



➤➤ KNOW MORE.

JETNET iQ Snap! Report Q3 2019 Summary Report

➤ BUSINESS AVIATION MARKET INTELLIGENCE ➤ REPORTS ➤ SUMMITS ➤ CONSULTING

Prepared for:
JETNET iQ Global Business Aviation Survey Respondents
\$U.S. 199

JETNET iQ Snap!: 3rd 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



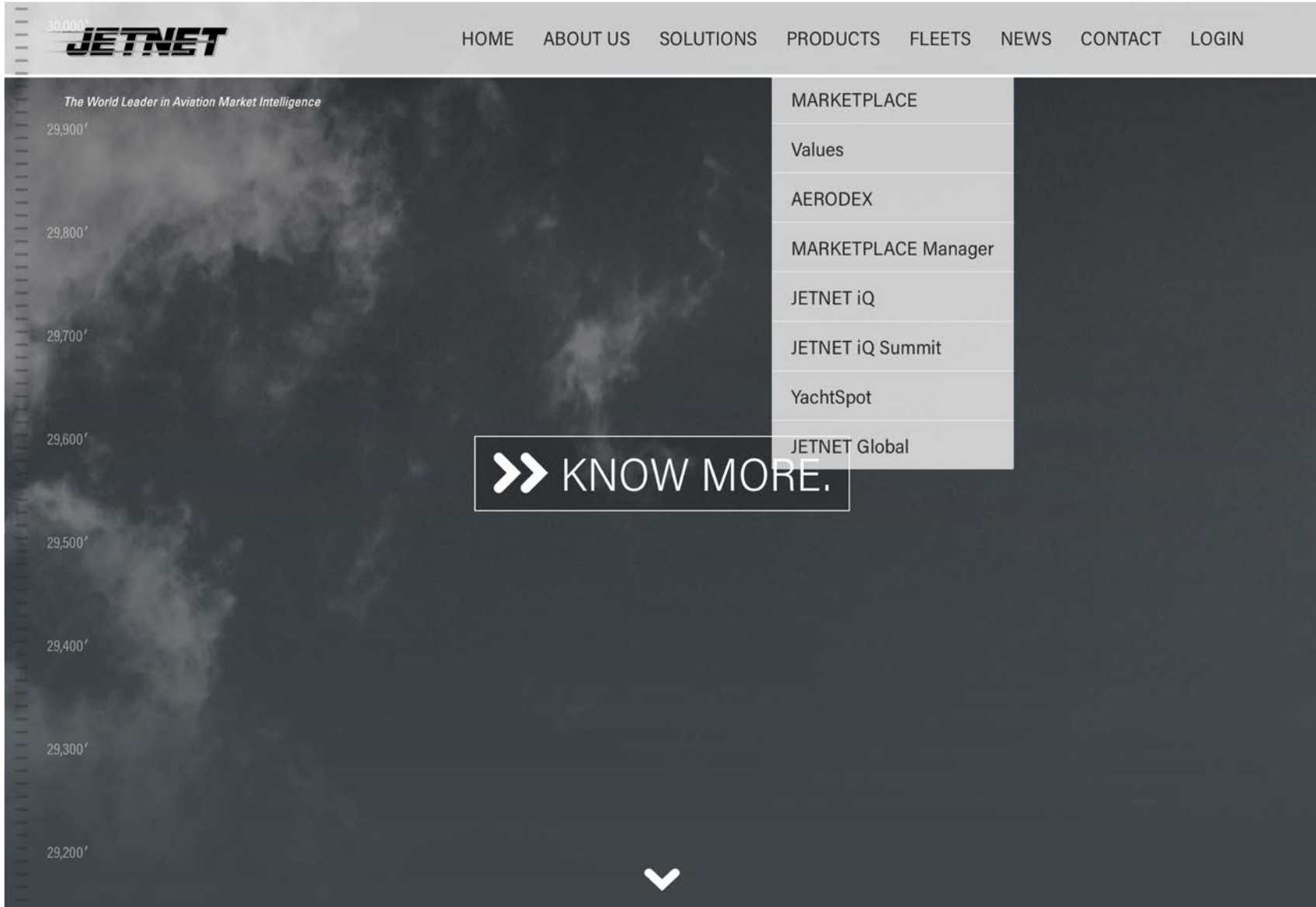
JETNET: Worldwide leader in aviation market intelligence

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



The screenshot shows the JETNET website homepage. At the top left is the JETNET logo. To its right is a navigation menu with links: HOME, ABOUT US, SOLUTIONS, PRODUCTS, FLEETS, NEWS, CONTACT, and LOGIN. Below the navigation is a dark banner area. On the left side of the banner is a vertical scale with altitude markings from 29,200' to 30,000'. The text 'The World Leader in Aviation Market Intelligence' is positioned above the scale. In the center of the banner is a large white button with the text '>> KNOW MORE.' and a downward-pointing chevron at the bottom center.

30,000'
JETNET

HOME ABOUT US SOLUTIONS PRODUCTS FLEETS NEWS CONTACT LOGIN

The World Leader in Aviation Market Intelligence

29,900'
29,800'
29,700'
29,600'
29,500'
29,400'
29,300'
29,200'

>> 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 VOICE OF GLOBAL BUSINESS & GENERAL AVIATION - Q1
2019 English

Exit this survey

WELCOME




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

Survey responses:

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

PASSWORD *(provided by Jetnet):*



For questions about this survey, please contact:

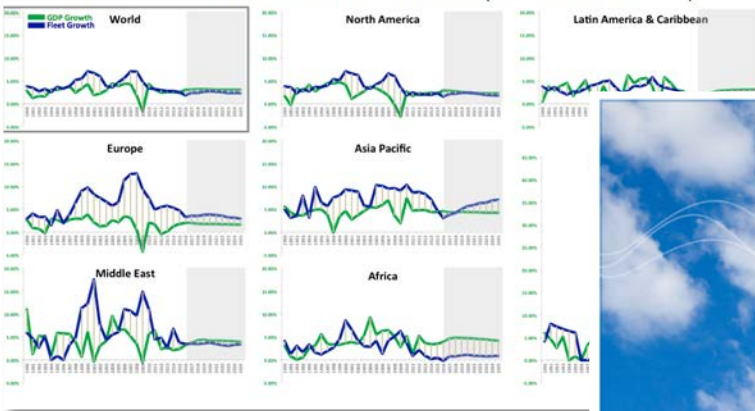
ROLLAND VINCENT
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Phone: 1-972-439-2069 (U.S. Central Time)
Email: rollie@jetnet.com

JETNET iQ Voice of
Global Business & General Aviation

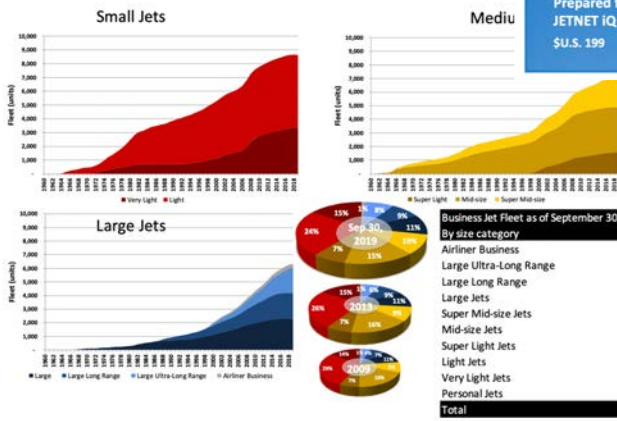
JETNET iQ Reports

The Economy

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



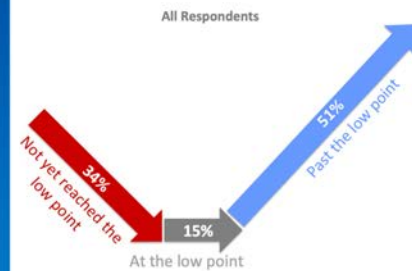
Business Jet Fleet by Size Category



Current Business Cycle

Where is the Business Aviation Industry In the Current Business Cycle?
 Total Respondents – Q3 2019 Survey

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



JETNET iQ
 >> KNOW MORE.

JETNET iQ Snap! Report

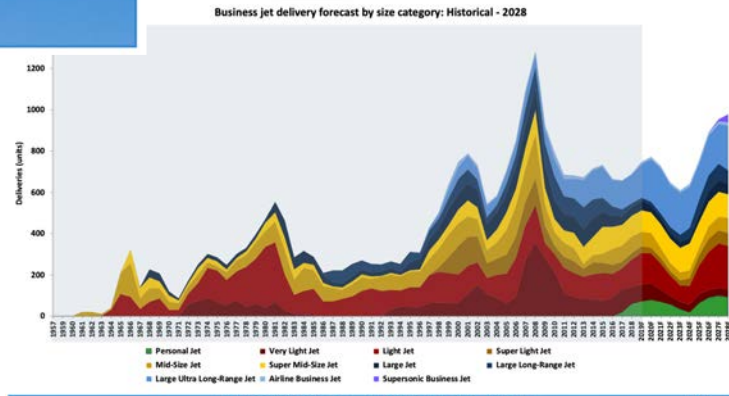
Q3 2019 Summary Report

> BUSINESS AVIATION MARKET INTELLIGENCE > REPORTS > SUMMITS > CONSULTING

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JETNET iQ Snap!: 3rd Quarter 2019 - Private & Confidential

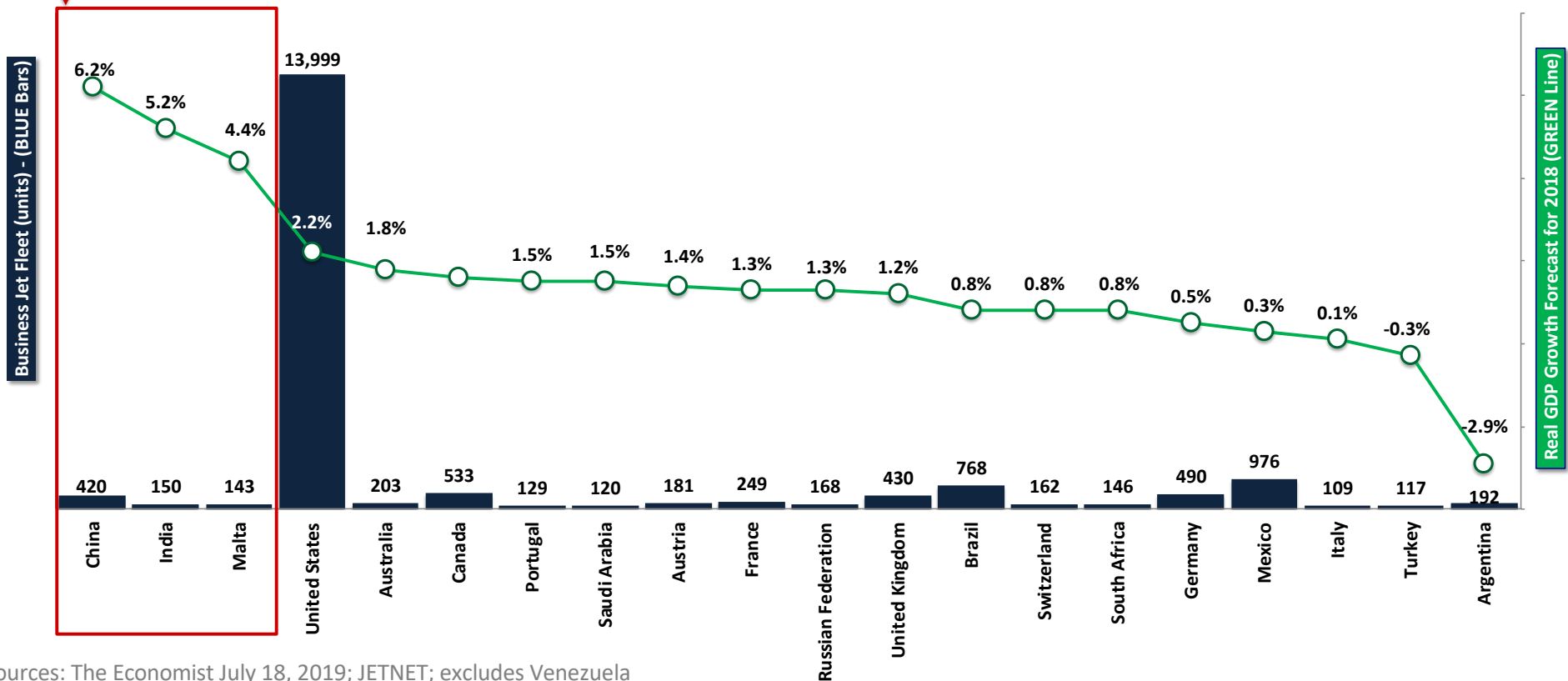
JETNET iQ Forecast – Business Jet Delivery Units Including Personal Jets



The Economy and Aircraft Fleets

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

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

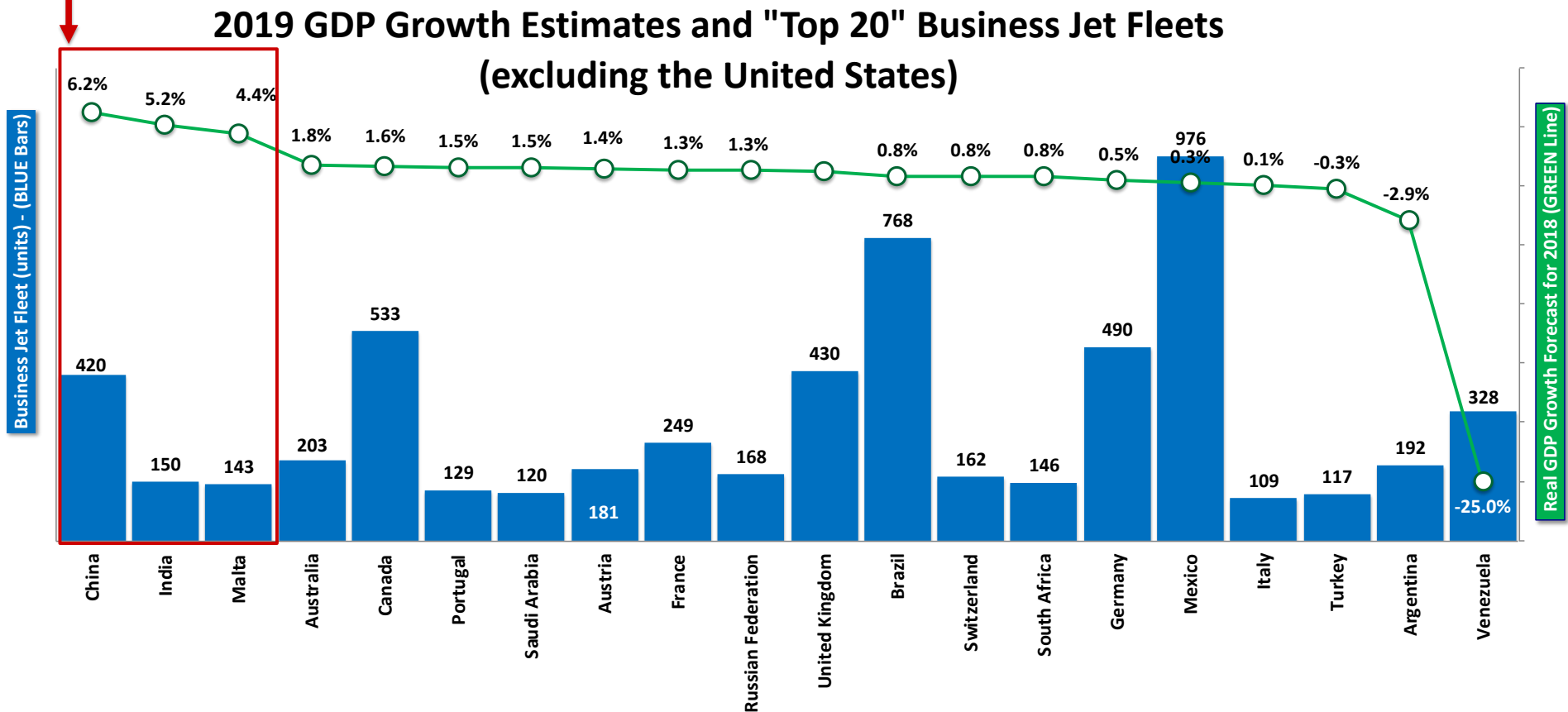


Sources: The Economist July 18, 2019; JETNET; excludes Venezuela

The U.S. economy grew by 2.9% in 2018; is expected to slow to 2.2% in 2019

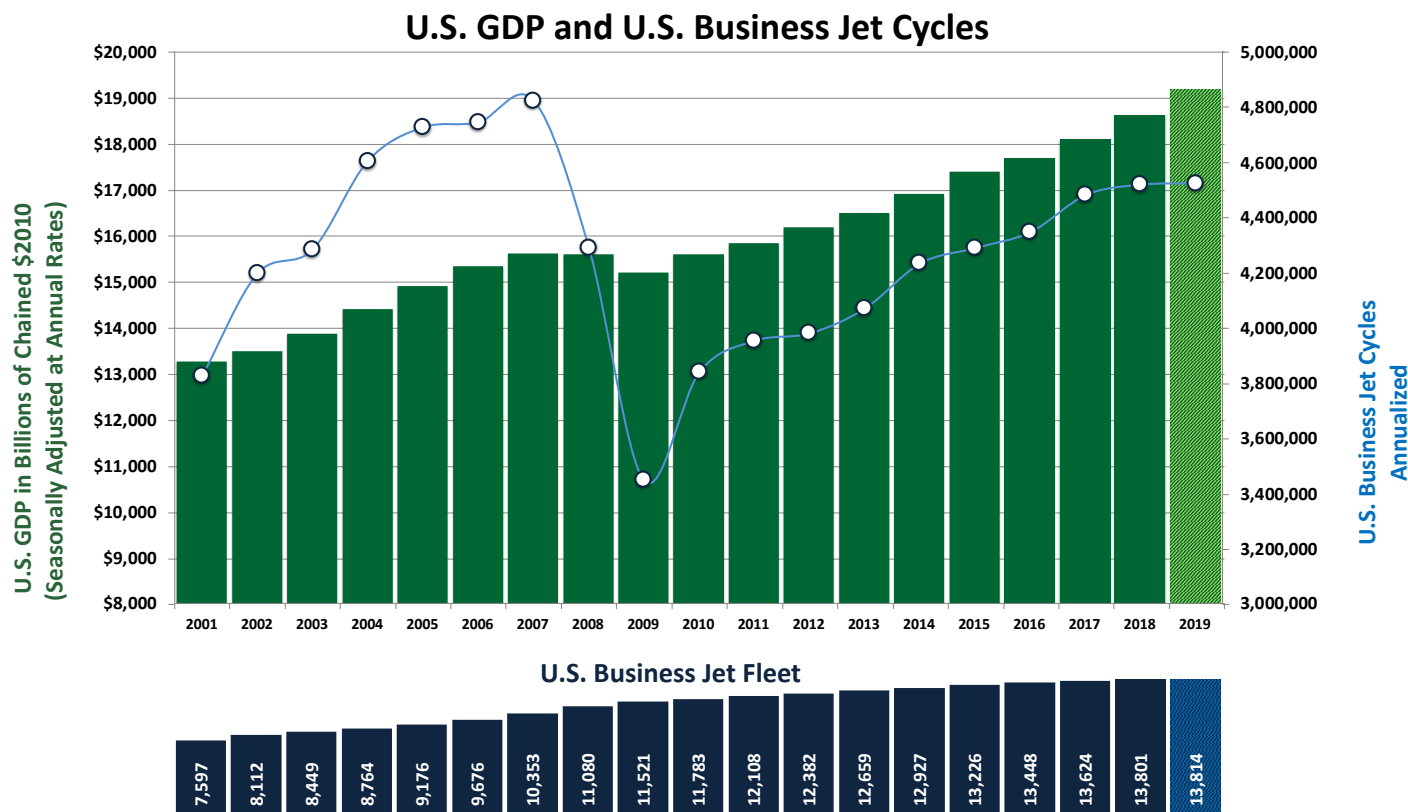
The Economy and Aircraft Fleets

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



Sources: The Economist – Jul. 18 , 2019; JETNET; 2019 Venezuela GDP growth forecast is volatile and subject to change

The Economy and Aircraft Utilization

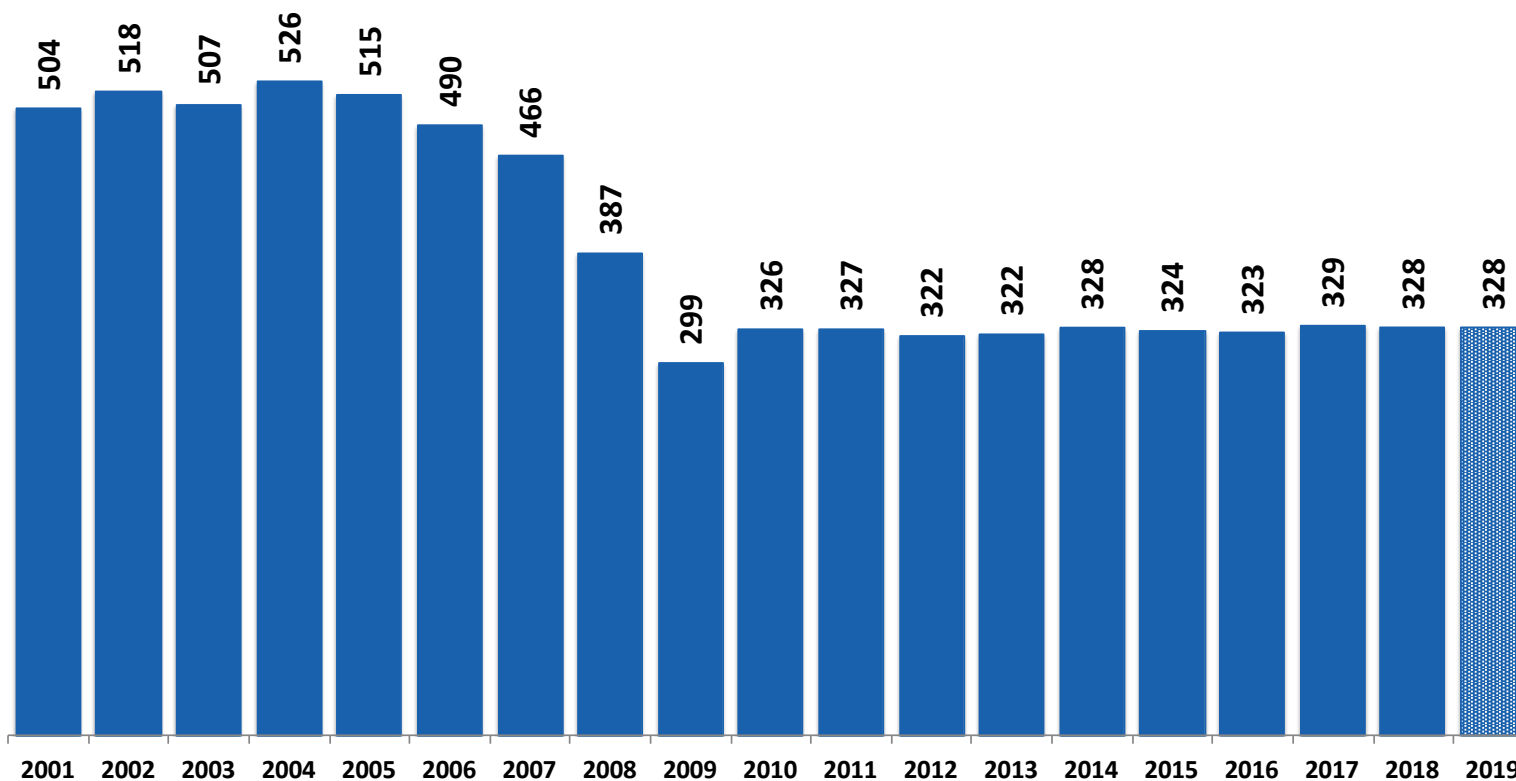


Sources: U.S. BEA, FAA; 2019 GDP is based on BEA projection and 2019 business jet cycles are based on trailing twelve months as of June 30, 2019

