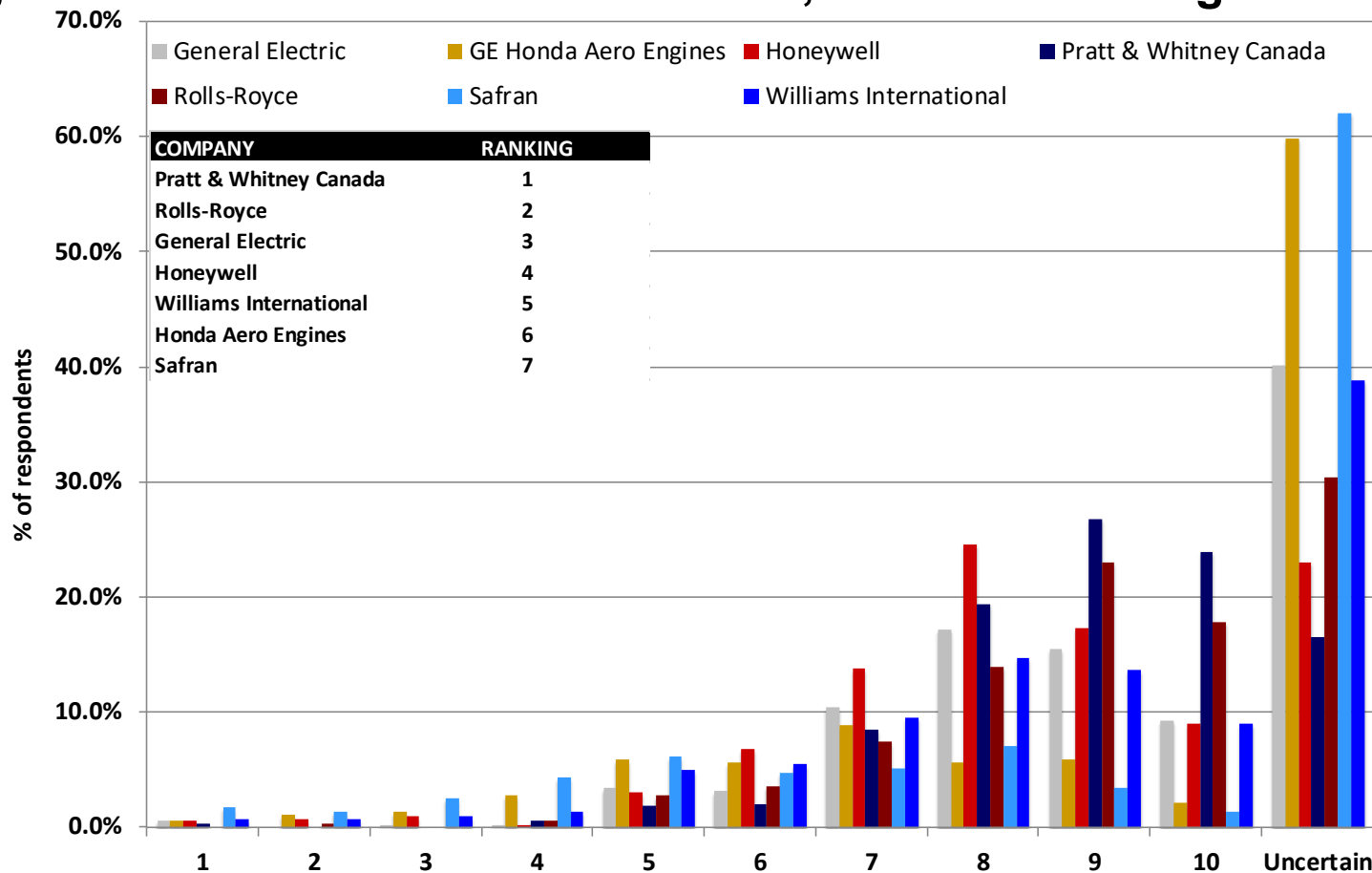


Gulfstream, Pilatus, and Beechcraft are the top rated business aircraft brands

Brand Reputations

Q1 2019 Survey

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

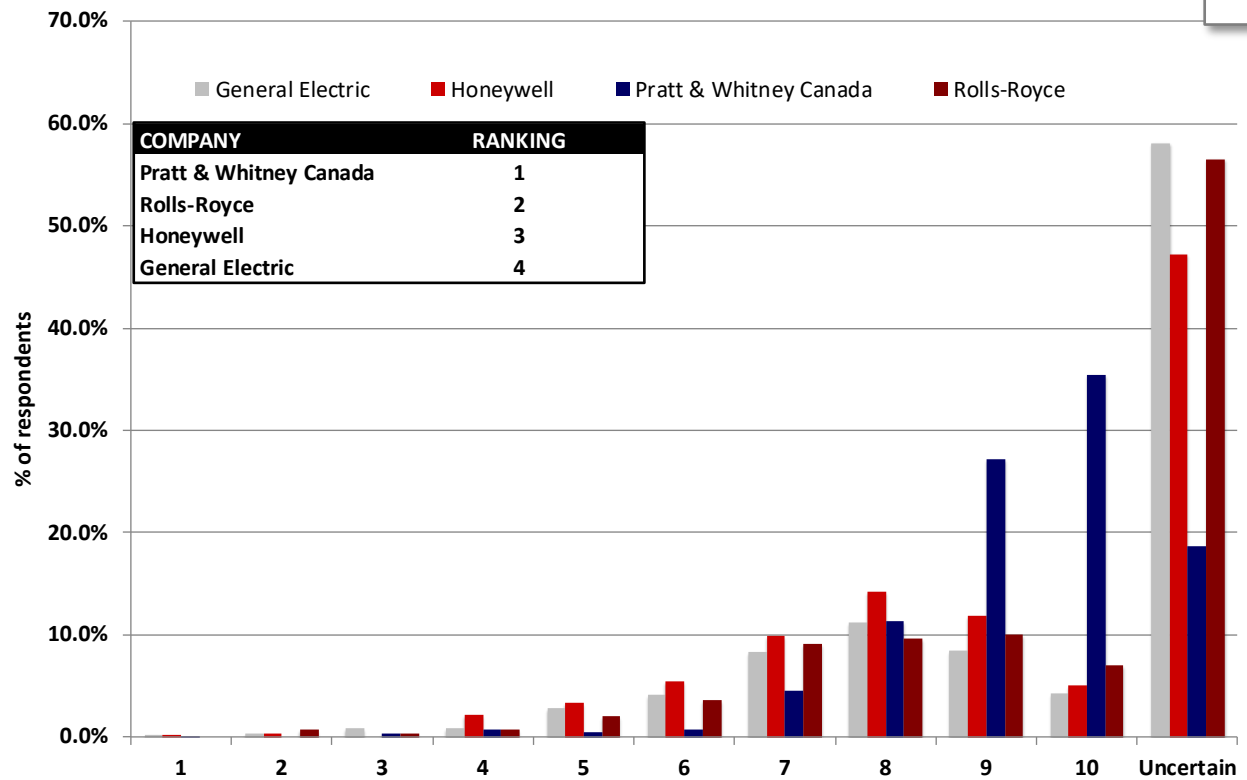


Pratt & Whitney Canada, Rolls-Royce, and General Electric are the top-rated jet engine manufacturer brands

Brand Reputations

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

Q1 2019 Survey



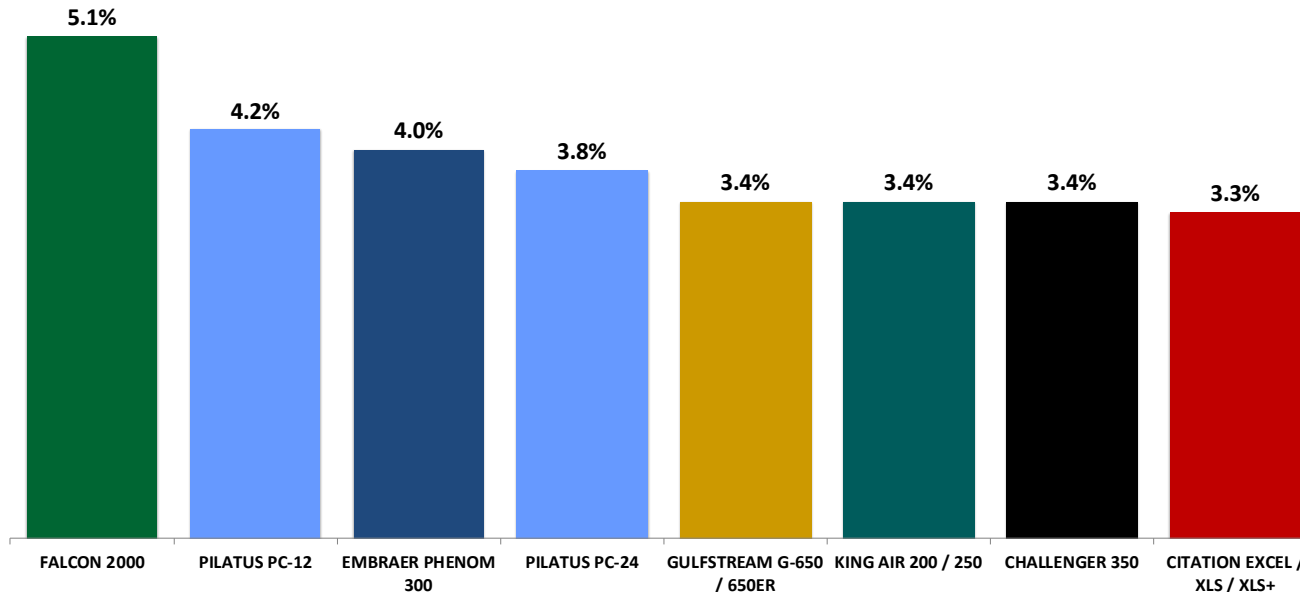
Pratt & Whitney Canada is the highest rated turboprop engine manufacturer brand, well ahead of Rolls-Royce, Honeywell, and General Electric

Aircraft Models for Next Purchase

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

Model most interested in for next purchase
Top 8 models: Q2 2018 - Q1 2019

Q2 2018 – Q1 2019 Surveys



The top models respondents are most interested in for their next purchase (new and preowned) are Falcon 2000, Pilatus PC-12, Embraer Phenom 300, and Pilatus PC-24

