



➤➤ KNOW MORE.

JETNET iQ Snap! Report Q4 2016 Summary Report

➤ BUSINESS AVIATION MARKET INTELLIGENCE ➤ REPORTS ➤ SUMMITS ➤ CONSULTING

Prepared for:
JETNET iQ Global Business Aviation Survey Respondents

December 31, 2016

JETNET iQ Snap!: 4th Quarter 2016 - 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

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



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

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

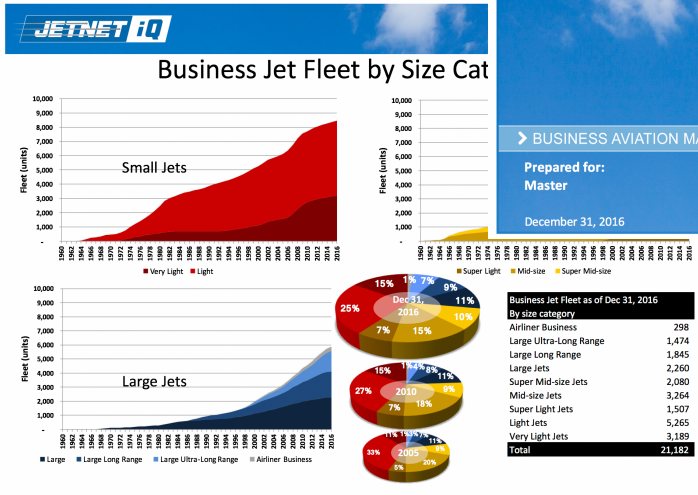
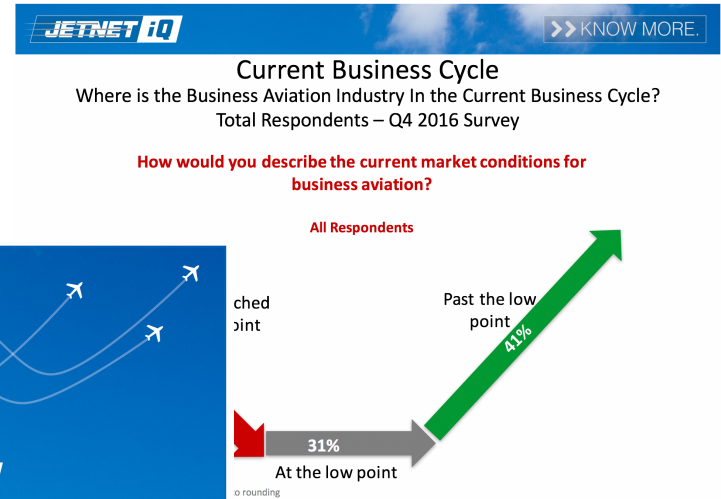
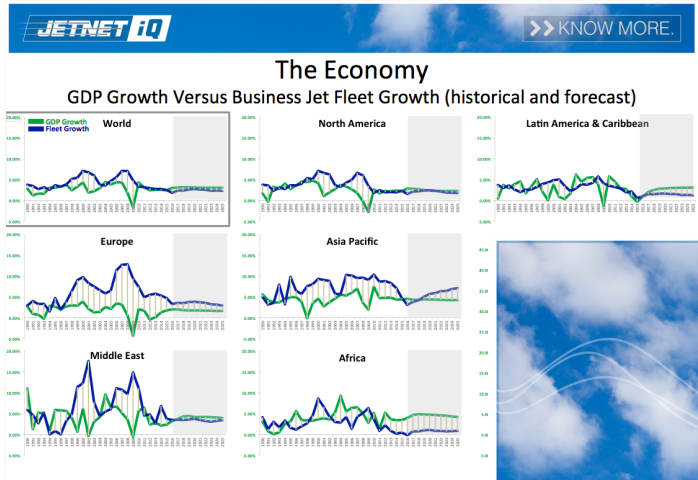
PASSWORD:



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 >> KNOW MORE.

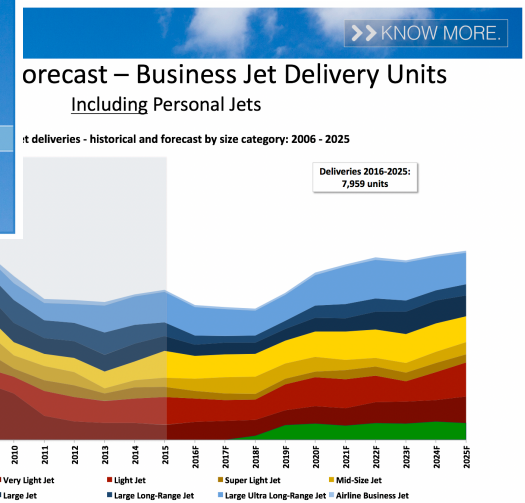
Q4 2016 Report

> BUSINESS AVIATION MARKET INTELLIGENCE > REPORTS > SUMMITS > CONSULTING

Prepared for:
 Master

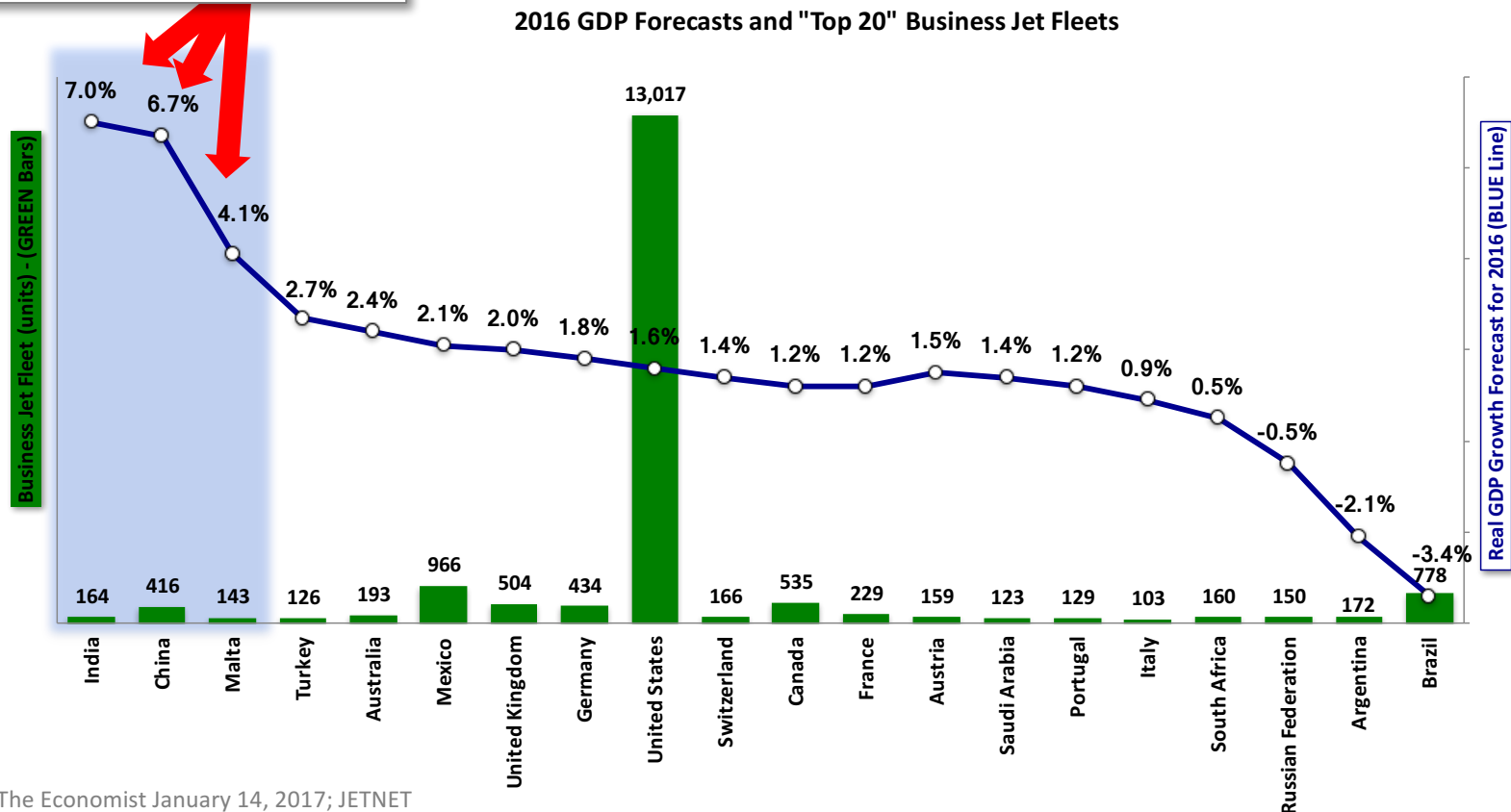
December 31, 2016

JETNET iQ REPORT: 4th Quarter 2016 - Private & Confidential



The Economy

Key markets with 3%+ forecasted 2016 GDP growth represent just 3.4% of the world business jet fleet



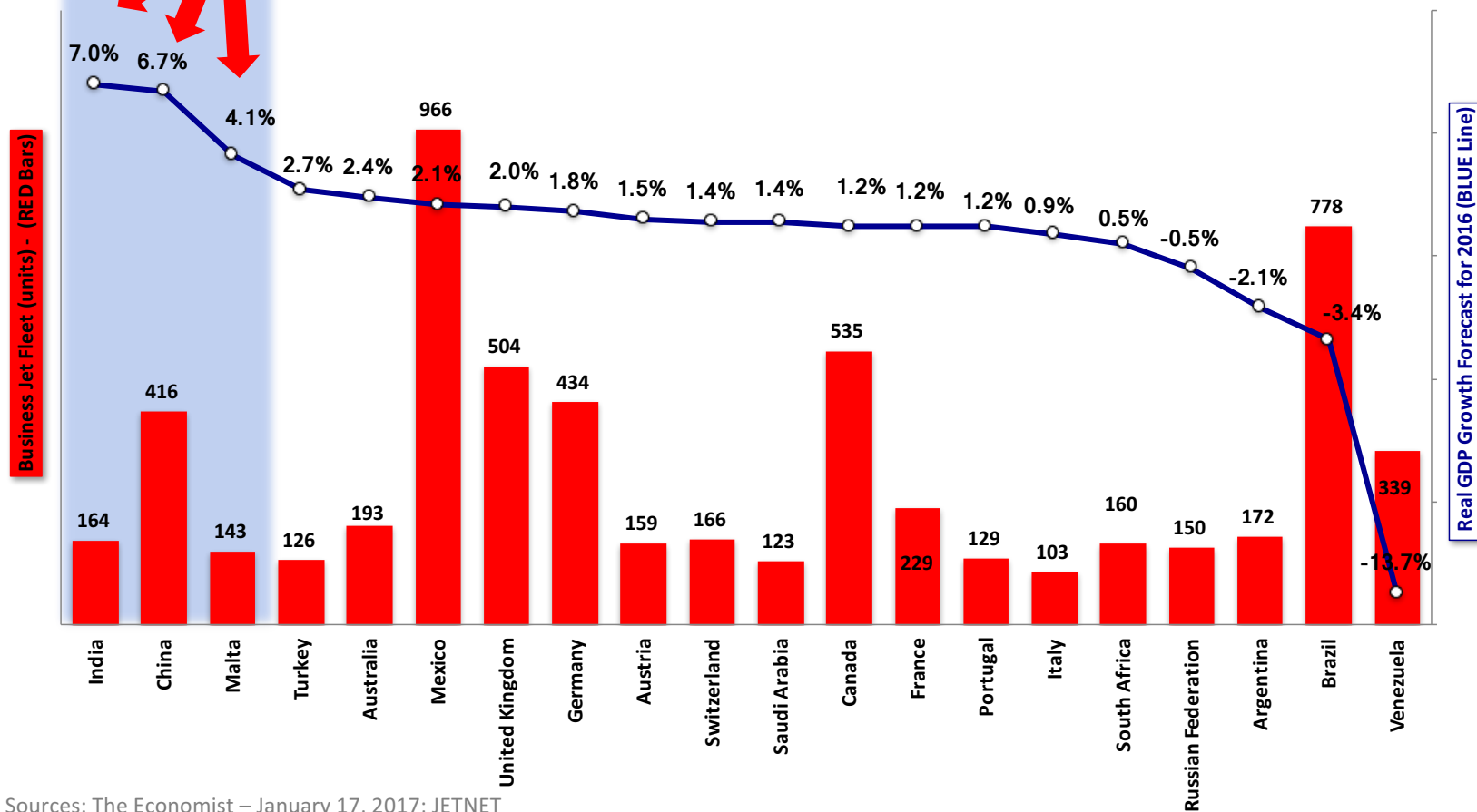
Sources: The Economist January 14, 2017; JETNET

The U.S. economy is estimated to have expanded by 1.6% in 2016

The Economy

Key markets with 3%+ forecasted 2016 GDP growth (excluding the U.S.) represent just 3.4% of the world business jet fleet

2016 GDP Forecasts and "Top 20" Business Jet Fleets (excluding the United States)



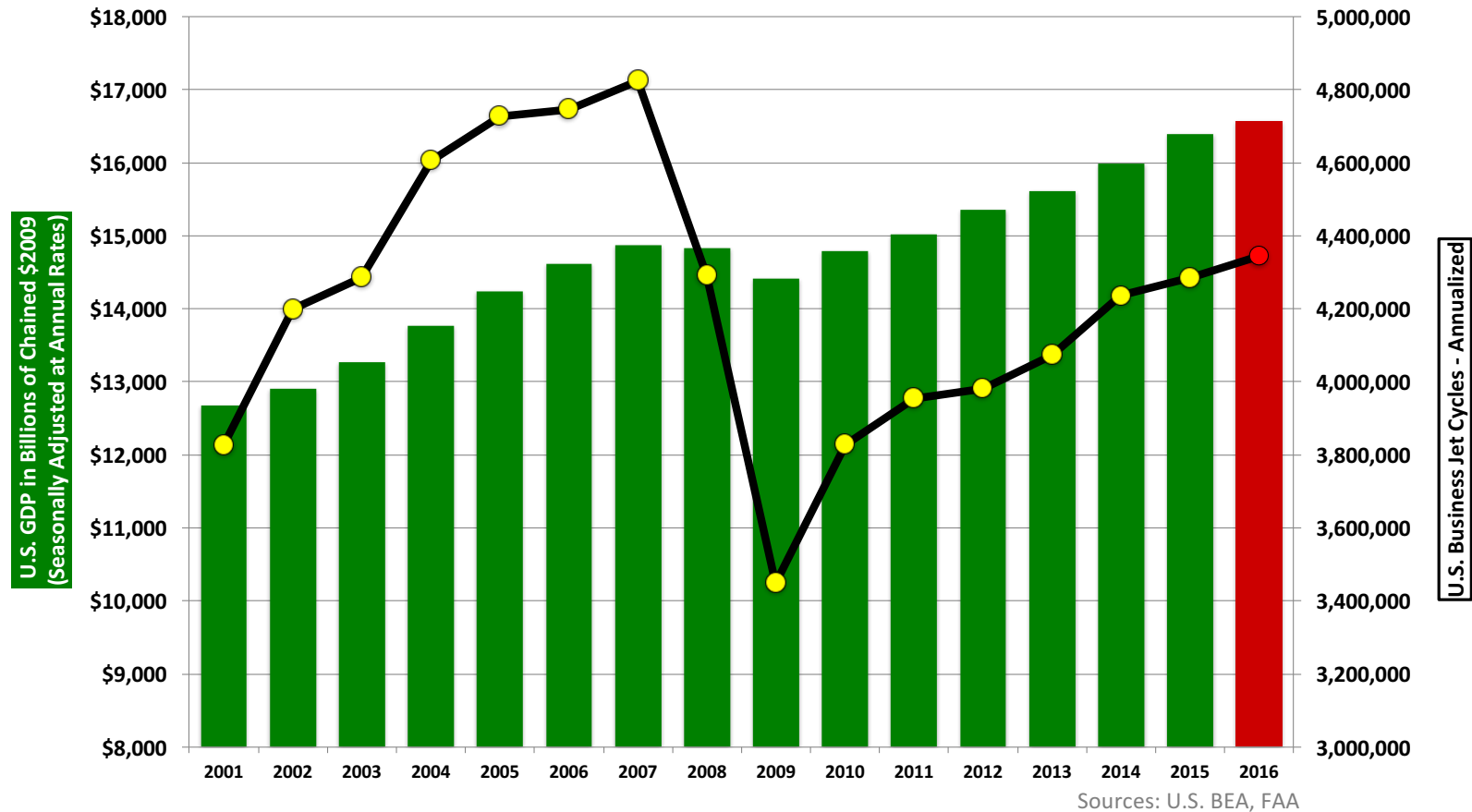
Sources: The Economist – January 17, 2017; JETNET

