

AI² Market Report

Asset Insight Index Market Report

Jet & Turboprop Aircraft – January 2015

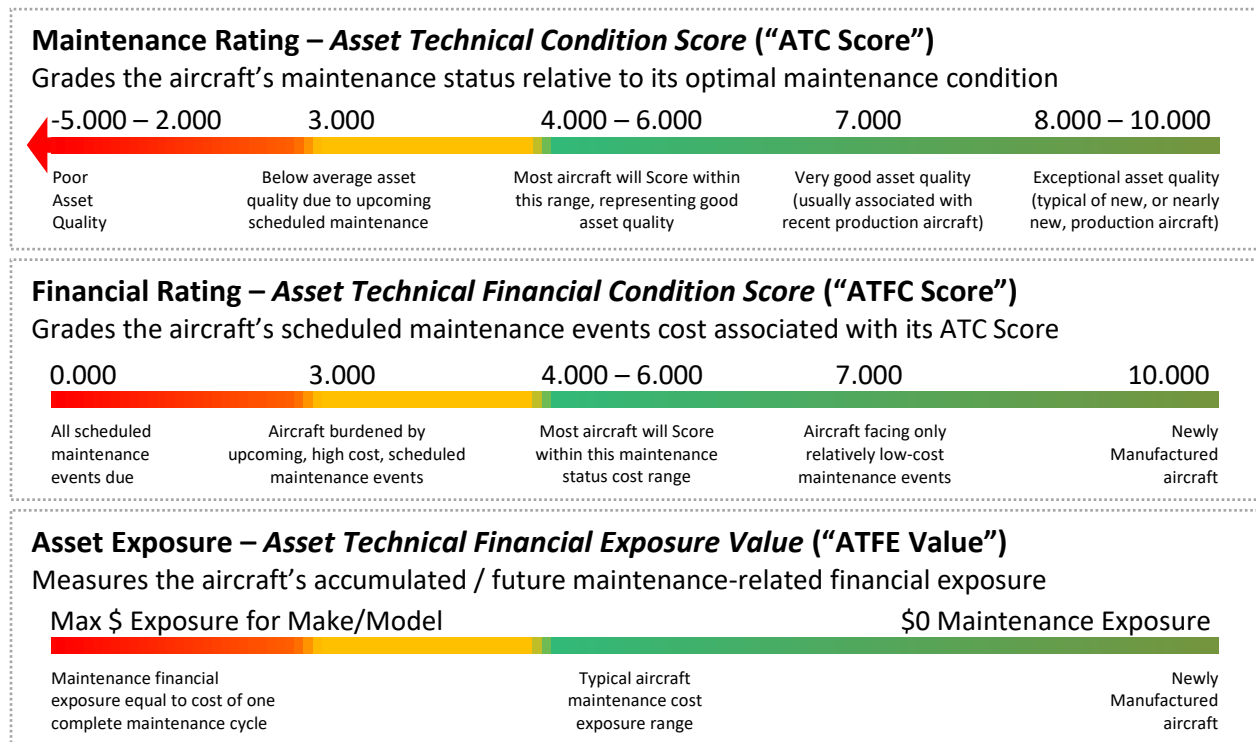


Welcome to the January 2015 issue of the Asset Insight Index Market Report (“AI² Market Report”), a quarterly publication from Asset Insight. This “AI² Market Report” utilizes Asset Insight’s proprietary Asset Grading System Process™ (AGSP) to analyze the average maintenance condition of jet and turboprop aircraft listed for sale as of December 30th, 2014 (Source: AMSTAT www.amstatcorp.com).

The AGSP is based on patented algorithms analyzing current age, flight hours and cycles on an aircraft’s systems and Major Sectors – airframe, engine(s), propeller(s), APU, paint, and passenger interior – as well as the typical cost to repair or replace parts with no defined life. The Process provides a standardized scale that enables buyers, sellers, financiers and other interested parties to:

- Objectively analyze and grade an aircraft’s maintenance condition relative to the manufacturer’s approved maintenance program.
- Compare any aircraft’s maintenance condition to another aircraft listed for sale to justify an asking or offering price for a listed aircraft.