Aircraft Owner / Operator Opinions

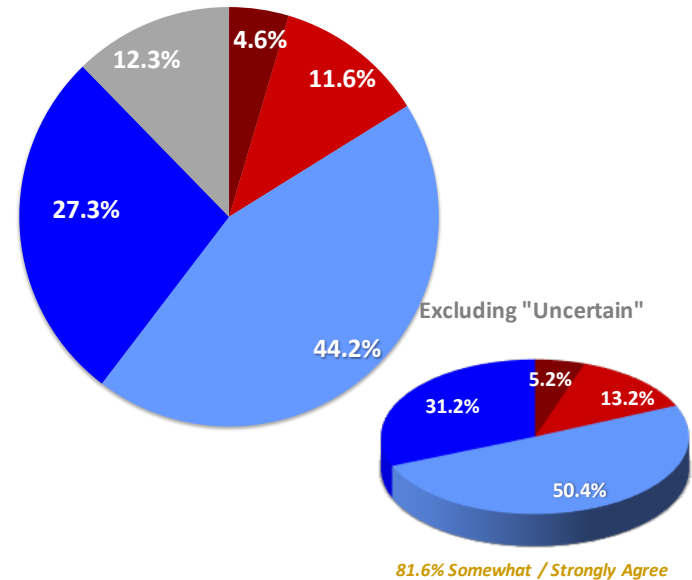
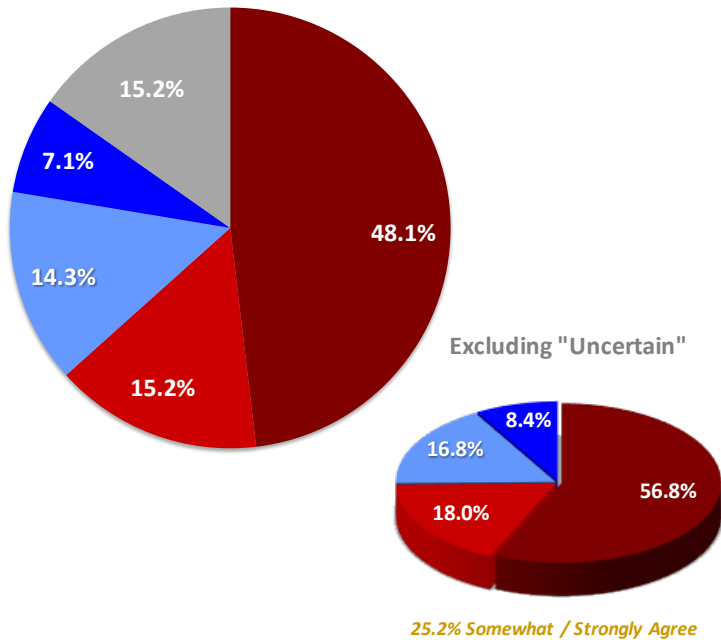
Please evaluate these statements and indicate the extent to which you agree or disagree:



Q1 2019 Survey

U.S. air traffic control should be privatized / corporatized

I believe that a supersonic business jet will be in service within the next 10 years



Aircraft Owner / Operator Opinions

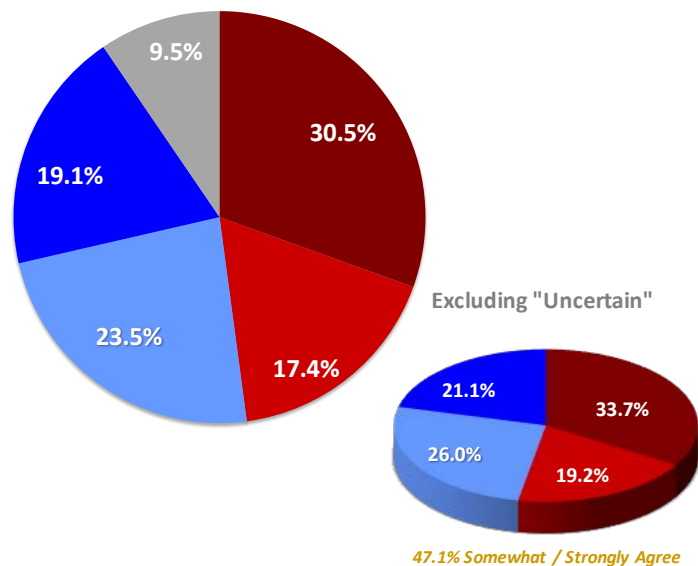
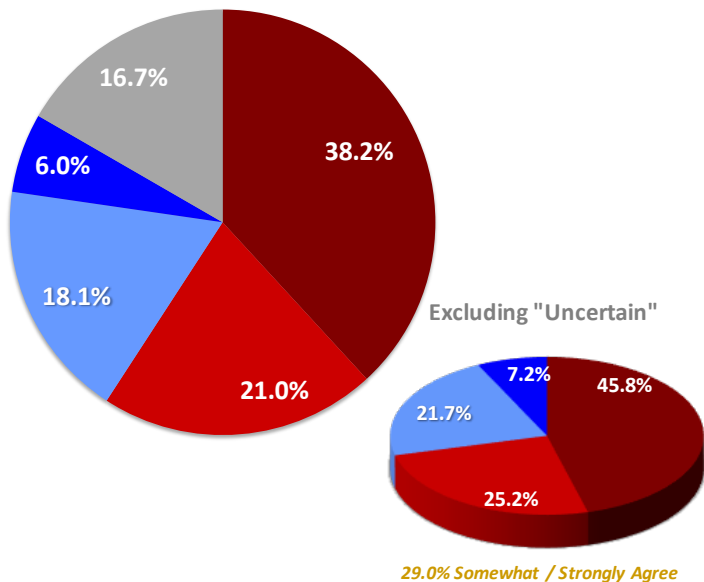
Please evaluate these statements and indicate the extent to which you agree or disagree:



Q1 2019 Survey

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

The U.S. government shutdown in 2019 has adversely impacted our business aviation operations