December 31, 2016

JETNET iQ Snap!: 4th Quarter 2016 - Private & Confidential

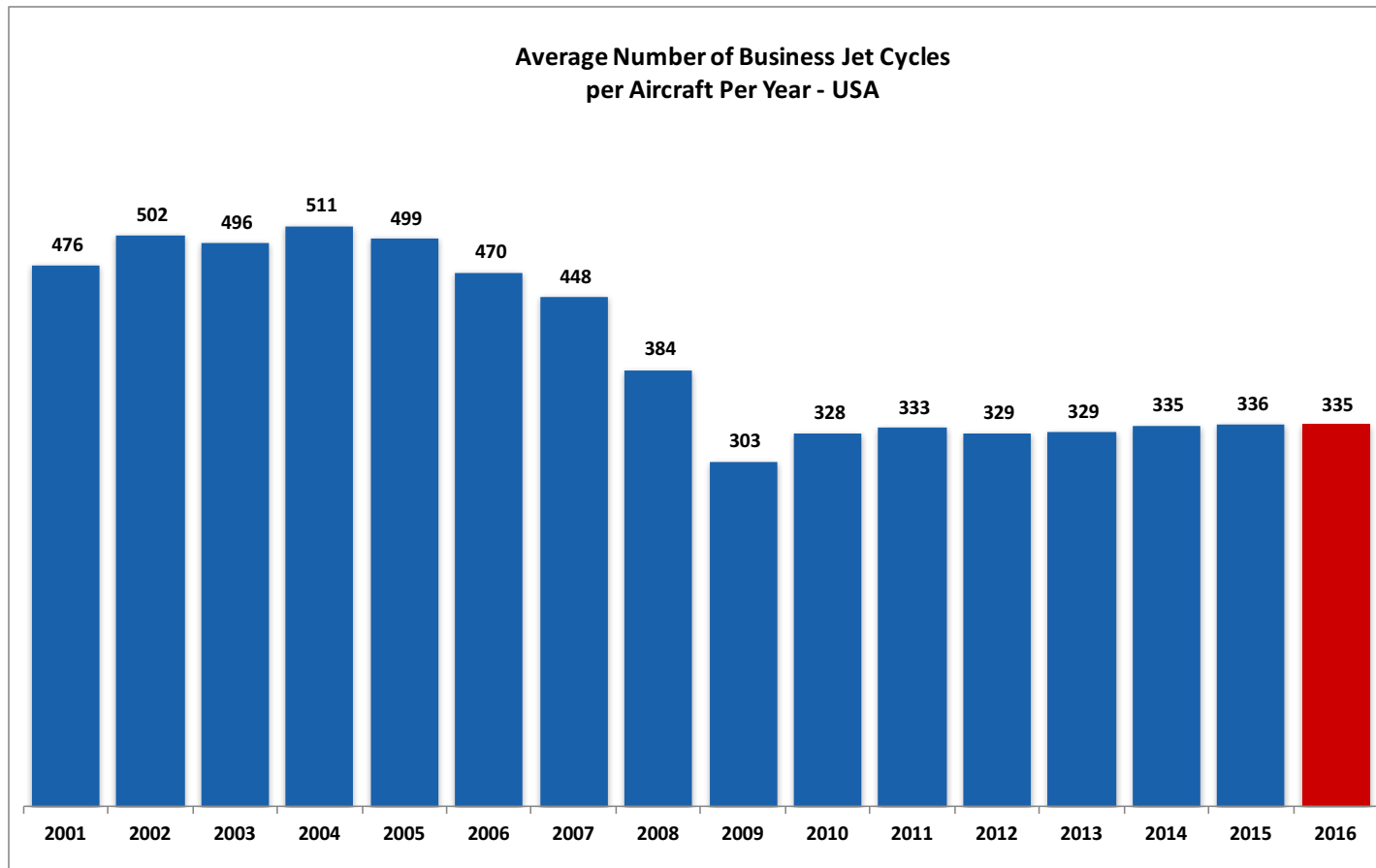
The Economy

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



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

The Economy



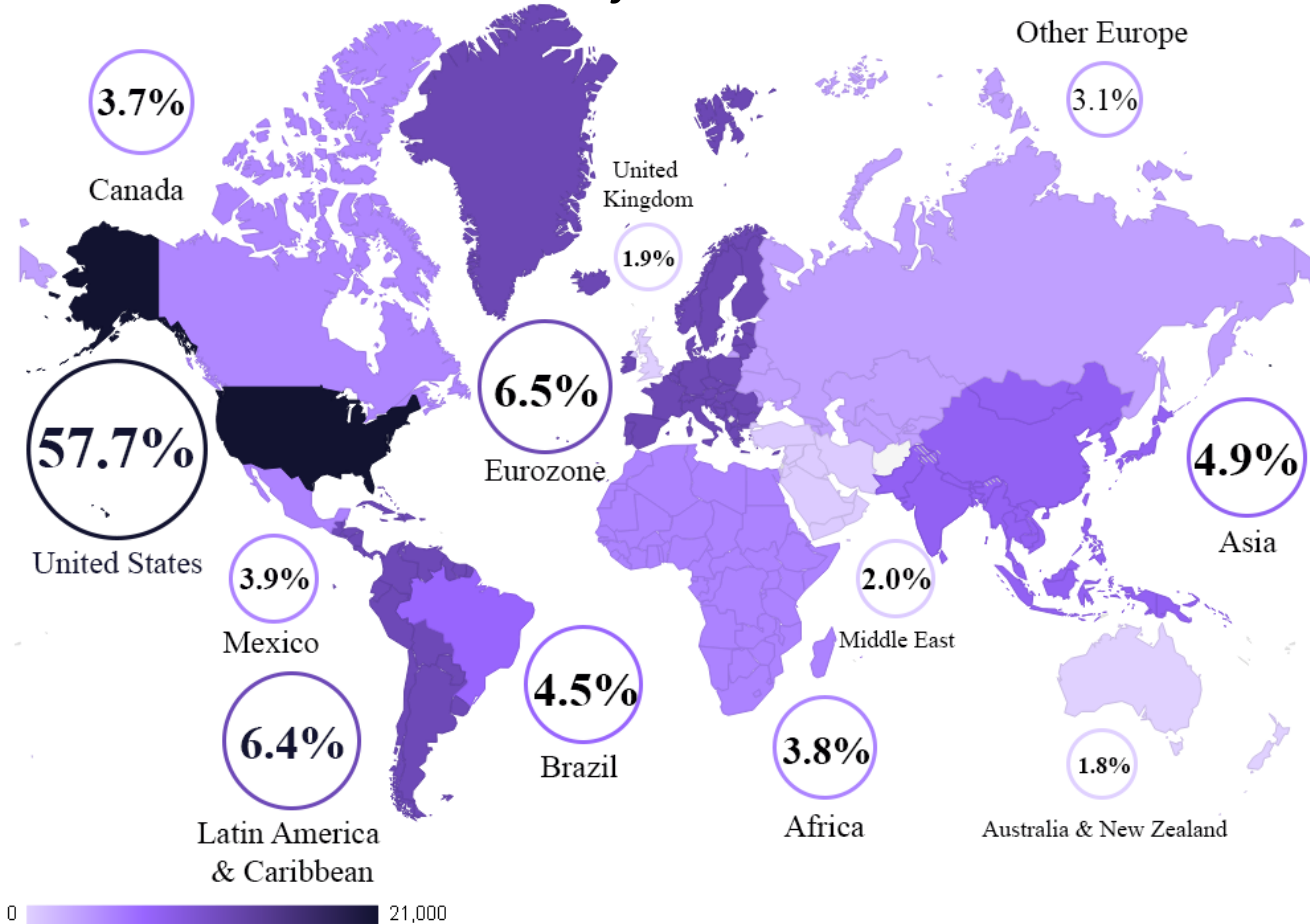
Sources: U.S. FAA, JETNET

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

Business Aircraft Fleet by Region

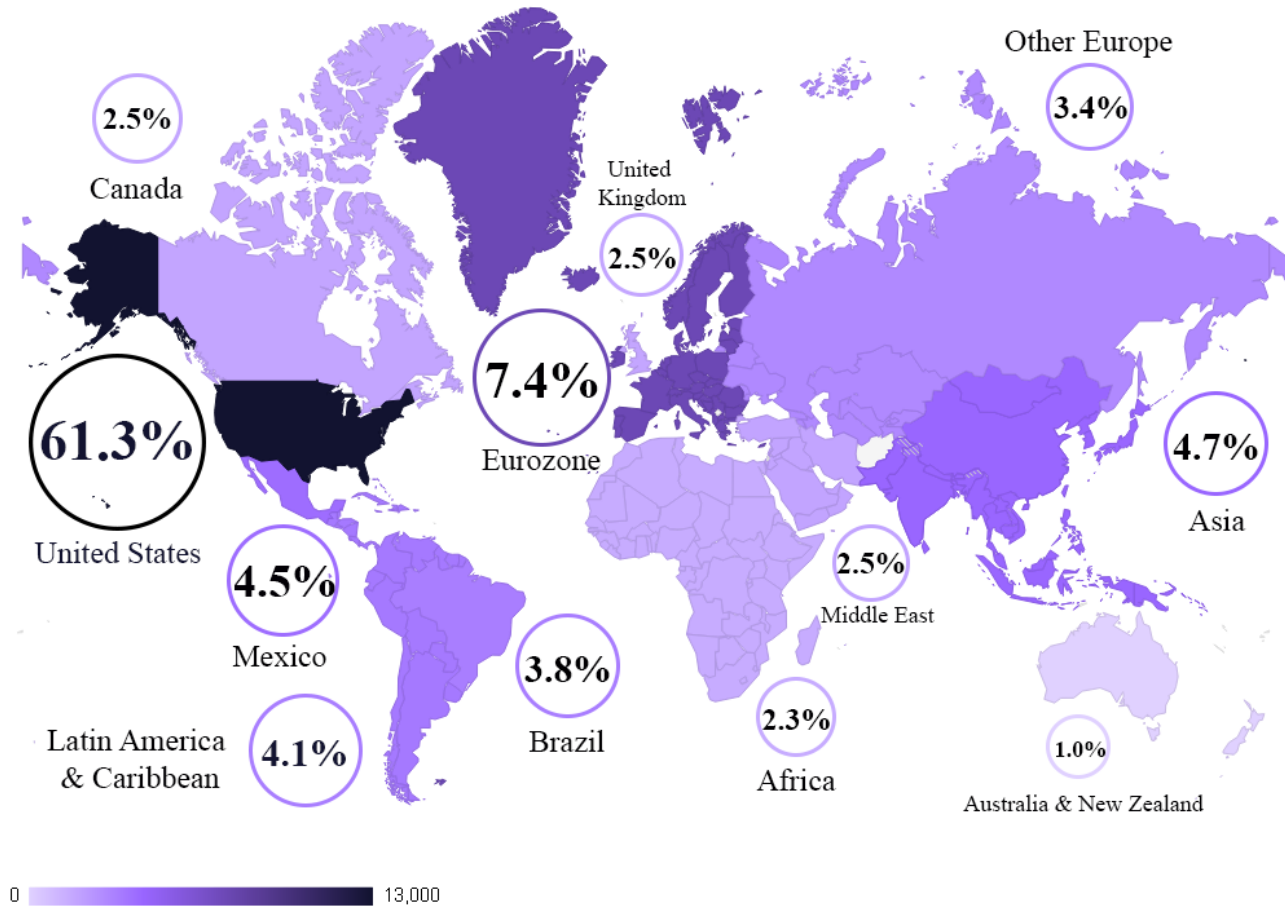
Share of Business Aircraft Fleet by Region

As of Q3 2016



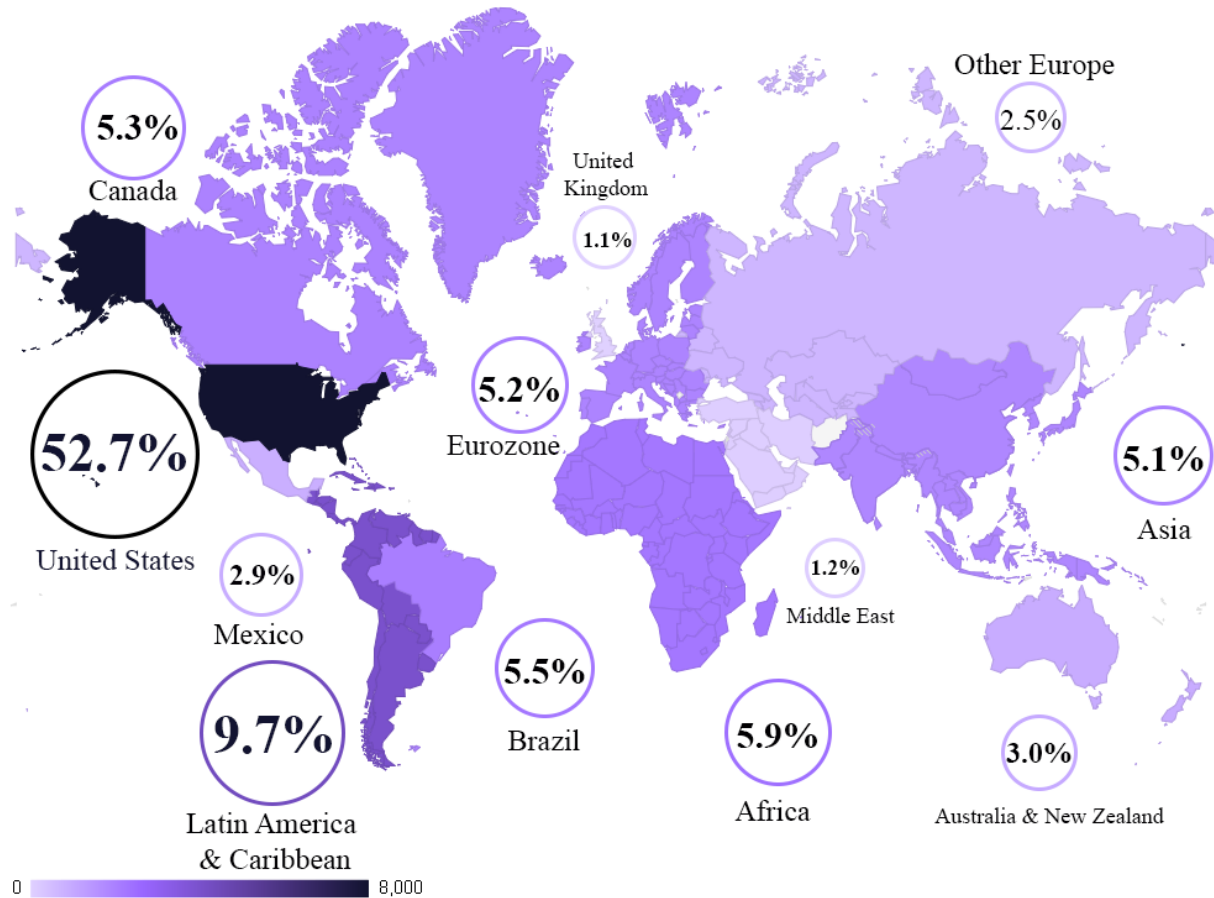
Business Jet Fleet by Region

Share of Business Jet Fleet by Region
As of Q3 2016



Turboprop Fleet by Region

Share of Turboprop Fleet by Region
As of Q3 2016



Business Jet Fleet by Manufacturer

| NORTH AMERICA | | EUROPE | | FORMER SOVIET UNION | |
|-----------------|-----------------------------|-----------------|-----------------------------|---------------------|-----------------------------|
| OEM | Fleet as of DEC 31, 2016 | OEM | Fleet as of DEC 31, 2016 | OEM | Fleet as of DEC 31, 2016 |
| Beechcraft | 246 | Beechcraft | 19 | Beechcraft | - |
| Bombardier | 2,952 | Bombardier | 632 | Bombardier | 70 |
| Cessna Citation | 4,803 | Cessna Citation | 833 | Cessna Citation | 29 |
| Dassault Falcon | 1,346 | Dassault Falcon | 459 | Dassault Falcon | 24 |
| Embraer | 526 | Embraer | 168 | Embraer | 27 |
| Gulfstream | 1,807 | Gulfstream | 197 | Gulfstream | 32 |
| Hawker | 1,242 | Hawker | 168 | Hawker | 38 |
| Other | 630 | Other | 98 | Other | 19 |
| Total | 13,552 | Total | 2,574 | Total | 239 |

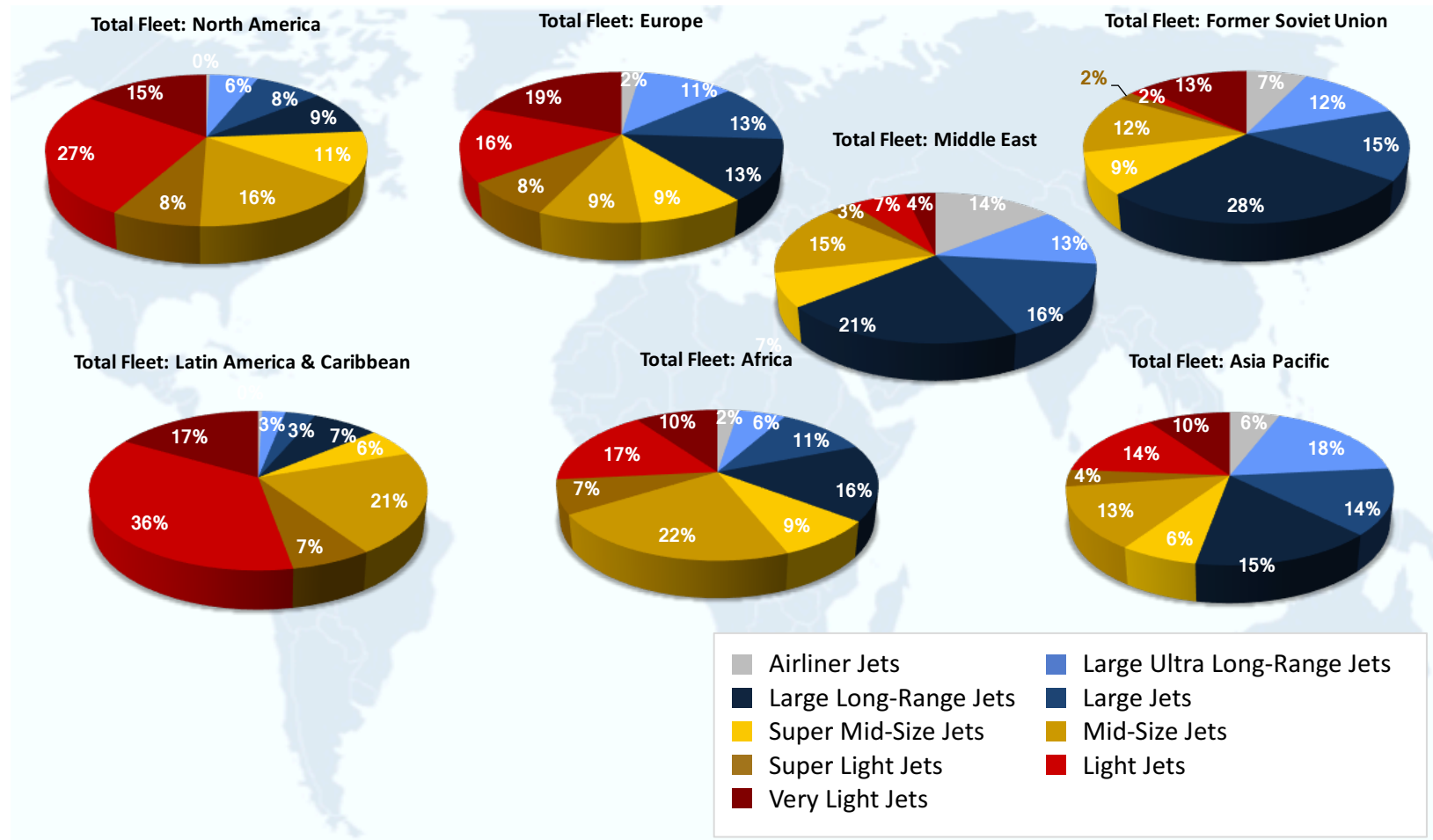
| MIDDLE EAST | |
|-----------------|-----------------------------|
| OEM | Fleet as of DEC 31, 2016 |
| Beechcraft | 3 |
| Bombardier | 116 |
| Cessna Citation | 57 |
| Dassault Falcon | 62 |
| Embraer | 42 |
| Gulfstream | 104 |
| Hawker | 64 |
| Other | 78 |
| Total | 526 |

| LATIN AMERICA & CARIBBEAN | | AFRICA | | ASIA PACIFIC | |
|---------------------------|-----------------------------|-----------------|-----------------------------|-----------------|-----------------------------|
| OEM | Fleet as of DEC 31, 2016 | OEM | Fleet as of DEC 31, 2016 | OEM | Fleet as of DEC 31, 2016 |
| Beechcraft | 65 | Beechcraft | 4 | Beechcraft | 9 |
| Bombardier | 657 | Bombardier | 98 | Bombardier | 289 |
| Cessna Citation | 834 | Cessna Citation | 106 | Cessna Citation | 226 |
| Dassault Falcon | 132 | Dassault Falcon | 67 | Dassault Falcon | 102 |
| Embraer | 219 | Embraer | 22 | Embraer | 85 |
| Gulfstream | 213 | Gulfstream | 60 | Gulfstream | 285 |
| Hawker | 317 | Hawker | 101 | Hawker | 131 |
| Other | 172 | Other | 20 | Other | 77 |
| Total | 2,609 | Total | 478 | Total | 1,204 |