The Asset Insight Index, derived from the AGSP, evaluates three aspects of an aircraft’s maintenance. Following is an explanation of each Index component and what the figures represent (see pages 9 – 10):



The AI² Market Report also analyzes the **Asset Exposure to Price Ratio (“ETP Ratio”)**. Representing an aircraft’s “debt ratio,” the ETP Ratio (see page 7) is calculated by dividing the Asset Exposure value by the aircraft’s Ask Price. Accordingly, **as the ETP Ratio decreases, an aircraft’s “value” increases** (in relation to its Ask Price). Conversely, aircraft whose ETP Ratio exceeds 40% are burdened, on average, with an excessive level of Asset Exposure in relation to their Ask Price (see page 10).

Overall Market

Summary: very good overall asset quality; slight drop in Ask Price; improved Asset Maintenance Exposure

Asset quality for the 76 fixed-wing models and 1,468 aircraft listed “for sale” researched on December 30th showed quality assets traded well to close out 2014, with the number of tracked aircraft decreasing by another 25 units. Maintenance and Financial Ratings dropped 3.1 and 3.6 AI² basis points, respectively, while the Asset Exposure improved slightly, decreasing by \$20k. Of the aircraft we track (see page 8), 38.2%, versus last month’s 36.8%, generated an Asset Exposure vs. Ask Price Ratio (“ETP Ratio”) of 40% or more. We consider an ETP Ratio above the 40% level to be excessive in relation to the aircraft’s Ask Price (see page 7). This month’s Ratio of 45.7% is an improvement over last month’s 46.3%, and reflects higher quality assets trading along with a slight drop in the average Ask Price – from last month’s peak 2014 figure of \$6.10 Mil to \$6.05 Mil. By way of year-over-year comparison:

- Starting 2015 inventory carries an 11.2 AI² basis point Maintenance Rating improvement over 2014.
- The weaker Financial Rating (4.977 vs. 5.046 in 2014) and concurrent Asset Exposure degradation (\$130+k increase) are indicative of the market’s preference for higher quality assets.

The market is clearly telling sellers whose aircraft Index is below average not to expect worthwhile offers.

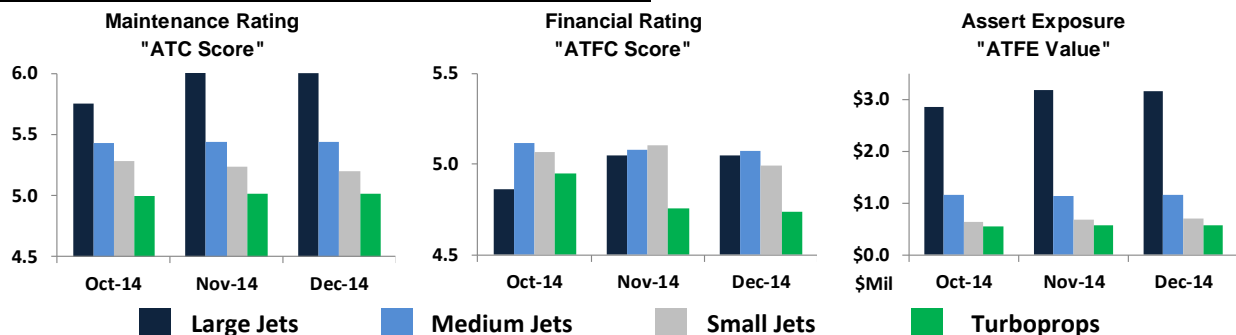
AI² Index – Monthly Comparison – Overall Market

	Maintenance Rating "ATC Score"	Financial Rating "ATFC Score"	Asset Exposure "ATFE Value"
Optimal	10.000	10.000	
Nov '14	5.467	5.015	\$1,443,209
Dec '14	5.436	4.977	\$1,422,989
Minimal	-5.000	0.000	
Change	↓ 0.031	↓ 0.038	↓ \$20,220