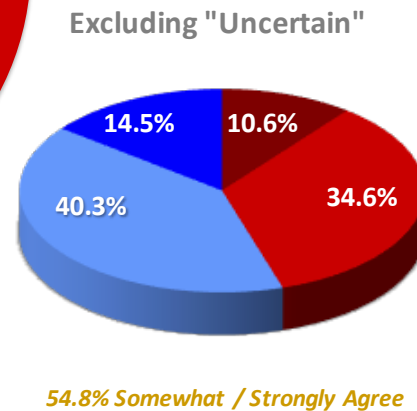
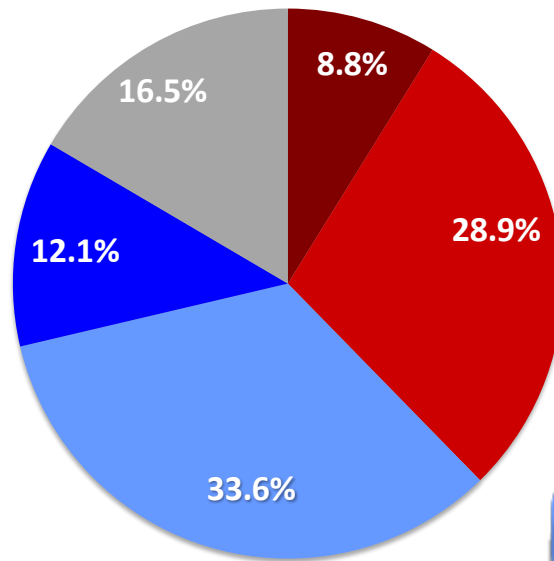
Aircraft Owner / Operator Opinions

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



Q1 2019 Survey

I expect there will be a global economic slowdown in 2019



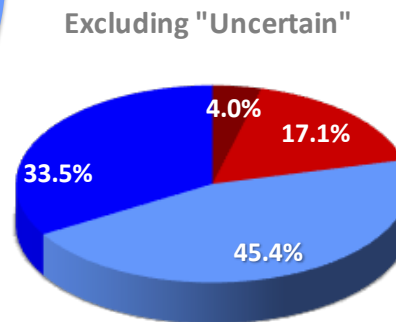
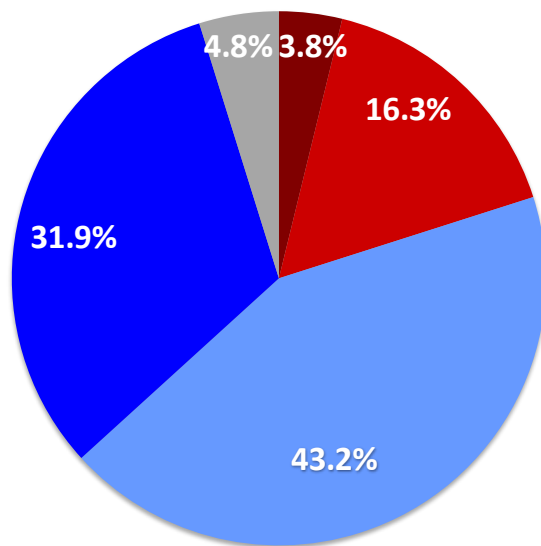
Aircraft Owner / Operator Opinions

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



Q1 2019 Survey

I consider myself to be an early adopter of new technologies in the cockpit



76.0% Somewhat / Strongly Agree

Aircraft Usage: Purpose of Missions Flown

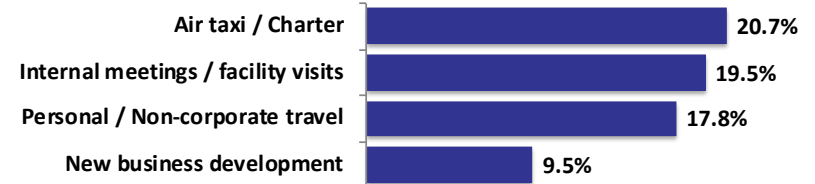
Based on your fleet's hourly utilization over the PAST 12 MONTHS, please rank the purpose of your missions, with 1 representing highest usage and 3 representing 3rd highest usage.

Q1 2019 Survey

Weighted Average of Scores: "Most, Second Most and Third Most Important"



Total Scores: "Most Important Usage"



