



➤➤ KNOW MORE.

# *JETNET iQ Snap! Report Q2 2017 Summary Report*

➤ BUSINESS AVIATION MARKET INTELLIGENCE ➤ REPORTS ➤ SUMMITS ➤ CONSULTING

Prepared for:  
JETNET iQ Global Business Aviation Survey Respondents

June 30, 2017

*JETNET iQ Snap!: 2nd 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*

# 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

- about JETNET
- solutions & services
- contact
- testimonials
- alliances
- news
- blog
- videos



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



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# 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

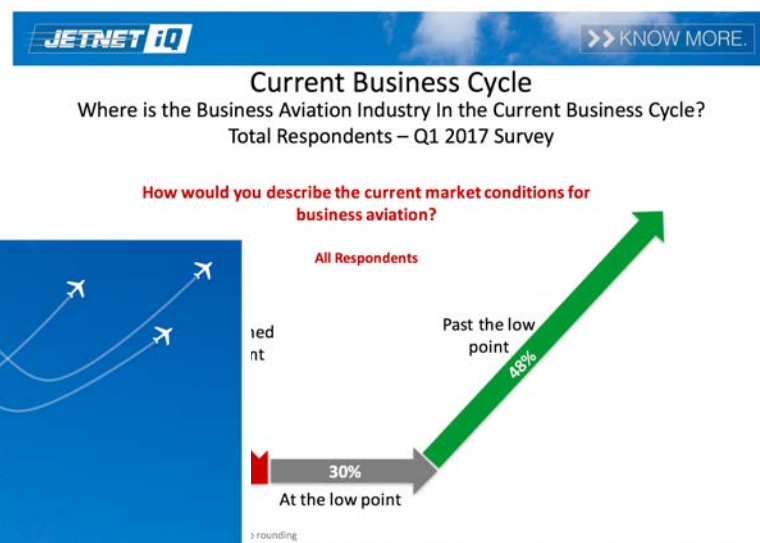
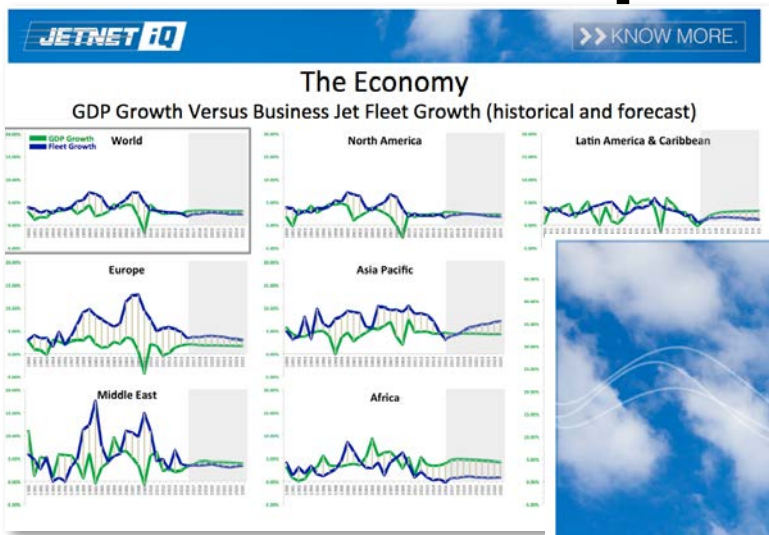
PASSWORD:

For questions about this survey, please contact:



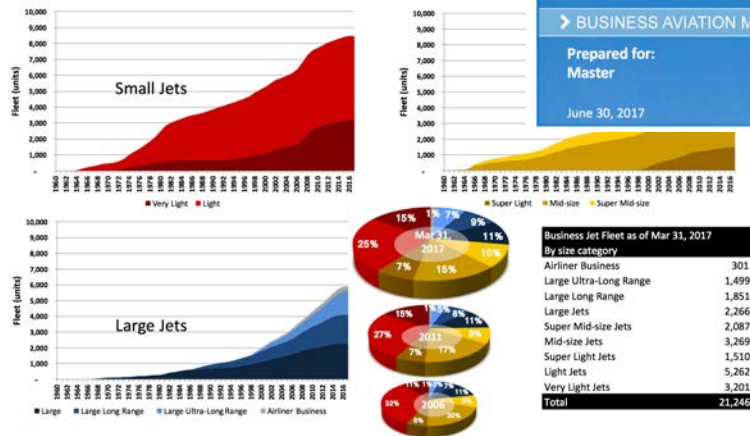
**ROLLAND VINCENT**  
 JETNET iQ Creator / Director  
 Phone: 1-972-439-2069 (U.S. Central Time)  
 Email: rollie@jetnet.com

# JETNET iQ Reports



**JETNET iQ**

### Business Jet Fleet by Size Category



**JETNET iQ**

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## Q2 2017 Report

BUSINESS AVIATION MARKET INTELLIGENCE > REPORTS > SUMMITS > CONSULTING

Prepared for:  
 Master

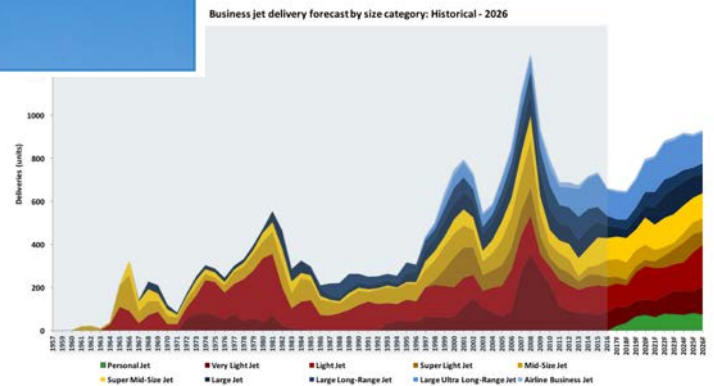
June 30, 2017

JETNET iQ REPORT: 2nd Quarter 2017 - Private & Confidential

**JETNET iQ** >> KNOW MORE.

### Forecast – Business Jet Delivery Units

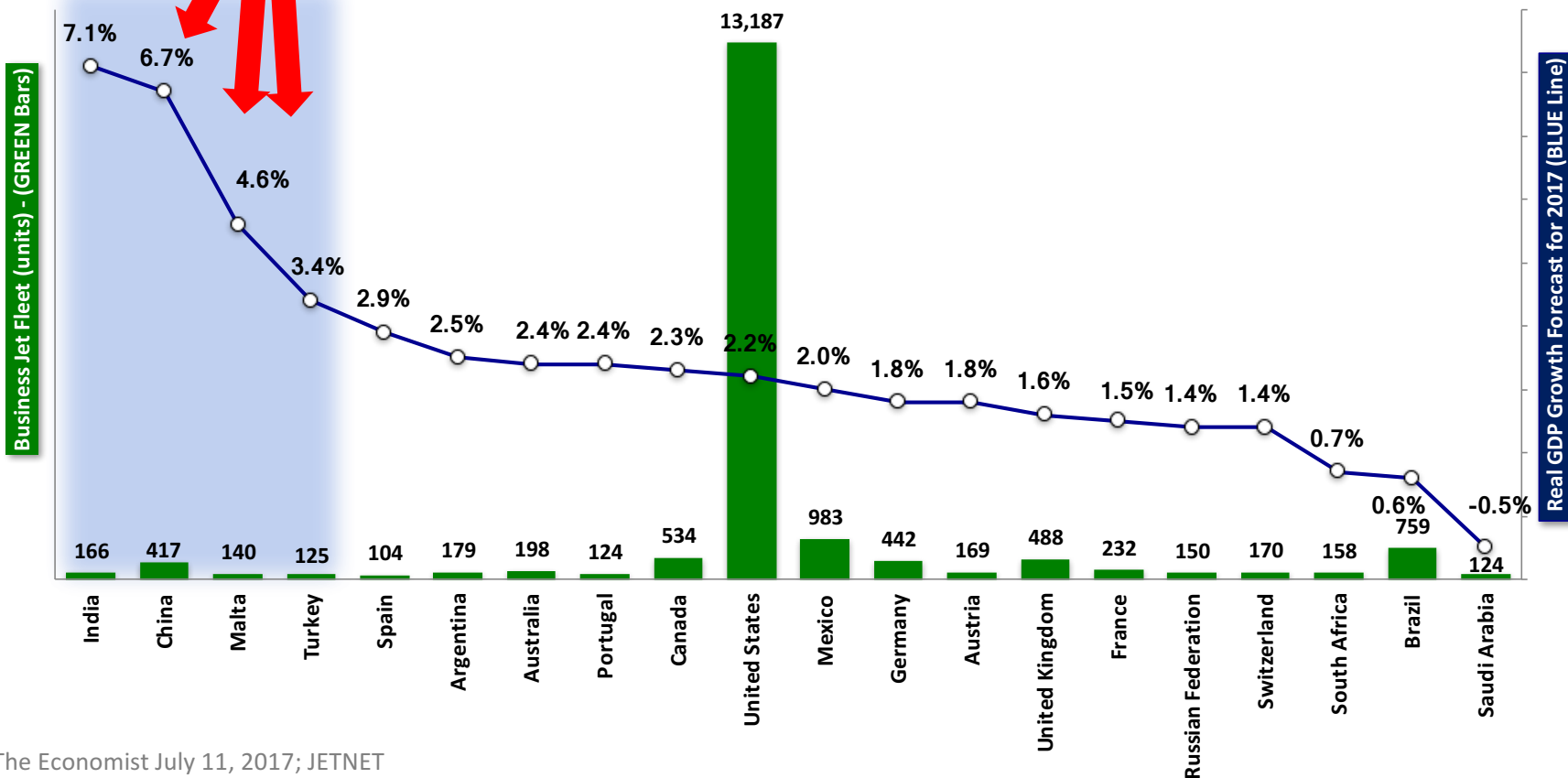
Including Personal Jets



## The Economy

Key markets with 3%+ forecasted 2017 GDP growth represent just 4.0% of the world business jet fleet

2017 GDP Forecasts and "Top 20" Business Jet Fleets



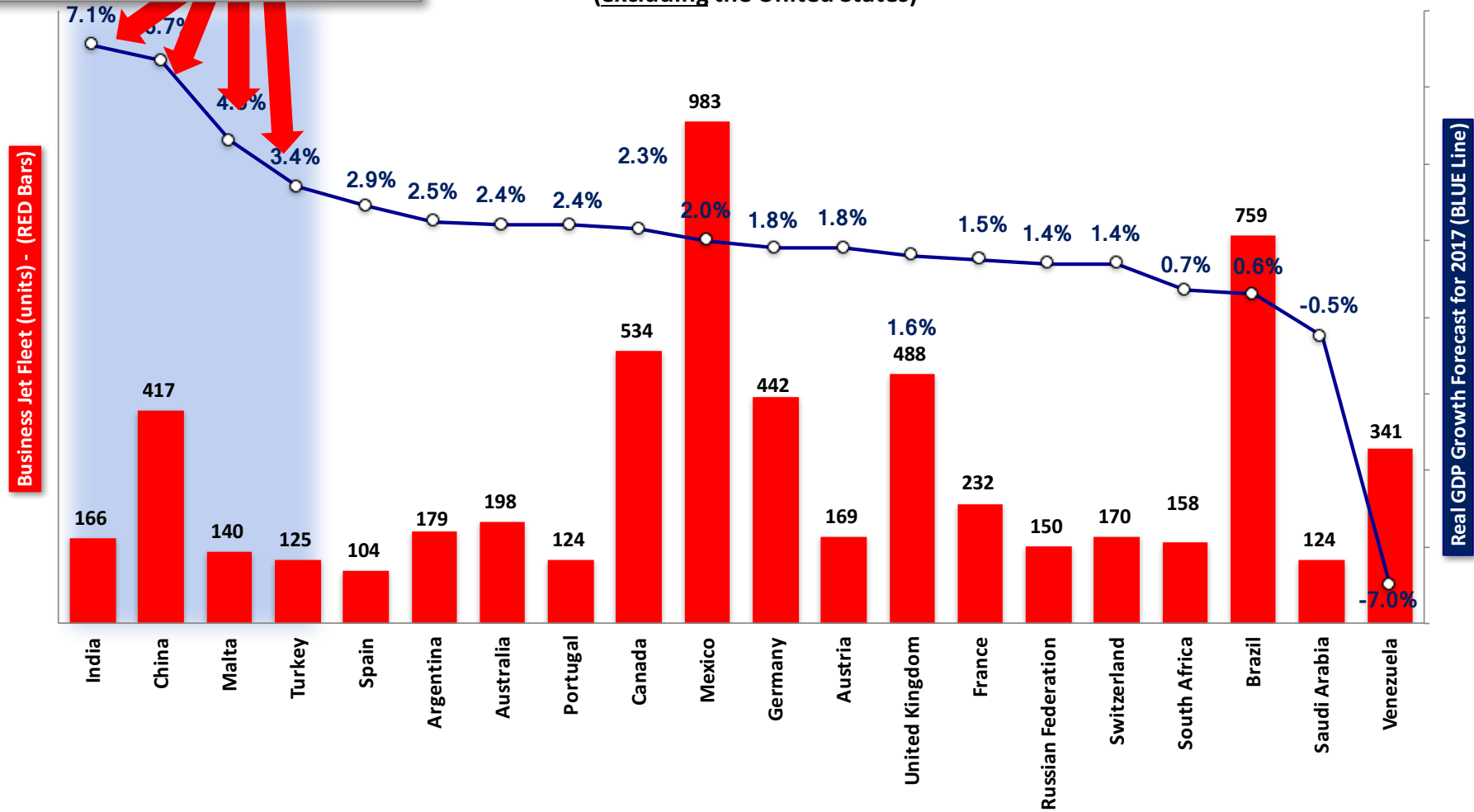
Sources: The Economist July 11, 2017; JETNET

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 4.0% of the world business jet fleet

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



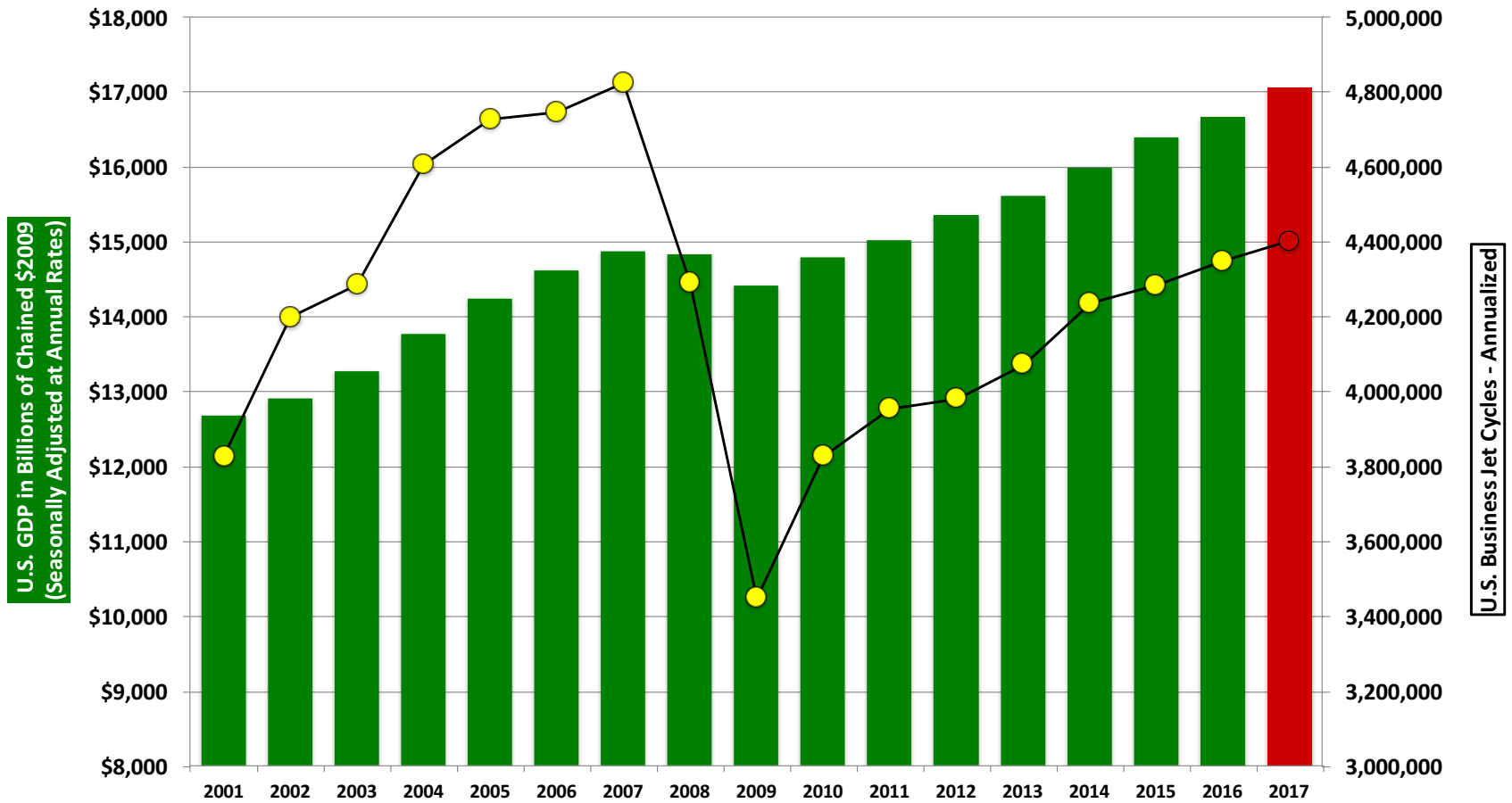
Sources: The Economist – July 11, 2017; JETNET

June 30, 2017

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# The Economy

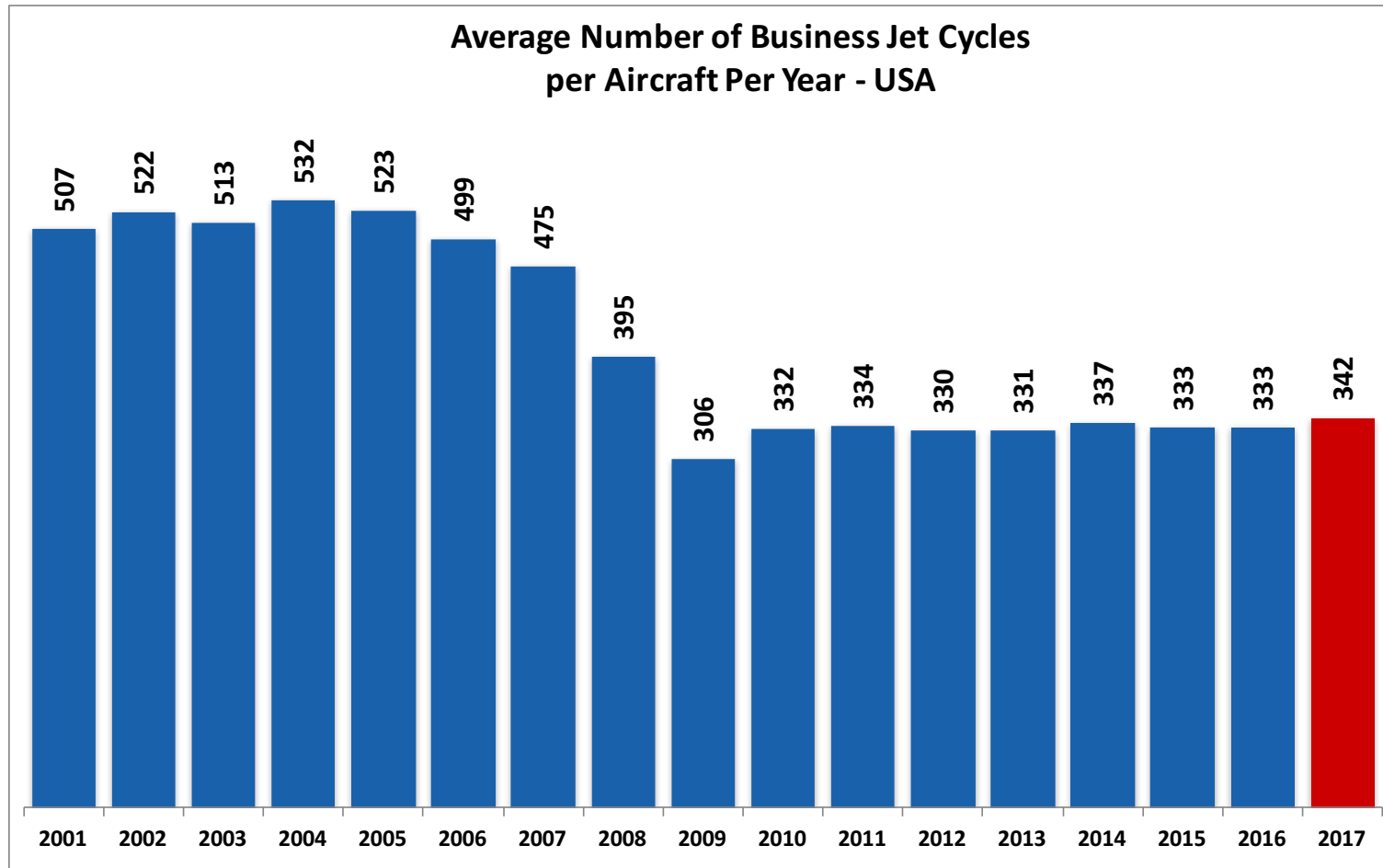
**U.S. GDP and U.S. Business Jet Cycles**