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



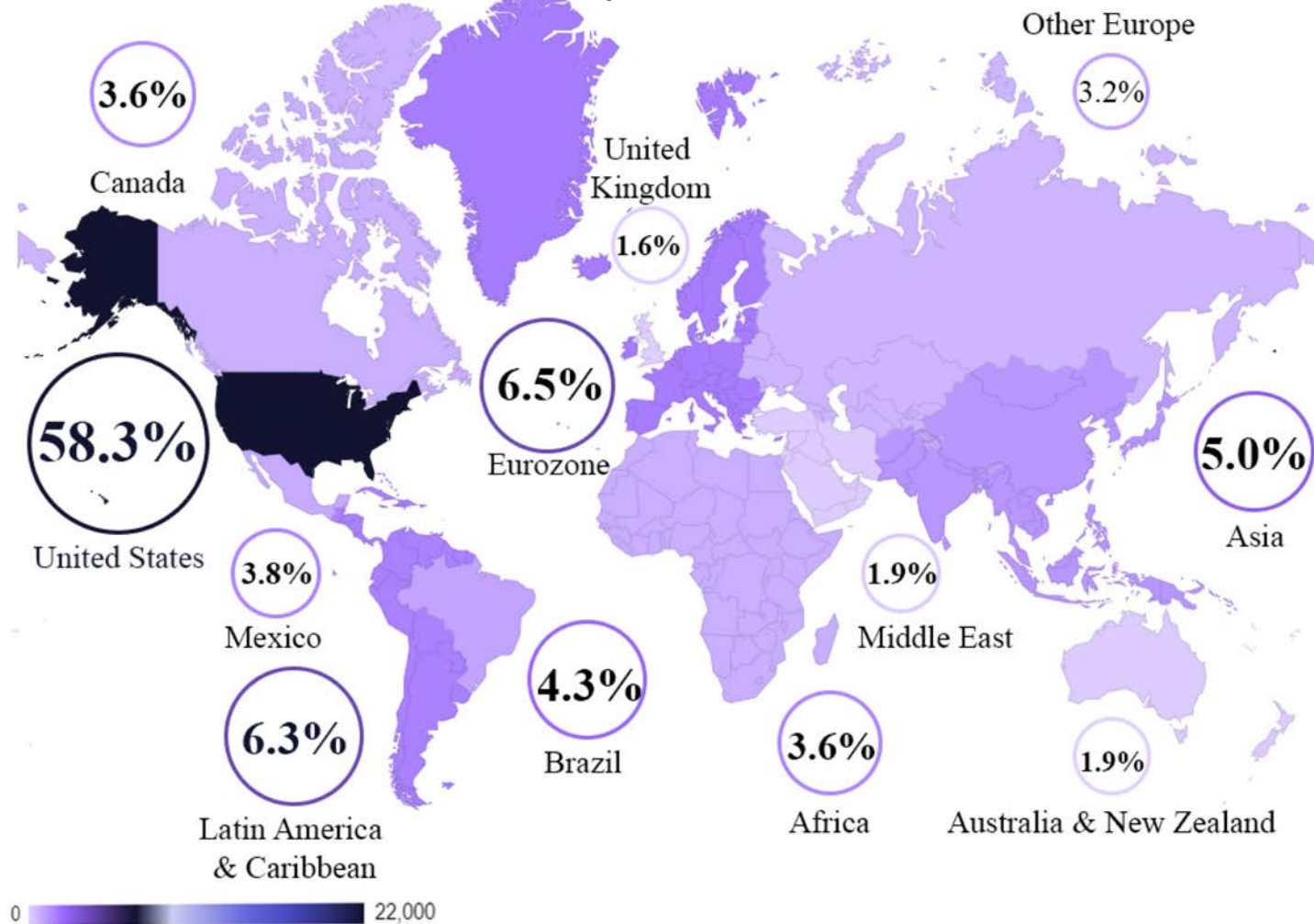
Sources: U.S. FAA; Cycles data for latest year are YTD on a Trailing Twelve Months (TTM) basis for the most recent period available; U.S. fleet from JETNET

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

Business Aircraft Fleet Share by Select Countries and Regions

Share of Business Aircraft Fleet by Region (Jets and Turboprops)

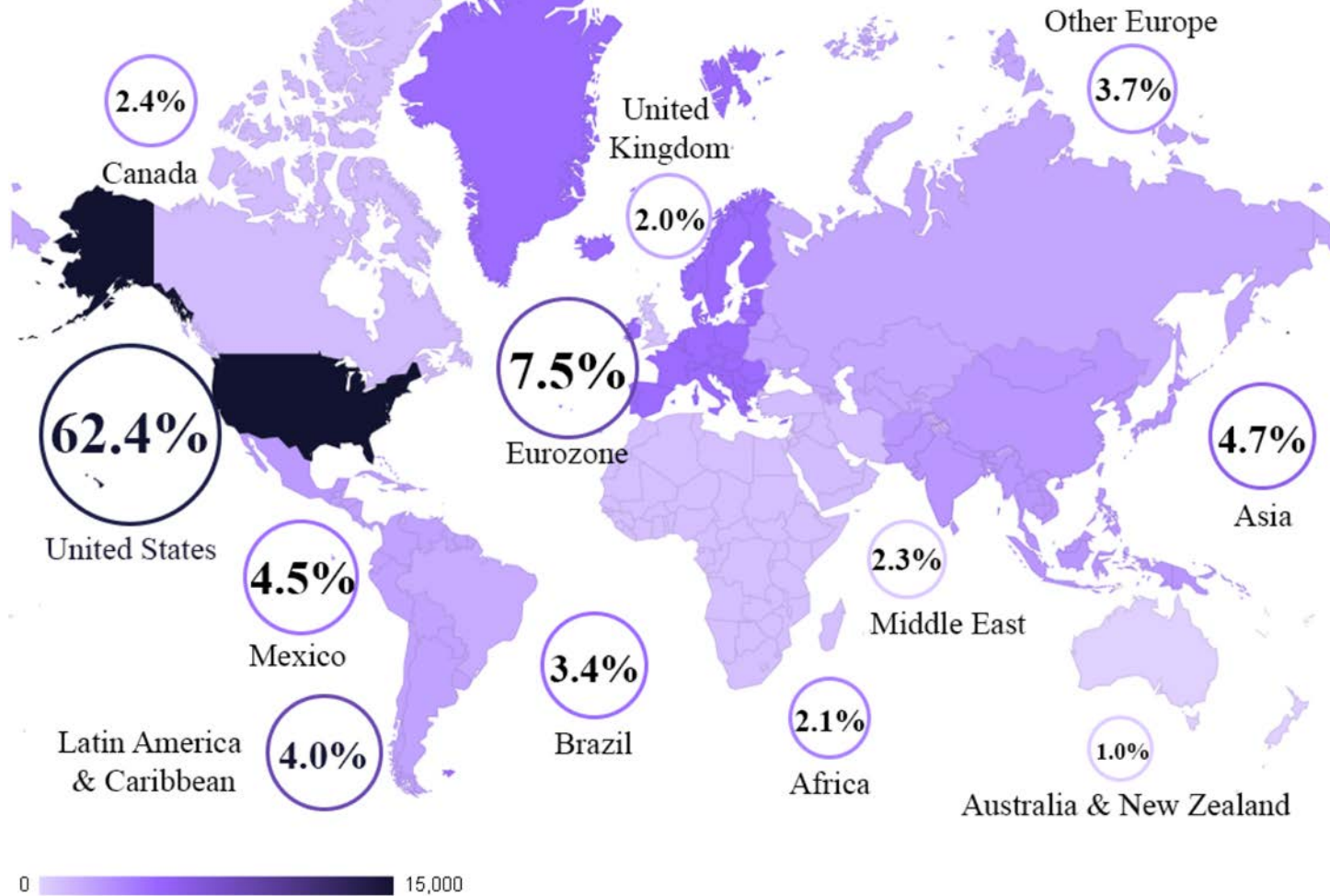
As of Q2 2019



Business Jet Fleet Share by Select Countries & Regions

Share of Business Jet Fleet by Region

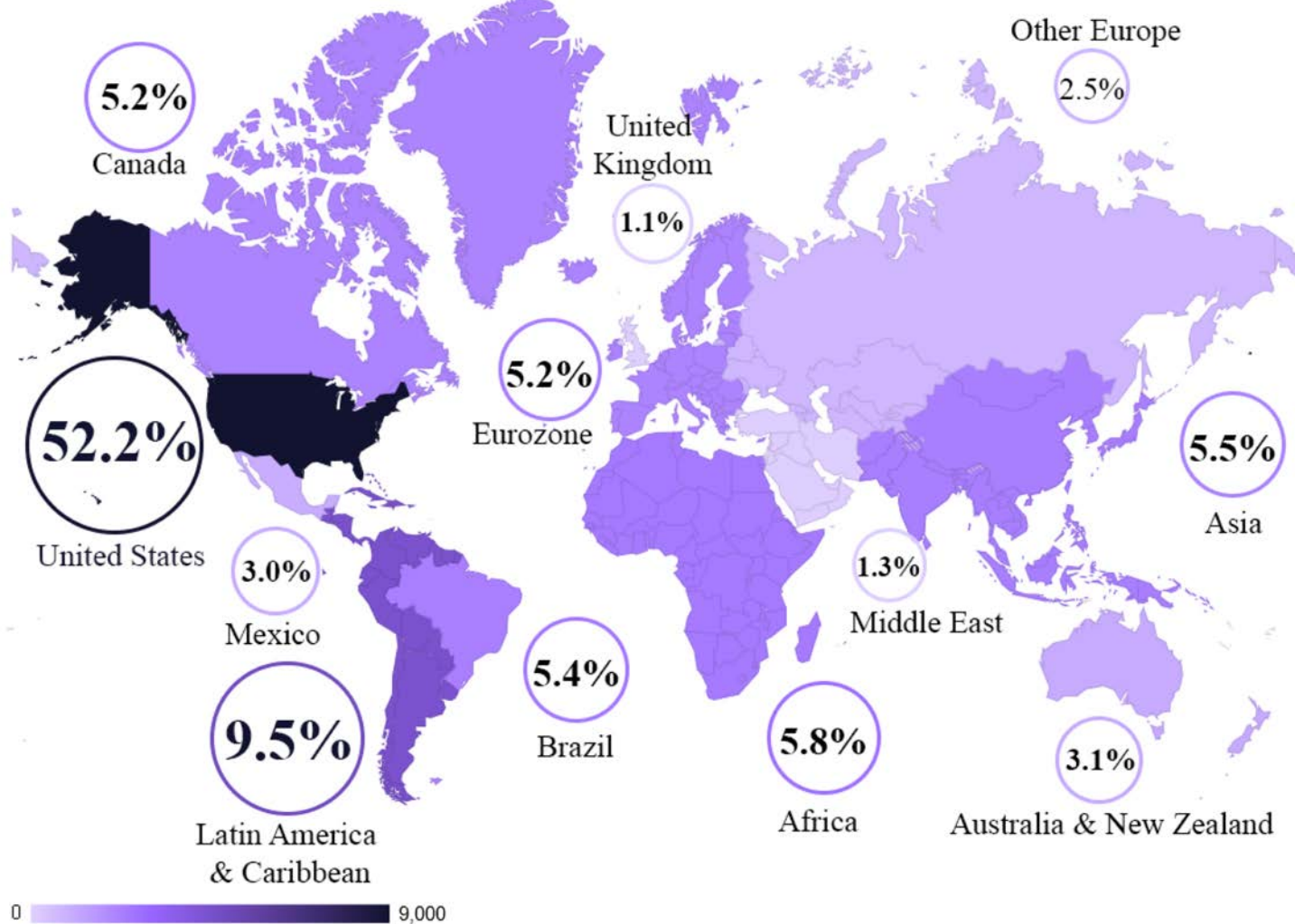
As of Q2 2019



Business Turboprop Fleet Share by Select Countries & Regions

Share of Business Turboprop Fleet by Region

As of Q2 2019



Business Jet Fleet by Manufacturer

NORTH AMERICA	Fleet as of
OEM	Sep 30 2019
Beechcraft	217
Bombardier	3,093
Cessna Citation	5,132
Dassault Falcon	1,424
Embraer	710
Gulfstream	2,016
Hawker	1,162
Other	778
Total	14,532

EUROPE	Fleet as of
OEM	Sep 30 2019
Beechcraft	19
Bombardier	617
Cessna Citation	875
Dassault Falcon	408
Embraer	224
Gulfstream	220
Hawker	168
Other	123
Total	2,654

FORMER SOVIET UNION	Fleet as of
OEM	Sep 30 2019
Beechcraft	-
Bombardier	71
Cessna Citation	14
Dassault Falcon	33
Embraer	26
Gulfstream	36
Hawker	38
Other	21
Total	239

MIDDLE EAST	Fleet as of
OEM	Sep 30 2019
Beechcraft	5
Bombardier	117
Cessna Citation	49
Dassault Falcon	55
Embraer	45
Gulfstream	103
Hawker	51
Other	77
Total	502

LATIN AMERICA & CARIBBEAN	Fleet as of
OEM	Sep 30 2019
Beechcraft	59
Bombardier	659
Cessna Citation	818
Dassault Falcon	128
Embraer	245
Gulfstream	222
Hawker	314
Other	179
Total	2,624

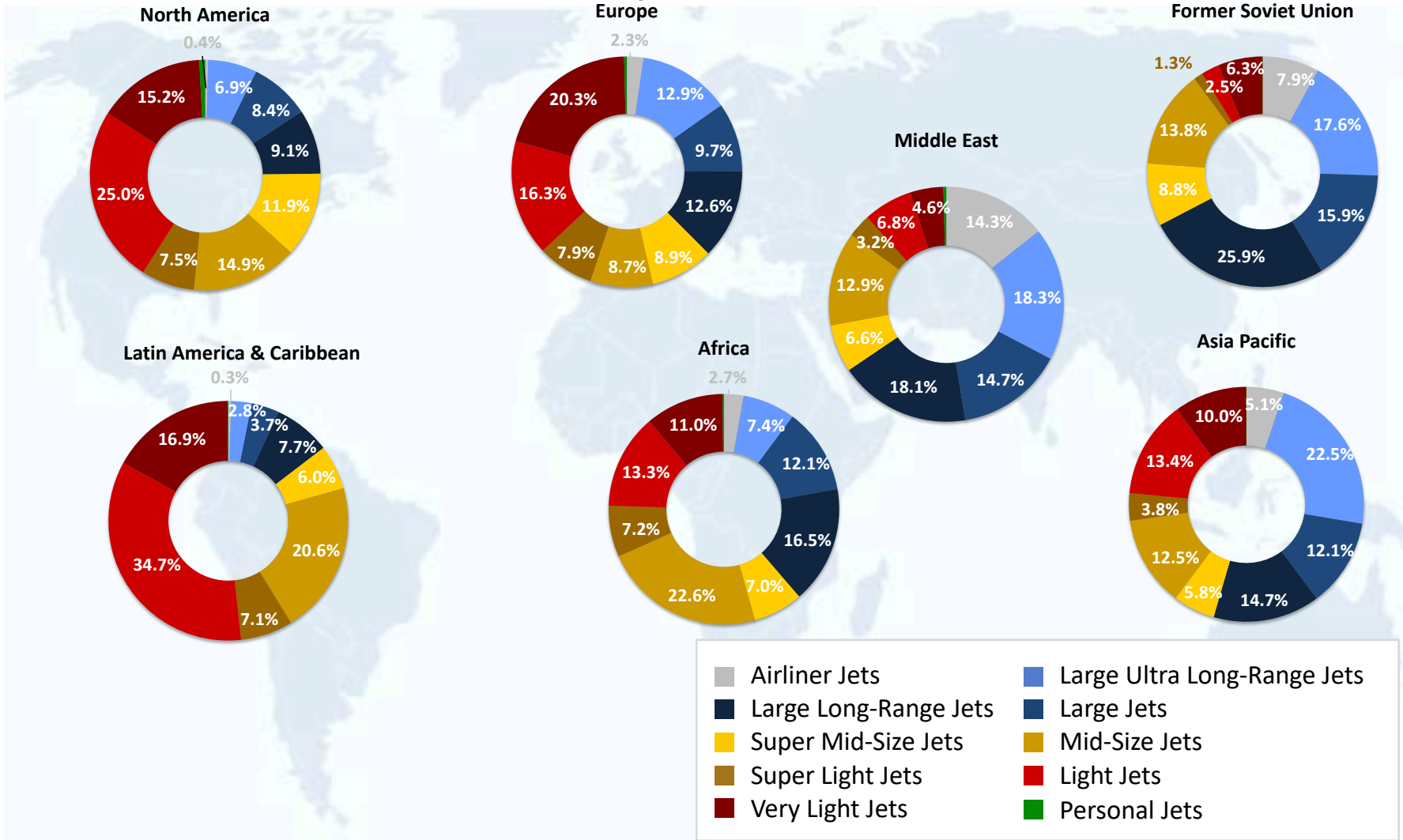
AFRICA	Fleet as of
OEM	Sep 30 2019
Beechcraft	3
Bombardier	94
Cessna Citation	111
Dassault Falcon	60
Embraer	22
Gulfstream	66
Hawker	93
Other	24
Total	473

ASIA PACIFIC	Fleet as of
OEM	Sep 30 2019
Beechcraft	7
Bombardier	316
Cessna Citation	239
Dassault Falcon	101
Embraer	81
Gulfstream	303
Hawker	117
Other	80
Total	1,244

World business jet fleet was 22,268 jets on September 30, 2019

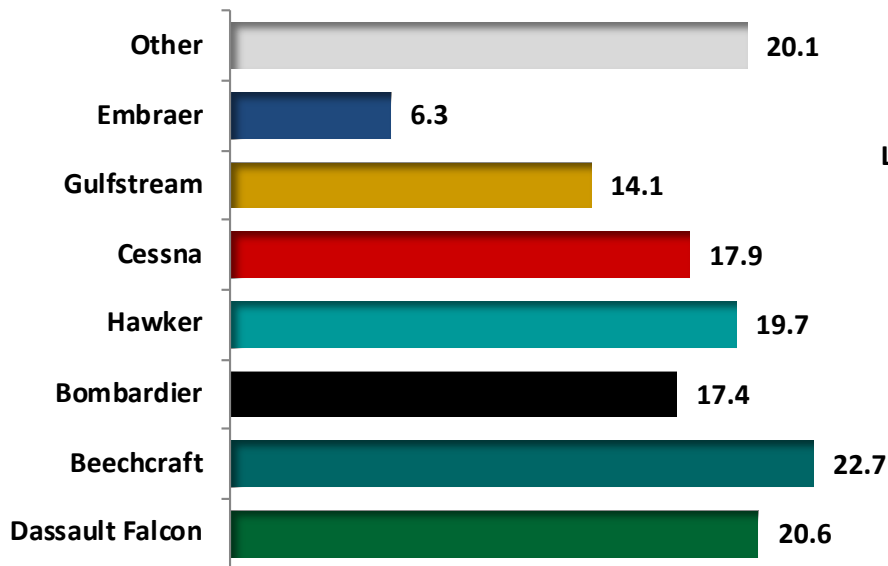
Business Jet Fleet by Size Category

As of September 30, 2019

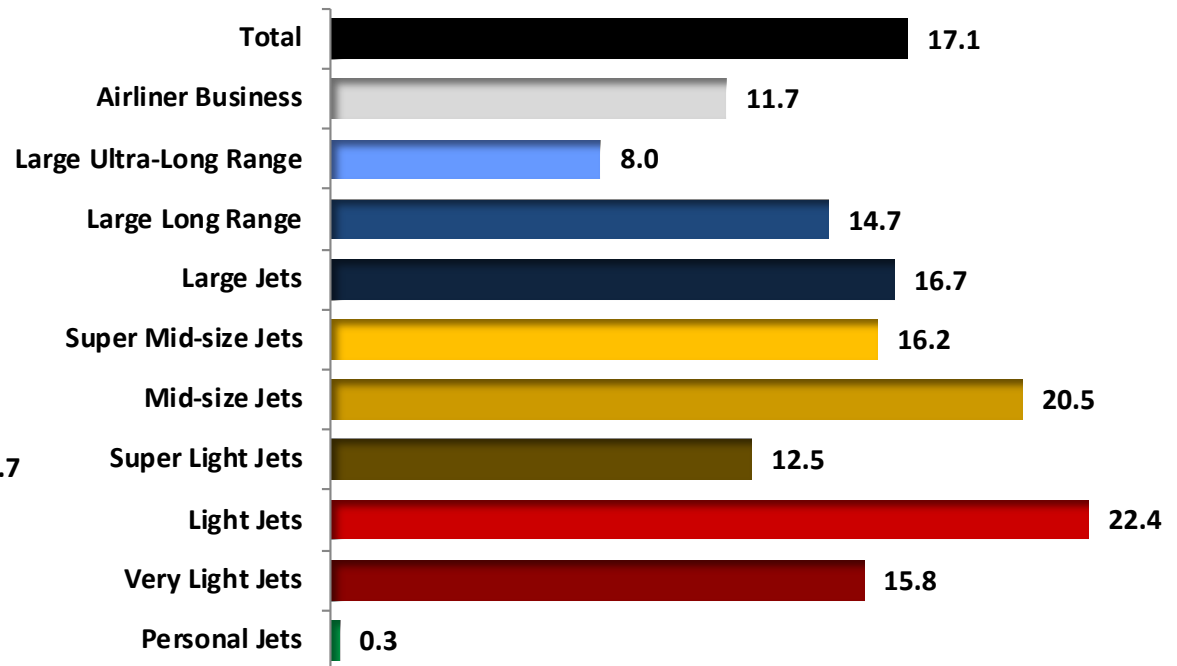


Business Jet Fleet Age (Years)