AI² Index – Market Trend – Overall Market



AI² Components – 90-Day Comparison by Sector



Source for all graphs: AMSTAT (www.amstatcorp.com), Asset Insight research

Large Jets

Summary: outstanding quality; higher Ask Price; improved Asset Exposure; best ETP Ratio of all groups

Maintenance Rating for the 29 models and 383 aircraft (15 less than last month) researched on December 30th fell five AI² basis points from last month's record high figure, the group's Financial Rating saw virtually no change, and Asset Exposure improved by over \$24k this month. Seven of the group's 29 models (same as the past 2 months) registered an ETP Ratio of 40% or more (see page 7), and the group's ETP Ratio improved to 31.7% versus last month's 32.4%. Compared to December 2013, Large Jets closed out 2014 with the following Index changes:

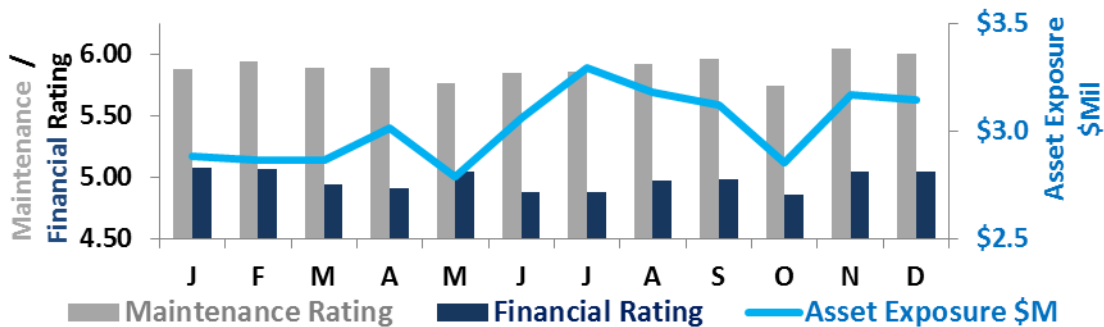
- Maintenance Rating improved by 21.5 AI² basis points.
- Financial Rating achieved a nominal 1.2 AI² basis point improvement.
- Asset Exposure worsened by \$208k, primarily due to major maintenance event cost increases.

Even with numerous year-end trades, Large Jet asset quality remains outstanding. Average Ask Prices also reflects this, entering 2015 at \$16.61 Mil. – the highest figure recorded since February.

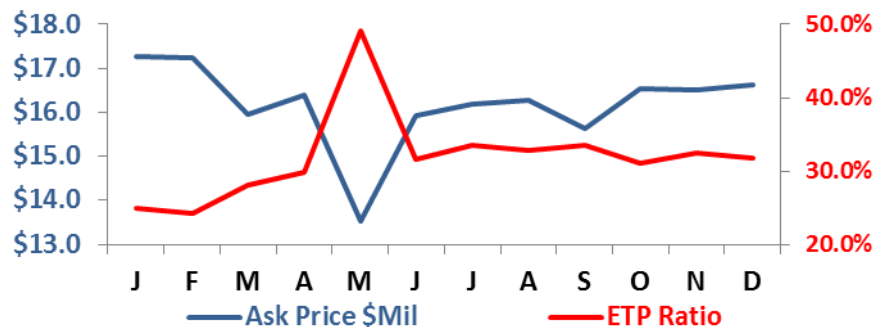
AI² Index – Monthly Comparison – Large Jets

	Maintenance Rating "ATC Score"	Financial Rating "ATFC Score"	Asset Exposure "ATFE Value"
Optimal	10.000	10.000	
Nov '14	6.056	5.049	\$3,171,453
Dec '14	6.006	5.047	\$3,147,258
Minimal	-5.000	0.000	
Change	↓ 0.050	↓ 0.002	↓ \$24,195

AI² Index – Market Trend – Large Jets



Ask Price vs. Asset Exposure to Ask Price Ratio ("ETP Ratio") – Large Jets



Source: AMSTAT (www.amstatcorp.com), Asset Insight research

Medium Jets

Summary: excellent asset quality; 12-month peak Ask Price; slightly worse Asset Exposure; better ETP Ratio