Sources: U.S. BEA, FAA; 2017 is YTD and annualized through May 2017

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

# The Economy



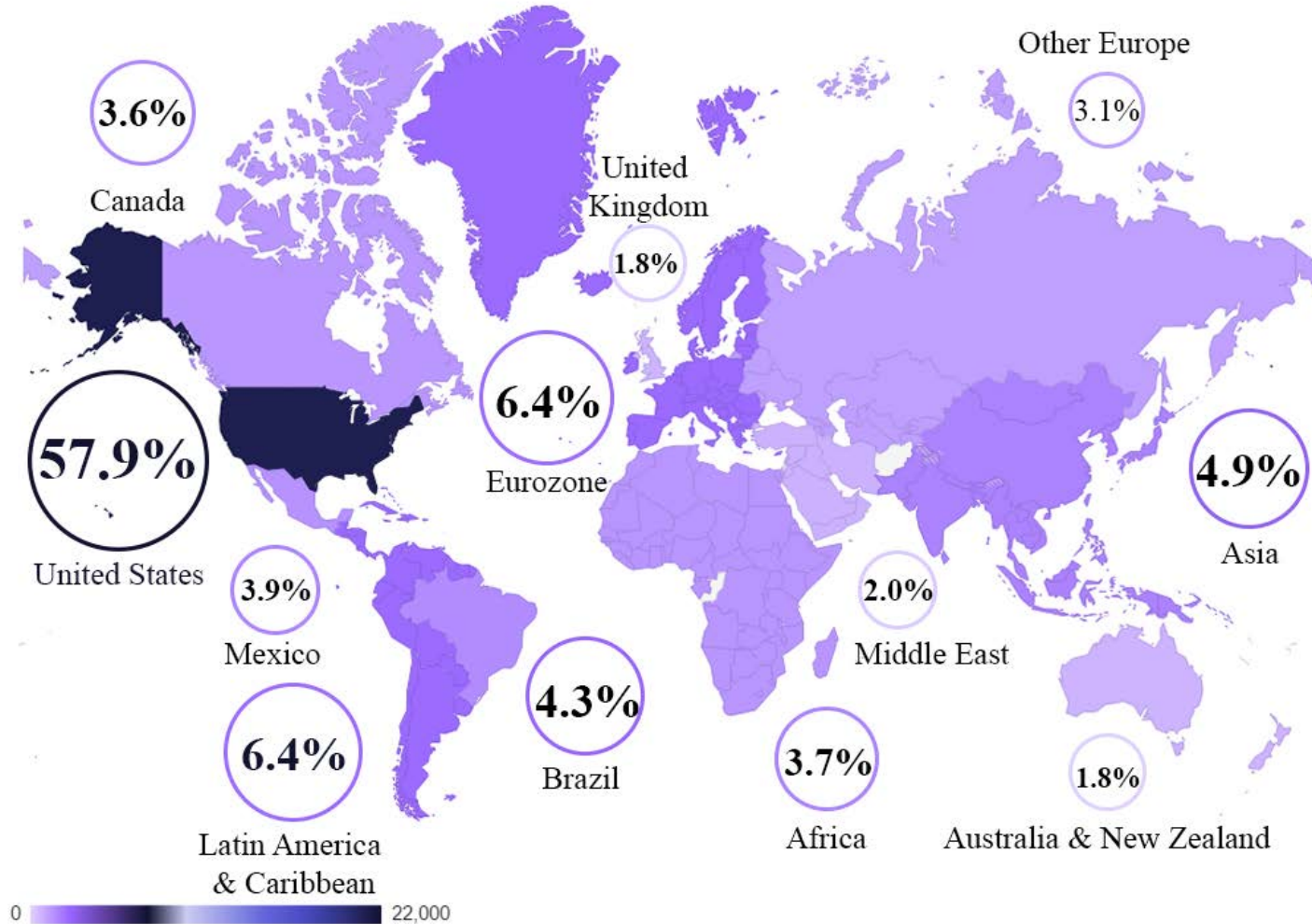
Sources: FAA; JETNET; 2017 is YTD and annualized through May 2017

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

# Business Aircraft Fleet by Region

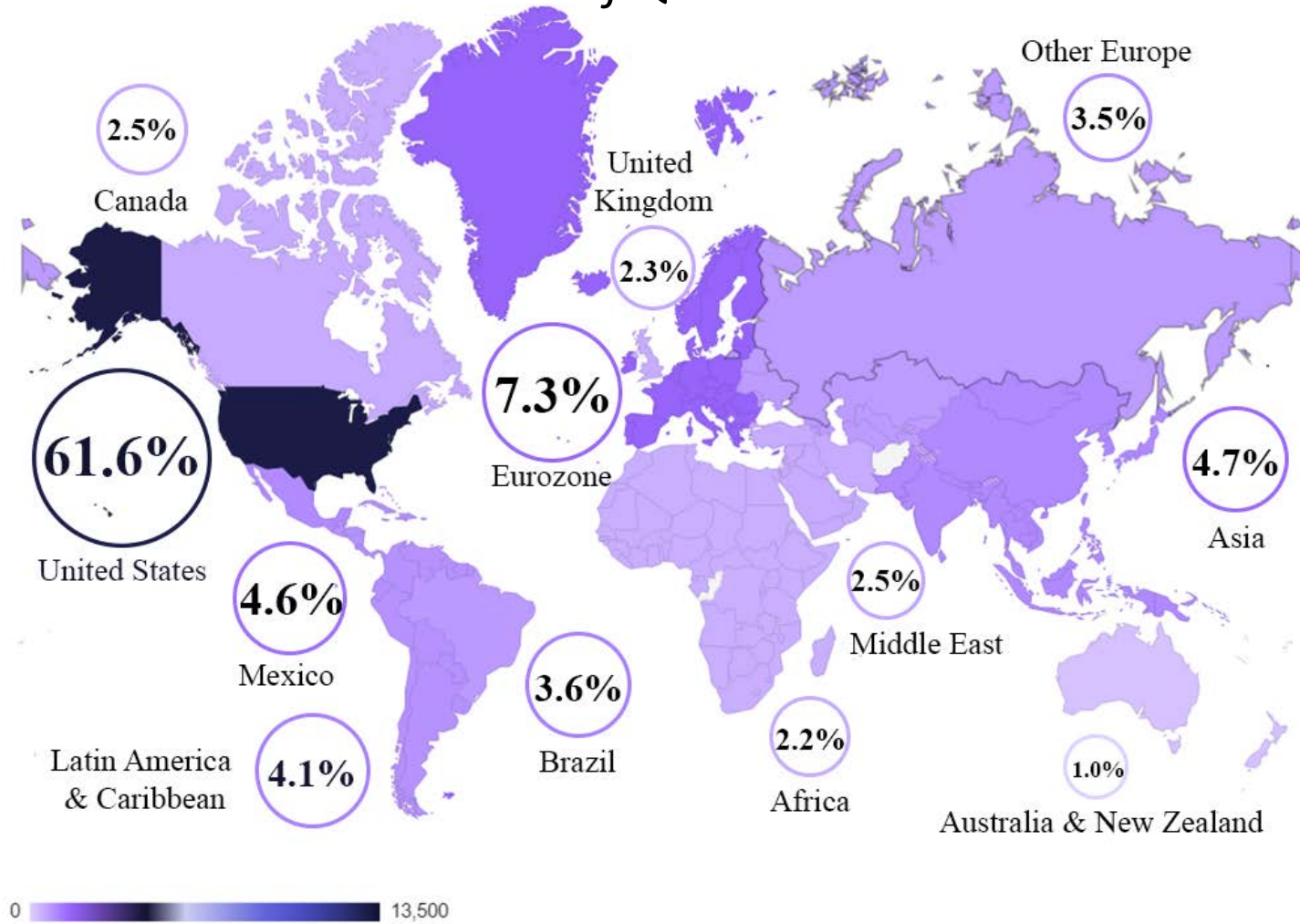
## Share of Business Aircraft Fleet by Region

*As of Q1 2017*



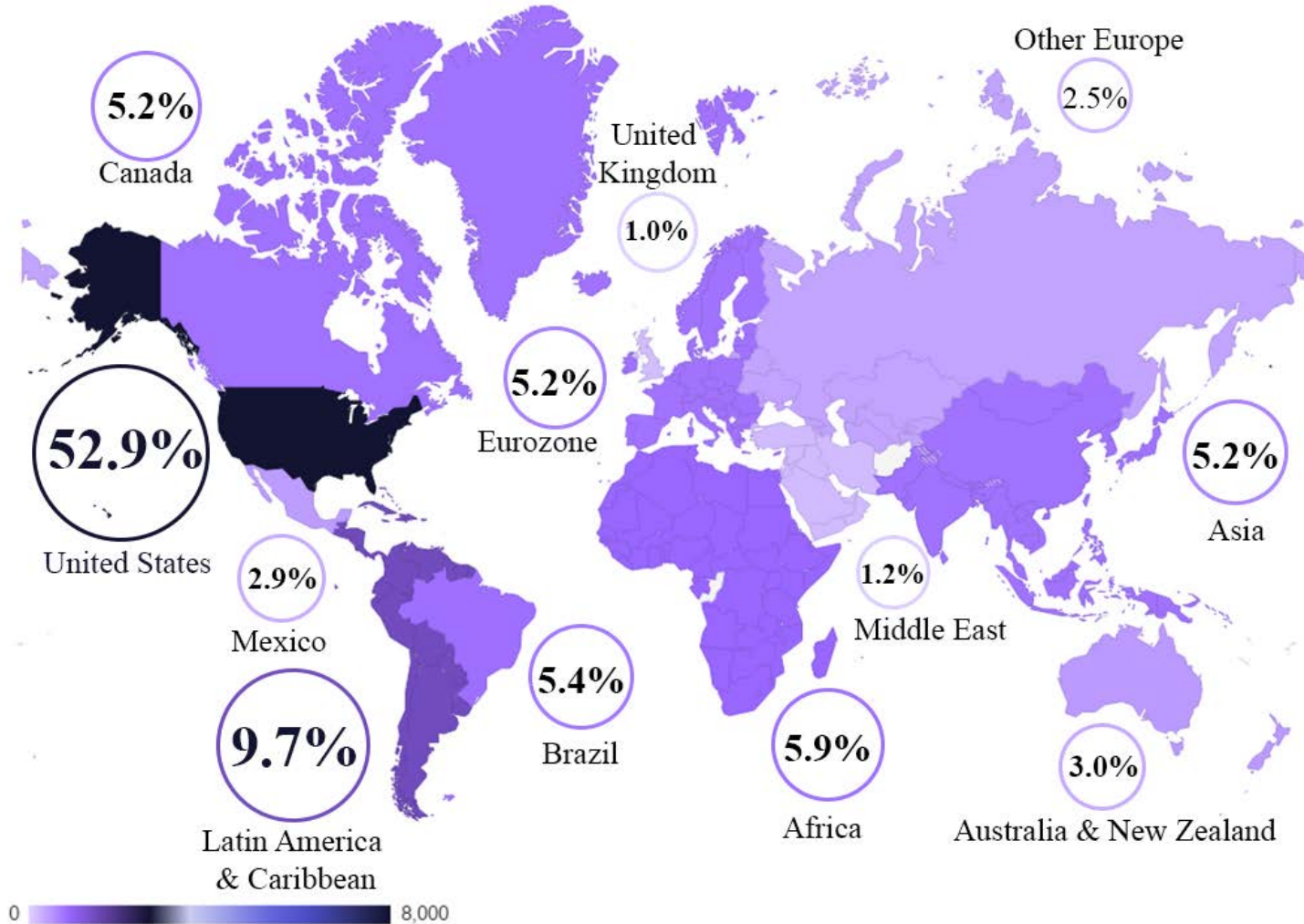
# Business Jet Fleet by Region

Share of Business Jet Fleet by Region  
As of Q1 2017



# Turboprop Fleet by Region

Share of Turboprop Fleet by Region  
As of Q1 2017



# Business Jet Fleet by Manufacturer

<b>NORTH AMERICA OEM</b>	<b>Fleet as of Jun 30, 2017</b>
Beechcraft	244
Bombardier	3,026
Cessna Citation	4,883
Dassault Falcon	1,382
Embraer	553
Gulfstream	1,850
Hawker	1,280
Other	498
<b>Total</b>	<b>13,716</b>

<b>EUROPE OEM</b>	<b>Fleet as of Jun 30, 2017</b>
Beechcraft	20
Bombardier	624
Cessna Citation	840
Dassault Falcon	448
Embraer	173
Gulfstream	210
Hawker	163
Other	81
<b>Total</b>	<b>2,559</b>

<b>FORMER SOVIET UNION OEM</b>	<b>Fleet as of Jun 30, 2017</b>
Beechcraft	-
Bombardier	68
Cessna Citation	29
Dassault Falcon	23
Embraer	26
Gulfstream	30
Hawker	38
Other	21
<b>Total</b>	<b>235</b>

<b>MIDDLE EAST OEM</b>	<b>Fleet as of Jun 30, 2017</b>
Beechcraft	3
Bombardier	117
Cessna Citation	54
Dassault Falcon	61
Embraer	46
Gulfstream	107
Hawker	61
Other	77
<b>Total</b>	<b>526</b>

<b>LATIN AMERICA &amp; CARIBBEAN OEM</b>	<b>Fleet as of Jun 30, 2017</b>
Beechcraft	64
Bombardier	674
Cessna Citation	825
Dassault Falcon	133
Embraer	223
Gulfstream	214
Hawker	319
Other	165
<b>Total</b>	<b>2,617</b>

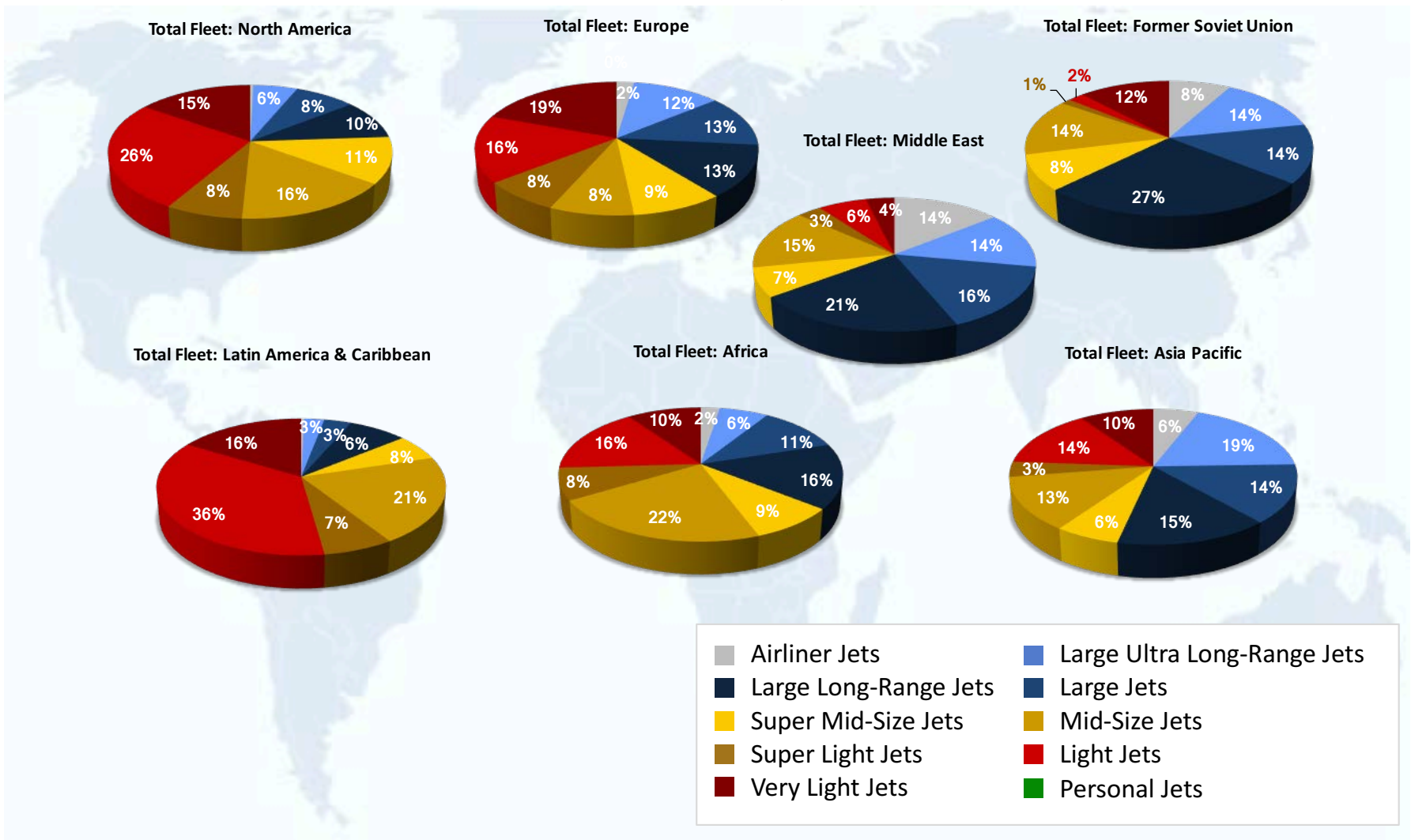
<b>AFRICA OEM</b>	<b>Fleet as of Jun 30, 2017</b>
Beechcraft	3
Bombardier	99
Cessna Citation	106
Dassault Falcon	68
Embraer	22
Gulfstream	64
Hawker	101
Other	16
<b>Total</b>	<b>479</b>

<b>ASIA PACIFIC OEM</b>	<b>Fleet as of Jun 30, 2017</b>
Beechcraft	9
Bombardier	294
Cessna Citation	227
Dassault Falcon	105
Embraer	86
Gulfstream	295
Hawker	129
Other	75
<b>Total</b>	<b>1,220</b>