Business aircraft average fleet age as of Sep 30, 2019

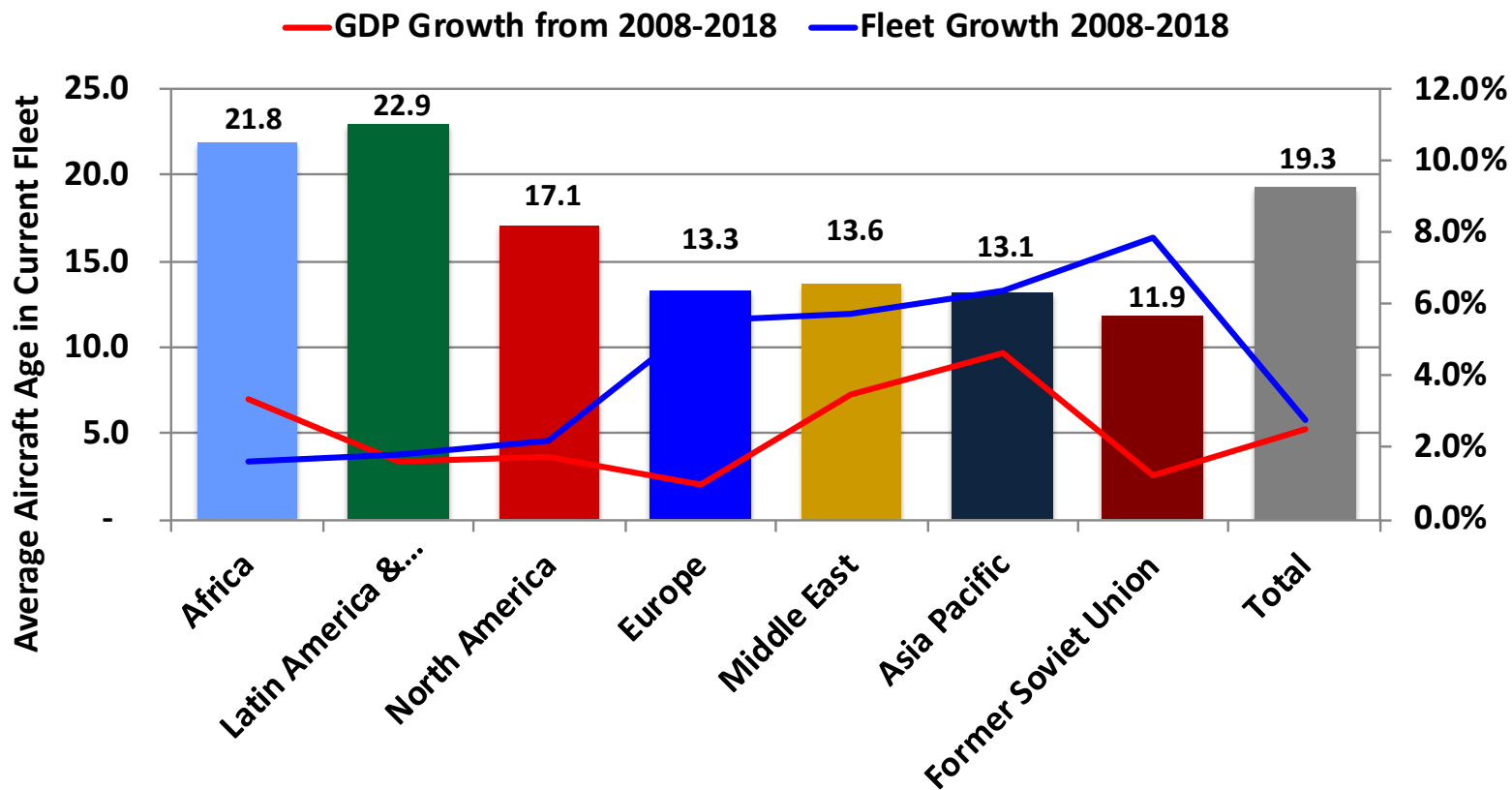


Business aircraft average fleet age as of Sep 30, 2019



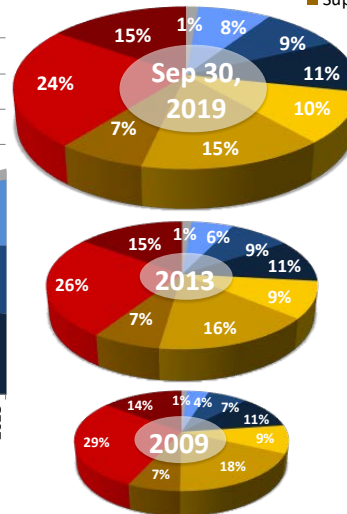
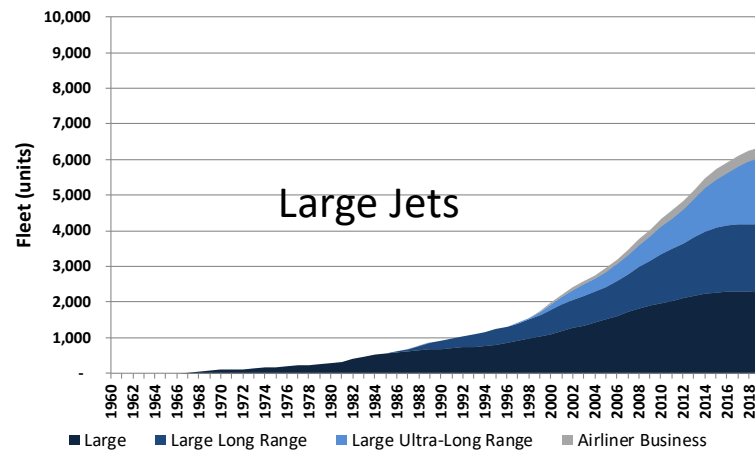
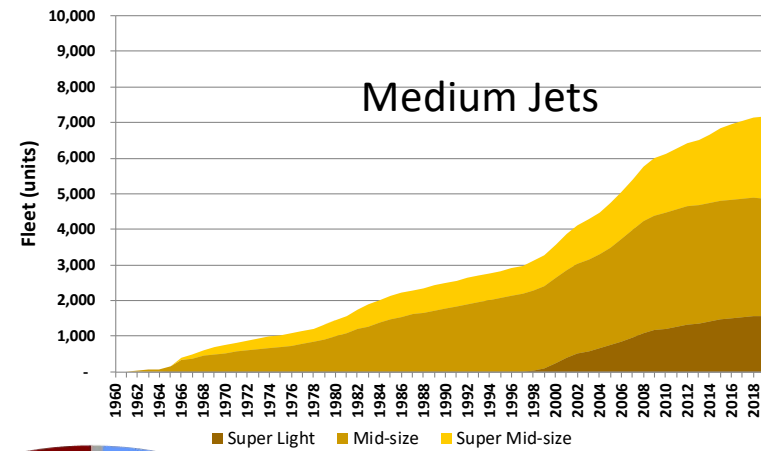
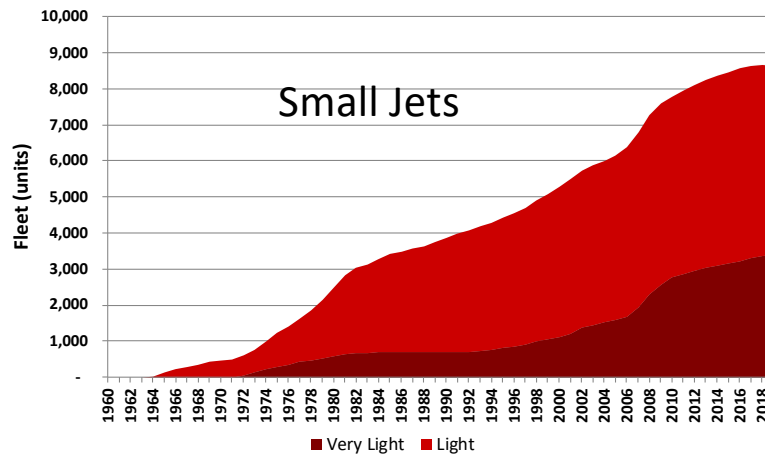
Business Jet Fleet Age (Years) by Region

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



Business Jet Fleet by Size Category

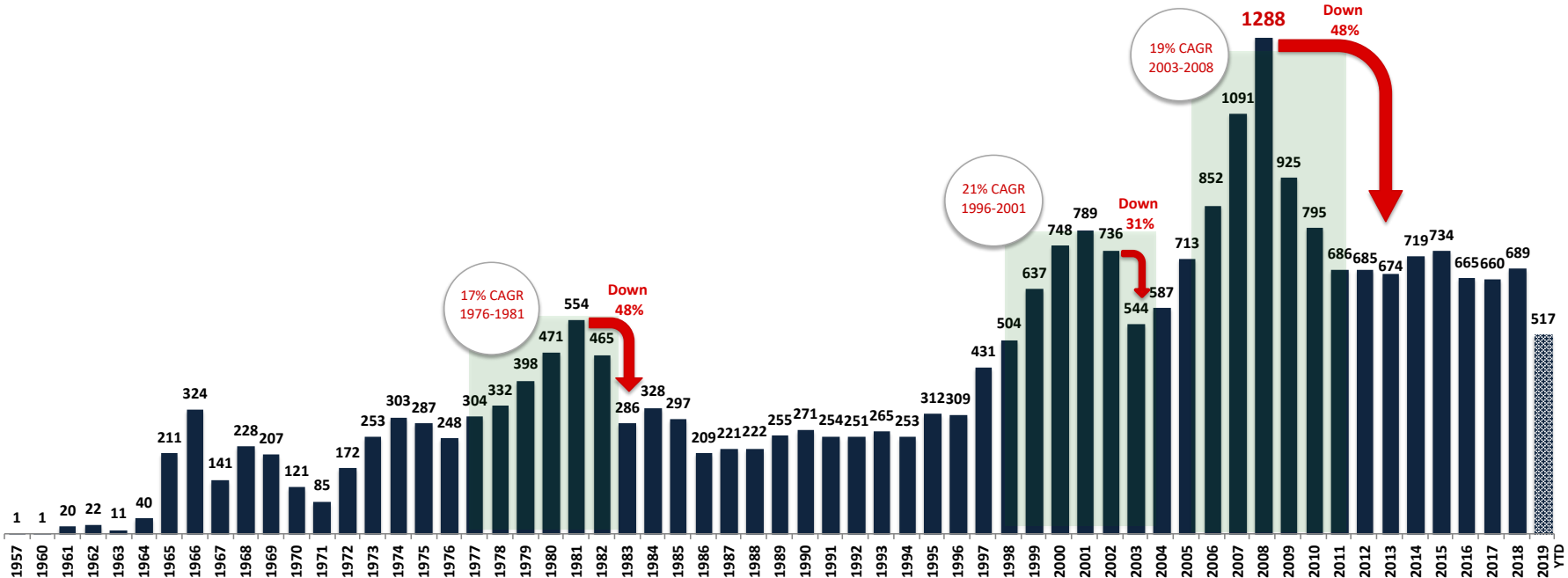
Fleet in Years From 1960 – September 30, 2019



Business Jet Fleet as of September 30, 2019	
By size category	
Airliner Business	300
Large Ultra-Long Range	1,864
Large Long Range	1,900
Large Jets	2,271
Super Mid-size Jets	2,280
Mid-size Jets	3,295
Super Light Jets	1,581
Light Jets	5,239
Very Light Jets	3,404
Personal Jets	134
Total	22,268

Business Jet Deliveries (Units)

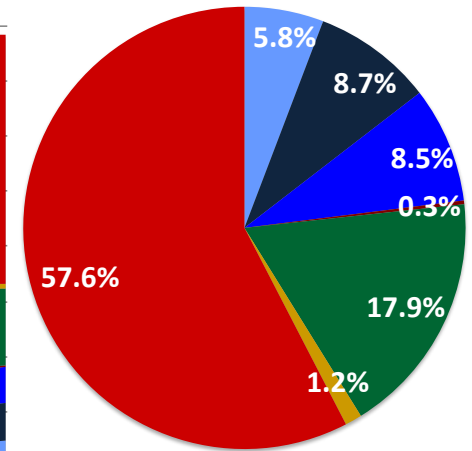
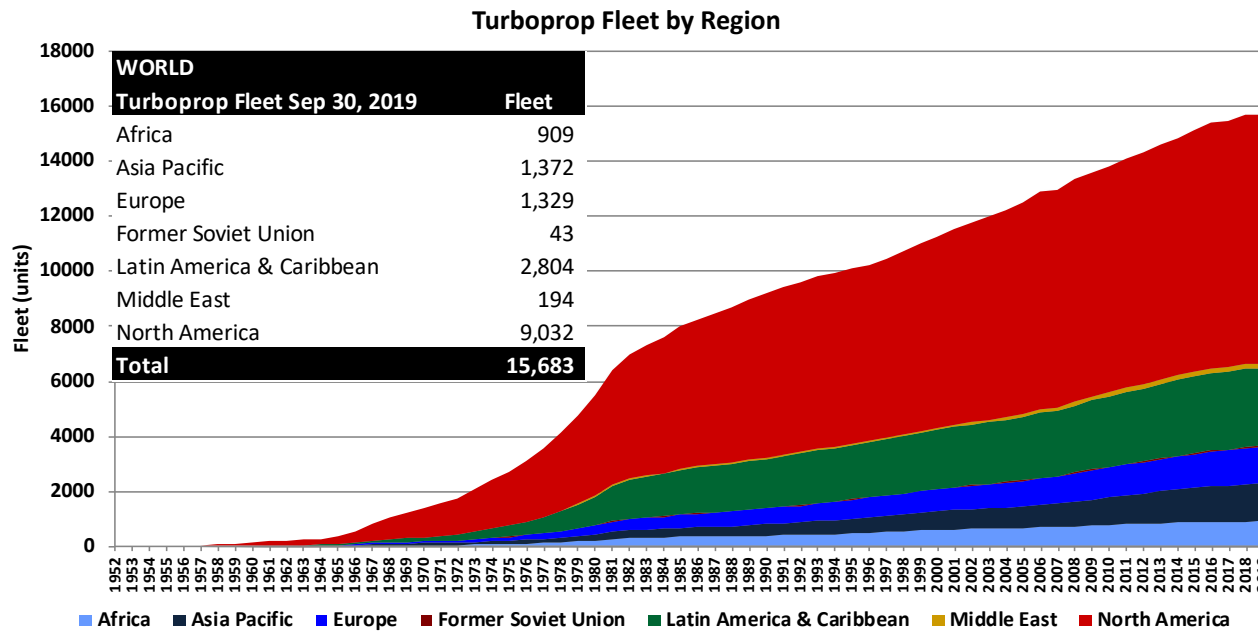
Business Jet Deliveries



Source: JETNET; includes single-engine Personal Jets; 2019 data are year-to-date through June 30, 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 Sep 30, 2019	Fleet
Cessna	1,364
Daher Socata	696
Beechcraft	3,761
Pilatus	1,136
Piper	1,037
Turbo Commander	277
Other	761
Total	9,032

EUROPE	
Turboprop Fleet Sep 30, 2019	Fleet
Cessna	157
Daher Socata	134
Beechcraft	381
Pilatus	204
Piper	239
Turbo Commander	21
Other	193
Total	1,329

FORMER SOVIET UNION	
Turboprop Fleet Sep 30, 2019	Fleet
Cessna	10
Daher Socata	-
Beechcraft	10
Pilatus	7
Piper	8
Turbo Commander	-
Other	8
Total	43

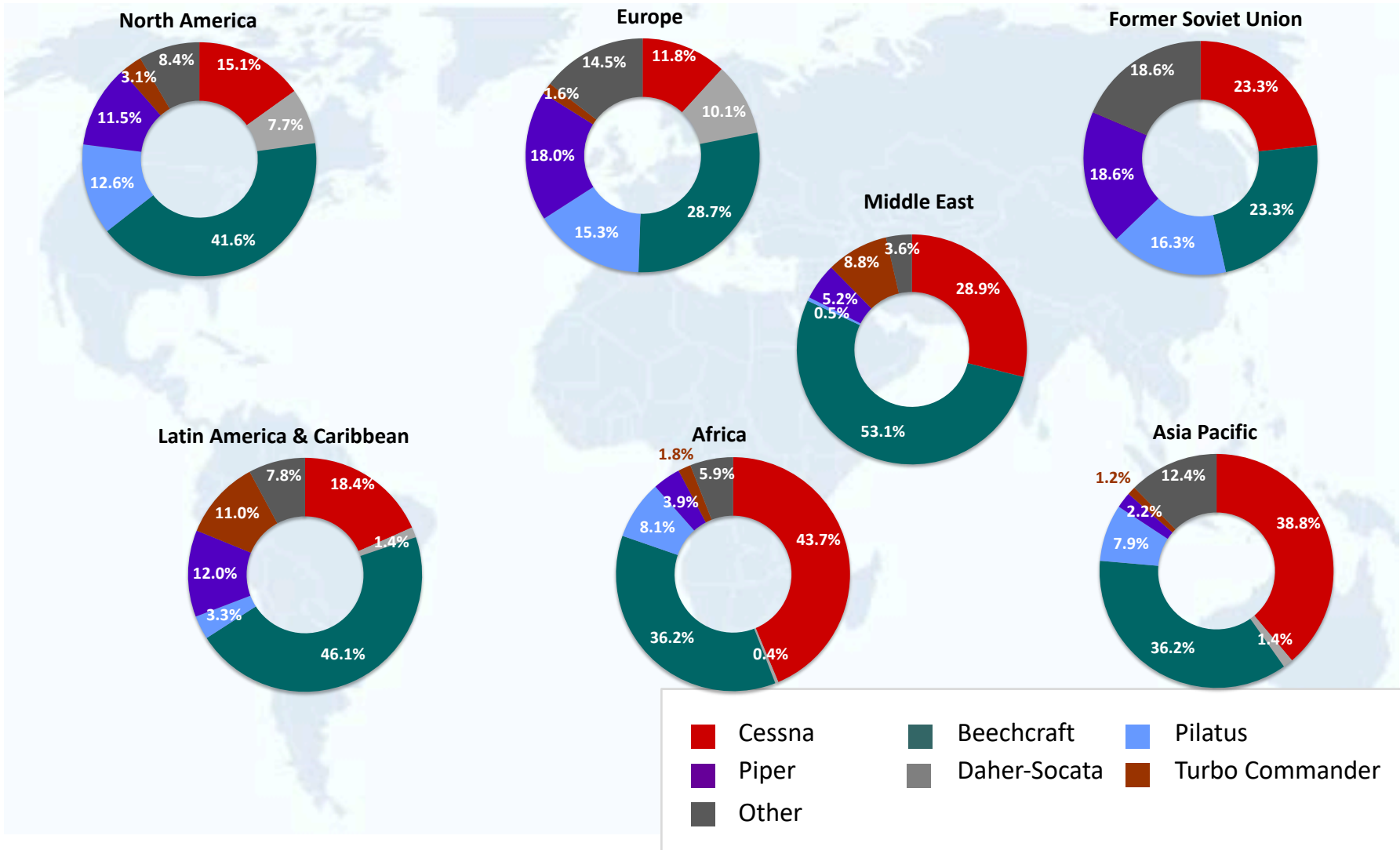
MIDDLE EAST	
Turboprop Fleet Sep 30, 2019	Fleet
Cessna	56
Daher Socata	0
Beechcraft	103
Pilatus	1
Piper	10
Turbo Commander	17
Other	7
Total	194

LATIN AMERICA & CARIBBEAN	
Turboprop Fleet Sep 30, 2019	Fleet
Cessna	515
Daher Socata	40
Beechcraft	1,293
Pilatus	92
Piper	336
Turbo Commander	308
Other	220
Total	2,804

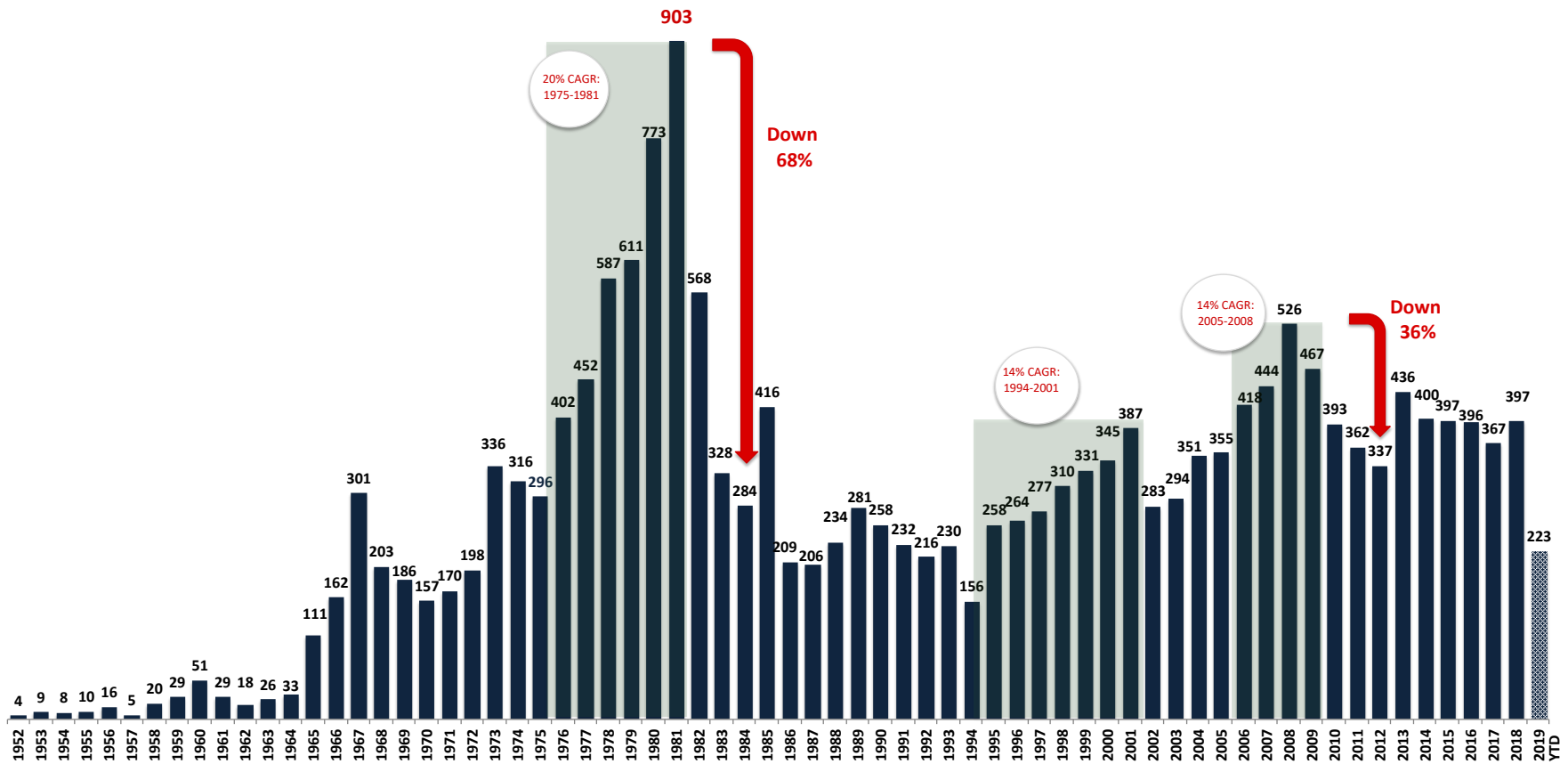
AFRICA	
Turboprop Fleet Sep 30, 2019	Fleet
Cessna	397
Daher Socata	4
Beechcraft	329
Pilatus	74
Piper	35
Turbo Commander	16
Other	54
Total	909

ASIA PACIFIC	
Turboprop Fleet Sep 30, 2019	Fleet
Cessna	533
Daher Socata	19
Beechcraft	496
Pilatus	108
Piper	30
Turbo Commander	16
Other	170
Total	1,372

Business Turboprop Fleet by Manufacturer



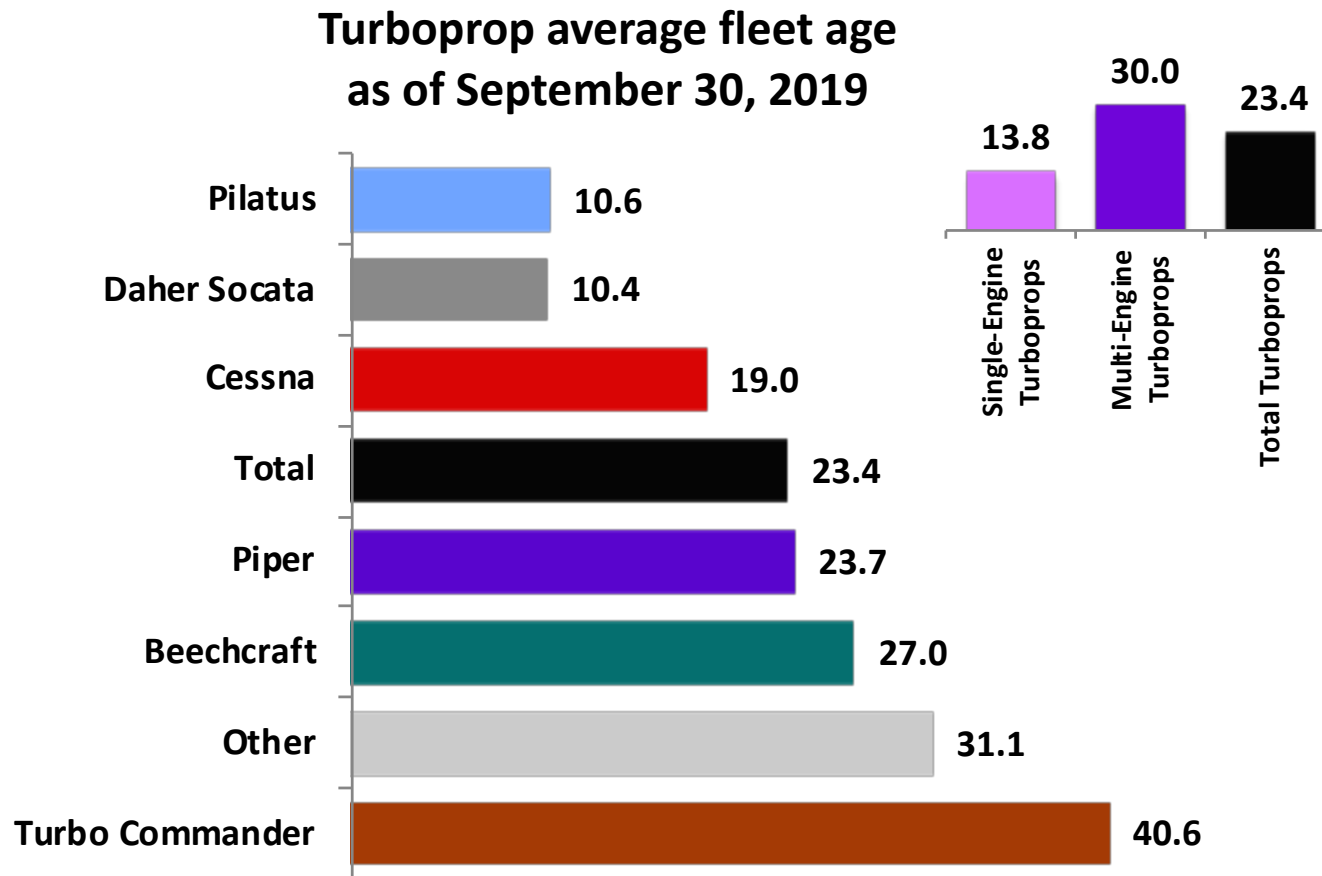
Business Turboprop Deliveries (Units)



Source: JETNET; 2019 data are year-to-date through September 30, 2019 as per JETNET records