Asset quality for the 26 tracked models and 461 aircraft (15 fewer than last month) researched on December 30th, evidenced virtually no change in either Maintenance Rating or Financial Rating, while the group’s Asset Exposure worsened slightly, increasing \$6k, after improving for three consecutive months. The ETP Ratio for Medium Jets improved to 45.5% from 46.4%, with 12 of the 26 tracked models (one more than last month) posting a Ratio of 40% or more (see page 7). Medium Jet asset quality compared as follows to 2013’s figures:

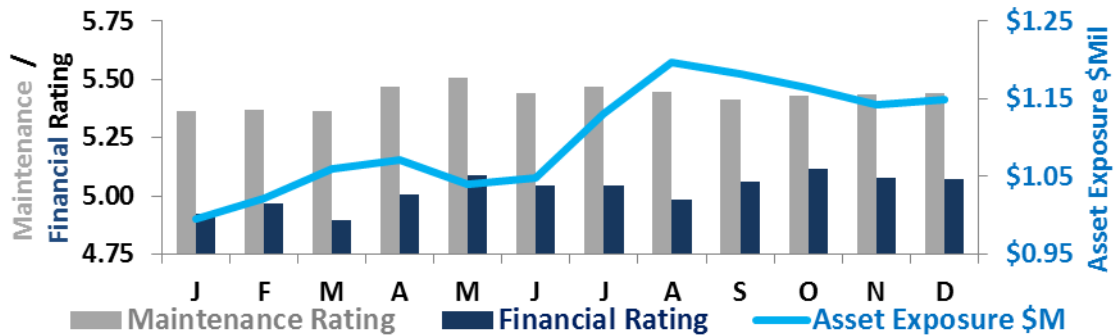
- Maintenance Rating improved by 11.1 AI² basis points.
- Financial Rating improved by 12 AI² basis points.
- Asset Exposure worsened, increasing nearly \$136k.

For the third consecutive month Medium Jet Ratings were excellent, and the year’s Ask Price peaked in December at \$3.81 Mil. Entering 2015, these figures should benefit both buyers and sellers.

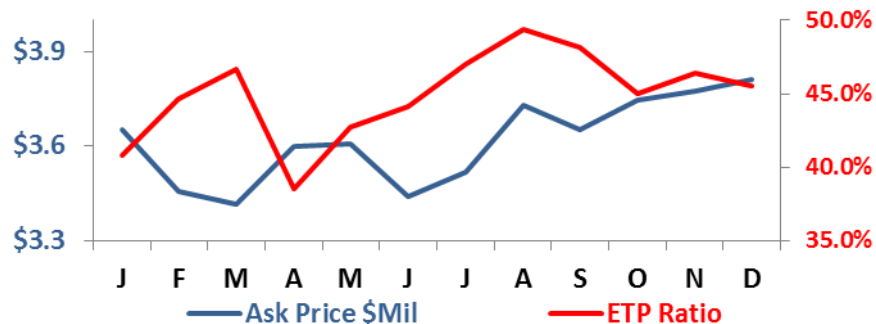
AI² Index – Monthly Comparison – Medium Jets

	Maintenance Rating "ATC Score"	Financial Rating "ATFC Score"	Asset Exposure "ATFE Value"
Optimal	10.000	10.000	
Nov '14	5.438	5.079	\$1,143,160
Dec '14	5.442	5.073	\$1,149,569
Minimal	-5.000	0.000	
Change	↑ 0.004	↓ 0.006	↑ \$6,409

AI² Index – Market Trend – Medium Jets



Ask Price vs. Asset Exposure to Ask Price Ratio ("ETP Ratio") – Medium Jets



Source: AMSTAT (www.amstatcorp.com), Asset Insight research

Small Jets

Summary: very good overall asset quality; 12-month low Ask Price; worst ETP Ratio among all groups

Small Jet Maintenance Rating for the 12 models and 310 aircraft (5 less than last month) researched on December 30th closed out the year by falling by 4.1 AI² basis points, Financial Rating worsened by 11.3 AI² basis points, and Asset Exposure increased by nearly \$18k to register the worst figure for the past twelve months. Five of the 12 models we reviewed (one more than last month) generated an ETP Ratio (see page 7) in excess of 40%, and the group's Ratio worsened to 65.6% from last month's 62.9%. Lastly, Small Jet Ask Price fell another 3.8% to \$1.7 Million – the lowest figure posted during the past twelve months. Compared to December 2014, Small Jet figures changed as follows:

- Maintenance Rating decreased by 3.1 AI² basis points.
- Financial Rating decreased by 18 AI² basis points.
- Asset Exposure worsened, increasing more than \$125k.