**World business jet fleet was 21,357 jets on June 30, 2017**

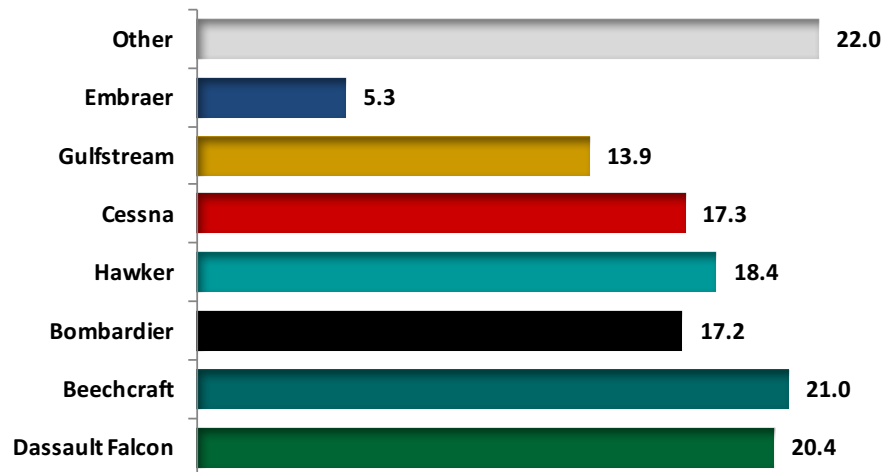
# Business Jet Fleet by Size Category

As of June 30, 2017

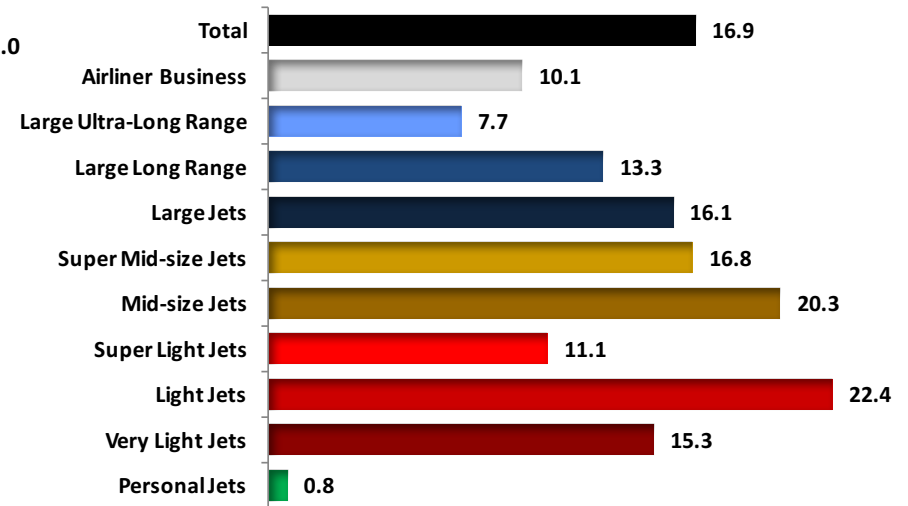


# Business Jet Fleet Age

Business aircraft average fleet age as of June 30, 2017

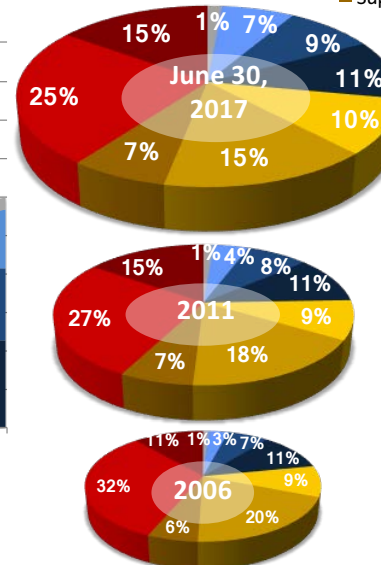
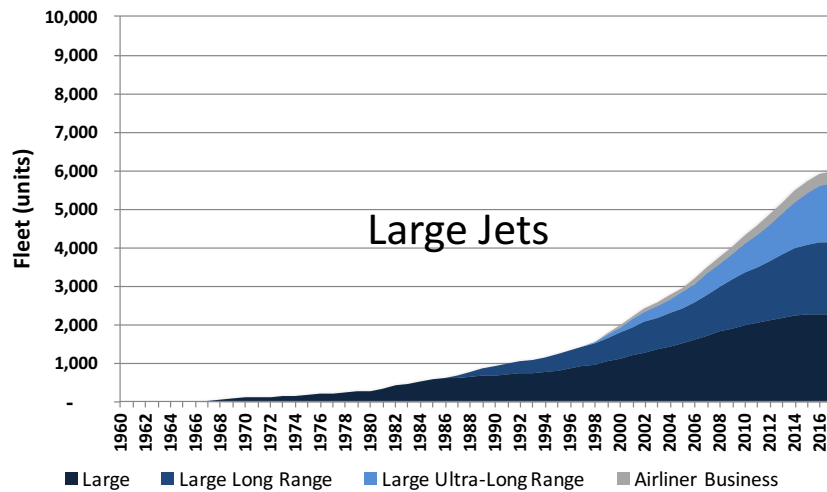
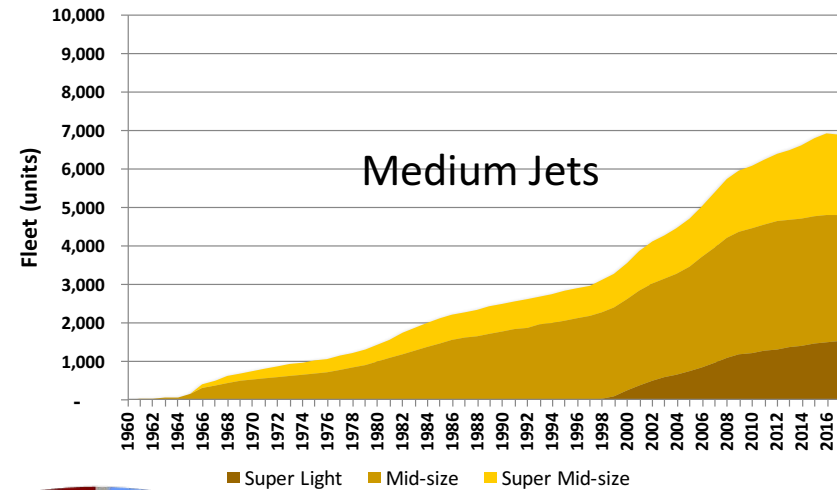
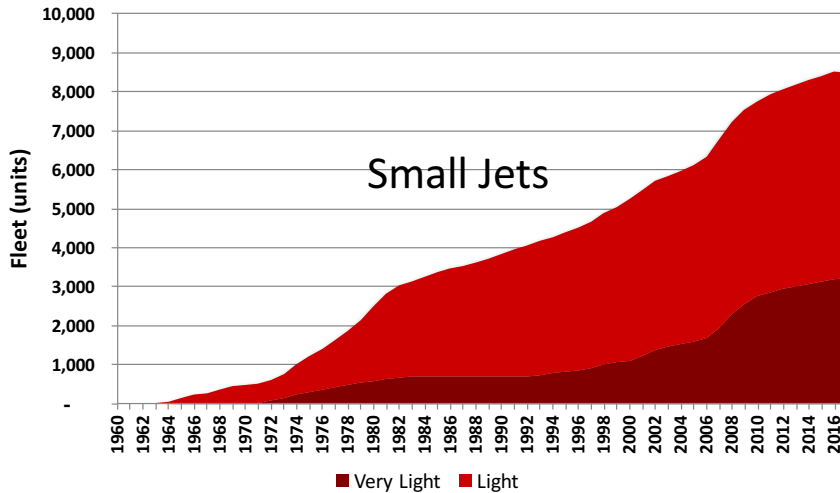


Business aircraft average fleet age as of June 30, 2017



## Business Jet Fleet by Size Category

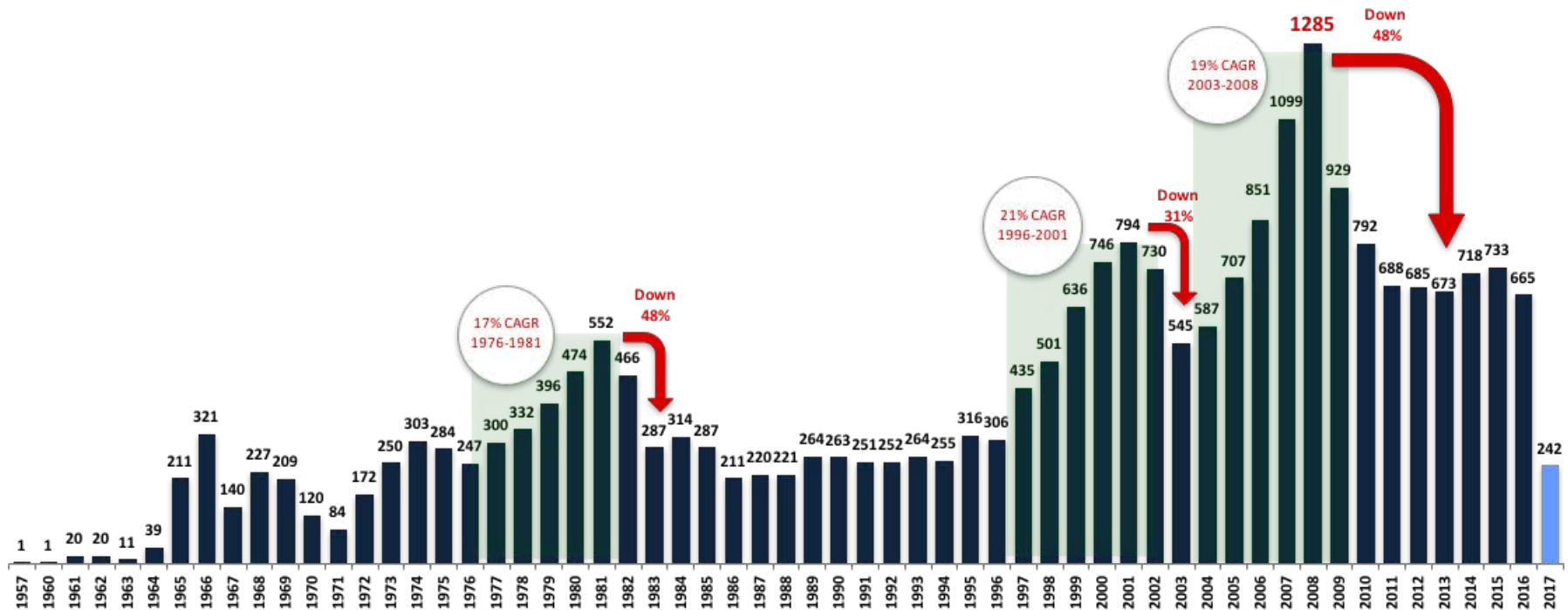
Fleet in Years From 1960 – June 30, 2017



Business Jet Fleet as of Jun 30, 2017	
By size category	
Airliner Business	303
Large Ultra-Long Range	1,533
Large Long Range	1,860
Large Jets	2,266
Super Mid-size Jets	2,109
Mid-size Jets	3,274
Super Light Jets	1,521
Light Jets	5,260
Very Light Jets	3,227
Personal Jets	4
<b>Total</b>	<b>21,357</b>

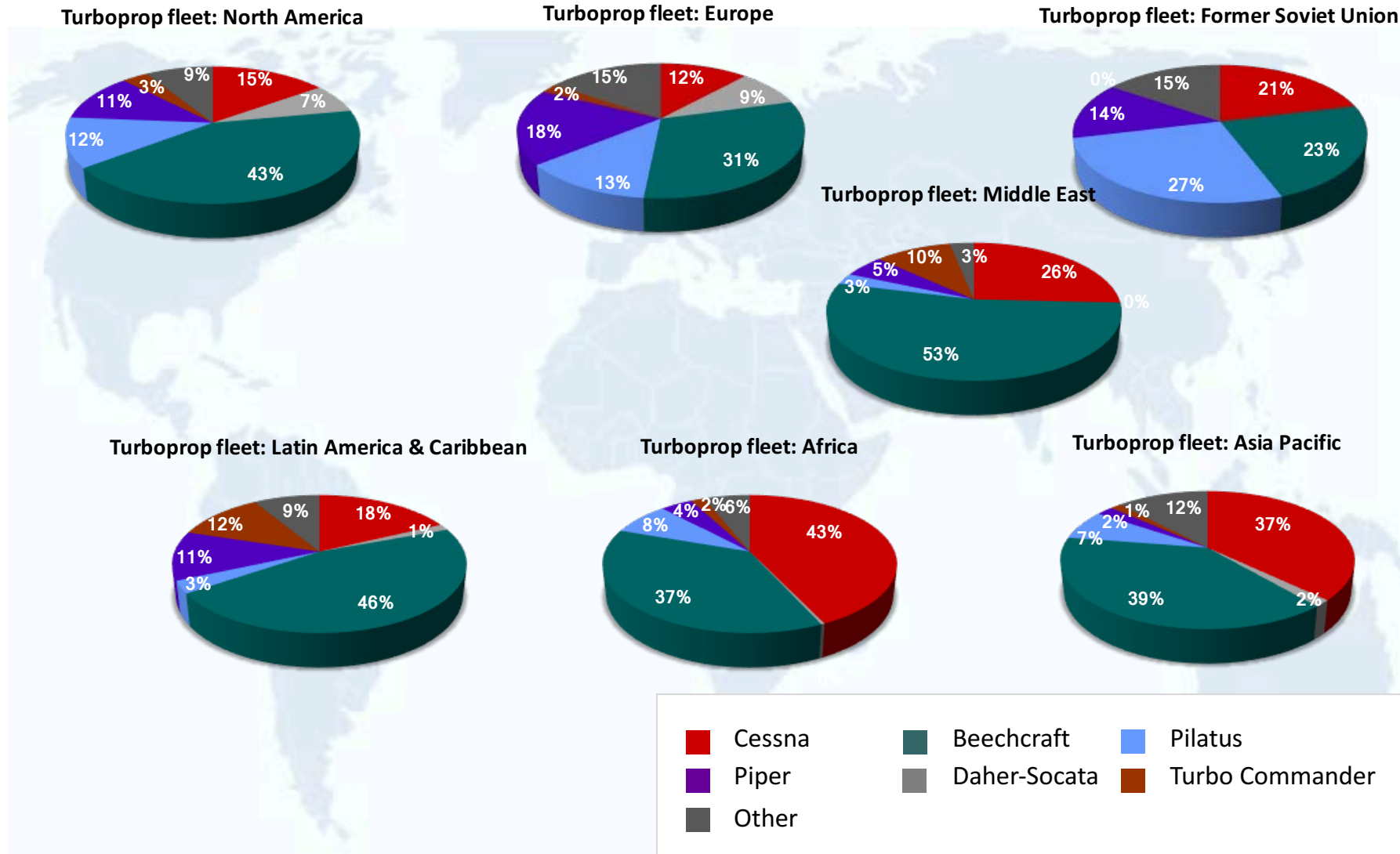
# Business Jet Deliveries (units)

Business Jet Deliveries

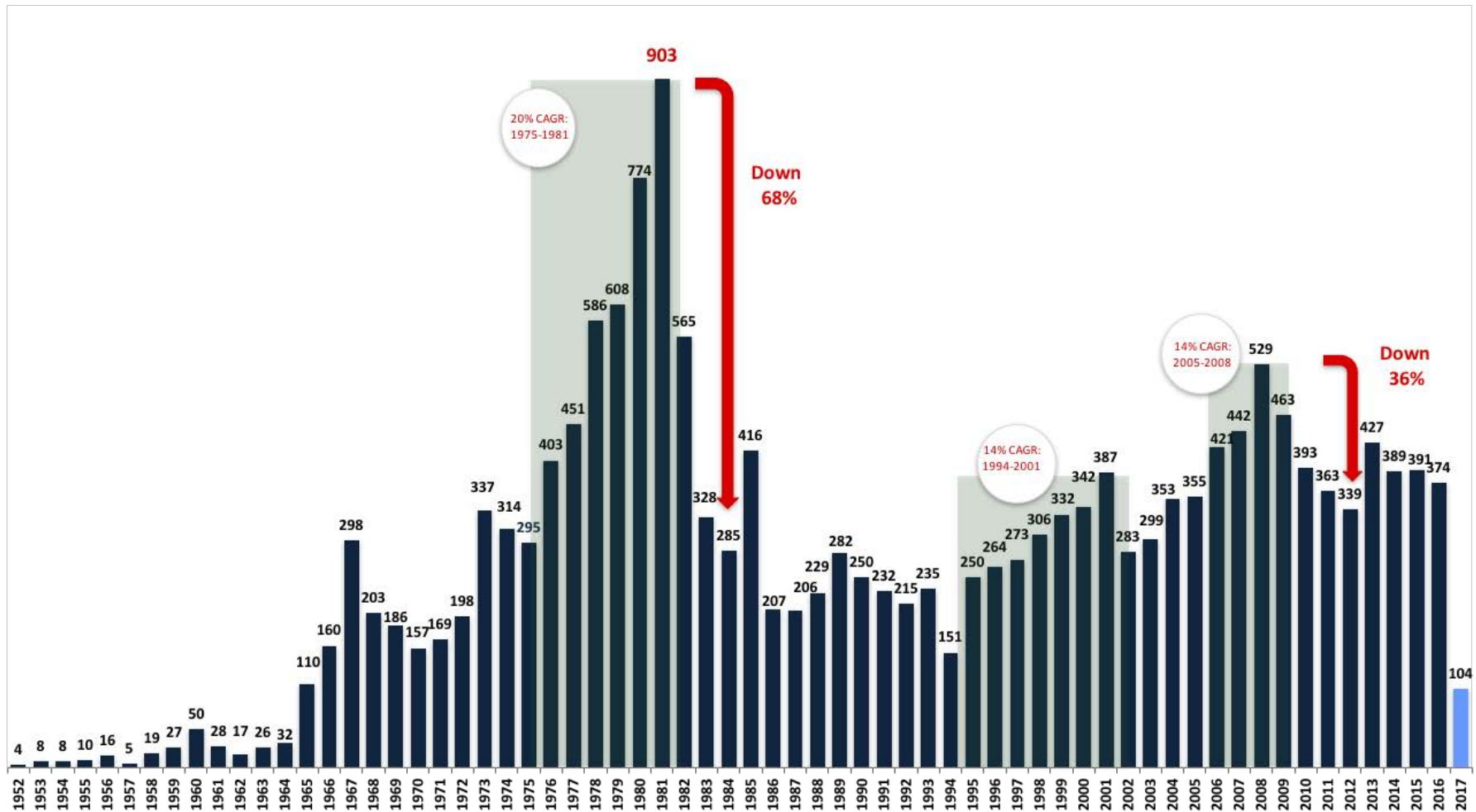


New business jet delivery units have remained relatively flat for 6 years

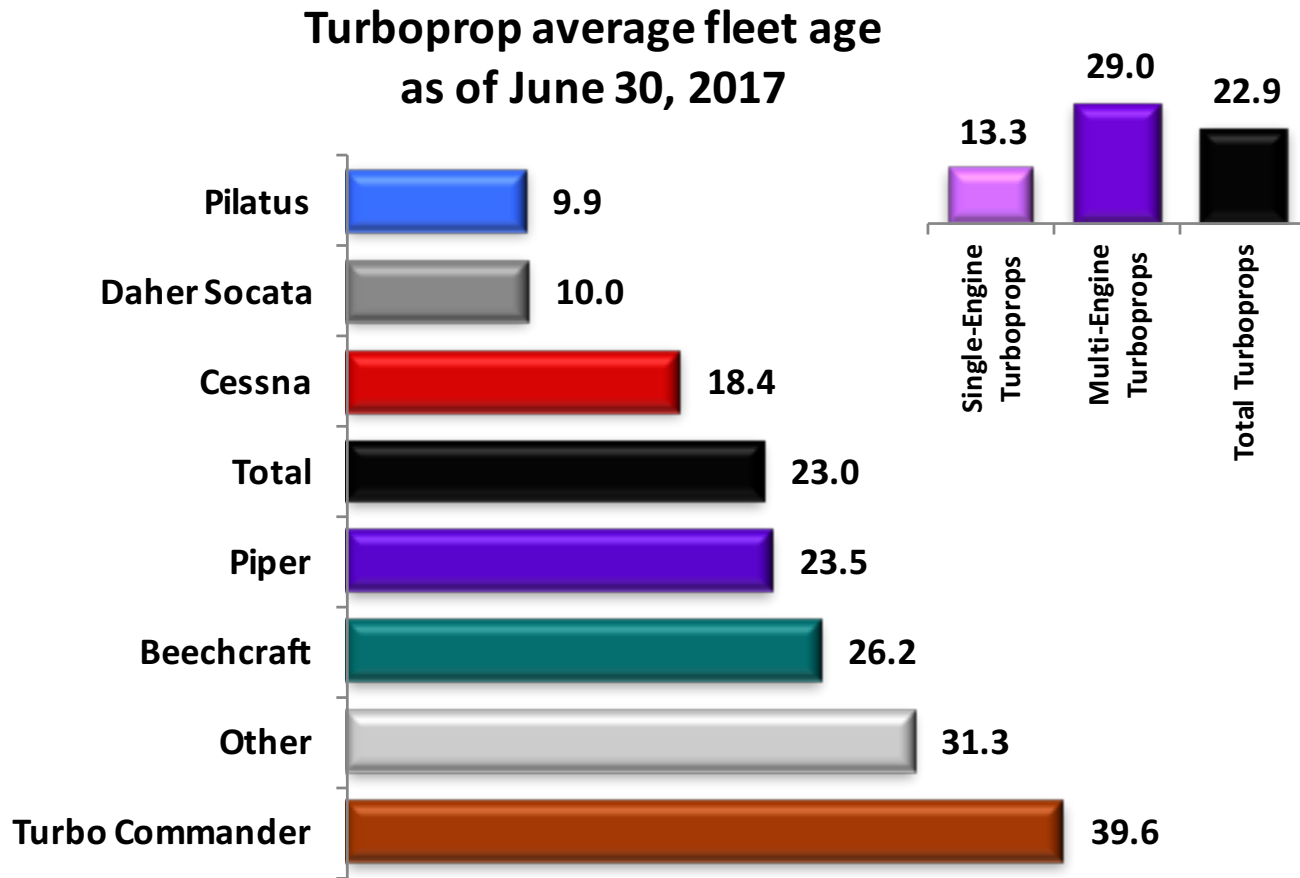
# Business Turboprop Fleet by Manufacturer