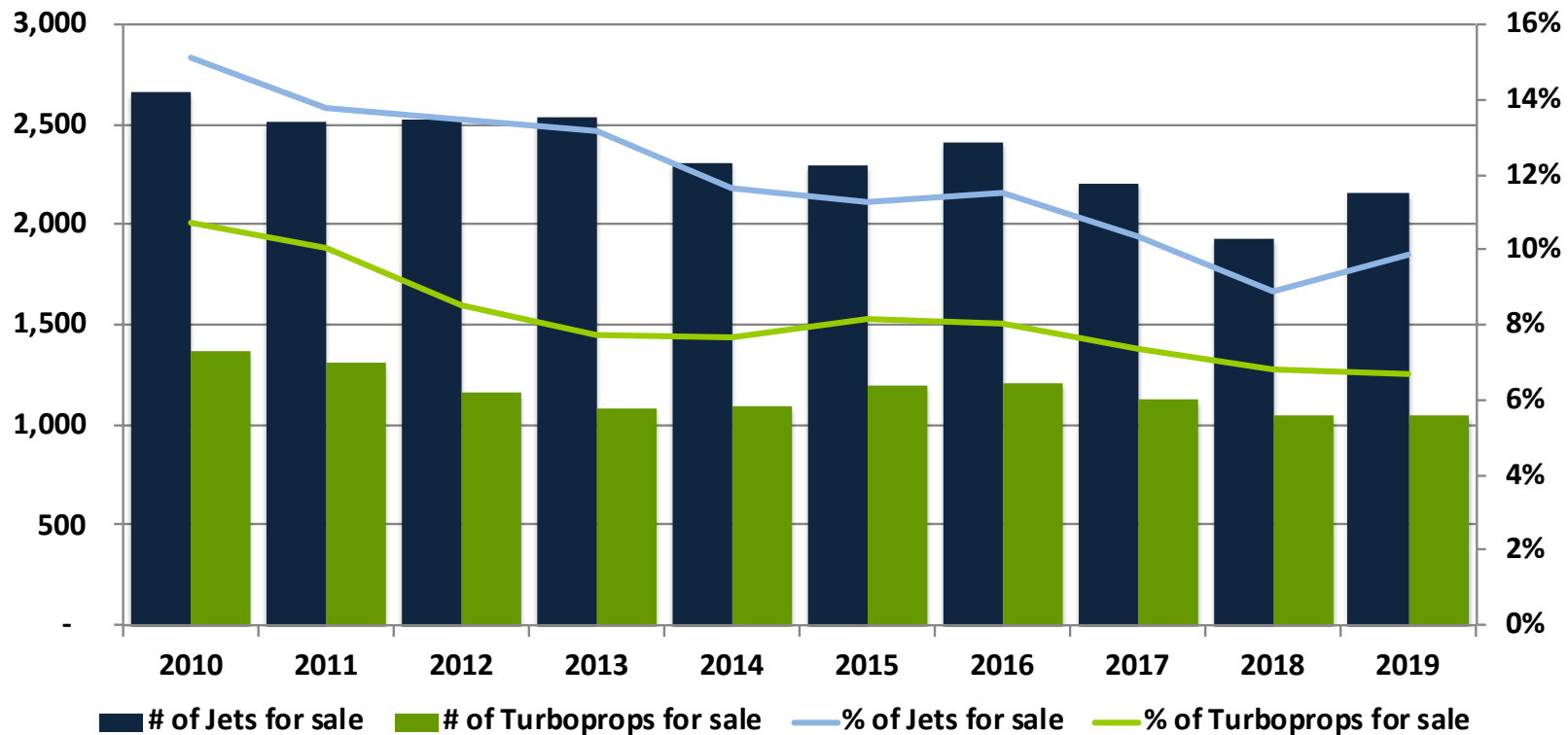
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Business Turboprop Fleet Age (Years)



Pre-Owned Business Aircraft Inventory

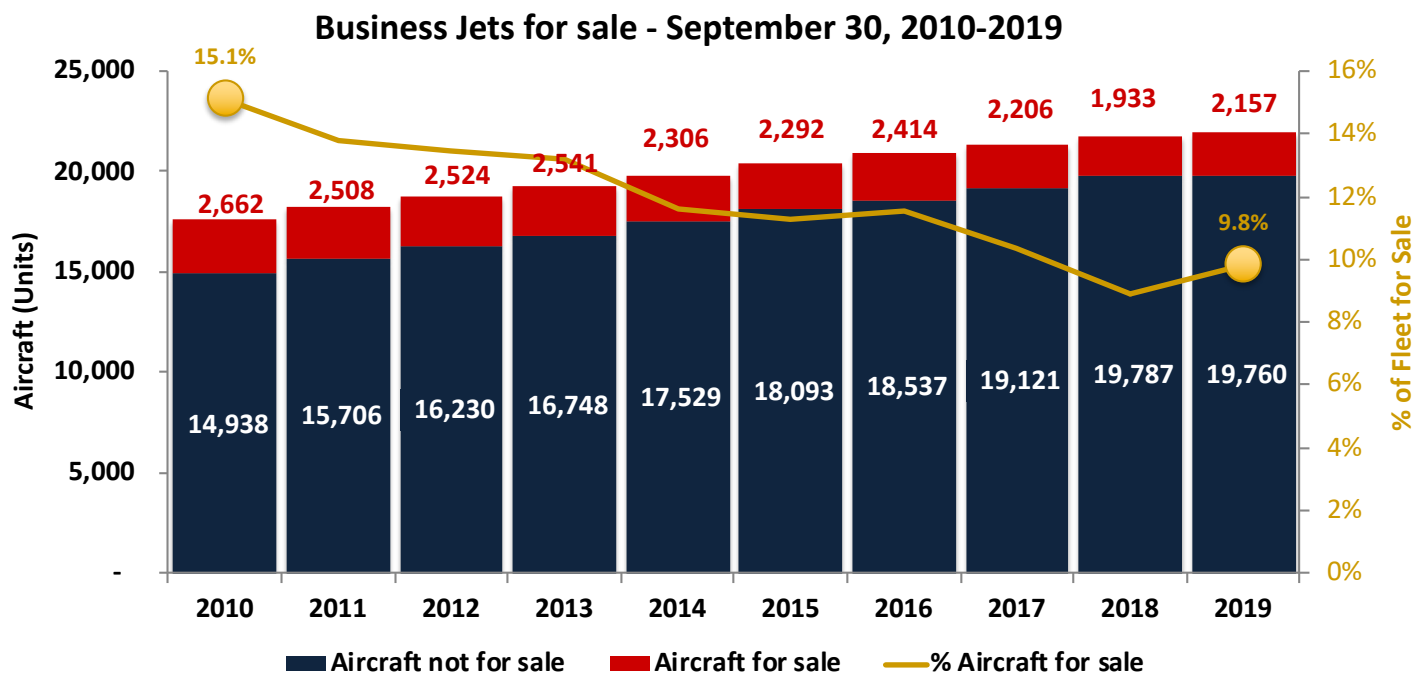
Business Jets and Turboprops for sale
September 2010 - September 2019



	Aircraft Available for Sale as % of World Fleet (as of September 30)									
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Business Jets	15.1%	13.8%	13.5%	13.2%	11.6%	11.2%	11.5%	10.3%	8.9%	9.8%
Turboprop	10.7%	10.1%	8.5%	7.7%	7.7%	8.2%	8.1%	7.4%	6.8%	6.7%

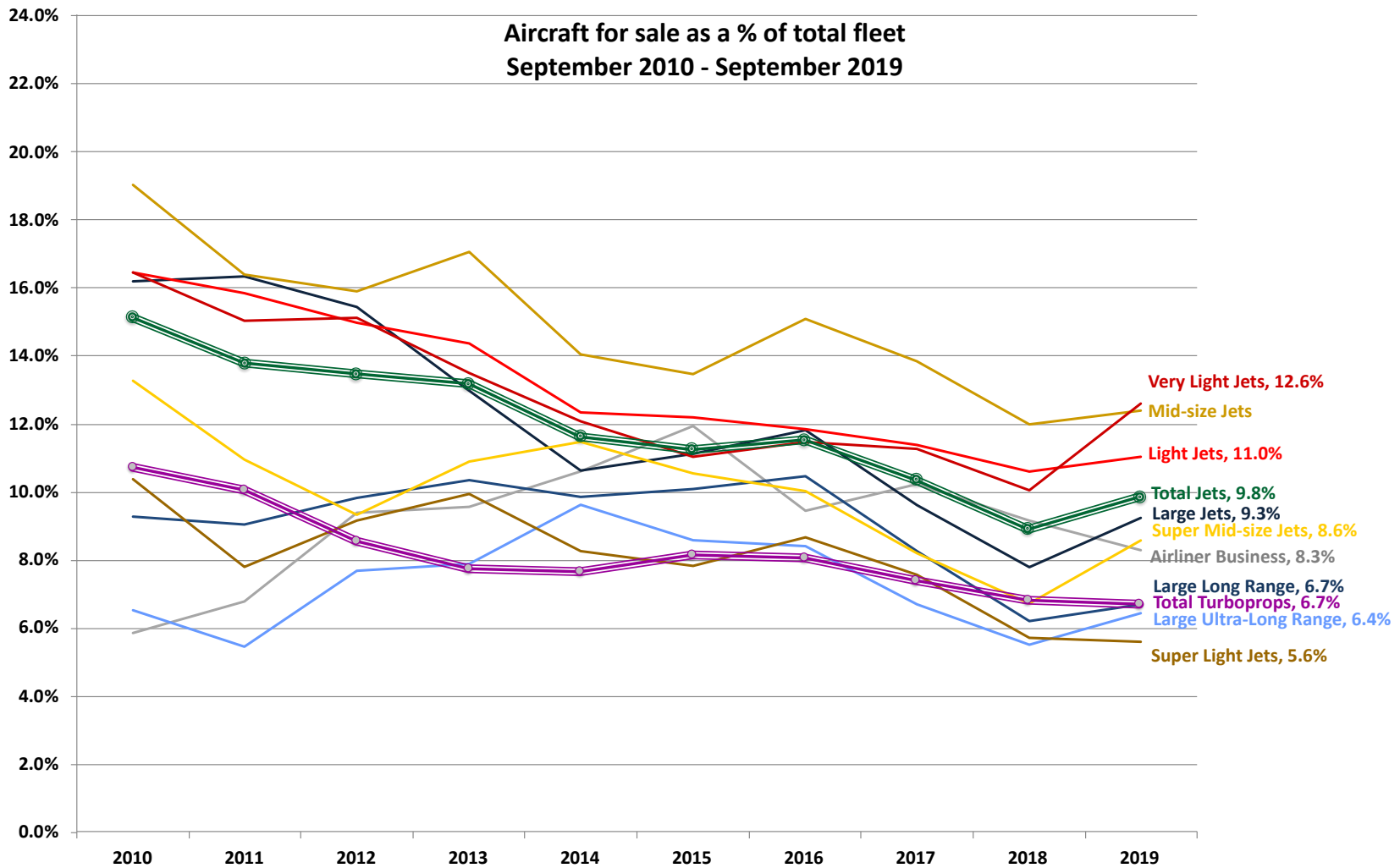
For-sale inventory of pre-owned business aircraft has generally declined since 2009

Pre-Owned Business Jet Inventory



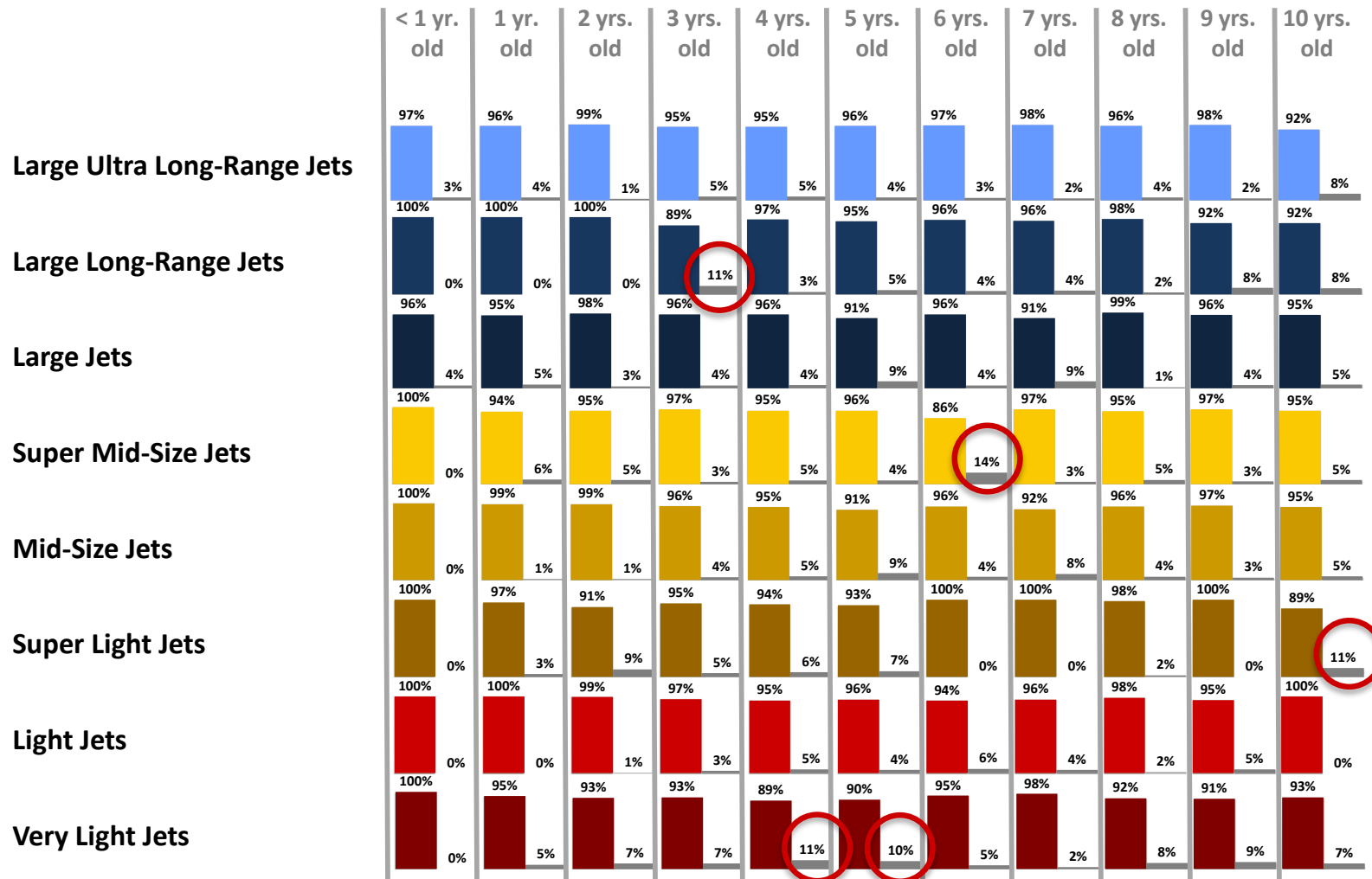
Jets Available for Sale as % of World Fleet (as of September 30)									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
15.1%	13.8%	13.5%	13.2%	11.6%	11.2%	11.5%	10.3%	8.9%	9.8%

Pre-Owned Business Jet Inventory



Pre-Owned Business Jet Inventory

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

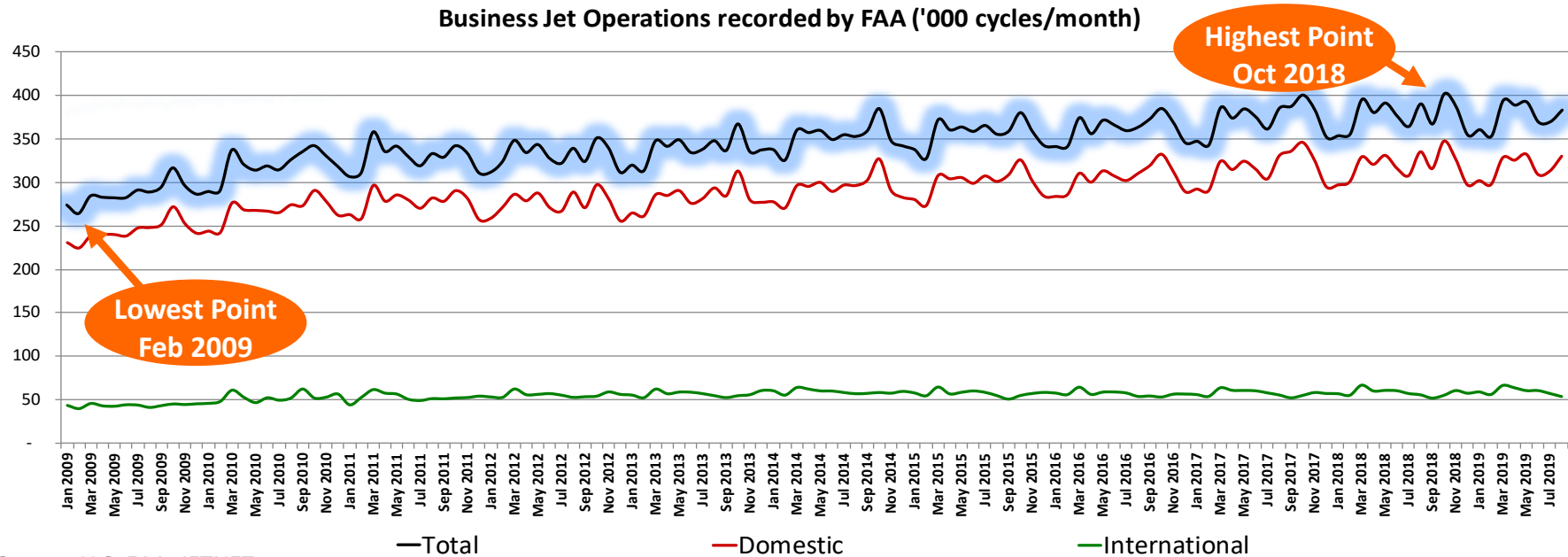


Year => 10% Availability

U.S. Business Jet Utilization

U.S. business jet cycles decreased 0.2% YOY in August 2019 on a trailing twelve months (TTM) basis, with a 0.4% reduction in domestic flights and a 1.0% increase in international flights. Still slightly below 2004 levels of activity, flight cycles in August 2019 (trailing 12 months) remain 6.2% below 2007's historical highs mostly due to lower domestic flights, despite 52% growth of the underlying U.S. fleet since that year.

FAA BUSINESS JET OPERATIONS - AUG 2019		Trailing 12 Months
TOTAL CYCLES		
Total Cycles	383,466	4,525,310
Change vs. prior month	3.6%	-0.2%
Change vs. prior year	-1.8%	-0.2%
Change vs. 24 months ago	-0.6%	2.1%
DOMESTIC CYCLES		
Total Domestic Cycles	329,954	3,824,564
Change vs. prior month	5.4%	-0.1%
Change vs. prior year	-1.5%	-0.4%
Change vs. 24 months ago	-0.2%	2.0%
INTERNATIONAL CYCLES		
Total International Cycles	53,512	700,746
Change vs. prior month	-6.2%	-0.3%
Change vs. prior year	-3.7%	1.0%
Change vs. 24 months ago	-3.3%	1.9%



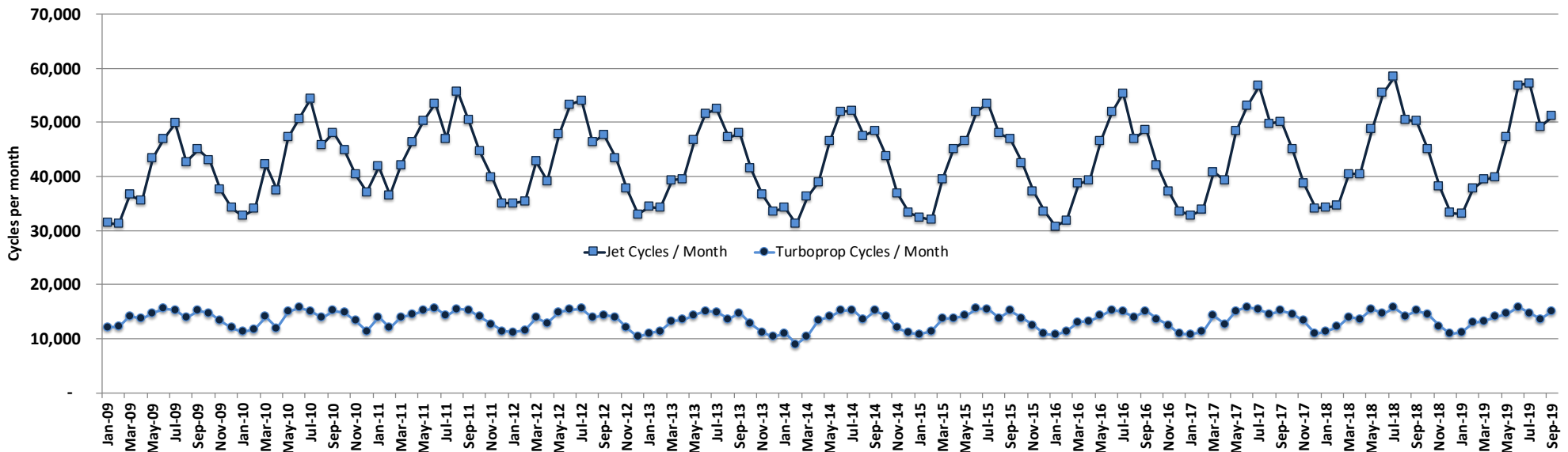
Source: U.S. FAA; JETNET

European Business Aircraft Utilization

September 2019 business aircraft cycles in Europe were down 0.5% for jets and down 1.1% 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 down due to slower growth in the Euro area.

