



➤➤ KNOW MORE.

JETNET iQ Snap! Report Turboprop Market

➤ BUSINESS AVIATION MARKET INTELLIGENCE ➤ REPORTS ➤ SUMMITS ➤ CONSULTING

Prepared for:
JETNET iQ Turboprop Aircraft Market Research Survey Respondents

JETNET iQ Snap! Report: Turboprop Market October 2020 - Private & Confidential

Thank You, Merci, Obrigado, Muchas Gracias, תַּדַּאֲךָ, Danke, ありがとう, Grazie, شکرا, спасибо, 謝謝

Thank you for participating in our JETNET iQ Turboprop Aircraft Market Research Survey. Your opinions and inputs are vital to our survey sponsor, a major business aircraft manufacturer that is developing a new aircraft designed to meet customer requirements – like yours.

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. Partnered since 2010, JETNET and Rolland Vincent Associates have developed JETNET iQ, a business aviation market intelligence service that includes syndicated reports on the state of the industry, JETNET iQ Summits, and

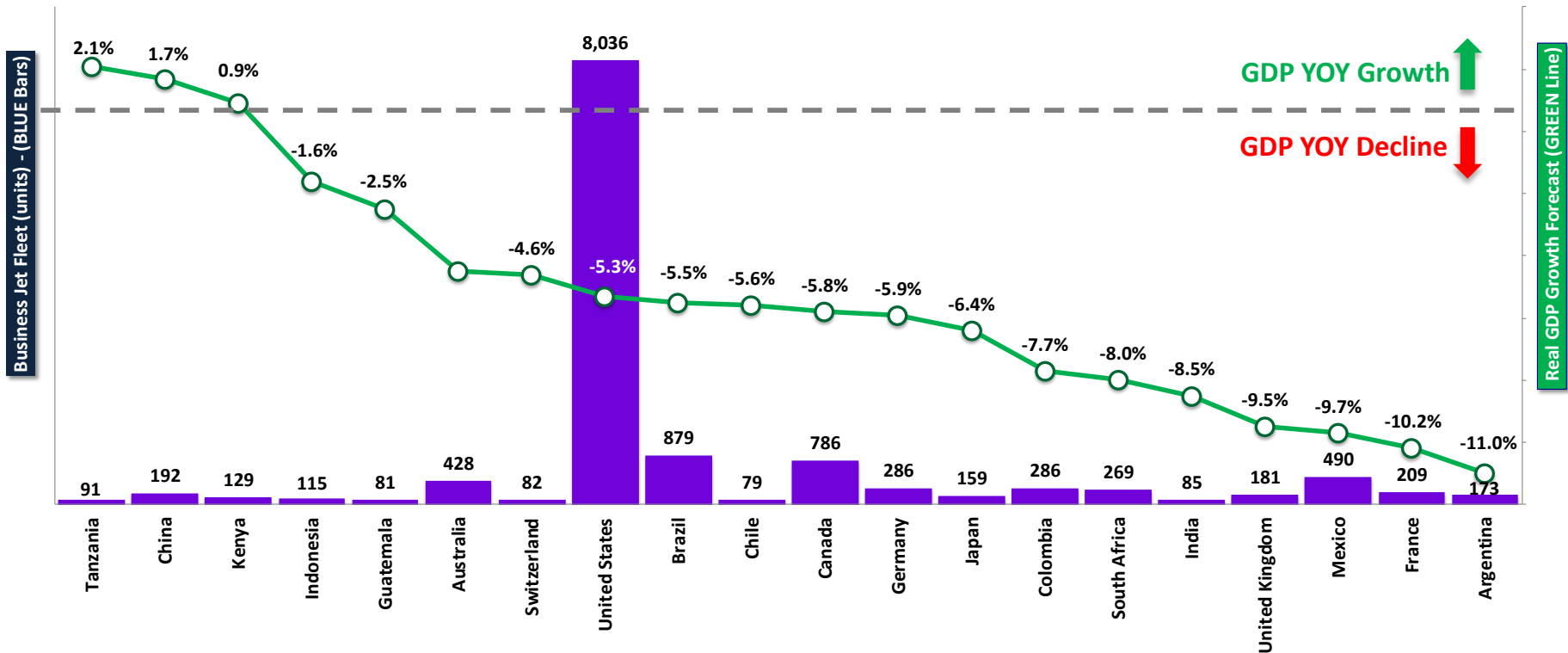
customized research.

Thank you again for participating in our JETNET iQ Turboprop Aircraft Market Research Survey - we hope this JETNET iQ Snap! Report is informative and insightful to you.

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

The Economy and Turboprop Fleets

2020 GDP Growth Estimates and "Top 20" Turboprop Fleets

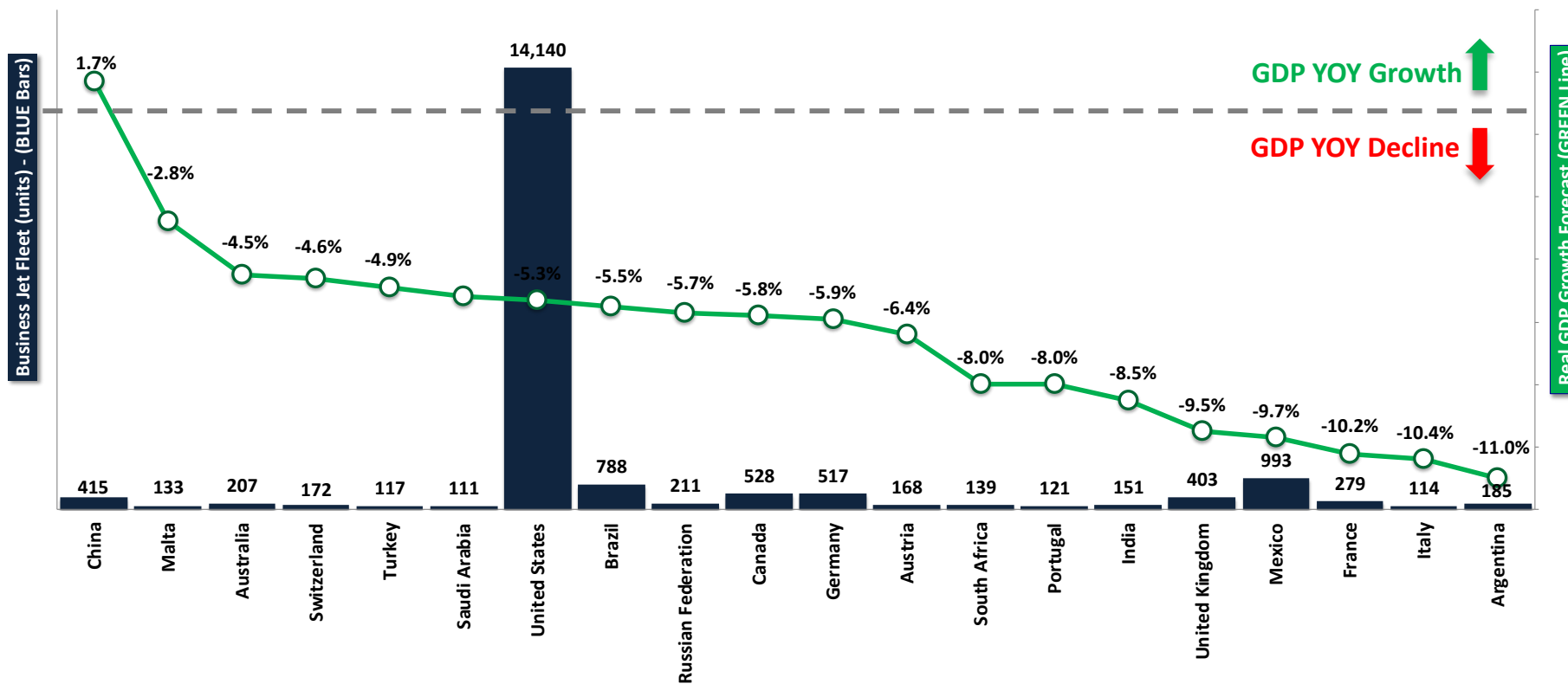


Sources: The Economist – September 26, 2020; JETNET; excludes Venezuela; JETNET fleet data as of end of September 2020

With the exception of Tanzania, China and Kenya, all of the “Top 20” business turboprop country markets are expected to have declining economies in 2020