World business jet fleet was 21,182 jets on December 31, 2016

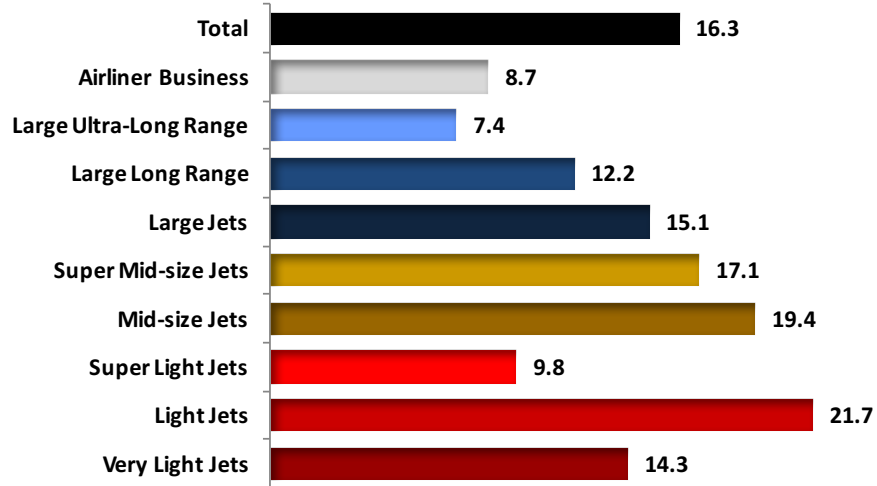
Business Jet Fleet by Size Category

December 31, 2016

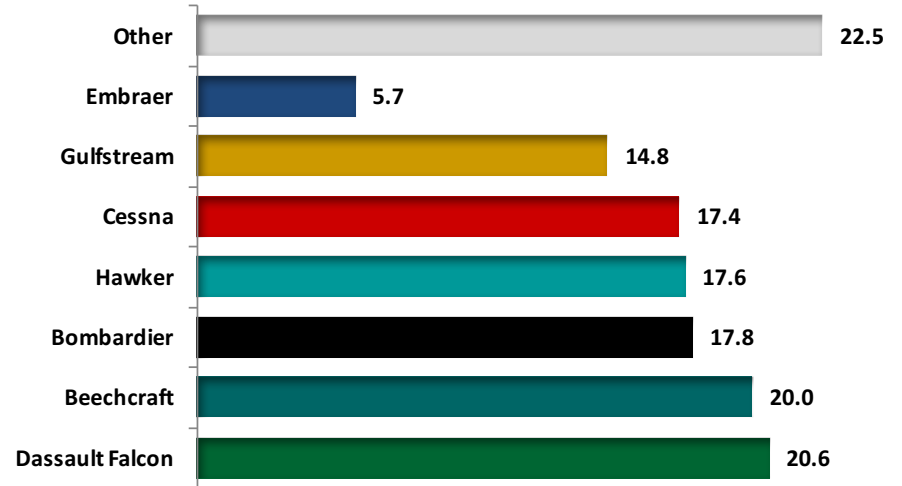


Business Jet Fleet Age

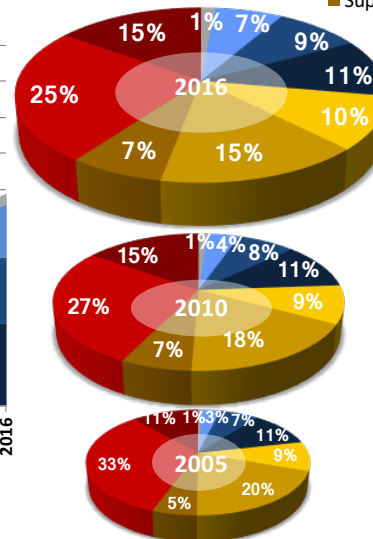
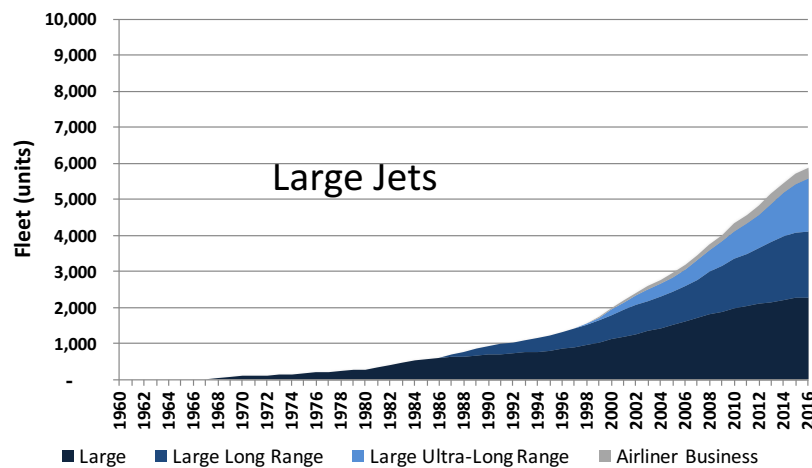
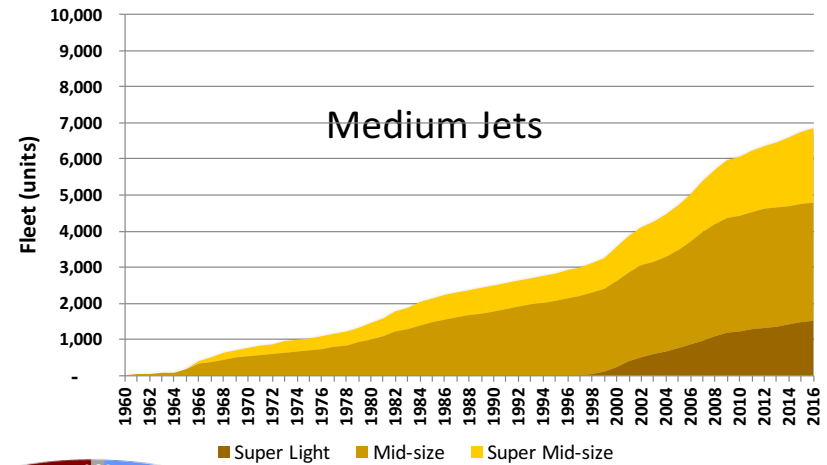
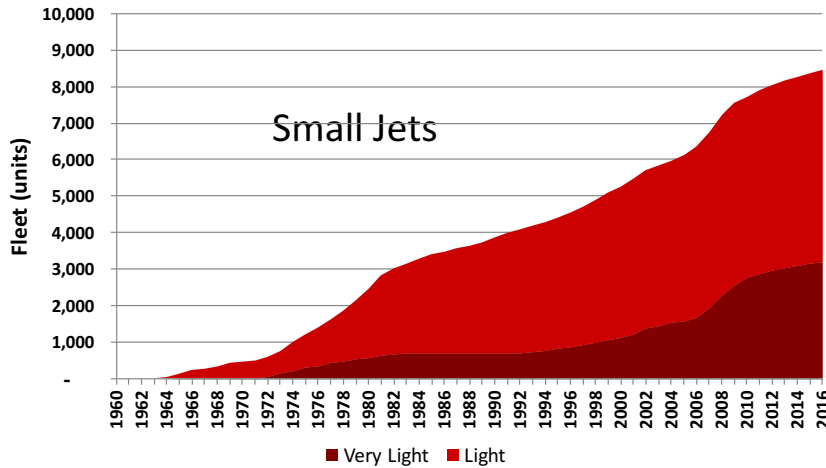
Business aircraft average fleet age as of Dec 31, 2016



Business aircraft average fleet age as of December 31, 2016

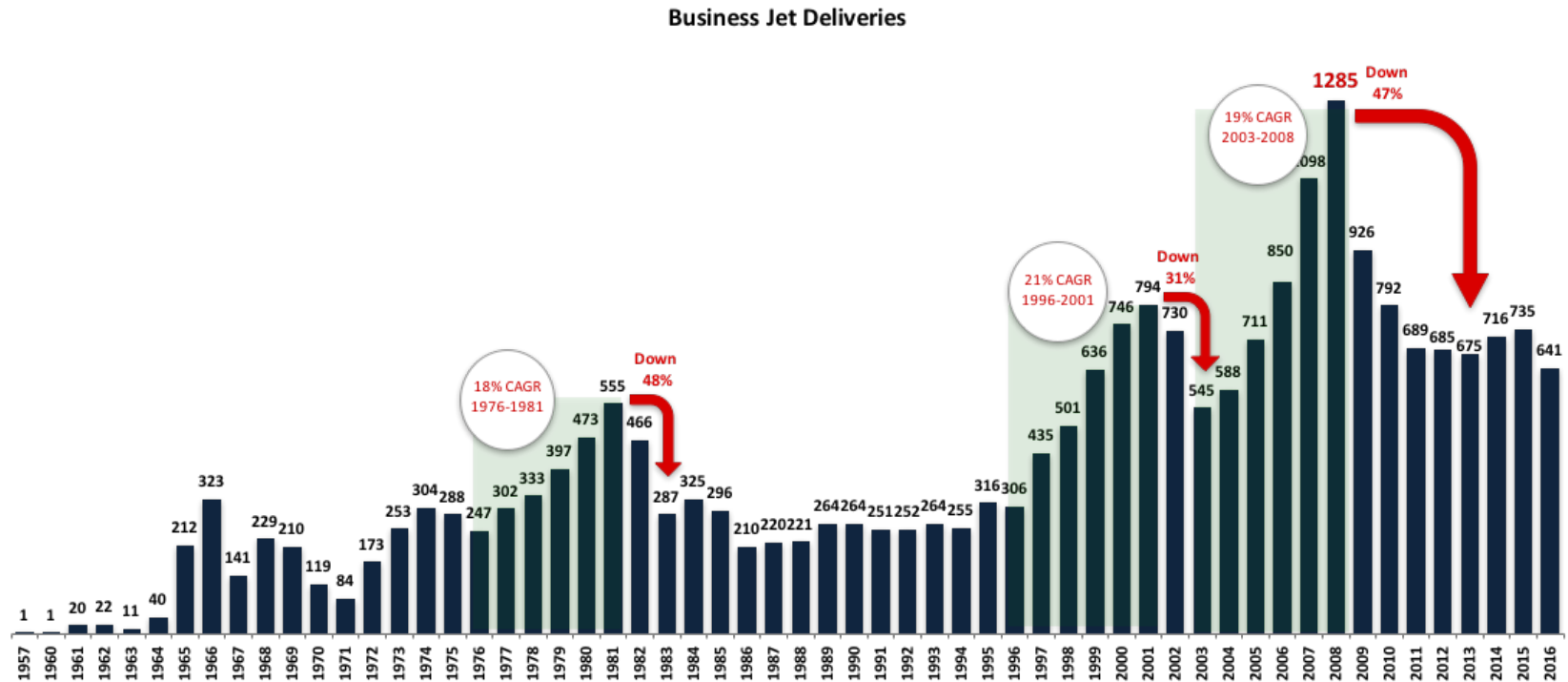


Business Jet Fleet by Size Category Fleet in Years 1960 – December 31, 2016



| Business Jet Fleet as of Dec 31, 2016 | |
|---------------------------------------|---------------|
| By size category | |
| Airliner Business | 298 |
| Large Ultra-Long Range | 1,474 |
| Large Long Range | 1,845 |
| Large Jets | 2,260 |
| Super Mid-size Jets | 2,080 |
| Mid-size Jets | 3,264 |
| Super Light Jets | 1,507 |
| Light Jets | 5,265 |
| Very Light Jets | 3,189 |
| Total | 21,182 |

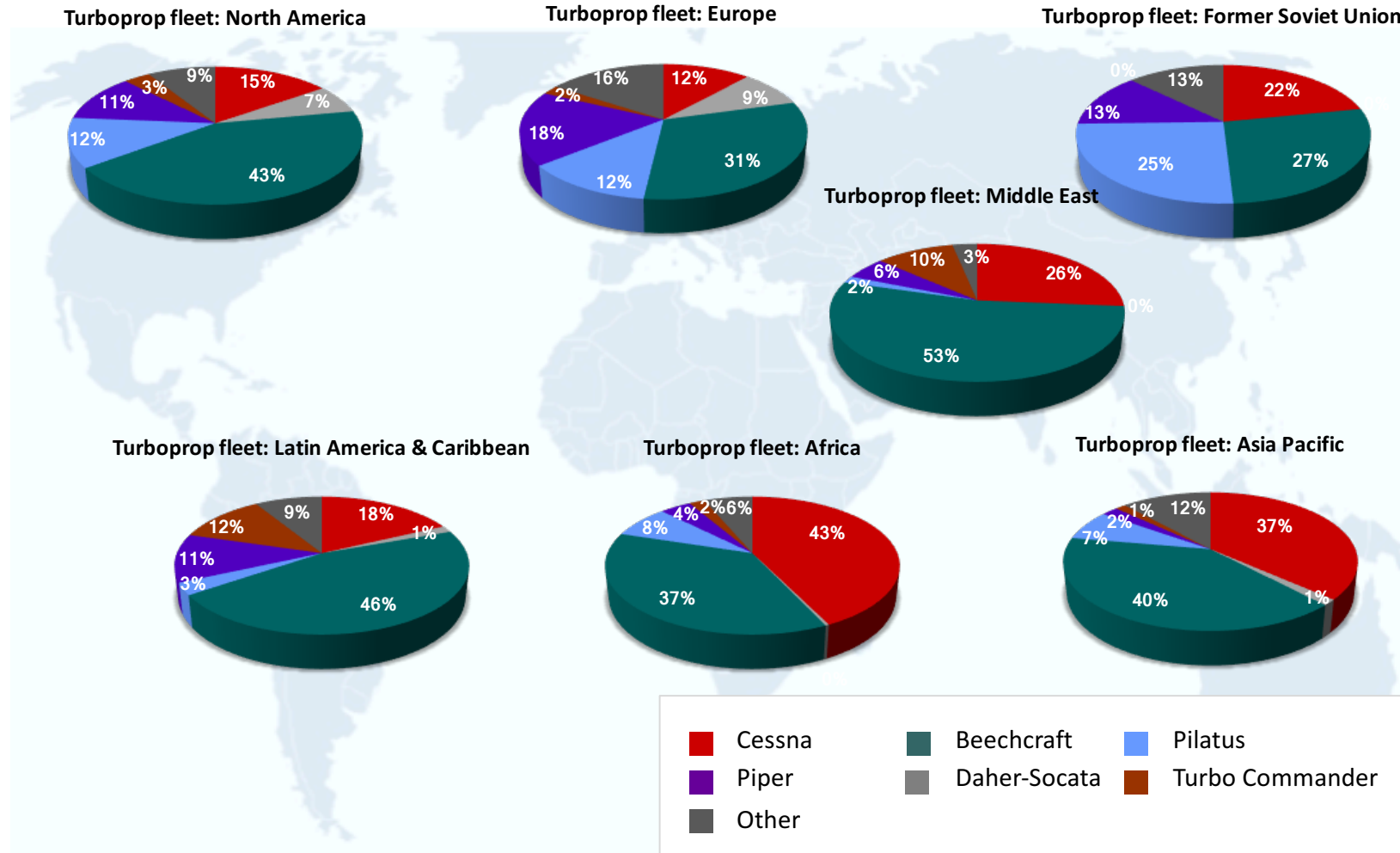
Business Jet Deliveries (units)



