



➤➤ KNOW MORE.

JETNET iQ Snap! Report Q4 2018 Summary Report

➤ BUSINESS AVIATION MARKET INTELLIGENCE ➤ REPORTS ➤ SUMMITS ➤ CONSULTING

Prepared for:
JETNET iQ Global Business Aviation Survey Respondents

Thank You, Merci, Obrigado, Muchas Gracias, תודה, Danke, ありがとう, Grazie, شكرا, спасибо, 謝謝

Thank you for participating in our quarterly JETNET iQ Global Business Aviation Surveys. Your opinions and inputs are vital to the many people in the industry tasked with designing and developing aircraft, providing aviation services on the ground and in the air, financing / selling / and buying aircraft, and creating the operational framework for safe and efficient flight.

JETNET has been a trusted source of aviation market intelligence since 1988. From humble beginnings in Utica, NY, we have built one of the finest research teams and business aviation databases in the industry. Our people are professional and dedicated, and our data products and services are unique and innovative. We are committed to continuous improvement as

we provide our clients with unprecedented global coverage, data connectability, and market insights wherever they are.

We continue to focus on new products and services to keep our customers better informed. “Know More” – JETNET’s familiar tagline – is what we hope you will agree is amongst the primary benefits that we bring to the aviation community. Thank you again for participating in our quarterly survey - we hope this JETNET iQ *Snap!* Report is useful to you.

Navigating by JETNET iQ

JETNET iQ *Snap!* Reports are one of the ways we would like to say “thank you” for the time and opinions you provide us when participating in our quarterly JETNET iQ Global Business Aviation Surveys. With seemingly endless demands on your time, we appreciate your help and want to provide you useful information in return. In the attached pages you will find some of the latest market intelligence that we have collected and analyzed. Our goal is to be a resource to identify, analyze, and highlight issues that matter to the business aviation community. As an industry leader and aviation professional, you make a difference by participating in these surveys, providing us with objective and subjective perspectives into the state of the worldwide business aviation industry.

JETNET iQ *Snap!* Reports reflect the collaborative insights of you, our respondents, and our JETNET iQ research

team. Collectively, we have extensive experience in business aviation, from executive offices and boardrooms, to the cubicles, factory floors, design centers, situation rooms, cockpits, service hangars and flight lines of the industry. Much like a magnifying glass concentrates light and energy, JETNET iQ draws from a diverse set of intelligence sources to bring the power of this experience into sharp focus.

Since early 2011, our JETNET iQ research team has been reaching out to you – fixed-wing turbine aircraft owners and operators - with our quarterly JETNET iQ Global Business Aviation Surveys. As always, we hope that this latest issue of our JETNET iQ *Snap!* Report is insightful to you.

Rolland Vincent
JETNET iQ Creator / Director
rollie@jetnet.com

JETNET

- Founded in 1988
- Privately-owned family business
- Headquarters in Utica, NY
- 70+ employees (45+ in research)
- Daily contact with aircraft owners and operators globally



JETNET: Worldwide leader in aviation market intelligence

JETNET

- Solutions and services:
 - JETNET iQ
 - Evolution Marketplace
 - Evolution Aerodex
 - Marketplace Manager
 - Values
 - JETNET Global
 - AvData Reports
- Data coverage:
 - 60,000 business aircraft (fixed and rotary wing)
 - 50,000 commercial aircraft



JETNET: Tracking more than 110,000 business and commercial aircraft worldwide

JETNET

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The World Leader in Aviation Market Intelligence

MARKETPLACE

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JETNET iQ Summit

YachtSpot

JETNET Global

>> KNOW MORE.

30,000'

29,900'

29,800'

29,700'

29,600'

29,500'

29,400'

29,300'

29,200'

JETNET iQ


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

JETNET iQ Surveys

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

JETNET iQ VOICE OF GLOBAL BUSINESS & GENERAL AVIATION - Q4 2018 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:

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

PASSWORD (provided by Jetnet):

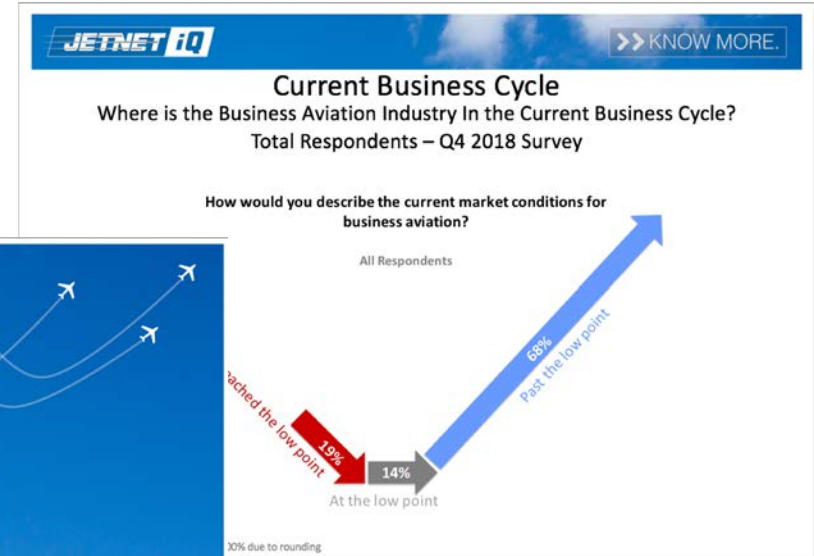
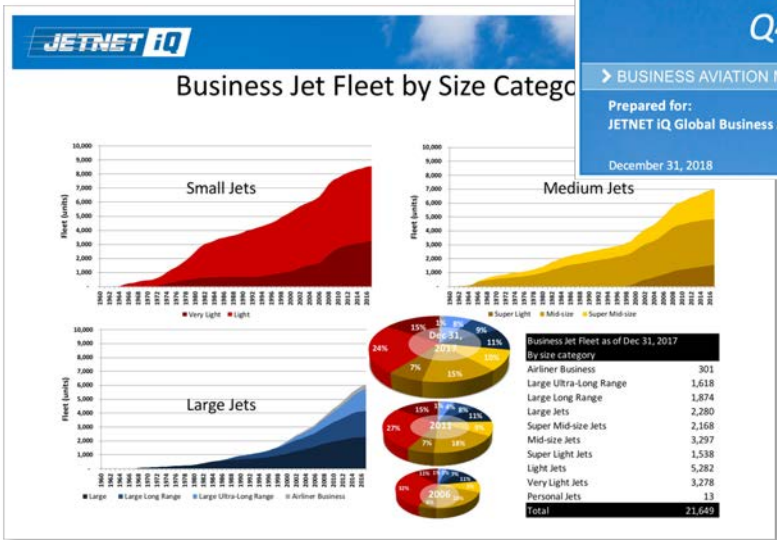
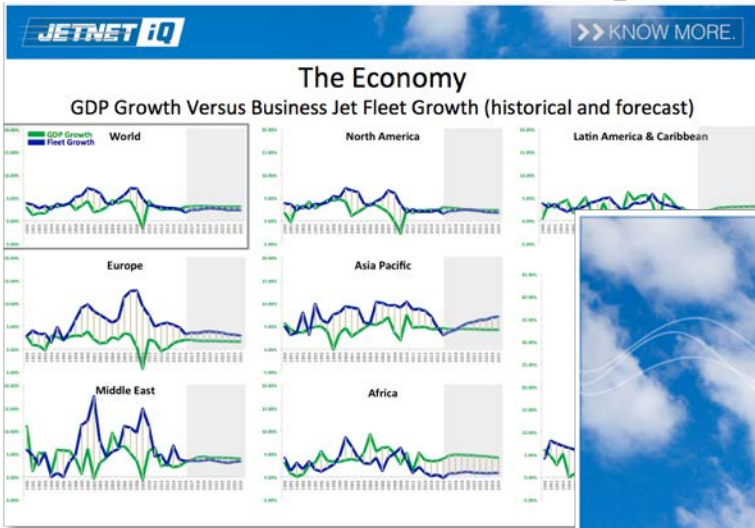
For questions about this survey, please contact:



JETNET iQ 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 Reports



JETNET iQ Snap! Report
 Q4 2018 Summary Report

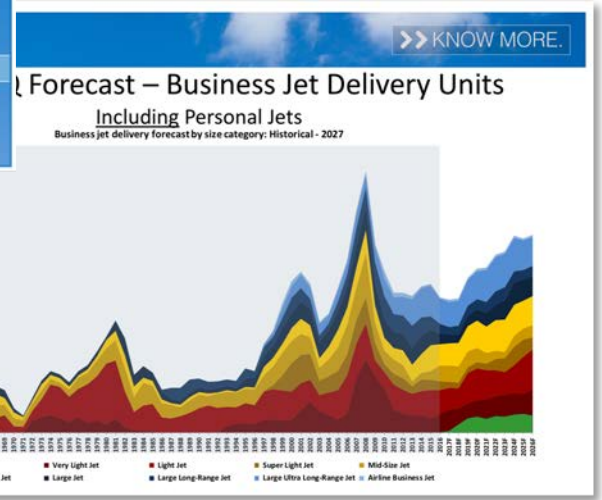
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BUSINESS AVIATION MARKET INTELLIGENCE > REPORTS > SUMMITS > CONSULTING

Prepared for:
 JETNET iQ Global Business Aviation Survey Respondents

December 31, 2018

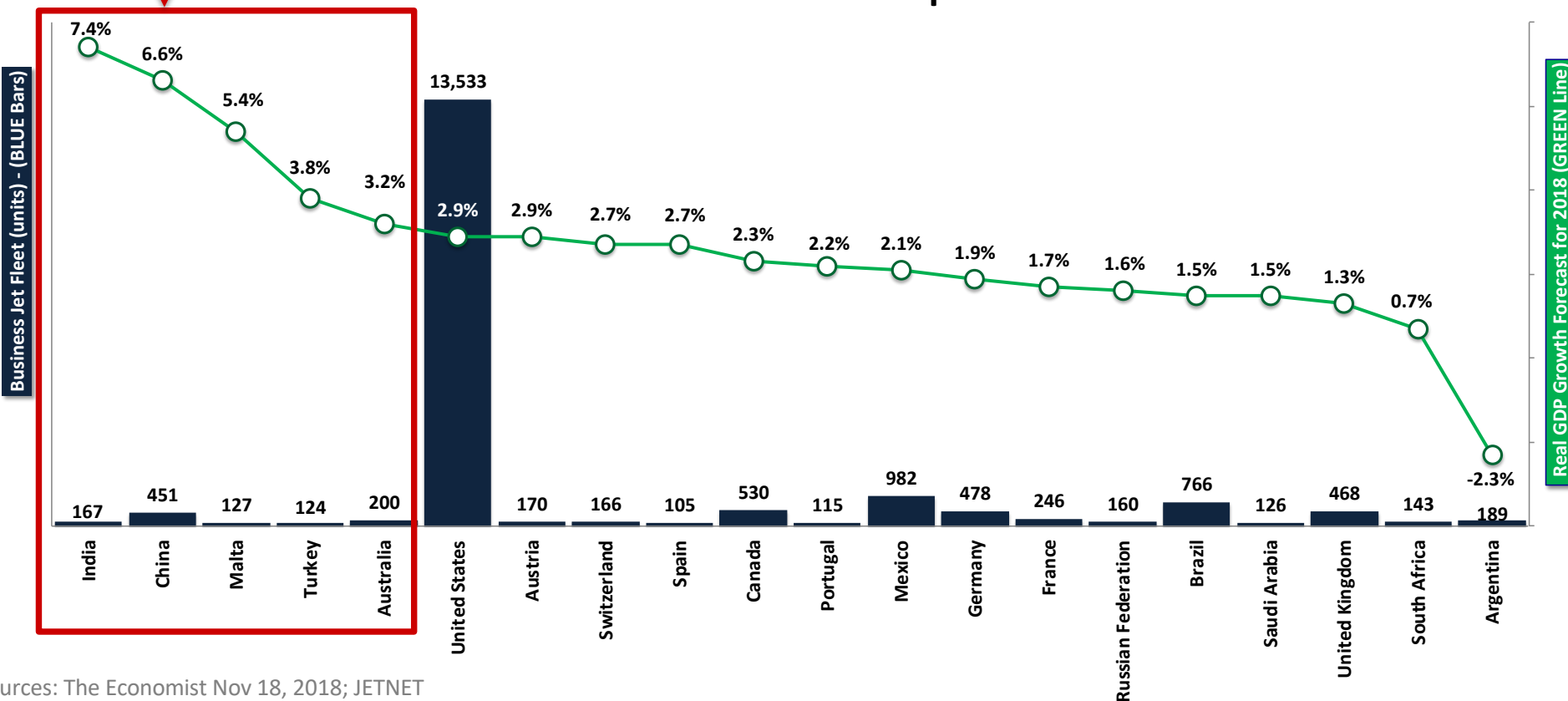
JETNET iQ Snap!: 4th Quarter 2018 - Private & Confidential



The Economy and Aircraft Fleets

Key markets with 3%+ forecasted 2018 GDP growth represent just 5% of the world business jet fleet

2018 GDP Growth Estimates and "Top 20" Business Jet Fleets



Sources: The Economist Nov 18, 2018; JETNET

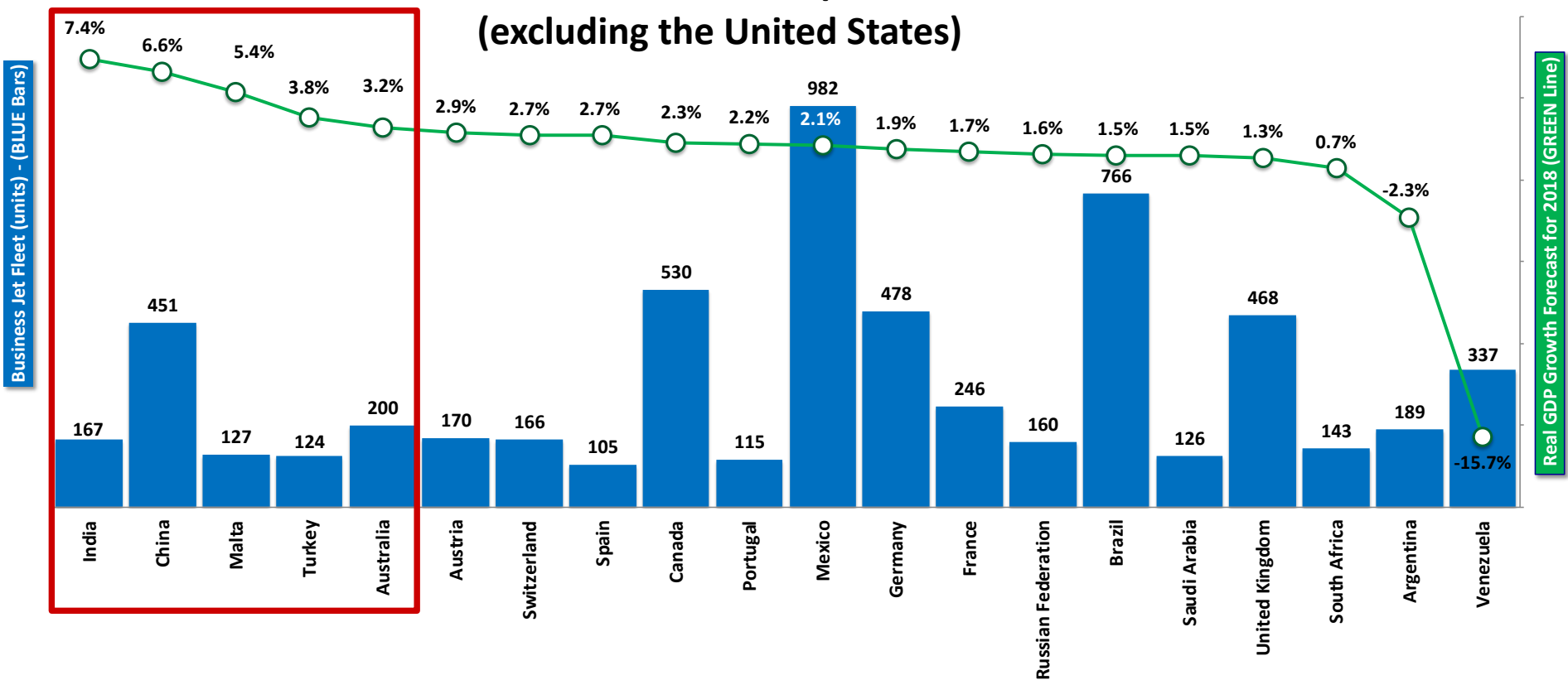
The U.S. economy grew by an estimated 2.9% in 2018

The Economy and Aircraft Fleets

Key markets with 3%+ forecasted 2018 GDP growth represent just 5% of the world business jet fleet

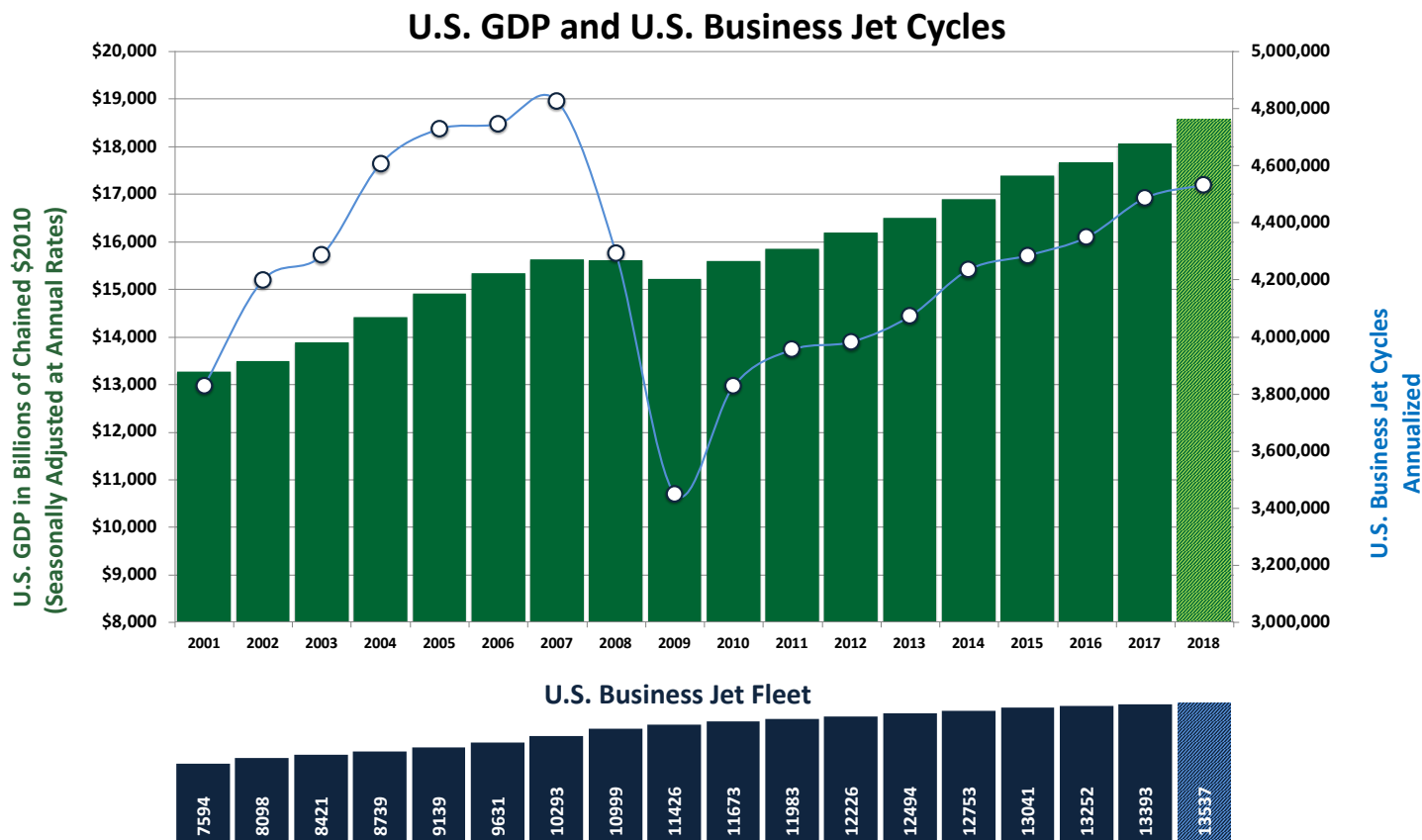
2018 GDP Growth Estimates and "Top 20" Business Jet Fleets

(excluding the United States)



Sources: The Economist – Nov 18, 2018; JETNET

The Economy and Aircraft Utilization

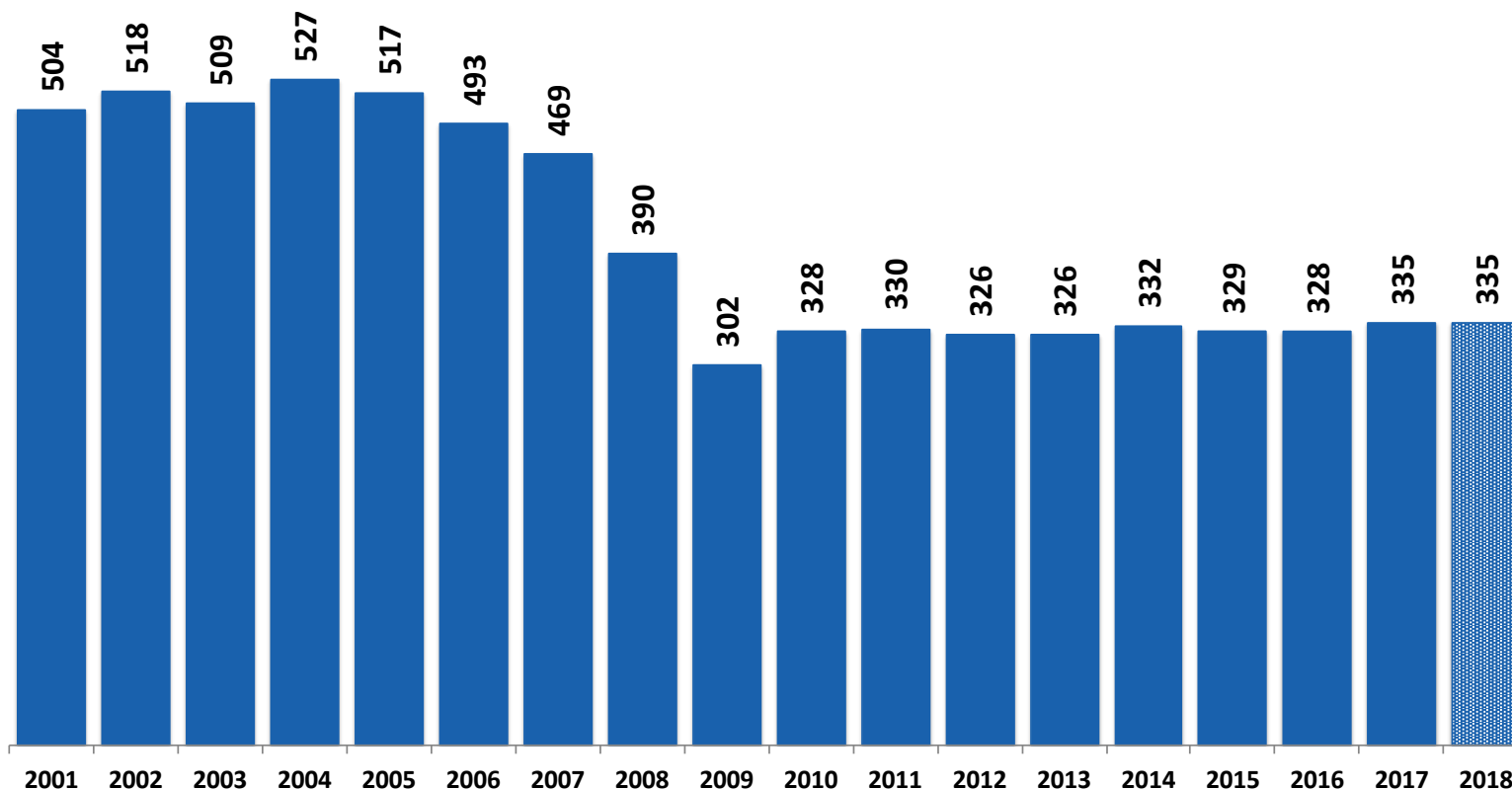


Sources: U.S. BEA, FAA; 2018 GDP is based on BEA projection and 2018 business jet cycles is based on trailing twelve months as of September 30, 2018