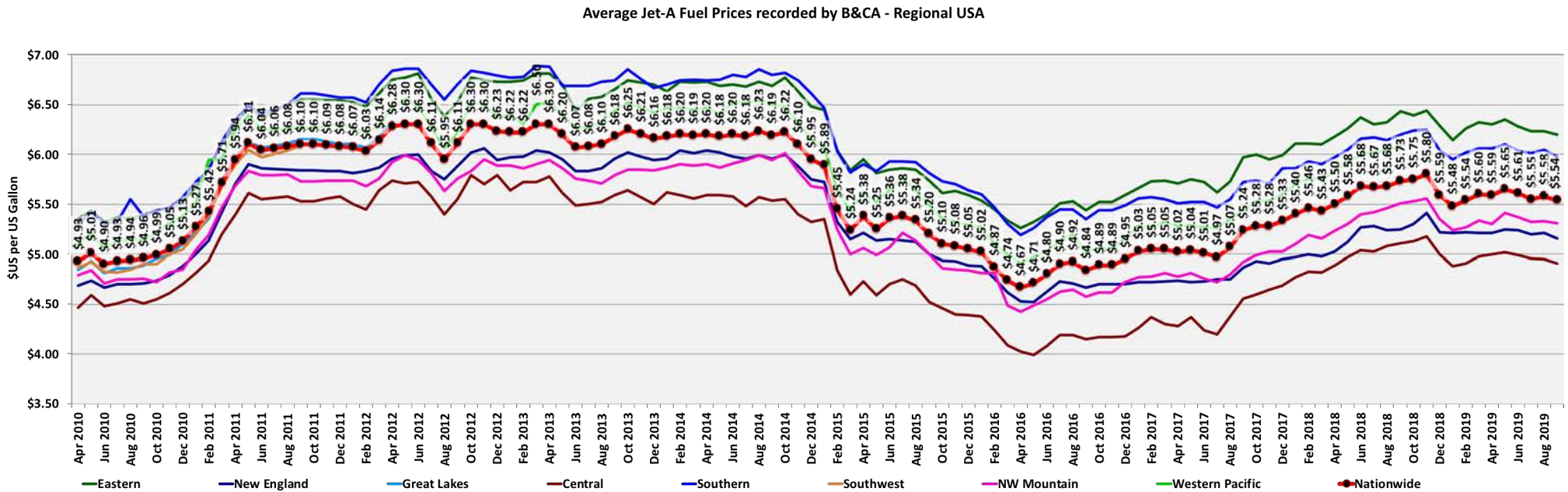
EUROCONTROL		Trailing 12 Months
BUSINESS JET & TURBOPROP OPERATIONS - SEP 2019		
BUSINESS JETS (EXCLUDING AIRLINERS)		
Total Cycles	51,192	528,526
Change vs. prior month	4.1%	0.2%
Change vs. prior year	1.9%	-0.5%
Change vs. 24 months ago	2.1%	2.1%
TURBOPROPS		
Total Cycles	15,142	163,359
Change vs. prior month	11.0%	0.0%
Change vs. prior year	-0.2%	-1.1%
Change vs. 24 months ago	-0.6%	0.8%

Eurocontrol Business Jet and Turboprop Operations (Cycles per Month)



Source: Eurocontrol

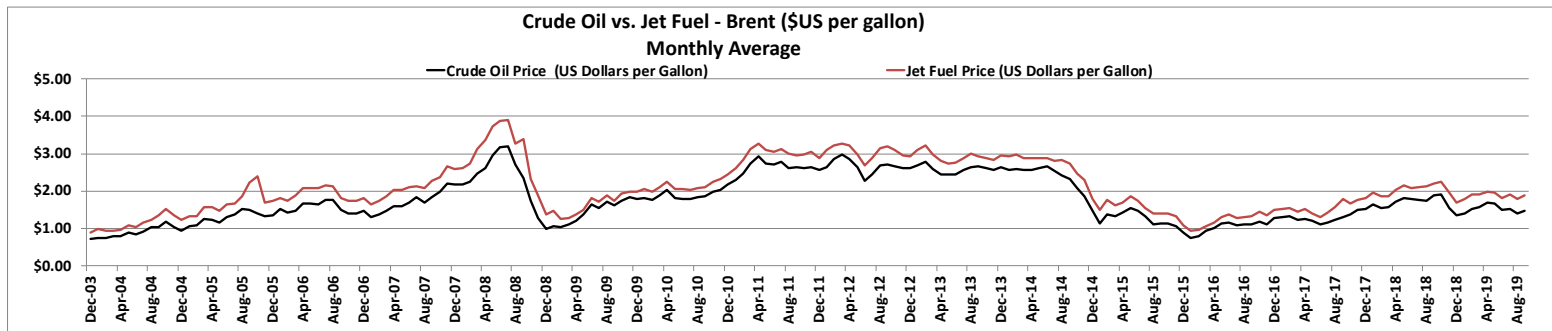
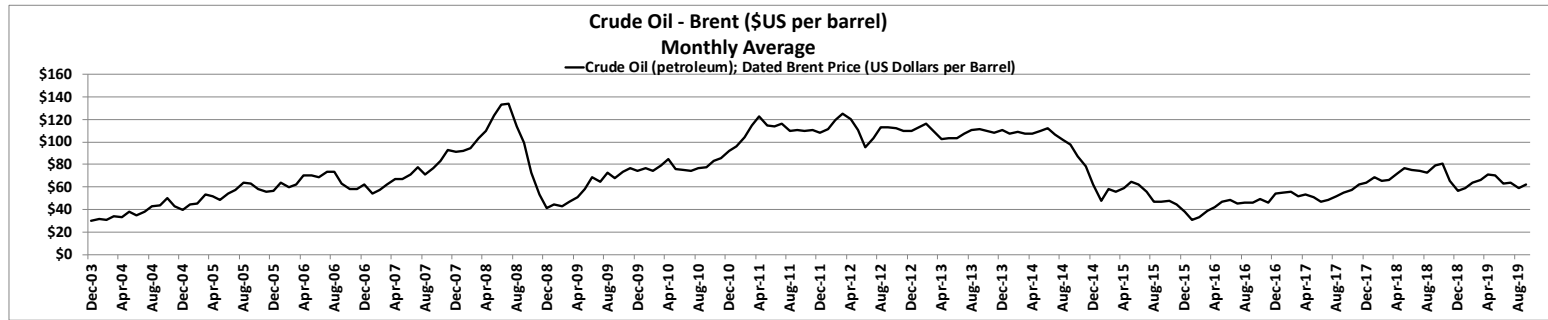
Jet-A Fuel Prices at U.S. FBOs



Source: [Business & Commercial Aviation](#)

Jet-A fuel prices in September 2019 averaged about \$5.54 at U.S. FBOs, down 3.3% from \$5.73 year-over-year

Crude Oil and Jet Fuel Prices



IATA Fuel Price Monitor	Share in	Index Value		vs. 1 week	vs. 1 month		
October 18 2019	World Index	\$/US gallon	\$/barrel	ago	ago	vs.1 yr ago	
Jet Fuel Price	100%	\$ 1.882	\$ 79.05	216.10	-1.3%	-4.9%	-17.0%
Asia & Oceania	22%	\$ 1.803	\$ 75.72	216.37	-2.1%	-7.4%	-19.7%
Europe & CIS	28%	\$ 1.915	\$ 80.43	216.69	-0.7%	-5.7%	-16.7%
Middle East & Africa	7%	\$ 1.754	\$ 73.67	219.99	-3.6%	-9.7%	-21.2%
North America	39%	\$ 1.925	\$ 80.84	214.91	-0.9%	-2.1%	-14.9%
Latin & Central America	4%	\$ 1.898	\$ 79.70	220.77	-2.0%	-4.6%	-18.3%

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

Source: IndexMundi; IATA from PLATTS

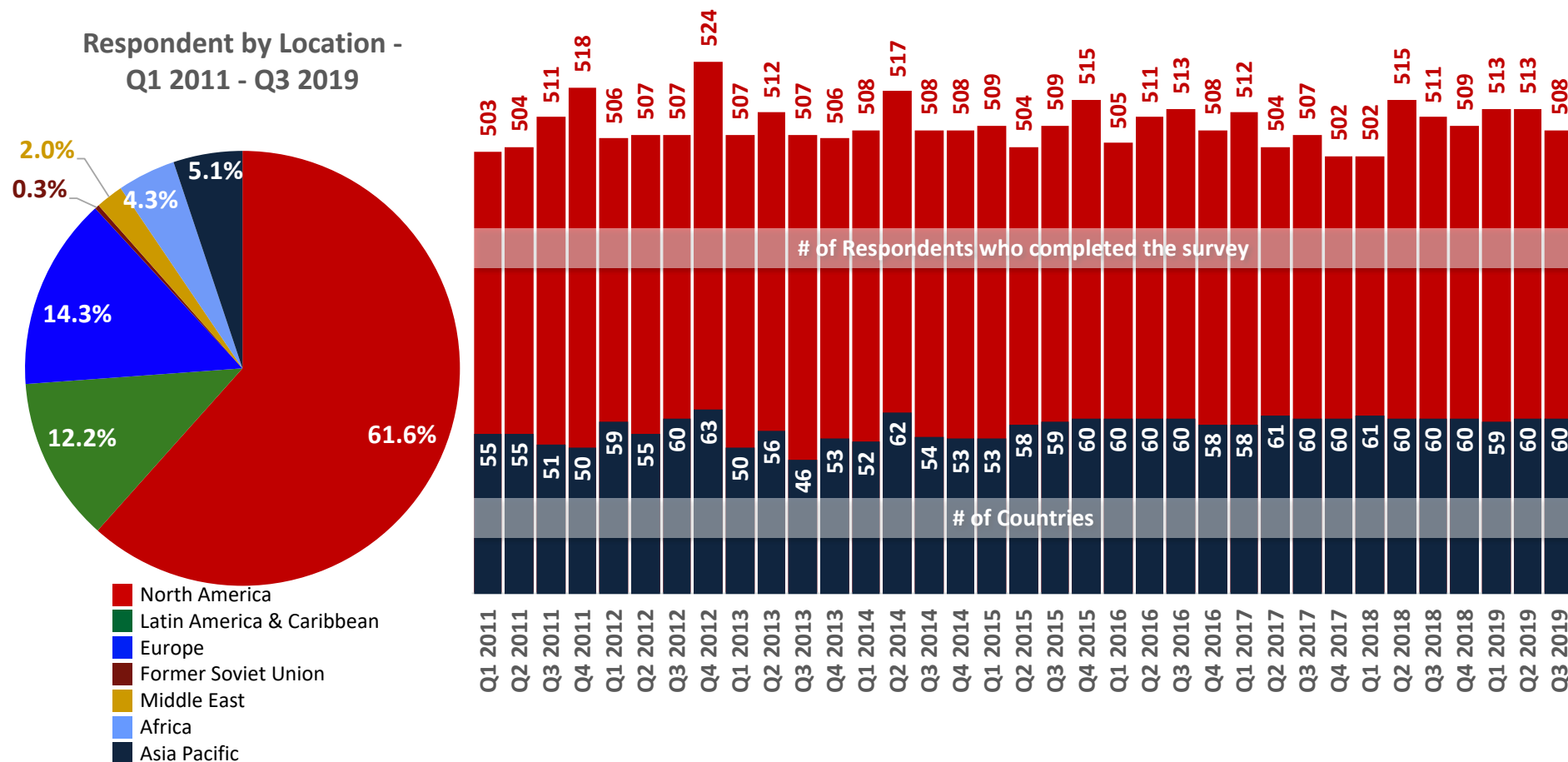
JETNET iQ Quarterly Surveys

- 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 Surveys: Quarterly, multilingual, worldwide

JETNET iQ Survey Respondents



JETNET iQ Surveys: Since Q1 2011, ~18,000 respondents from 132 countries

Survey Respondents' Roles

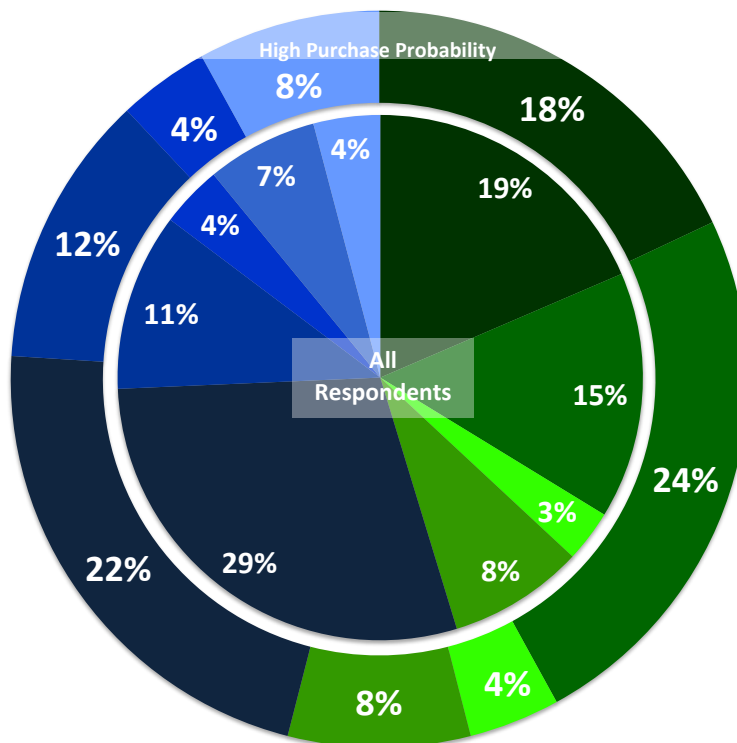
By Job Title

Q3 2019 Survey

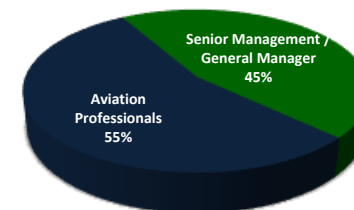
Title of respondent	Completed
Business owner / shareholder / partner	122
C-Level / President / Managing Director	100
Vice President / Senior Management	21
General Manager / Director	55
Chief Pilot / head of flight operations	191
Dispatcher / Scheduler / Flight Coordinator	72
Head of maintenance	25
Pilot	45
Vice President / Director of Aviation	27
Total	658

Note: Respondent was able to choose whichever applied

Aviation Professionals	360	55%
Senior Management / General Manager	298	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

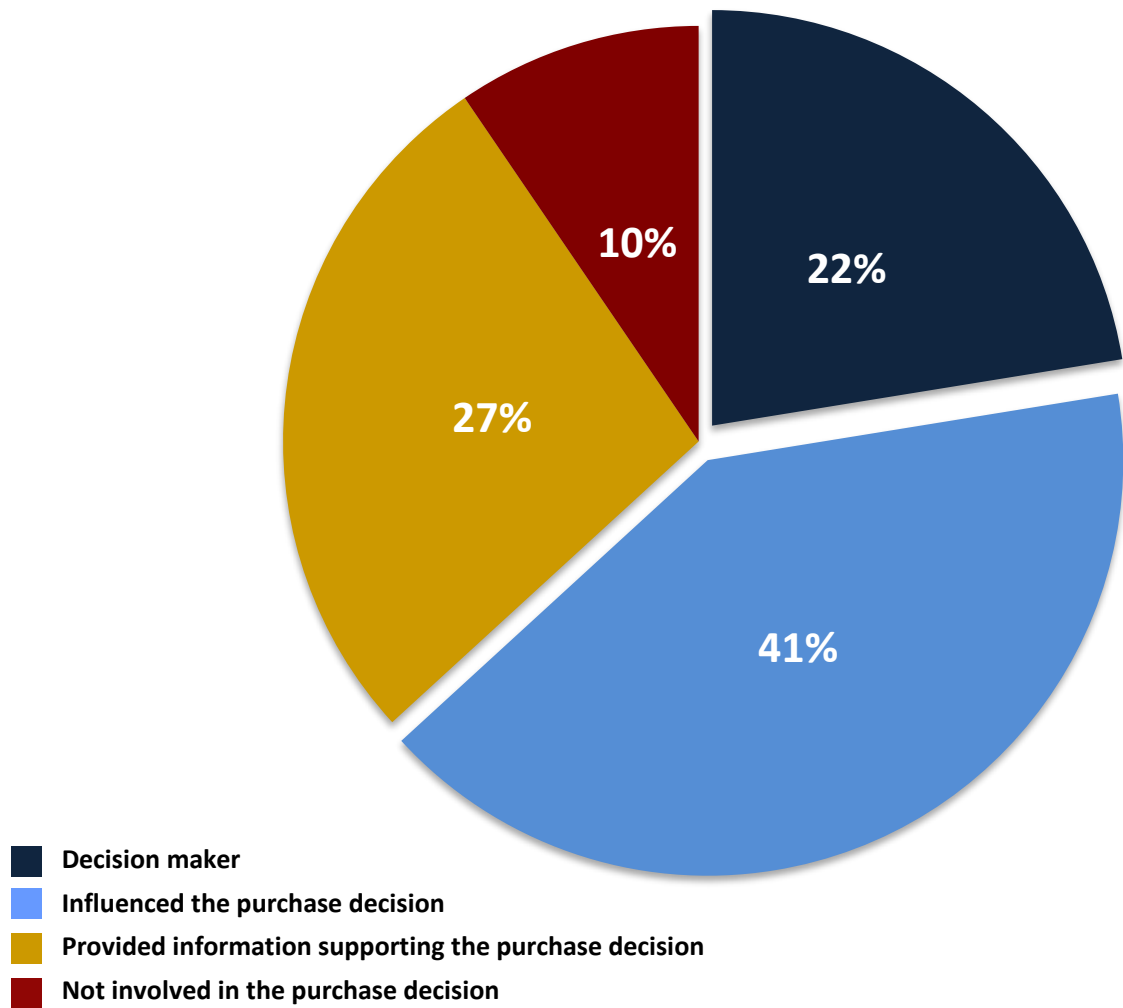


Note: Respondents may have multiple job titles and organizational roles

Survey Respondents' Roles

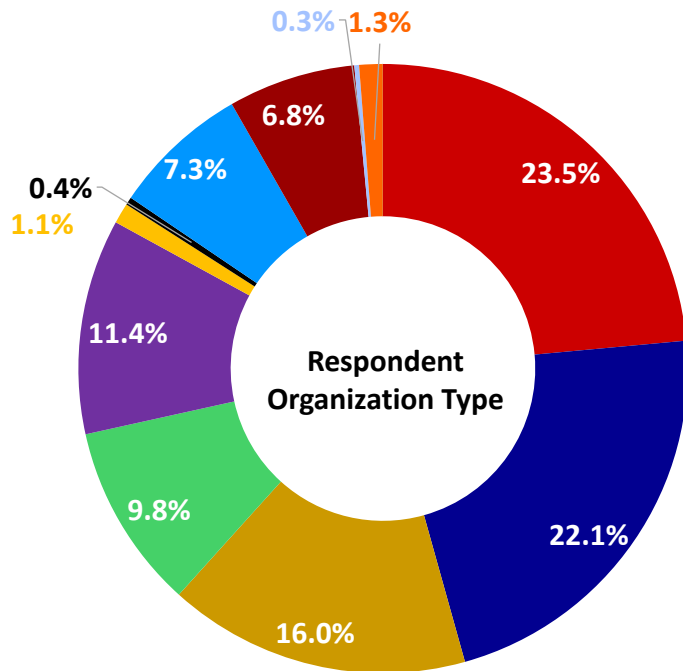
By Involvement in Last Fixed-Wing Turbine Aircraft Purchase

Q3 2019 Survey



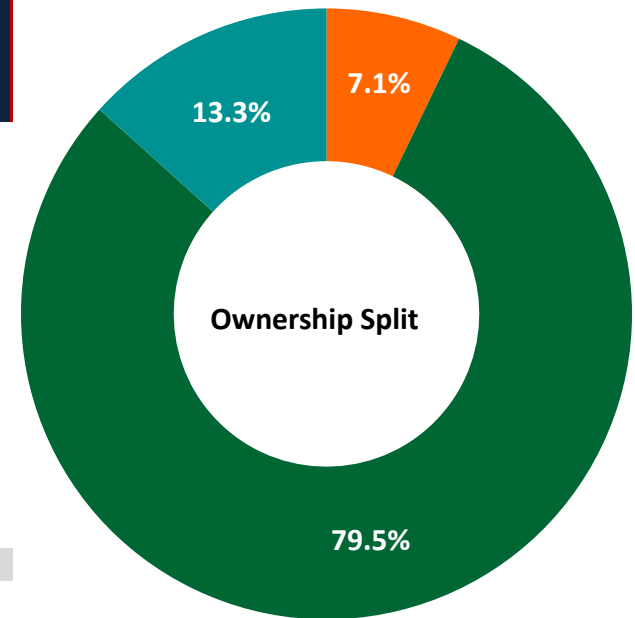
Survey Respondents' Organization

Q3 2019 Survey



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

	All Respondents
Aircraft owner	282
Aircraft operator	265
Flight department	192
Aircraft management company	118
Air taxi or charter operator	137
Fractional aircraft operator	13
Fractional share / jet card holder	5
Aircraft MRO	87
Broker / Dealer	81
Financial Institution	3
Government	15
Other	-
Privately-held	167
Publicly-traded	28
Total	1,393



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	

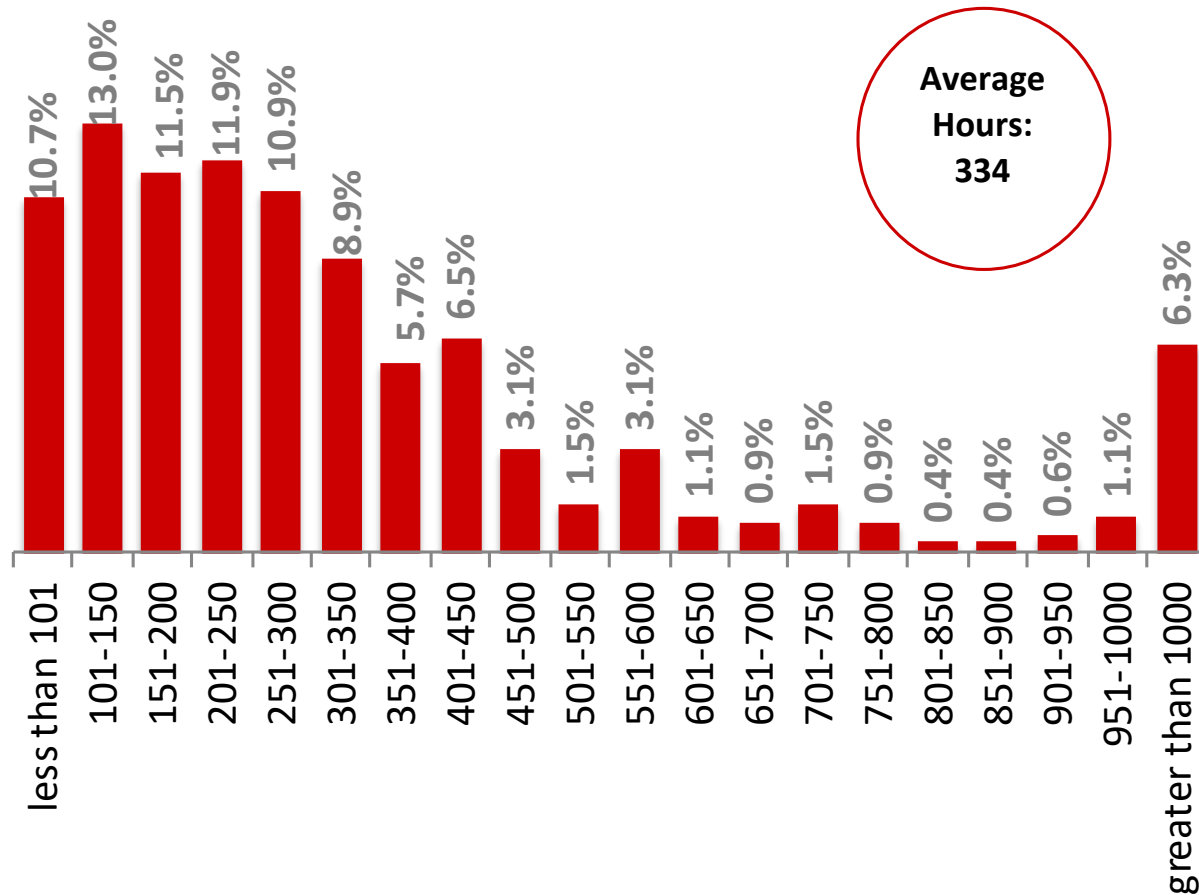
Note: Respondents may have chosen multiple organizational types

Survey Respondents' Flight Operations

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

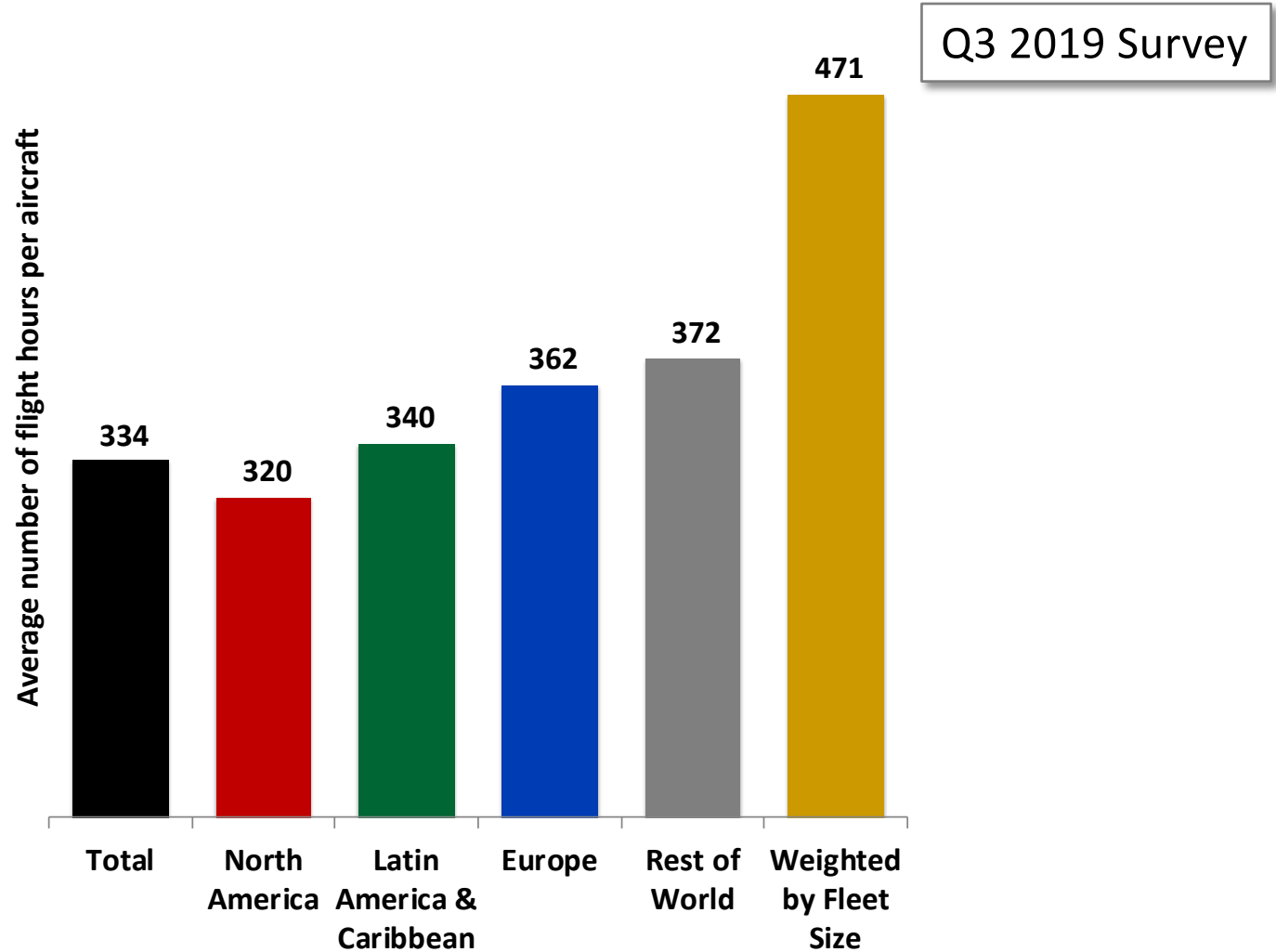
Annual Flight Hours Per Aircraft

Q3 2019 Survey



Survey Respondents' Flight Operations

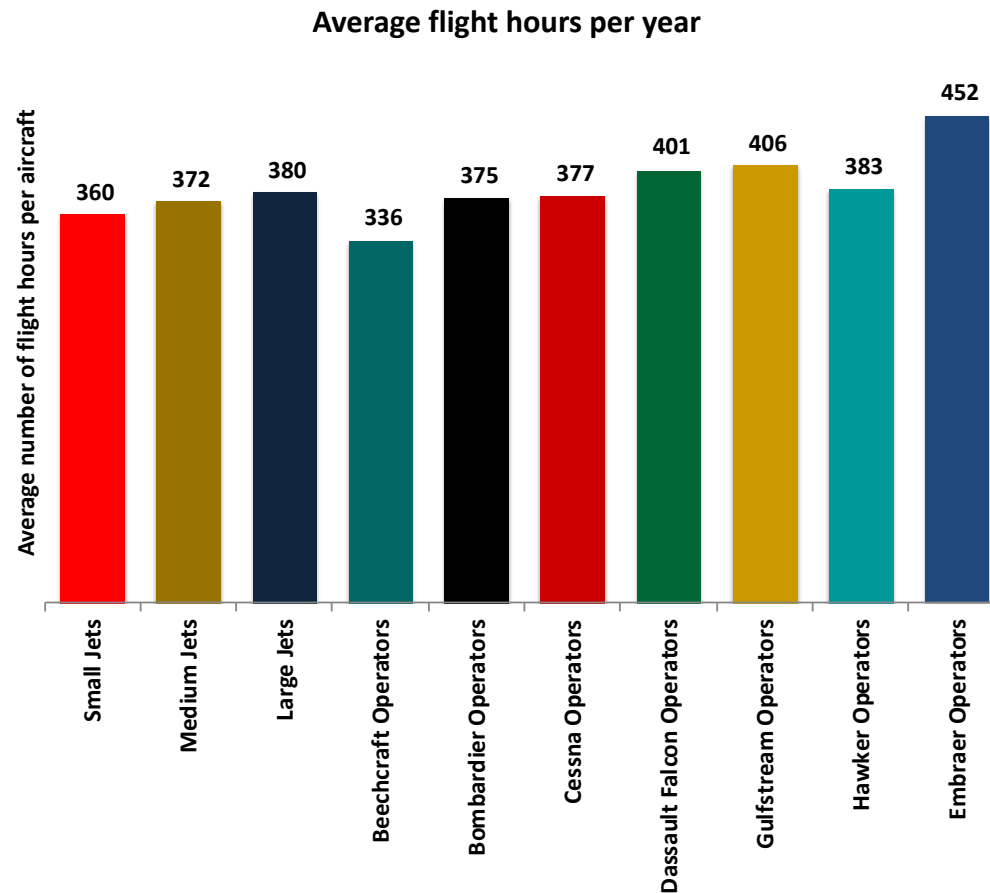
Regional Average Utilization per Aircraft in Prior 12 Months