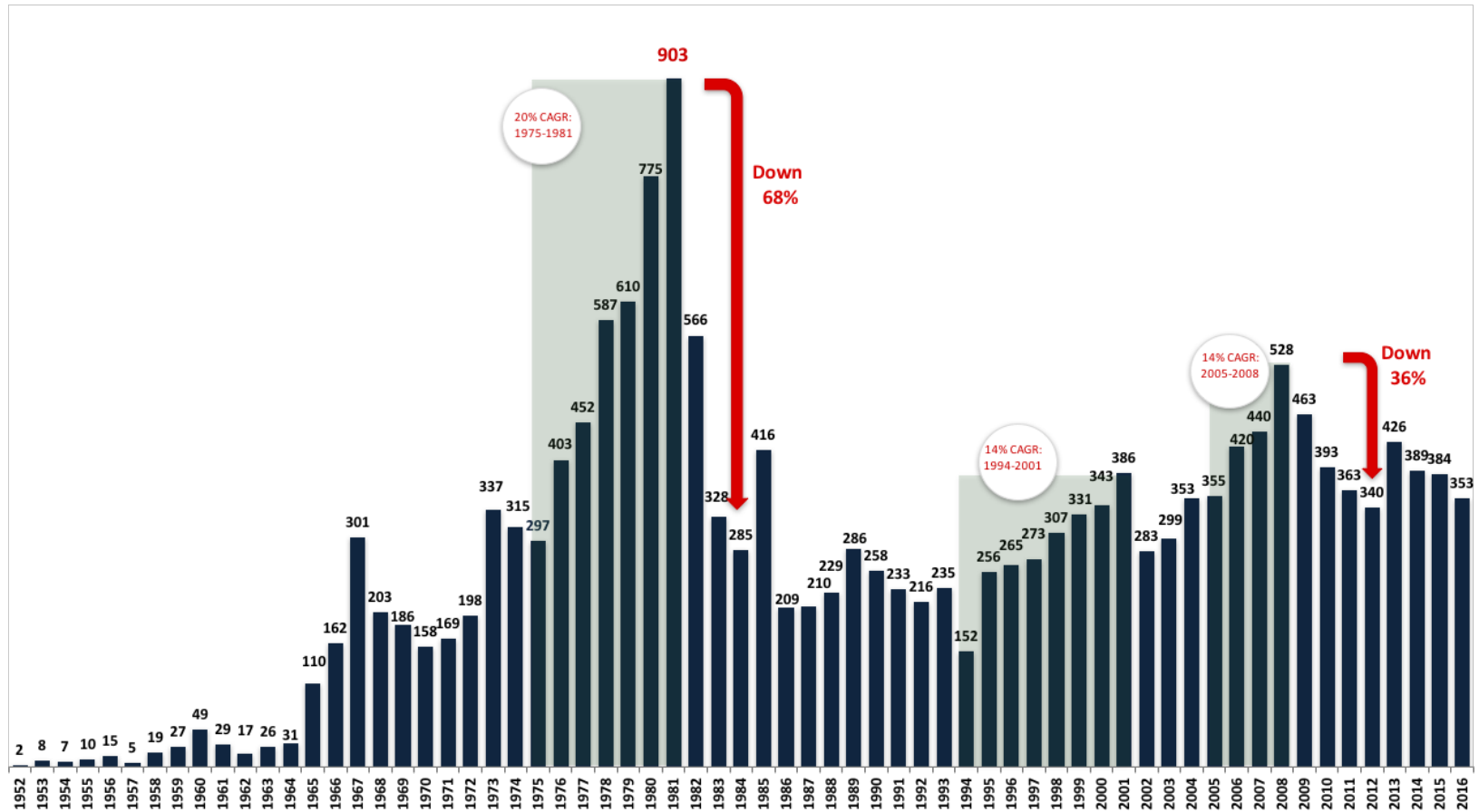
Note: 2016 JETNET delivery data are preliminary; final tally is typically higher after all year-end deliveries are accounted for

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

Business Turboprop Fleet by Manufacturer



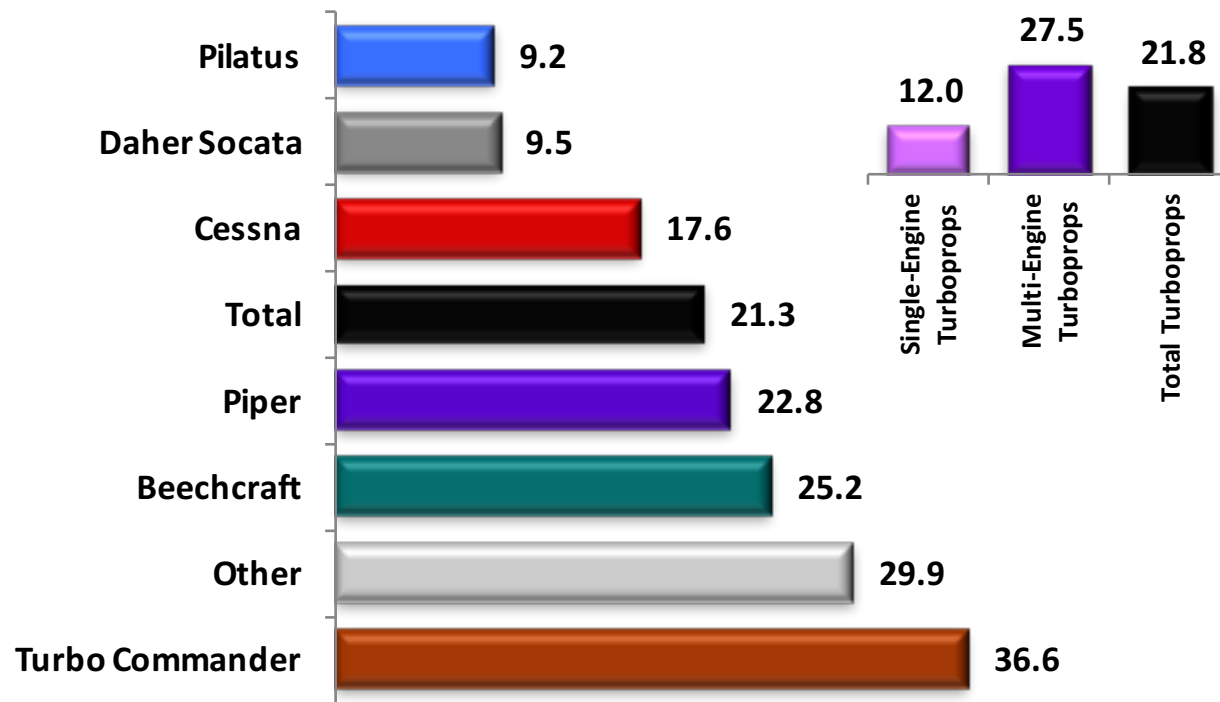
Business Turboprop Deliveries (units)



Note: 2016 JETNET delivery data are preliminary; final tally is typically higher after all year-end deliveries are accounted for

Business Turboprop Fleet Age (Years)

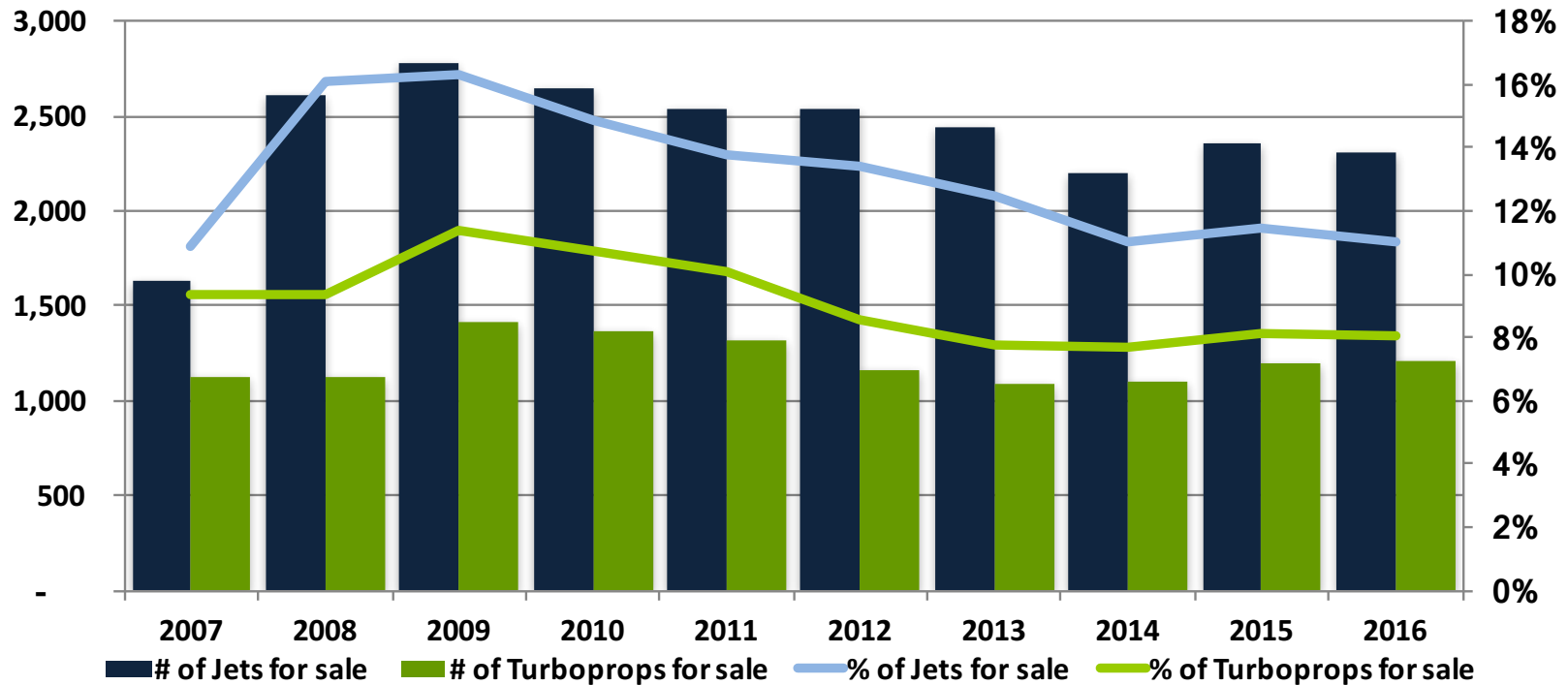
Turboprop average fleet age as of December 31, 2016



Pre-Owned Business Aircraft Inventory

Business Jets and Turboprops for sale

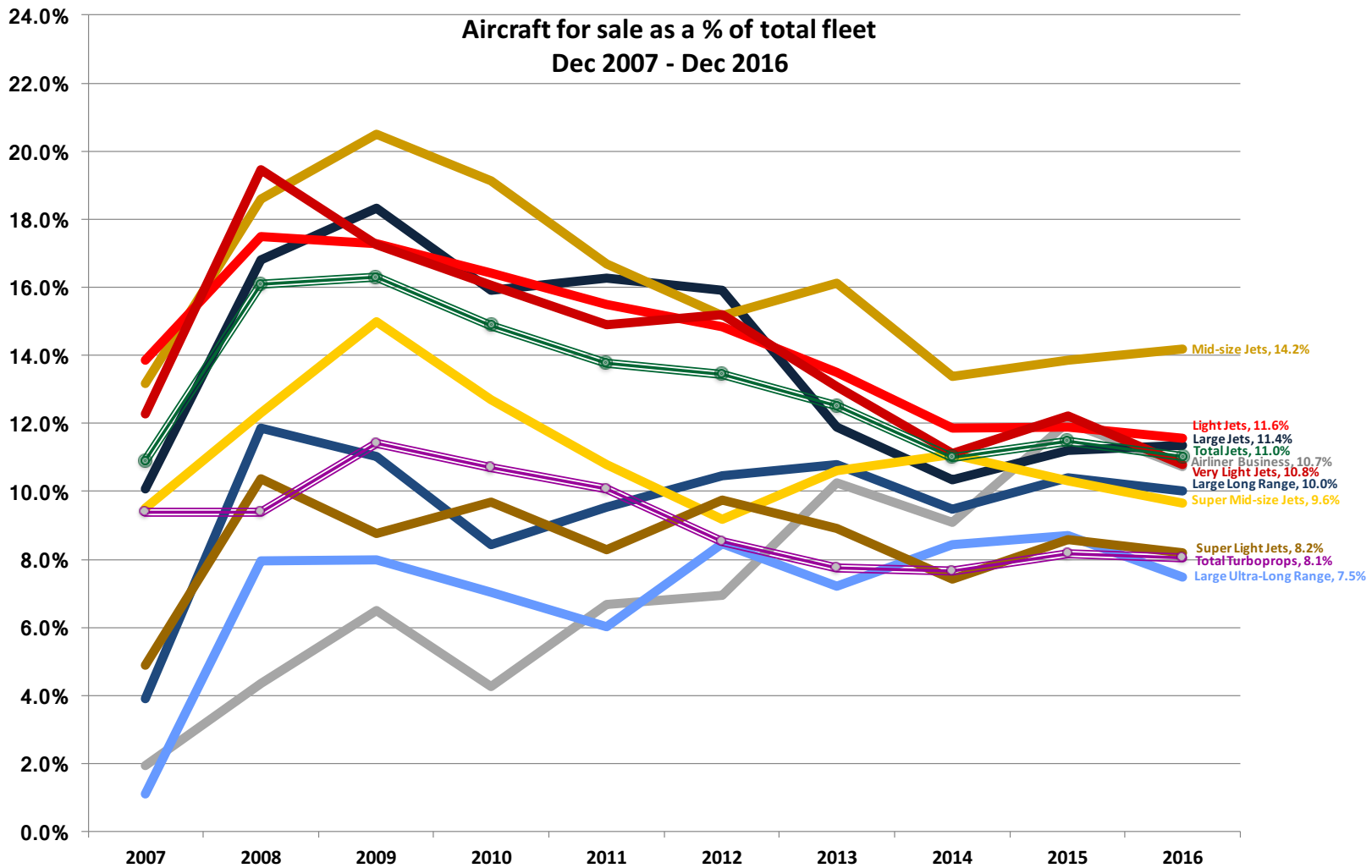
Dec 2007 - Dec 2016



| Aircraft Available for Sale as % of World Fleet (as of December 31) | | | | | | | | | | |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
| Business Jets | 10.9% | 16.1% | 16.3% | 14.9% | 13.8% | 13.4% | 12.5% | 11.0% | 11.5% | 11.0% |
| Turboprop | 9.4% | 9.4% | 11.4% | 10.7% | 10.1% | 8.5% | 7.7% | 7.7% | 8.2% | 8.3% |

For-sale inventory of pre-owned business aircraft has slightly decreased from last year

Pre-Owned Business Jet Inventory

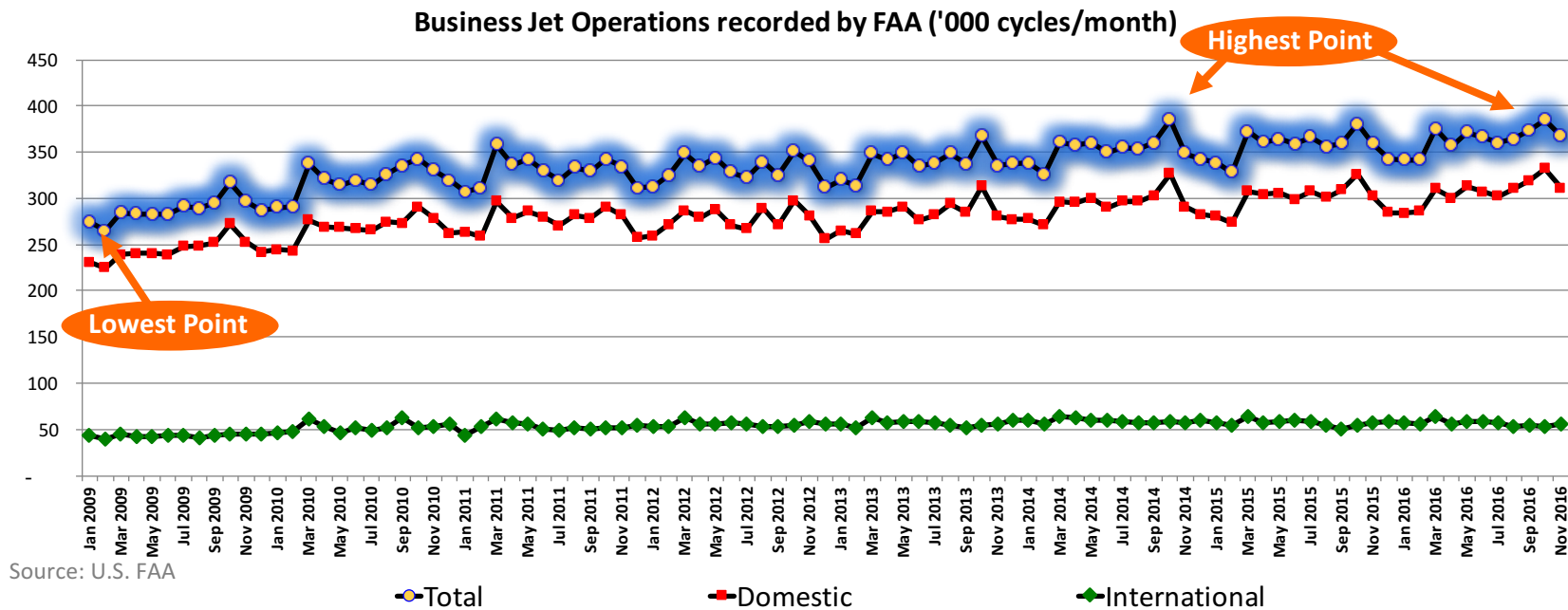


December 31, 2016

JETNET iQ Snap!: 4th Quarter 2016 - Private & Confidential

U.S. Business Jet Utilization

| FAA BUSINESS JET OPERATIONS - NOV 2016 | | Trailing 12 Months |
|--|---------|--------------------|
| TOTAL CYCLES | | |
| Total Cycles | 367,342 | 4,344,731 |
| Change vs. prior month | -4.7% | 0.2% |
| Change vs. prior year | 2.3% | 1.4% |
| Change vs. 24 months ago | 5.5% | 2.7% |
| DOMESTIC CYCLES | | |
| Total Domestic Cycles | 311,320 | 3,660,726 |
| Change vs. prior month | -6.3% | 0.3% |
| Change vs. prior year | 3.1% | 1.7% |
| Change vs. 24 months ago | 7.0% | 4.0% |
| INTERNATIONAL CYCLES | | |
| Total International Cycles | 56,022 | 684,006 |
| Change vs. prior month | 5.7% | -0.2% |
| Change vs. prior year | -1.8% | -0.4% |
| Change vs. 24 months ago | -2.4% | -3.6% |