While Ratings have dropped and the group's Exposure is at a 12-month high, Small Jet asset quality is still "very good." Considering the low Ask Price, buyers and sellers should find room for productive negotiations.

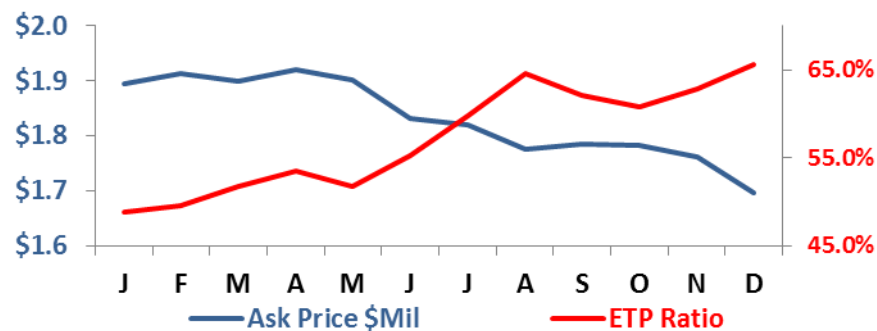
AI² Index – Monthly Comparison – Small Jets

	Maintenance Rating "ATC Score"	Financial Rating "ATFC Score"	Asset Exposure "ATFE Value"
Optimal	10.000	10.000	
Nov '14	5.235	5.106	\$682,344
Dec '14	5.194	4.993	\$700,200
Minimal	-5.000	0.000	
Change	↓ 0.041	↓ 0.113	↑ \$17,856

AI² Index – Market Trend – Small Jets



Ask Price vs. Asset Exposure to Ask Price Ratio ("ETP Ratio") – Small Jets



Source: AMSTAT (www.amstatcorp.com), Asset Insight research

Turboprops

Summary: good asset quality; slightly improved Asset Exposure, Ask Price & Exposure to Price “ETP” Ratio

For the 9 models and 314 aircraft (10 more than last month) researched on December 30th, Maintenance Rating remained virtually flat, Financial Rating fell 2.4 AI² basis points to record the group’s lowest figure for the past 12 months, while Asset Exposure improved slightly, decreasing just over \$3k. Five of the nine models we track (one less than last month) had an Exposure to Price Ratio of 40% or more (see page 7), and the group’s ETP Ratio improved to 41.8% from 45.5%. The group’s Ask Price posted an increase of approximately \$170k to reach \$1.64 Mil, just below the 2014 average. Compared to 2013, Turboprop:

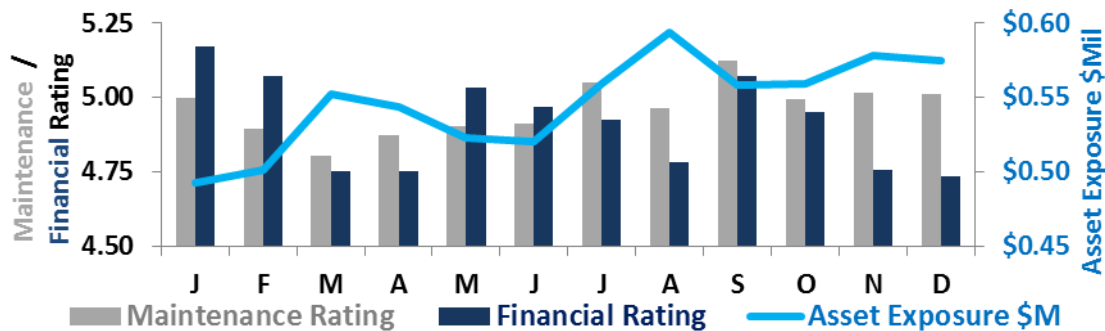
- Maintenance Rating improved by 21.2 AI² basis points.
- Financial Rating worsened by 32 AI² basis points.
- Asset Exposure worsened, increasing by nearly \$91k.