The Economy and Business Jet Fleets

2020 GDP Growth Estimates and "Top 20" Business Jet Fleets

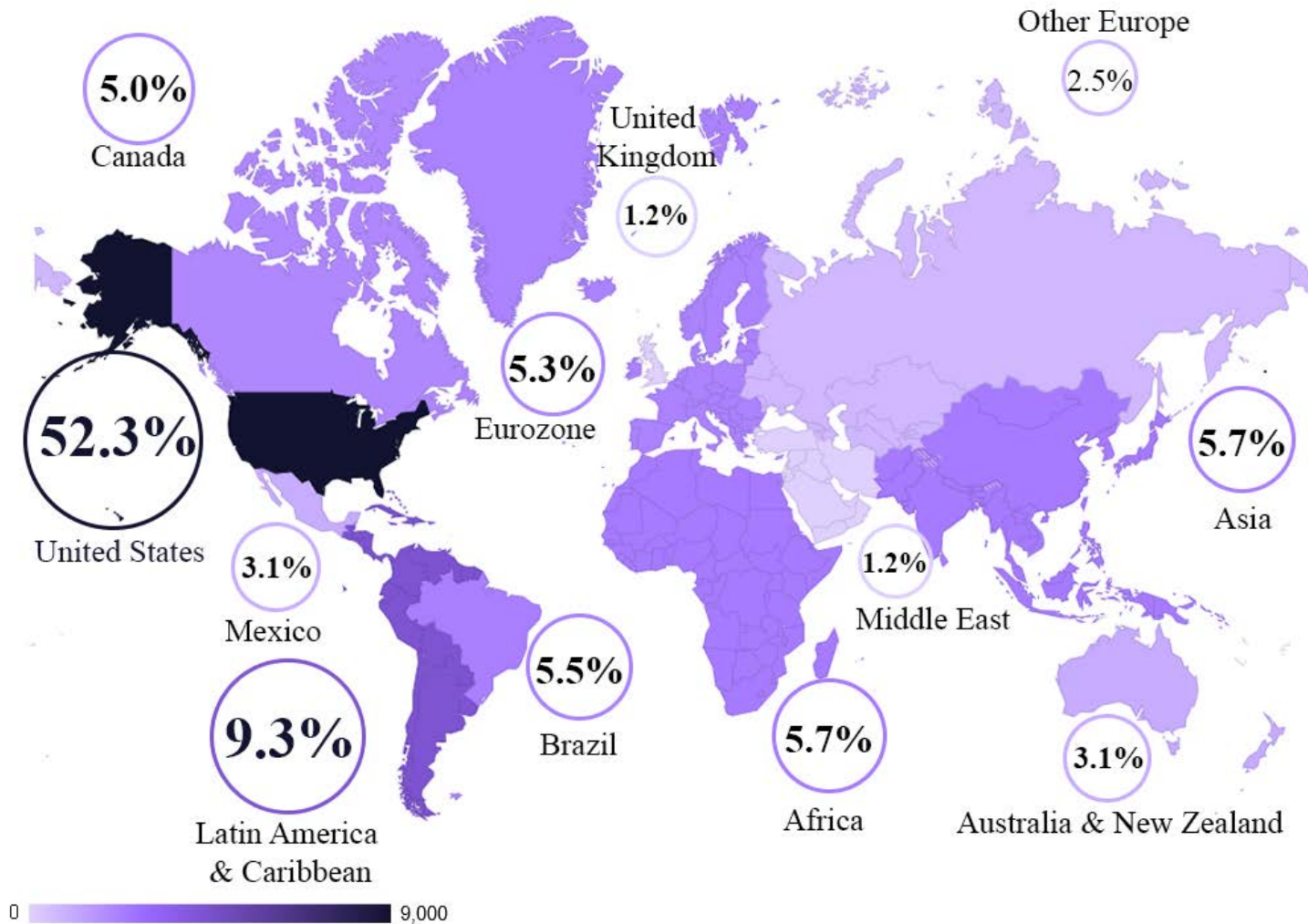


Sources: The Economist – September 26, 2020; JETNET; excludes Venezuela; JETNET fleet data as of end of September 2020

With the exception of modest growth in China, all of the “Top 20” business jet country markets are expected to have declining economies in 2020

Business Turboprop Fleet

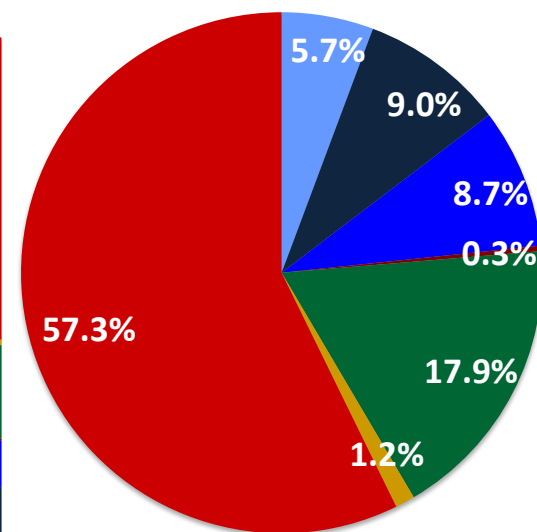
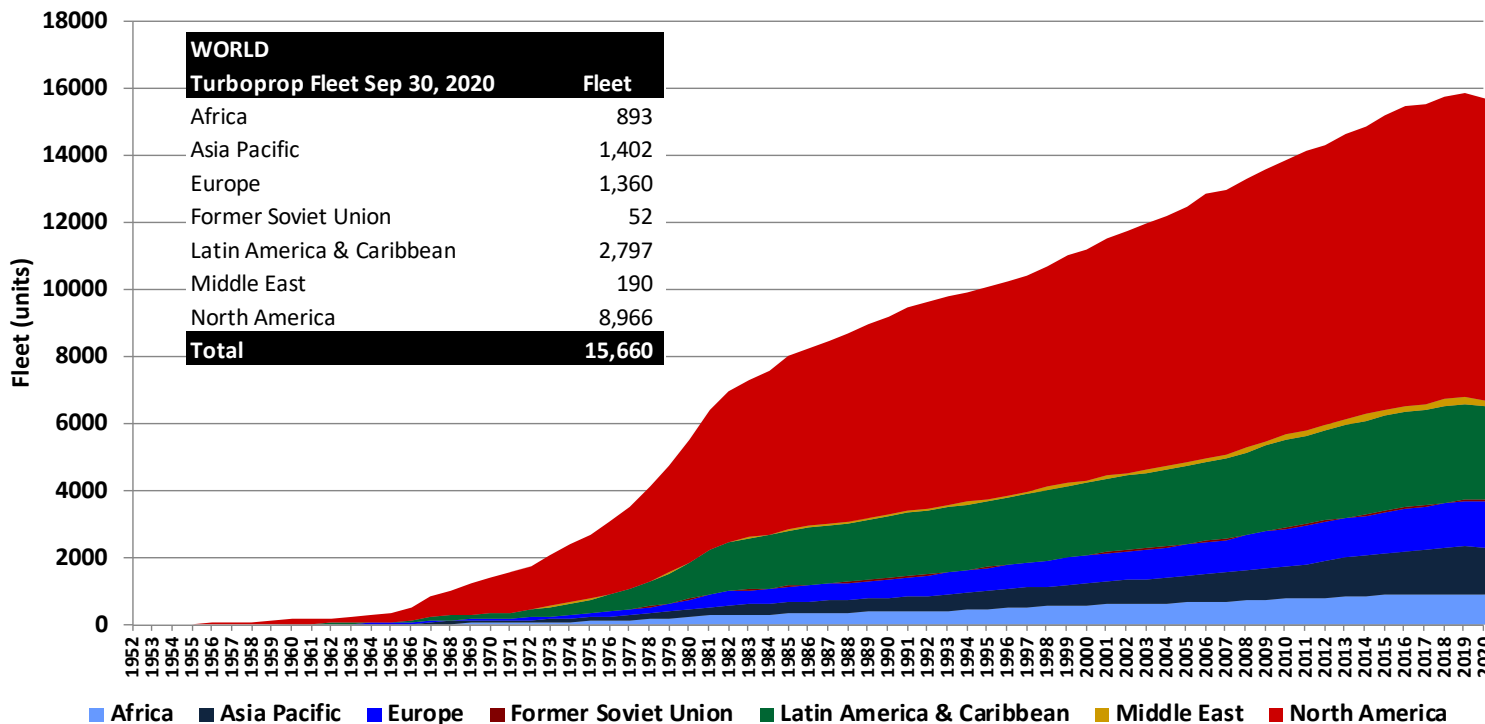
Share of World Turboprop Fleet by Region – As of September 30, 2020



Business Turboprop Fleet by Region

As of September 30, 2020

Turboprop Fleet by Region



Business Turboprop Fleet by Manufacturer

As of September 30, 2020

NORTH AMERICA	
Turboprop Fleet Sep 30, 2020	Fleet
Cessna	1,368
Daher Socata	726
Beechcraft	3,661
Pilatus	1,163
Piper	1,033
Turbo Commander	193
Other	822
Total	8,966

EUROPE	
Turboprop Fleet Sep 30, 2020	Fleet
Cessna	158
Daher Socata	142
Beechcraft	389
Pilatus	223
Piper	244
Turbo Commander	21
Other	183
Total	1,360

FORMER SOVIET UNION	
Turboprop Fleet Sep 30, 2020	Fleet
Cessna	10
Daher Socata	2
Beechcraft	13
Pilatus	8
Piper	9
Turbo Commander	1
Other	9
Total	52

MIDDLE EAST	
Turboprop Fleet Sep 30, 2020	Fleet
Cessna	57
Daher Socata	0
Beechcraft	100
Pilatus	0
Piper	10
Turbo Commander	17
Other	6
Total	190

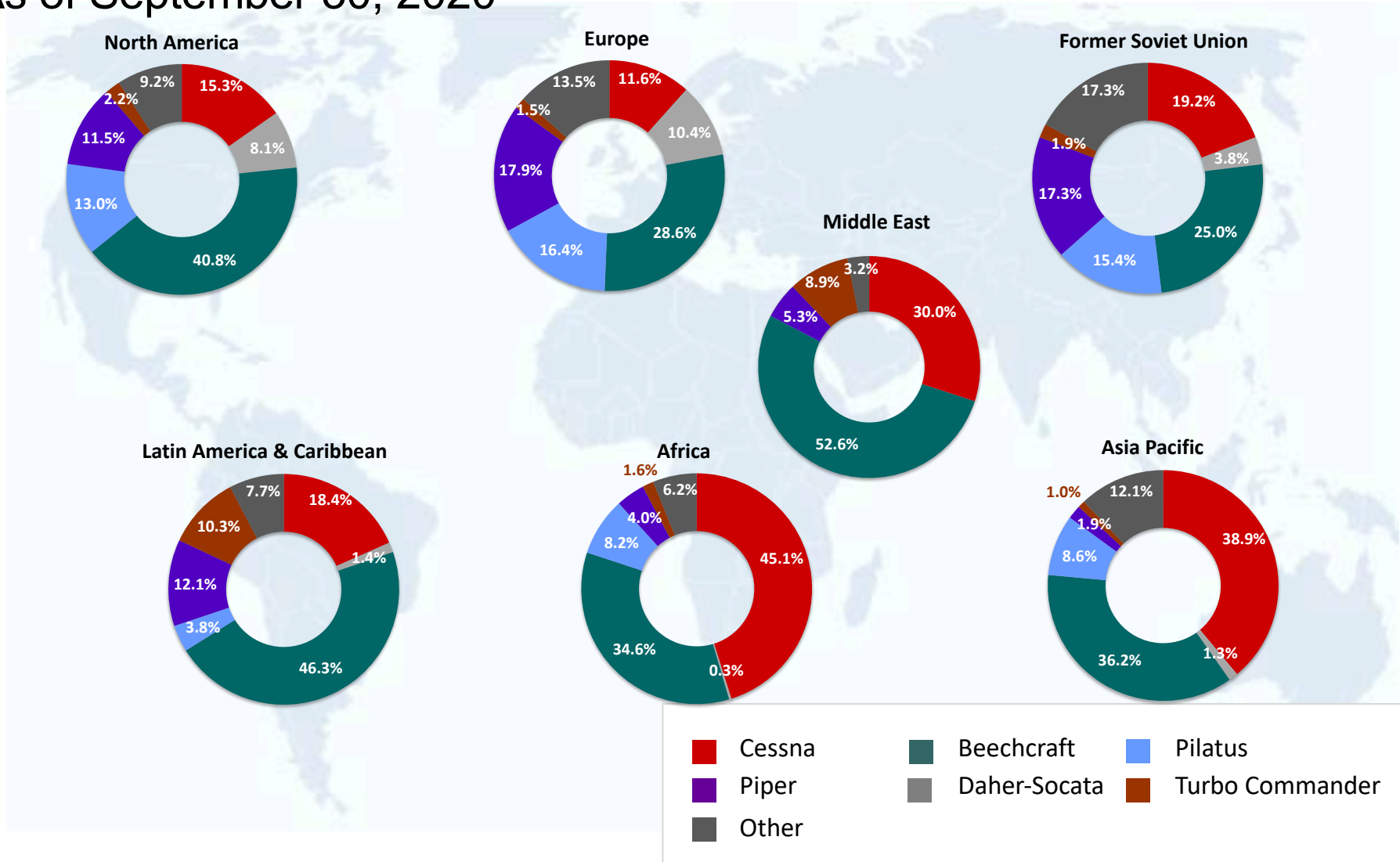
LATIN AMERICA & CARIBBEAN	
Turboprop Fleet Sep 30, 2020	Fleet
Cessna	514
Daher Socata	39
Beechcraft	1,296
Pilatus	105
Piper	339
Turbo Commander	289
Other	215
Total	2,797