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

Aircraft Utilization

Average Number of Business Jet Cycles per Aircraft Per Year - USA

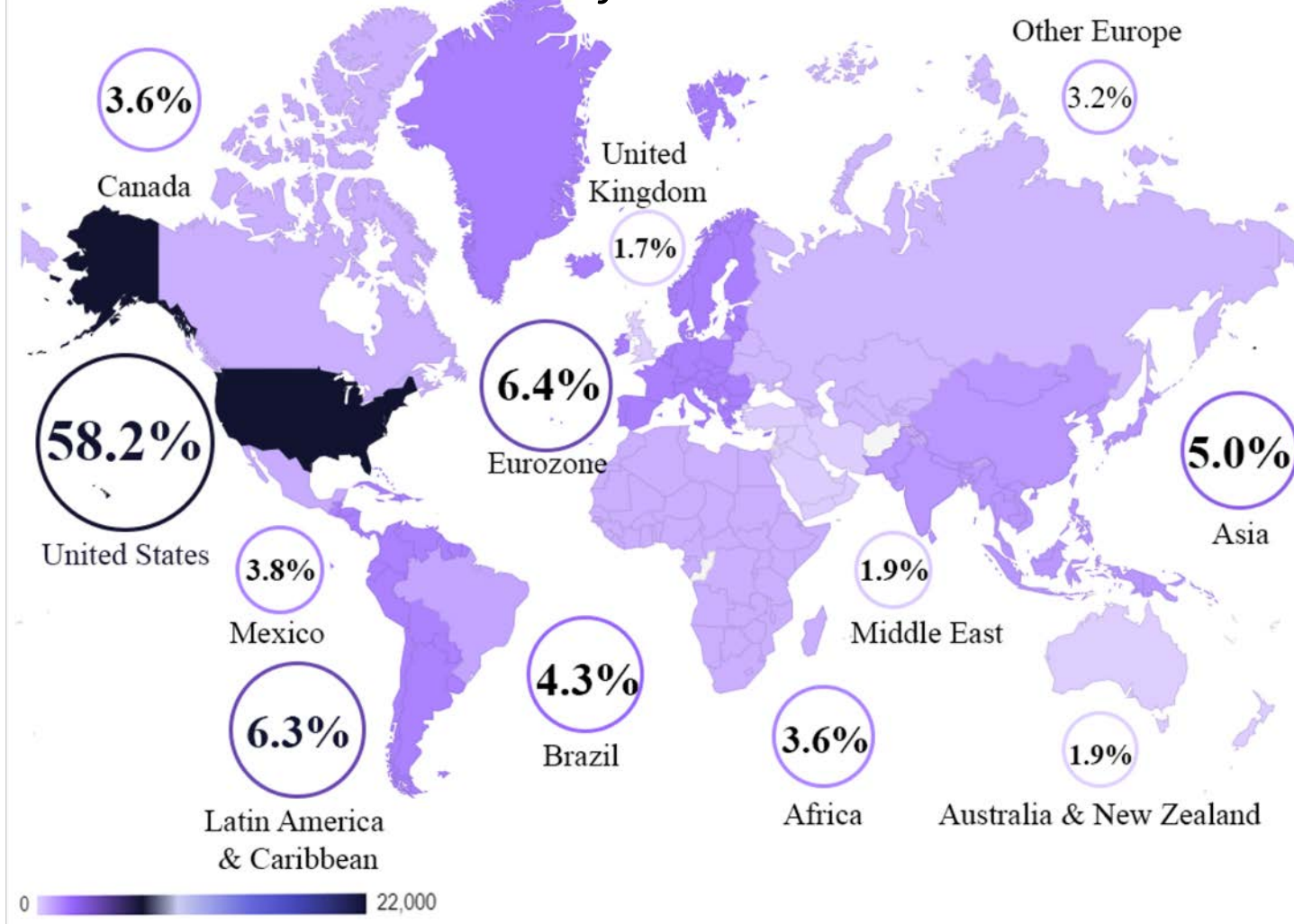


Sources: U.S. FAA; Cycles data for latest year are YTD on a Trailing Twelve Months (TTM) basis for the most recent period available; U.S. fleet from JETNET

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

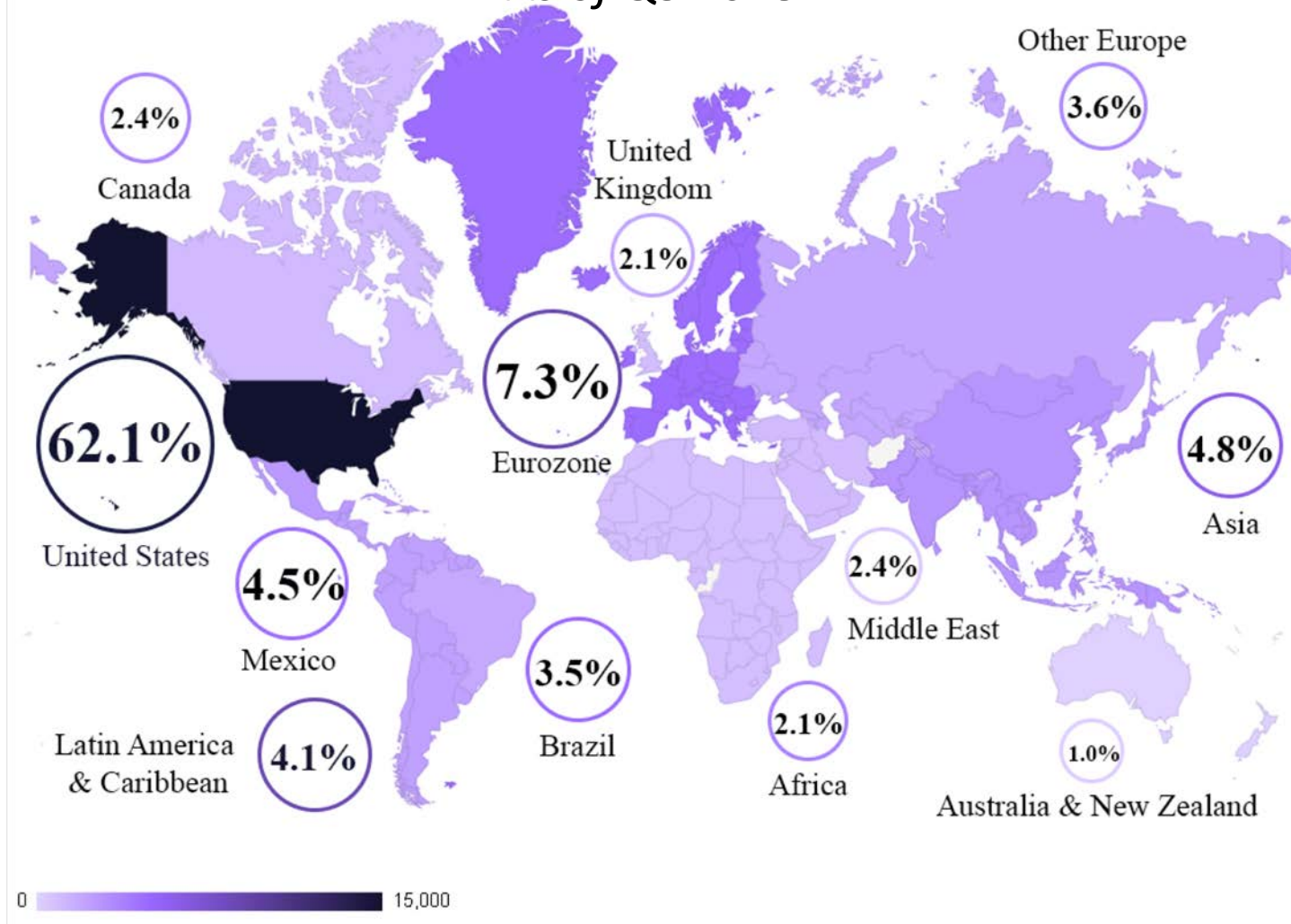
Business Aircraft Fleet by Region

Share of Business Aircraft Fleet by Region
As of Q3 2018



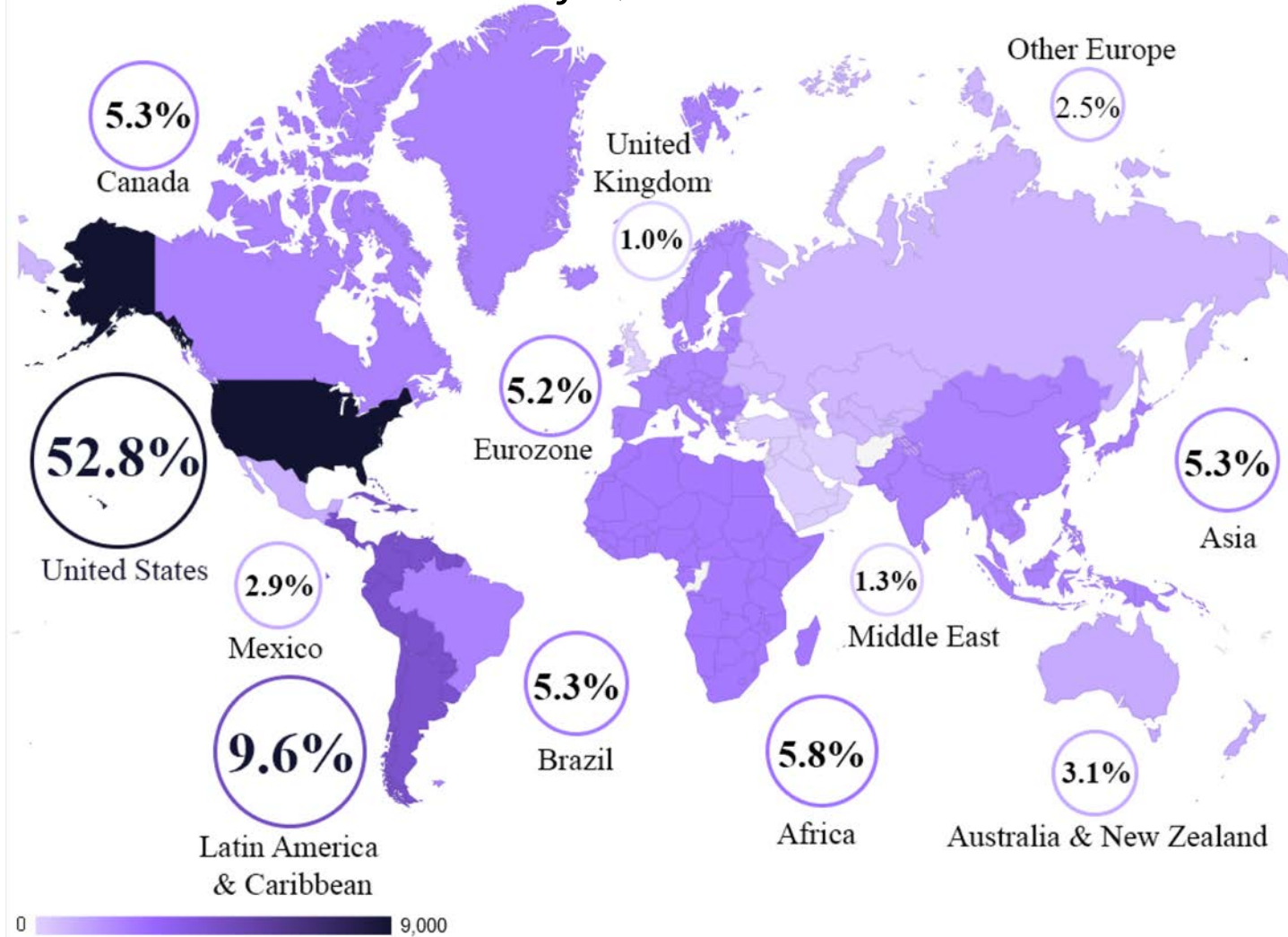
Business Jet Fleet by Region

Share of Business Jet Fleet by Region
As of Q3 2018



Turboprop Fleet by Region

Share of Turboprop Fleet by Region
As of Q3 2018



Business Jet Fleet by Manufacturer

NORTH AMERICA OEM	Fleet as of December 31 2018
Beechcraft	230
Bombardier	3,060
Cessna Citation	5,066
Dassault Falcon	1,396
Embraer	653
Gulfstream	1,947
Hawker	1,176
Other	706
Total	14,234

EUROPE OEM	Fleet as of December 31 2018
Beechcraft	21
Bombardier	614
Cessna Citation	865
Dassault Falcon	424
Embraer	221
Gulfstream	211
Hawker	173
Other	114
Total	2,643

FORMER SOVIET UNION OEM	Fleet as of December 31 2018
Beechcraft	-
Bombardier	72
Cessna Citation	14
Dassault Falcon	30
Embraer	26
Gulfstream	39
Hawker	35
Other	22
Total	238

MIDDLE EAST OEM	Fleet as of December 31 2018
Beechcraft	4
Bombardier	118
Cessna Citation	49
Dassault Falcon	60
Embraer	48
Gulfstream	104
Hawker	58
Other	77
Total	518

LATIN AMERICA & CARIBBEAN OEM	Fleet as of December 31 2018
Beechcraft	60
Bombardier	669
Cessna Citation	834
Dassault Falcon	141
Embraer	239
Gulfstream	212
Hawker	316
Other	181
Total	2,652

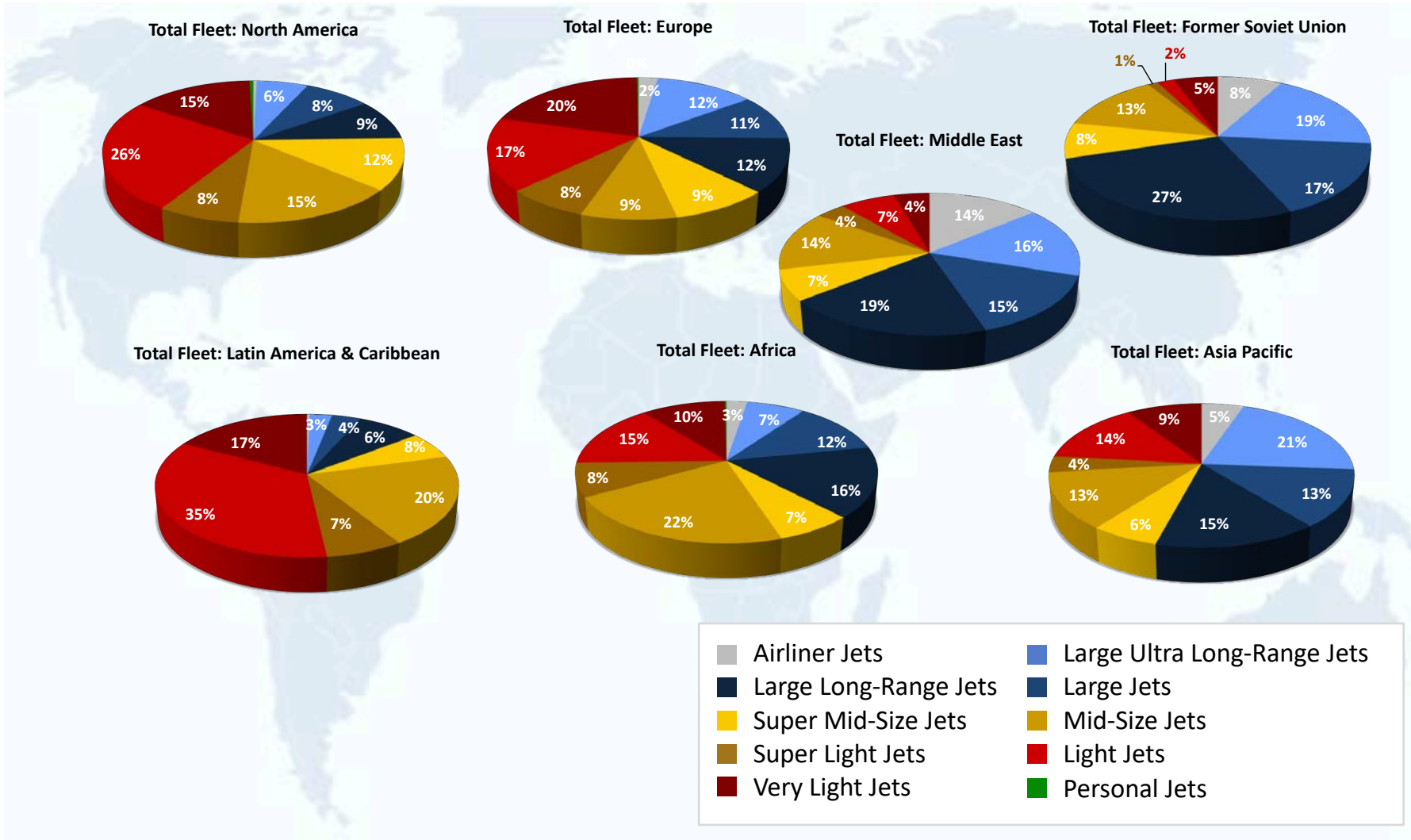
AFRICA OEM	Fleet as of December 31 2018
Beechcraft	3
Bombardier	97
Cessna Citation	106
Dassault Falcon	59
Embraer	21
Gulfstream	67
Hawker	92
Other	22
Total	467

ASIA PACIFIC OEM	Fleet as of December 31 2018
Beechcraft	8
Bombardier	323
Cessna Citation	235
Dassault Falcon	109
Embraer	84
Gulfstream	306
Hawker	127
Other	77
Total	1,269

World business jet fleet was 21,802 jets on September 30, 2018

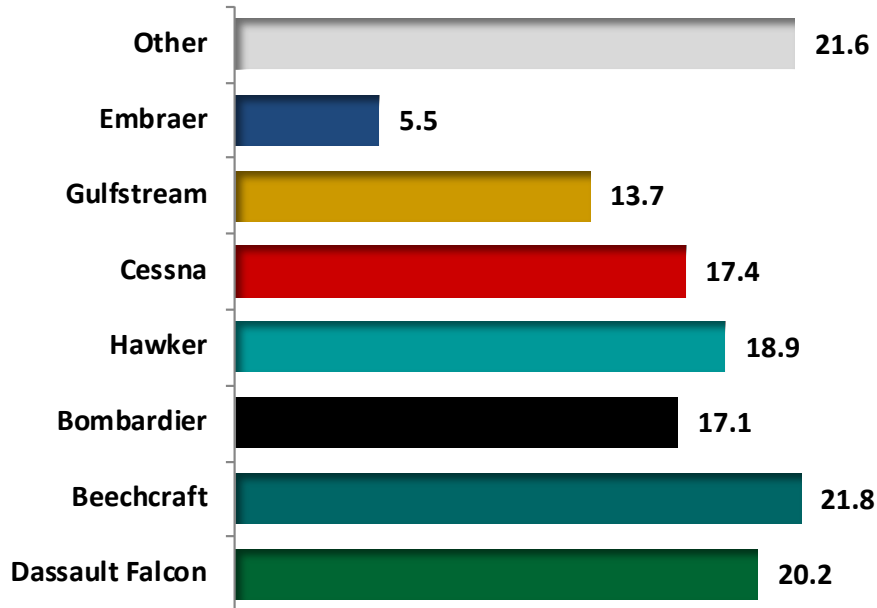
Business Jet Fleet by Size Category

As of September 30, 2018

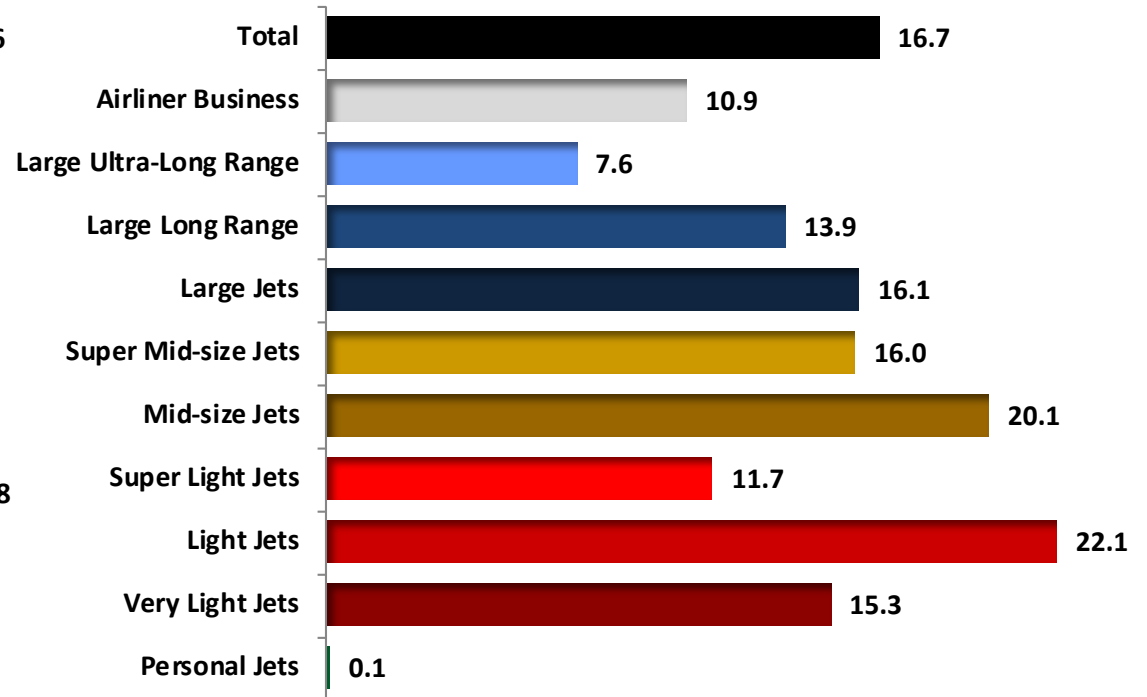


Business Jet Fleet Age (Years)

Business aircraft average fleet age as of Dec 31, 2018

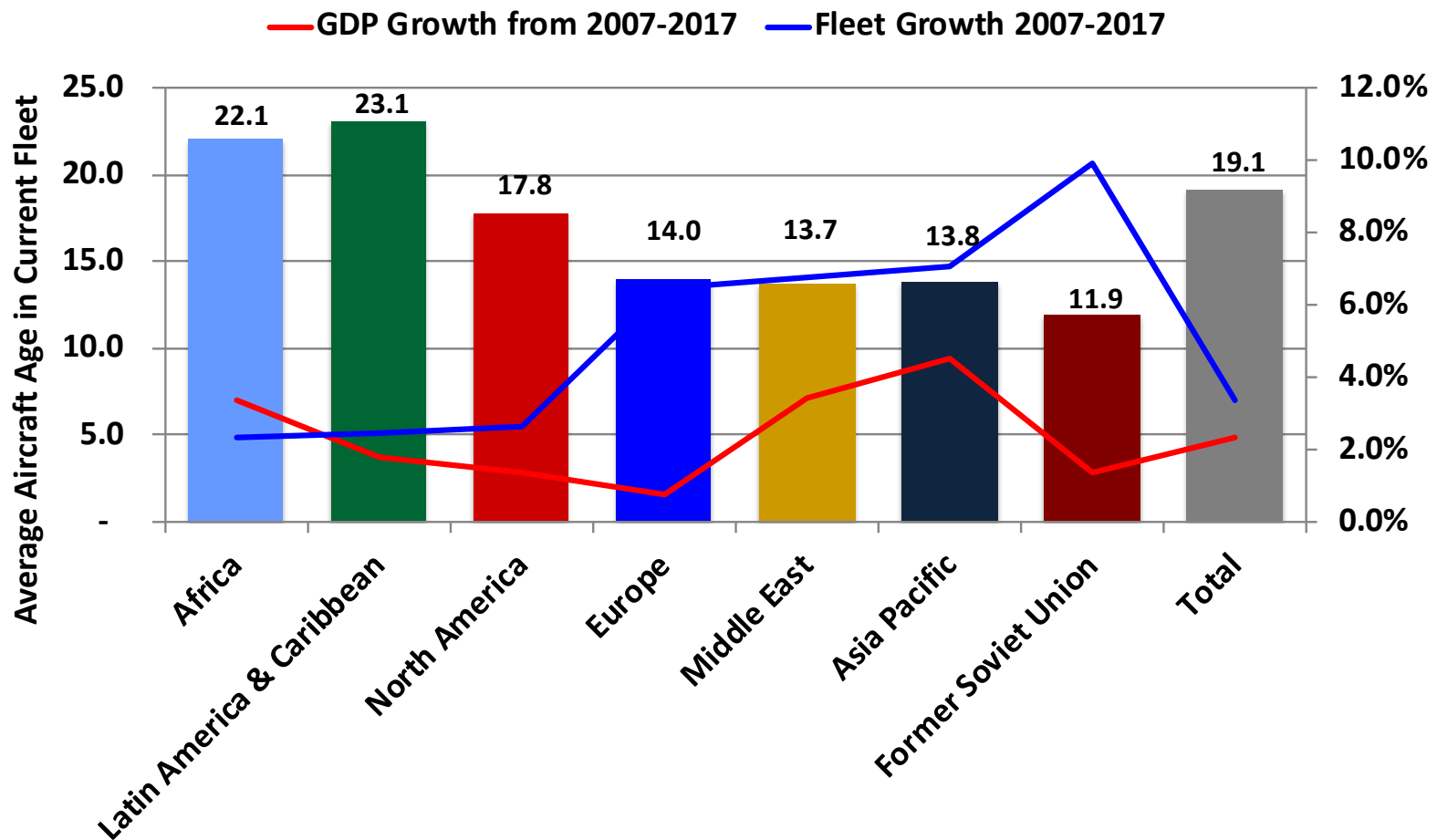


Business aircraft average fleet age as of Dec 31, 2018



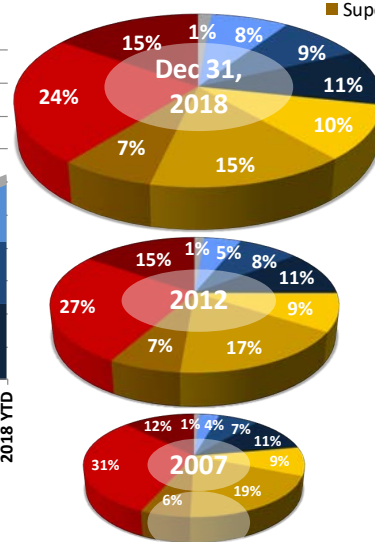
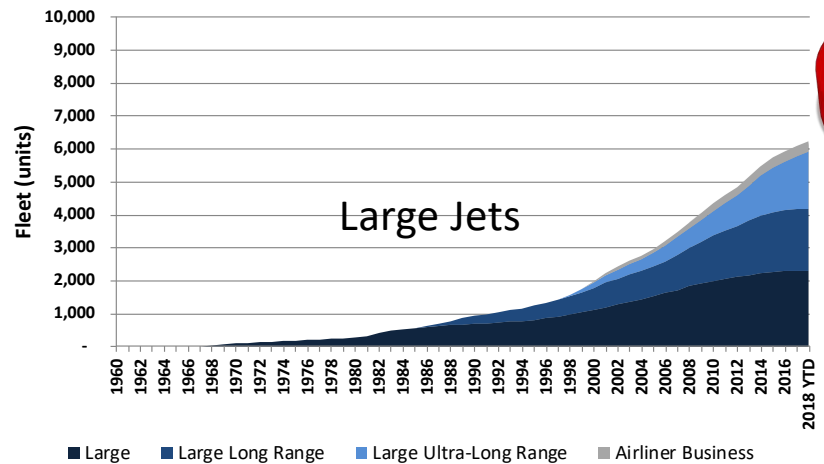
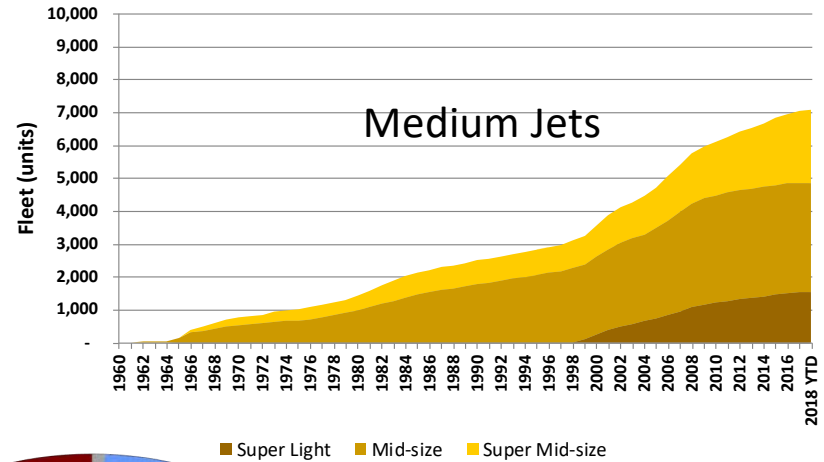
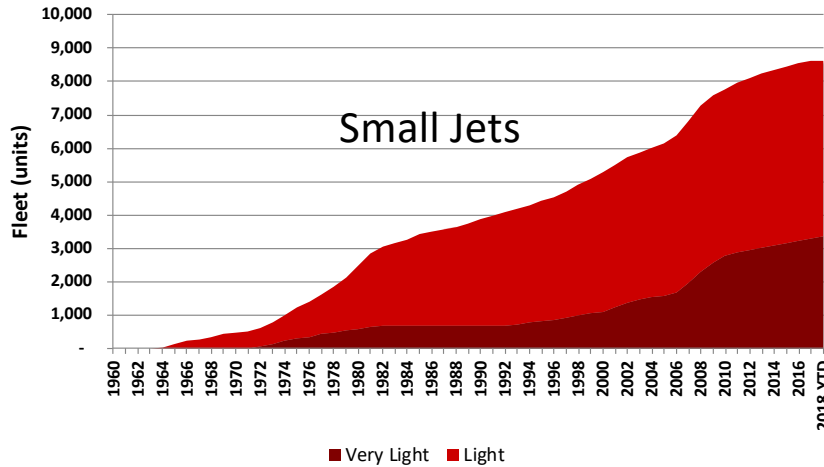
Business Jet Fleet Age (Years) by Region