Survey Respondents' Flight Operations

Operator Size and Brand Utilization per Aircraft in Prior 12 Months

Q3 2019 Survey



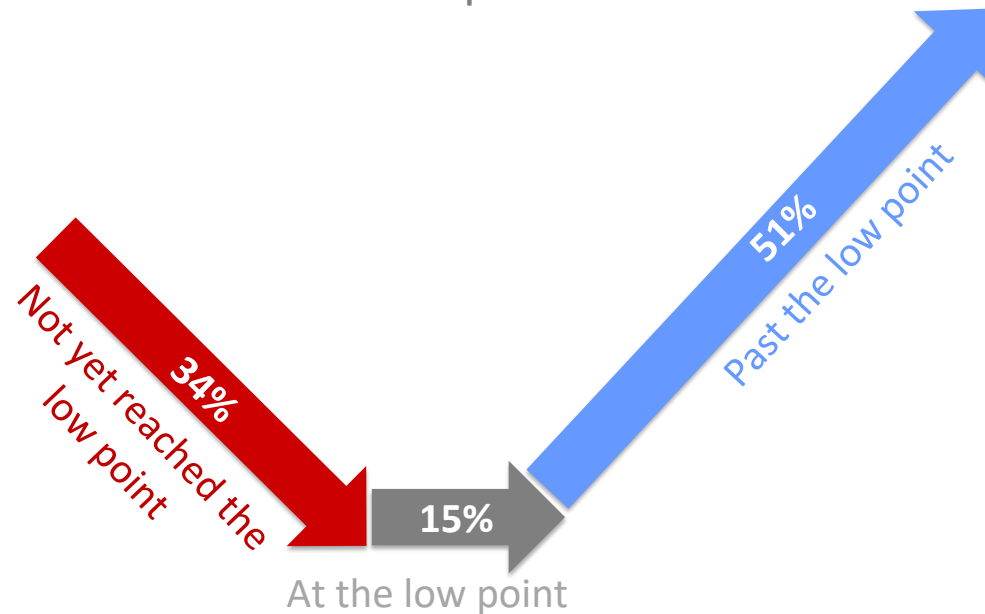
Survey Respondents' Sentiment

Current Market Sentiment

Q3 2019 Survey

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

All Respondents



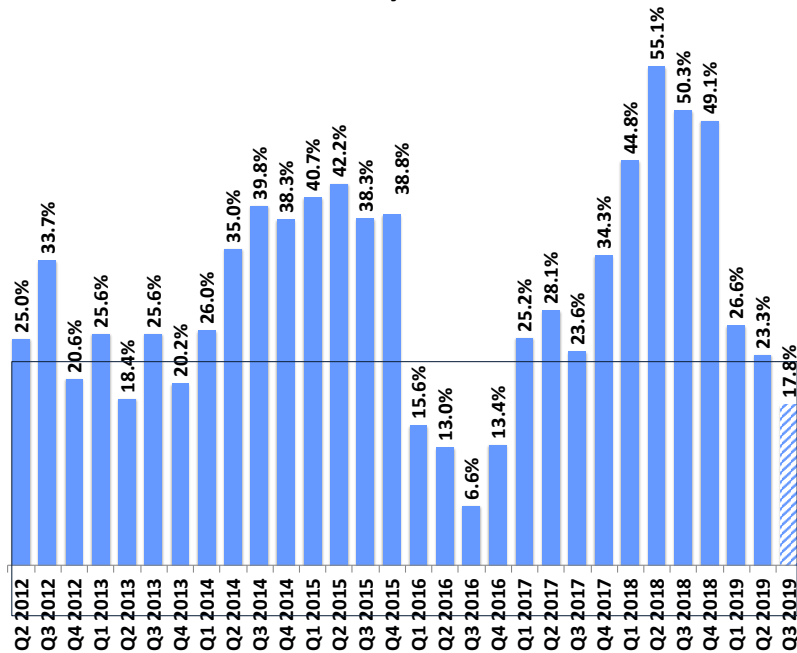
Survey Respondents' Sentiment

Current Market Sentiment

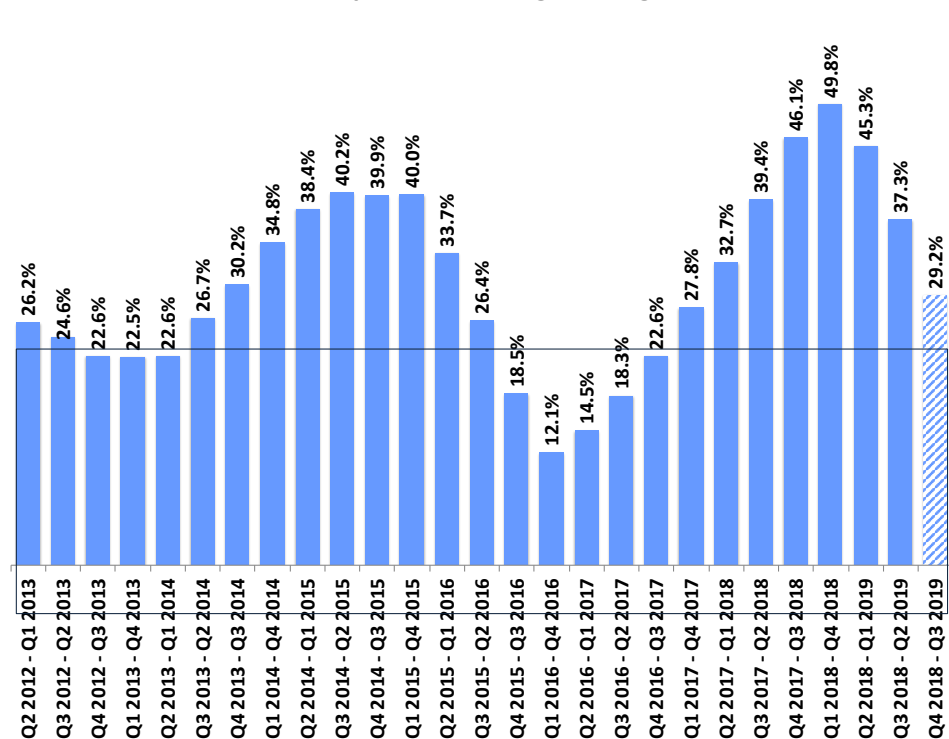
Q3 2019 Survey

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 5 quarters after a high of 55.1% in Q2 2018

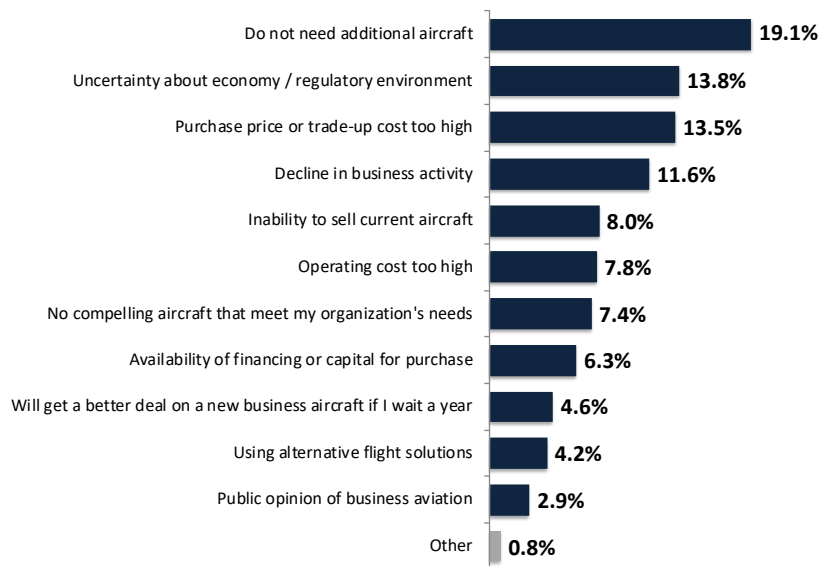
Aircraft Purchase Inhibitors

Inhibitors – Weighted Average

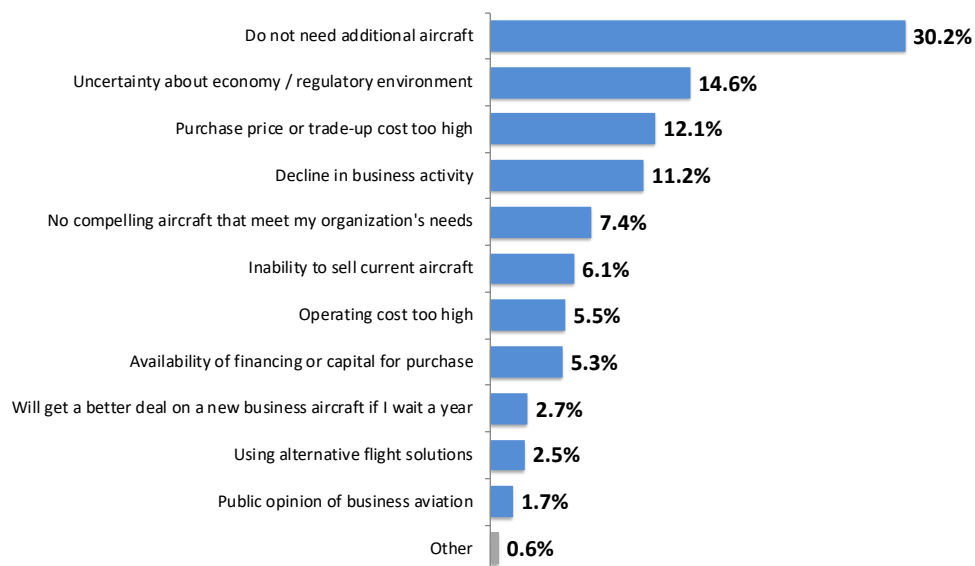
Q3 2019 Survey

“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



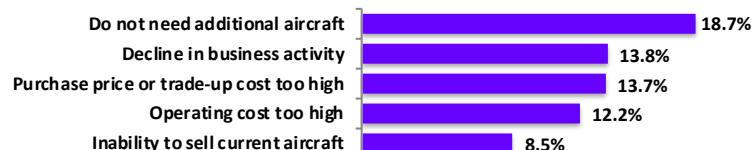
Aircraft Purchase Inhibitors

Top 5 Inhibitors – Weighted Average

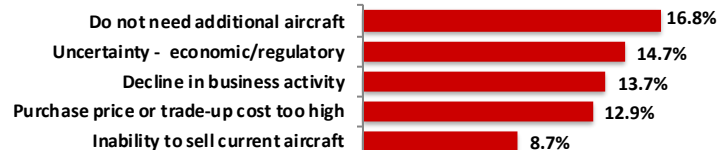
Q3 2019 Survey

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

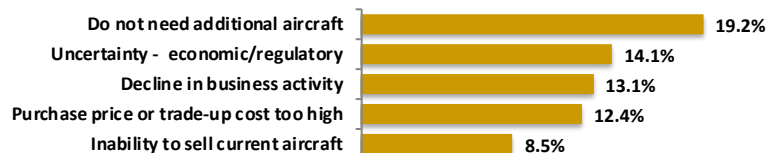
Turboprop Operators



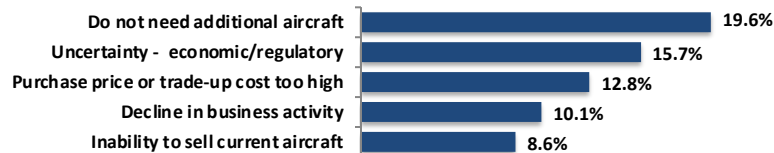
Small Jet Operators



Medium Jet Operators



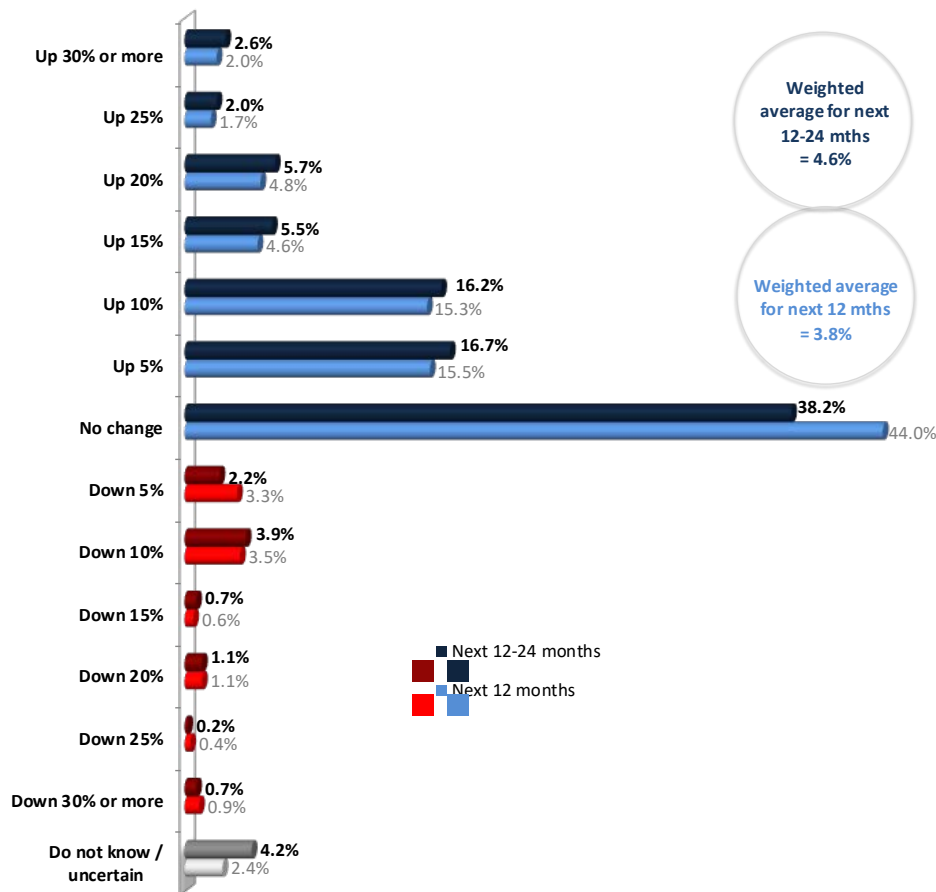
Large Jet Operators



Aircraft Utilization

Next 12 and 12-24 Months versus Prior 12 Months

Q3 2019 Survey

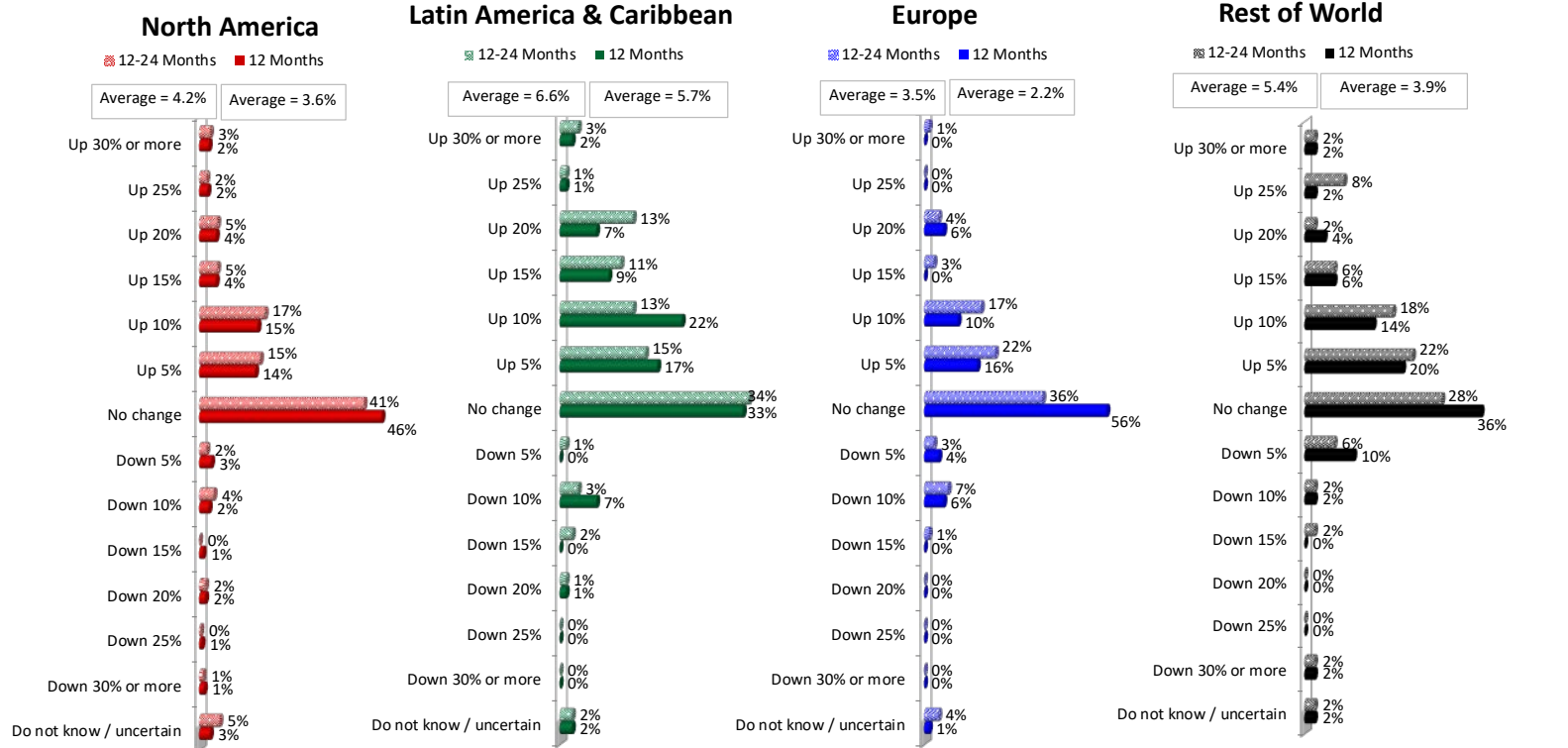


Respondents expect to fly 3.8% more hours in the next 12 months vs. prior 12 months and 4.6% in the next 24 months – down from last quarter’s expectations

Aircraft Utilization

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

Q3 2019 Survey



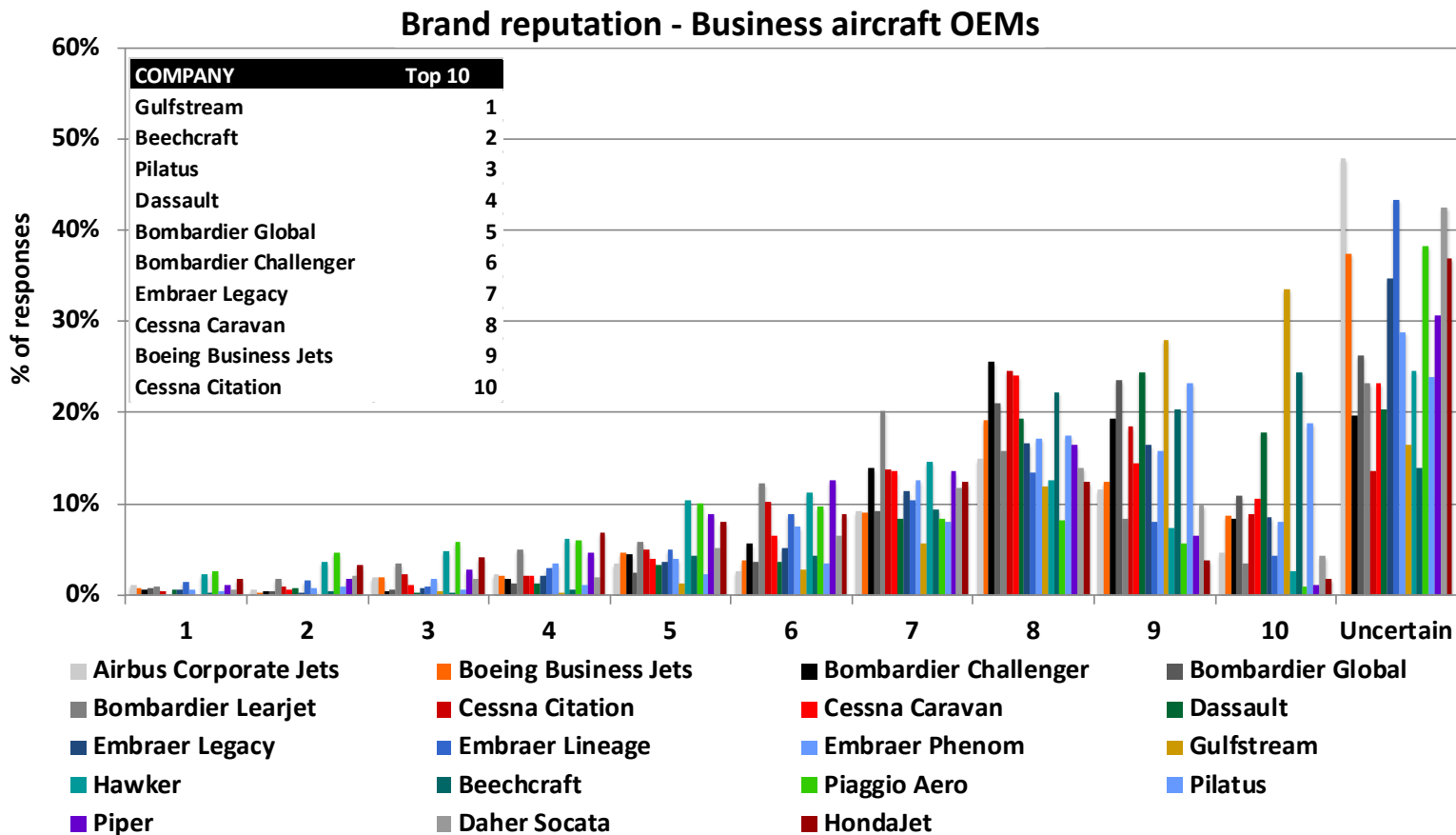
Region	Next 12 months	Next 12-24 months
North America		
% Expecting Increase	42%	45%
% Expecting no change	49%	47%
% Expecting Decrease	10%	8%
<i>(excluding "Do not know")</i>		
Latin America & Caribbean		
% Expecting Increase	58%	57%
% Expecting no change	35%	36%
% Expecting Decrease	8%	8%
<i>(excluding "Do not know")</i>		
Europe		
% Expecting Increase	32%	48%
% Expecting no change	57%	41%
% Expecting Decrease	10%	12%
<i>(excluding "Do not know")</i>		
Rest of World		
% Expecting Increase	48%	58%
% Expecting no change	38%	30%
% Expecting Decrease	14%	12%
<i>(excluding "Do not know")</i>		