# Business Turboprop Deliveries (units)



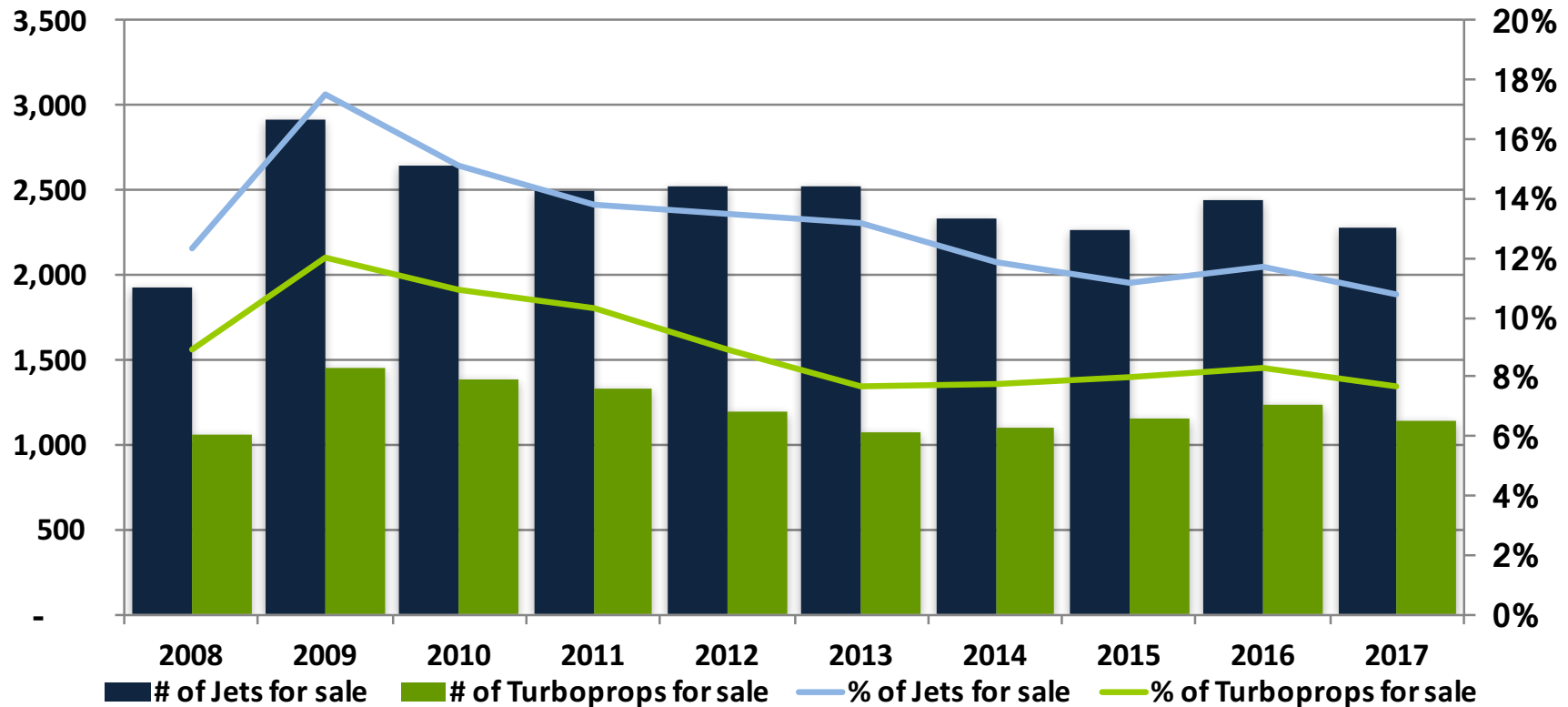
# Business Turboprop Fleet Age (Years)



# Pre-Owned Business Aircraft Inventory

Business Jets and Turboprops for sale

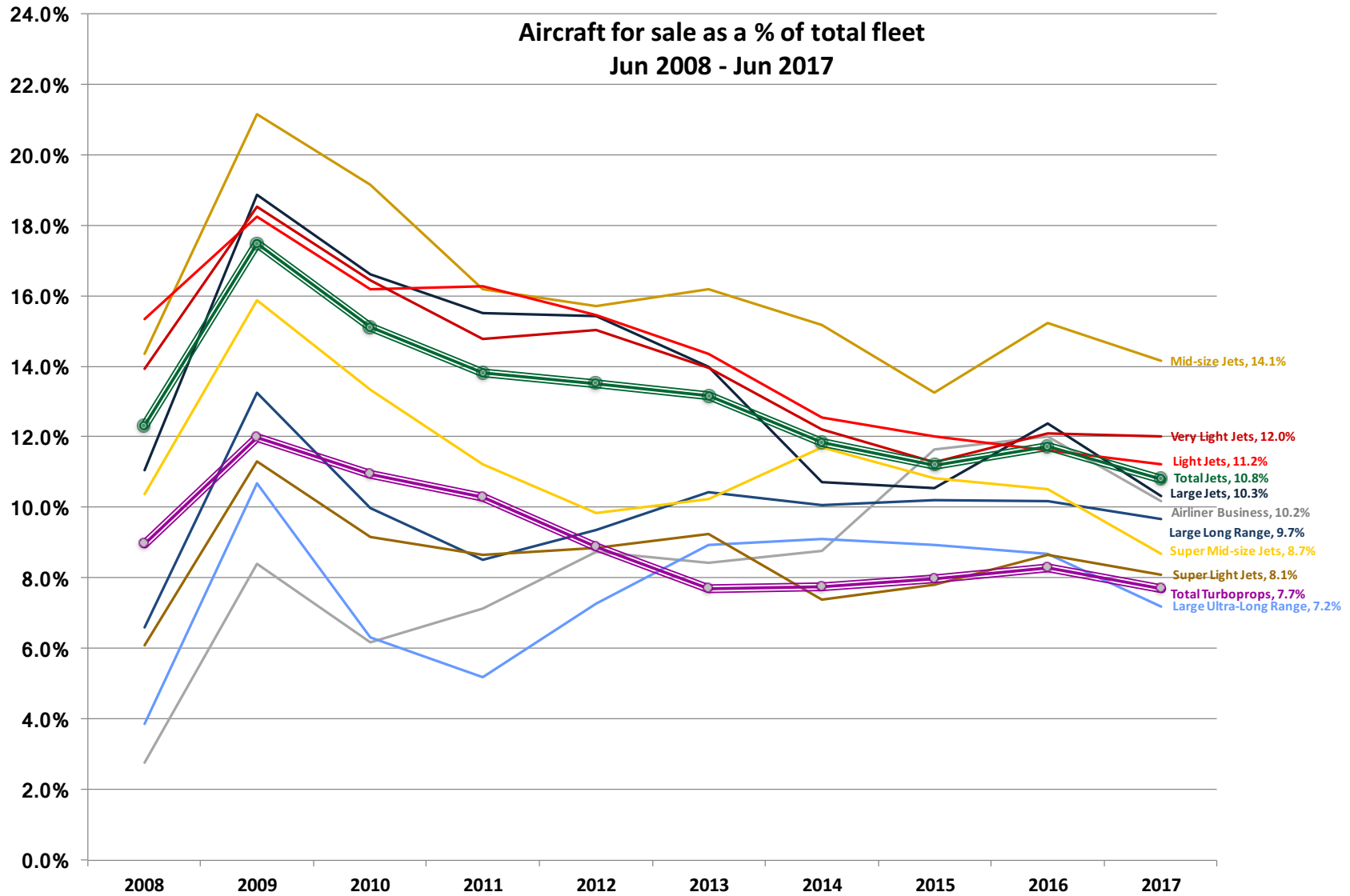
Jun 2008 - Jun 2017



Aircraft Available for Sale as % of World Fleet (as of March 31)										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Business Jets	12.3%	17.5%	15.1%	13.8%	13.5%	13.2%	11.8%	11.2%	11.7%	10.8%
Turboprop	9.0%	12.0%	10.9%	10.3%	8.9%	7.7%	7.7%	8.0%	8.3%	7.7%

**For-sale inventory of pre-owned business aircraft has declined in 2017**

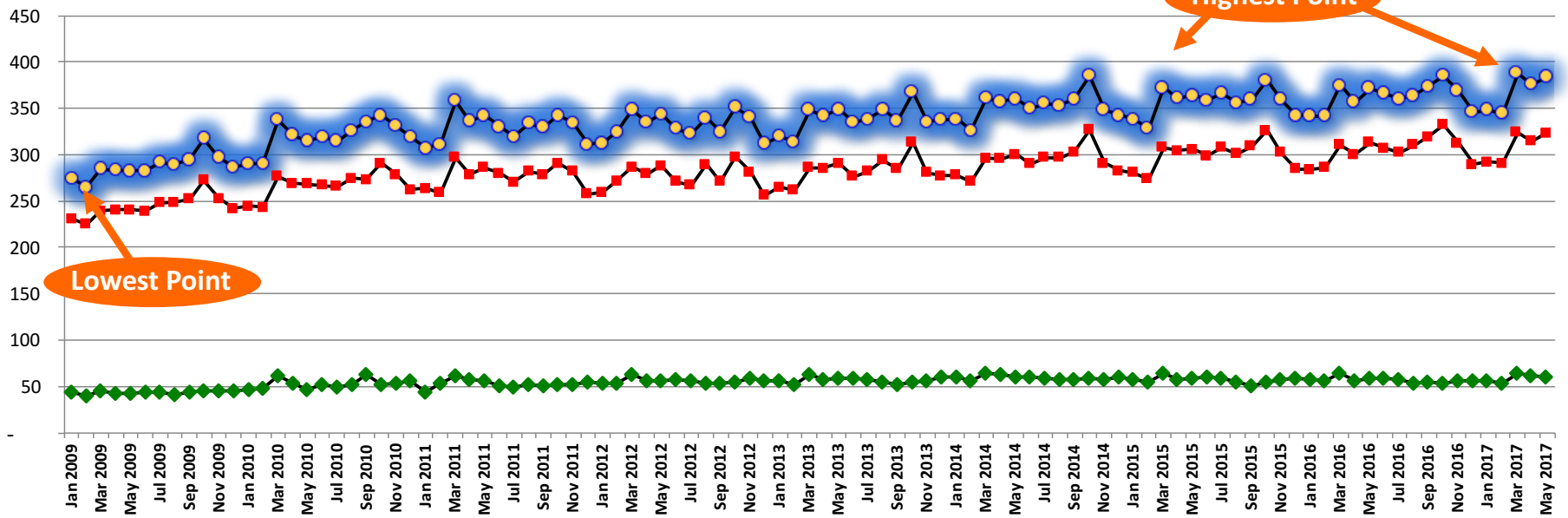
# Pre-Owned Business Jet Inventory



# U.S. Business Jet Utilization

FAA BUSINESS JET OPERATIONS - MAY 2017		Trailing 12 Months
TOTAL CYCLES		
Total Cycles	384,020	4,402,677
Change vs. prior month	2.3%	0.3%
Change vs. prior year	3.3%	2.2%
Change vs. 24 months ago	5.5%	3.4%
DOMESTIC CYCLES		
Total Domestic Cycles	323,616	3,718,370
Change vs. prior month	2.8%	0.3%
Change vs. prior year	3.3%	2.7%
Change vs. 24 months ago	5.9%	4.5%
INTERNATIONAL CYCLES		
Total International Cycles	60,404	684,308
Change vs. prior month	-0.5%	0.3%
Change vs. prior year	3.0%	-0.2%
Change vs. 24 months ago	3.3%	-2.1%

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



Source: U.S. FAA

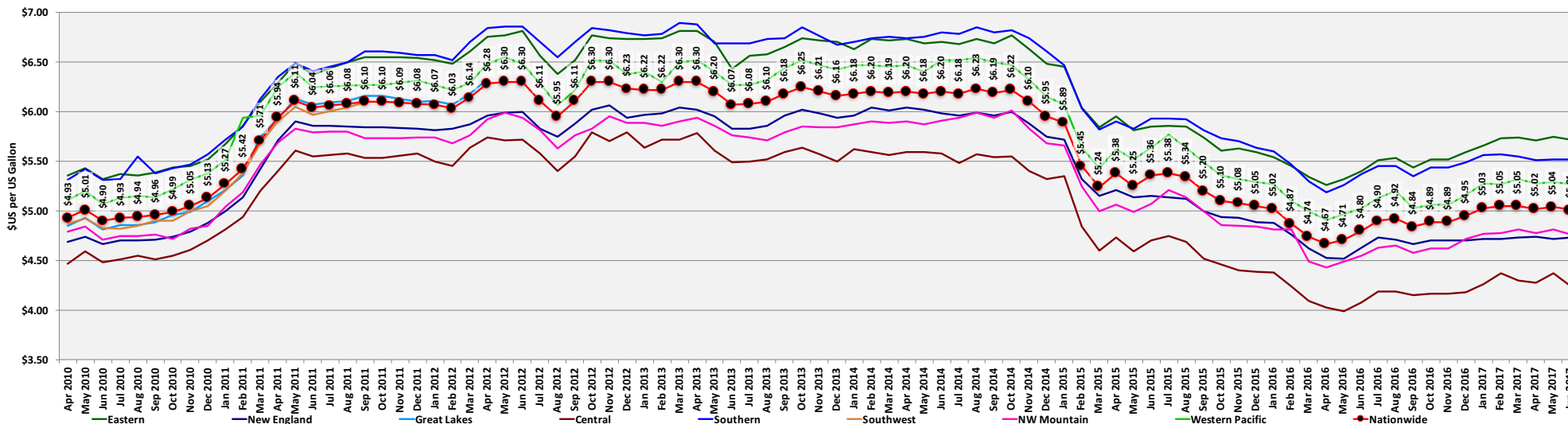
● Total     
 ■ Domestic     
 ◆ International

June 30, 2017

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

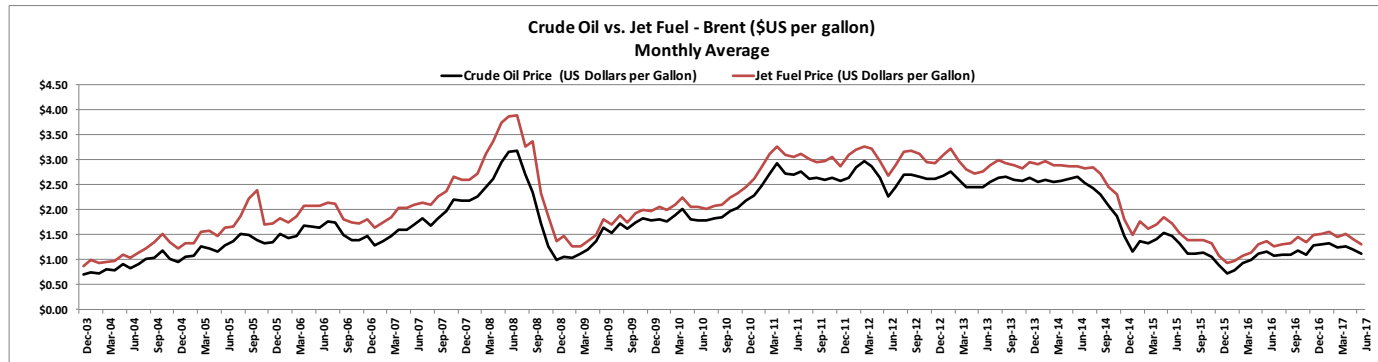
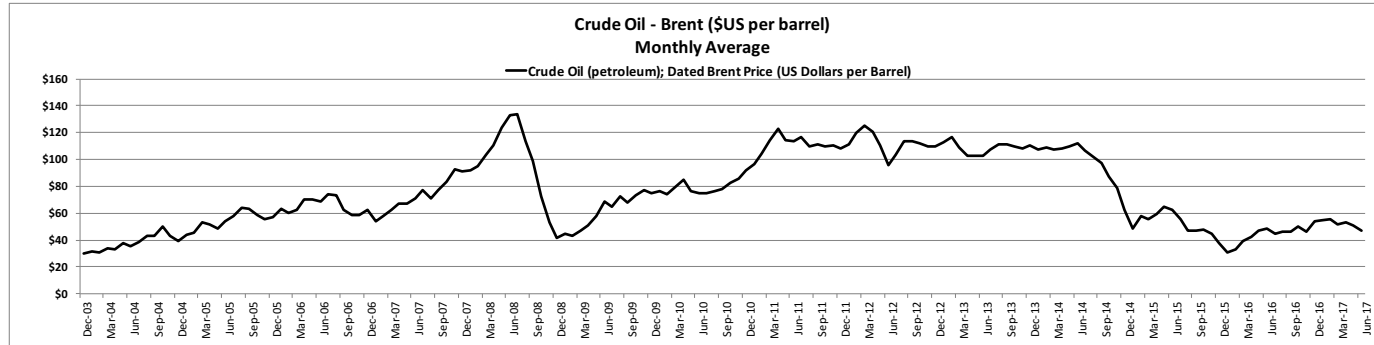
Average Jet-A Fuel Prices recorded by B&CA - Regional USA



Source: [Business & Commercial Aviation](#)