Source: U.S. FAA

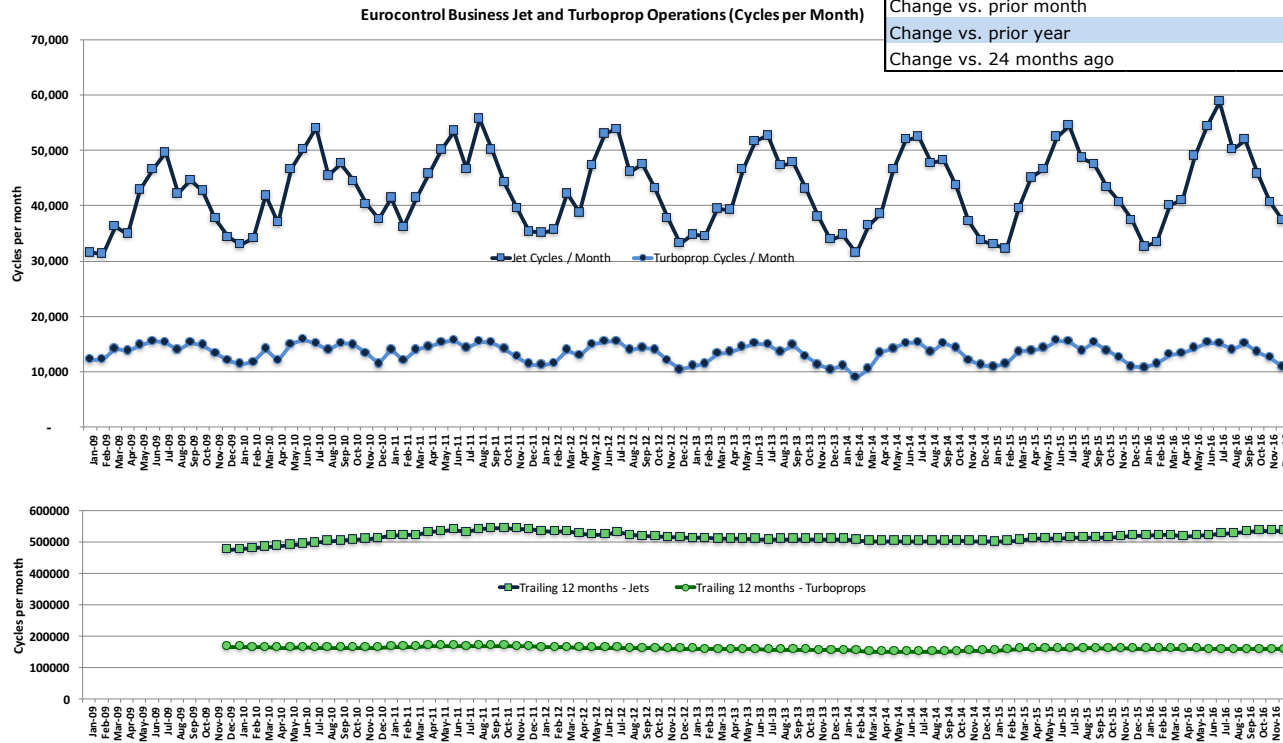
● Total
 ■ Domestic
 ◆ International

December 31, 2016

JETNET iQ Snap!: 4th Quarter 2016 - Private & Confidential

European Business Aircraft Utilization

| EUROCONTROL BUSINESS JET & TURBOPROP OPERATIONS - DEC 2016 | | Trailing 12 Months |
|---|--------|-----------------------|
| BUSINESS JETS (EXCLUDING AIRLINERS) | | |
| Total Cycles | 37,386 | 534,948 |
| Change vs. prior month | -8.0% | 0.0% |
| Change vs. prior year | 0.0% | 2.7% |
| Change vs. 24 months ago | 10.9% | 6.5% |
| TURBOPROPS | | |
| Total Cycles | 10,926 | 159,106 |
| Change vs. prior month | -12.6% | 0.0% |
| Change vs. prior year | 0.0% | -1.3% |
| Change vs. 24 months ago | -1.9% | 2.9% |

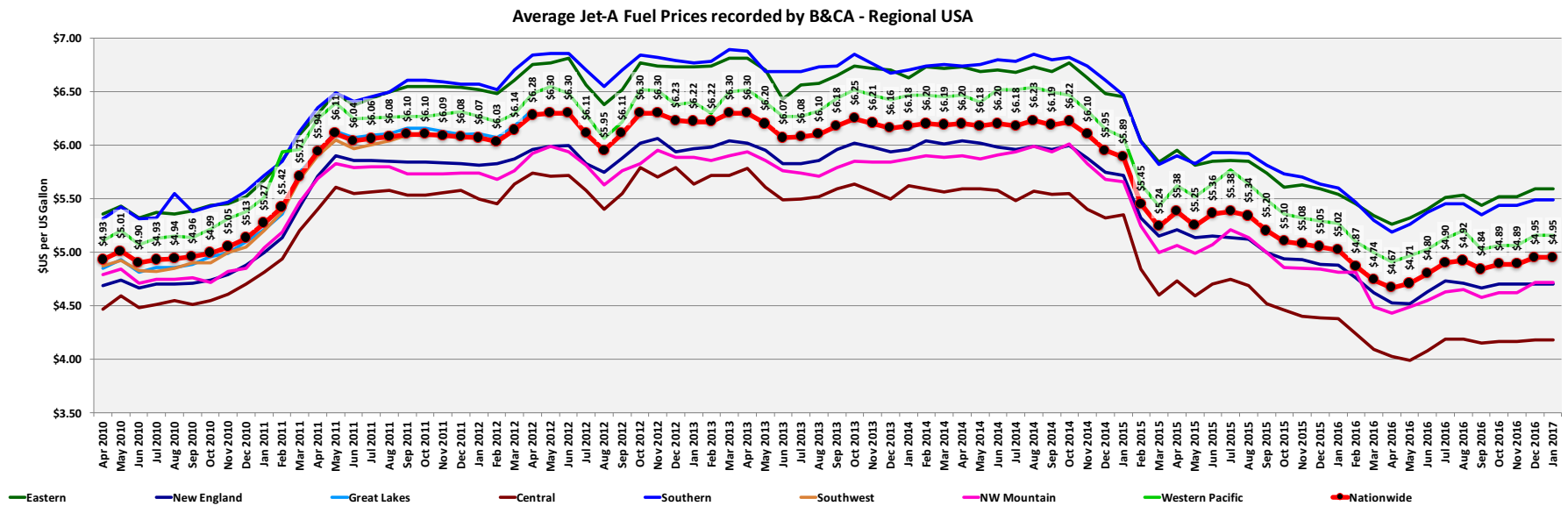


Source: Eurocontrol

December 31, 2016

JETNET iQ Snap!: 4th Quarter 2016 - Private & Confidential

Jet-A Fuel Prices at U.S. FBOs



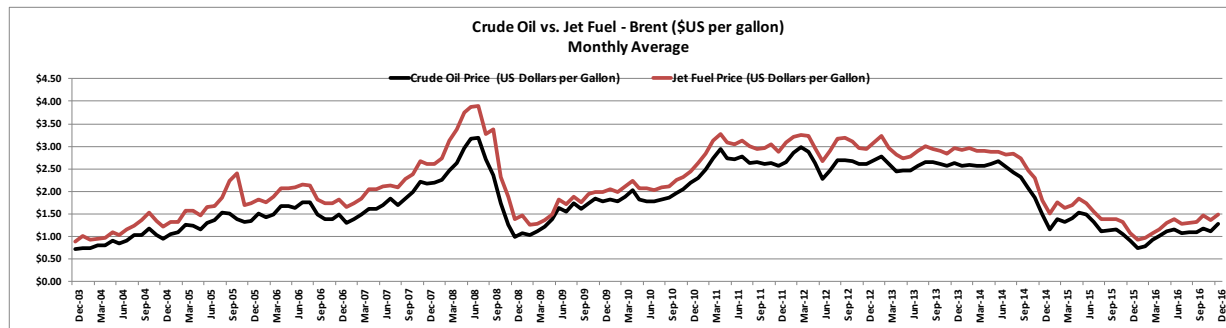
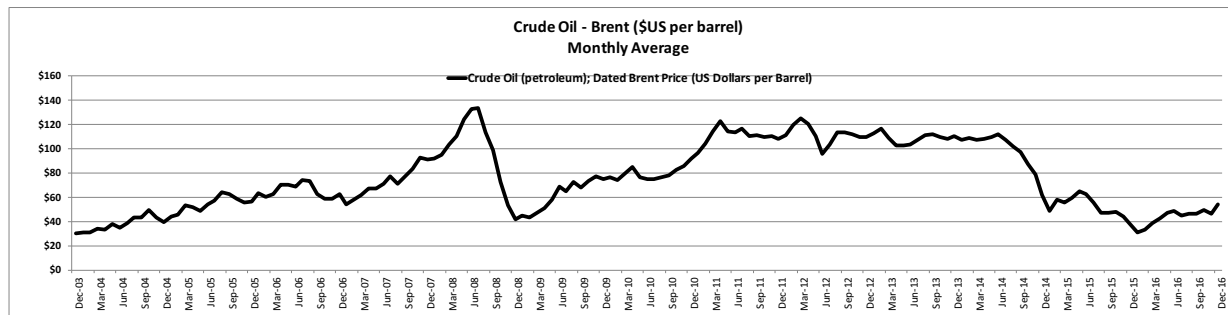
Source: [Business & Commercial Aviation](#)

Jet-A fuel prices in December 2016 are averaging about \$4.95 at U.S. FBOs, down from \$5.02 year-over-year

December 31, 2016

JETNET iQ Snap!: 4th Quarter 2016 - Private & Confidential

Crude Oil and Jet Fuel Prices



| IATA Fuel Price Monitor Jan 13 2017) | Share in World Index | \$/US gallon | \$/barrel | Index Value 2000= 100 | vs. 1 week ago | vs. 1 month ago | vs.1 yr ago |
|---|-------------------------|--------------|-----------|--------------------------|-------------------|--------------------|-------------|
| Jet Fuel Price | 100% | \$ 1.559 | \$ 65.50 | 179.00 | -1.8% | 0.8% | 68.8% |
| Asia & Oceania | 22% | \$ 1.578 | \$ 66.30 | 189.30 | -0.8% | 1.5% | 71.0% |
| Europe & CIS | 28% | \$ 1.572 | \$ 66.00 | 177.90 | -1.4% | 0.9% | 72.3% |
| Middle East & Africa | 7% | \$ 1.531 | \$ 64.30 | 192.00 | -0.5% | 1.2% | 78.2% |
| North America | 39% | \$ 1.537 | \$ 64.50 | 171.60 | -2.7% | 0.3% | 63.6% |
| Latin & Central America | 4% | \$ 1.621 | \$ 68.10 | 188.50 | -2.4% | 0.9% | 67.9% |

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

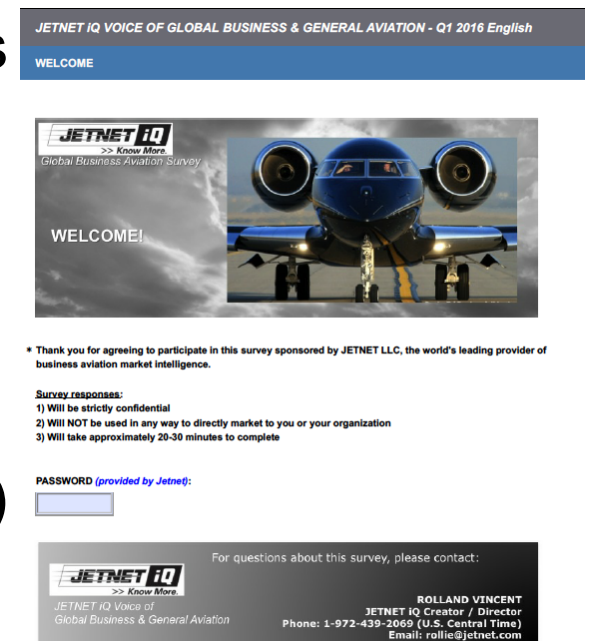
Source: IndexMundi; IATA from PLATTS

December 31, 2016

JETNET iQ Snap!: 4th Quarter 2016 - 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 2016 English

WELCOME

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>> Know More
Global Business Aviation Survey

WELCOME!

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

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PASSWORD (provided by Jetnet):

For questions about this survey, please contact:

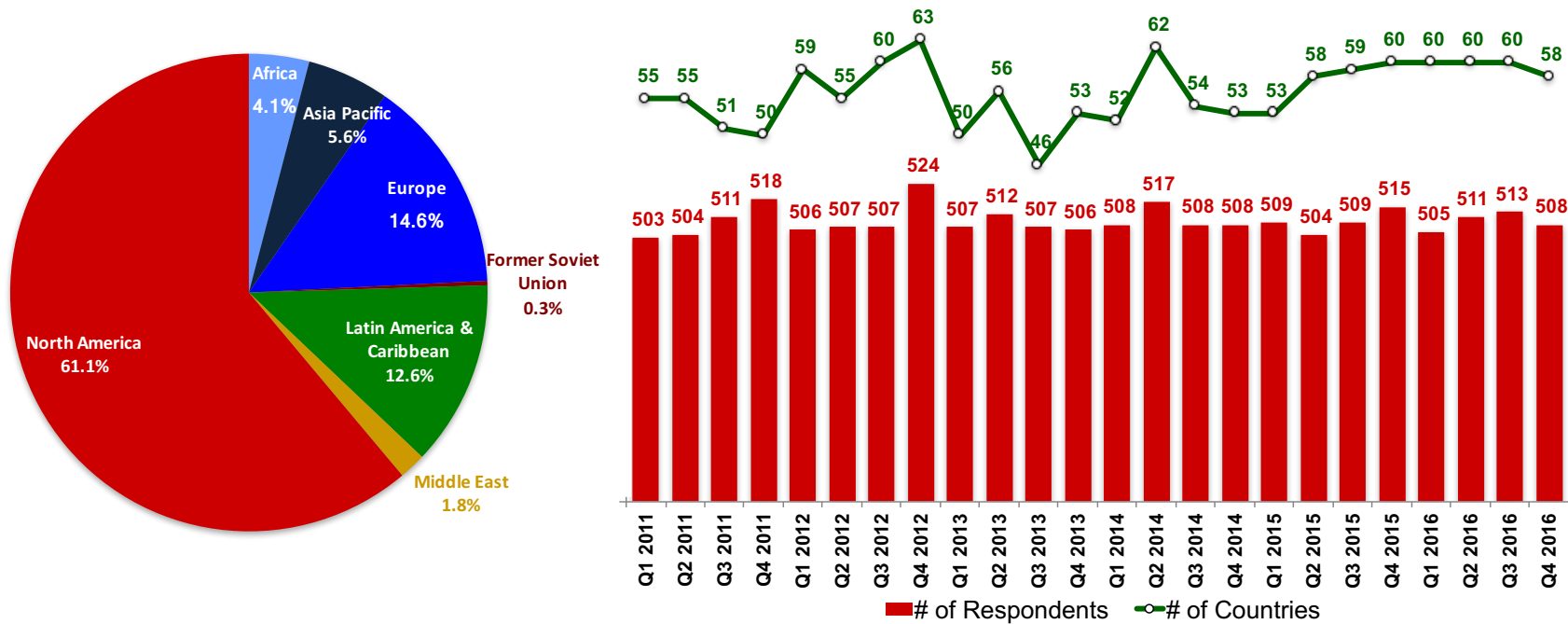
JETNET iQ Voice of Global Business & General Aviation

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 - Q4 2016



| | 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 | 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 | 12,227 |
| # 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 | 129 |

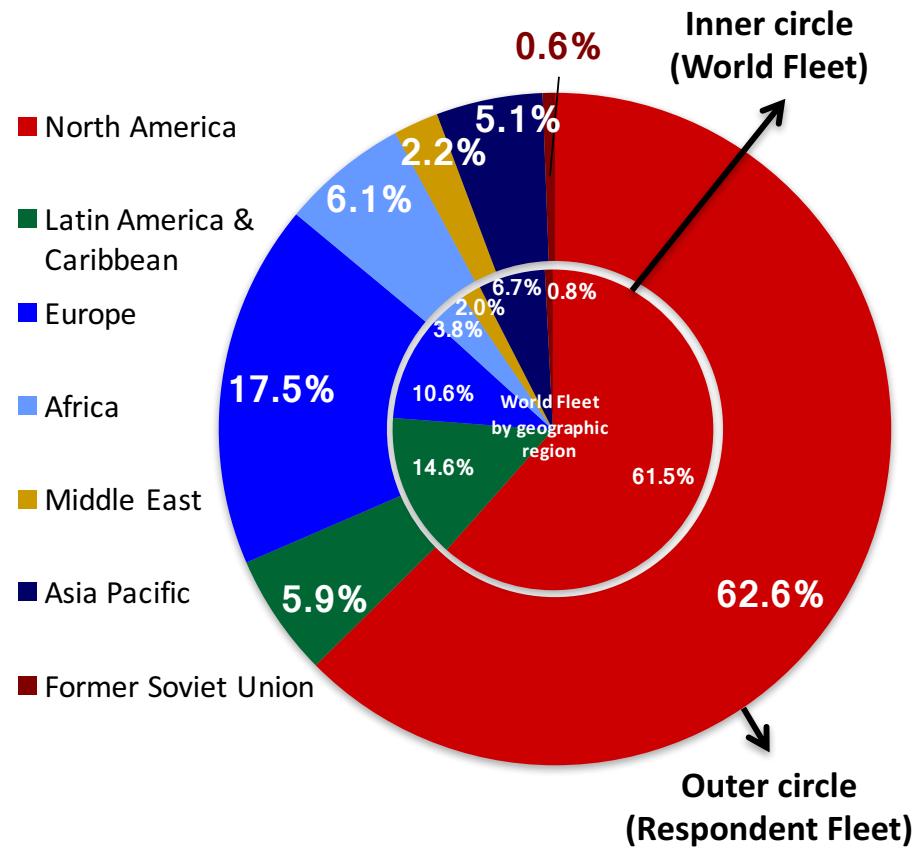
JETNET iQ Surveys: Since Q1 2011, >12,000 respondents from 129 countries

Survey Respondents' Location

By Aircraft Base Location

Q4 2016 Survey

| RESPONDENT COUNTRIES FROM Q4 2016 SURVEY | | | |
|--|------------------|-------------------------------|------------------|
| COUNTRIES/TERRITORIES | # of respondents | | # of respondents |
| AUSTRALIA | 10 | NETHERLANDS | 4 |
| AUSTRIA | 10 | NIGERIA | 1 |
| BARBADOS | 1 | NORWAY | 1 |
| BELGIUM | 1 | POLAND | 2 |
| BOTSWANA | 1 | QATAR | 1 |
| BRAZIL | 16 | RUSSIAN FEDERATION | 1 |
| BULGARIA | 1 | SAUDI ARABIA | 1 |
| CANADA | 18 | SINGAPORE | 4 |
| CAYMAN ISLANDS | 1 | SLOVENIA | 1 |
| CHILE | 1 | SOUTH AFRICA | 21 |
| CHINA | 1 | SPAIN | 1 |
| COLOMBIA | 1 | SRI LANKA | 1 |
| CZECH REPUBLIC | 3 | SWEDEN | 3 |
| DENMARK | 1 | SWITZERLAND | 14 |
| DOMINICAN REPUBLIC | 1 | THAILAND | 1 |
| ESTONIA | 1 | TURKEY | 6 |
| FINLAND | 2 | UGANDA | 1 |
| FRANCE | 4 | UKRAINE | 1 |
| GERMANY | 16 | UNITED ARAB EMIRATES | 2 |
| GREECE | 1 | UNITED KINGDOM | 14 |
| GUINEA | 1 | UNITED STATES | 300 |
| INDIA | 4 | ZAMBIA | 1 |
| INDONESIA | 1 | ZIMBABWE | 3 |
| IRELAND | 2 | | |
| ITALY | 4 | Total # of respondents | 508 |
| JAPAN | 2 | Total # of countries | 58 |
| KAZAKHSTAN | 1 | Africa | 31 |
| LEBANON | 1 | Asia Pacific | 26 |
| LIECHTENSTEIN | 1 | Europe | 89 |
| MACAU | 1 | Former Soviet Union | 3 |
| MADAGASCAR | 1 | Latin America & Caribbean | 30 |
| MALAYSIA | 1 | Middle East | 11 |
| MALTA | 1 | North America | 318 |
| MEXICO | 10 | | |
| MOROCCO | 1 | Total | 508 |