AFRICA	
Turboprop Fleet Sep 30, 2020	Fleet
Cessna	403
Daher Socata	3
Beechcraft	309
Pilatus	73
Piper	36
Turbo Commander	14
Other	55
Total	893

ASIA PACIFIC	
Turboprop Fleet Sep 30, 2020	Fleet
Cessna	546
Daher Socata	18
Beechcraft	508
Pilatus	120
Piper	27
Turbo Commander	14
Other	169
Total	1,402

Business Turboprop Deliveries by Manufacturer

As of September 30, 2020



Business Turboprop Deliveries by Manufacturer

As of September 30, 2020

NORTH AMERICA

Turboprop Deliveries Sep 30, 2020	Deliveries
Cessna	1,605
Daher Socata	767
Beechcraft	4,560
Pilatus	1,191
Piper	1,339
Turbo Commander	440
Other	1,675
Total	11,577

EUROPE

Turboprop Deliveries Sep 30, 2020	Deliveries
Cessna	177
Daher Socata	157
Beechcraft	482
Pilatus	230
Piper	294
Turbo Commander	35
Other	274
Total	1,649

FORMER SOVIET UNION

Turboprop Deliveries Sep 30, 2020	Deliveries
Cessna	12
Daher Socata	2
Beechcraft	13
Pilatus	8
Piper	9
Turbo Commander	1
Other	10
Total	55

MIDDLE EAST

Turboprop Deliveries Sep 30, 2020	Deliveries
Cessna	58
Daher Socata	0
Beechcraft	112
Pilatus	1
Piper	12
Turbo Commander	19
Other	10
Total	212

LATIN AMERICA & CARIBBEAN

Turboprop Deliveries Sep 30, 2020	Deliveries
Cessna	564
Daher Socata	40
Beechcraft	1,503
Pilatus	106
Piper	378
Turbo Commander	352
Other	291
Total	3,234

AFRICA

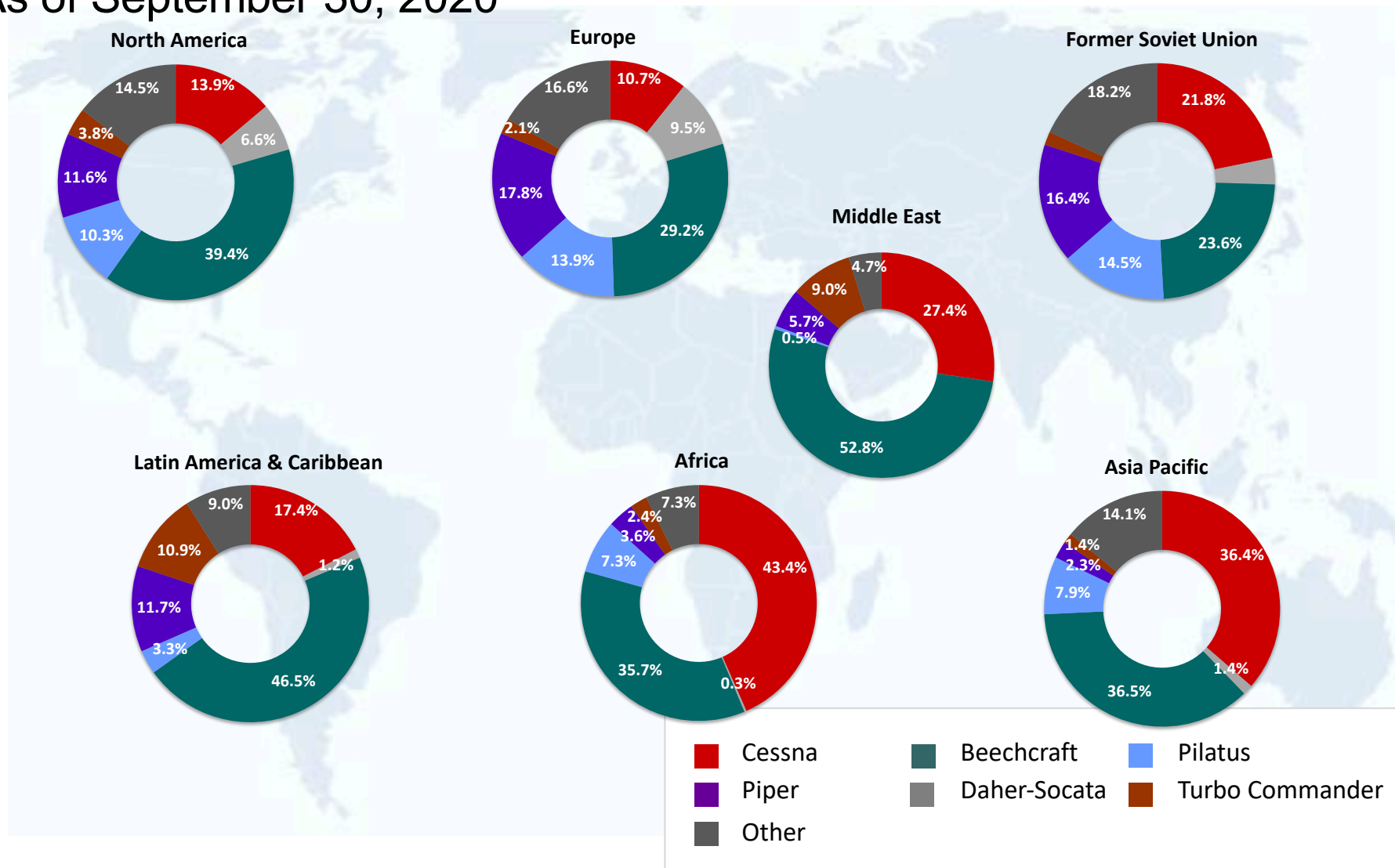
Turboprop Deliveries Sep 30, 2020	Deliveries
Cessna	443
Daher Socata	3
Beechcraft	364
Pilatus	75
Piper	37
Turbo Commander	24
Other	75
Total	1,021

ASIA PACIFIC

Turboprop Deliveries Sep 30, 2020	Deliveries
Cessna	575
Daher Socata	22
Beechcraft	577
Pilatus	125
Piper	37
Turbo Commander	22
Other	223
Total	1,581

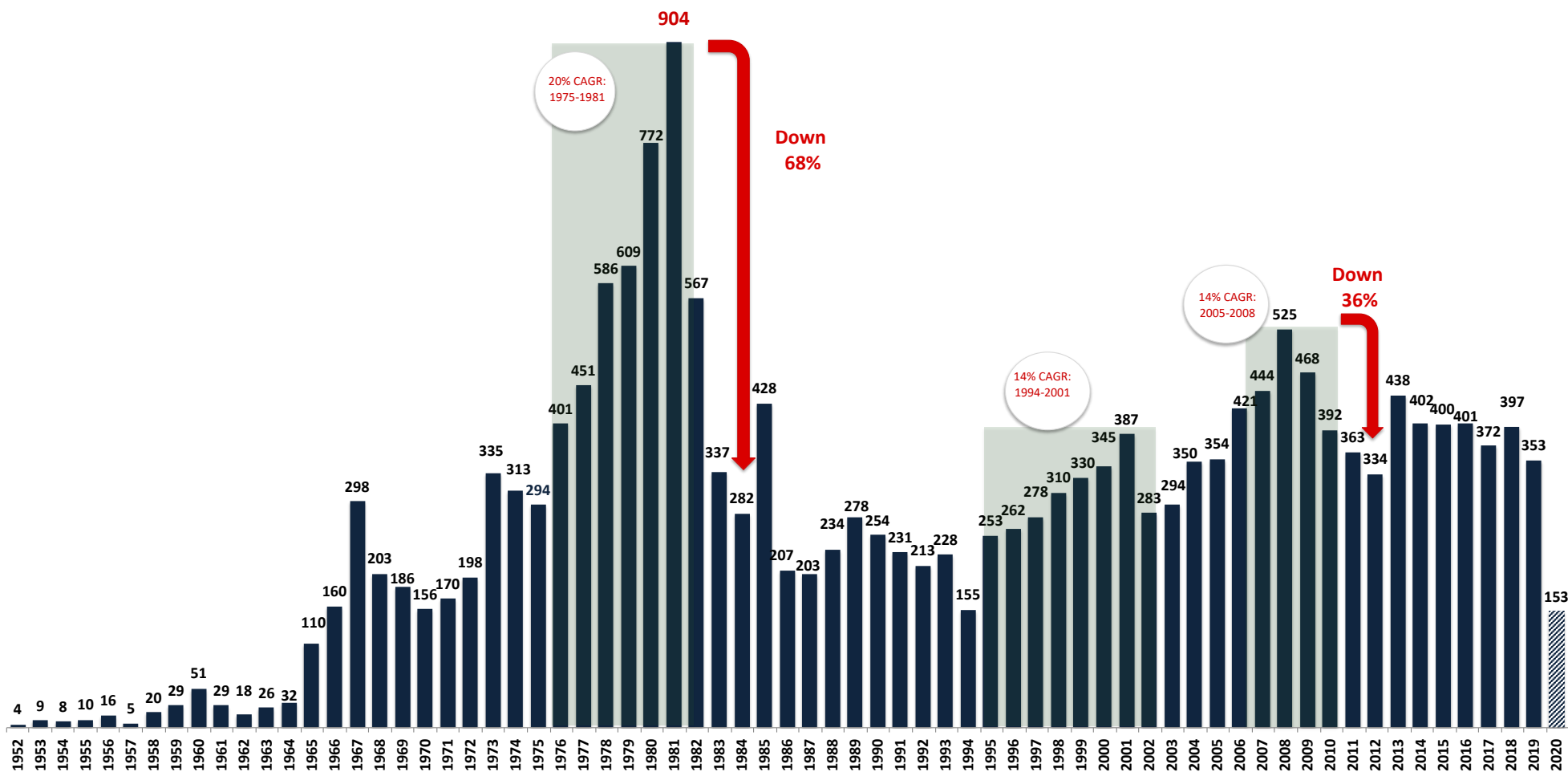
Business Turboprop Deliveries by Manufacturer