**Jet-A fuel prices in June 2017 are averaging about \$5.01 at U.S. FBOs, up 4.4% from \$4.80 year-over-year**

## Crude Oil and Jet Fuel Prices



IATA Fuel Price Monitor	Share in		Index Value		vs. 1 week	vs. 1 month	vs.1 yr ago	
	World	Index	\$/US gallon	\$/barrel	ago	ago		
<b>Jul 14 2017</b>				2000= 100				
<b>Jet Fuel Price</b>	<b>100%</b>	<b>\$</b>	<b>1.443</b>	<b>\$ 60.60</b>	<b>165.60</b>	<b>3.9%</b>	<b>7.5%</b>	<b>10.3%</b>
Asia & Oceania	22%	\$	1.401	\$ 58.90	168.10	1.3%	2.5%	8.4%
Europe & CIS	28%	\$	1.442	\$ 60.60	163.20	3.6%	6.2%	9.5%
Middle East & Africa	7%	\$	1.389	\$ 58.30	174.20	2.5%	4.5%	9.8%
North America	39%	\$	1.469	\$ 61.70	164.00	5.6%	11.6%	12.0%
Latin & Central America	4%	\$	1.514	\$ 63.60	176.10	5.6%	10.9%	11.1%

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

Source: IndexMundi; IATA from PLATTS

June 30, 2017

JETNET iQ Snap!: 2nd Quarter 2017 - Private & Confidential

## 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




\* 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:

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PASSWORD (provided by Jetnet):

For questions about this survey, please contact:



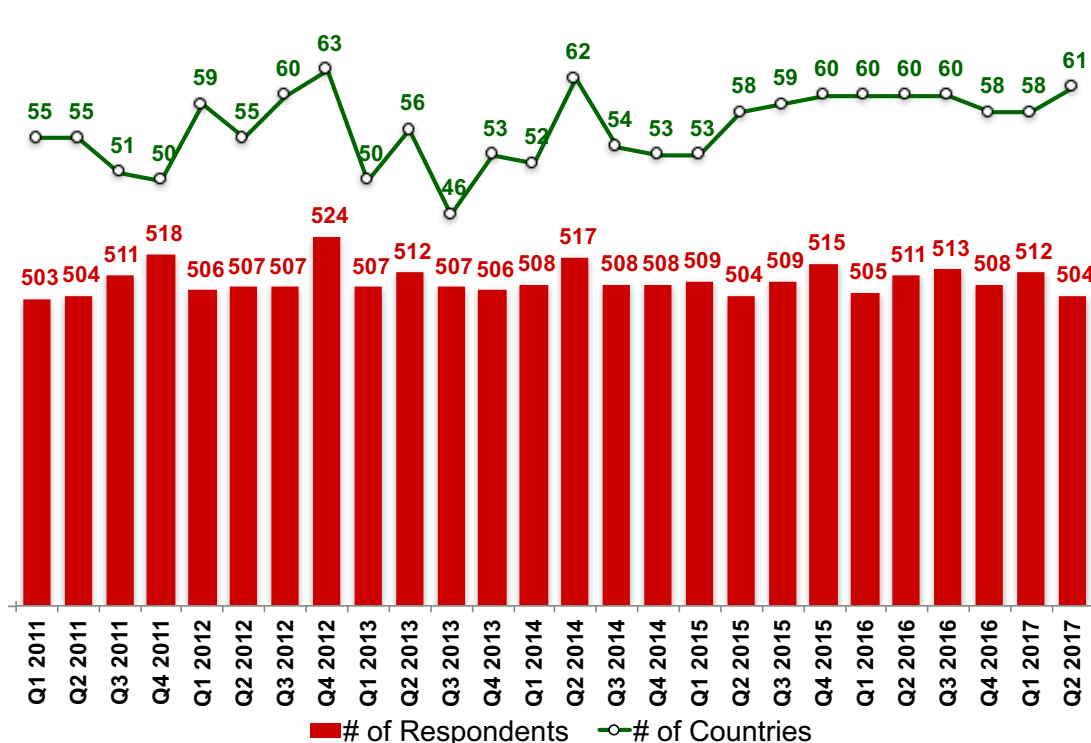
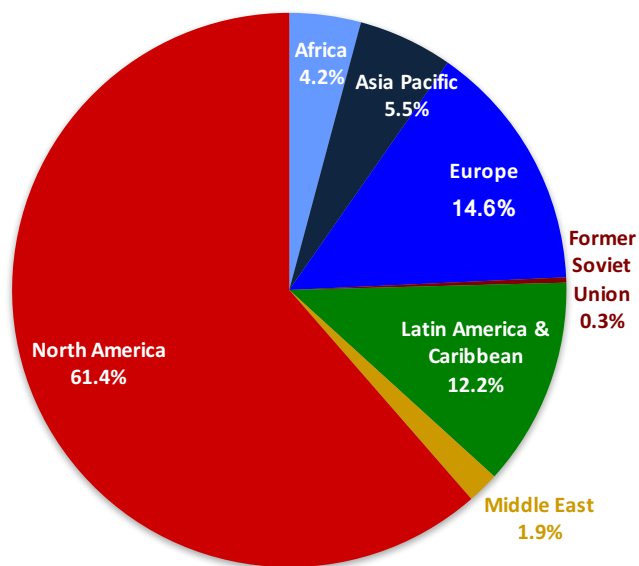
JETNET iQ Voice of  
Global Business & General Aviation

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 - Q2 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	Q2 2017	Total
# of Respondents	503	504	511	518	506	507	507	524	507	512	507	506	508	517	508	508	509	504	509	515	505	511	513	508	512	504	13,243
# 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	61	129

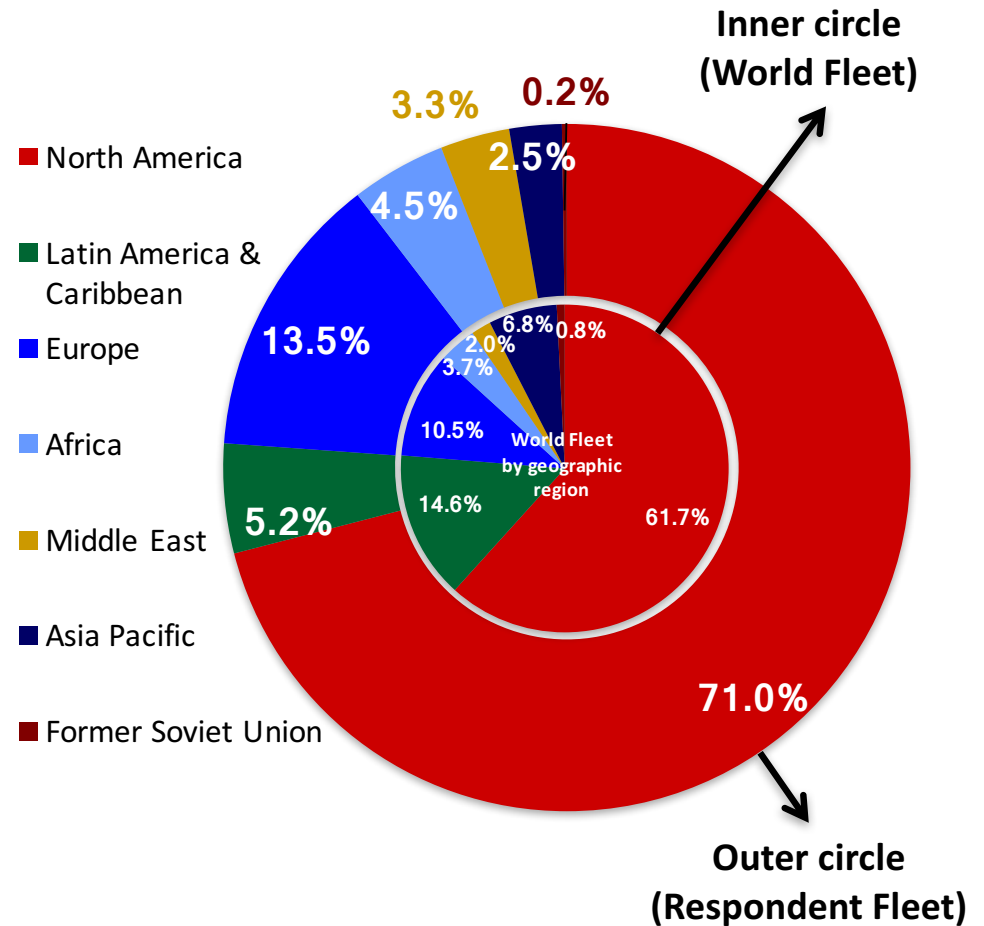
JETNET iQ Surveys: Since Q1 2011, >13,200 respondents from 129 countries

## Survey Respondents' Location

### By Aircraft Base Location

Q2 2017 Survey

RESPONDENT COUNTRIES FROM Q2 2017 SURVEY			
COUNTRIES/TERRITORIES	# of respondents		# of respondents
ARGENTINA	6	NIGERIA	1
AUSTRALIA	11	NORWAY	1
AUSTRIA	6	PAKISTAN	2
BAHAMAS	1	PARAGUAY	1
BELGIUM	1	PERU	1
BOTSWANA	1	PHILIPPINES	1
BRAZIL	11	POLAND	1
CANADA	16	ROMANIA	1
CAYMAN ISLANDS	2	RUSSIAN FEDERATION	2
CHILE	1	SAUDI ARABIA	2
CZECH REPUBLIC	3	SINGAPORE	1
DENMARK	3	SLOVENIA	1
DOMINICAN REPUBLIC	1	SOUTH AFRICA	18
ECUADOR	1	SPAIN	1
FINLAND	3	SRI LANKA	1
FRANCE	7	SURINAME	1
GERMANY	11	SWITZERLAND	10
GUATEMALA	1	THAILAND	1
GUINEA	1	TURKEY	3
HONDURAS	1	UGANDA	1
HUNGARY	1	UNITED ARAB EMIRATES	5
INDIA	5	UNITED KINGDOM	10
IRELAND	2	UNITED STATES	310
ISLE OF MAN	1	VENEZUELA	3
ITALY	2	ZIMBABWE	2
JAPAN	2	<b>Total # of respondents</b>	<b>504</b>
JORDAN	1	<b>Total # of countries</b>	<b>61</b>
LATVIA	1		
LEBANON	1	Africa	25
LIECHTENSTEIN	2	Asia Pacific	26
MALAYSIA	1	Europe	74
MALTA	2	Former Soviet Union	2
MEXICO	10	Latin America & Caribbean	39
NAMIBIA	1	Middle East	12
NETHERLANDS	2	North America	326
NEW ZEALAND	1	<b>Total</b>	<b>504</b>



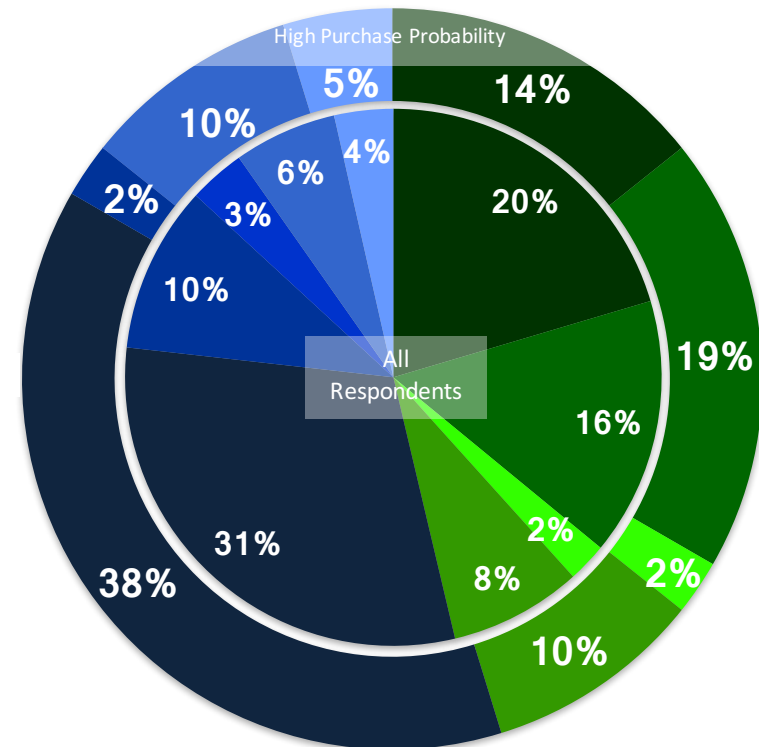
## Survey Respondents' Roles

### By Job Title

Q2 2017 Survey

Title of respondent	Completed
Business owner / shareholder / partner	138
C-Level / President / Managing Director	105
Vice President / Senior Management	16
General Manager / Director	54
Chief Pilot / head of flight operations	206
Dispatcher / Scheduler / Flight Coordinator	68
Head of maintenance	23
Pilot	42
Vice President / Director of Aviation	24
<b>Total</b>	<b>676</b>

Note: Respondent was able to chose whichever applied



<b>Aviation Professionals</b>	363	54%
<b>Senior Management / General Manager</b>	313	46%

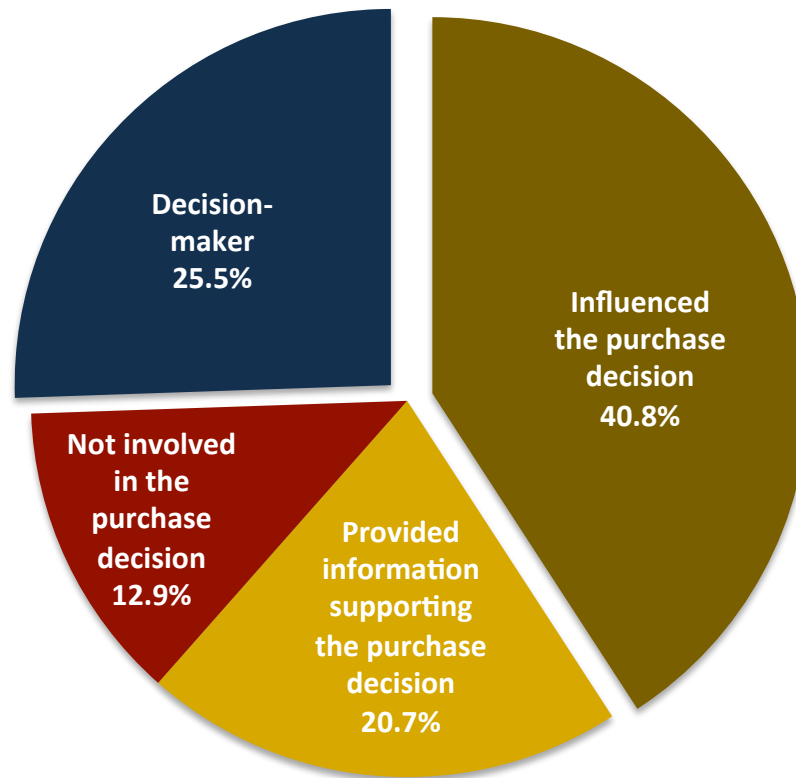


Note: Respondents may have multiple job titles and organizational roles

# Survey Respondents' Roles

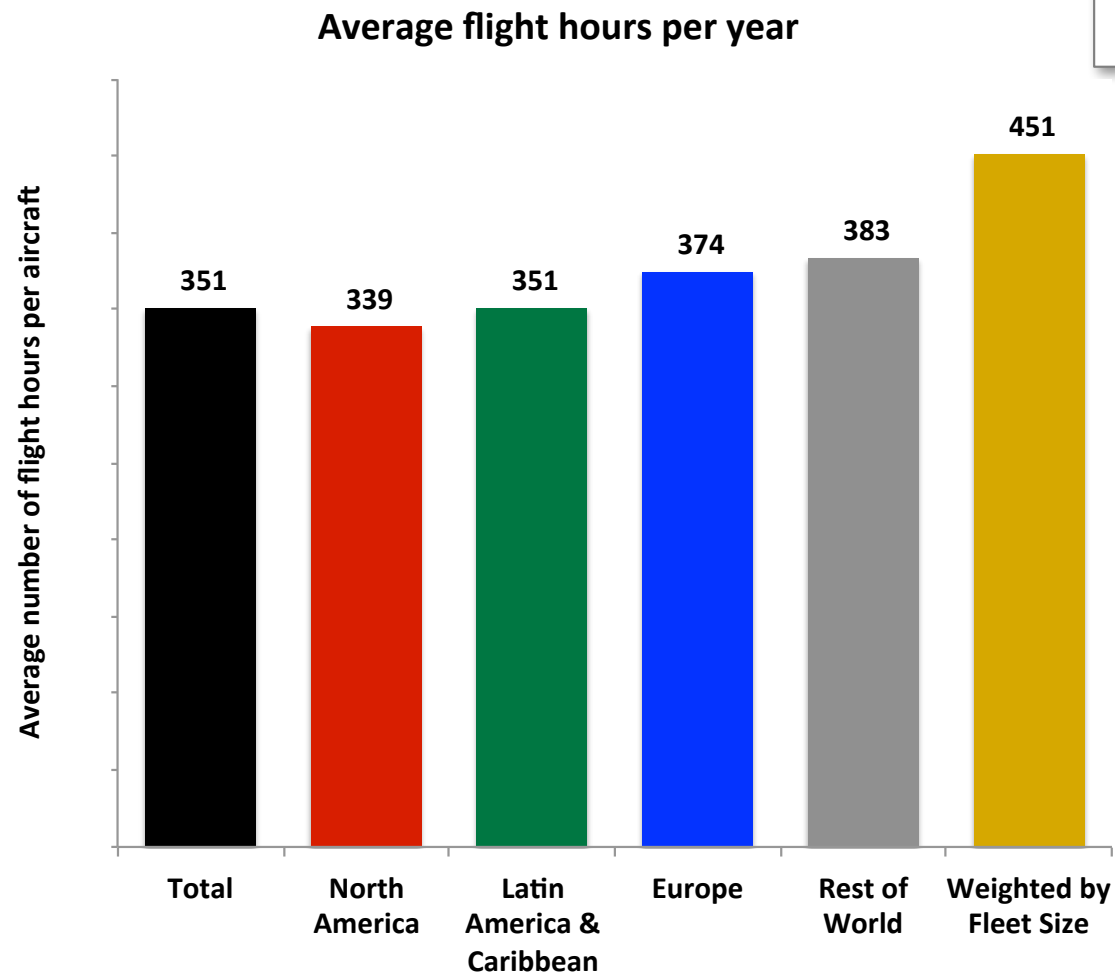
By Involvement in Last Fixed-Wing Turbine Aircraft Purchase