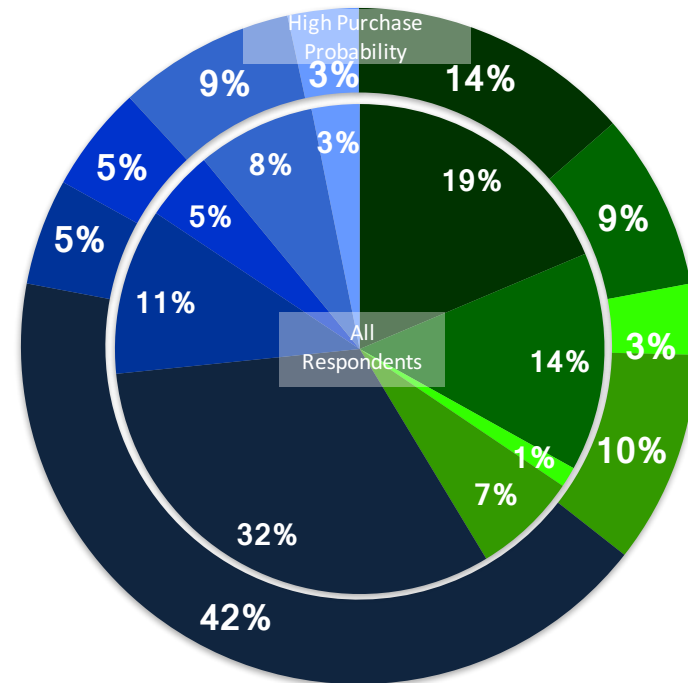
Survey Respondents' Roles

By Job Title

Q4 2016 Survey

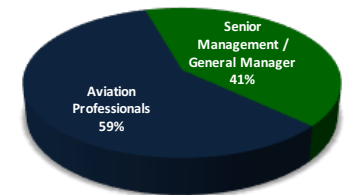
| Title of respondent | Completed |
|---|------------|
| Business owner / shareholder / partner | 124 |
| C-Level / President / Managing Director | 96 |
| Vice President / Senior Management | 9 |
| General Manager / Director | 46 |
| Chief Pilot / head of flight operations | 213 |
| Dispatcher / Scheduler / Flight Coordinator | 73 |
| Head of maintenance | 31 |
| Pilot | 52 |
| Vice President / Director of Aviation | 21 |
| Total | 665 |

Note: Respondent was able to chose whichever applied



| | | |
|--|-----|-----|
| Aviation Professionals | 390 | 59% |
| Senior Management / General Manager | 275 | 41% |

- 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

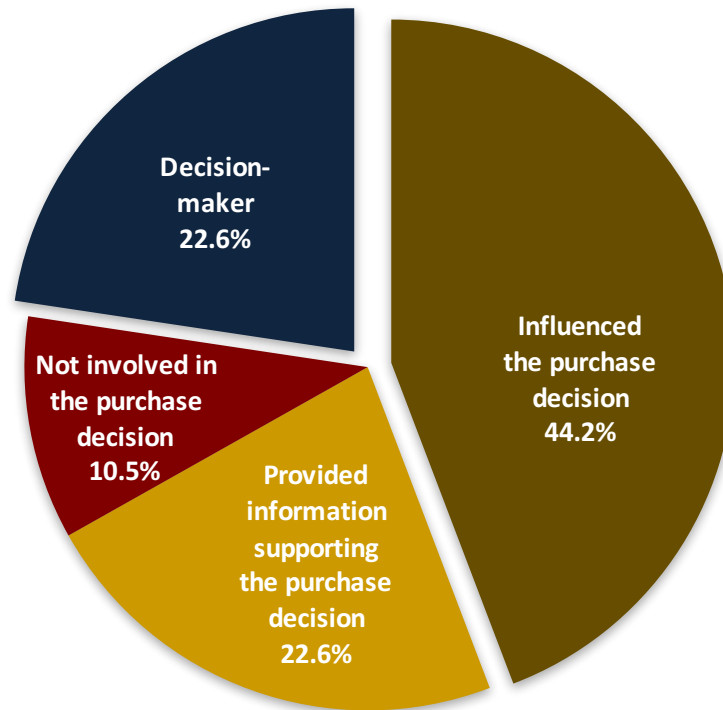


Note: Respondents may have multiple job titles and organizational roles

Survey Respondents' Roles

By Involvement in Last Fixed-Wing Turbine Aircraft Purchase

Q4 2016 Survey

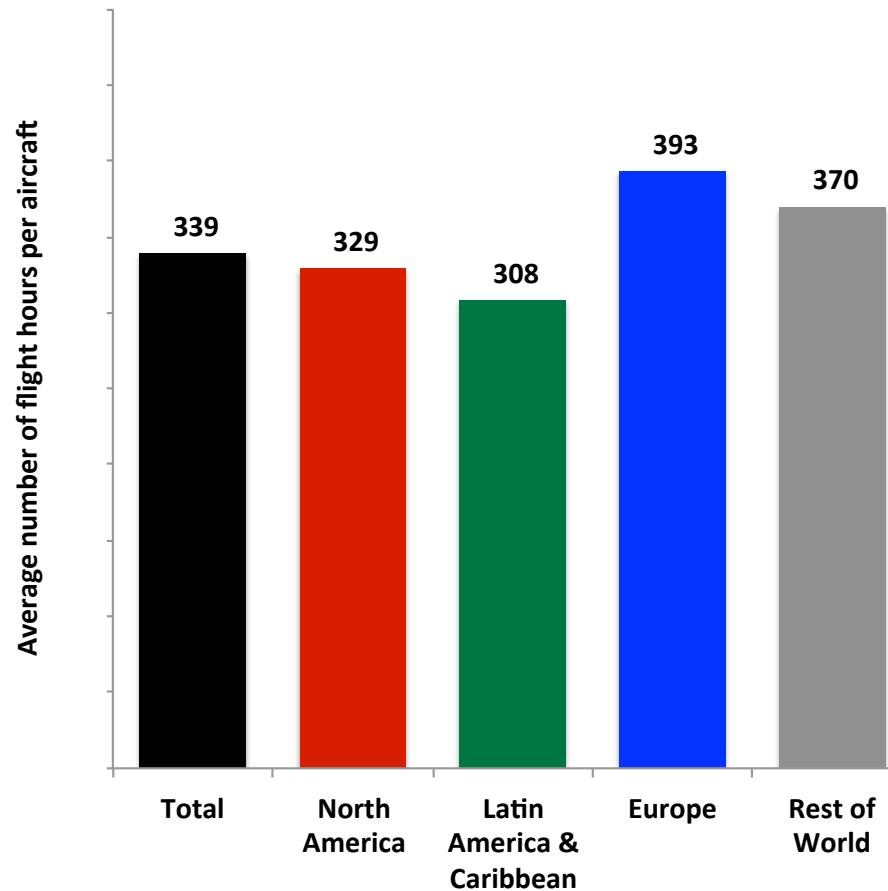


Survey Respondents' Flight Operations

Regional Average Utilization per Aircraft in Prior 12 Months

Average flight hours per year

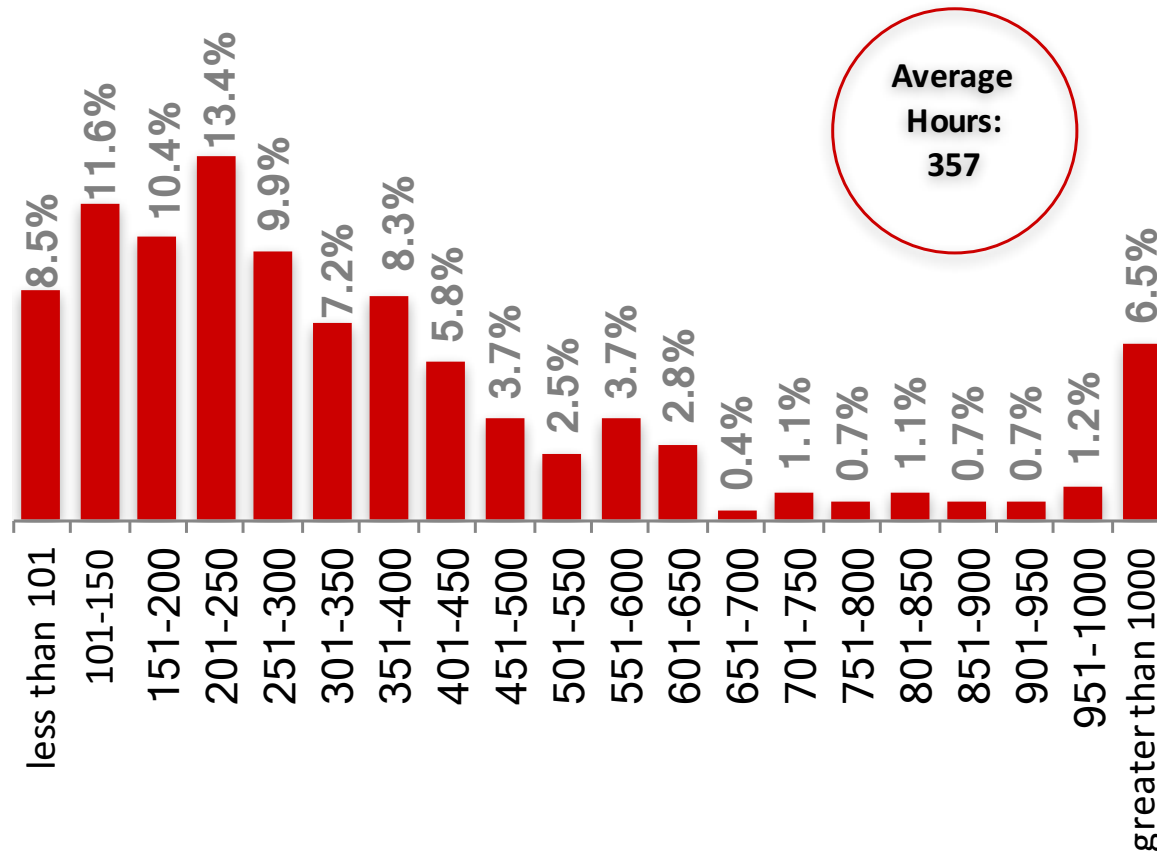
Q4 2016 Survey



Survey Respondents' Flight Operations

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

Q4 2016 Survey



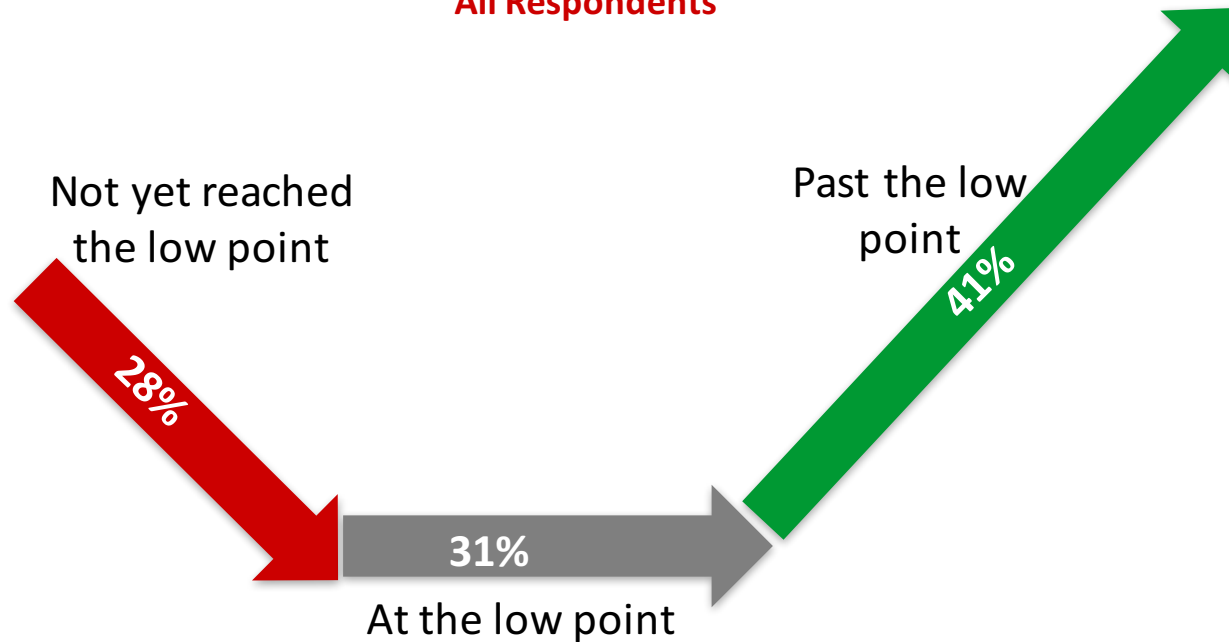
Survey Respondents' Sentiment

Current Market Sentiment

Q4 2016 Survey

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

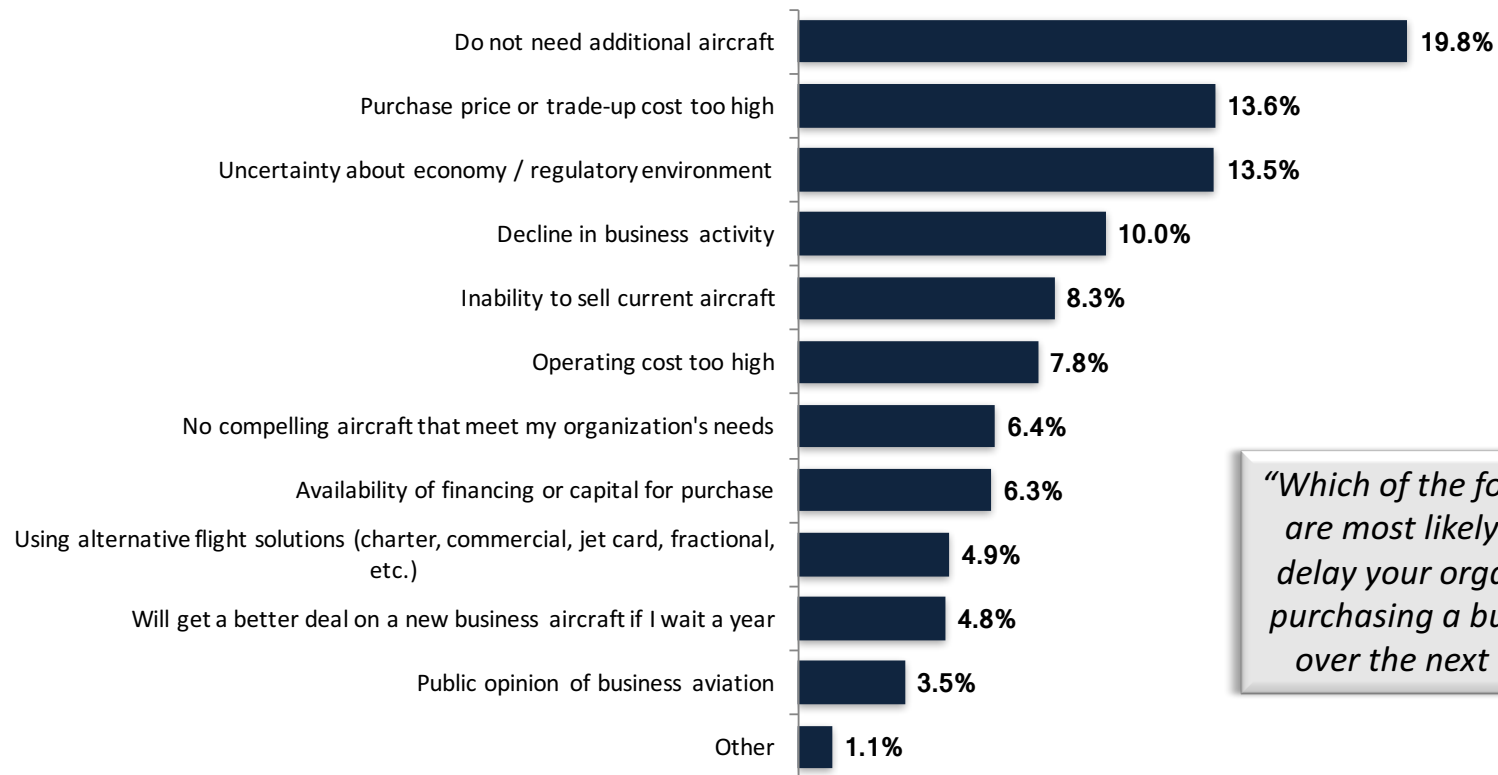
All Respondents



Aircraft Purchase Inhibitors

Top 5 Inhibitors – Weighted Average

Q4 2016 Survey



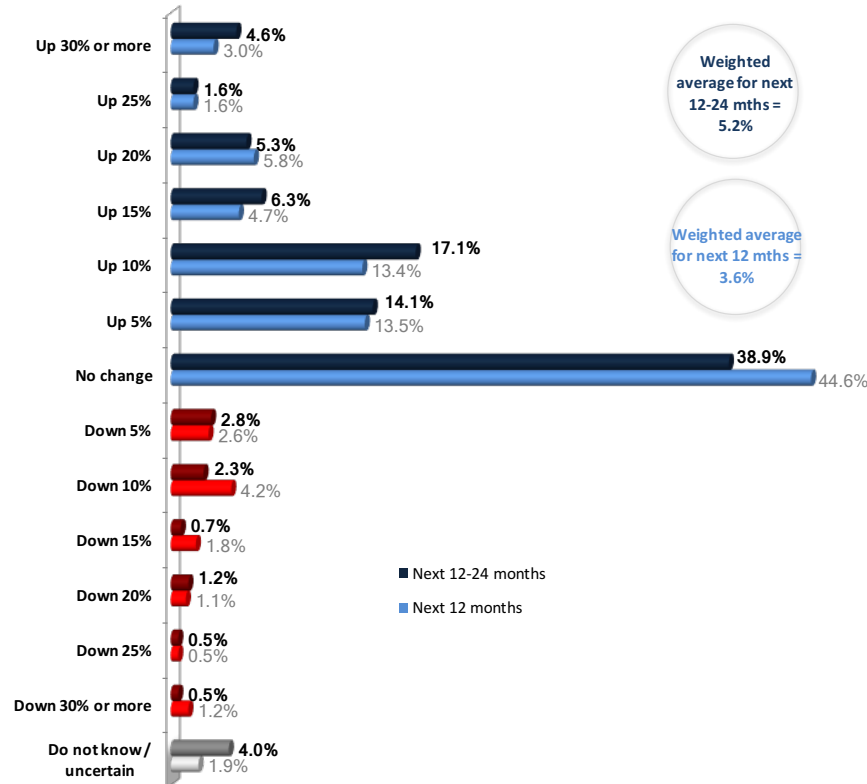
“Which of the following factors are most likely to prevent or delay your organization from purchasing a business aircraft over the next 12 months?”