As of September 30, 2020



Business Turboprop Deliveries (Units)

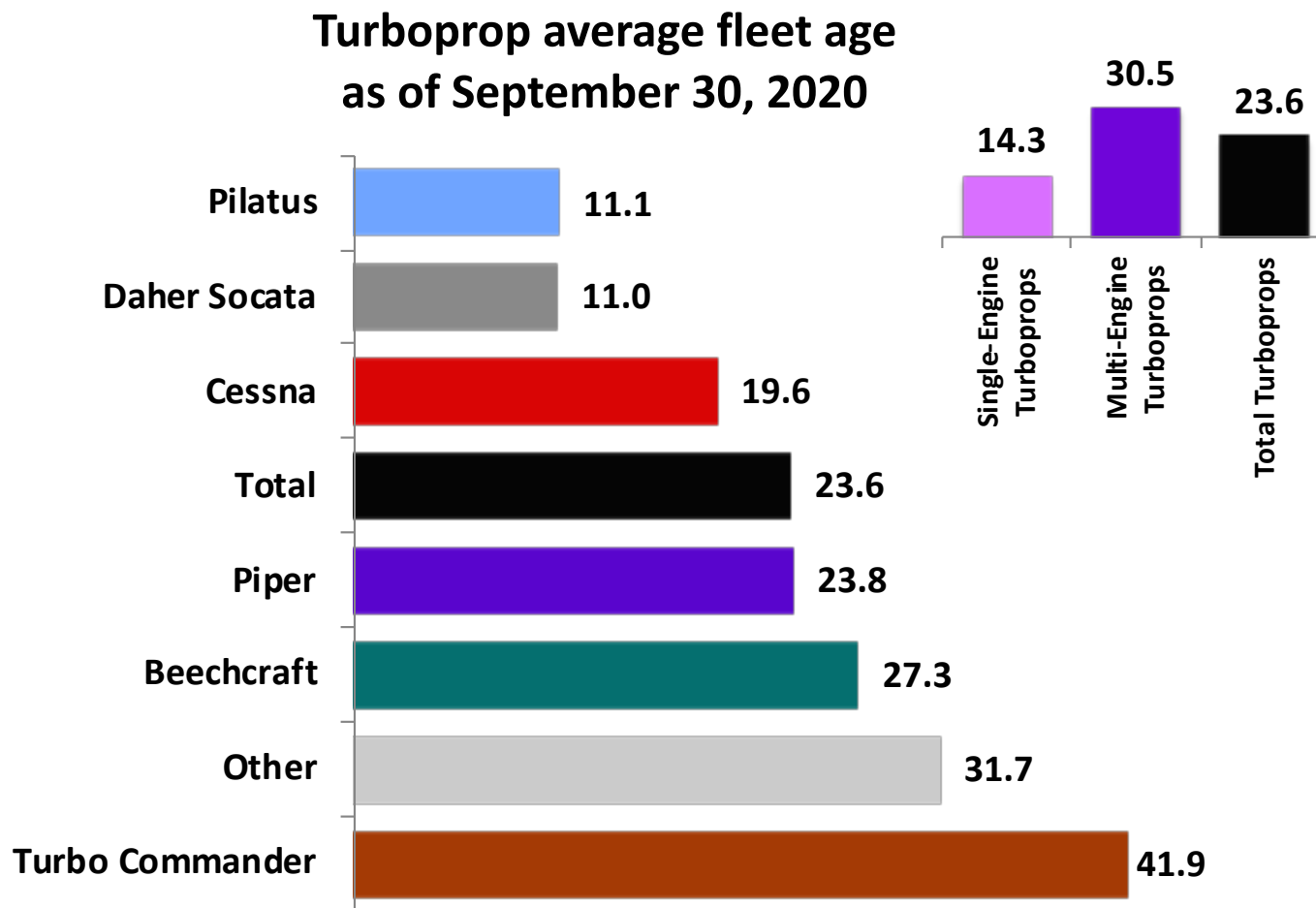
As of September 30, 2020



Source: JETNET; latest year data are year-to-date

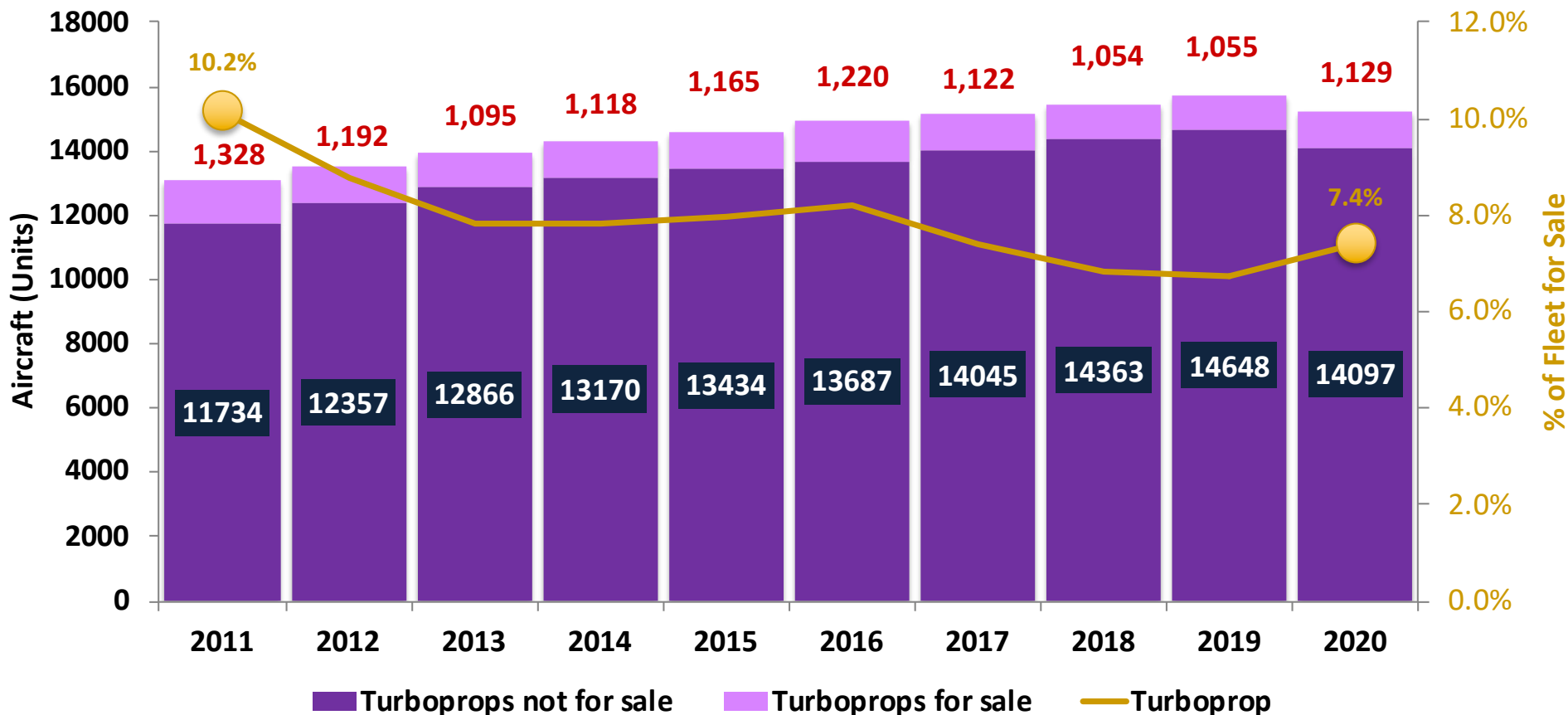
Business Turboprop Fleet Age (Years)