Q2 2017 Survey



# Survey Respondents' Flight Operations

## Regional Average Utilization per Aircraft in Prior 12 Months

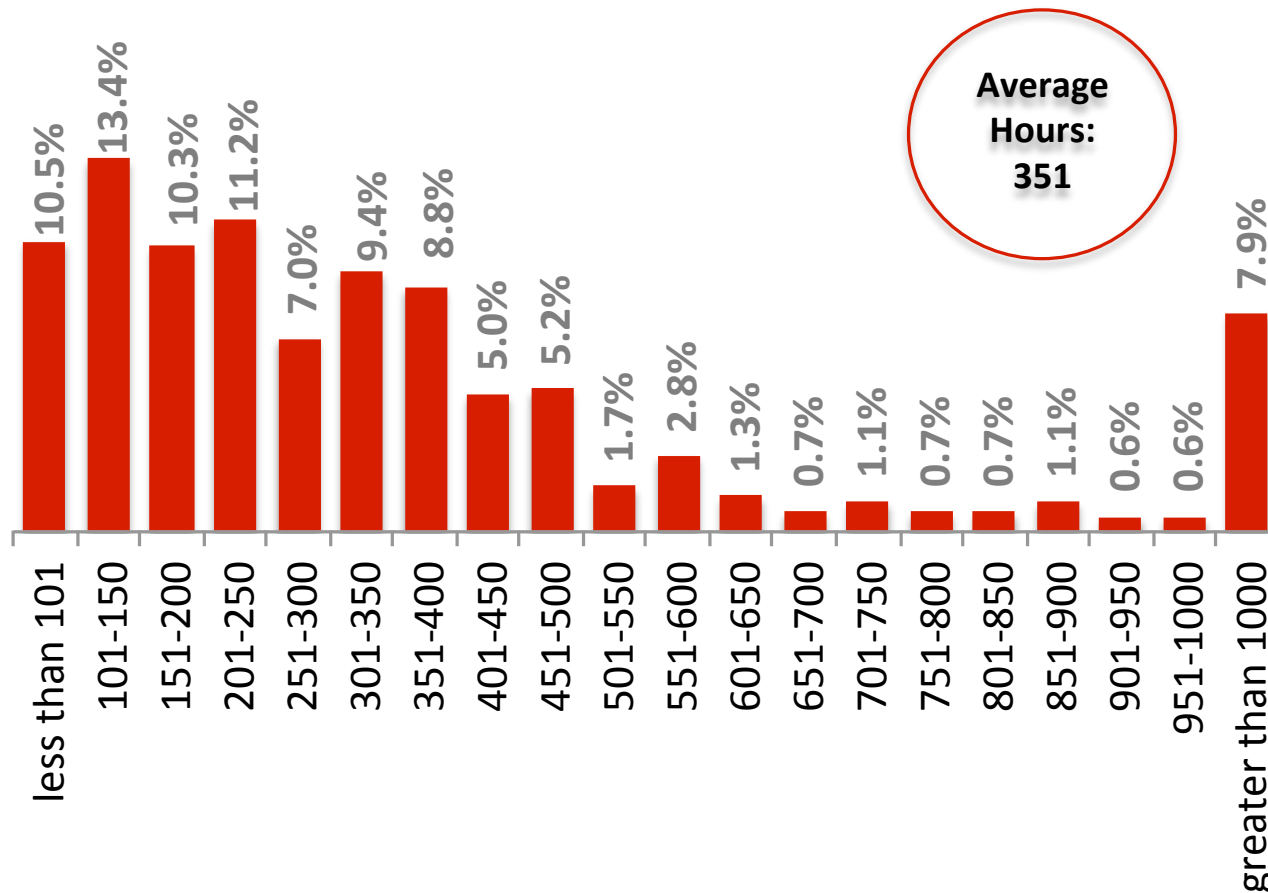


# Survey Respondents' Flight Operations

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

**Annual Flight Hours Per Aircraft**

Q2 2017 Survey

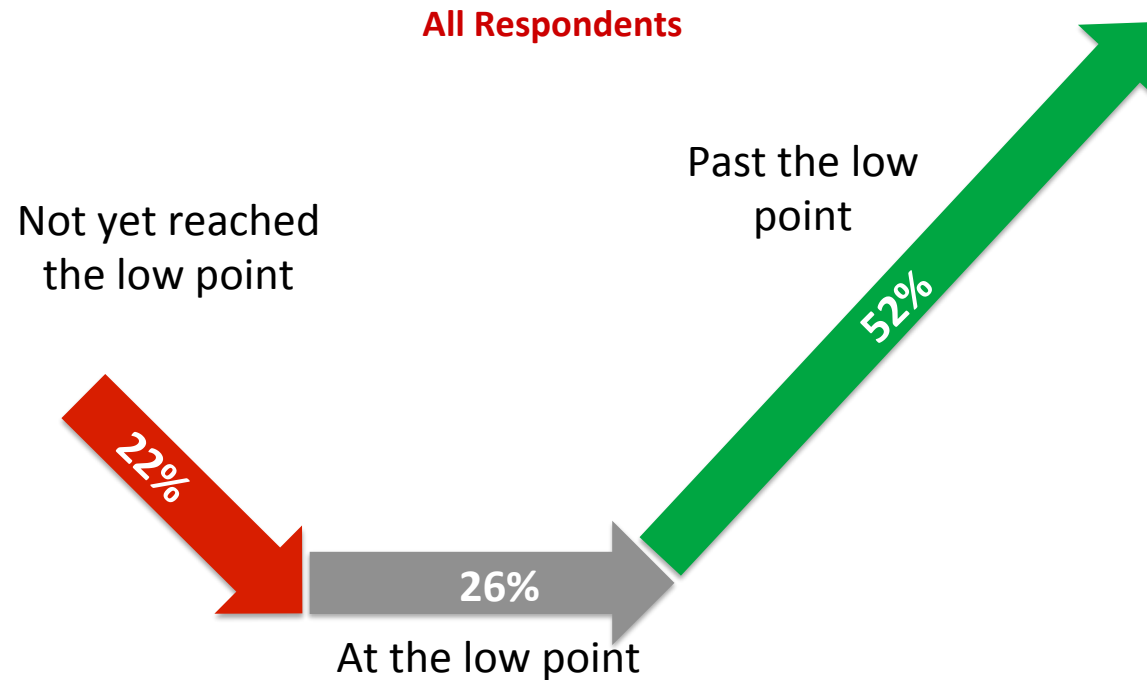


# Survey Respondents' Sentiment

## Current Market Sentiment

Q2 2017 Survey

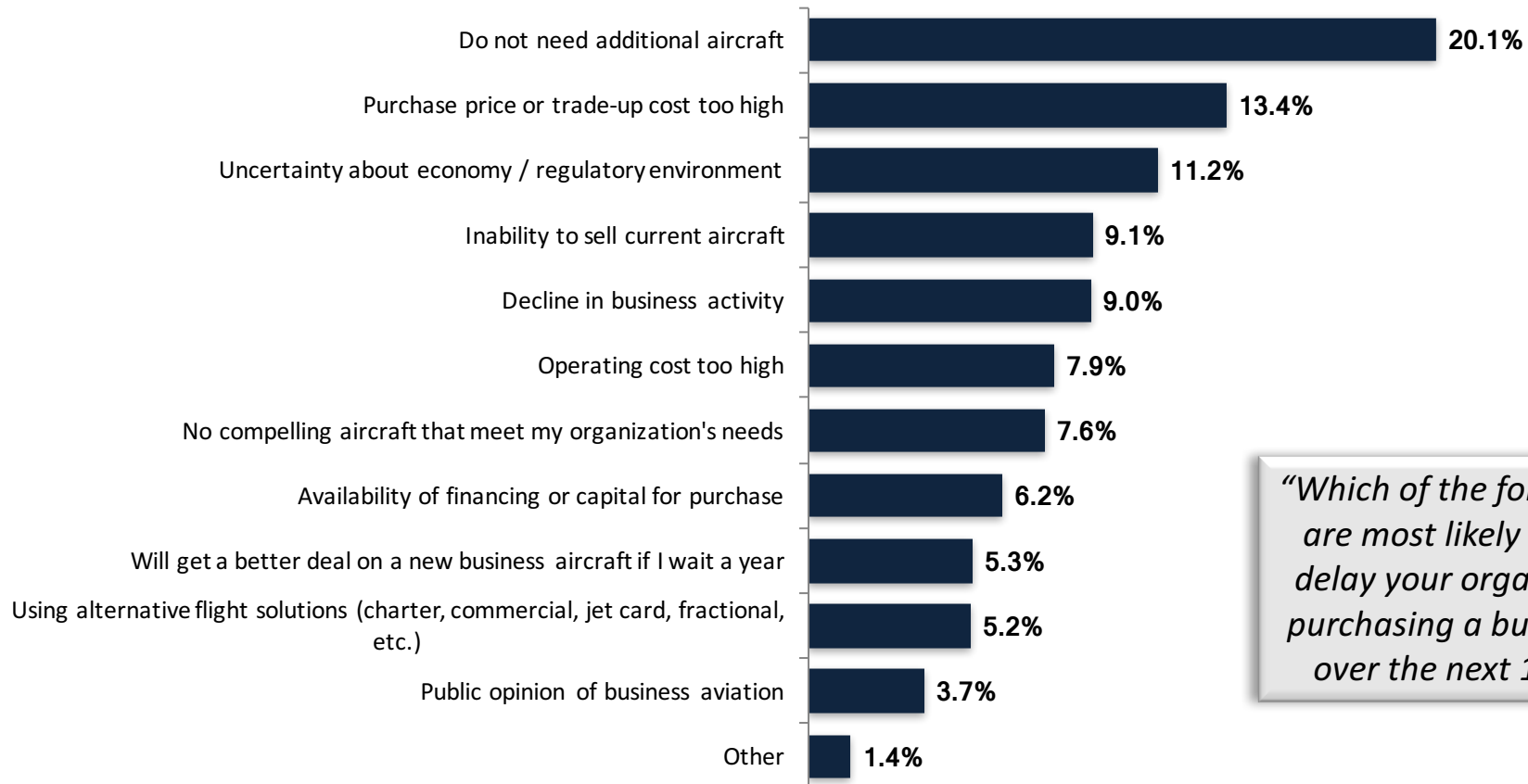
How would you describe the current market conditions for business aviation?



# Aircraft Purchase Inhibitors

## Top 5 Inhibitors – Weighted Average

Q2 2017 Survey



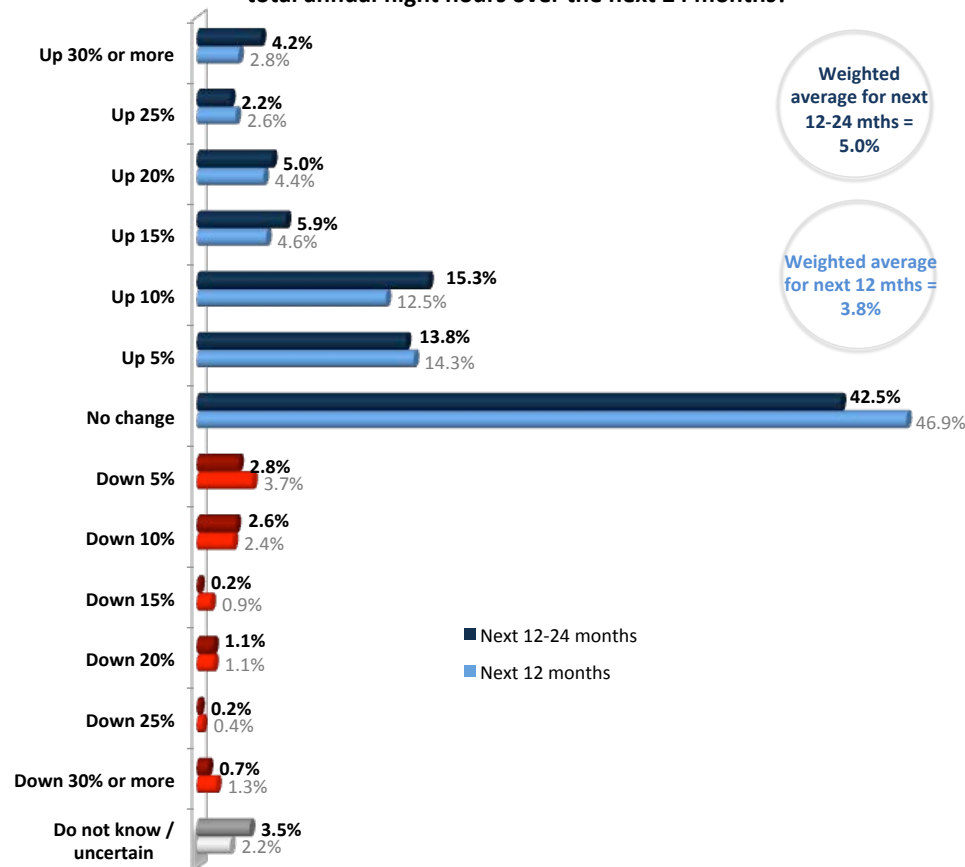
*“Which of the following factors are most likely to prevent or delay your organization from purchasing a business aircraft over the next 12 months?”*

# Aircraft Utilization

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

Q2 2017 Survey

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

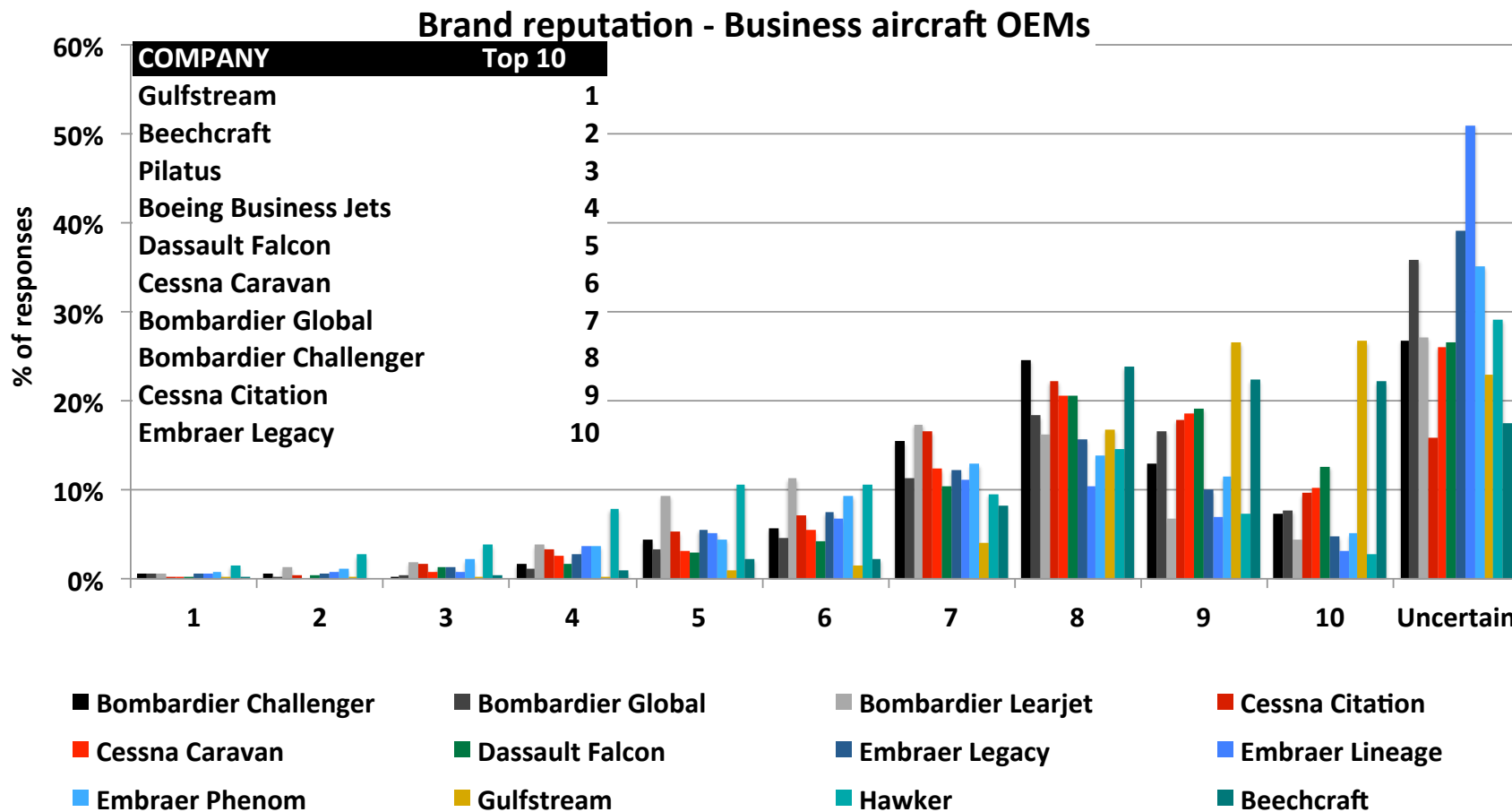


**Respondents expect to fly 3.8% more hours in the next 12 months vs. prior 12 months and 5.0% in the next 24 months – down slightly from last quarter’s expectations**