Full List of Choices Provided

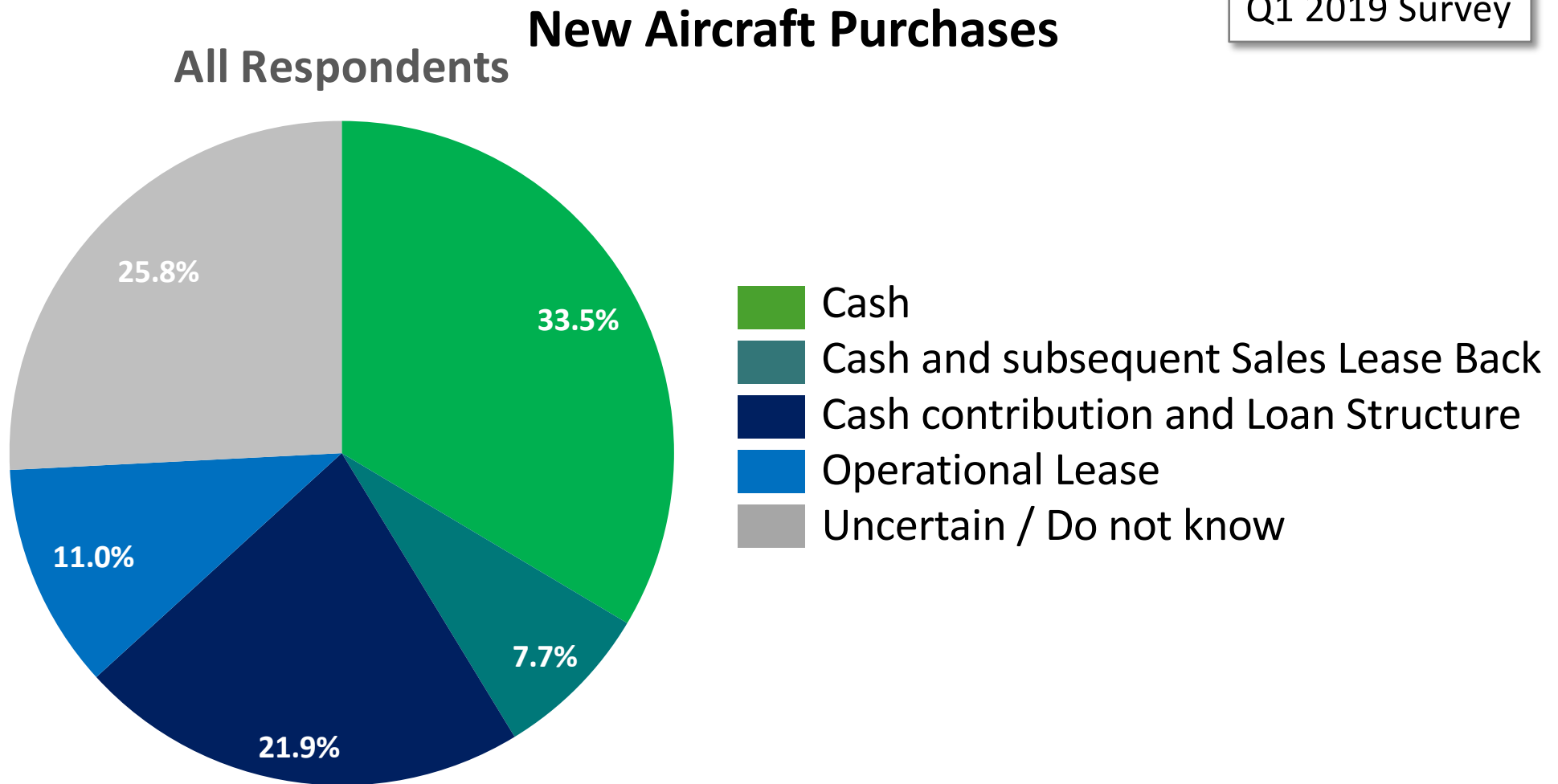
- | | |
|--|---|
| <i>Air taxi / Charter</i> | <i>Customer visits</i> |
| <i>Fractional</i> | <i>Fly customers to your facilities</i> |
| <i>Internal meetings / facility visits</i> | <i>Investor relations</i> |
| <i>Medical mission</i> | <i>New business development</i> |
| <i>Personal / Non-corporate travel</i> | <i>Cargo / Freight</i> |
| <i>Aerial Survey</i> | <i>Trade shows and conventions</i> |
| <i>Training</i> | <i>Transporting employees</i> |
| <i>Other</i> | |

The top 4 Most Important uses of business aircraft are Air Taxi / Air Charter, Internal Meetings / Facility Visits, Personal / Non-Corporate Travel and New Business Development

Financing Aircraft Purchases

How do you plan to finance your next business aircraft purchase?