As of September 30, 2020



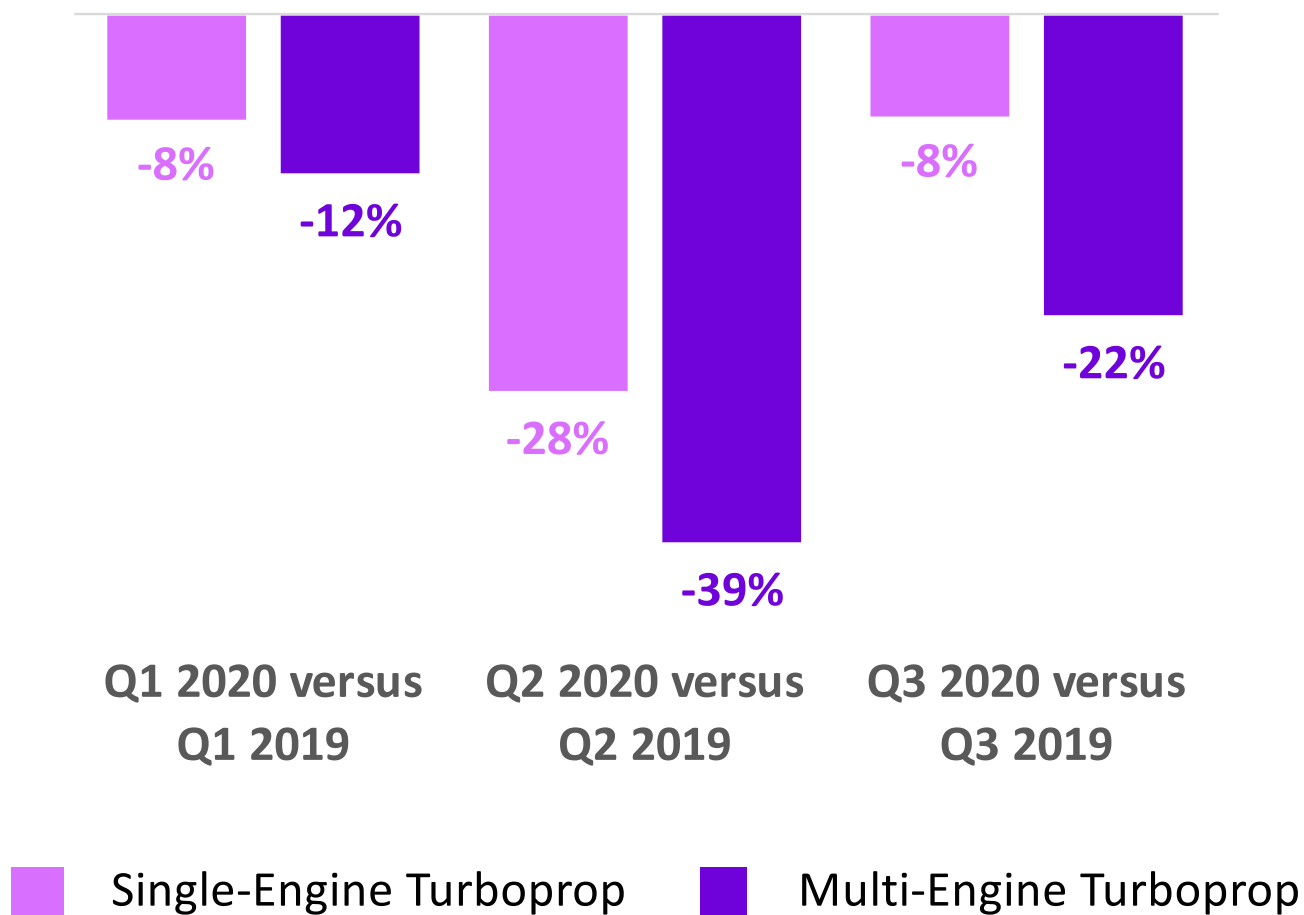
Pre-Owned Business Turboprop Inventory

Turboprops for sale - Aug 31, 2011-2020



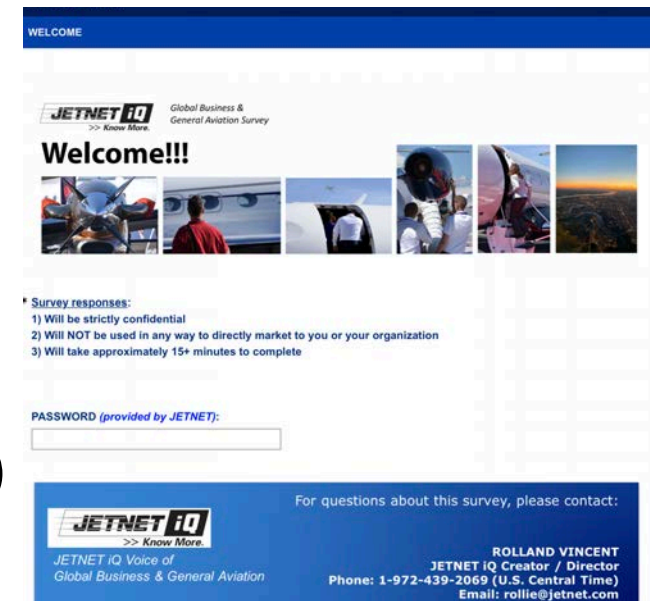
Turboprop Utilization: 2020 versus 2019

Turboprop Cycles 2020 versus 2019



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
 - COVID-19
 - Mood of the market



WELCOME

JETNET iQ Global Business & General Aviation Survey
>> Know More

Welcome!!!

** 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 >> Know More
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

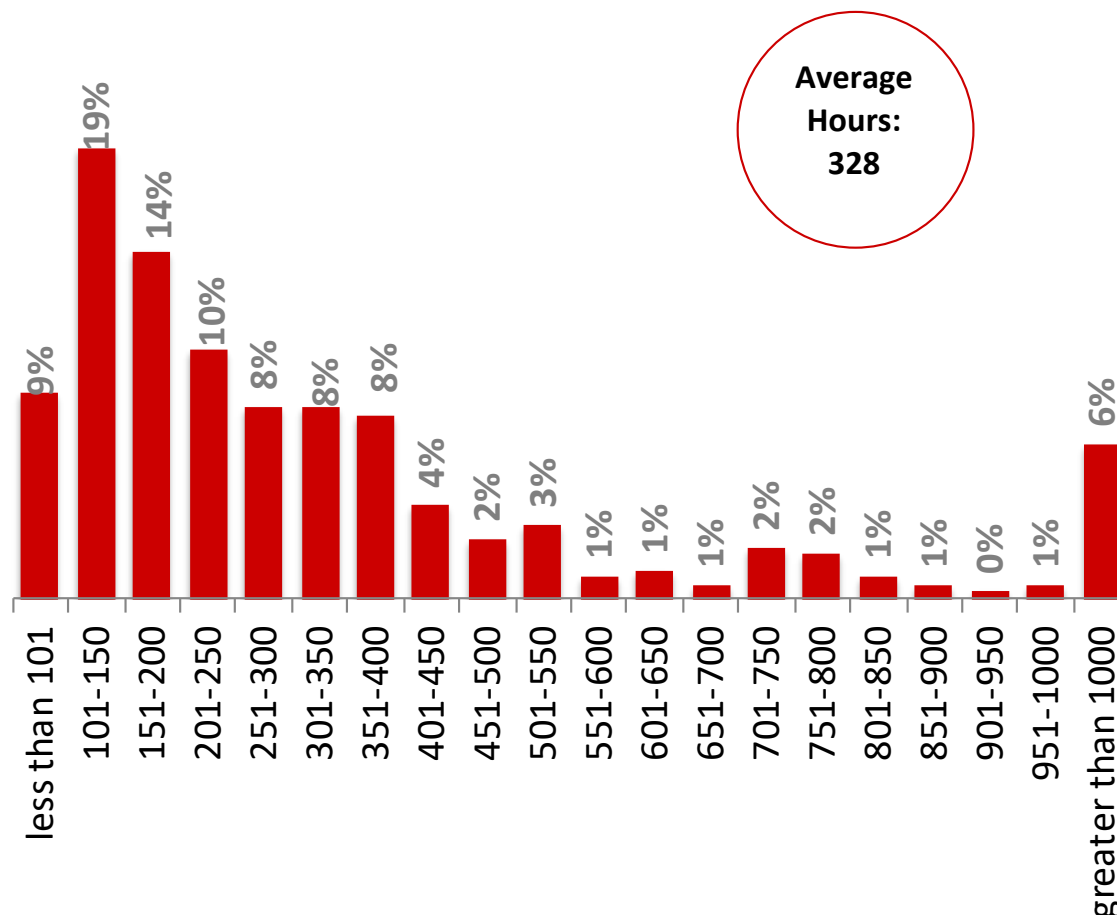
JETNET iQ Surveys: Quarterly, multilingual, worldwide

Survey Respondents' Flight Operations

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

**Annual Flight Hours Per Aircraft
Turboprop Operators**

Q2 2020 Survey

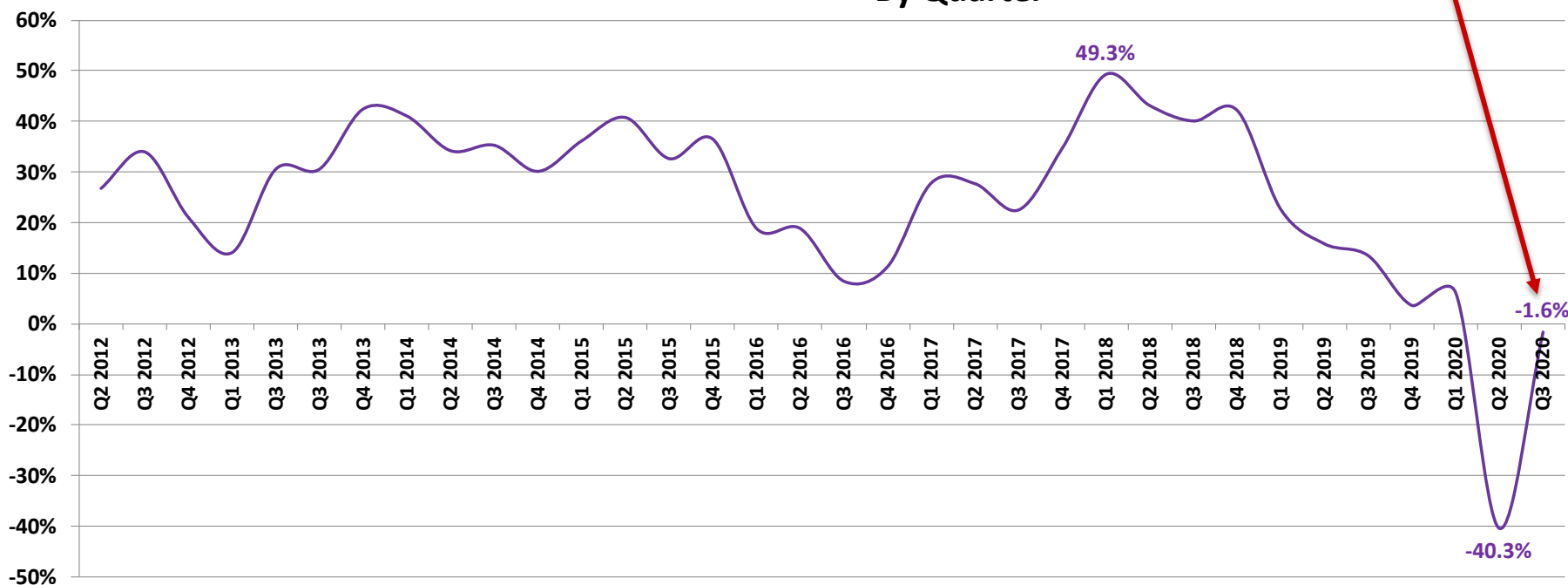


Survey Respondents' Sentiment

Current Market Sentiment “How would you describe the current market conditions for business aviation?”