# Brand Reputations

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

Q2 2017 Survey

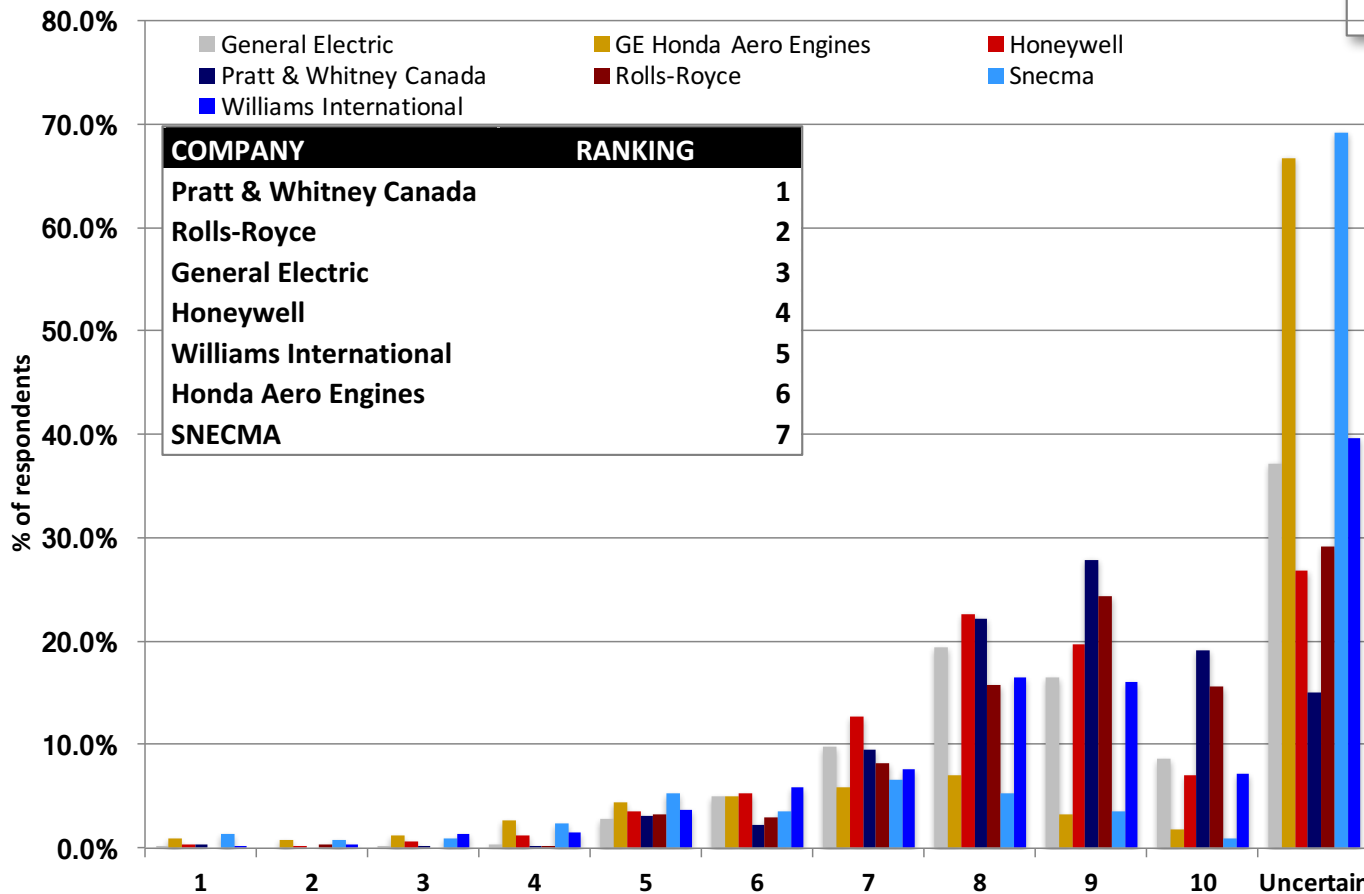


**Gulfstream, Beechcraft, and Pilatus are the top rated business aircraft brands**

# Brand Reputations

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

Q2 2017 Survey

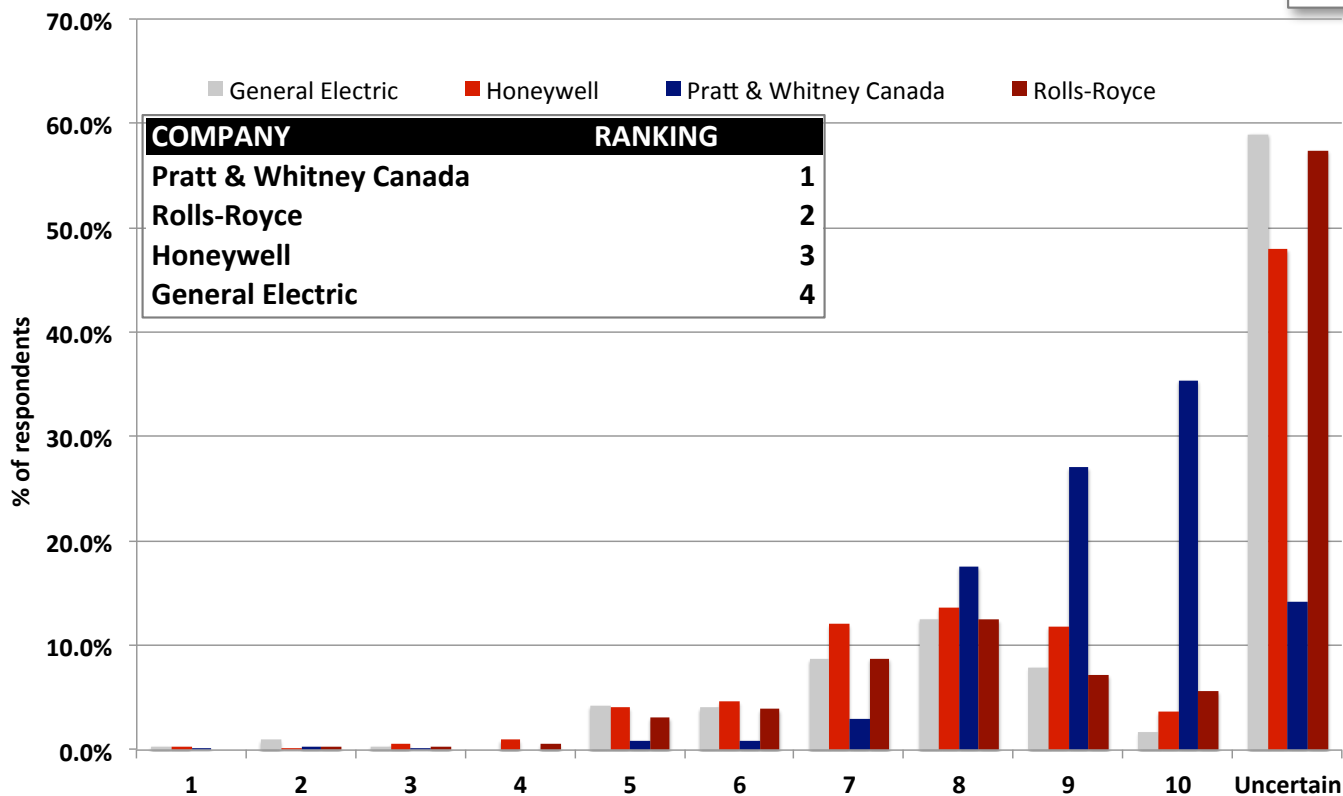


**Pratt & Whitney Canada, Rolls-Royce, and General Electric are the top-rated jet engine manufacturer brands**

# Brand Reputations

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

Q2 2017 Survey

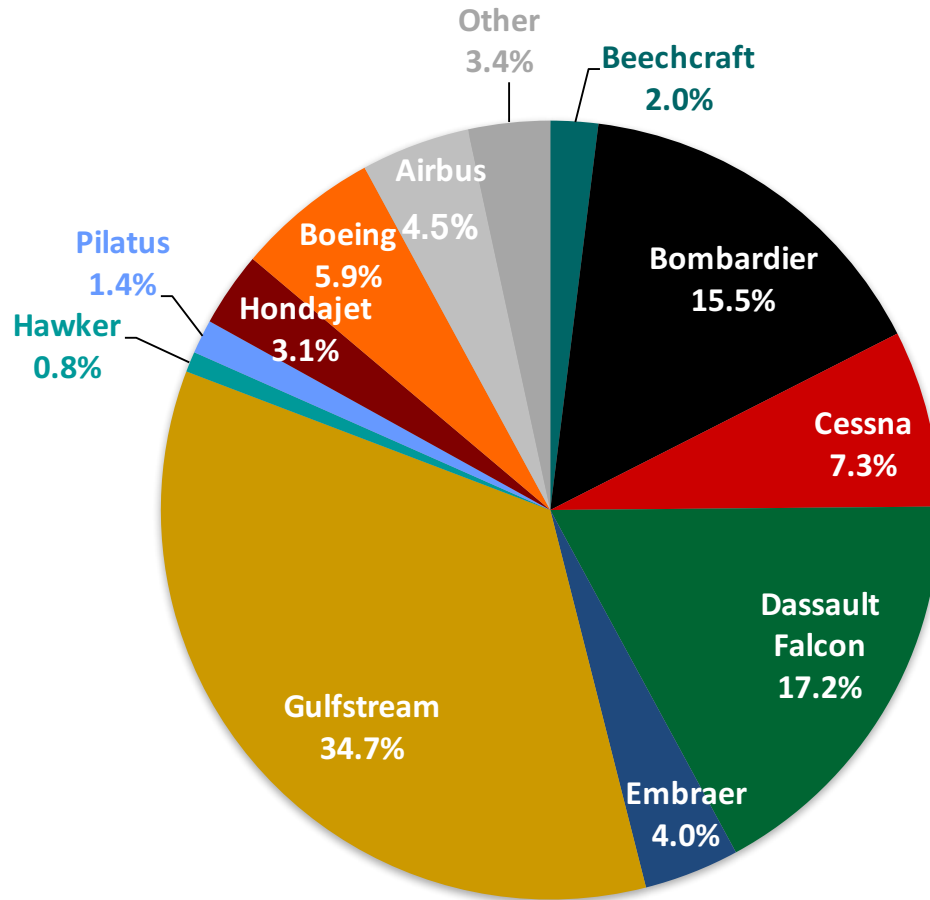


**Pratt & Whitney Canada is the highest rated turboprop engine manufacturer brand, well ahead of Rolls-Royce, Honeywell, and General Electric**

# Aircraft Brands with Quietest Cabin

Which aircraft brand do you feel has the quietest cabin?

Q2 2017 Survey

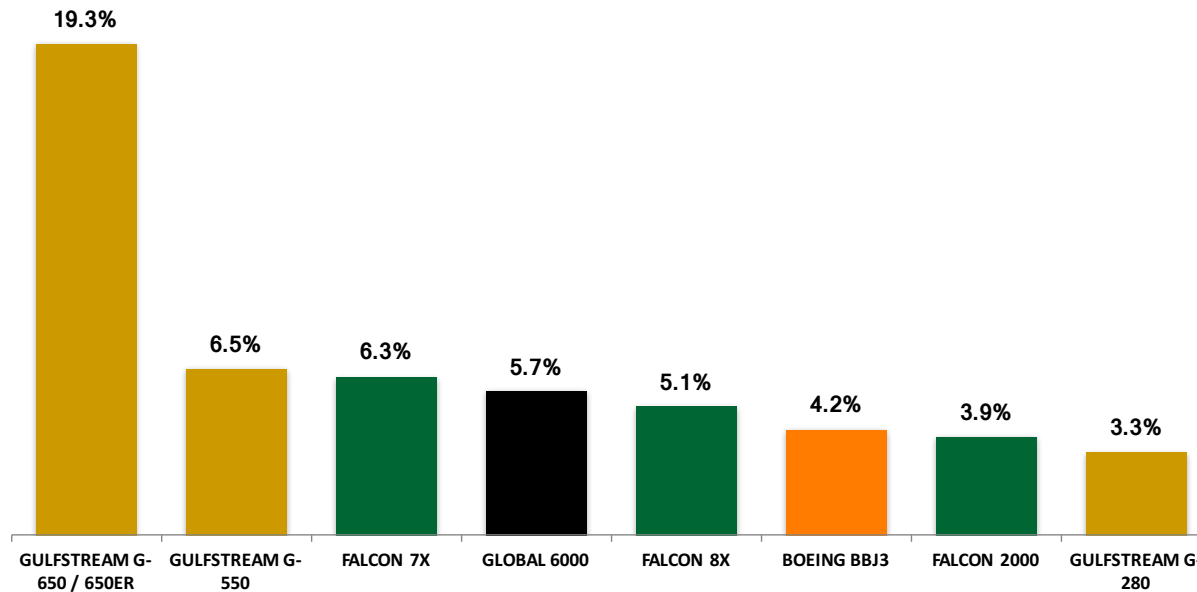


# Aircraft Models with Quietest Cabin

Which aircraft brand do you feel has the quietest cabin?

Top 8 models - worldwide  
Model with the quietest cabin  
Q2 2017

Q2 2017 Survey



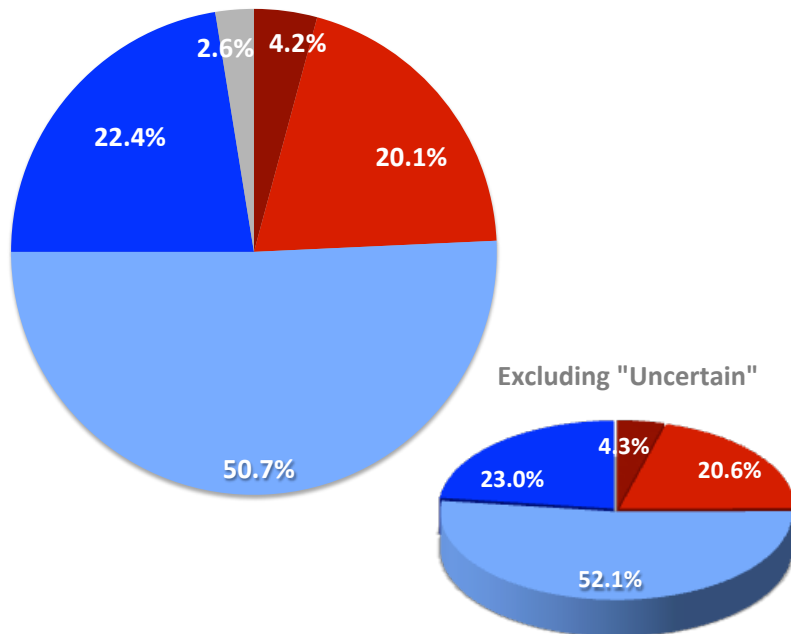
Top models respondents believe have the quietest cabins are Gulfstream G-650, Gulfstream G-550 and Falcon 7X

## Opinions

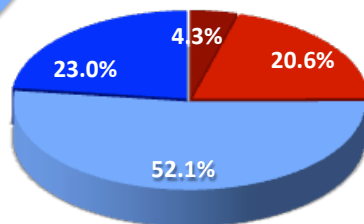
Please evaluate these statements and indicate the extent to which you agree or disagree:

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

Assuming all other things being equal, brand is more important to me than price when selecting an aircraft

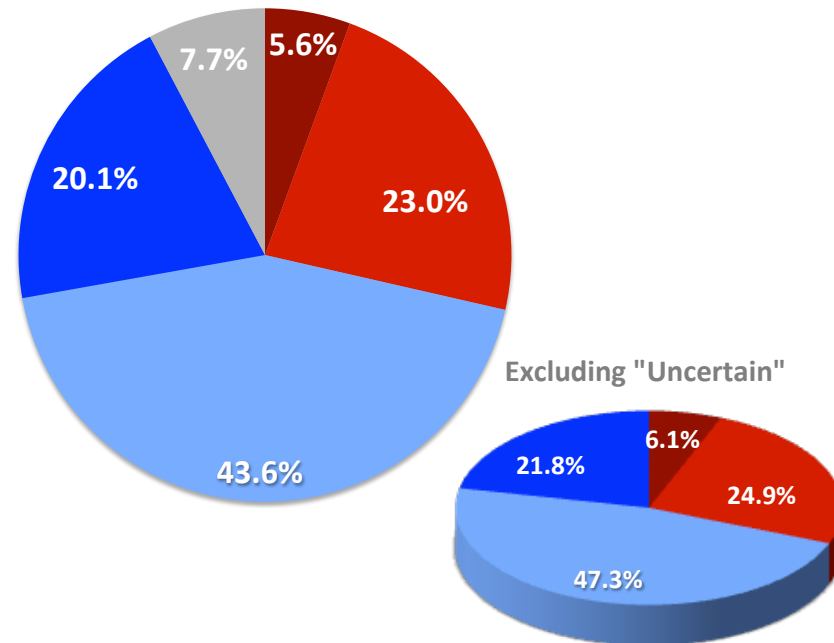


Excluding "Uncertain"

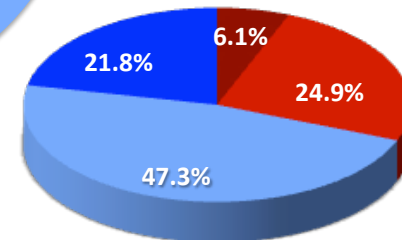


75.1 Somewhat / Strongly Agree

Assuming all other things being equal, brand is more important to me than price when selecting an engine cost-per-hour program



Excluding "Uncertain"



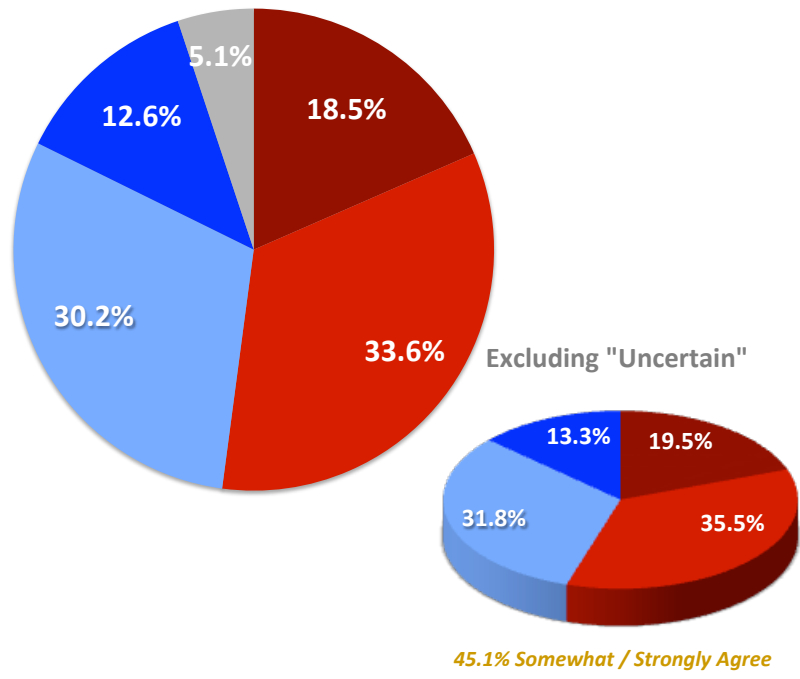
69.0% Somewhat / Strongly Agree

## Opinions

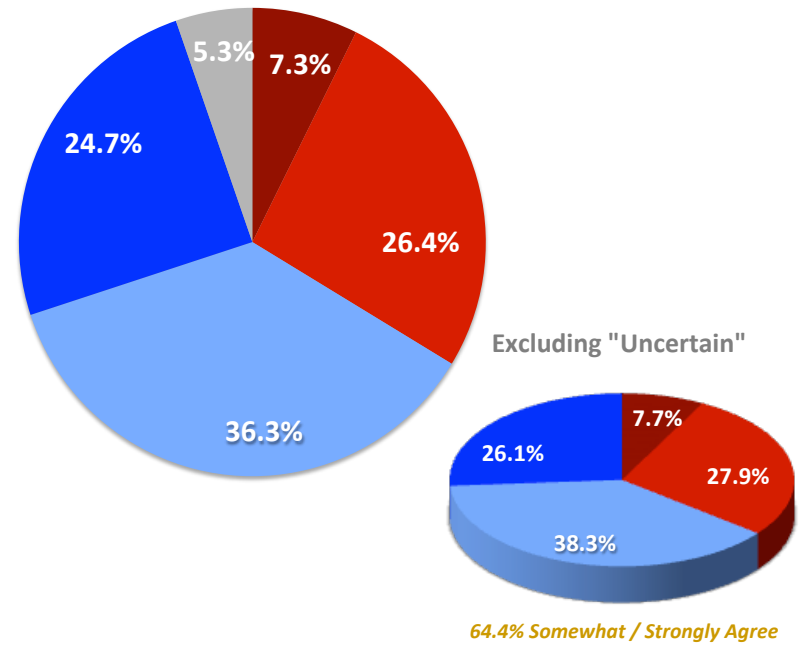
Please evaluate these statements and indicate the extent to which you agree or disagree:

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

Assuming all other things being equal, brand is more important to me than price when selecting a Fixed Base Operator (FBO)



Assuming all other things being equal, brand is more important to me than price when selecting a Maintenance Repair and Overhaul provider (MRO)