Regional profile of current average fleet age and regional GDP and fleet growth (2007-2017)



Business Jet Fleet by Size Category

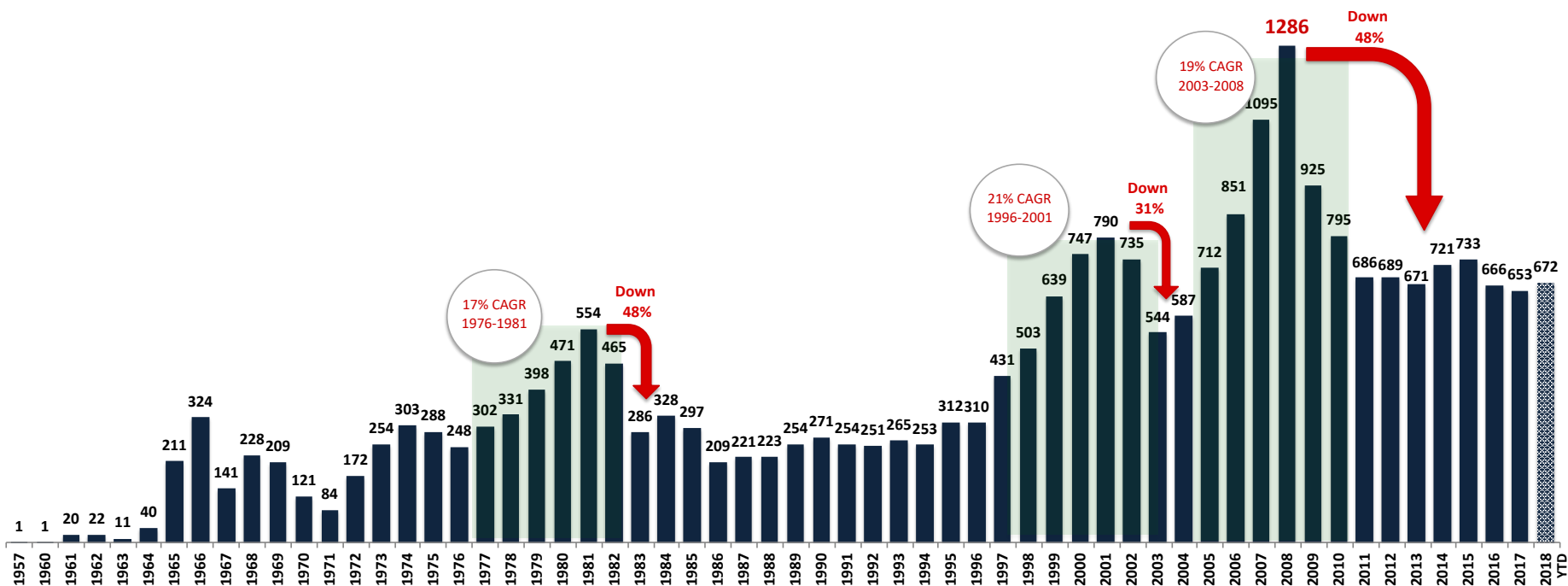
Fleet in Years From 1960 – December 31, 2018



Business Jet Fleet as of Dec 31, 2018	
By size category	
Airliner Business	300
Large Ultra-Long Range	1,749
Large Long Range	1,894
Large Jets	2,284
Super Mid-size Jets	2,233
Mid-size Jets	3,298
Super Light Jets	1,560
Light Jets	5,280
Very Light Jets	3,349
Personal Jets	74
Total	22,021

Business Jet Deliveries (Units)

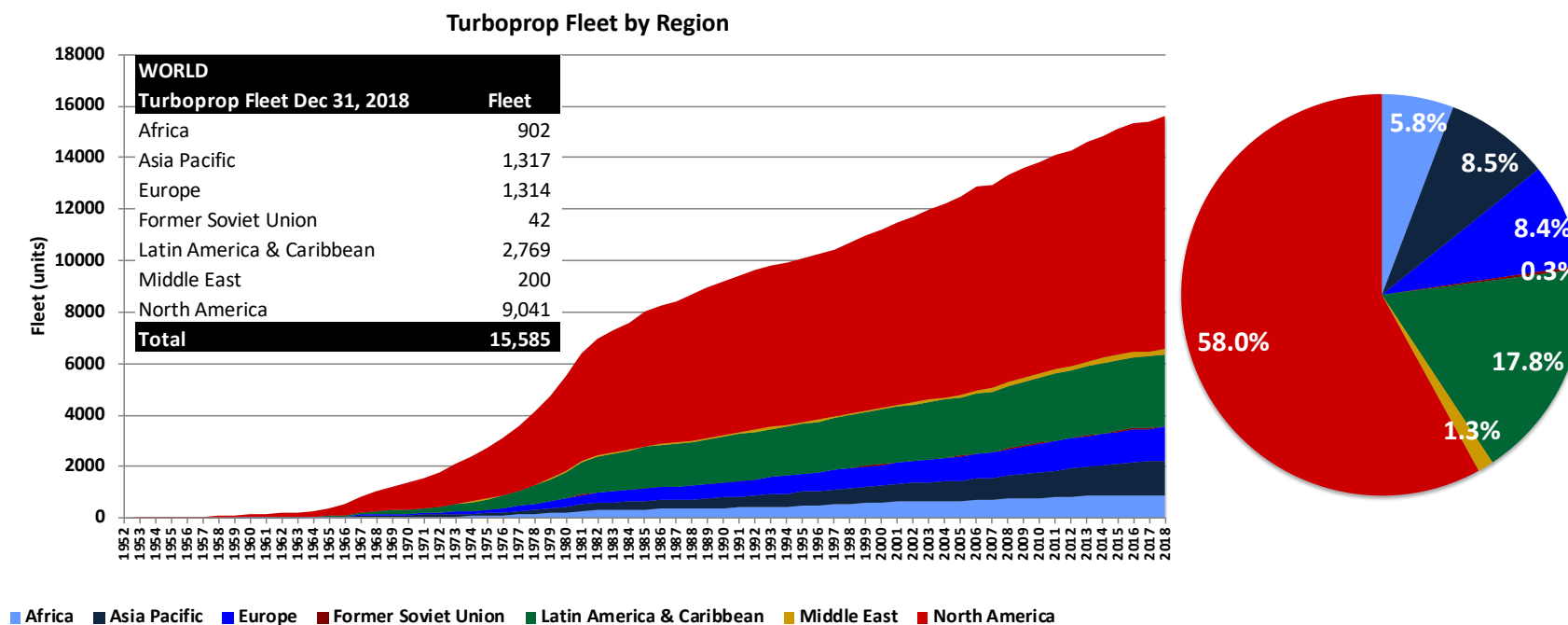
Business Jet Deliveries



Source: JETNET; includes Personal Jets; 2018 data are through December 31, 2018 as per JETNET records

New business jet delivery units have remained relatively flat for 7 years

Business Turboprop Fleet by Region



Business Turboprop Fleet by Manufacturer

NORTH AMERICA	
Turboprop Fleet Dec 31, 2018	Fleet
Cessna	1,364
Daher Socata	674
Beechcraft	3,782
Pilatus	1,112
Piper	1,050
Turbo Commander	347
Other	712
Total	9,041

EUROPE	
Turboprop Fleet Dec 31, 2018	Fleet
Cessna	156
Daher Socata	127
Beechcraft	387
Pilatus	191
Piper	237
Turbo Commander	23
Other	193
Total	1,314

FORMER SOVIET UNION	
Turboprop Fleet Dec 31, 2018	Fleet
Cessna	10
Daher Socata	-
Beechcraft	10
Pilatus	7
Piper	7
Turbo Commander	-
Other	8
Total	42

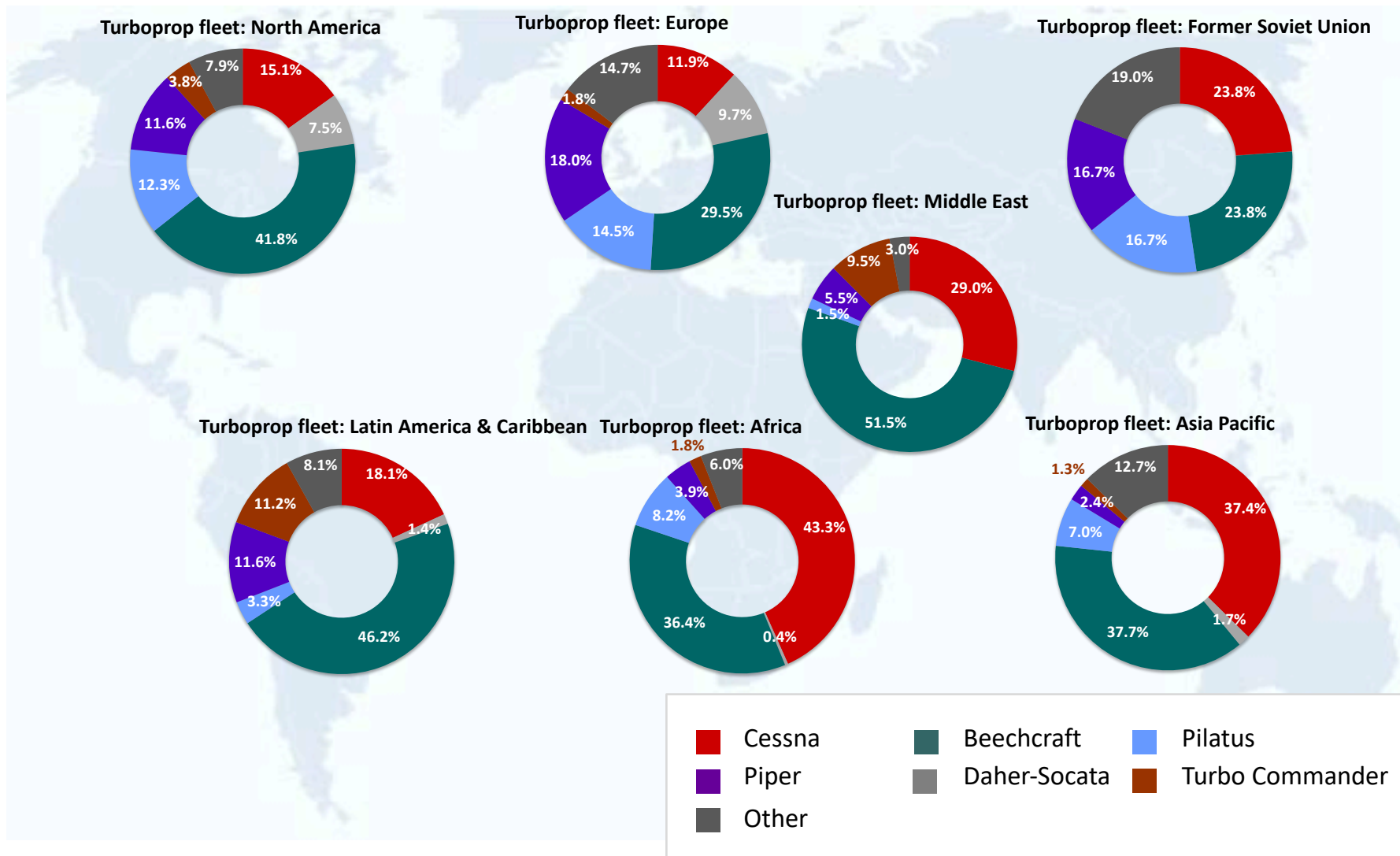
MIDDLE EAST	
Turboprop Fleet Dec 31, 2018	Fleet
Cessna	58
Daher Socata	0
Beechcraft	103
Pilatus	3
Piper	11
Turbo Commander	19
Other	6
Total	200

LATIN AMERICA & CARIBBEAN	
Turboprop Fleet Dec 31, 2018	Fleet
Cessna	502
Daher Socata	40
Beechcraft	1,279
Pilatus	92
Piper	321
Turbo Commander	311
Other	224
Total	2,769

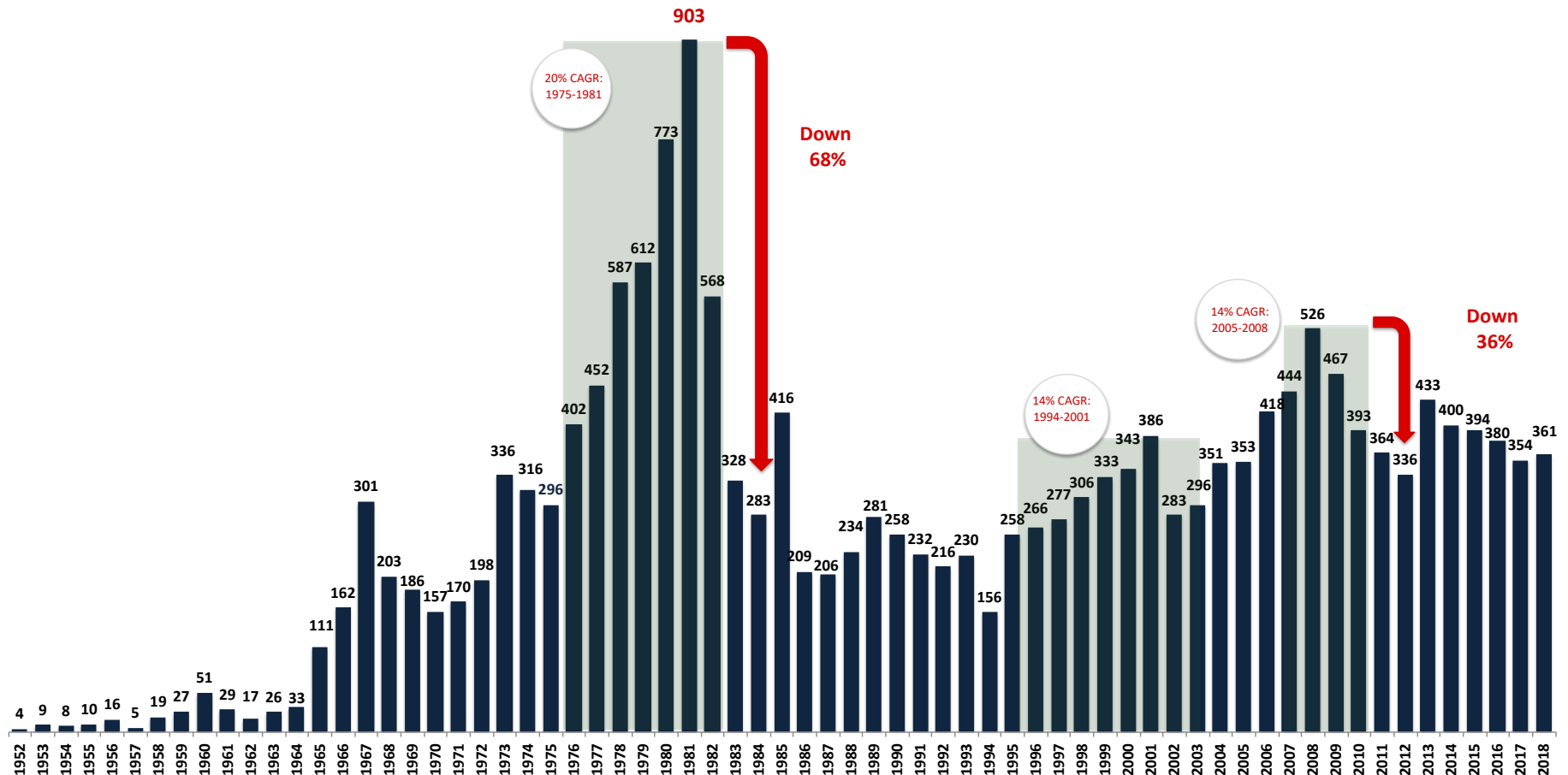
AFRICA	
Turboprop Fleet Dec 31, 2018	Fleet
Cessna	391
Daher Socata	4
Beechcraft	328
Pilatus	74
Piper	35
Turbo Commander	16
Other	54
Total	902

ASIA PACIFIC	
Turboprop Fleet Dec 31, 2018	Fleet
Cessna	492
Daher Socata	22
Beechcraft	496
Pilatus	92
Piper	31
Turbo Commander	17
Other	167
Total	1,317

Business Turboprop Fleet by Manufacturer



Business Turboprop Deliveries (Units)

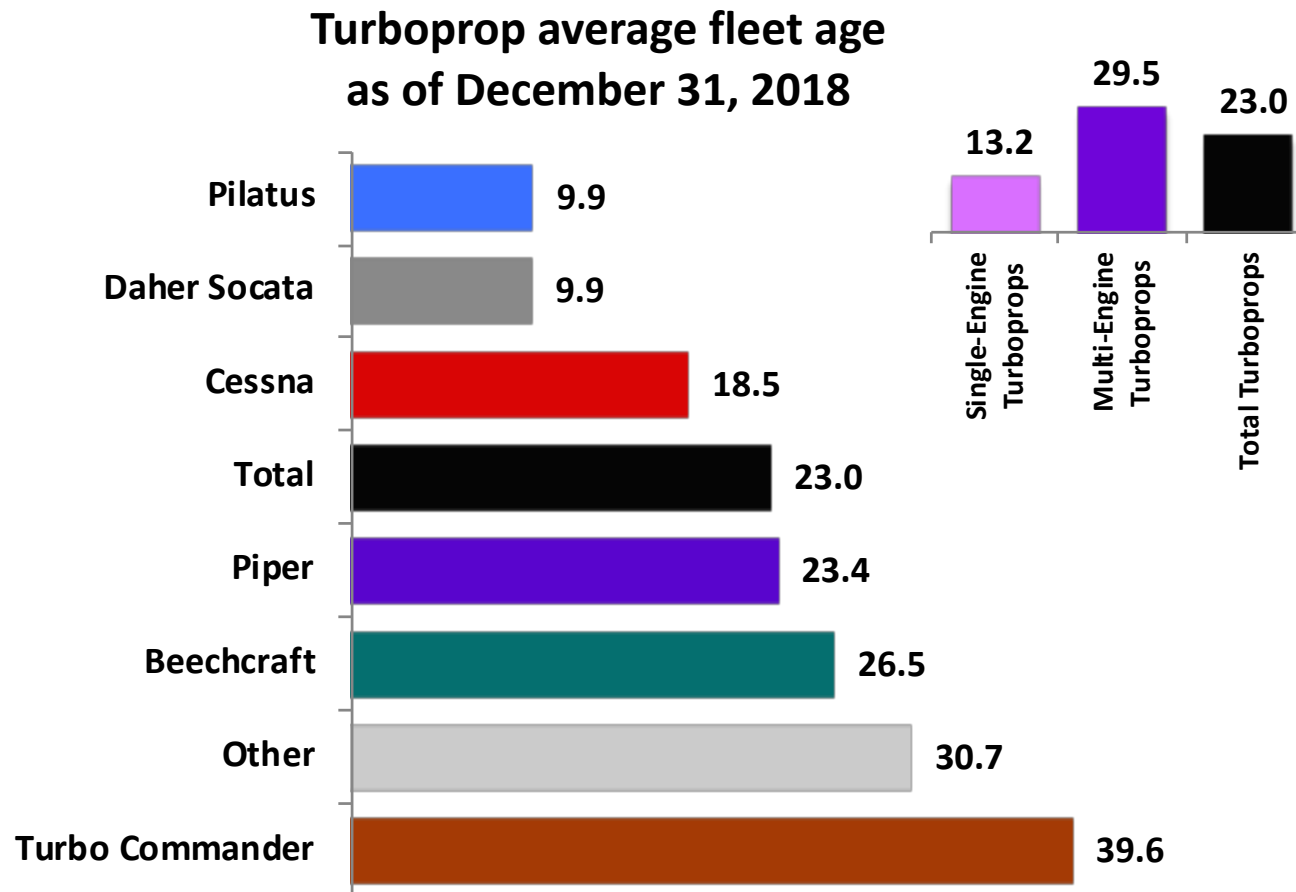


Source: JETNET; 2018 data are through December 31, 2018 as per JETNET records

December 31, 2018

JETNET iQ Snap!: 4th Quarter 2018 - Private & Confidential

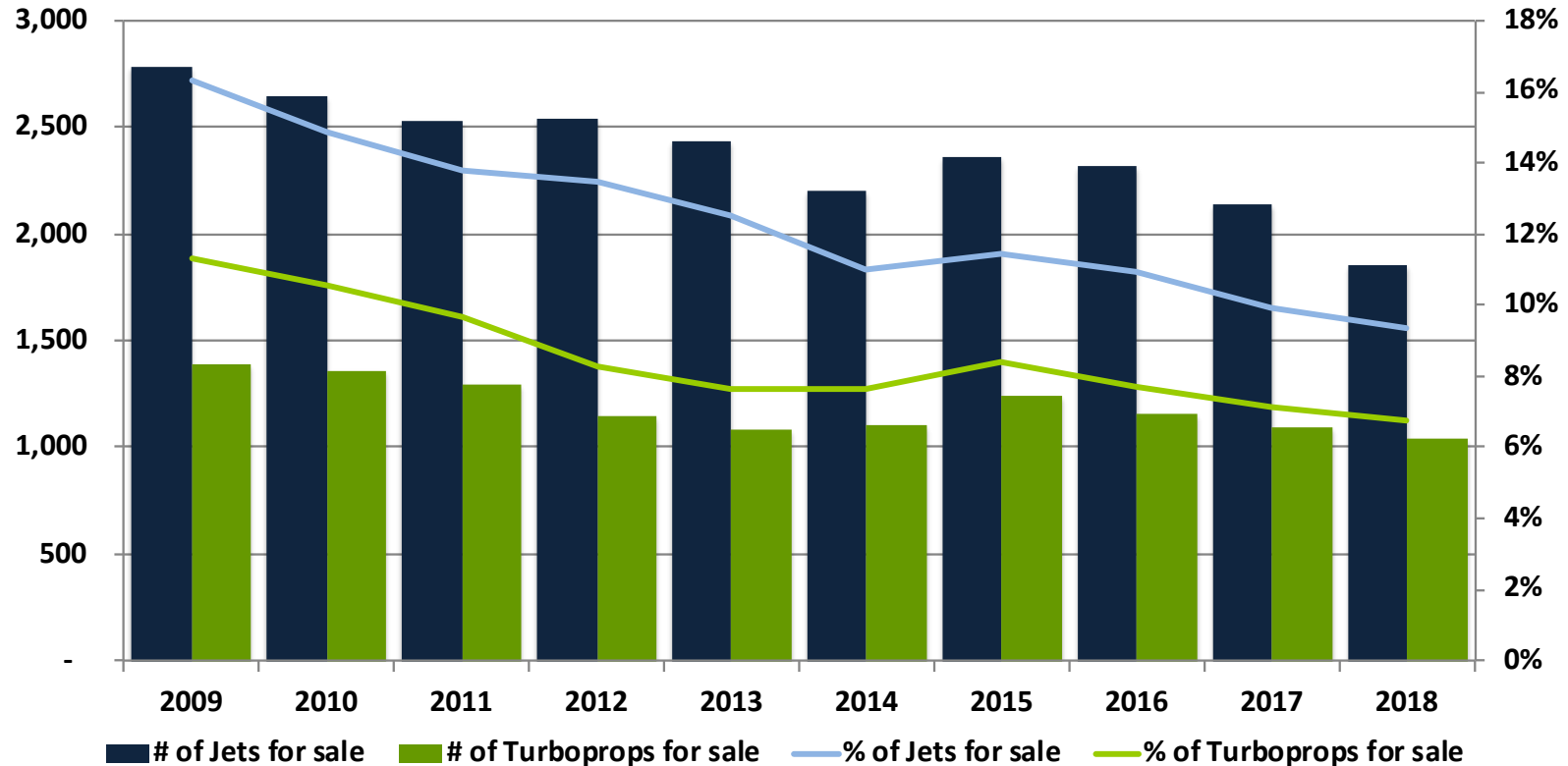
Business Turboprop Fleet Age (Years)