Early results from the Q3 2020 JETNET iQ Survey

Net Optimism Trend - Turboprop Operators By Quarter

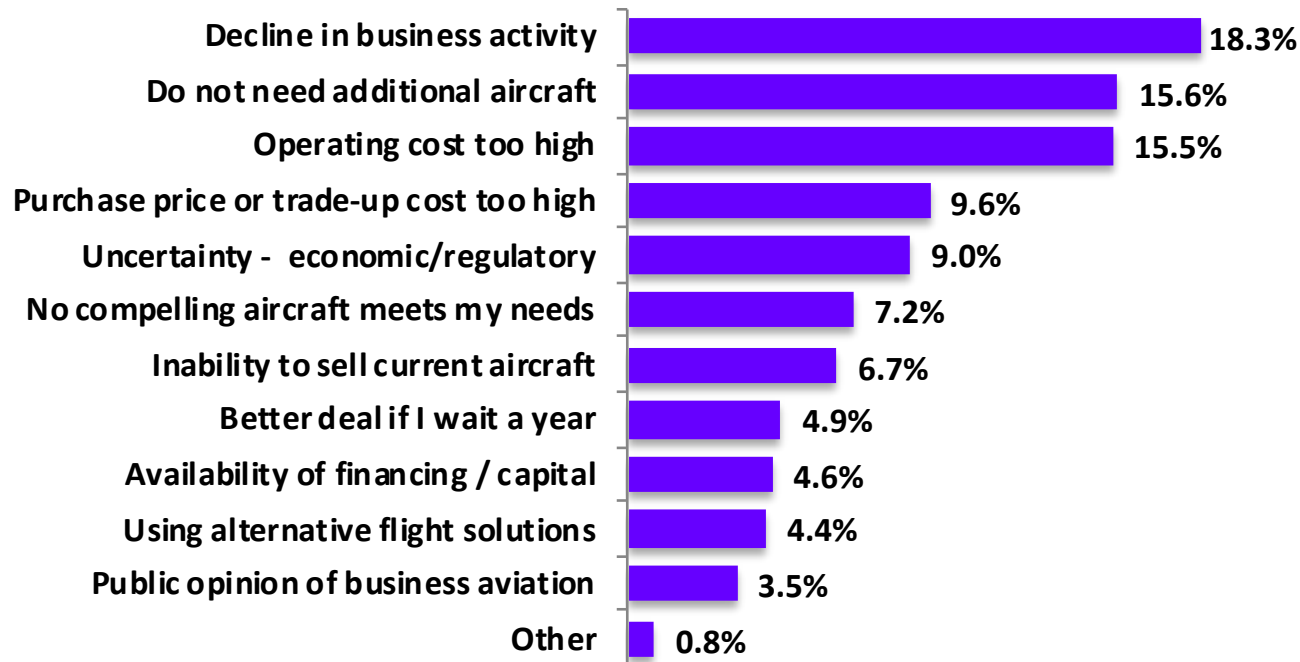


Aircraft Purchase Inhibitors

Q2 2020 Survey

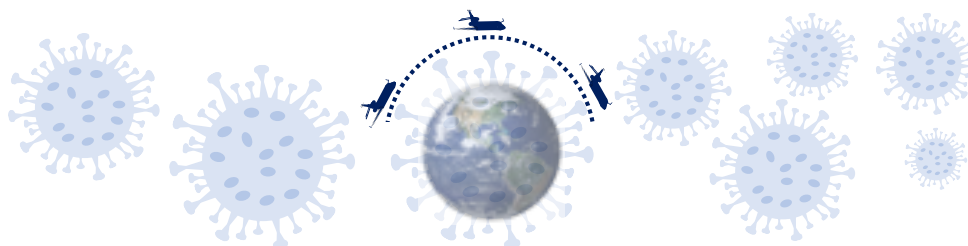
Which of the following factors are most likely to prevent or delay your organization from purchasing a business aircraft over the next 12 months?" – Weighted Average Response

Turboprop Operators



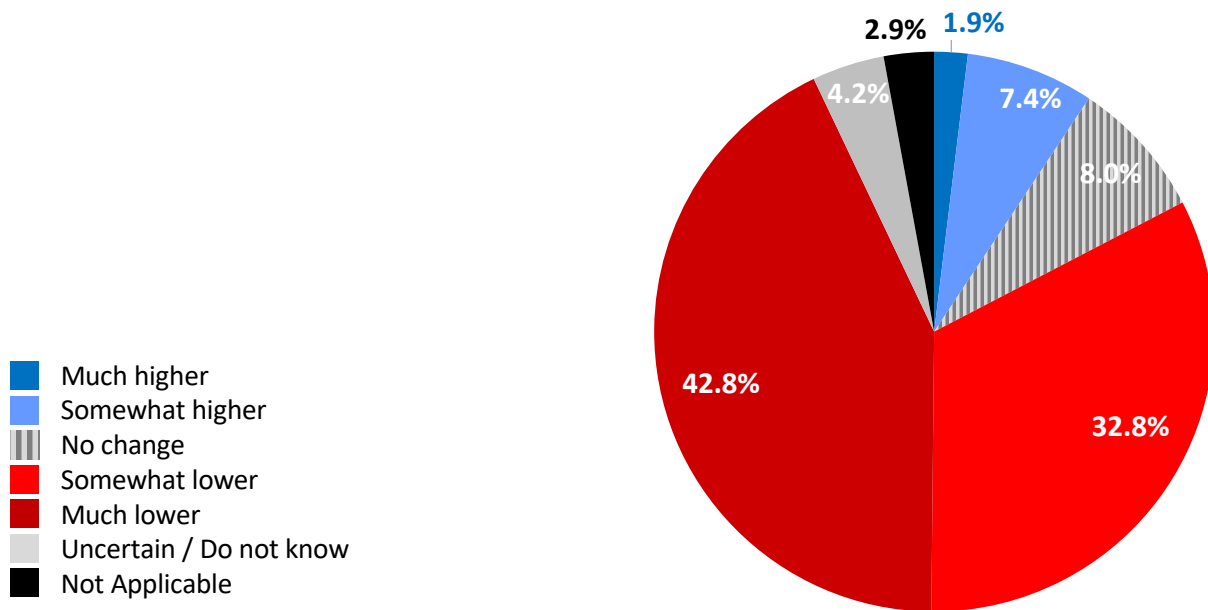
Impact of COVID-19

How has the COVID-19 worldwide pandemic changed your “next 12 month” outlook / forecast for total hours of aircraft utilization?



Turboprop Operators

Total hours of aircraft utilization

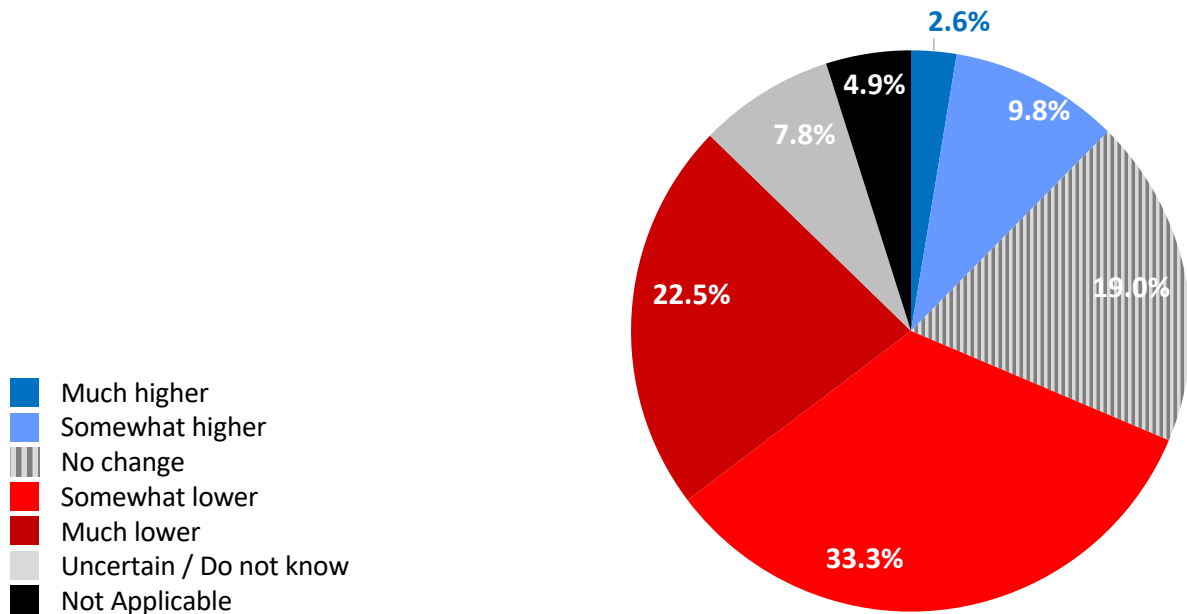


Impact of COVID-19

How has the COVID-19 worldwide pandemic changed your “next 12 month” outlook / forecast for total flights less than 1000 nautical miles?