Q1 2019 Survey



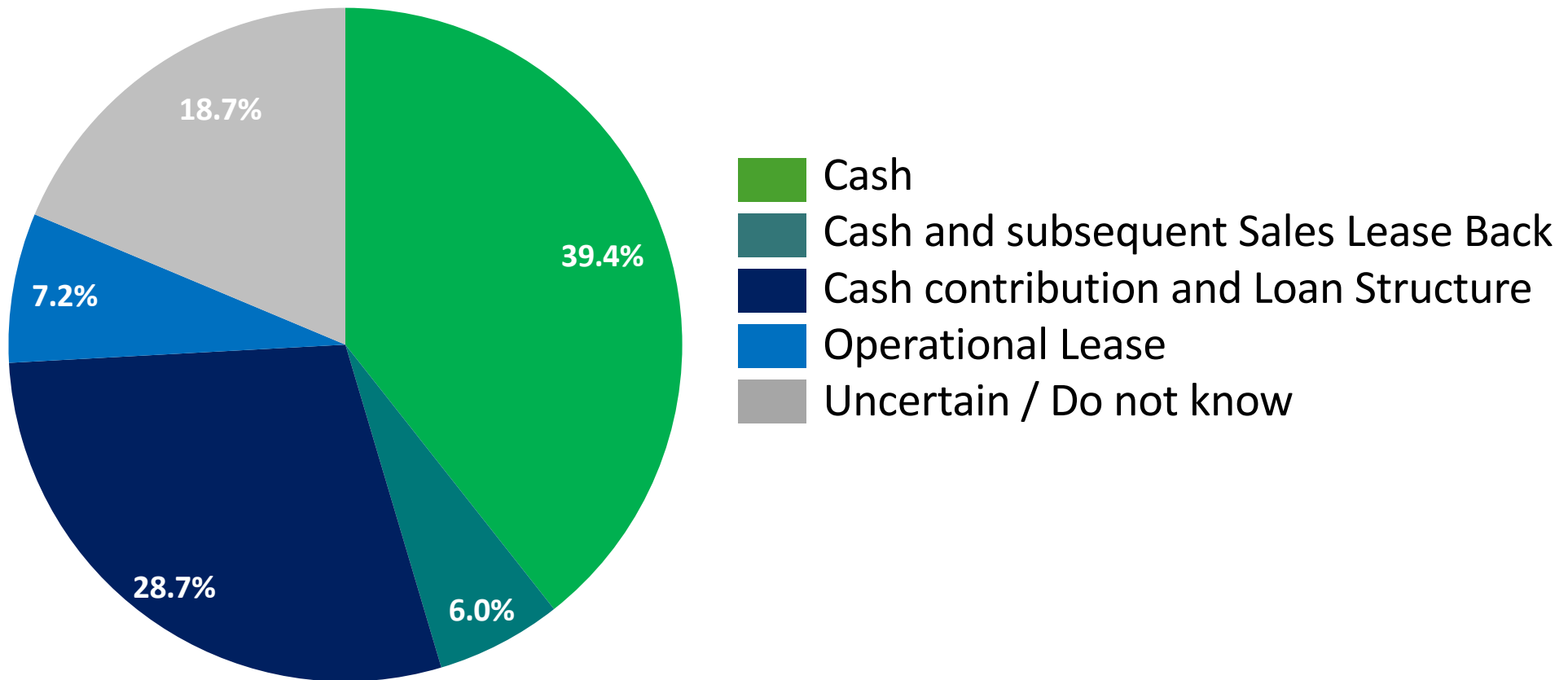
Financing Aircraft Purchases

How do you plan to finance your next business aircraft purchase?