Pre-Owned Business Aircraft Inventory

Business Jets and Turboprops for sale

December 2009 - December 2018

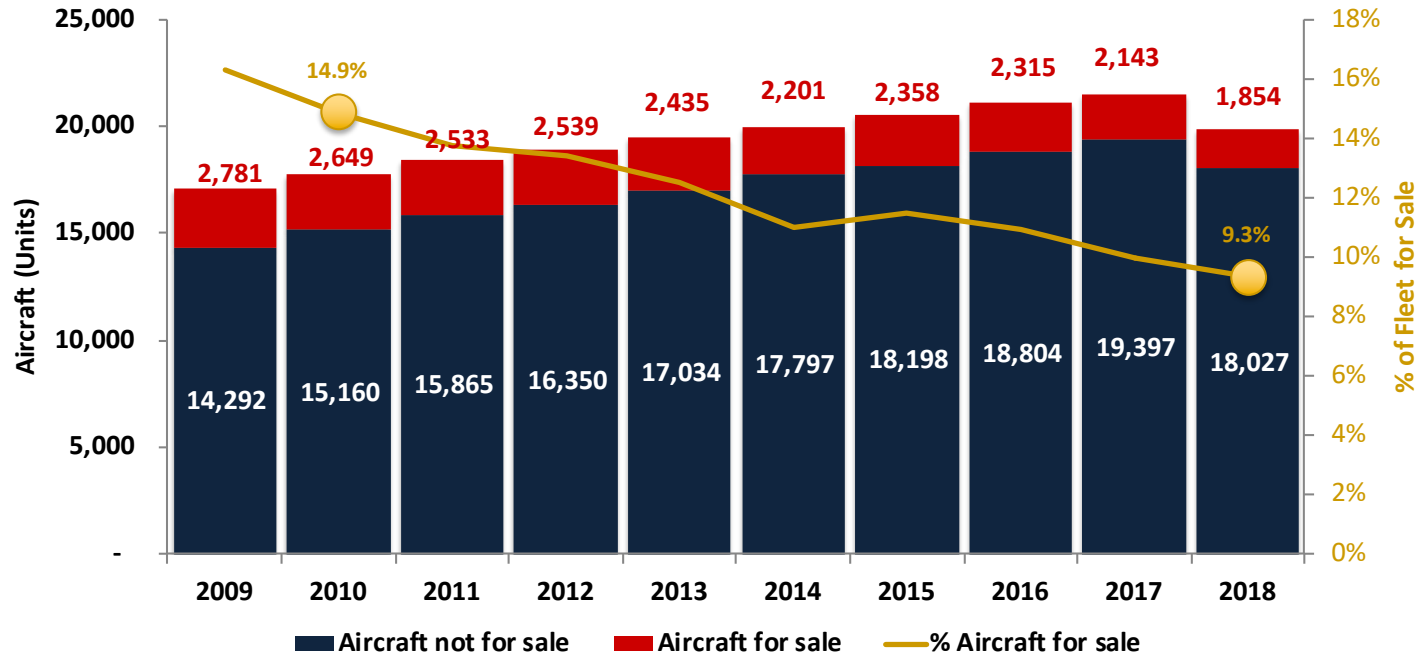


	Aircraft Available for Sale as % of World Fleet (as of September 30)									
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Business Jets	16.3%	14.9%	13.8%	13.4%	12.5%	11.0%	11.5%	11.0%	9.9%	9.3%
Turboprop	11.3%	10.6%	9.6%	8.3%	7.7%	7.7%	8.4%	7.7%	7.2%	6.7%

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

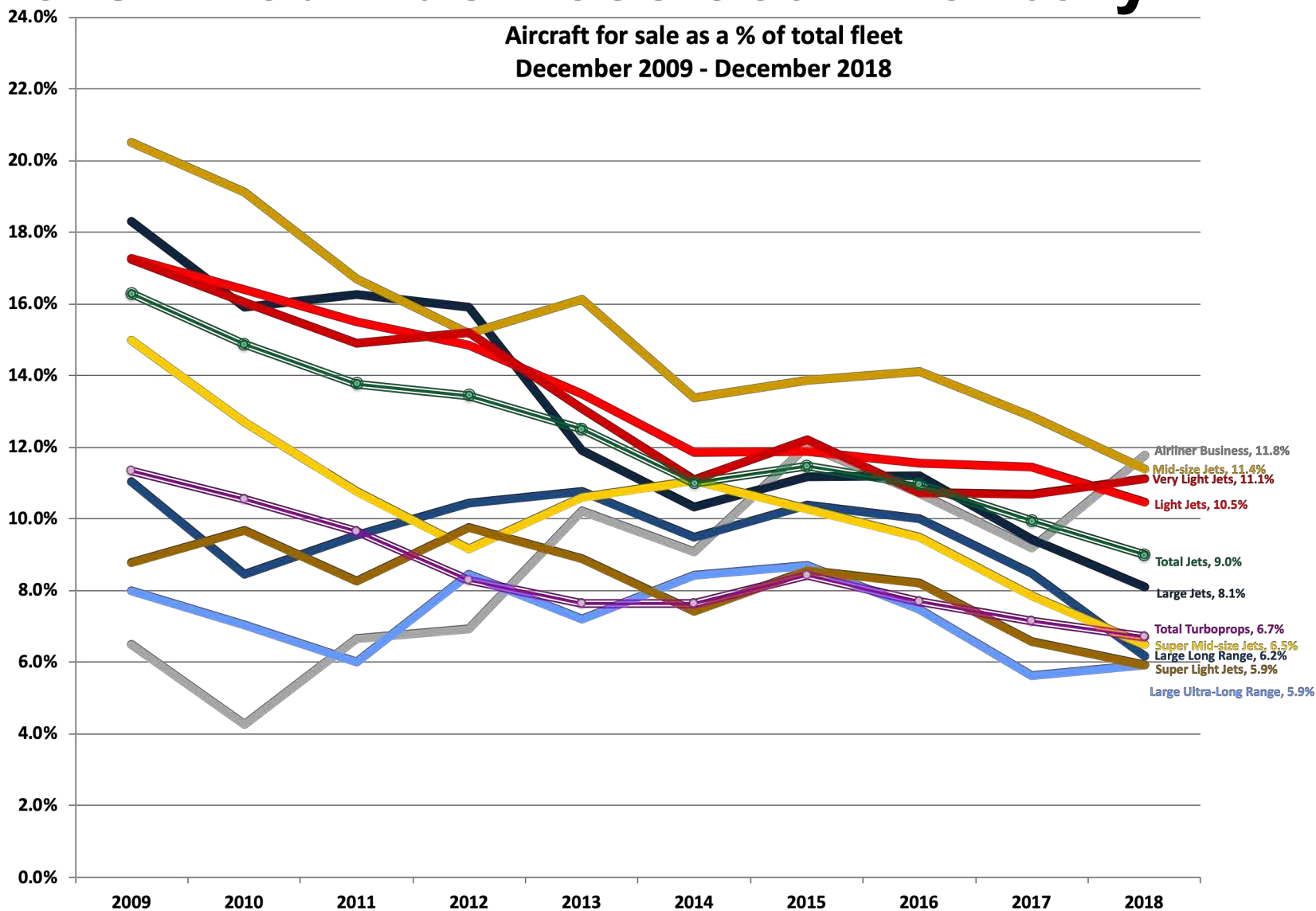
Pre-Owned Business Jet Inventory

Business Jets for sale - December 31, 2009-2018



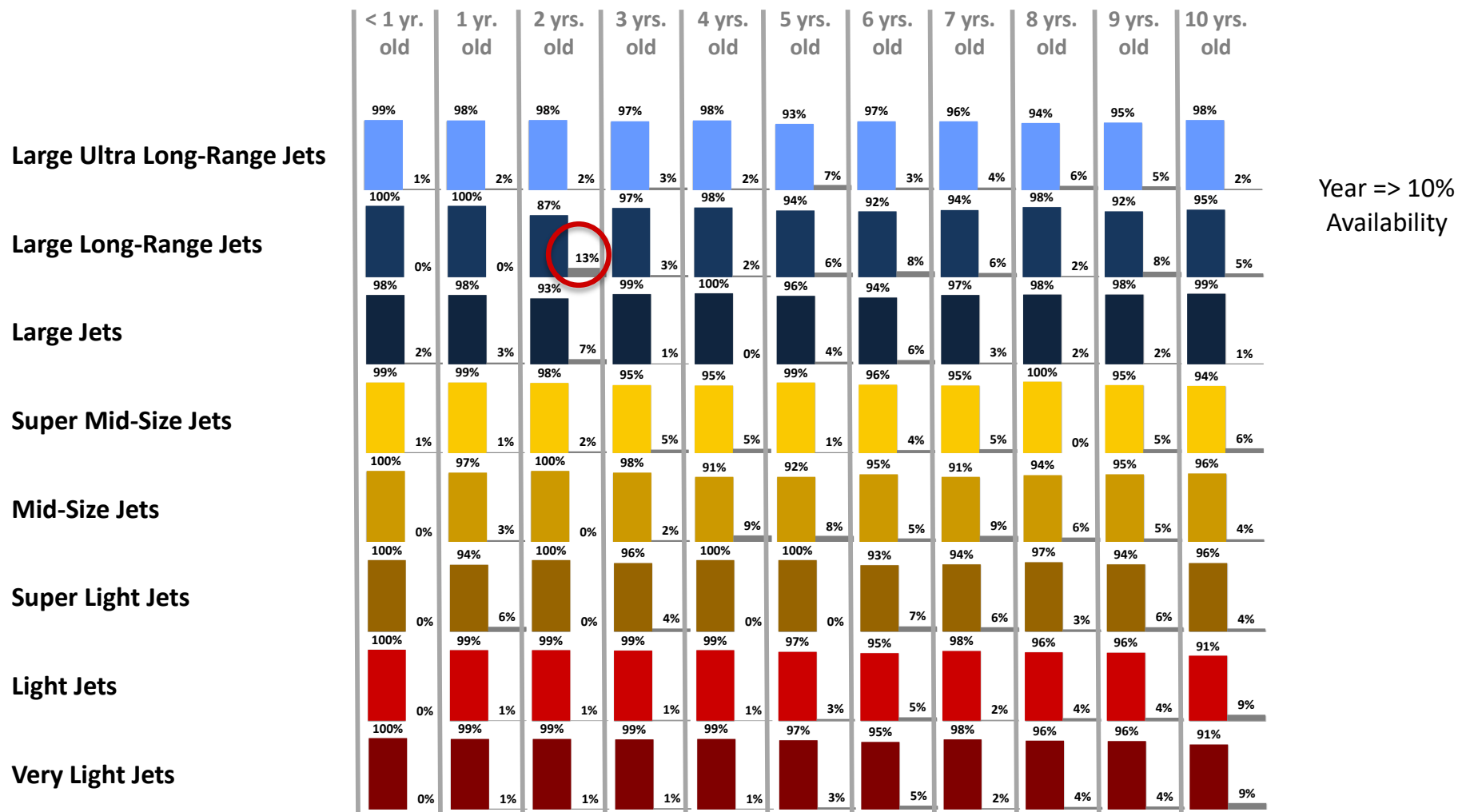
Jets Available for Sale as % of World Fleet (as of December 31)									
2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
16.3%	14.9%	13.8%	13.4%	12.5%	11.0%	11.5%	11.0%	9.9%	9.3%

Pre-Owned Business Jet Inventory



Pre-Owned Business Jet Inventory

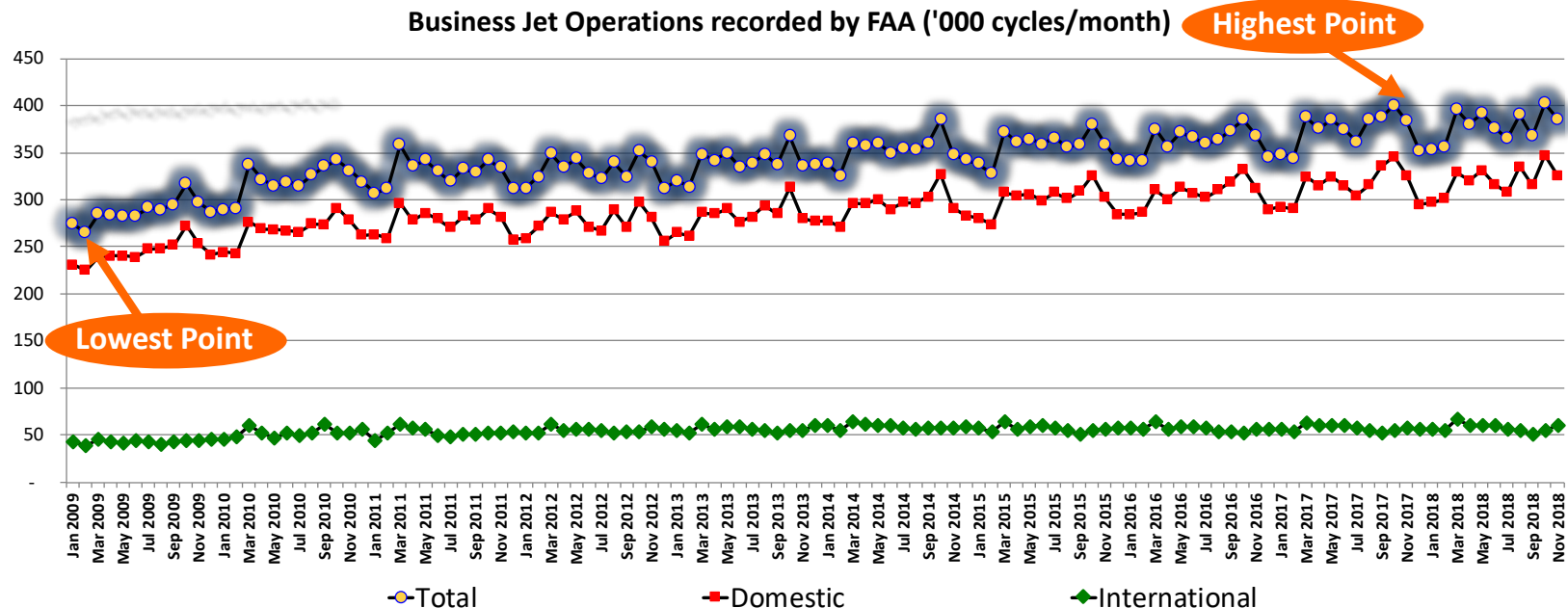
10-Years Old or Less – % for sale and % not for sale by size category



U.S. Business Jet Utilization

U.S. business jet cycles increased 0.8% YOY in November 2018 on a trailing twelve months (TTM) basis, with a 1.2% increase in domestic flights and a 1.0% increase in international flights. Having now returned to 2003/2004 levels of activity, flight cycles in Q4 2018 (trailing 12 months) were still 6.1% below 2007's historical highs, despite 20% growth of the underlying U.S. fleet since that year.

FAA BUSINESS JET OPERATIONS - NOV 2018		Trailing 12 Months
TOTAL CYCLES		
Total Cycles	385,836	4,517,334
Change vs. prior month	-4.1%	0.1%
Change vs. prior year	0.6%	0.8%
Change vs. 24 months ago	4.7%	3.9%
DOMESTIC CYCLES		
Total Domestic Cycles	325,556	3,821,404
Change vs. prior month	-6.3%	0.0%
Change vs. prior year	0.1%	1.2%
Change vs. 24 months ago	4.2%	4.4%
INTERNATIONAL CYCLES		
Total International Cycles	60,280	695,980
Change vs. prior month	9.6%	0.3%
Change vs. prior year	3.6%	1.0%
Change vs. 24 months ago	7.1%	1.7%



Source: U.S. FAA; JETNET

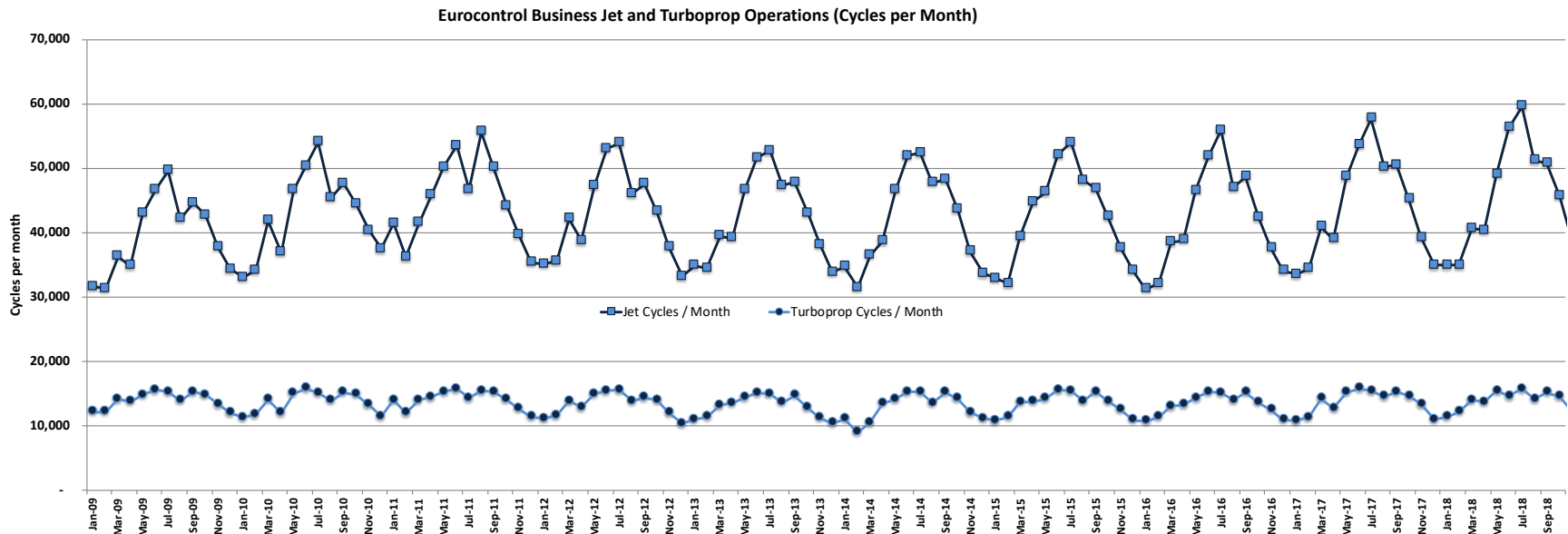
December 31, 2018

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European Business Aircraft Utilization

December 2018 business aircraft cycles in Europe were up 1.6% for jets and up 0.1% 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 remains positive, reflecting an improved economic outlook for the Euro Area in 2018.

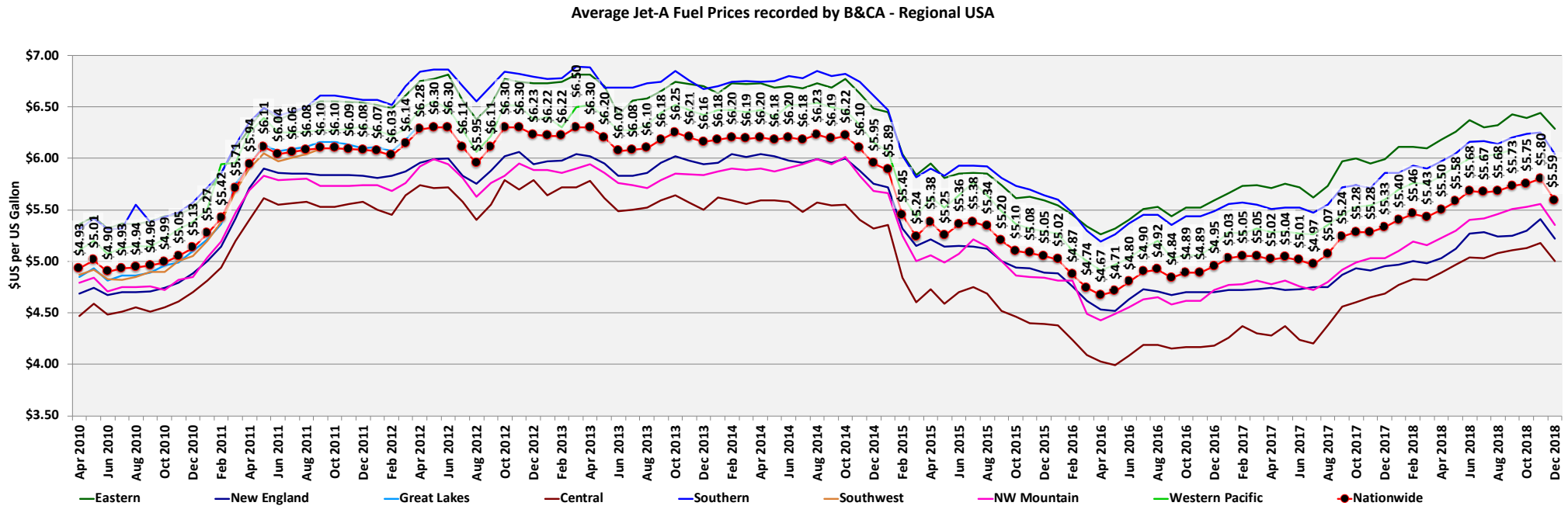
EUROCONTROL BUSINESS JET & TURBOPROP OPERATIONS - DEC 2018	Trailing 12 Months	
BUSINESS JETS (EXCLUDING AIRLINERS)		
Total Cycles	34,007	535,936
Change vs. prior month	-12.2%	-0.2%
Change vs. prior year	-2.6%	1.6%
Change vs. 24 months ago	-0.2%	6.3%
TURBOPROPS		
Total Cycles	10,897	164,063
Change vs. prior month	-11.2%	0.0%
Change vs. prior year	-0.4%	0.1%
Change vs. 24 months ago	-0.3%	3.1%



Source: Eurocontrol

December 31, 2018

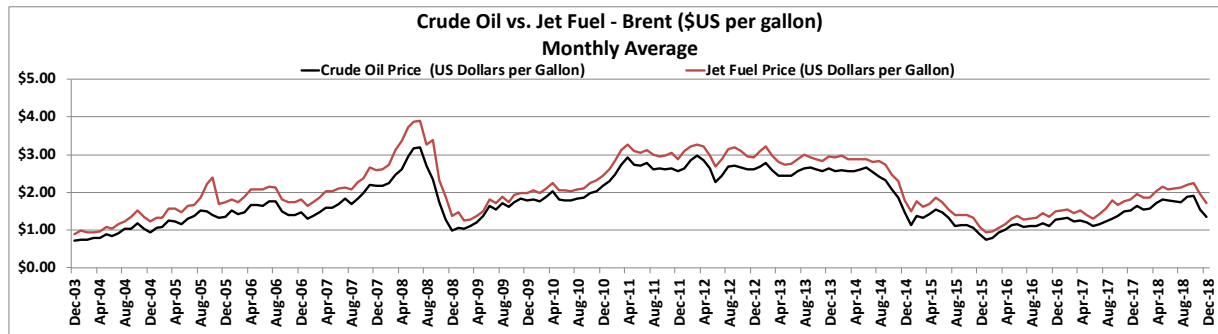
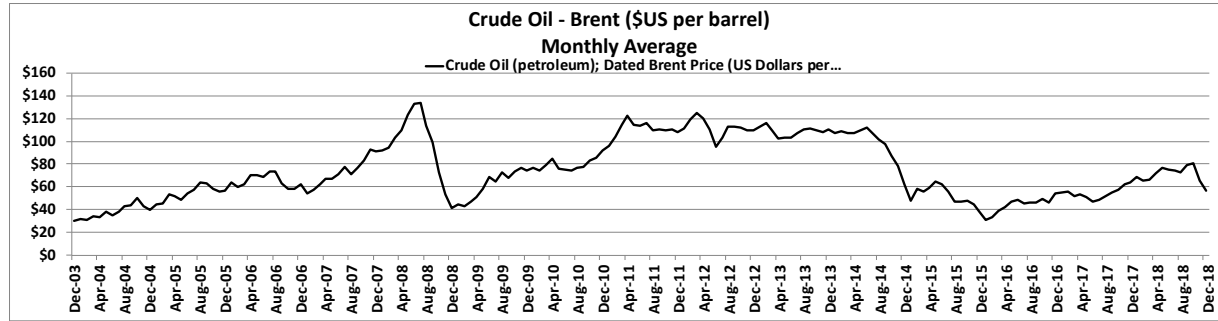
Jet-A Fuel Prices at U.S. FBOs



Source: [Business & Commercial Aviation](#)

Jet-A fuel prices in December 2018 are averaging about \$5.59 at U.S. FBOs, up 4.9% from \$5.33 year-over-year

Crude Oil and Jet Fuel Prices



IATA Fuel Price Monitor	Share in	Index Value		vs. 1 week	vs. 1 month		
January 18 2019	World Index	\$/US gallon	\$/barrel	ago	ago		
Jet Fuel Price	100%	\$ 1.846	\$ 77.52	211.92	-0.1%	7.6%	-6.2%
Asia & Oceania	22%	\$ 1.769	\$ 74.30	212.30	-1.7%	3.7%	-8.5%
Europe & CIS	28%	\$ 1.853	\$ 77.81	209.64	0.3%	6.8%	-6.4%
Middle East & Africa	7%	\$ 1.746	\$ 73.33	218.98	-0.7%	5.8%	-8.5%
North America	39%	\$ 1.895	\$ 79.57	211.55	0.6%	10.5%	-4.4%
Latin & Central America	4%	\$ 1.919	\$ 80.62	223.32	1.1%	9.7%	-5.8%

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

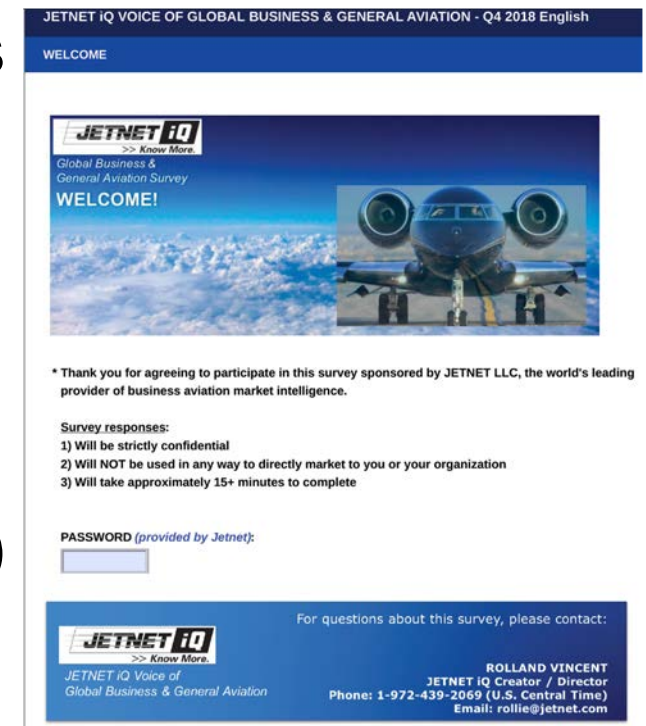
Source: IndexMundi; IATA from PLATTS

JETNET iQ Quarterly Surveys

- Multilingual owner / operator surveys
 - Utilization patterns and expectations
 - Brand perceptions
 - Purchase criteria / inhibitors
 - Purchase / selling intentions
 - New product preferences
 - Special topics of interest (examples)
 - New products
 - The environment
 - Mood of the market

JETNET iQ VOICE OF GLOBAL BUSINESS & GENERAL AVIATION - Q4 2018 English

WELCOME



JETNET iQ
Global Business & General Aviation Survey
WELCOME!