Aircraft Utilization

Next 12 and 12-24 Months versus Prior 12 Months

Q4 2016 Survey

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

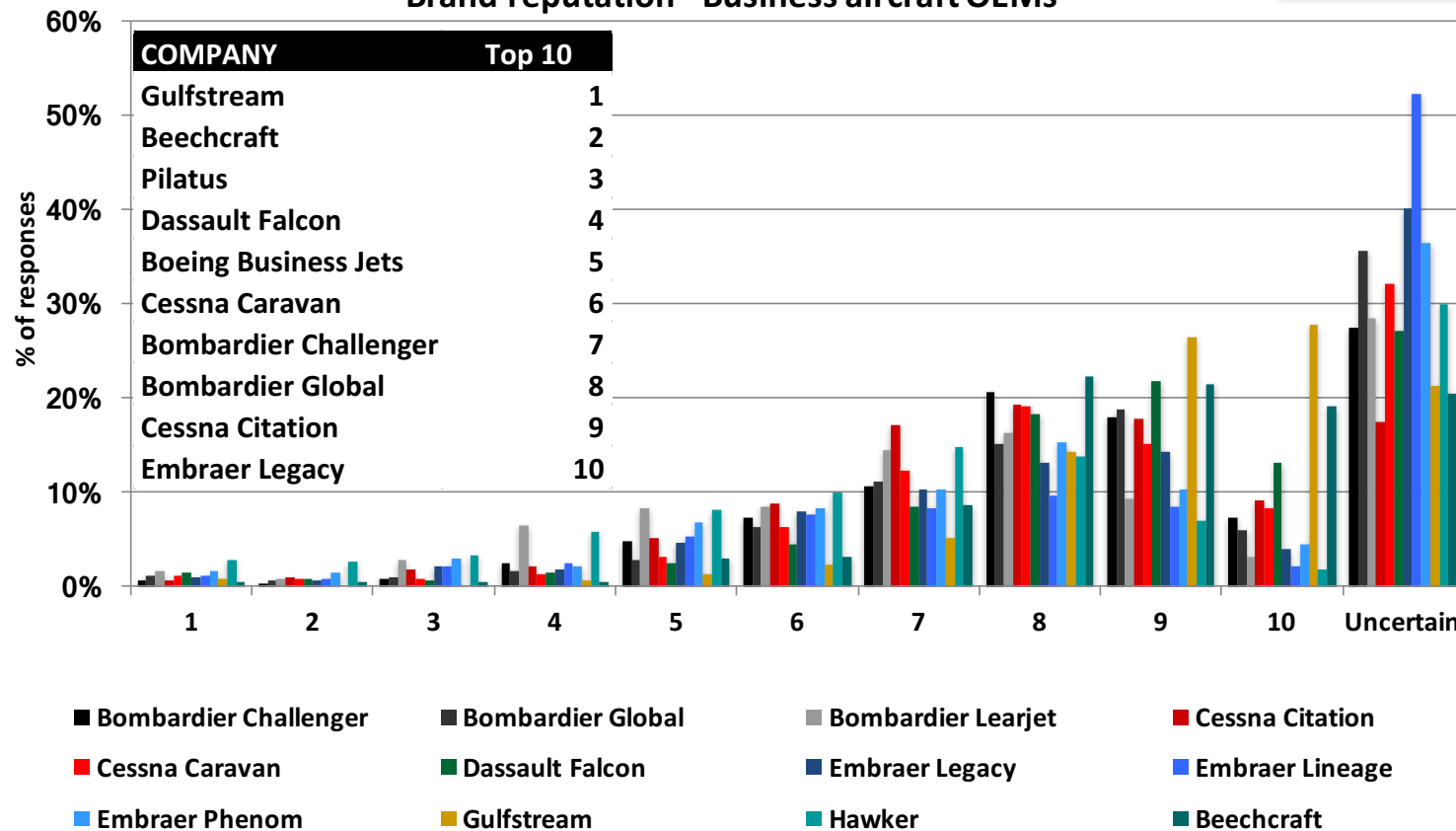


Respondents expect to fly 3.6% more hours in the next 12 months vs. prior 12 months and 5.2% in the next 24 months – up from last quarter’s expectations

Brand Reputations

Aircraft Manufacturers on a 1-10 Scale, where "10" = Highest
 Brand reputation - Business aircraft OEMs

Q4 2016 Survey

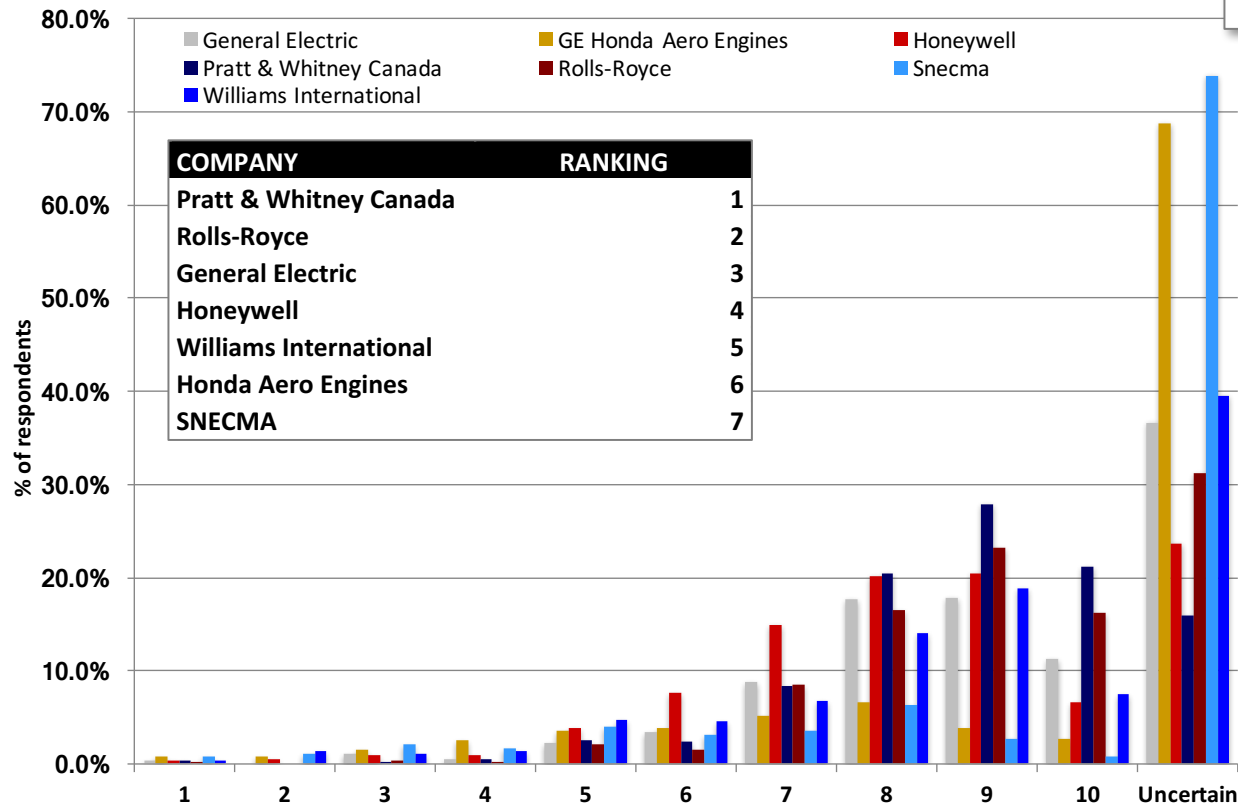


Gulfstream, Beechcraft and Pilatus are the top rated business aircraft brands

Brand Reputations

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

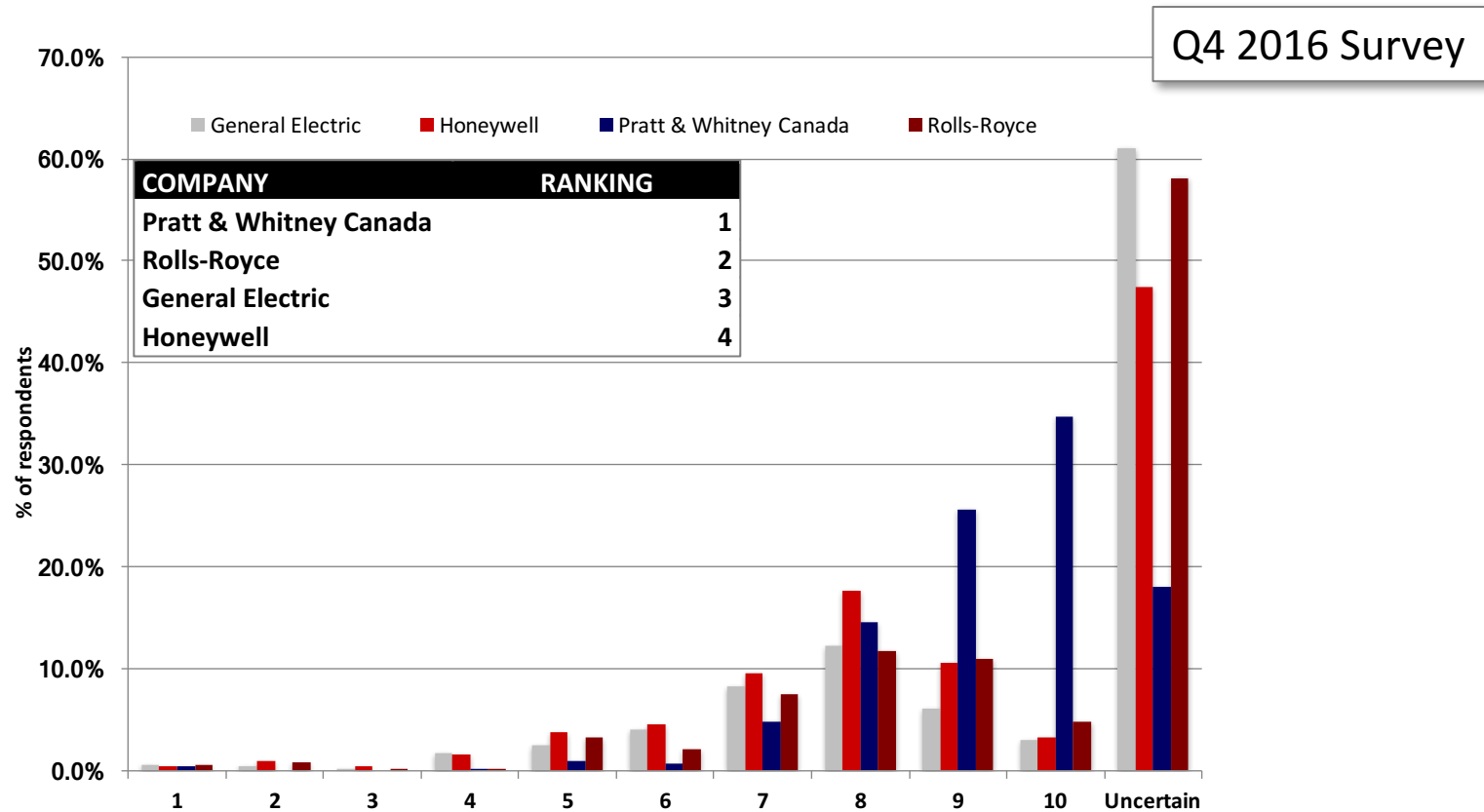
Q4 2016 Survey



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

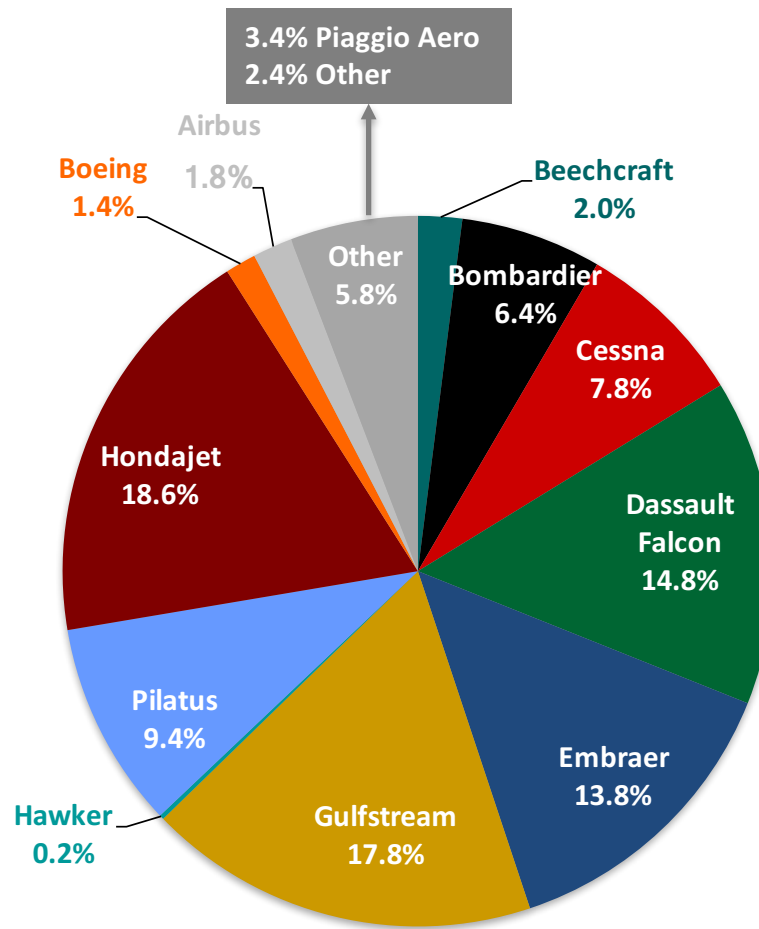


Pratt & Whitney Canada is the highest rated turboprop engine manufacturer brand, well ahead of Rolls-Royce and General Electric

Aircraft Brands that “Move the needle”

Aircraft brand you feel has most positively introduced innovative and unconventional approaches to design and engineering?

Q4 2016 Survey

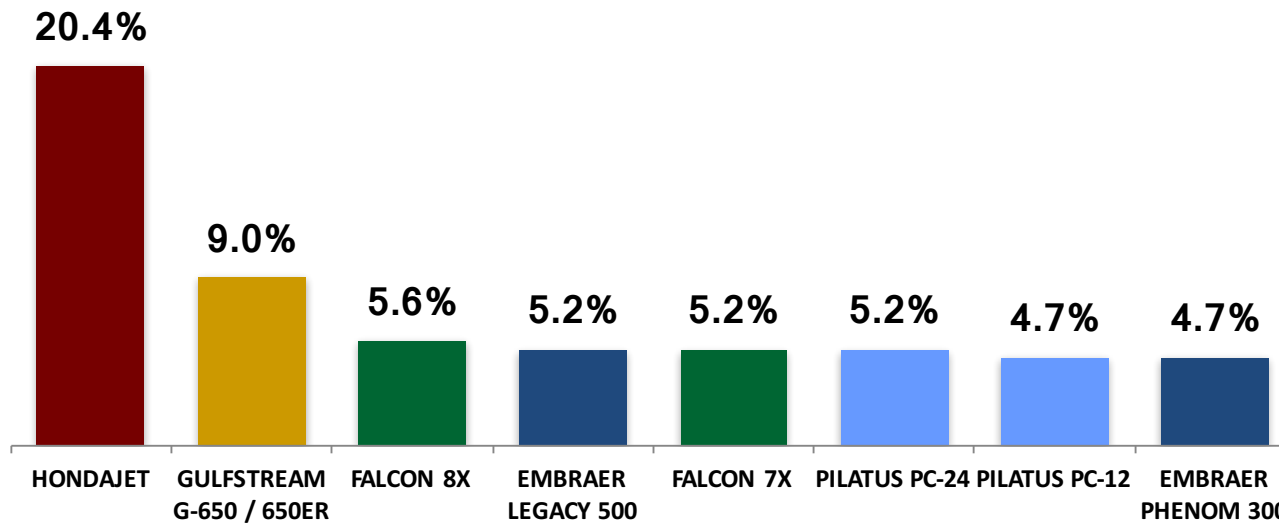


Aircraft Brands that “Move the needle”

Aircraft brand you feel has most positively introduced innovative and unconventional approaches to design and engineering?