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

Brand Reputations

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

Q3 2019 Survey

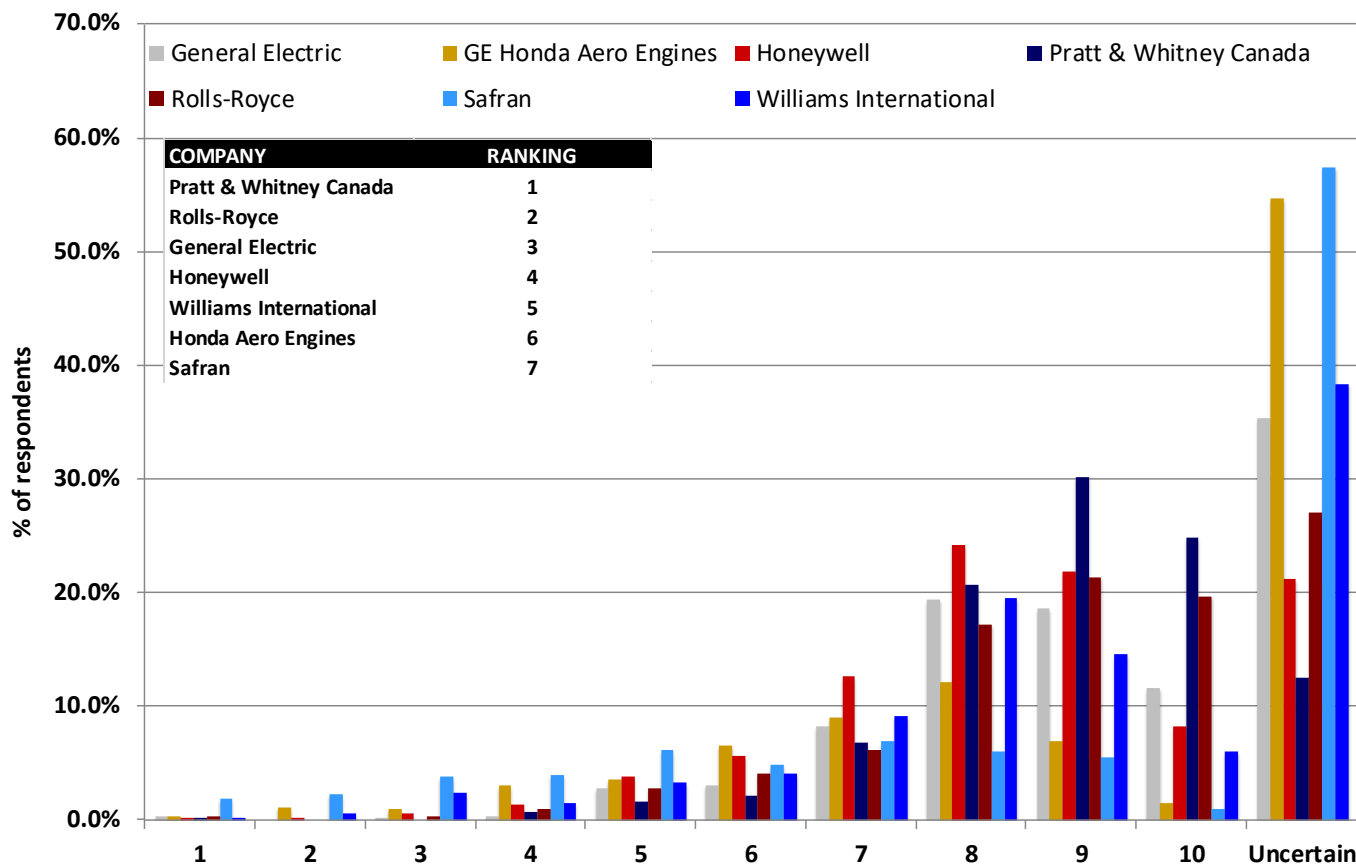


Gulfstream, Beechcraft and Pilatus are the top rated business aircraft brands

Brand Reputations

Q3 2019 Survey

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

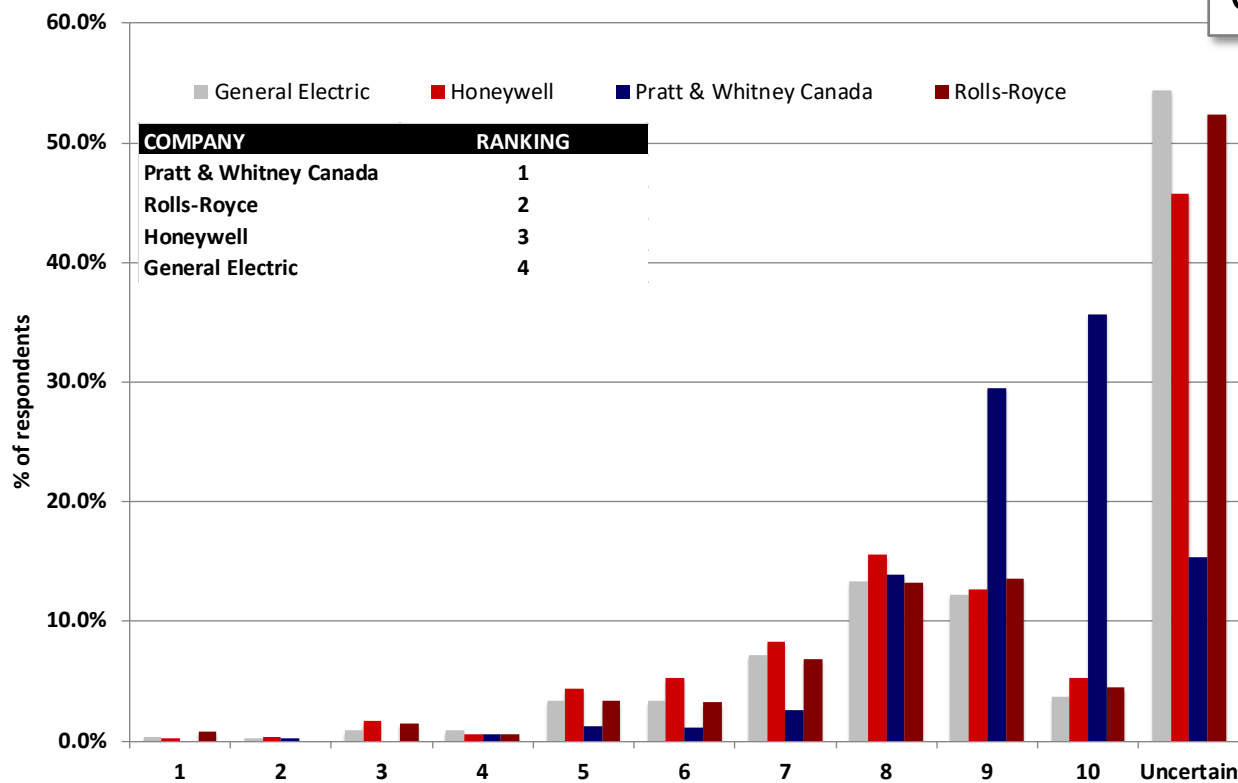


Pratt & Whitney Canada, Rolls-Royce, and General Electric are the top-rated jet engine manufacturer brands

Brand Reputations

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

Q3 2019 Survey



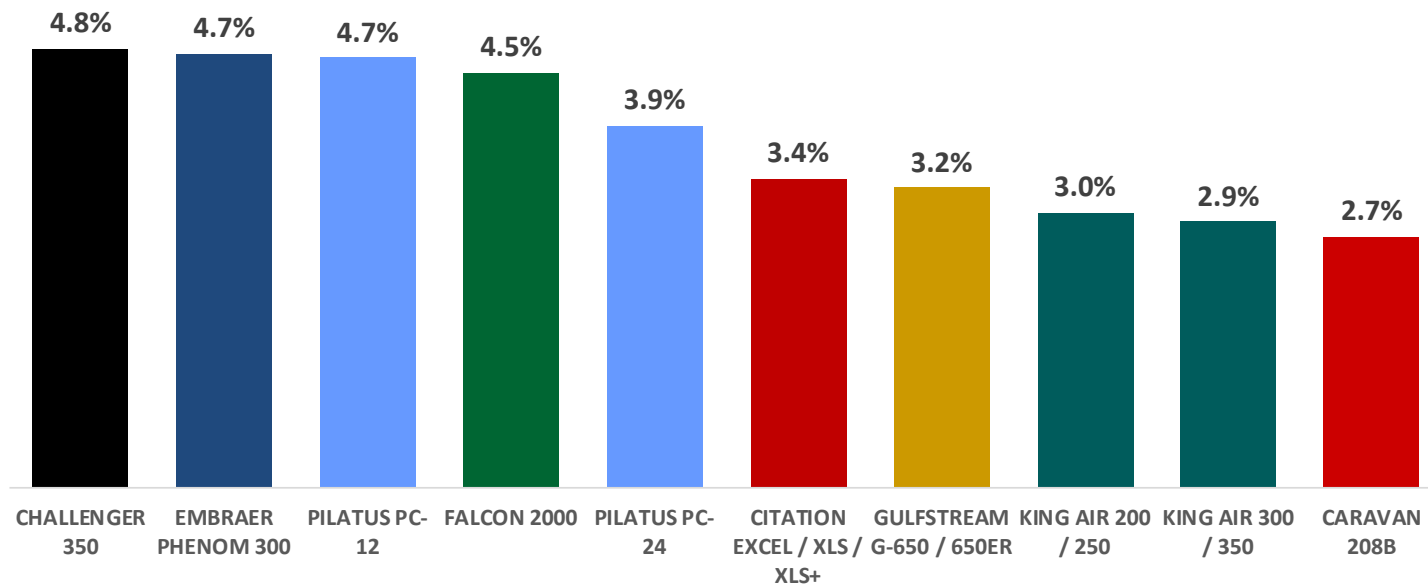
Pratt & Whitney Canada is the highest rated turboprop engine manufacturer brand, well ahead of Rolls-Royce, Honeywell, and General Electric

Aircraft Models for Next Purchase

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

Q4 2018 – Q3 2019 Surveys

Model most interested in for next purchase - New and Preowned
Top 10 models: Q4 2018 - Q3 2019



The top models respondents are most interested in for their next purchase (new and preowned) are Challenger 350, Embraer Phenom 300, Pilatus PC-12 and Falcon 2000

Aircraft Owner / Operator Opinions

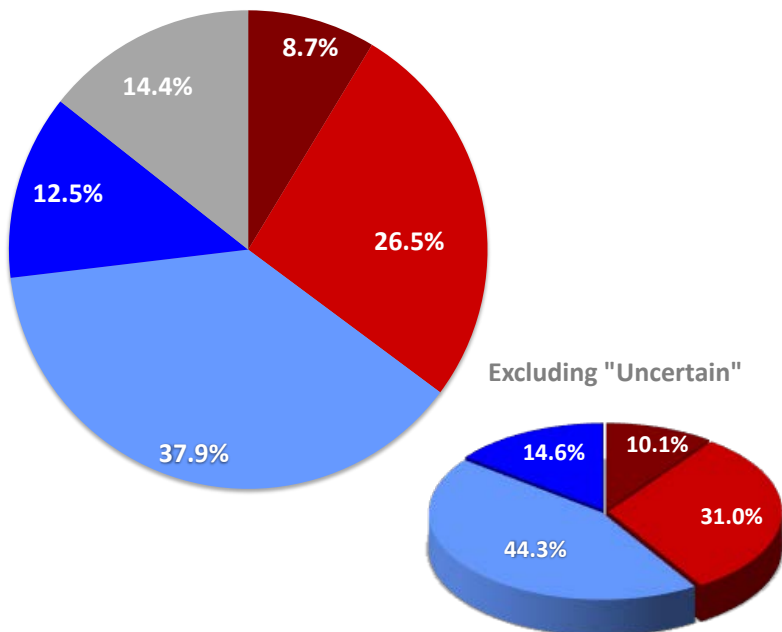
Please evaluate these statements and indicate the extent to which you agree or disagree:

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

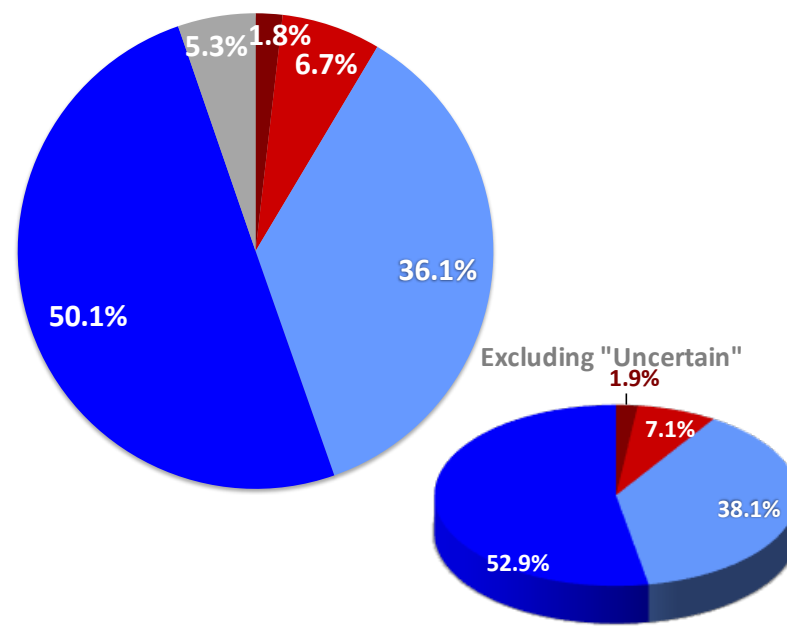
Q3 2019 Survey

I believe there will be a shift away from whole aircraft ownership towards fractional, charter and other forms of shared access

In my opinion, industry leaders / OEMs need to come together to improve the general public's perception of business aviation



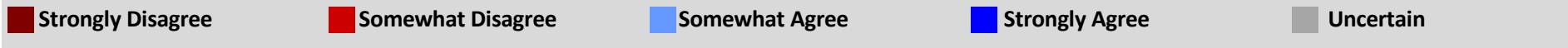
58.9% Somewhat / Strongly Agree



91.0% Somewhat / Strongly Agree

Aircraft Owner / Operator Opinions

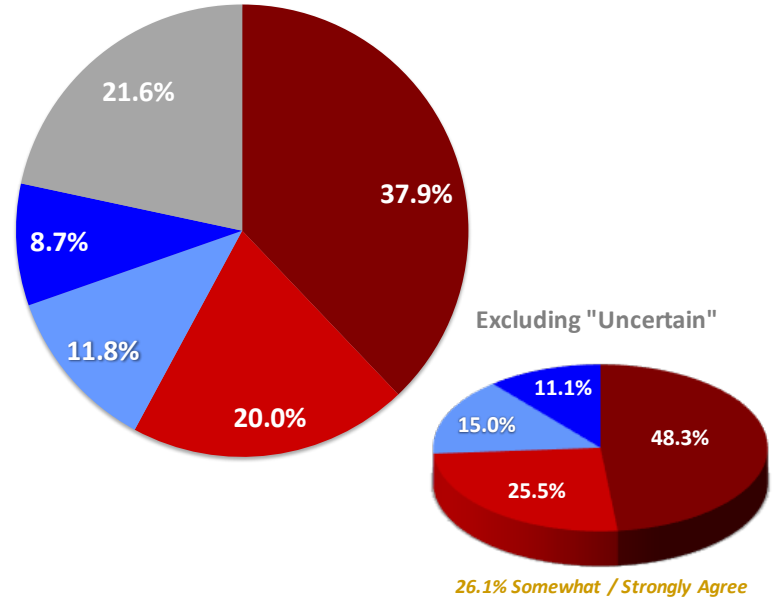
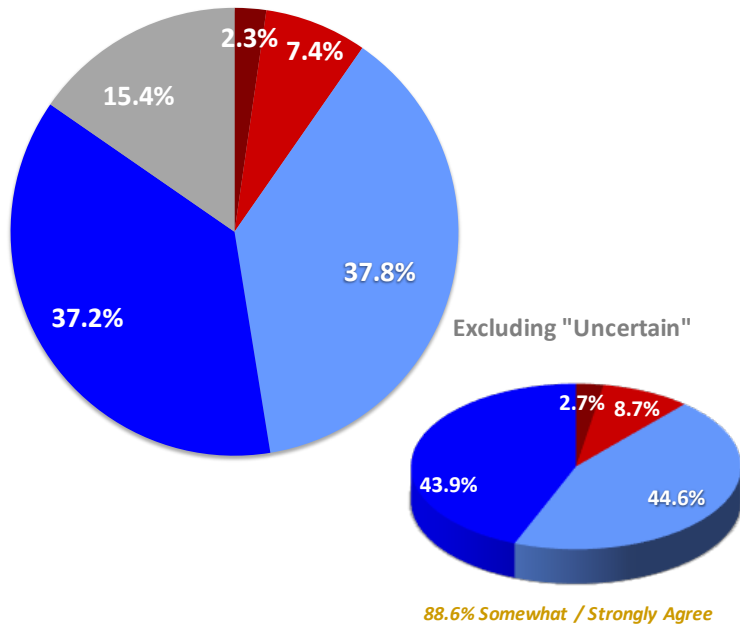
Please evaluate these statements and indicate the extent to which you agree or disagree:



Q3 2019 Survey

I believe a \$US20 million jet with 5,000nm range with a flat floor, stand-up cabin would be a market game-changer

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



Aircraft Owner / Operator Opinions

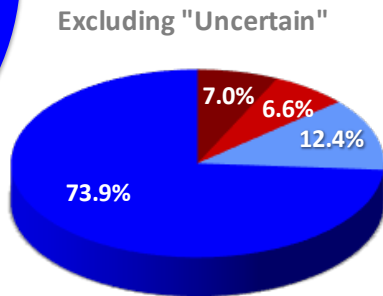
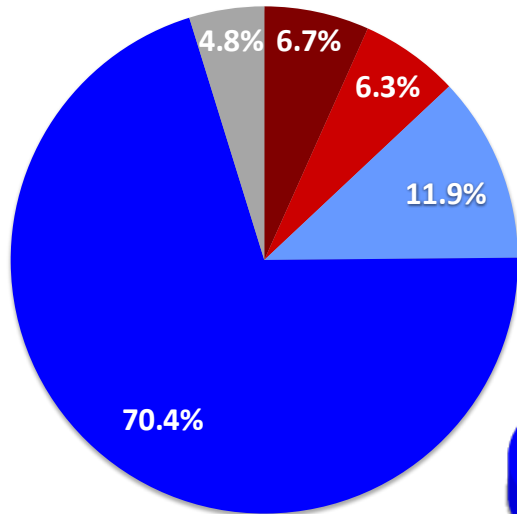
Please evaluate these statements and indicate the extent to which you agree or disagree:



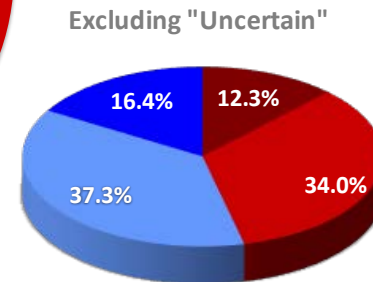
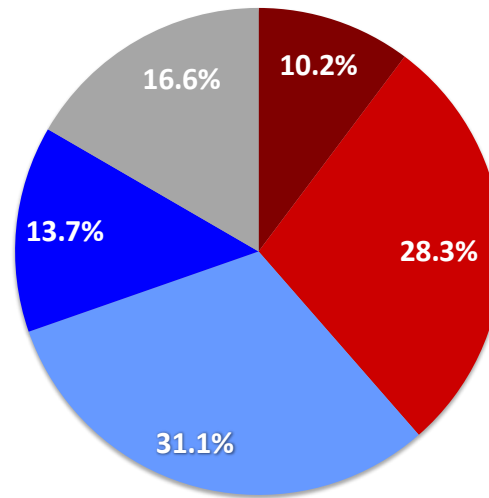
Q3 2019 Survey

All of our aircraft will be ADS-B Out compliant by December 31, 2019

Hybrid or electric engines are the next generation of propulsion in business aviation



86.3% Somewhat / Strongly Agree



53.7% Somewhat / Strongly Agree

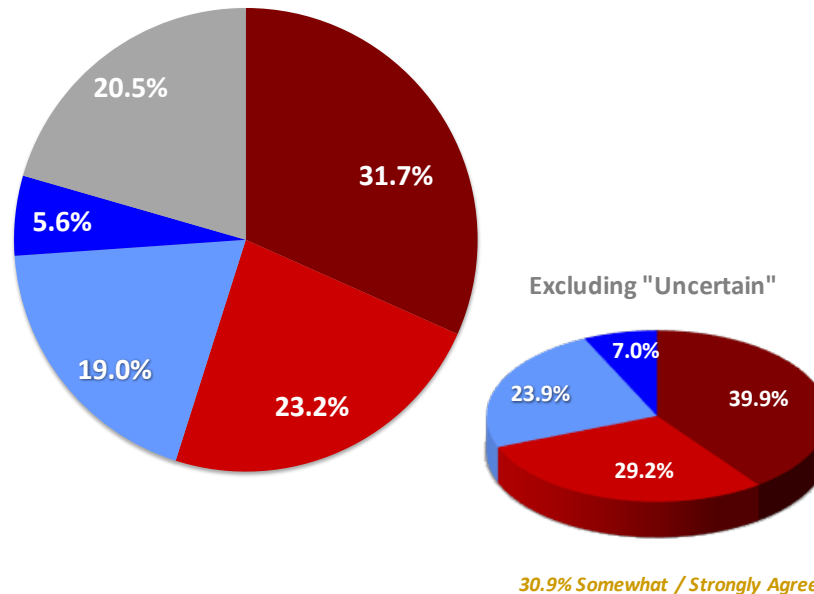
Aircraft Owner / Operator Opinions

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

Strongly Disagree Somewhat Disagree Somewhat Agree Strongly Agree Uncertain

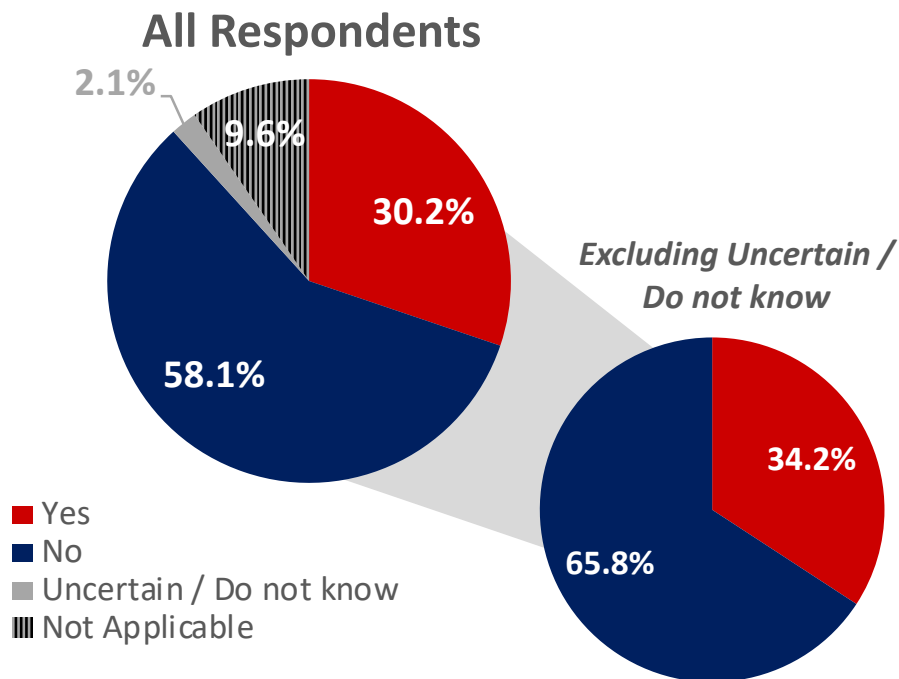
Q3 2019 Survey

I/we will seriously consider flying with alternative jet fuels in the next 12 months

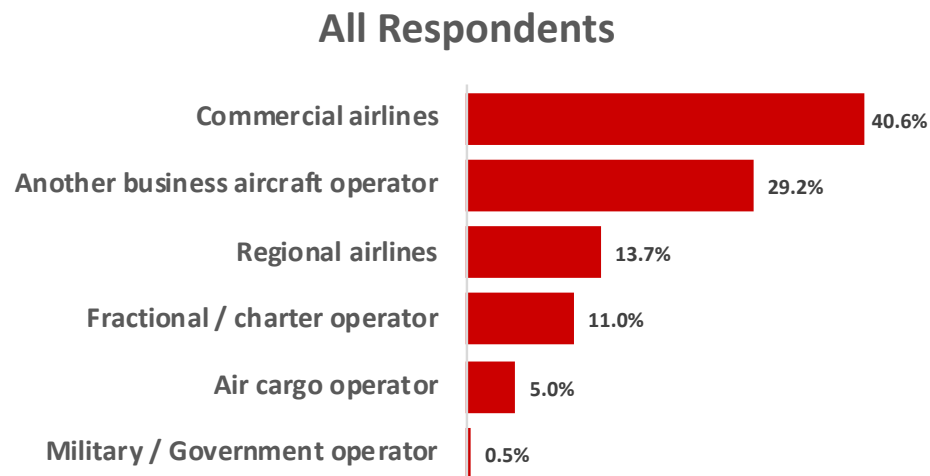


Pilots: Number of Pilots per Aircraft

In the last 6 months, did any of your pilots resign to take another position in the industry?