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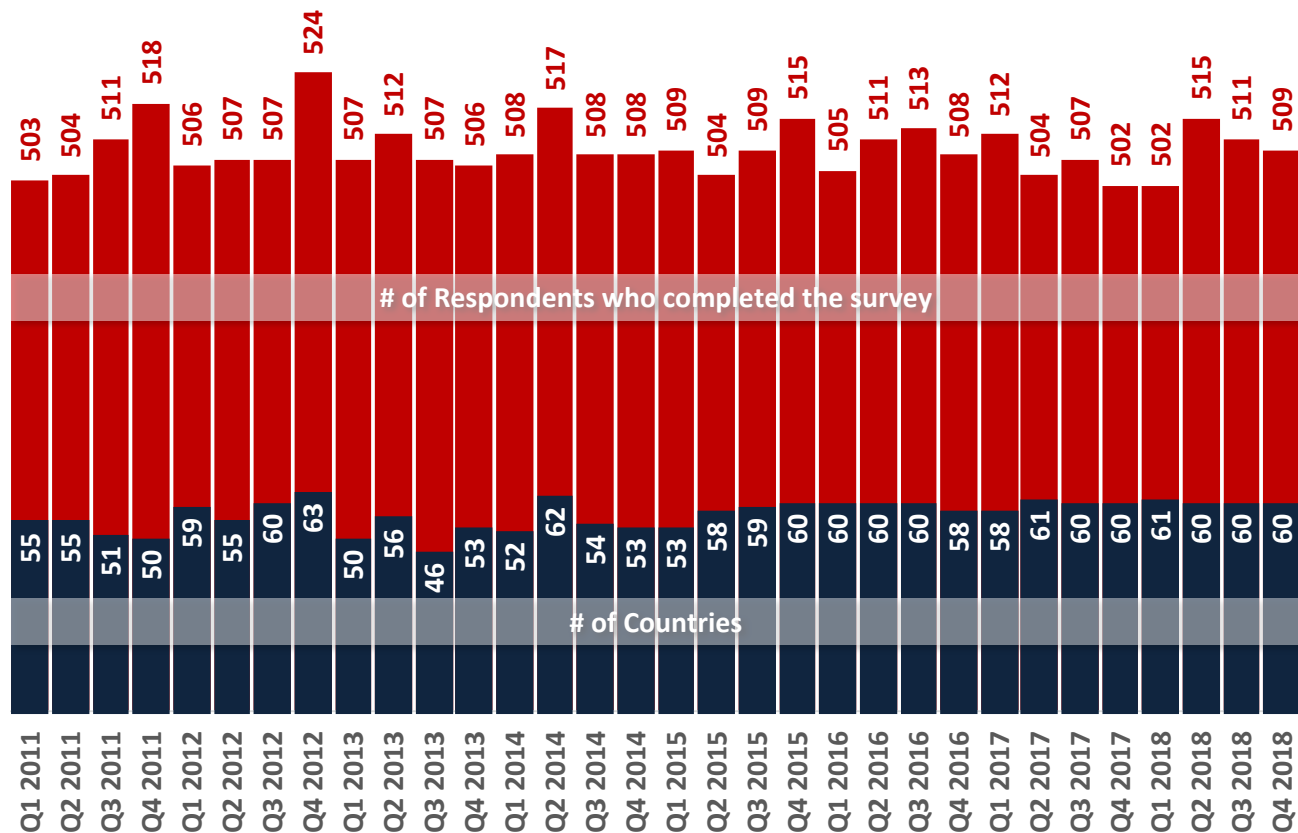
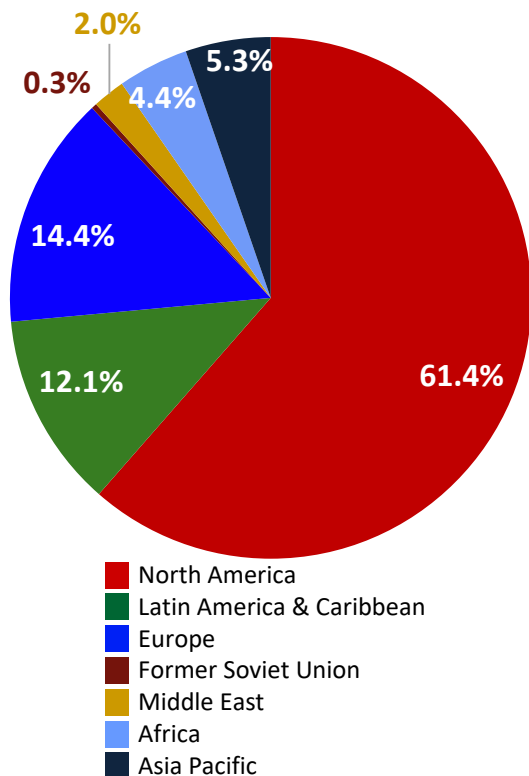
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ROLLAND VINCENT
JETNET iQ Creator / Director
Phone: 1-972-439-2069 (U.S. Central Time)
Email: rollie@jetnet.com

JETNET iQ Surveys: Quarterly, multilingual, worldwide

JETNET iQ Survey Respondents

Respondent by Location - Q1 2011 - Q4 2018



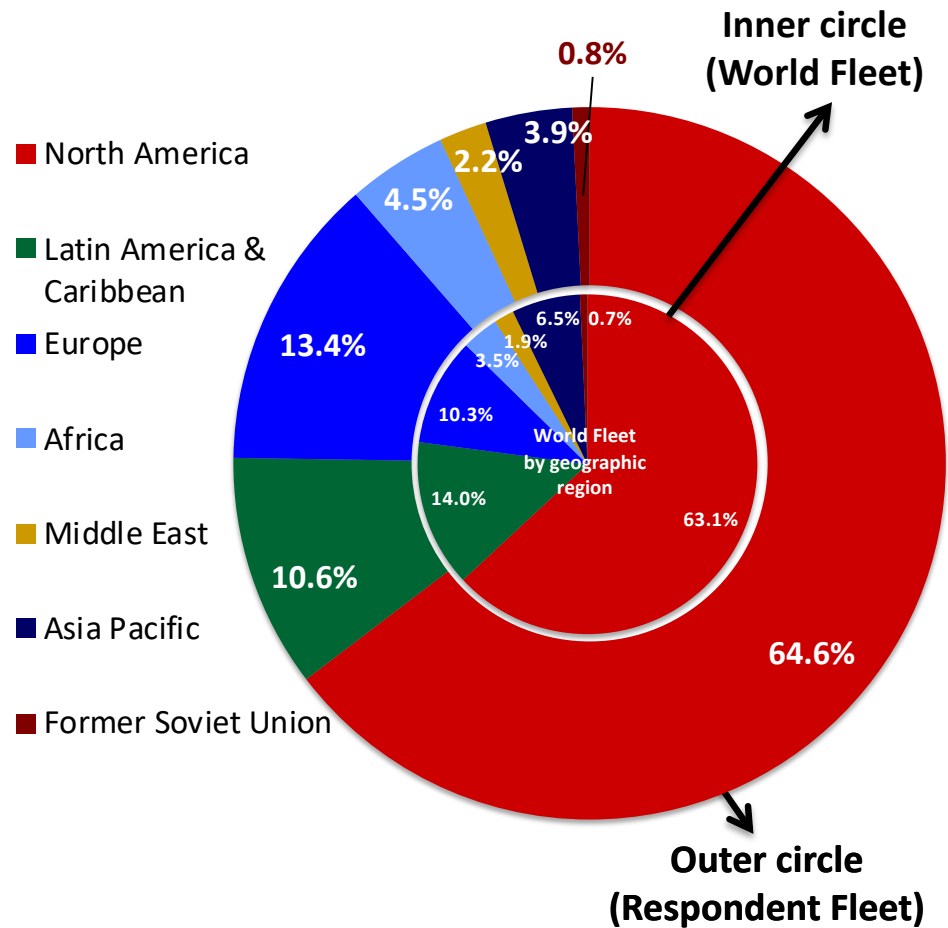
JETNET iQ Surveys: Since Q1 2011, >15,700 respondents from 129 countries

Survey Respondents' Location

By Respondent Location

Q4 2018 Survey

RESPONDENT COUNTRIES FROM Q4 2018 SURVEY			
COUNTRIES/TERRITORIES	# of respondents		# of respondents
ARGENTINA	1	PAKISTAN	2
AUSTRALIA	9	PERU	1
AUSTRIA	6	POLAND	1
BELGIUM	3	ROMANIA	1
BELIZE	1	RUSSIAN FEDERATION	3
BOTSWANA	2	SAN MARINO	1
BRAZIL	28	SAUDI ARABIA	2
BULGARIA	1	SINGAPORE	1
CANADA	22	SLOVAK REPUBLIC	1
CHILE	1	SLOVENIA	1
CHINA	2	SOUTH AFRICA	12
COLOMBIA	4	SPAIN	2
CZECH REPUBLIC	4	SRI LANKA	1
DENMARK	1	SWEDEN	2
ECUADOR	2	SWITZERLAND	11
EGYPT	1	TAIWAN	1
EL SALVADOR	1	TANZANIA	1
ESTONIA	2	THAILAND	2
FRANCE	6	TURKEY	5
GERMANY	13	UKRAINE	1
GUATEMALA	1	UNITED ARAB EMIRATES	4
HONDURAS	1	UNITED KINGDOM	2
HUNGARY	1	UNITED STATES	307
ICELAND	1	ZAMBIA	1
INDIA	1		
IRELAND	2	Total # of respondents	509
ITALY	2	Total # of countries	60
KENYA	1		
LUXEMBOURG	1	Africa	23
MALI	1	Asia Pacific	20
MALTA	1	Europe	68
MEXICO	13	Former Soviet Union	4
MONGOLIA	1	Latin America & Caribbean	54
NAMIBIA	2	Middle East	11
NETHERLANDS	2	North America	329
NIGERIA	2	Total	509



Survey Respondents' Roles

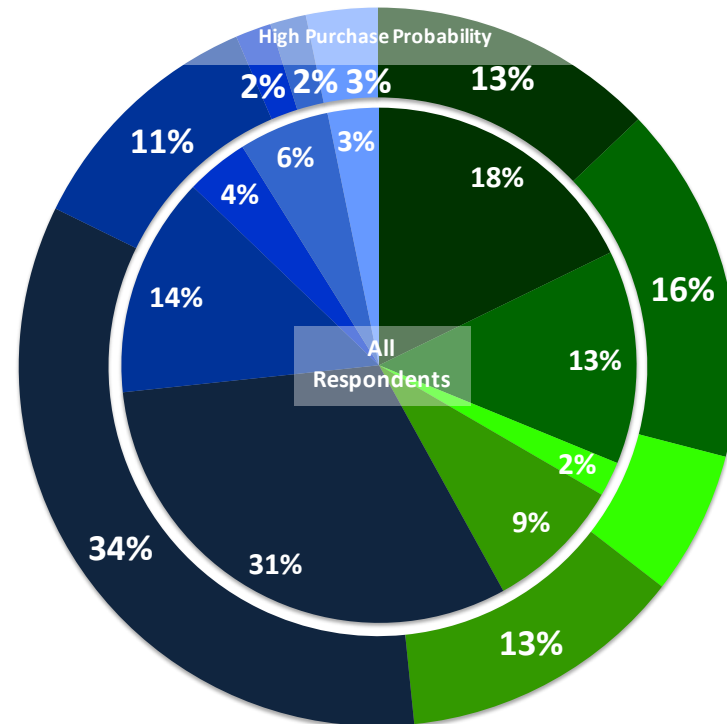
By Job Title

Q4 2018 Survey

Title of respondent	Completed
Business owner / shareholder / partner	122
C-Level / President / Managing Director	92
Vice President / Senior Management	15
General Manager / Director	59
Chief Pilot / head of flight operations	215
Dispatcher / Scheduler / Flight Coordinator	95
Head of maintenance	27
Pilot	39
Vice President / Director of Aviation	22
Total	686

Note: Respondent was able to choose whichever applied

Aviation Professionals	398	58%
Senior Management / General Manager	288	42%



- 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

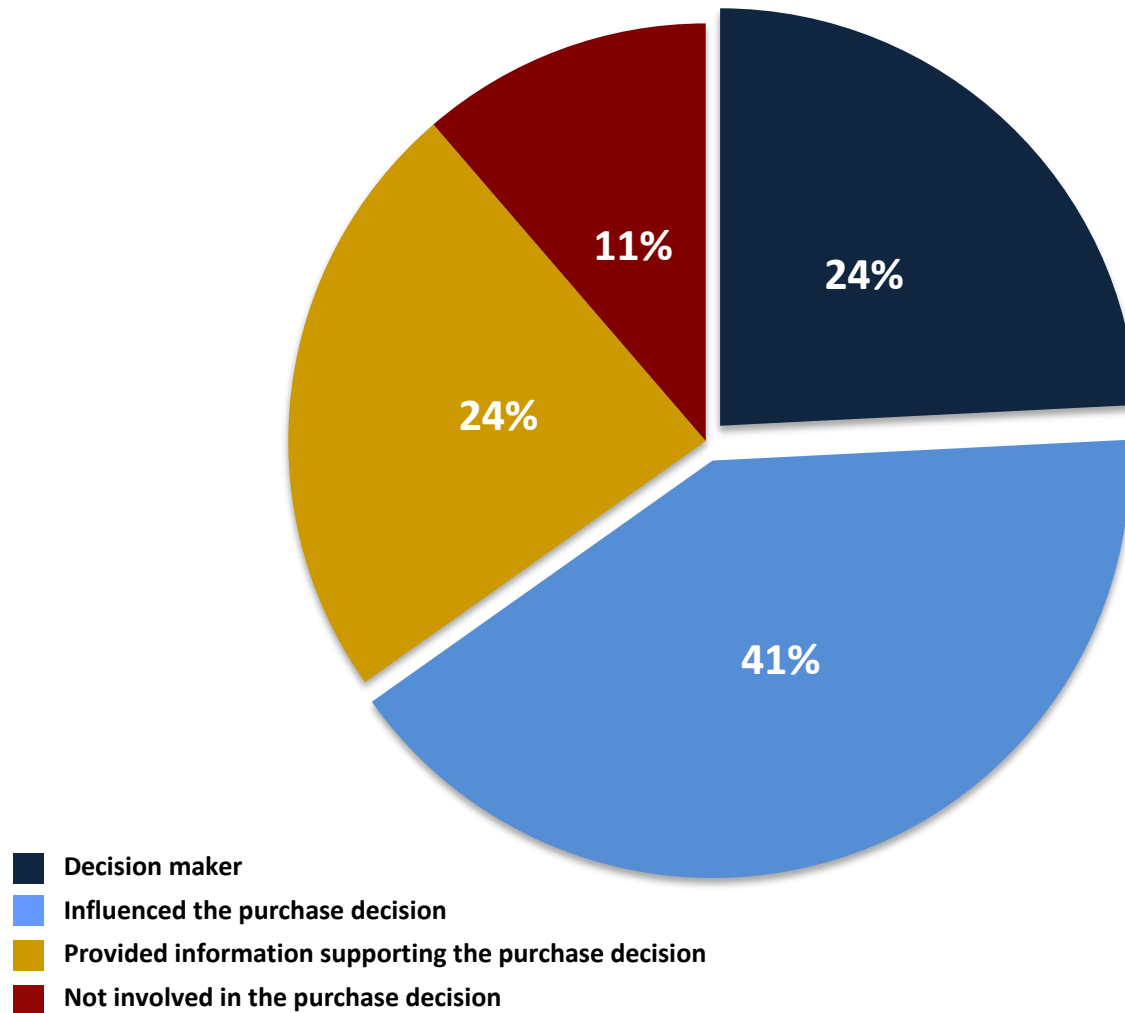


Note: Respondents may have multiple job titles and organizational roles

Survey Respondents' Roles

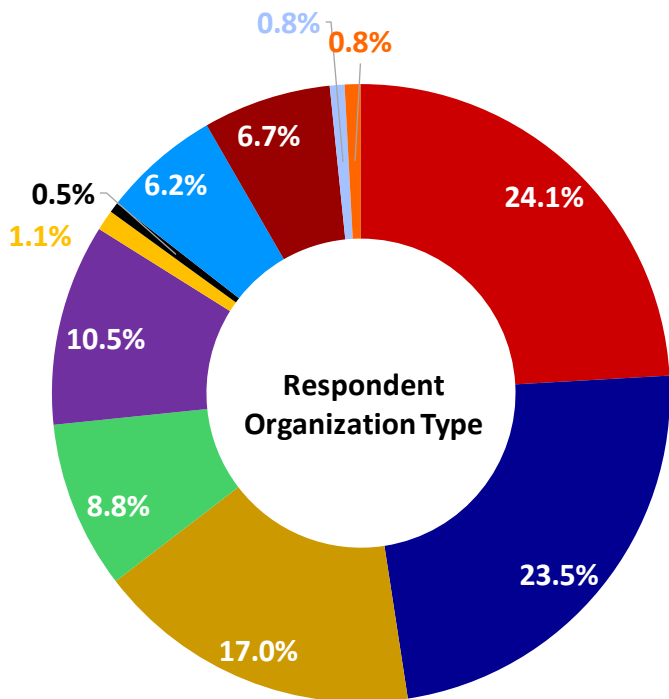
By Involvement in Last Fixed-Wing Turbine Aircraft Purchase

Q4 2018 Survey



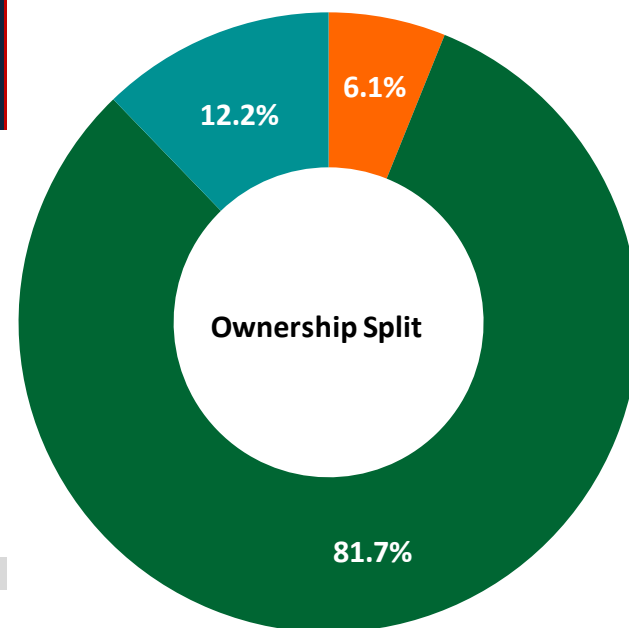
Survey Respondents' Organization

Q4 2018 Survey



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

	All Respondents
Aircraft owner	313
Aircraft operator	305
Flight department	221
Aircraft management company	114
Air taxi or charter operator	137
Fractional aircraft operator	14
Fractional share / jet card holder	7
Aircraft MRO	80
Broker / Dealer	87
Financial Institution	10
Government	11
Other	-
Privately-held	147
Publicly-traded	22
Total	1,468



Breakdown for Respondents who indicated ownership

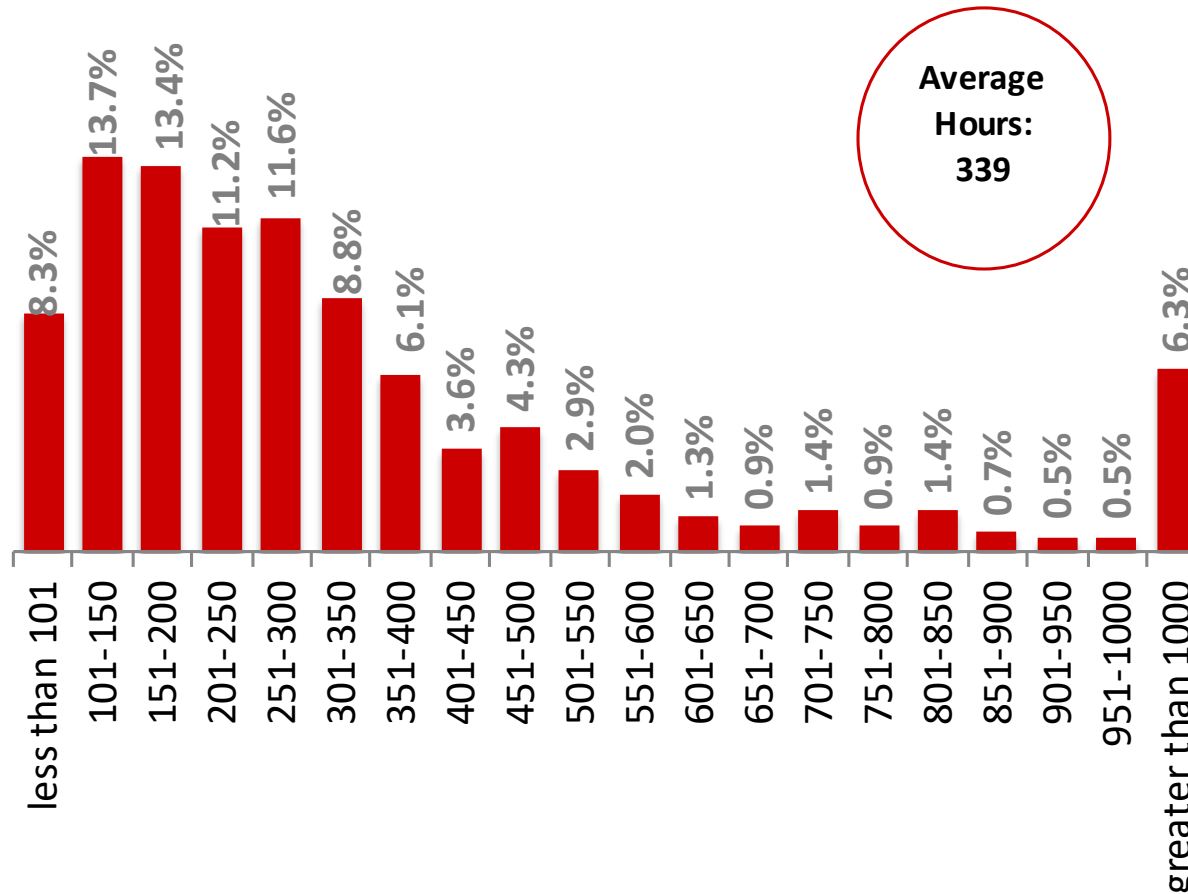
● Aircraft owner	● Air taxi or charter operator	● Broker / Dealer	● Government
● Aircraft operator	● Fractional aircraft operator	● Financial Institution	● Privately held
● Flight department	● Fractional share / jet card holder	● Government	● Publicly held
● Aircraft management company	● Aircraft MRO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