Q1 2019 Survey

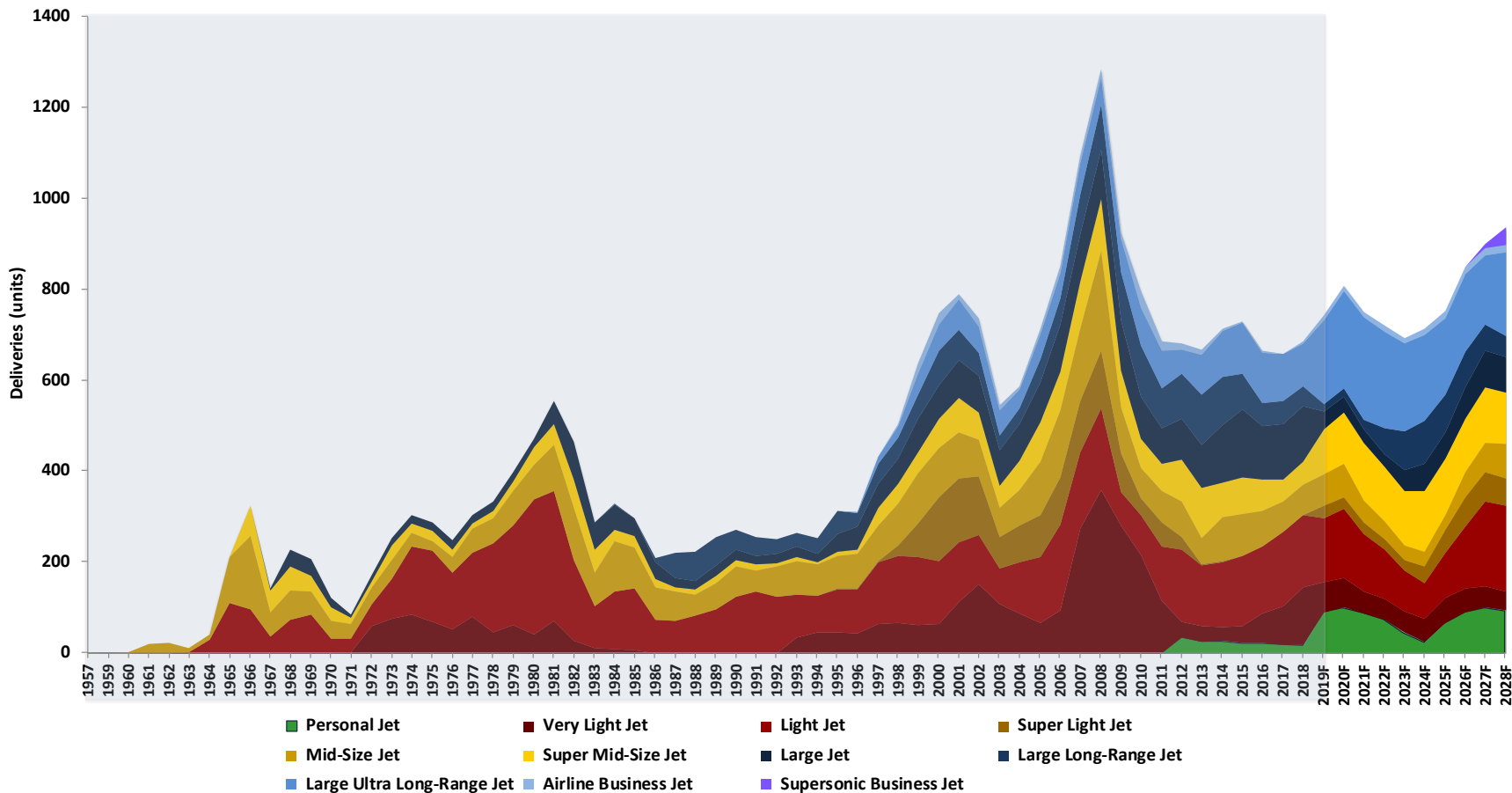
Preowned Aircraft Purchases

All Respondents



Business Jet Delivery History & Forecast

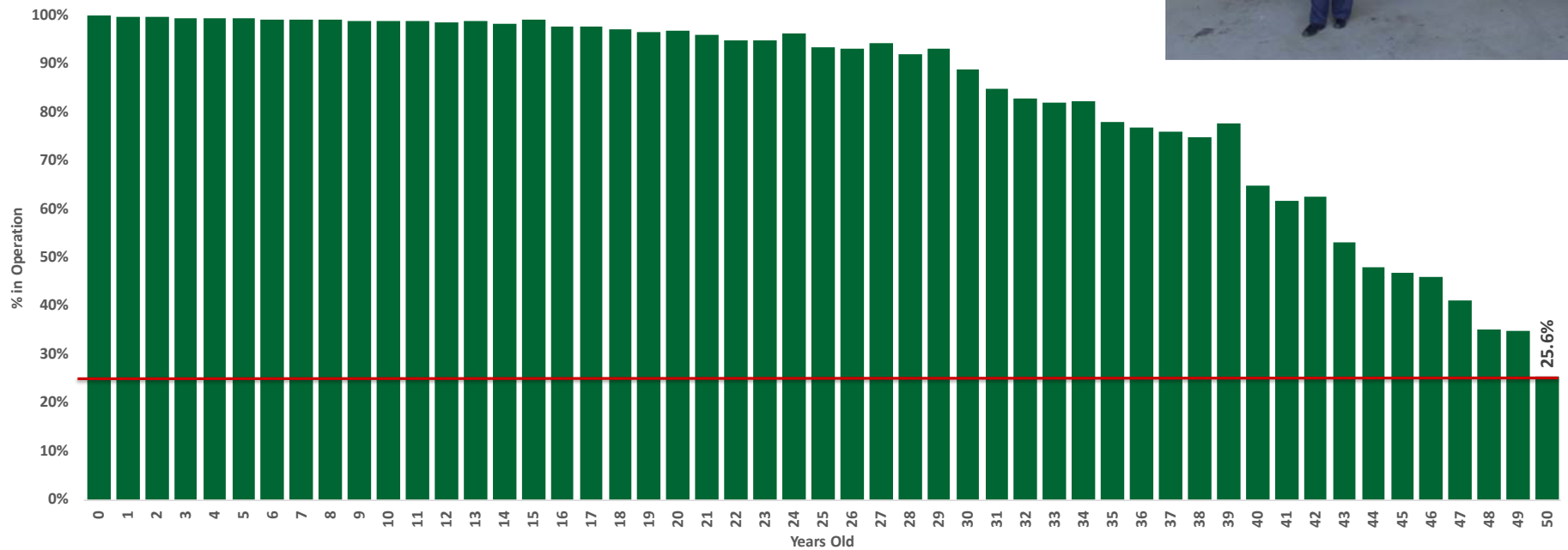
Business jet delivery forecast by size category: Historical - 2028



JETNET iQ 10-year forecast for 2019-2028 is for 7,863 new business jet deliveries (including Personal Jets) valued at \$237 billion in \$2018