For respondents who had pilots(s) resign to take another industry position, where did they go?

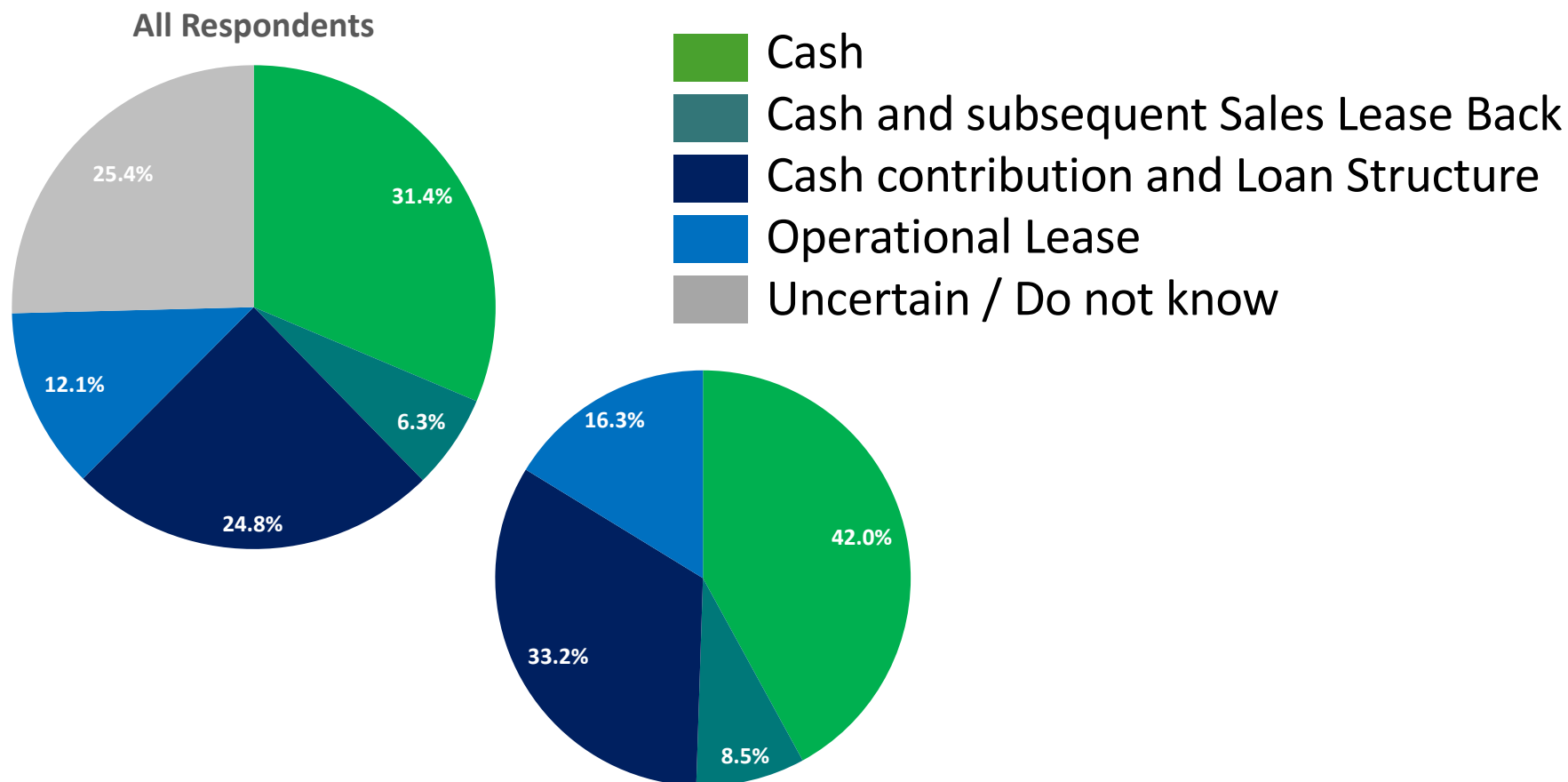


Financing Aircraft Purchases

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

Q4 2018 – Q3 2019 Surveys

New Aircraft Purchases

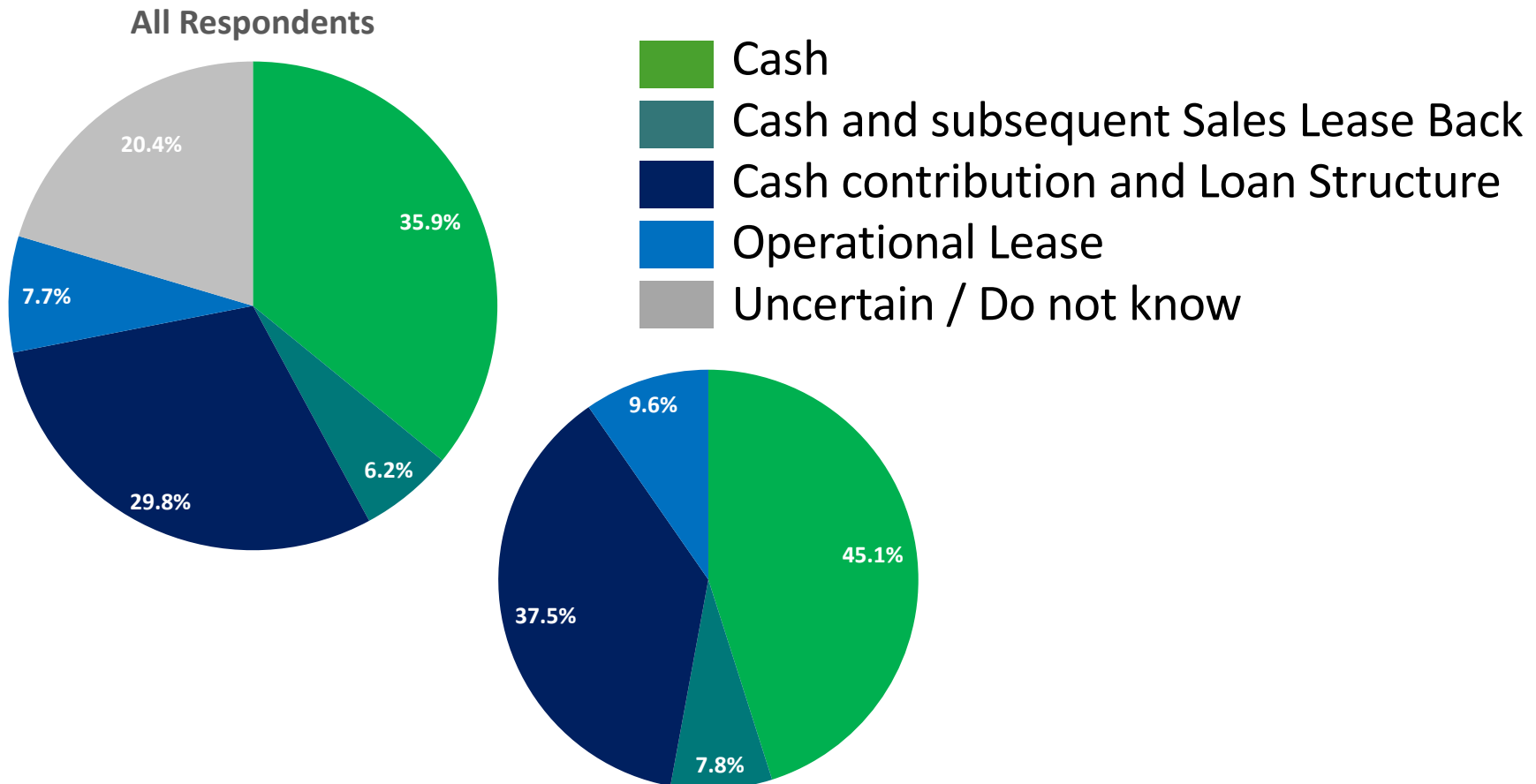


Financing Aircraft Purchases

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

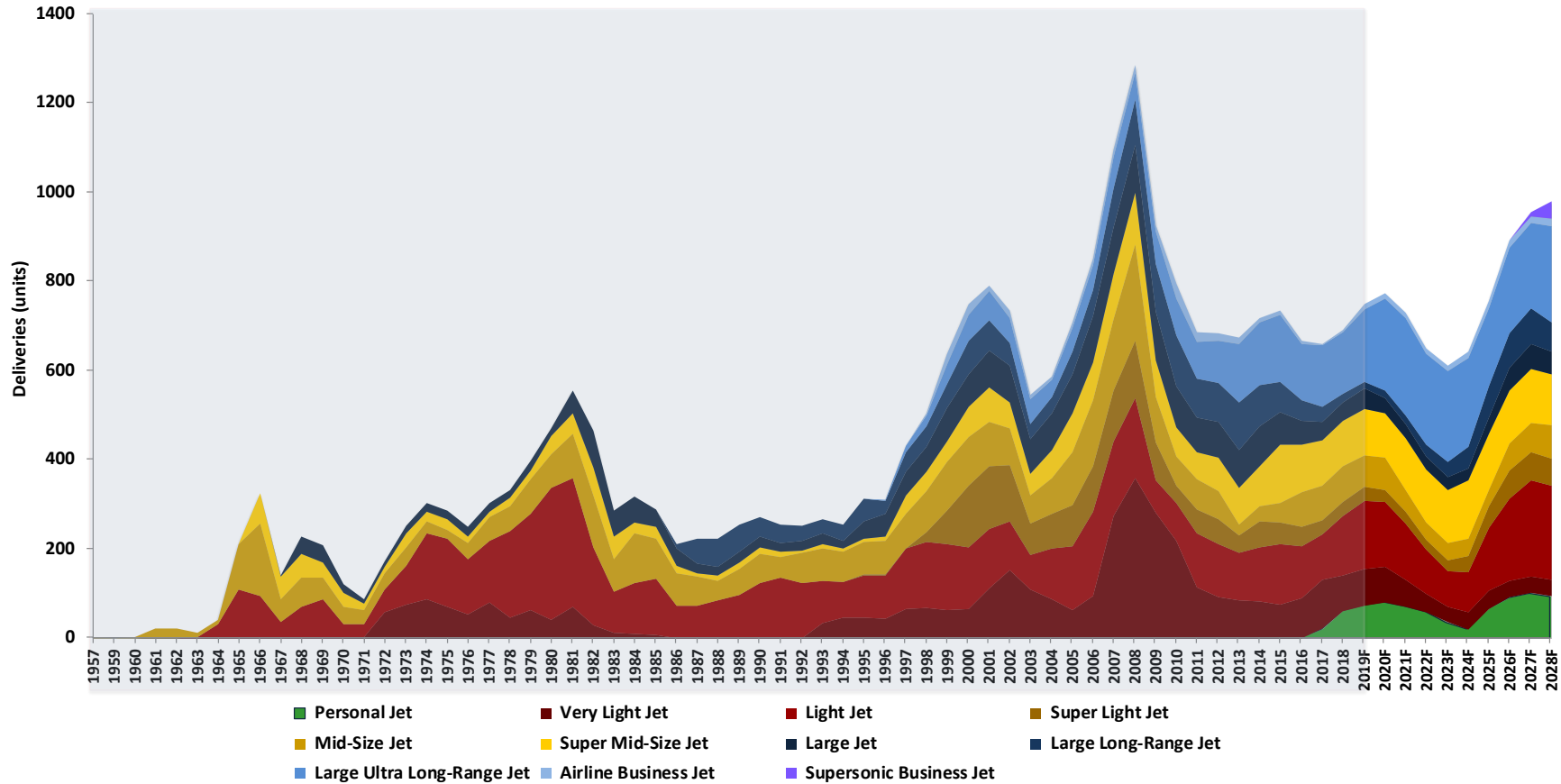
Q4 2018 – Q3 2019 Surveys

Preowned Aircraft Purchases



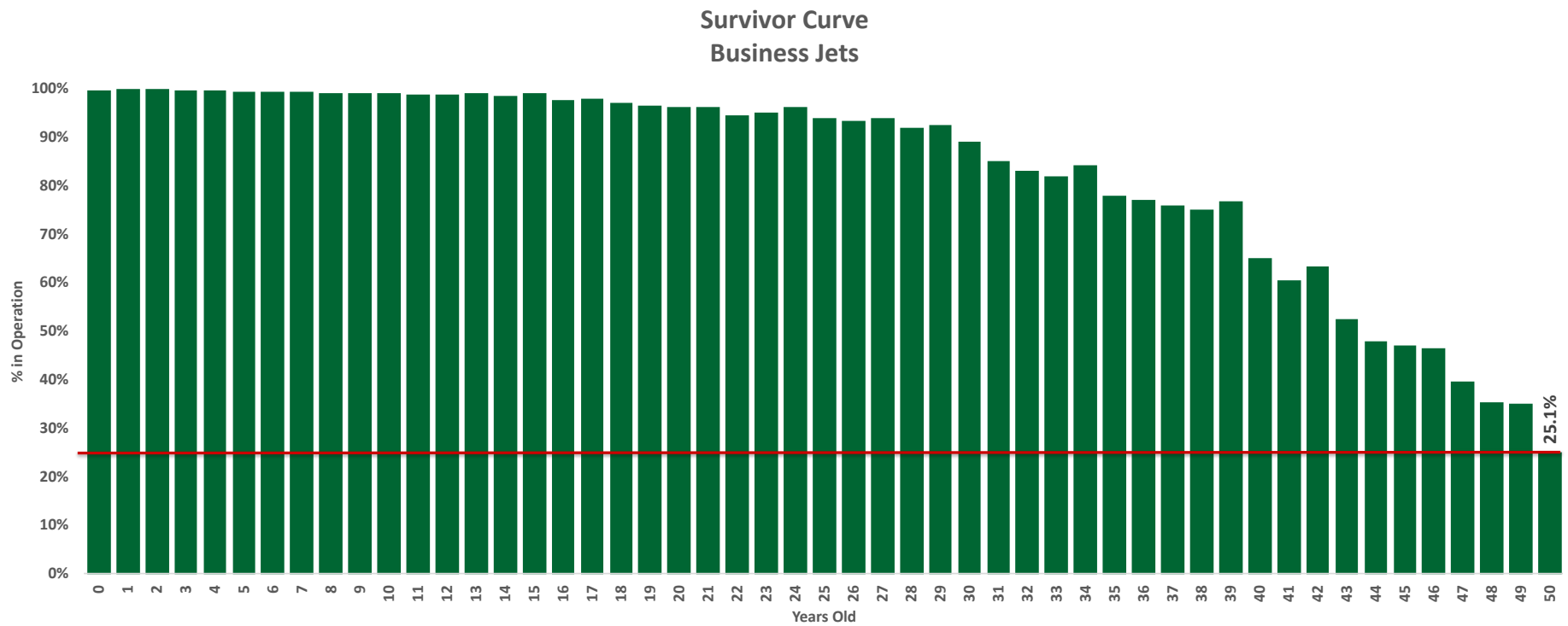
Business Jet Delivery History & Forecast

Business jet delivery forecast by size category: Historical - 2028



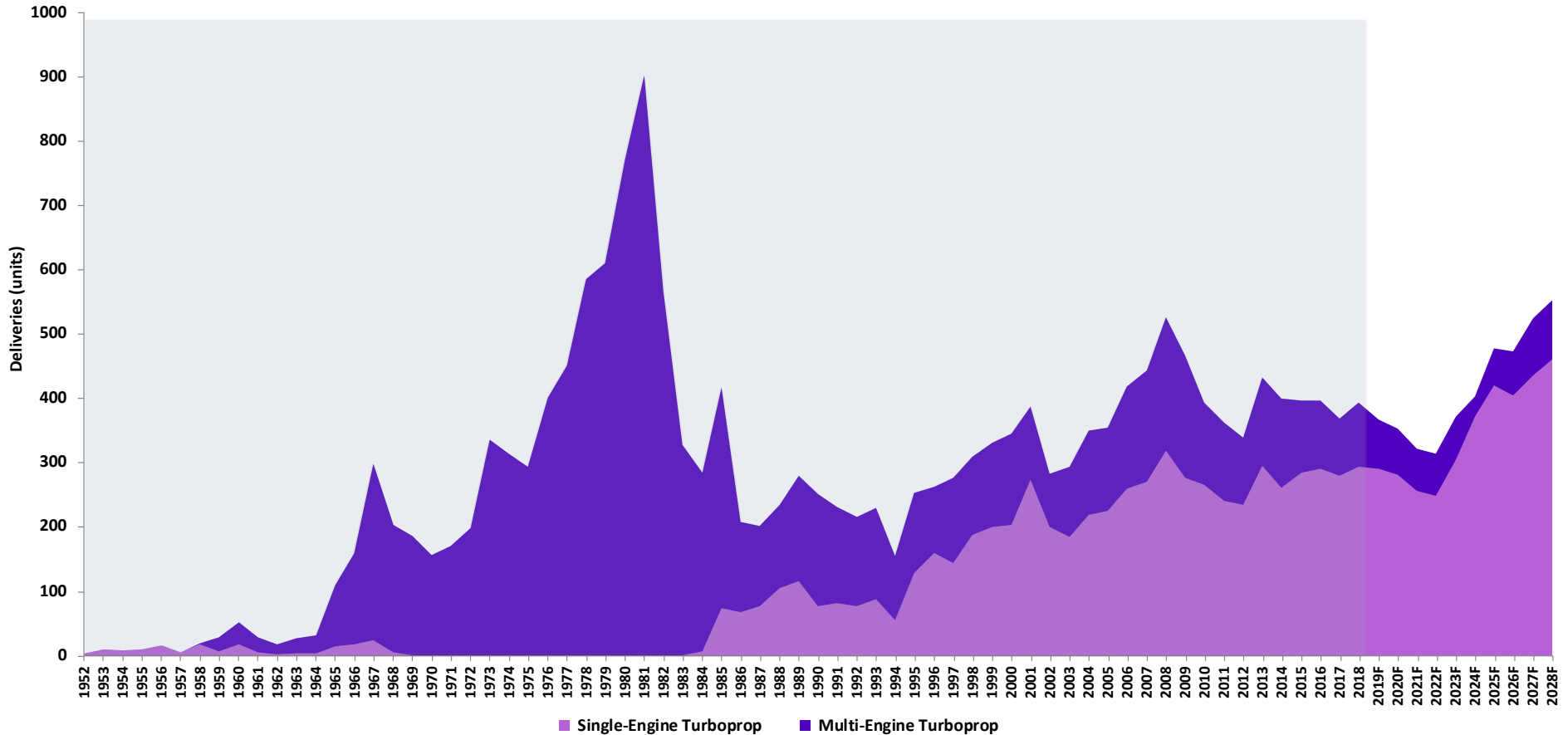
JETNET iQ 10-year forecast for 2019-2028 is for 7,728 new business jet deliveries (including single-engine Personal Jets) valued at \$243 billion (\$U.S. 2019)

Business Jet Survivor Curve



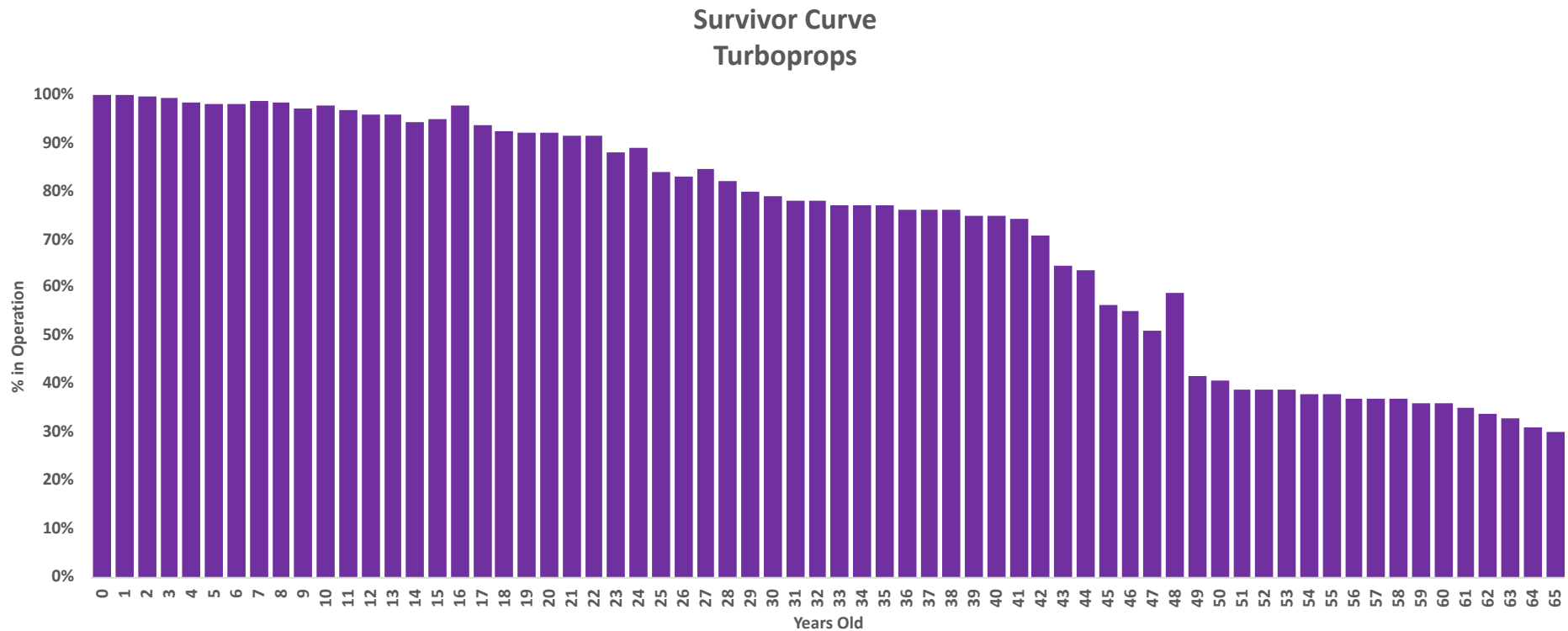
Turboprop Delivery History & Forecast

Turboprop delivery forecast by size category: Historical - 2028



JETNET iQ 10-year forecast for 2019-2028 is for 4,156 new turboprop deliveries valued at \$19 billion (\$U.S. 2019)

Turboprop Survivor Curve



About JETNET iQ

Launched in January 2011, JETNET iQ is a forecasting and premium advisory service for the business aviation market, designed to help customers “Know More”. Available on an annual subscription basis, JETNET iQ has 3 main elements:

- 1) JETNET iQ REPORTS are the definitive analytical reference for the business aviation industry, incorporating state-of-the-industry analyses, proprietary aircraft owner/operator surveys, and detailed 10-year delivery and fleet forecasts, updated quarterly.
- 2) JETNET iQ SUMMITS provide fast-paced thought-provoking insights into the state of the industry, and unique networking opportunities.
- 3) JETNET iQ CONSULTING serves the needs of clients with customized research and analysis requirements on a project-by-project basis.

For more information on JETNET iQ, please log on to www.jetnetiq.com 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.