Q4 2018 Survey

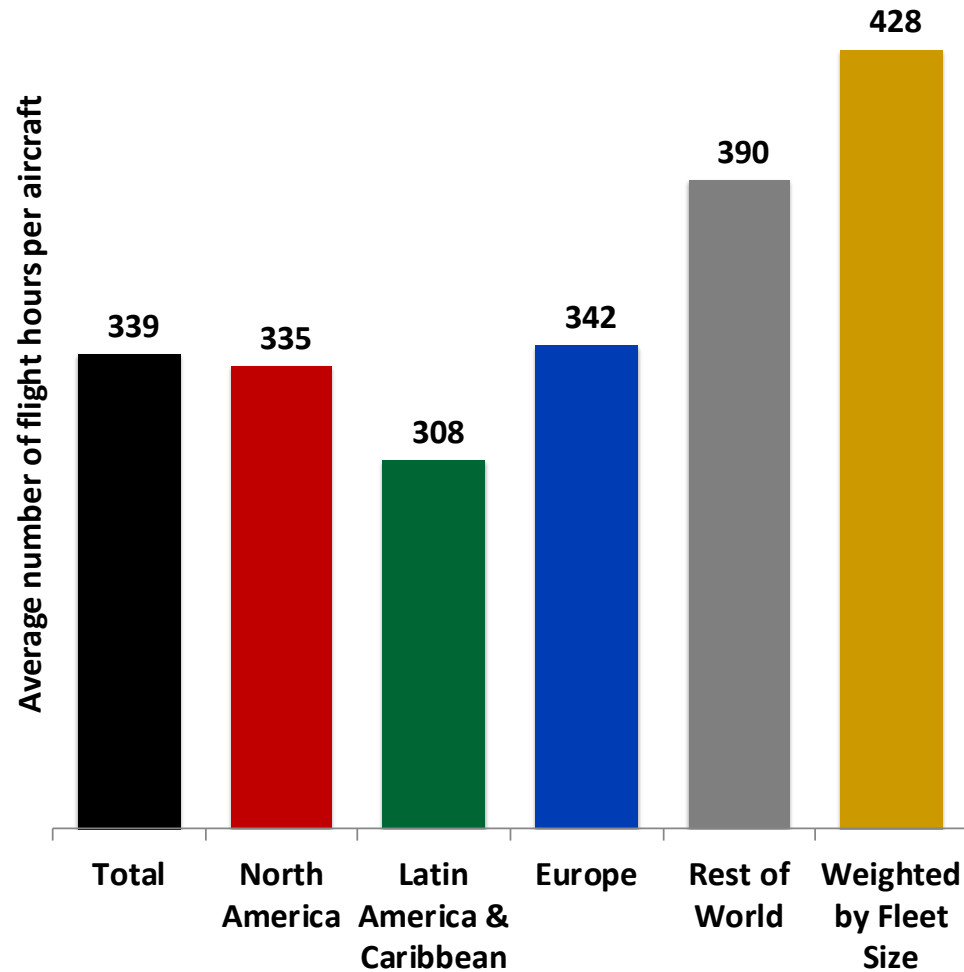


Survey Respondents' Flight Operations

Regional Average Utilization per Aircraft in Prior 12 Months

Average flight hours per year

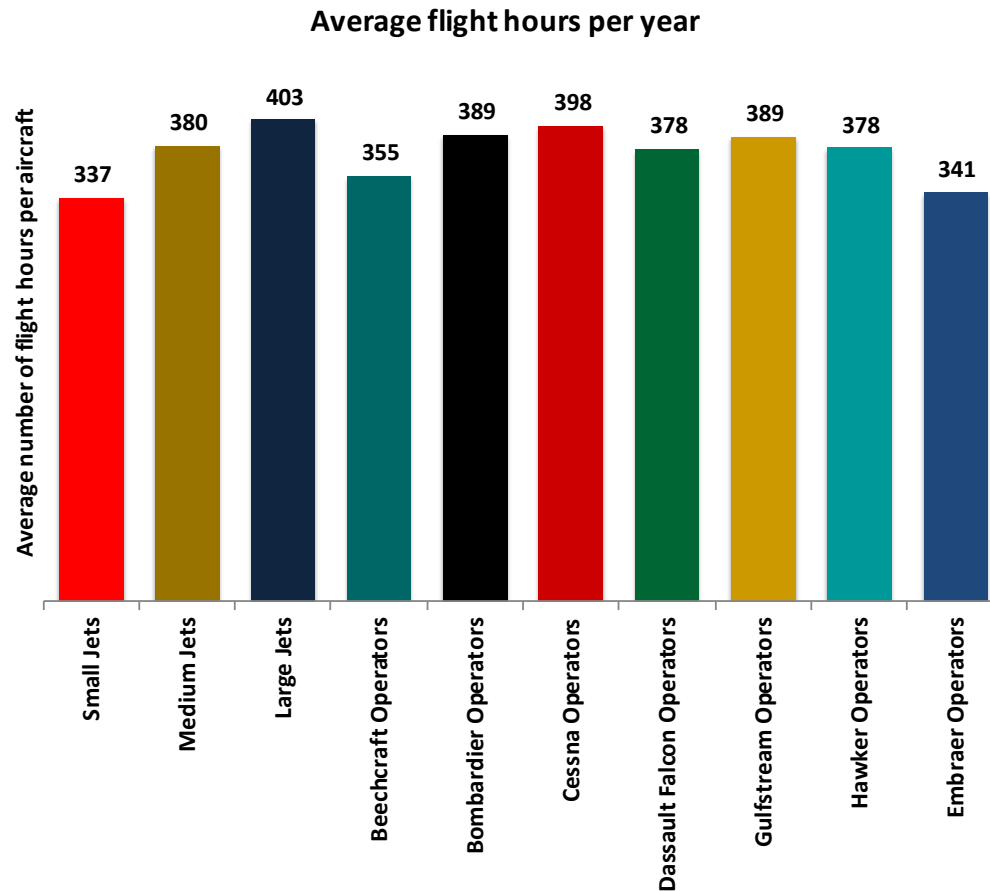
Q4 2018 Survey



Survey Respondents' Flight Operations

Operator Size and Brand Utilization per Aircraft in Prior 12 Months

Q4 2018 Survey



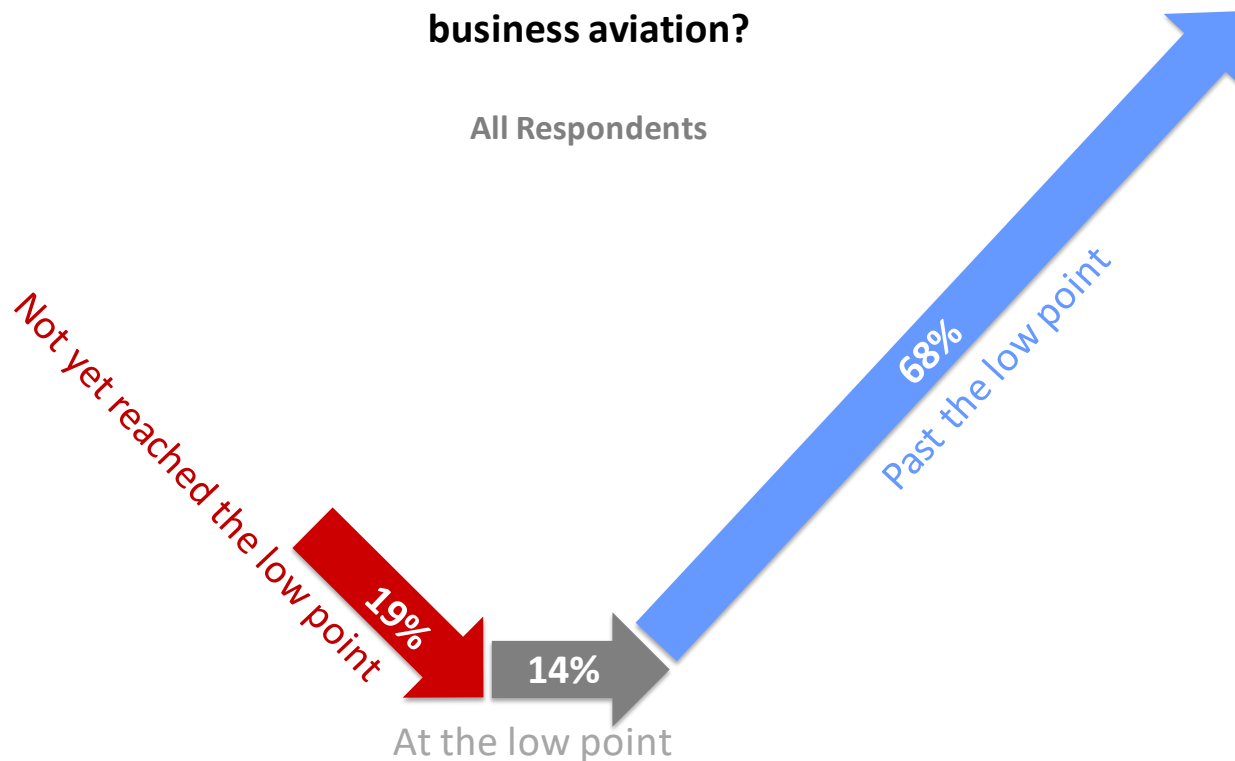
Survey Respondents' Sentiment

Current Market Sentiment

Q4 2018 Survey

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

All Respondents



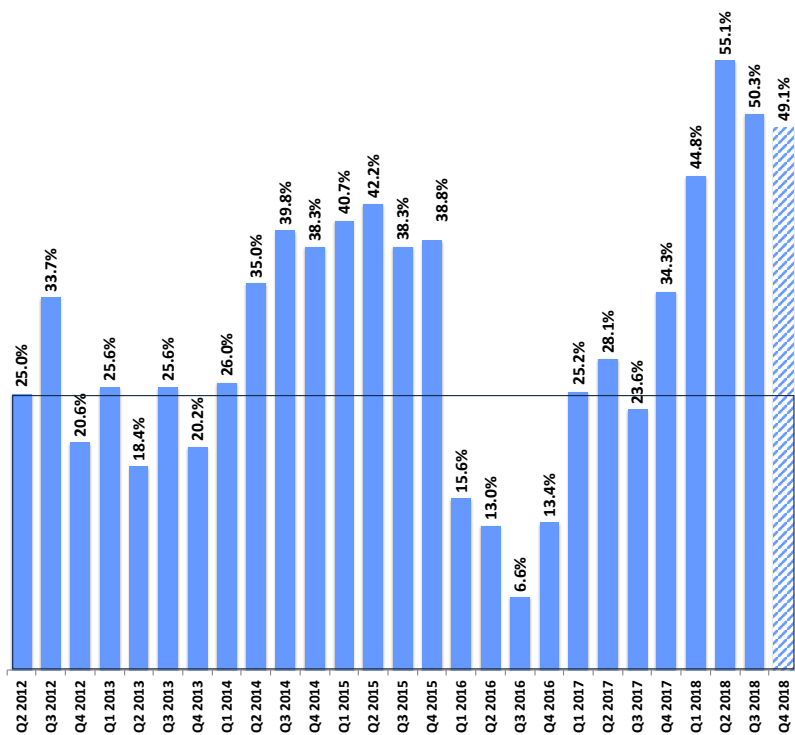
Survey Respondents' Sentiment

Current Market Sentiment

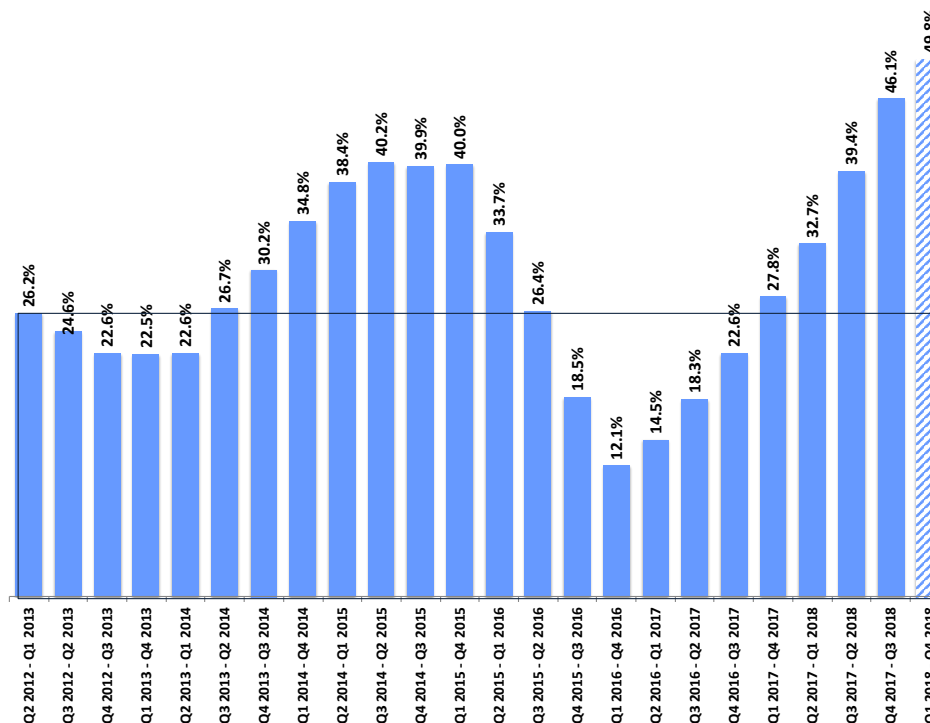
Q4 2018 Survey

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 slightly downwards over the past 2 quarters after a high of 55.1% in Q2 2018

Aircraft Purchase Inhibitors

Inhibitors – Weighted Average

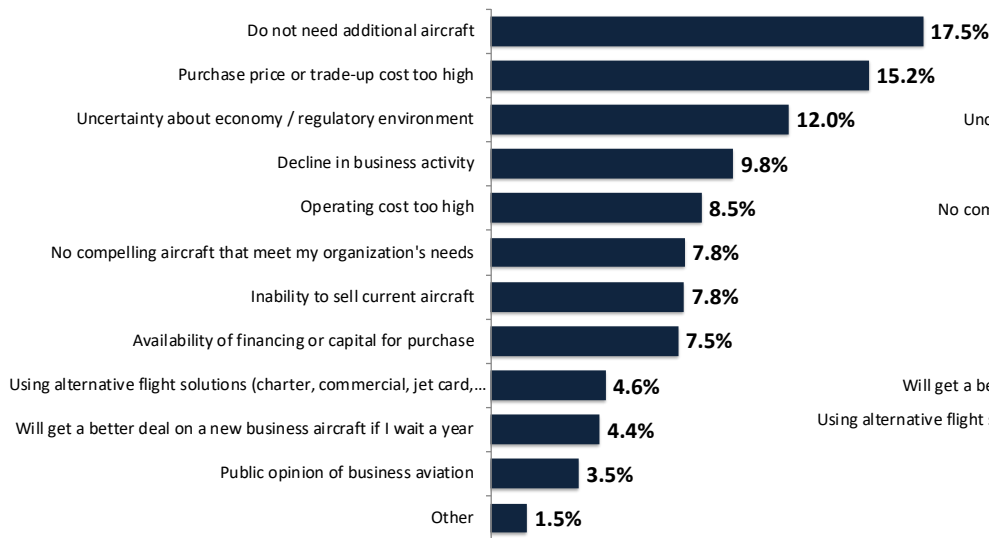
Q4 2018 Survey

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

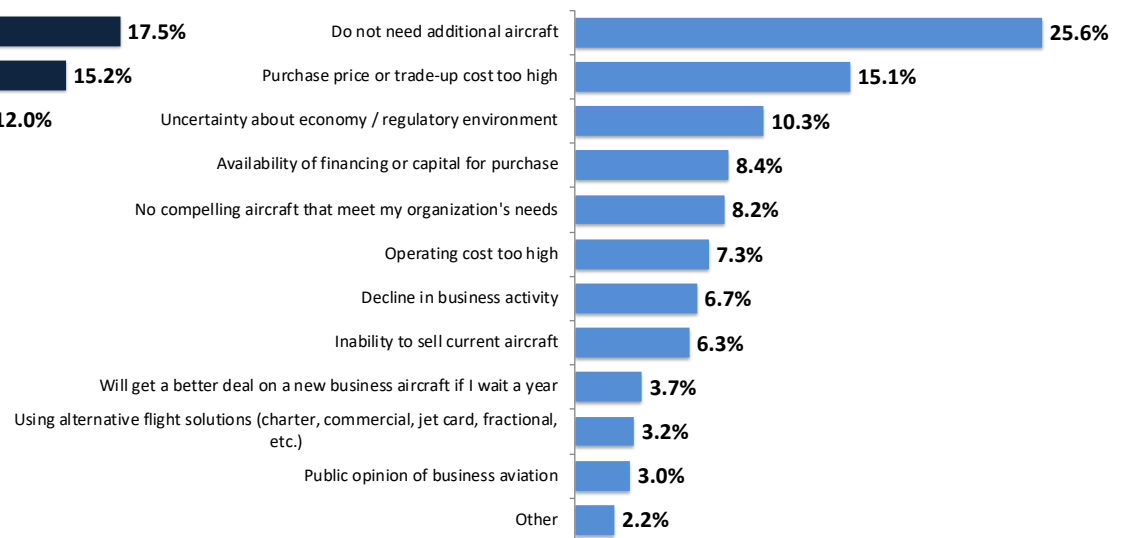
Weighted Average Importance of Factors

Chosen as “Most Important” factor

Purchase inhibitors



Purchase inhibitors



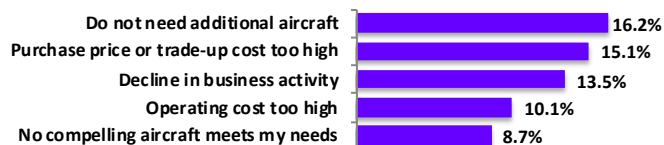
Aircraft Purchase Inhibitors

Top 5 Inhibitors – Weighted Average

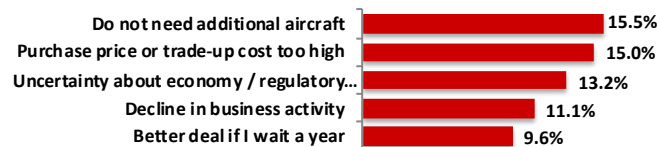
Q4 2018 Survey

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

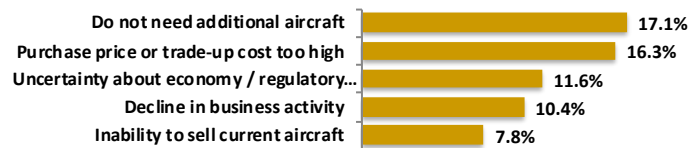
Turboprop Operators



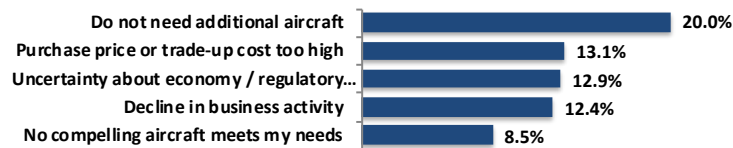
Small Jet Operators



Medium Jet Operators



Large Jet Operators

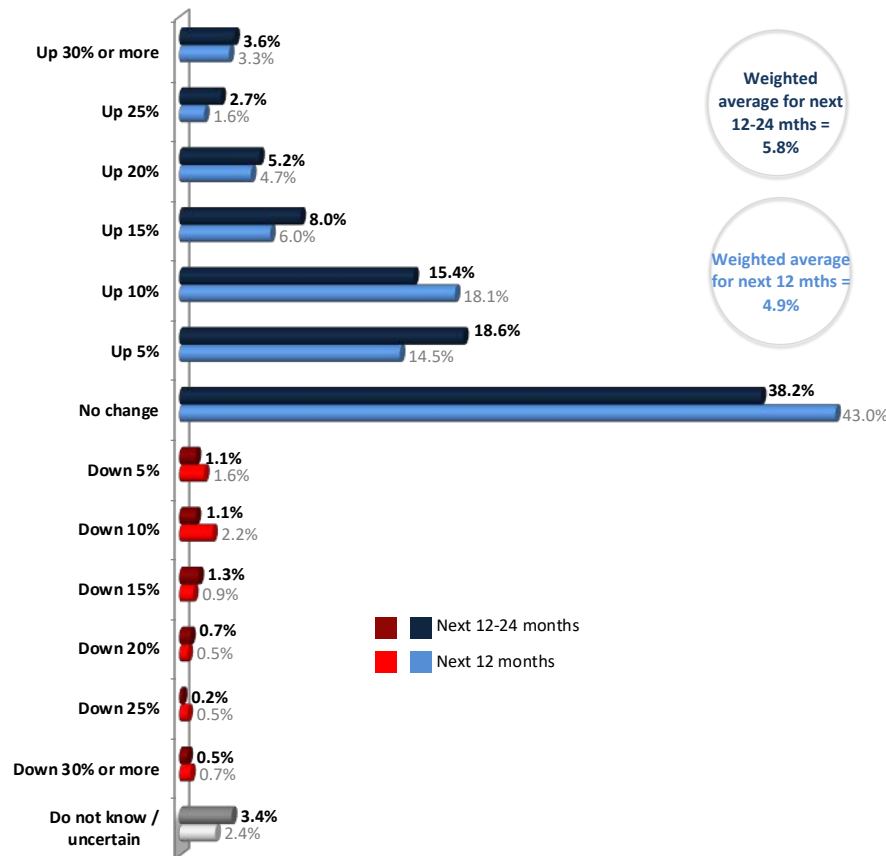


Aircraft Utilization

Next 12 and 12-24 Months versus Prior 12 Months

Q4 2018 Survey

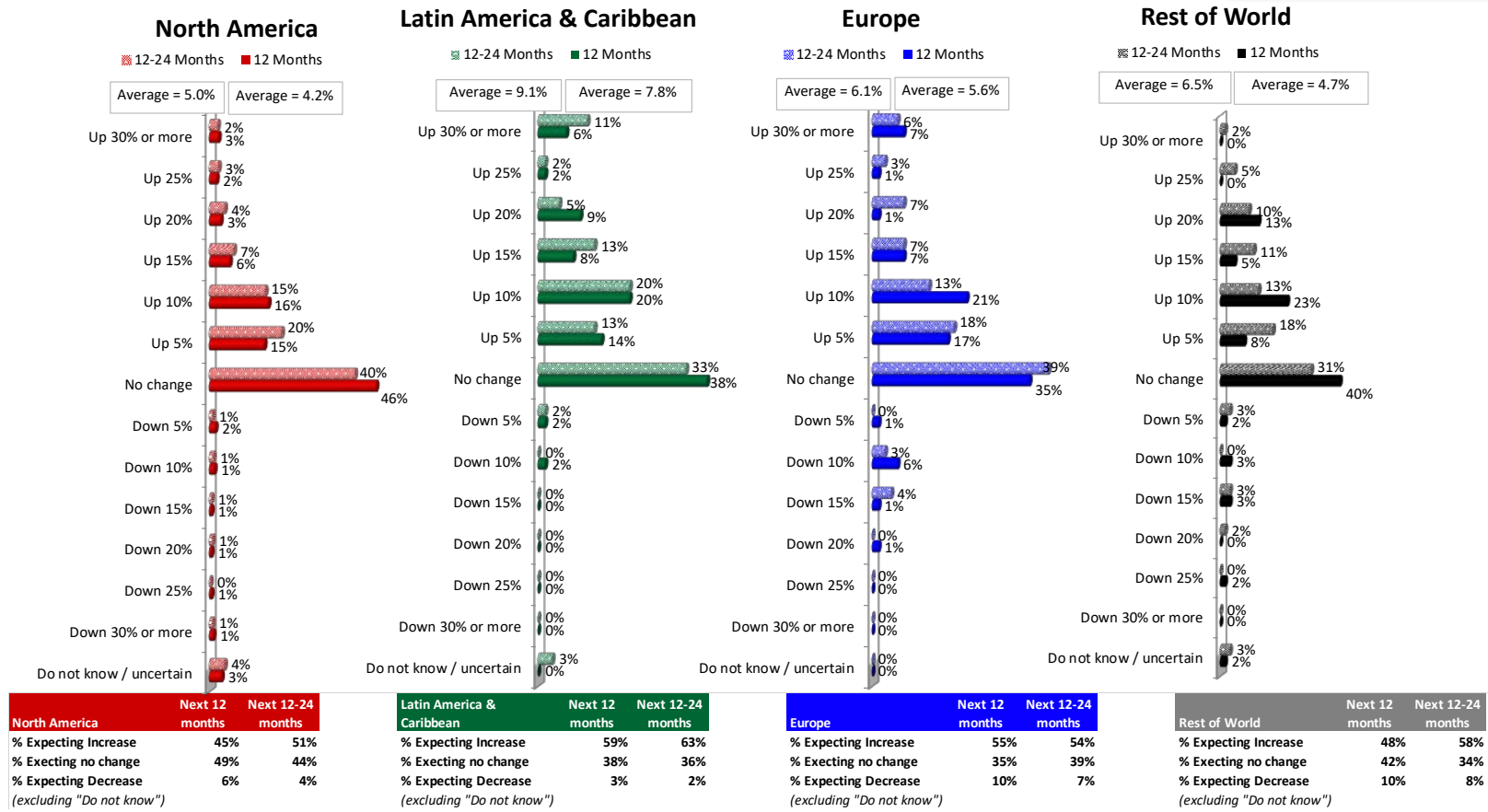
Compared with your past 12 months, what changes do you expect in your total annual flight hours over the next 24 months?