Turboprop Operators
Total flights < 1000 nautical miles

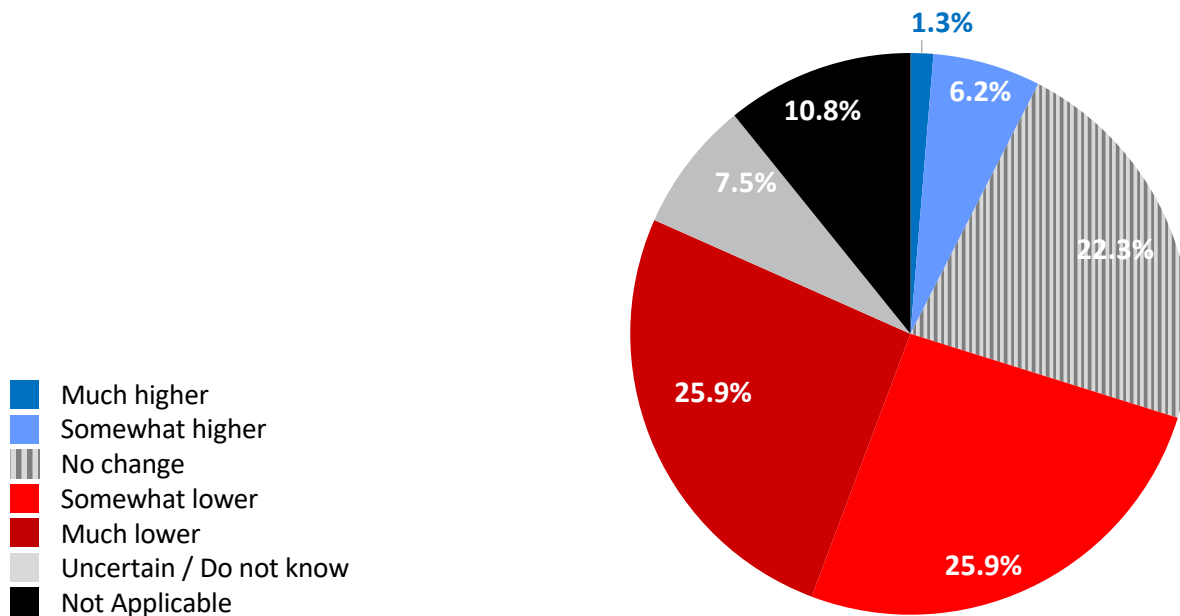


Impact of COVID-19

How has the COVID-19 worldwide pandemic changed your “next 12 month” outlook / forecast for total flights more than 1000 nautical miles?



Turboprop Operators
Total flights > 1000 nautical miles



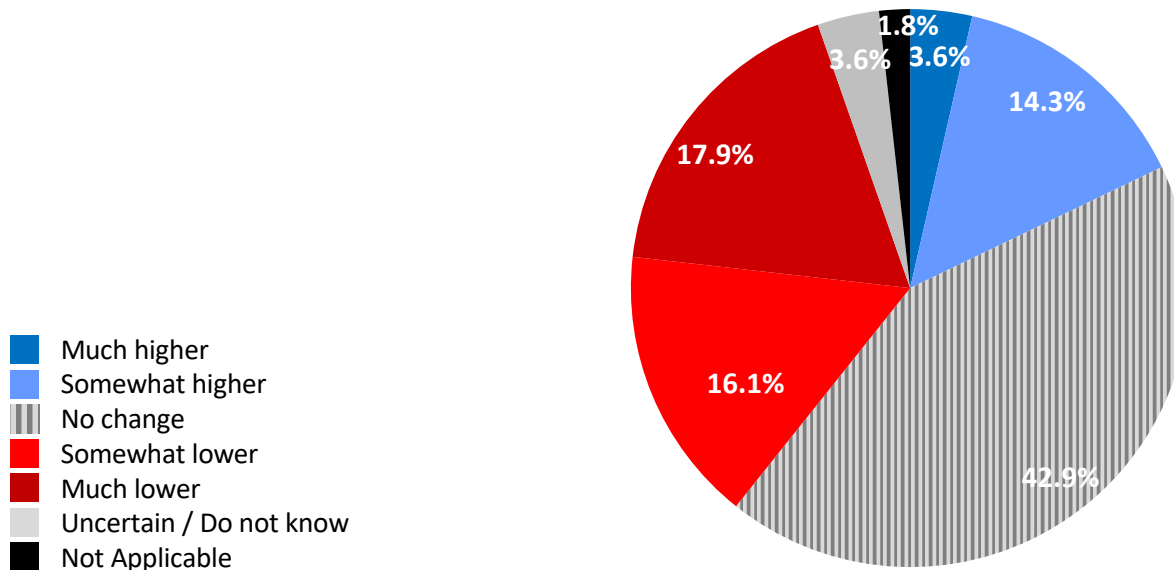
Impact of COVID-19

How has the COVID-19 worldwide pandemic changed your “next 12 month” outlook / forecast for amount of money spent at a MRO facility for upgrades?



Turboprop Operators

Amount of money spent at a Maintenance, Repair and Overhaul (MRO) facility for upgrades

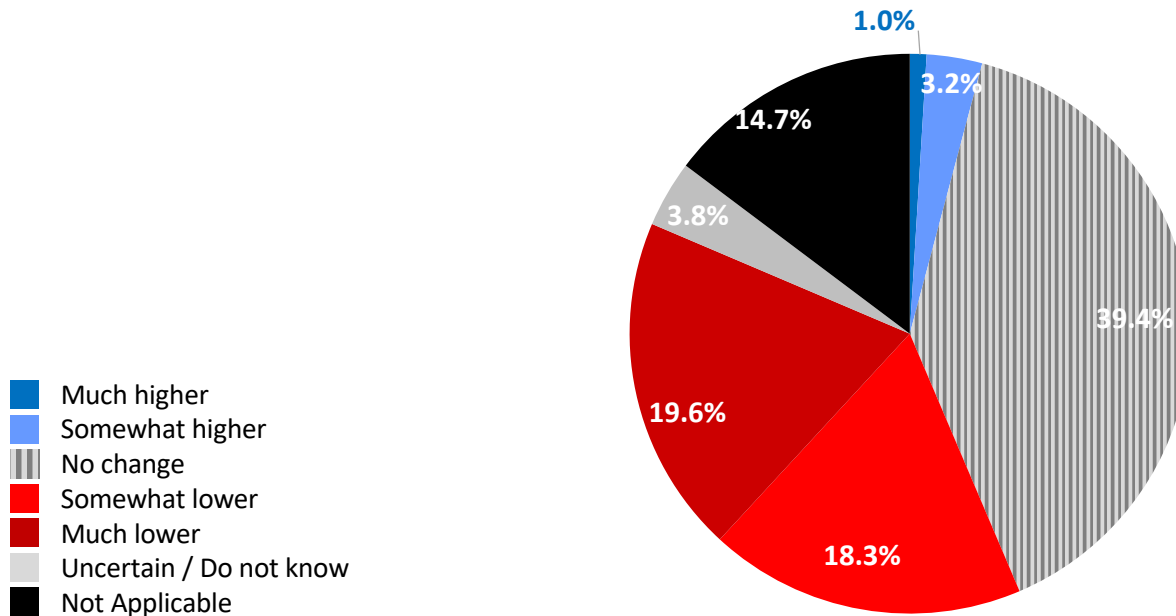


Impact of COVID-19

How has the COVID-19 worldwide pandemic changed your “next 12 month” outlook / forecast for hiring of pilots / aircraft maintenance technicians?



Turboprop Operators
Hiring of pilots / aircraft maintenance technicians

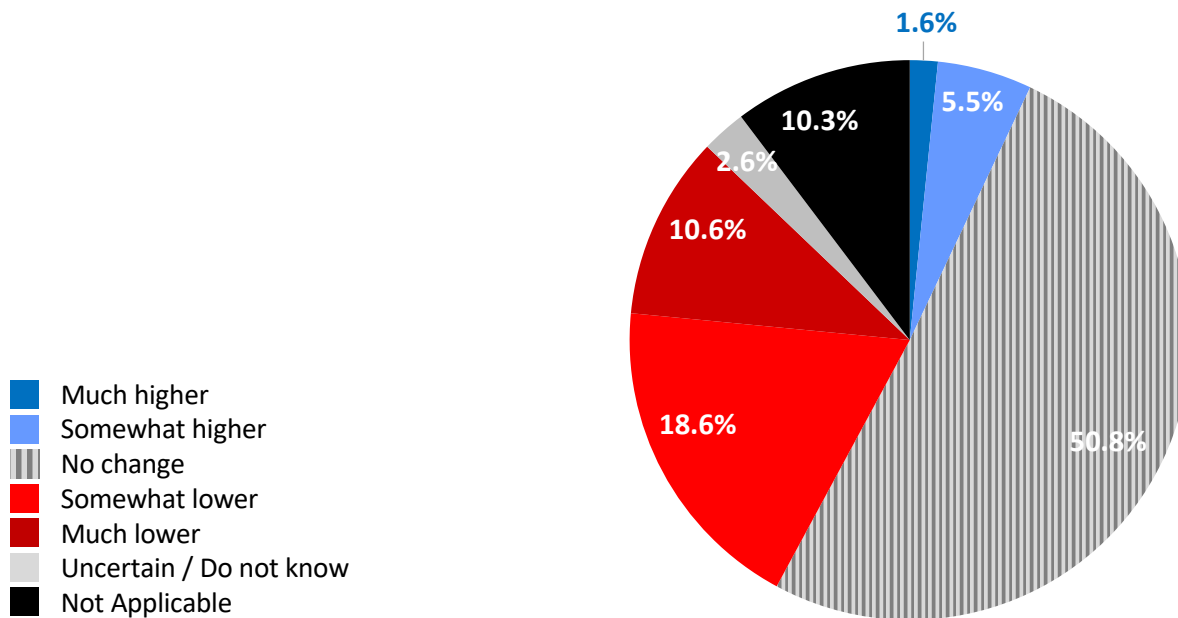


Impact of COVID-19

How has the COVID-19 worldwide pandemic changed your “next 12 month” outlook / forecast for training of pilots / aircraft maintenance technicians?