Q4 2016 Survey

Top 8 models - worldwide
Most innovative and unconventional approach to design / engineering?
Q4 2016



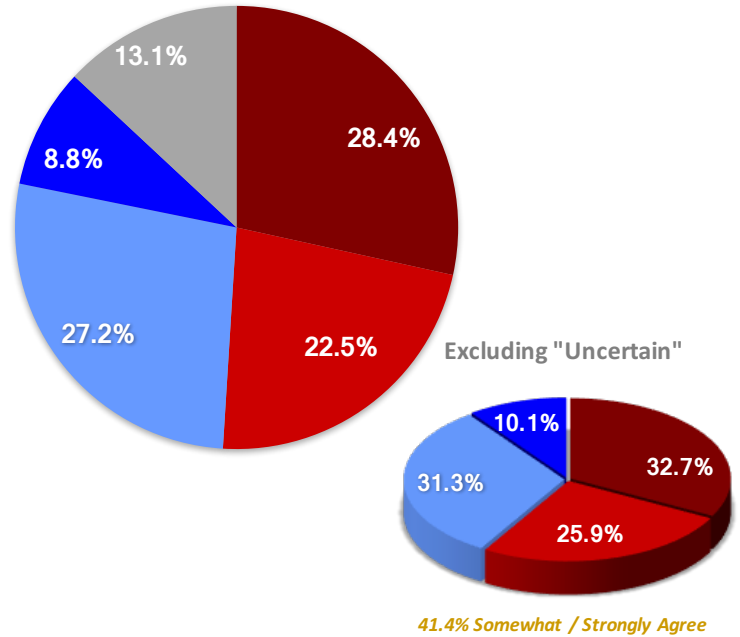
Top 2 models respondents would choose for innovativeness and unconventional approach to design are HondaJet and Gulfstream G650

Opinions

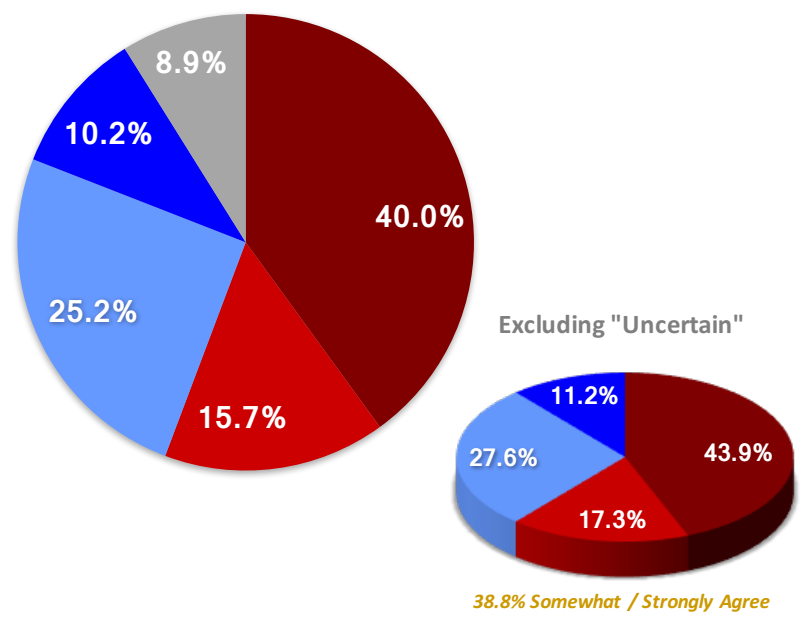
Please evaluate these statements and indicate the extent to which you agree or disagree:



We would seriously consider purchasing a cost-per-hour program from an independent provider (non-OEM program)



If traditional risks and shortcomings of aircraft partnership could be eliminated, we would seriously consider co-ownership of an aircraft for operations of less than 250 hours per year

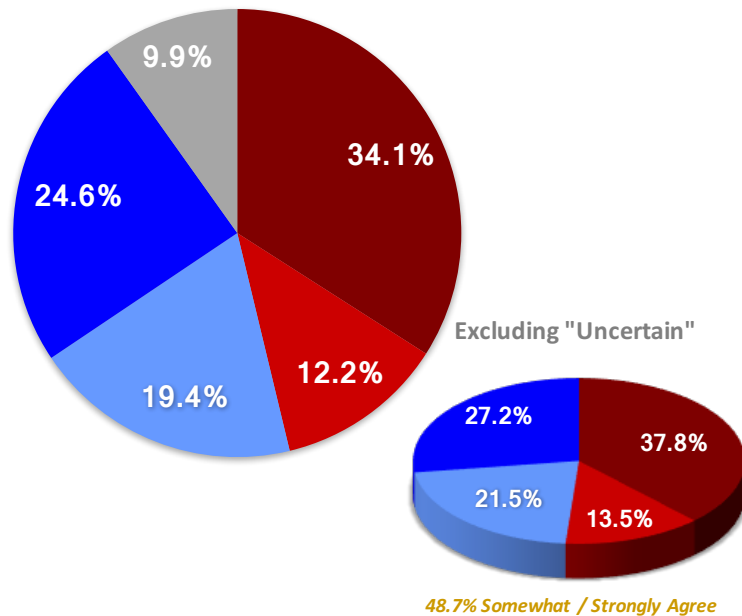


Opinions

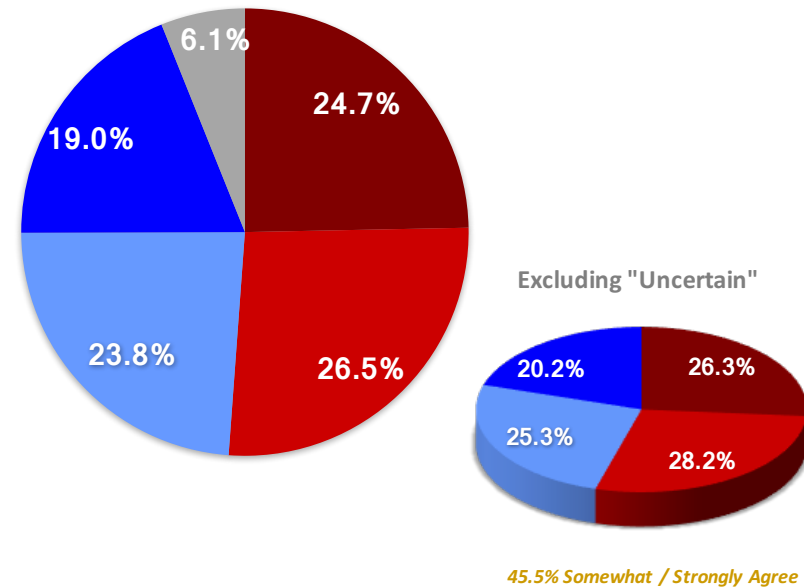
Please evaluate these statements and indicate the extent to which you agree or disagree:



Chartering out our aircraft benefits our company's bottom-line



We have had difficulty recruiting and retaining pilots with the desired credentials

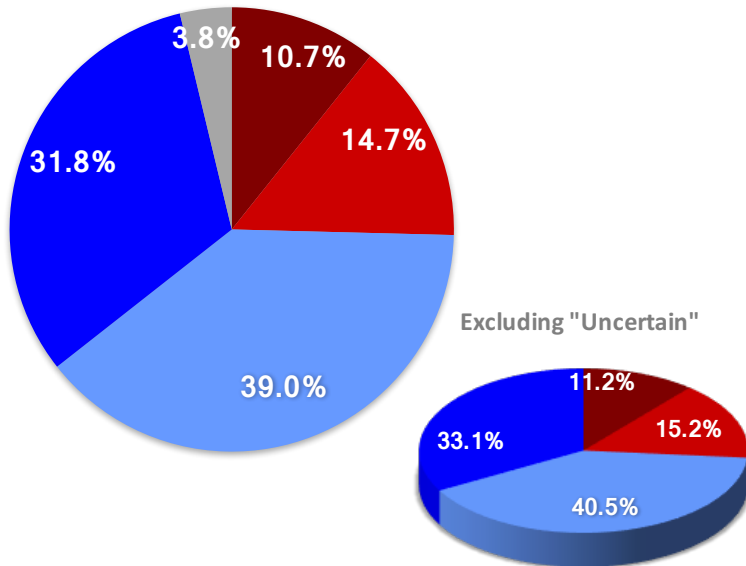


Opinions

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

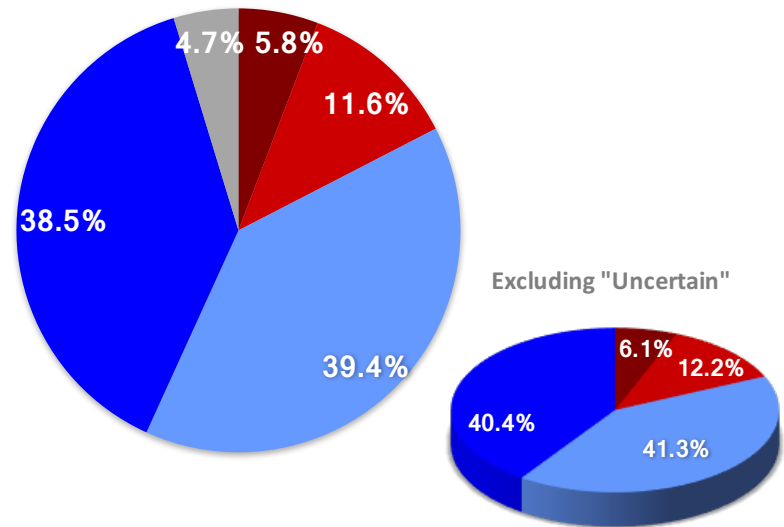


Aircraft brokers and dealers are an important resource for our company when purchasing an aircraft



73.6% Somewhat / Strongly Agree

Aircraft brokers and dealers are an important resource for our company when selling an aircraft



81.7% Somewhat / Strongly Agree

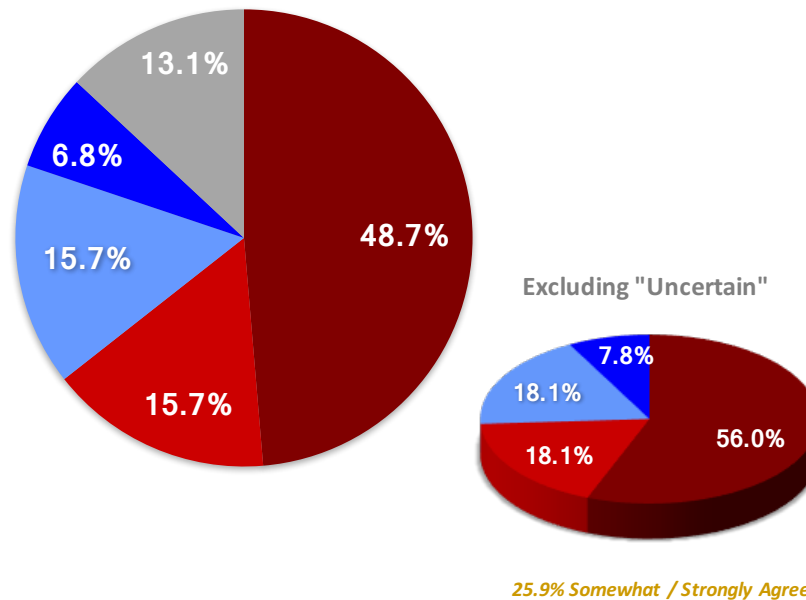
Opinions

Q4 2016 Survey

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

Strongly Disagree Somewhat Disagree Somewhat Agree Strongly Agree Uncertain

Our company would seriously consider using an Uber-style service for business travel in the future

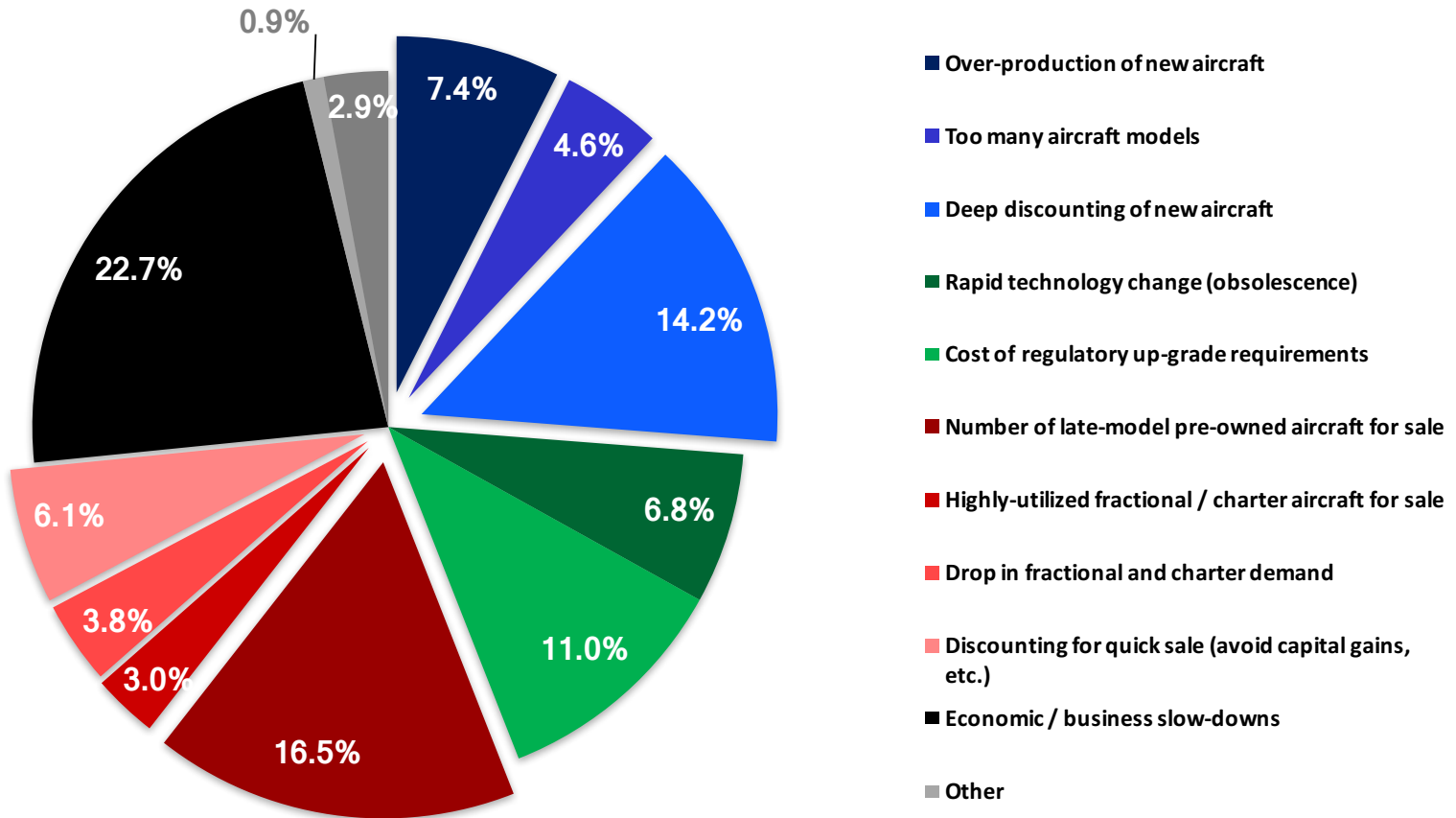


Residual Values

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

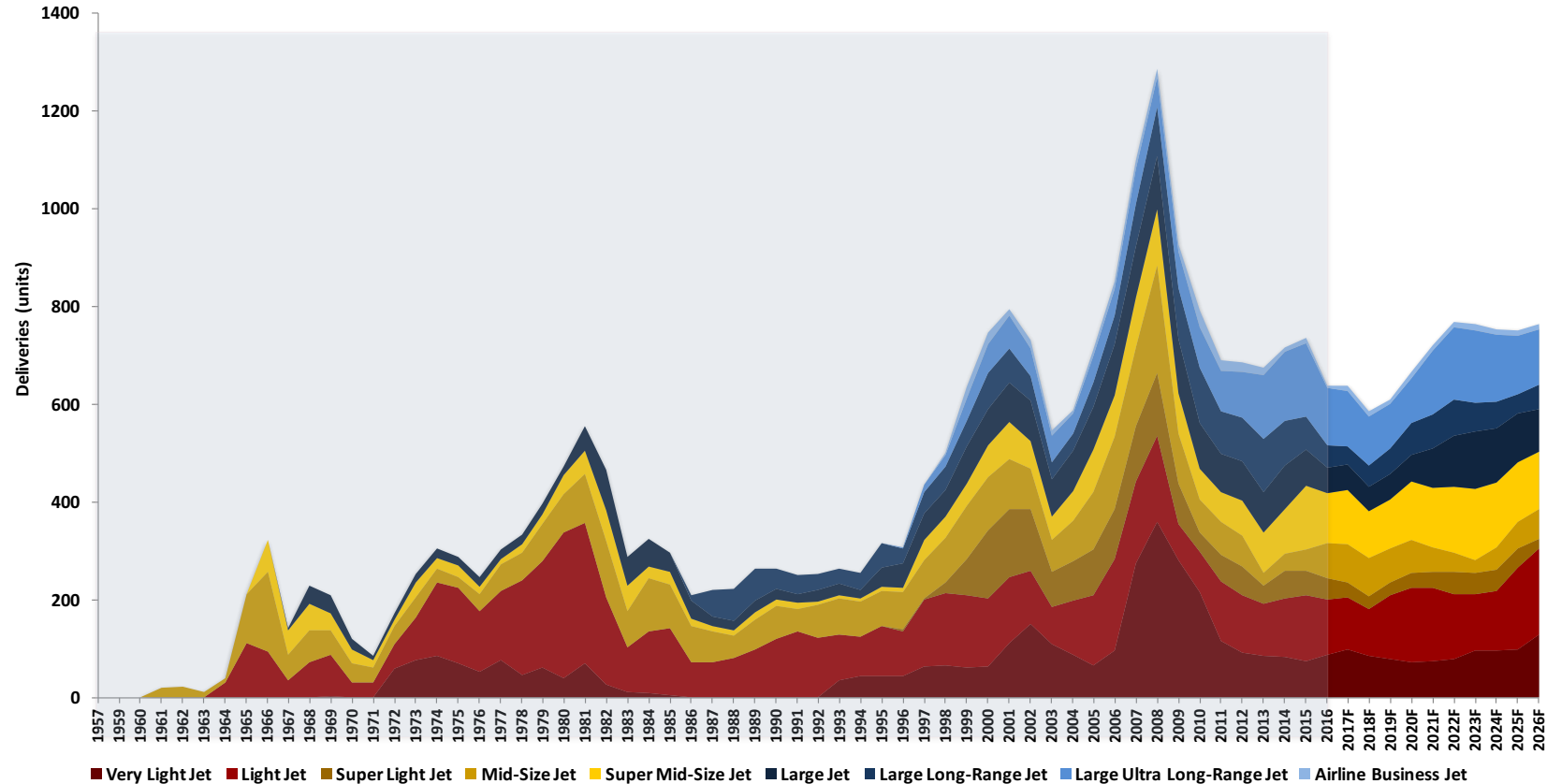
n = 509

All Respondents



Business Jet Delivery History & Forecast

Business jet delivery forecast by size category: Historical - 2026



JETNET iQ 10-year forecast for 2017-2026 is for 7,014 new business jet deliveries (excluding personal jets) valued at \$200 billion in \$2016

About JETNET iQ

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

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

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