Respondents expect to fly 4.9% more hours in the next 12 months vs. prior 12 months and 5.8% in the next 24 months –up from last quarter’s expectations

Aircraft Utilization

Next 12 and 12-24 Months versus Prior 12 Months by region Q4 2018 Survey

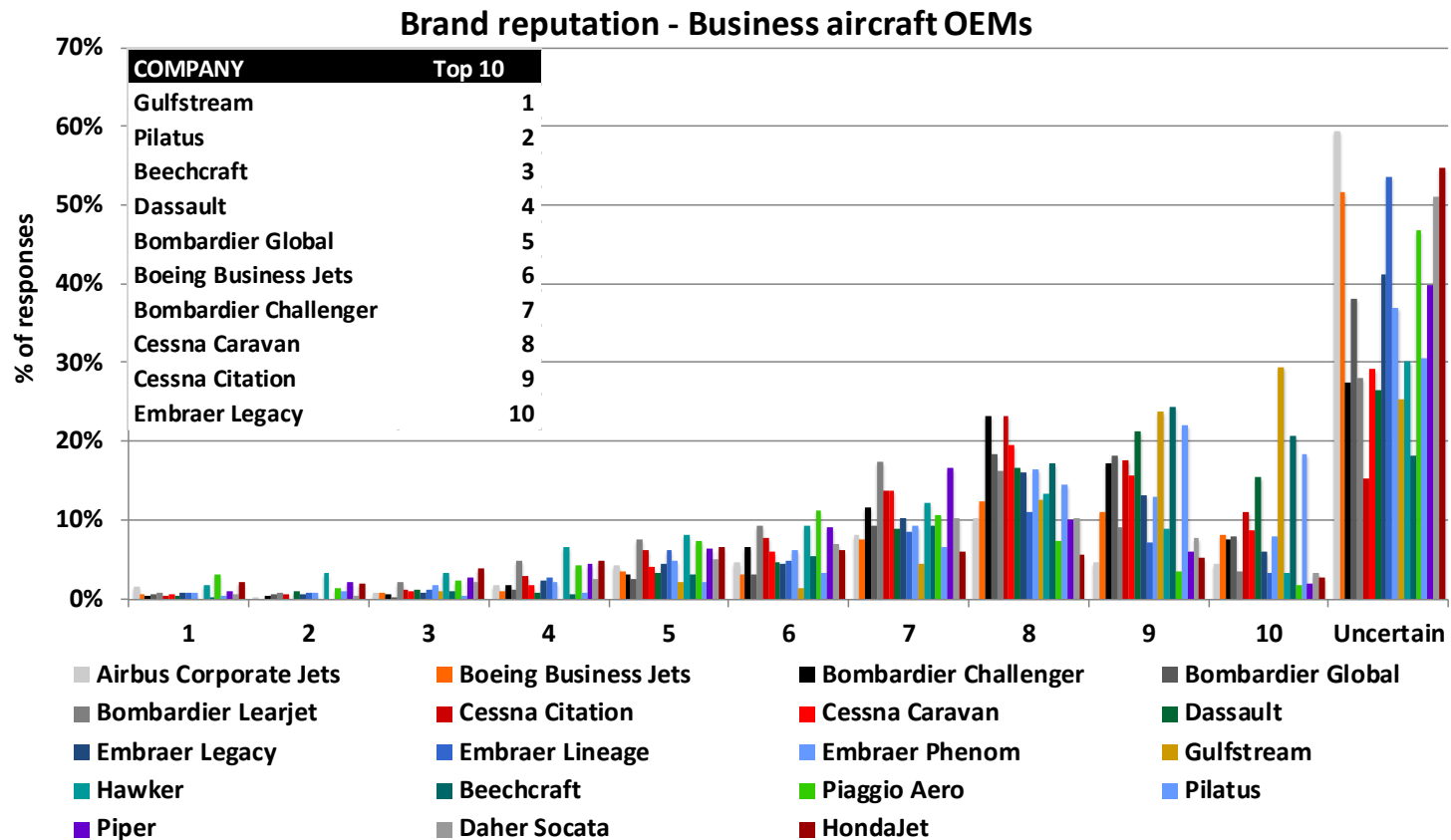


Latin America & Caribbean shows the strongest optimism for increased flight activity over the next 12 and 24 months, followed by Rest of World

Brand Reputations

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

Q4 2018 Survey

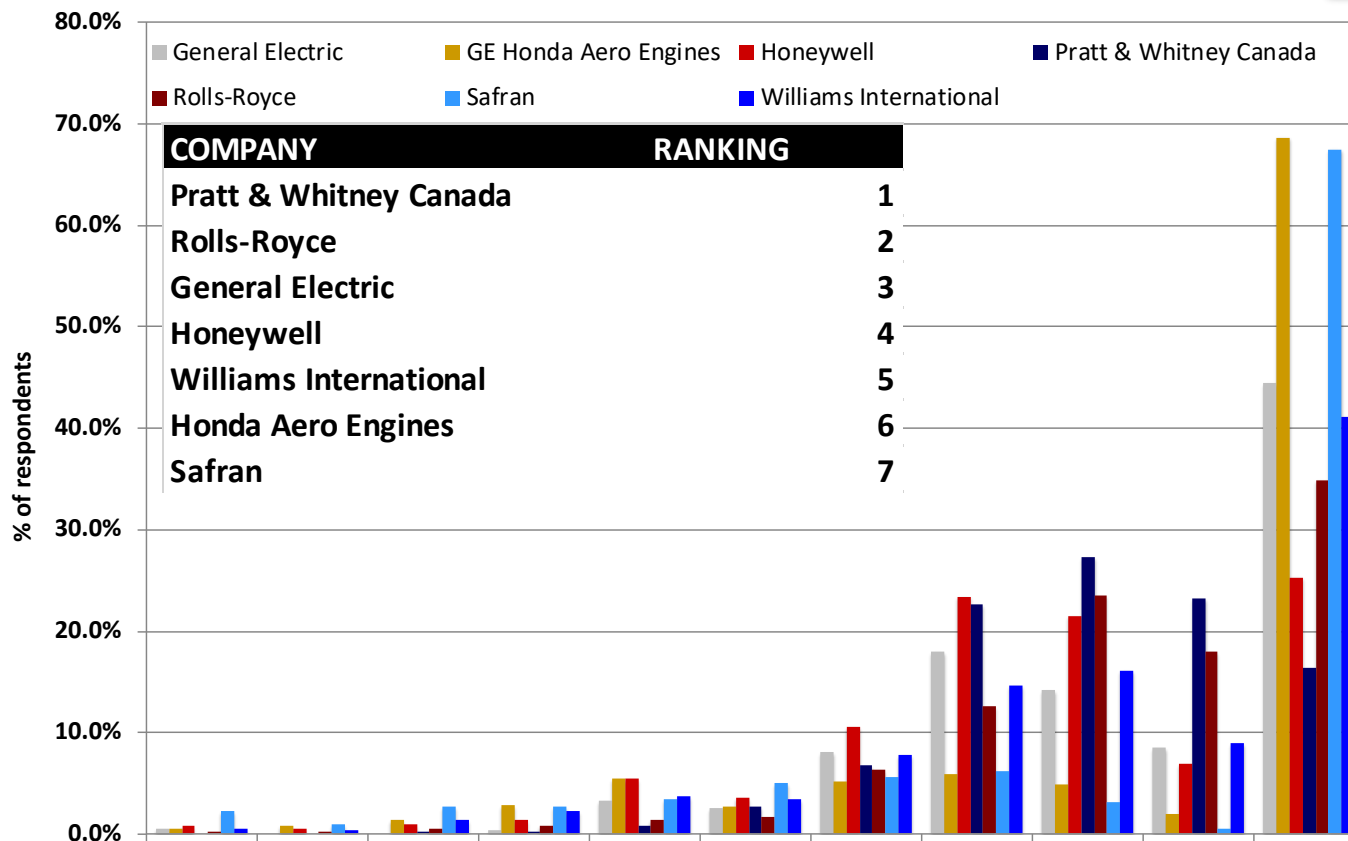


Gulfstream, Pilatus, and Beechcraft are the top rated business aircraft brands

Brand Reputations

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

Q4 2018 Survey

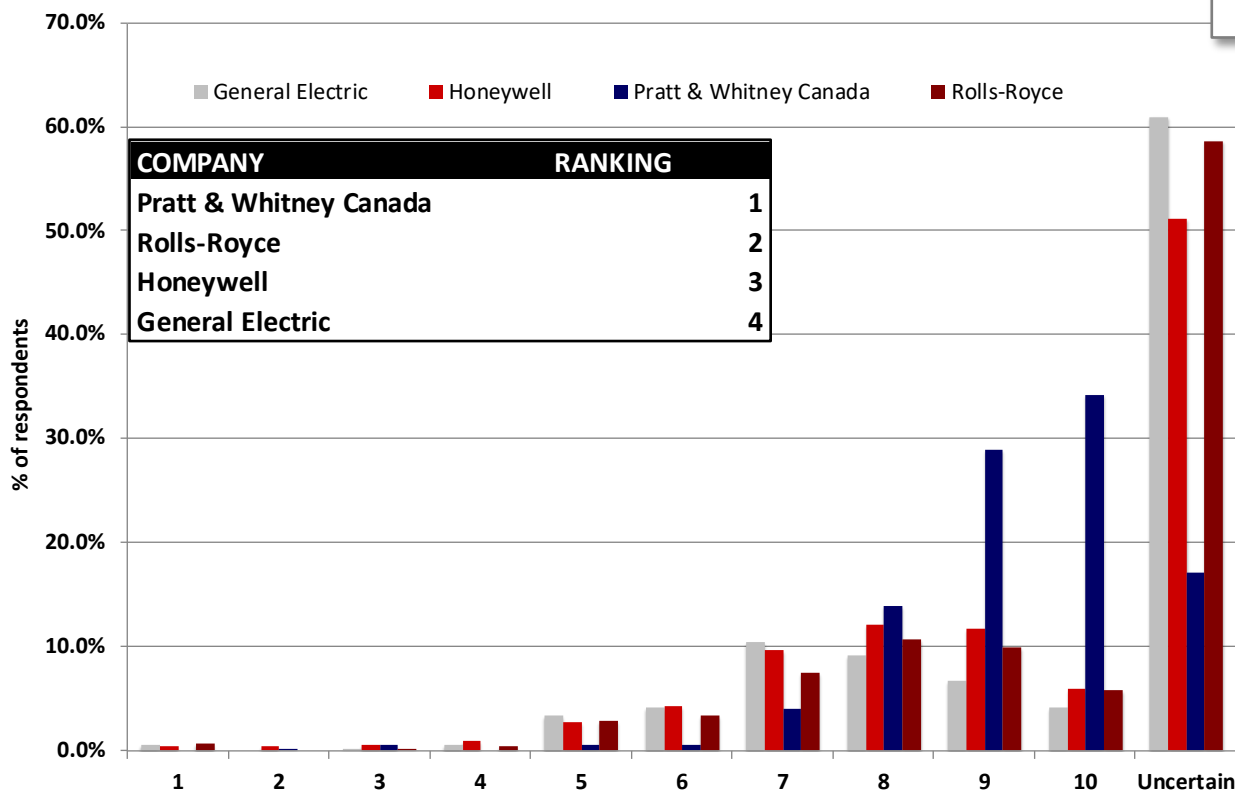


Pratt & Whitney Canada, Rolls-Royce, and General Electric are the top-rated jet engine manufacturer brands

Brand Reputations

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

Q4 2018 Survey



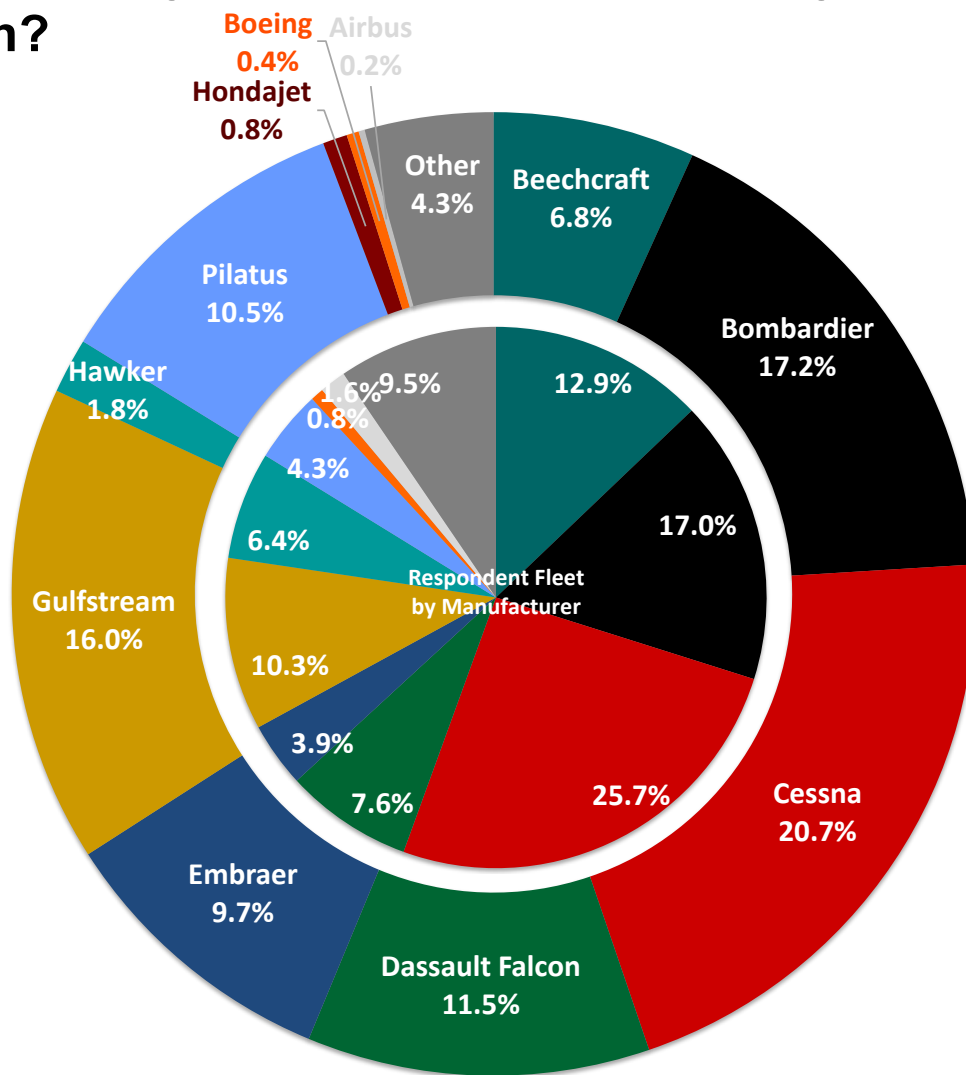
COMPANY	RANKING
Pratt & Whitney Canada	1
Rolls-Royce	2
Honeywell	3
General Electric	4

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

Aircraft Brands for Next Purchase

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

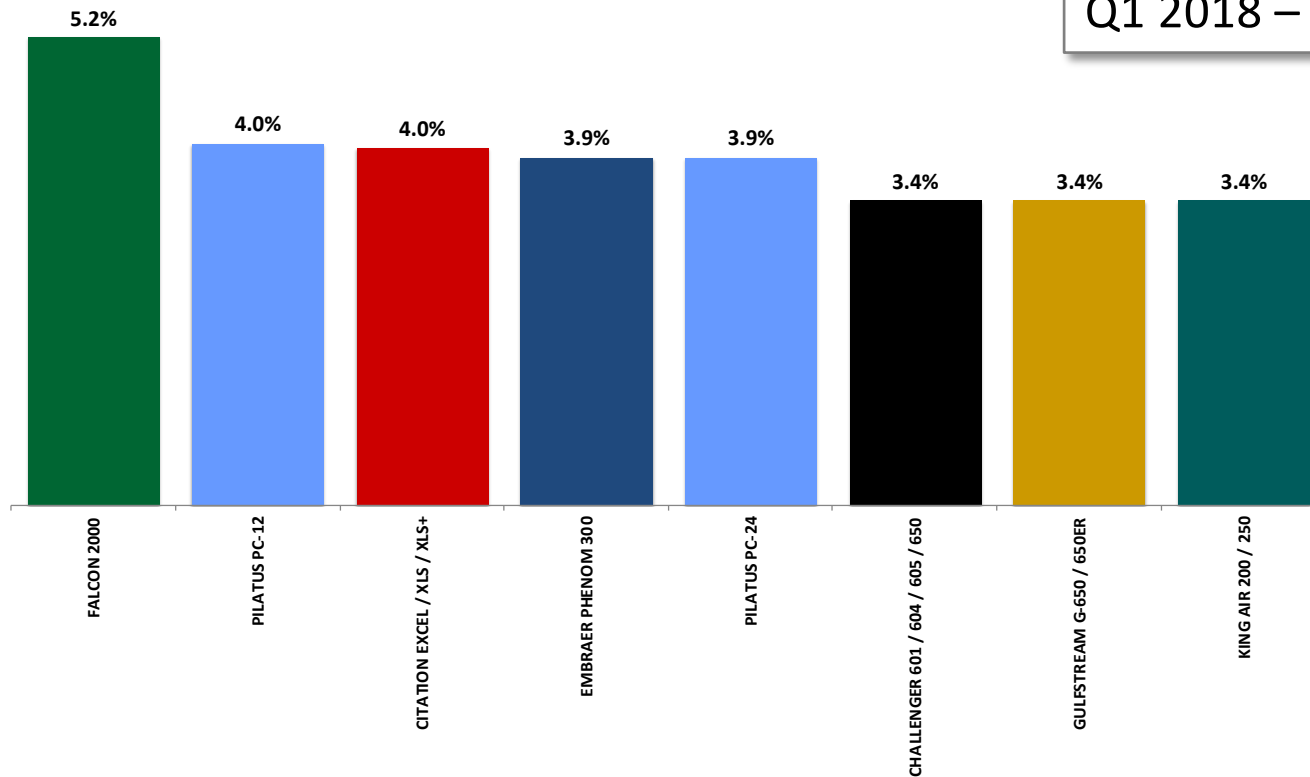
Q4 2018 Survey



Aircraft Models for Next Purchase

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

Q1 2018 – Q4 2018 Surveys



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

Aircraft Owner / Operator Opinions

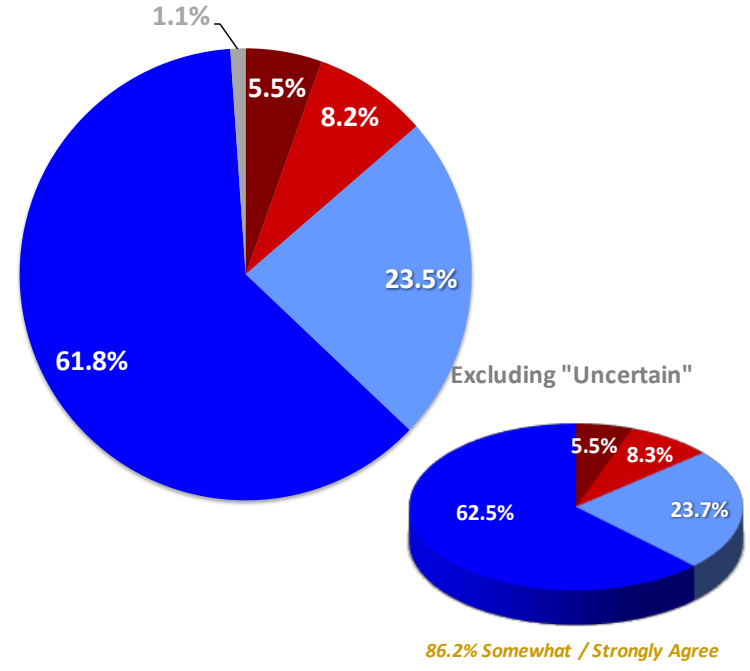
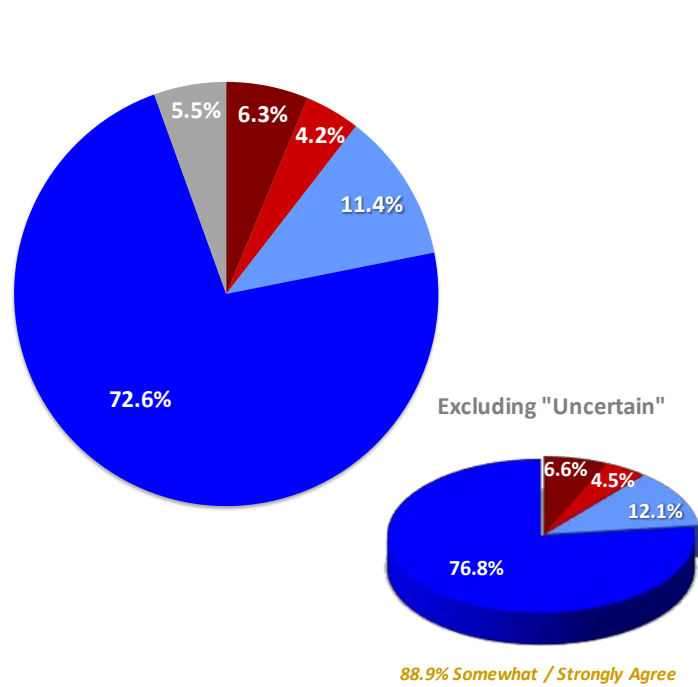
Please evaluate these statements and indicate the extent to which you agree or disagree:



Q4 2018 Survey

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

We are comfortable flying aircraft greater than 10 years old



Aircraft Owner / Operator Opinions

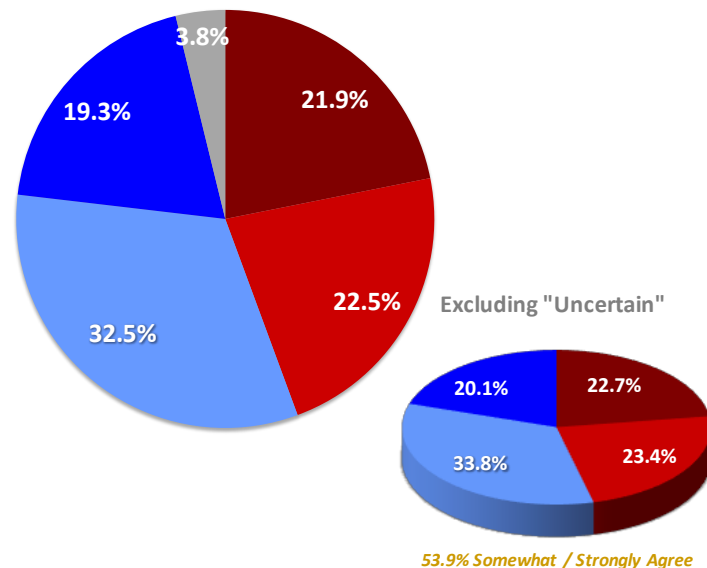
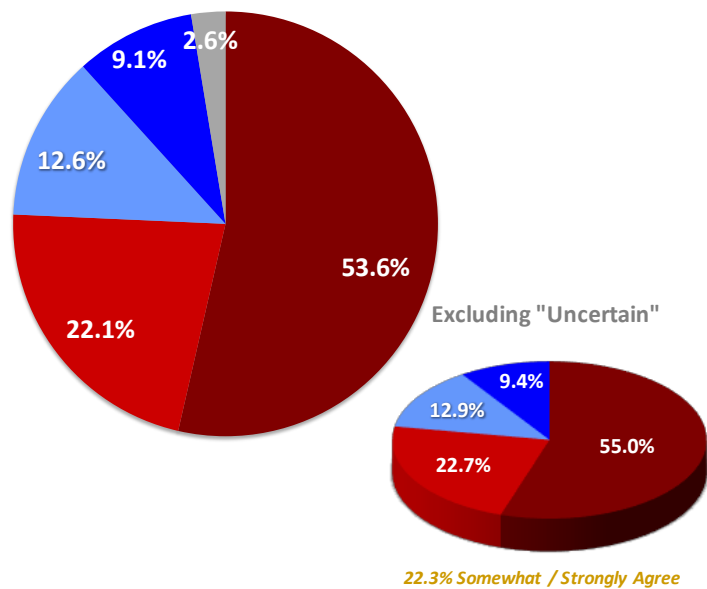
Please evaluate these statements and indicate the extent to which you agree or disagree:



Q3 2018 Survey

We fly new aircraft for up to five years and then replace them

We have had very little difficulty recruiting / retaining pilots in the past 12 months



Aircraft Owner / Operator Opinions

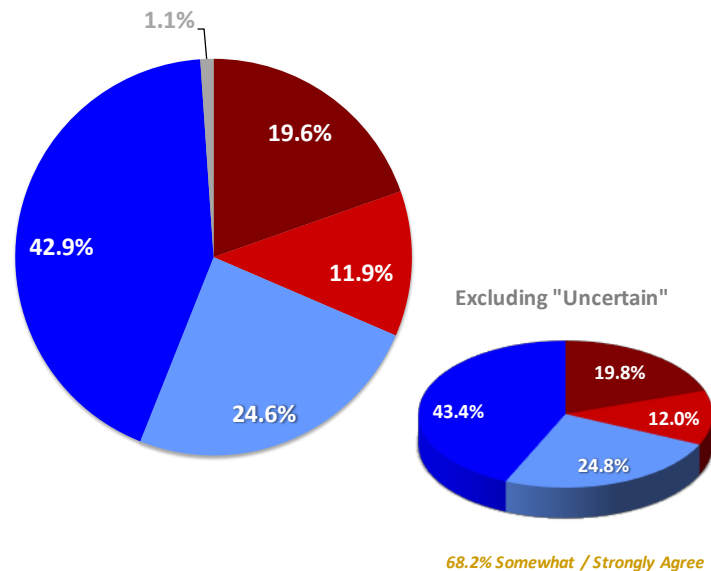
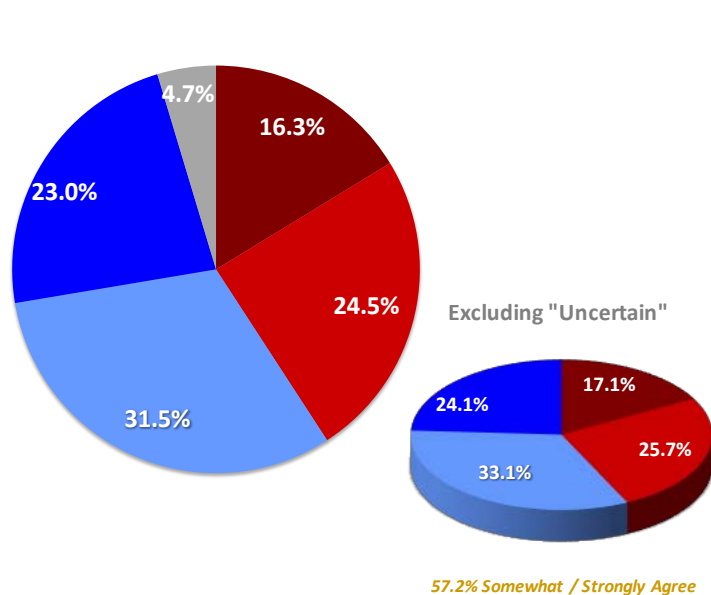
Please evaluate these statements and indicate the extent to which you agree or disagree:



Q3 2018 Survey

We have had very little difficulty recruiting / retaining aircraft maintenance technicians in the past 12 months

Whenever possible, we prefer to perform our aircraft maintenance in-house



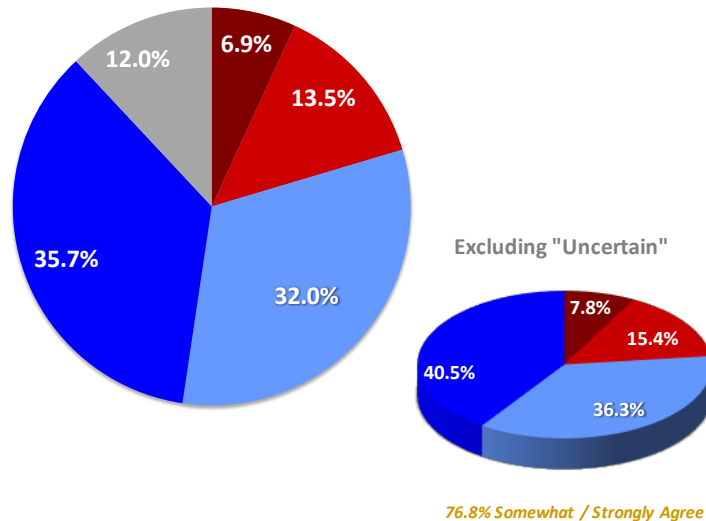
Aircraft Owner / Operator Opinions

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



Q3 2018 Survey

I have a clear understanding of the operational advantages of Fly-By-Wire technologies