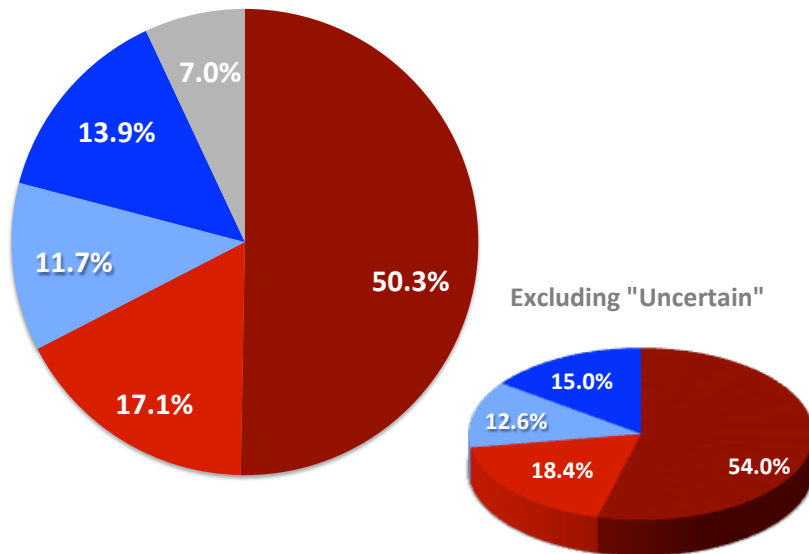


## Opinions

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

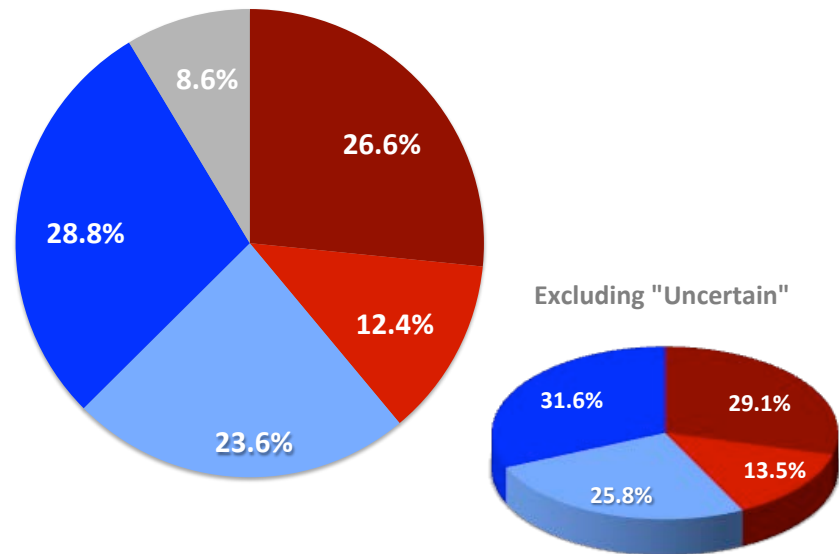


**We only purchase new aircraft**



27.5% Somewhat / Strongly Agree

**We purchase both new and pre-owned aircraft**



57.4% Somewhat / Strongly Agree

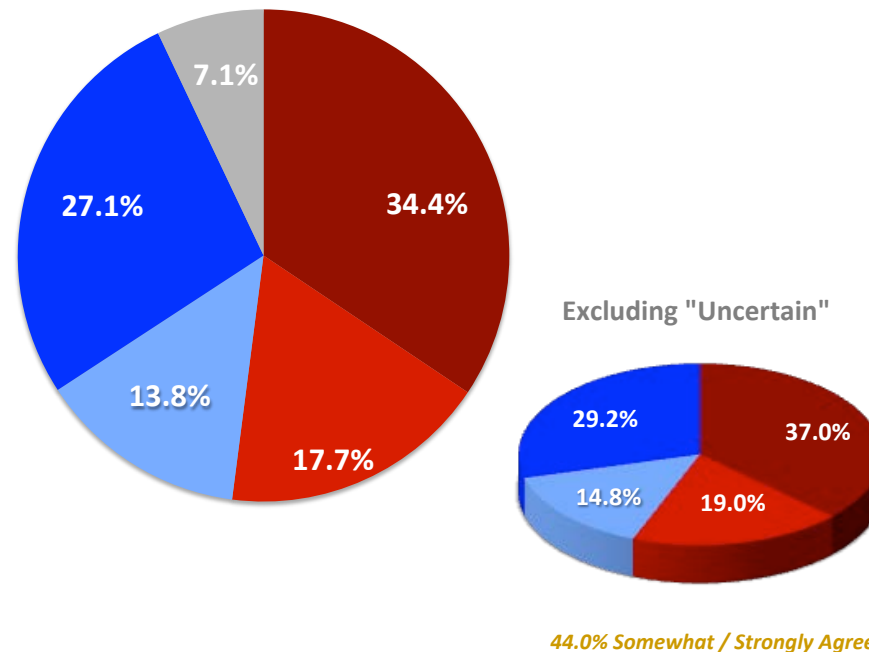
## Opinions

Q2 2017 Survey

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

Strongly Disagree    Somewhat Disagree    Somewhat Agree    Strongly Agree    Uncertain

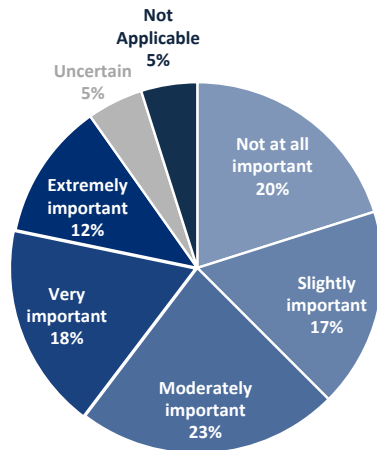
We only purchase pre-owned aircraft



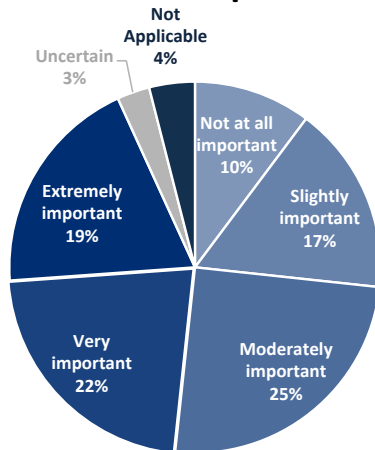
# Broadband / WiFi on Aircraft

The importance of factory-installed WiFi

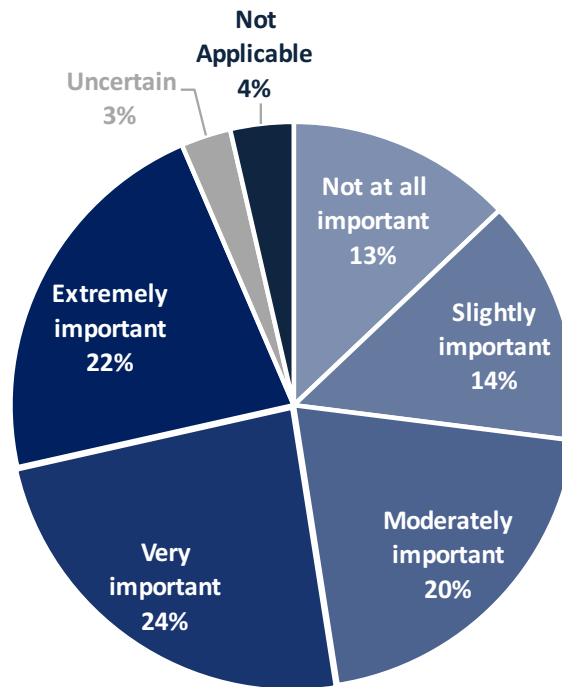
### Turboprop Operators



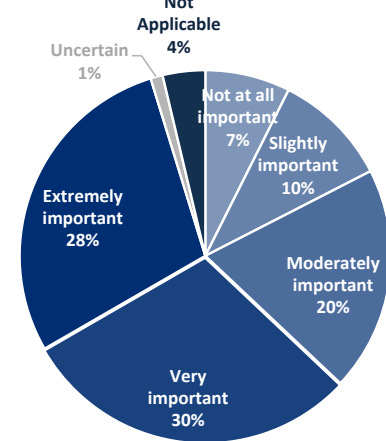
### Small Jet Operators



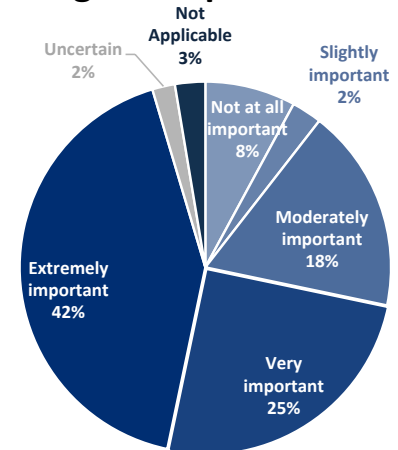
### All Respondents



### Medium Jet Operators



### Large Jet Operators



## Residual Values

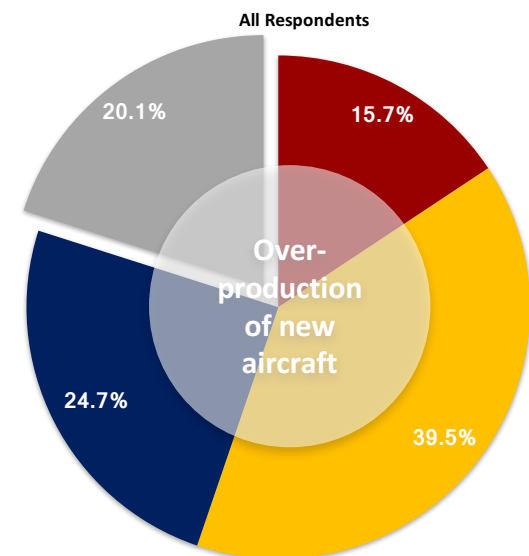
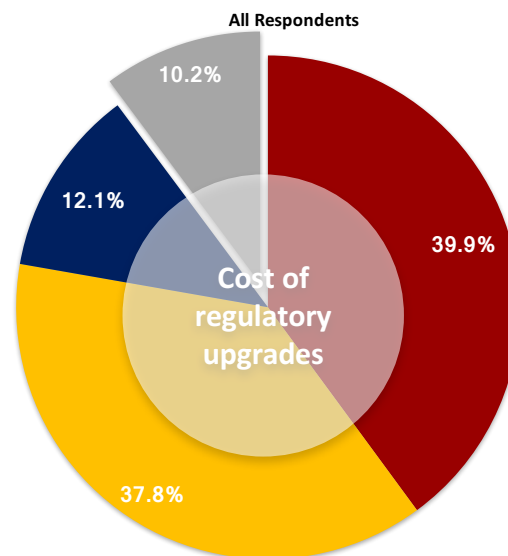
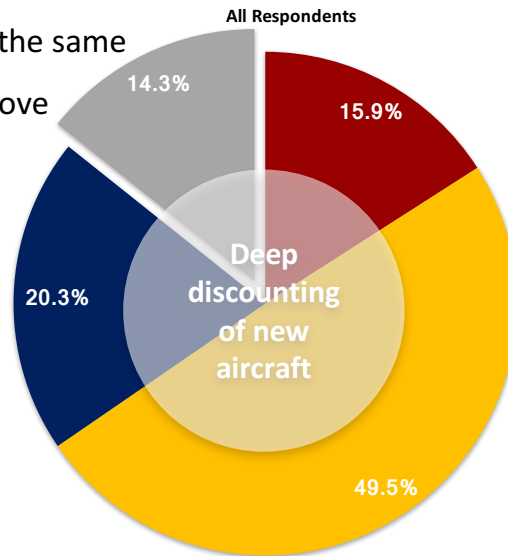
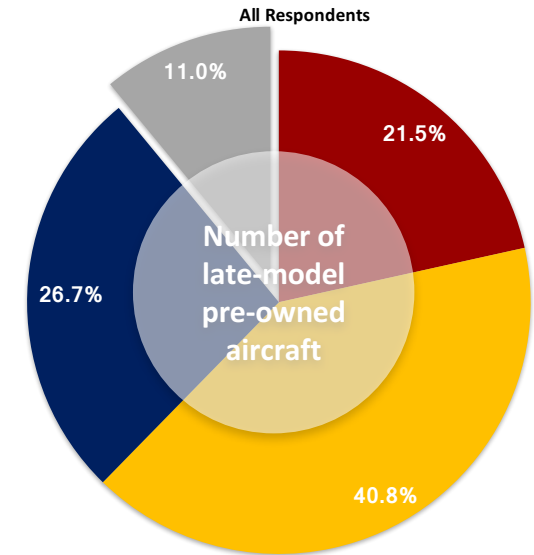
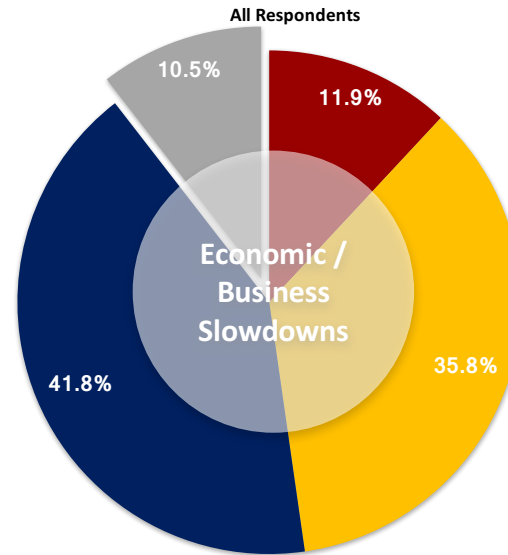
Q3 2016-Q1 2017 survey results for top factors driving increasing rates of depreciation over past 2 years:

- 30.2% Economic/Business slowdowns
- 18.7% Number of late-model pre-owned aircraft
- 14.8% Deep discounting of new aircraft
- 12.7% Cost of regulatory up-grade requirements
- 6.9% Over-production of new aircraft

In Q2 2017, respondents were asked how they thought these conditions were likely to change over the next 2 years?

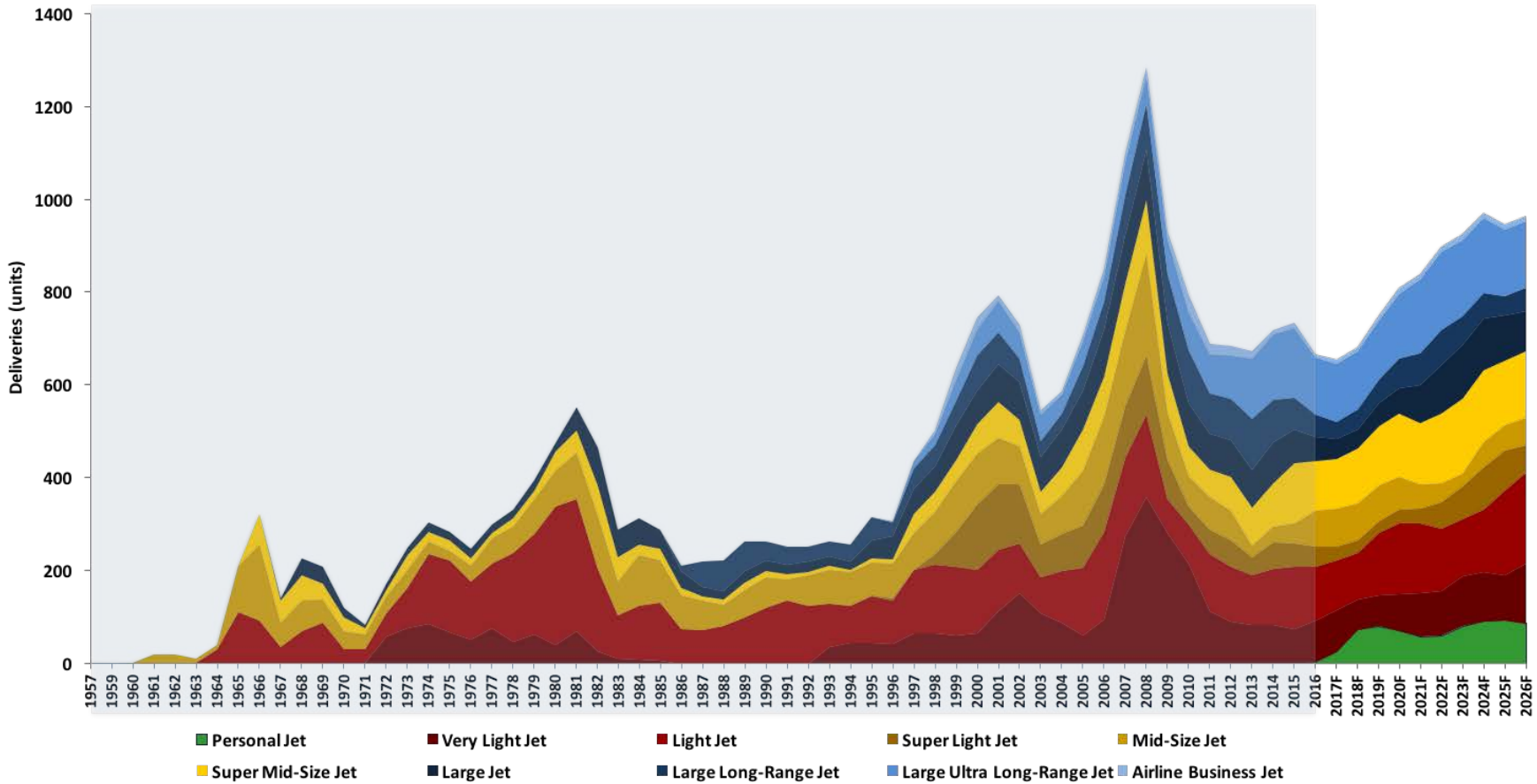
- Condition will worsen
- Condition will stay the same
- Condition will improve
- Uncertain

Q2 2017 Survey



# Business Jet Delivery History & Forecast

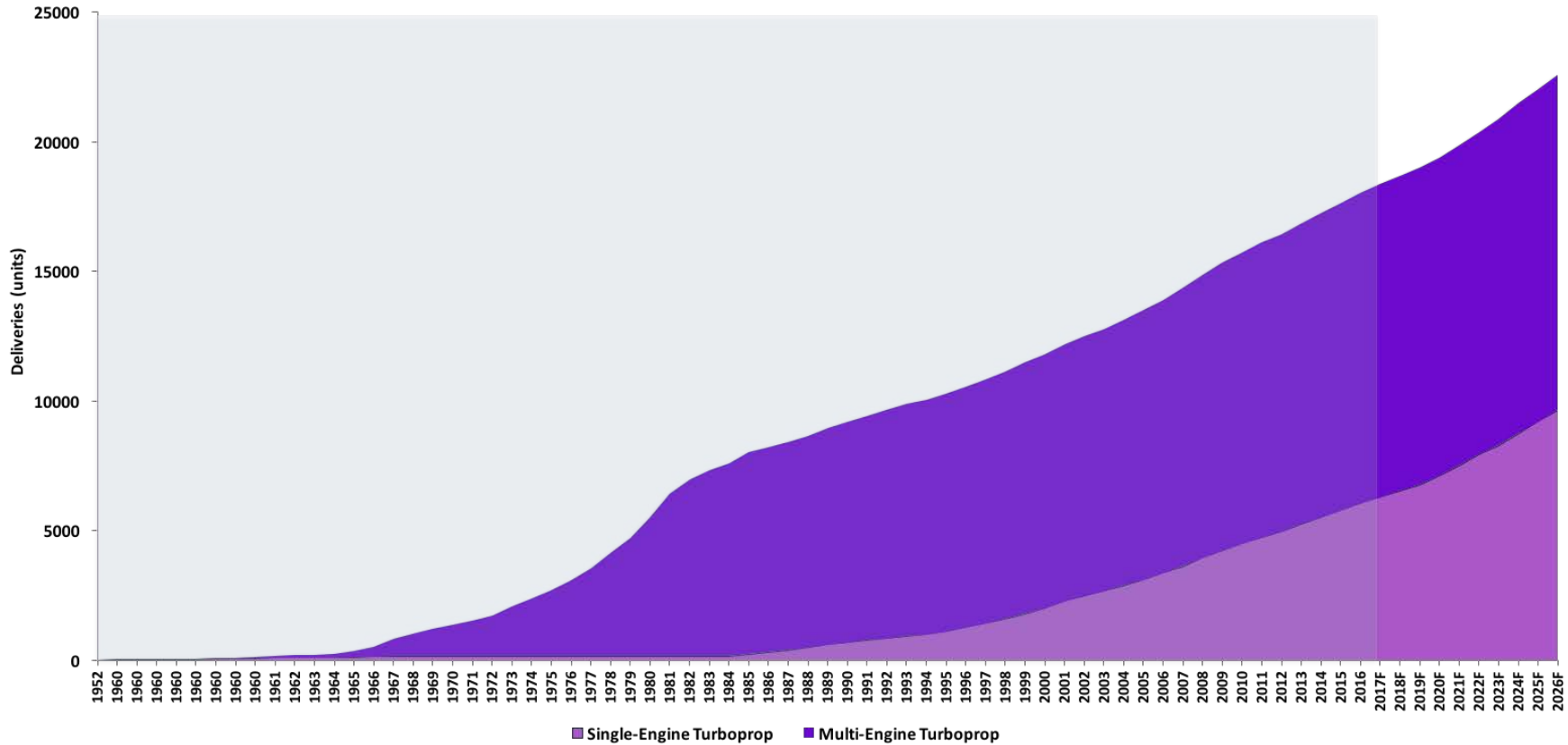
Business jet delivery forecast by size category: Historical - 2026



**JETNET iQ 10-year forecast for 2017-2026 is for 8,436 new business jet deliveries (including Personal Jets) valued at \$217 billion in \$2017**

# Turboprop Delivery History & Forecast

Turboprop delivery forecast by size category: Historical - 2026



**JETNET iQ 10-year forecast for 2017-2026 is for 4,551 new turboprop deliveries valued at \$20.7 billion in \$2017**

## 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).