Turboprop Operators
Training of pilots / aircraft maintenance technicians



Aircraft Owner / Operator Opinions

Q2 2020 Survey

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

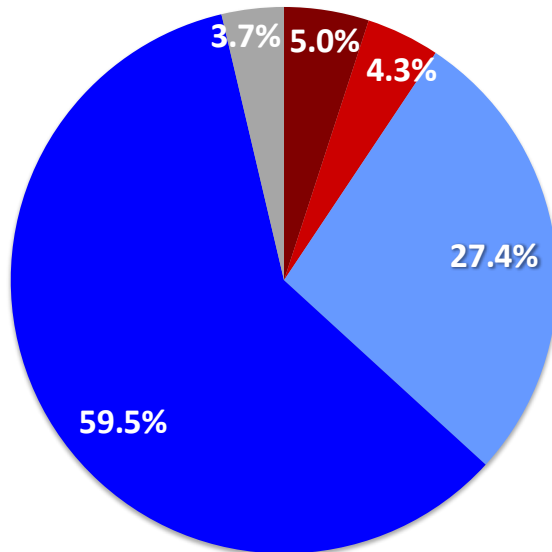
■ Strongly Disagree
 ■ Somewhat Disagree
 ■ Somewhat Agree
 ■ Strongly Agree
 ■ Uncertain

Since the beginning of 2020, COVID-19 worldwide pandemic is having a widespread impact on our personal and business lives and on our economies. Given the changes resulting from this pandemic, please evaluate the following statements and indicate the extent to which you agree or disagree.

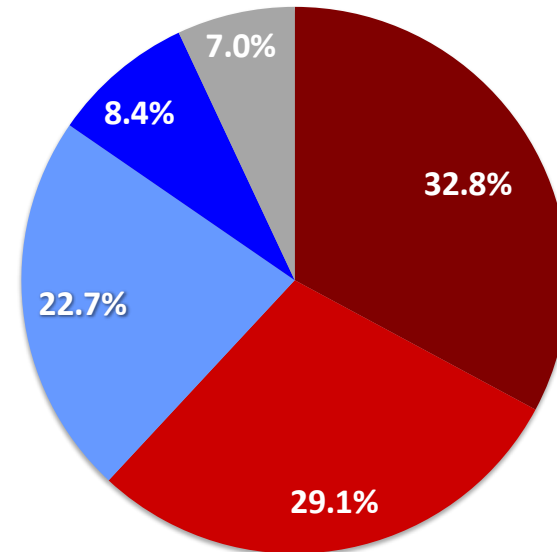
My / my organization's commercial airline travel policies have become much more restrictive

I believe that the global economy will return to pre-COVID-19 growth rates by the end of 2020

Turboprop Operators



Turboprop Operators



Aircraft Owner / Operator Opinions

Q2 2020 Survey

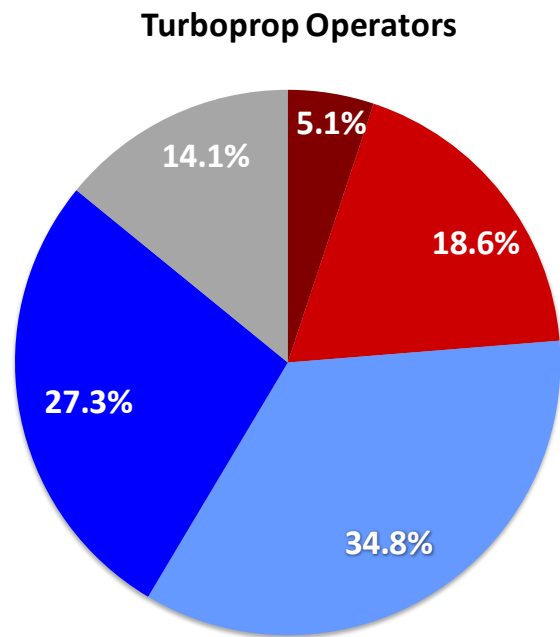
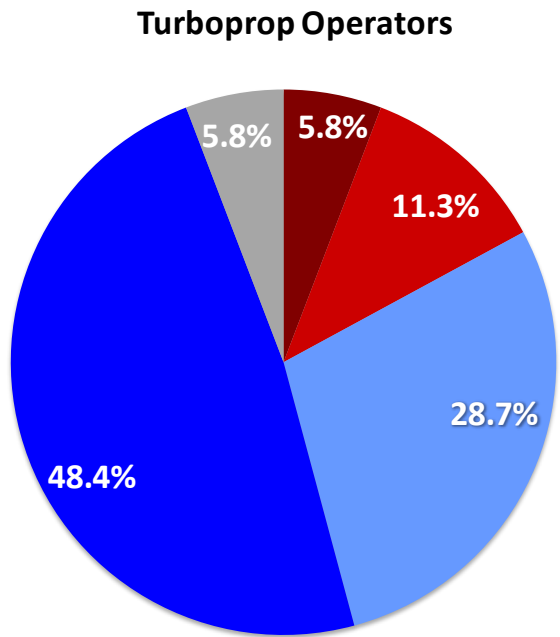
Please evaluate these statements and indicate the extent to which you agree or disagree:

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

Since the beginning of 2020, COVID-19 worldwide pandemic is having a widespread impact on our personal and business lives and on our economies. Given the changes resulting from this pandemic, please evaluate the following statements and indicate the extent to which you agree or disagree.

We expect to decrease the number of times we fly our business aircraft internationally in 2020

Assuming a 5-year-old airplane, I believe the residual values will decline at a faster rate over next 12 months



Aircraft Owner / Operator Opinions

Q2 2020 Survey

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

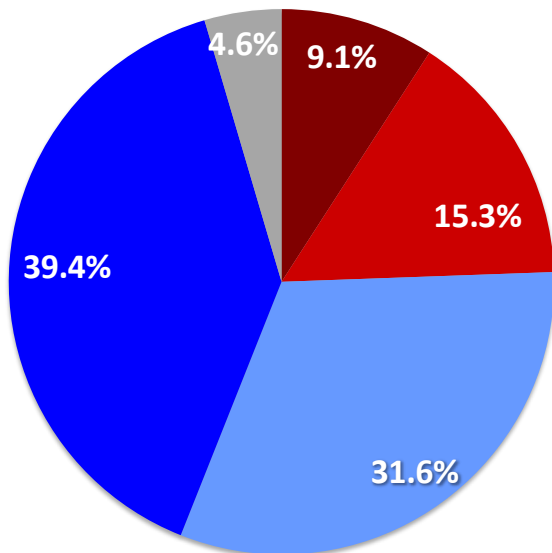
■ Strongly Disagree
 ■ Somewhat Disagree
 ■ Somewhat Agree
 ■ Strongly Agree
 ■ Uncertain

Since the beginning of 2020, COVID-19 worldwide pandemic is having a widespread impact on our personal and business lives and on our economies. Given the changes resulting from this pandemic, please evaluate the following statements and indicate the extent to which you agree or disagree.

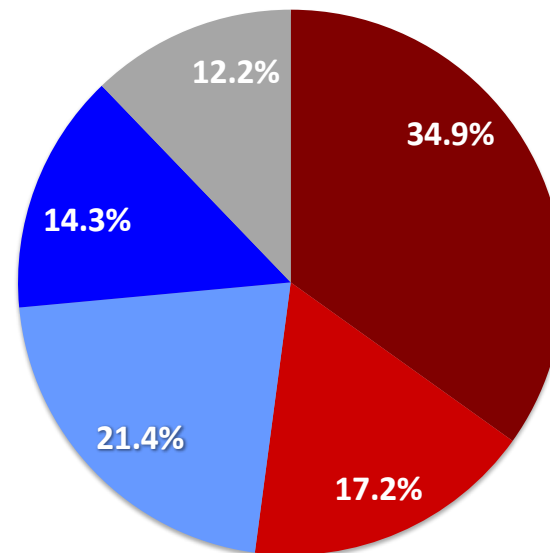
I/we are taking the opportunity to perform unscheduled maintenance/upgrades to biz aircraft

I / my organization plan to increase our use of charter flying in 2020

Turboprop Operators



Turboprop Operators



Aircraft Owner / Operator Opinions

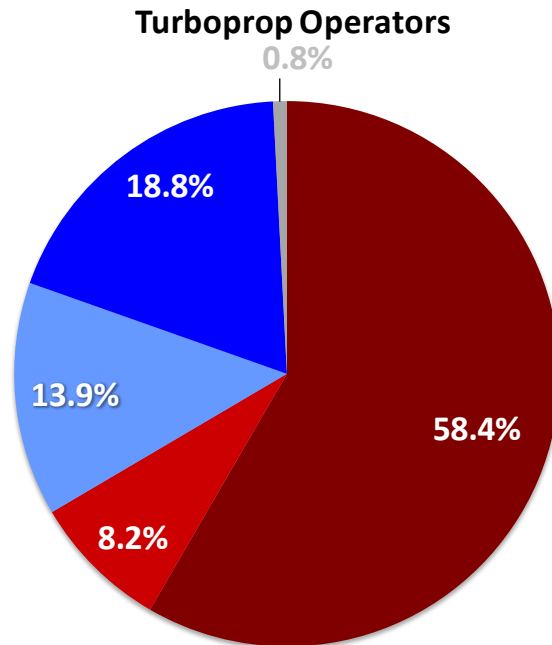
Q2 2020 Survey

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

Strongly Disagree **Somewhat Disagree** **Somewhat Agree** **Strongly Agree** **Uncertain**

Since the beginning of 2020, COVID-19 worldwide pandemic is having a widespread impact on our personal and business lives and on our economies. Given the changes resulting from this pandemic, please evaluate the following statements and indicate the extent to which you agree or disagree.

I / we have placed one or more aircraft into storage



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.