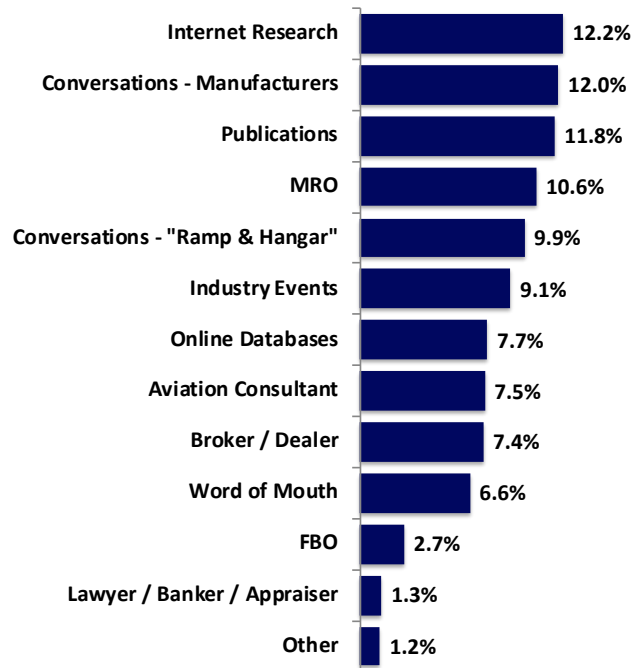


Support / Intelligence for Aircraft Purchase

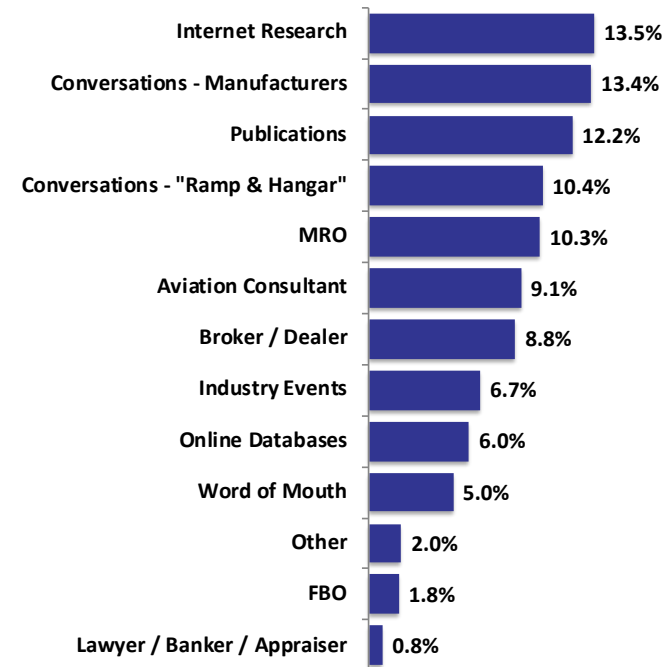
Where do you get your support / intelligence when making an aircraft purchase decision? (Choose only those that apply to you and rank them on a scale of 1-3, with 1 being the most important source)

Q4 2018 Survey

Support / Intelligence for Aircraft Purchase Decision
Weighted Average Score



Support / Intelligence for Aircraft Purchase Decision
Most Important Source



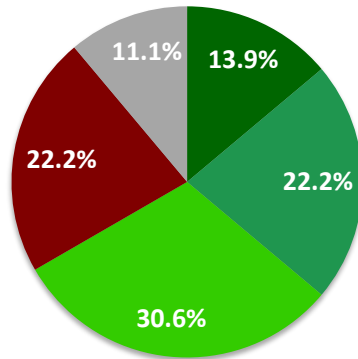
Internet Research was chosen by 13.5% of respondents as the most important, followed closely by Conversations with Manufacturers (13.4%), and Publications (12.2%)

Support / Intelligence for Aircraft Purchase

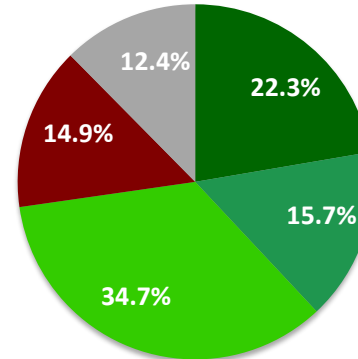
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Q4 2018 Survey

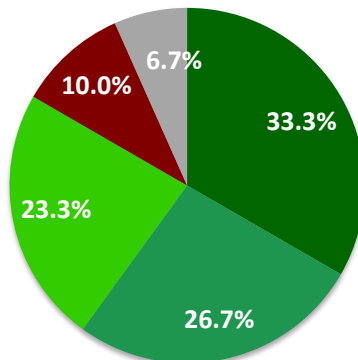
Internet Research



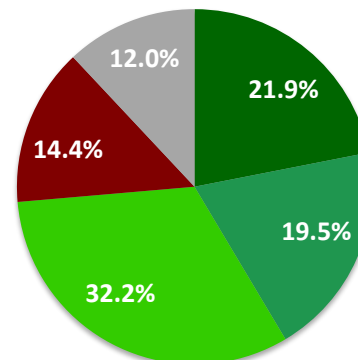
Conversations with manufacturers



Publications (print and online)



"Ramp and Hangar" conversations with peers

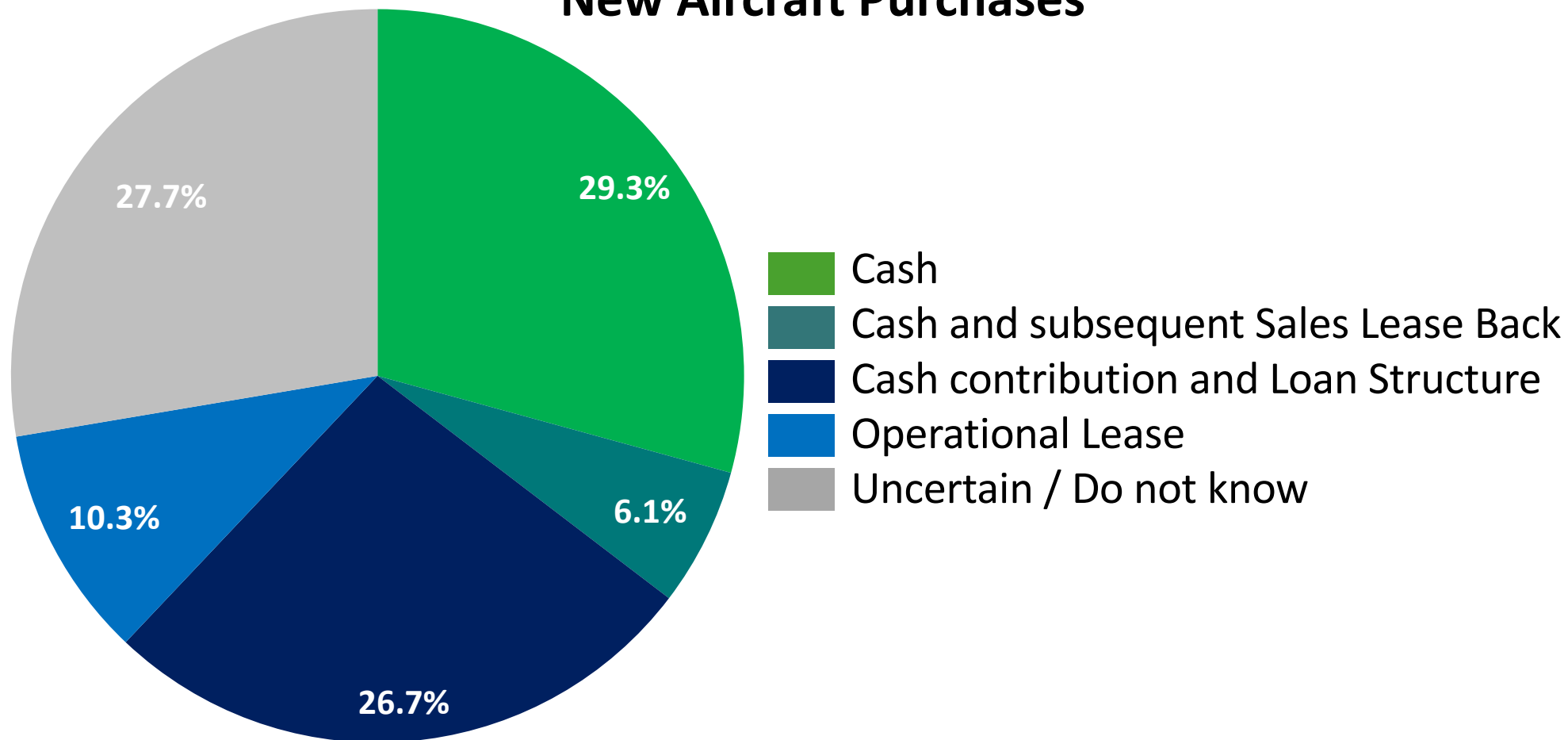


Financing Aircraft Purchases

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

Q4 2018 Survey

New Aircraft Purchases

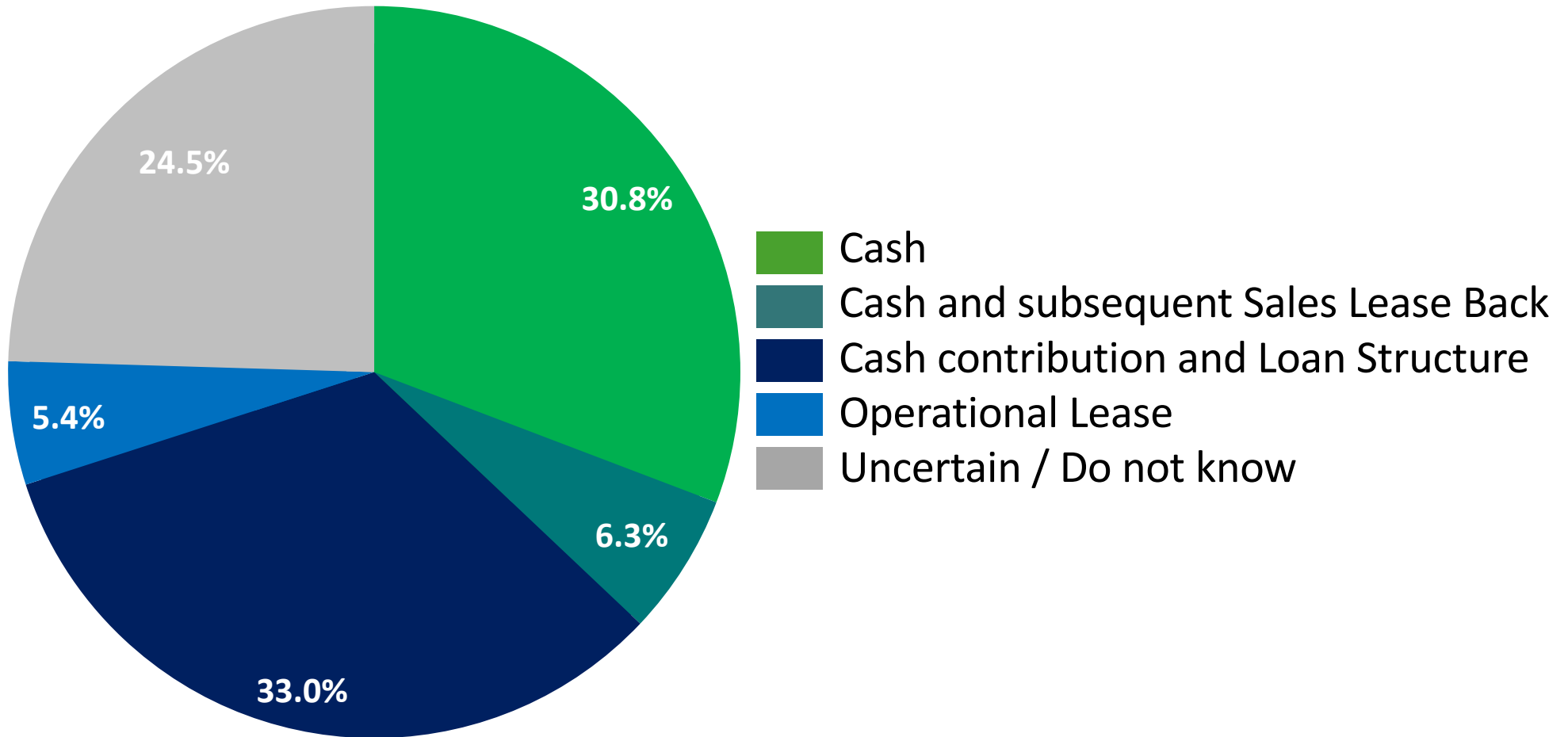


Financing Aircraft Purchases

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

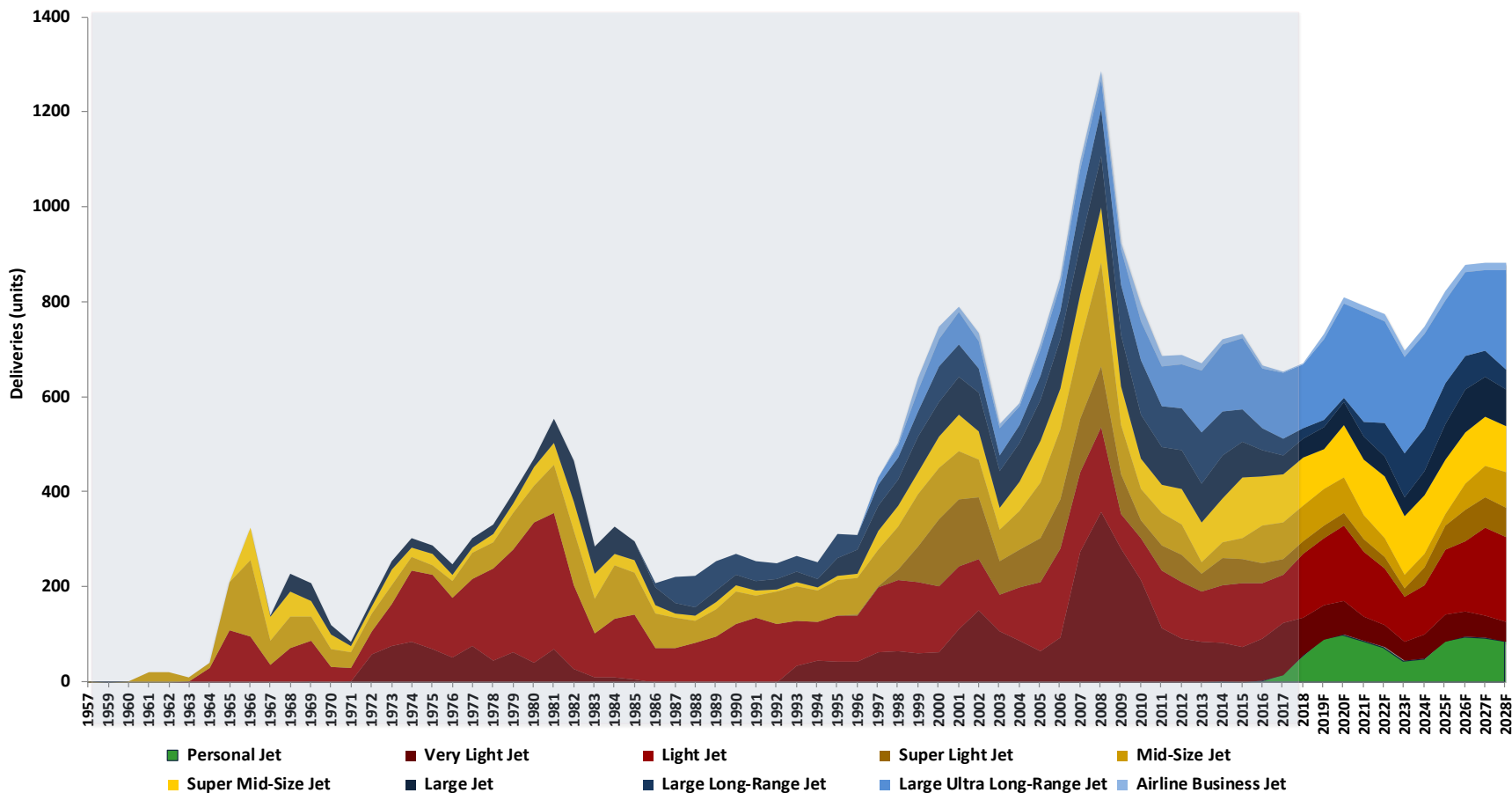
Q4 2018 Survey

Preowned Aircraft Purchases



Business Jet Delivery History & Forecast

Business jet delivery forecast by size category: Historical - 2028

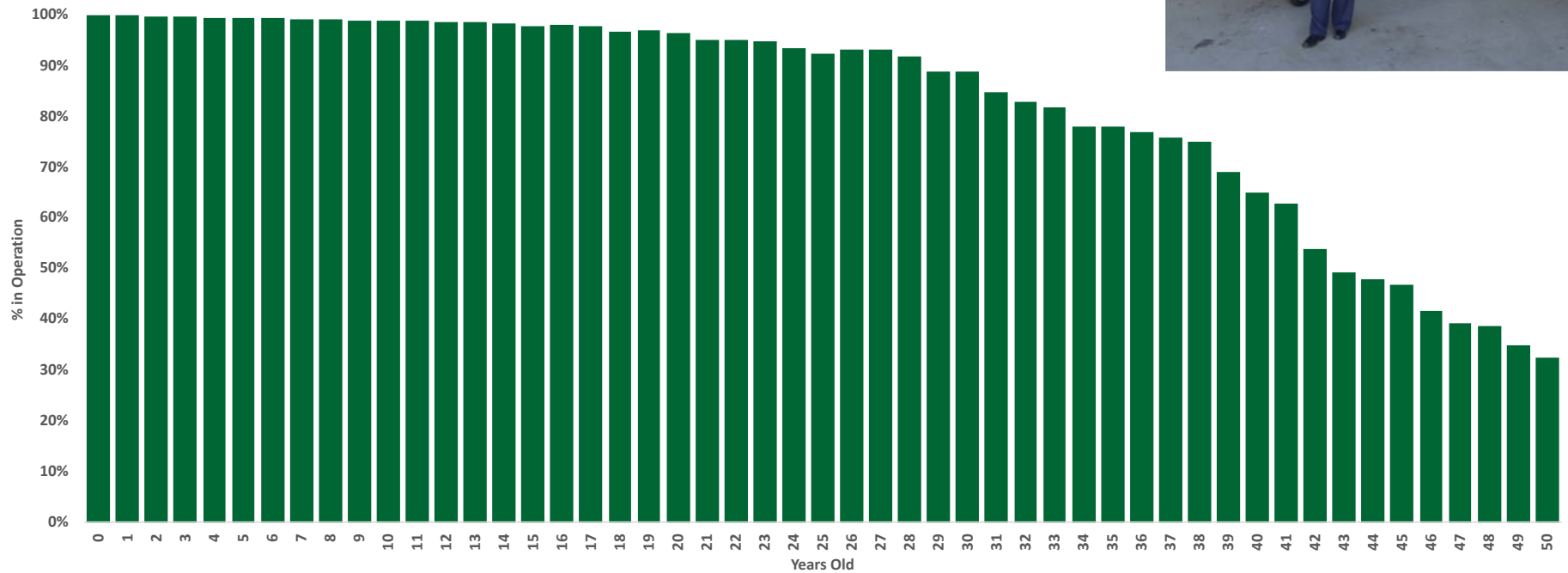


JETNET iQ 10-year forecast for 2018-2027 is for 8,659 new business jet deliveries (including Personal Jets) valued at \$236 billion in \$2018

Business Jet Survivor Curve

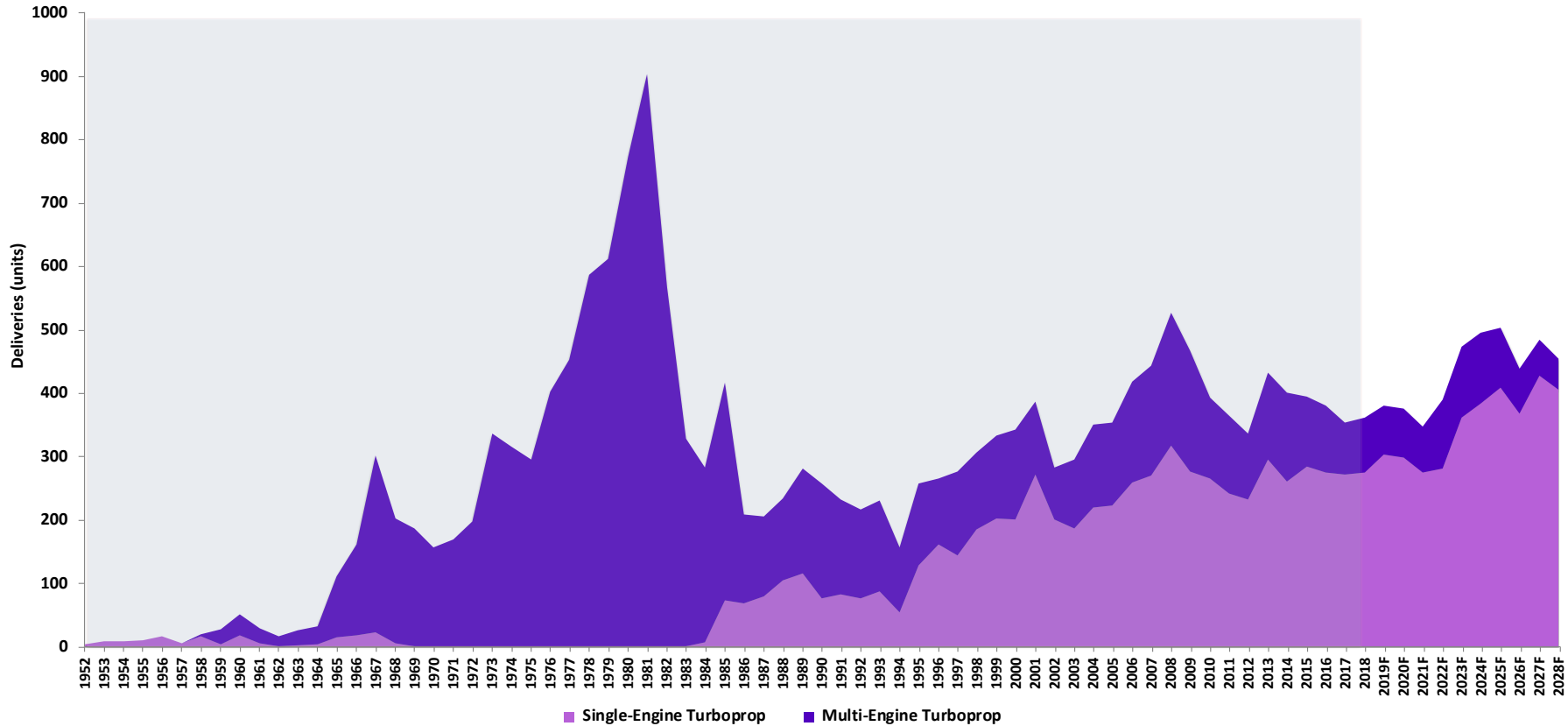


Survivor Curve
Business Jets



Turboprop Delivery History & Forecast

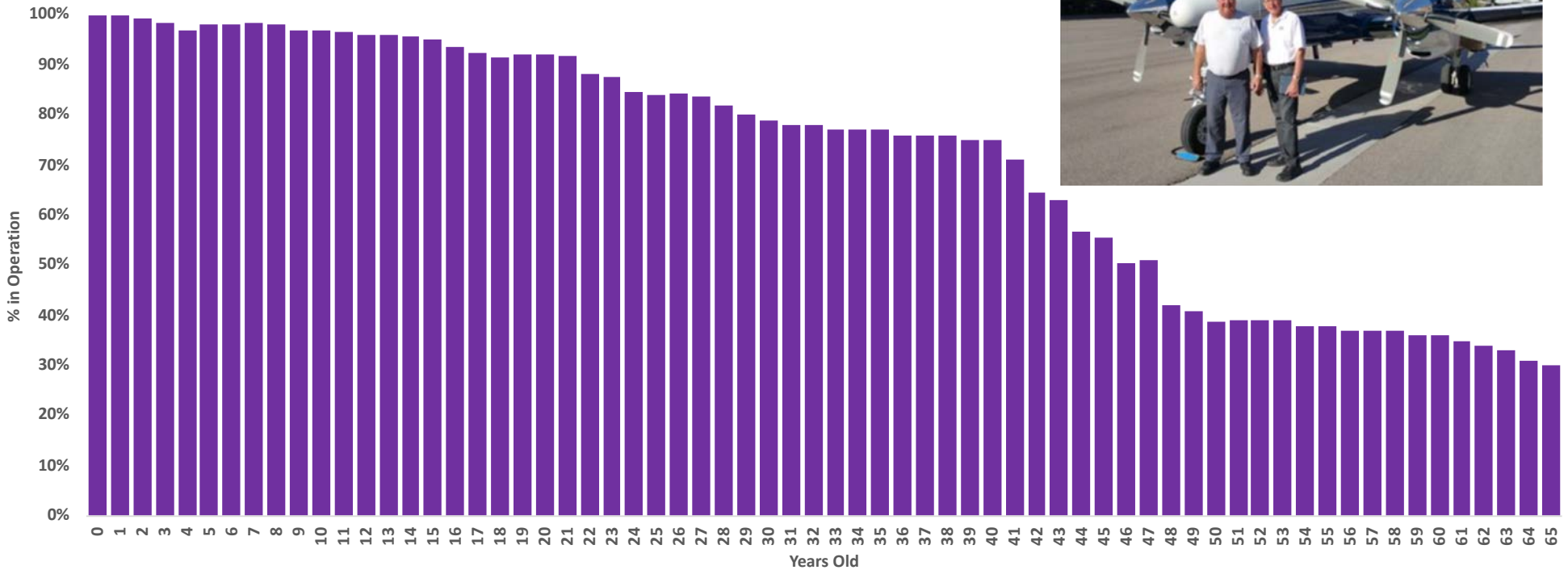
Turboprop delivery forecast by size category: Historical - 2027



JETNET iQ 10-year forecast for 2018-2028 is for 4,343 new turboprop deliveries valued at \$20 billion in \$2018

Turboprop Survivor Curve

Survivor Curve
Turboprops



About JETNET iQ

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

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

For more information on JETNET iQ, please log on to www.jetnetiq.com or contact Rolland Vincent, JETNET iQ Creator / Director at 1-972-439-2069 or rollie@jetnet.com.

About JETNET

Since 1988, JETNET has delivered the most comprehensive and reliable business aircraft research to its exclusive clientele of aviation professionals worldwide. JETNET is the ultimate source for information and intelligence on the worldwide business, commercial, and helicopter aircraft fleet and marketplace, comprised of more than 110,000 airframes. Headquartered in its state-of-the-art facility in Utica, NY, JETNET offers comprehensive user-friendly aircraft data via real-time internet access or regular updates.

For more information on JETNET LLC, please log on to jetnet.com or contact Paul Cardarelli, JETNET Vice President of Sales, at 800-553-8638 (USA) or paul@jetnet.com; for International inquiries, please contact Karim Derbala, JETNET Managing Director of Global Sales, at 41.0.43.243.7056 or karim@jetnet.com.