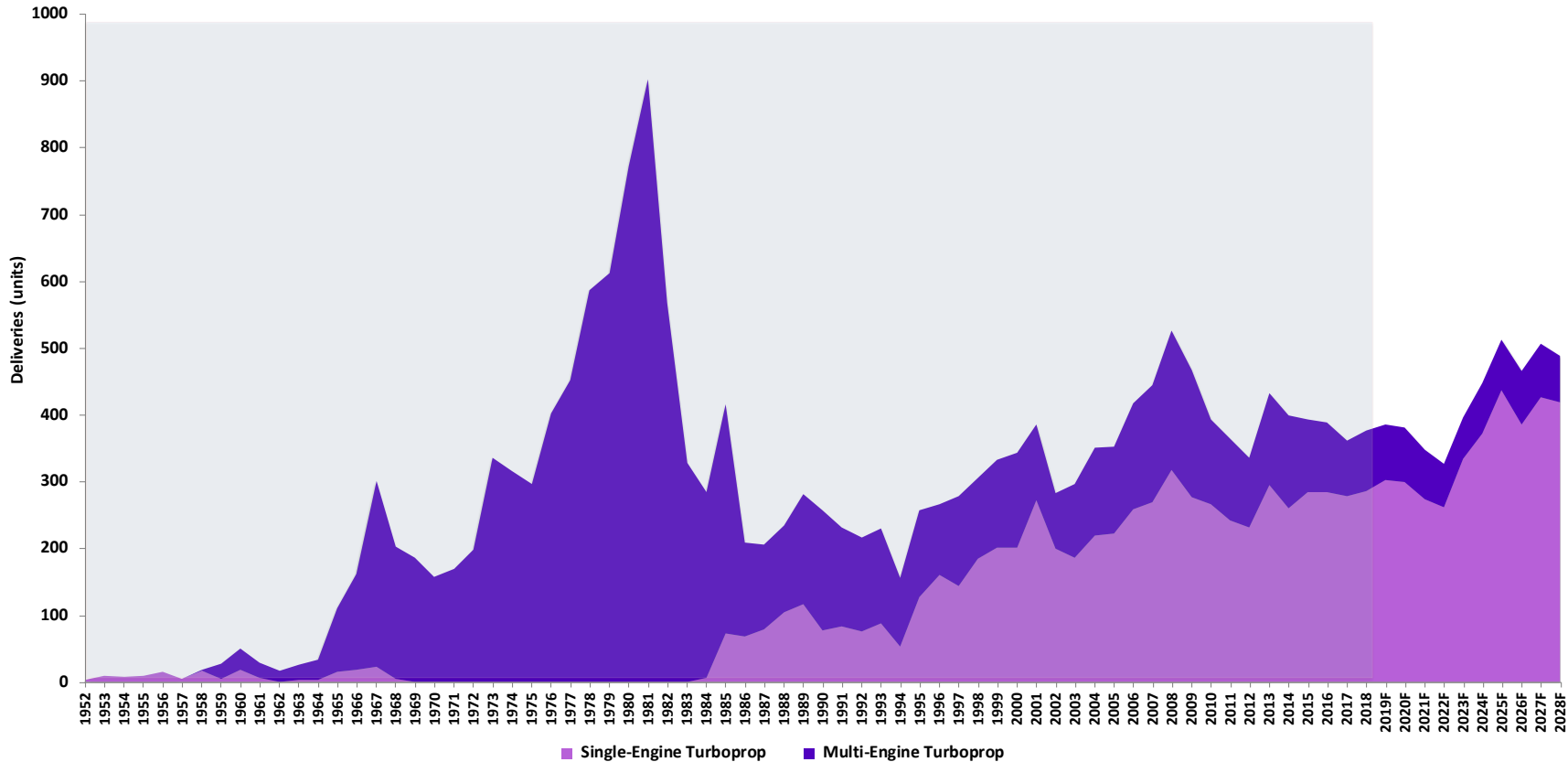
Business Jet Survivor Curve

Survivor Curve
Business Jets



Turboprop Delivery History & Forecast

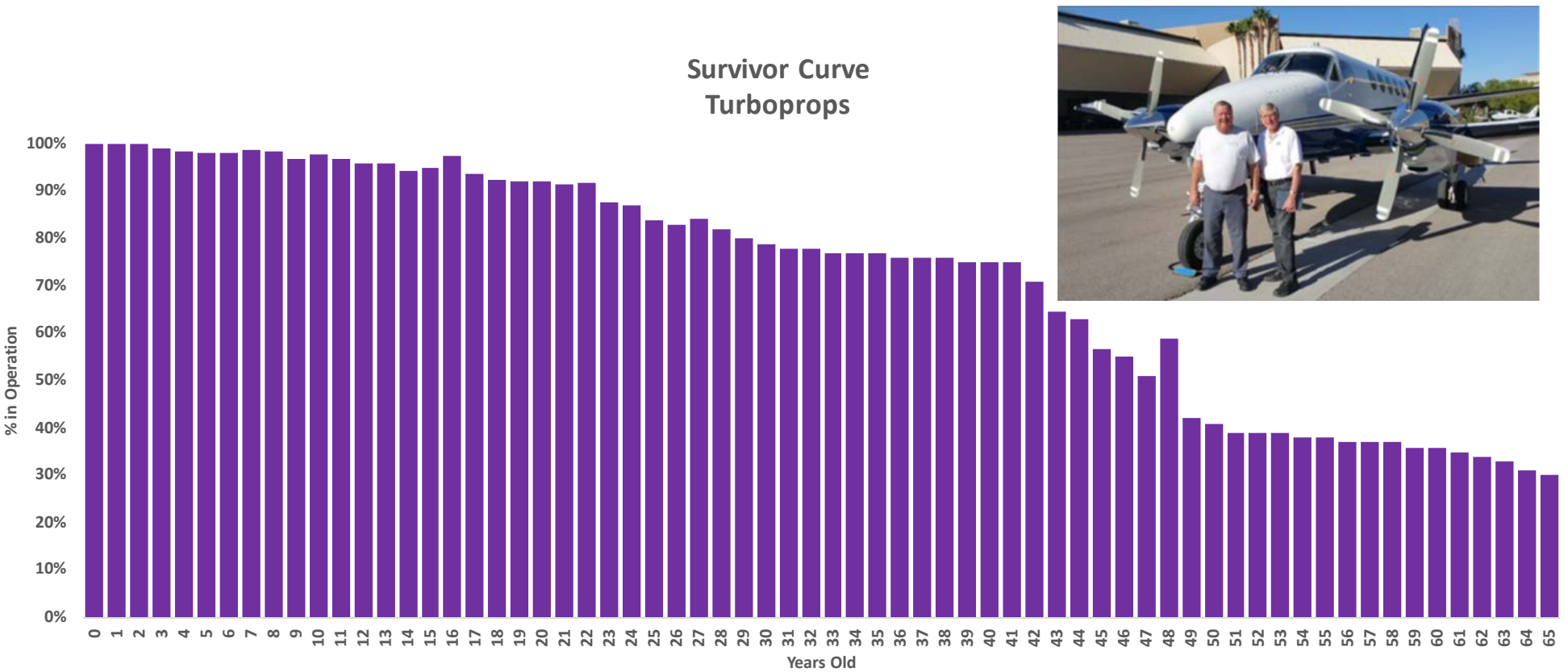
Turboprop delivery forecast by size category: Historical - 2028



JETNET iQ 10-year forecast for 2019-2028 is for 4,258 new turboprop deliveries valued at \$19 billion in \$2018

Turboprop Survivor Curve

Survivor Curve
Turboprops



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.