Turboprops had a less than stellar 2014, but enter 2015 offering good asset quality at an average price point that should allow buyers and sellers to structure mutually-beneficial transactions.

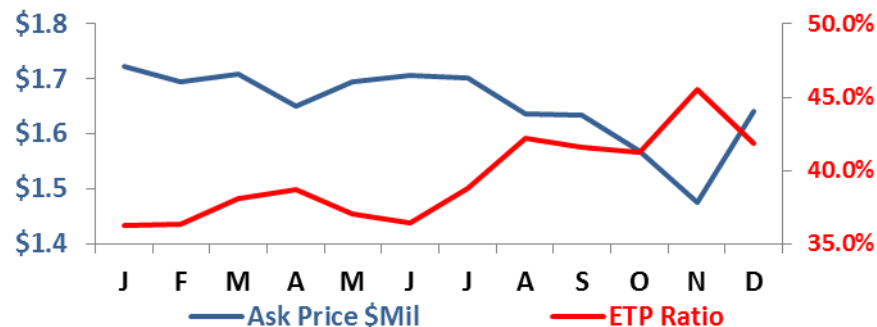
AI² Index – Monthly Comparison - Turboprops

	Maintenance Rating "ATC Score"	Financial Rating "ATFC Score"	Asset Exposure "ATFE Value"
Optimal	10.000	10.000	
Nov '14	5.018	4.759	\$578,157
Dec '14	5.014	4.735	\$574,753
Minimal	-5.000	0.000	
Change	↓ 0.004	↓ 0.024	↓ \$3,404

AI² Index – Market Trend - Turboprops



Ask Price vs. Asset Exposure to Ask Price Ratio (“ETP Ratio”) – Turboprops

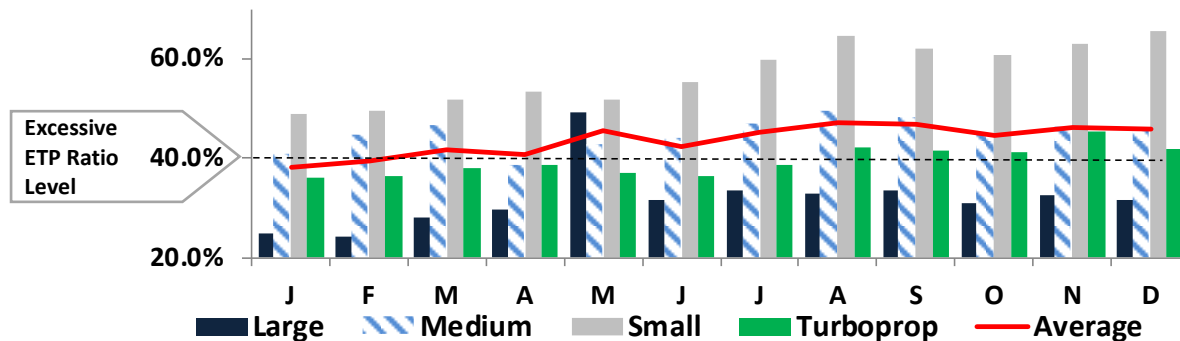


Source: AMSTAT (www.amstatcorp.com), Asset Insight research

Exposure to Price Ratio (“ETP Ratio”)

Spread in the ratio of Asset Exposure to aircraft Ask Price (“ETP Ratio”) widened for the third consecutive month, while the average for aircraft we track improved slightly, from 46.3% to 45.7%. We consider anything over 40% to represent excessive Asset Exposure in relation to Ask Price, and that figure was exceeded every month during 2014, excepting January and February. In order for the ETP Ratio to register below 40% any time soon, Ask Prices will need to improve substantively.

ETP Ratio by Jet and Turboprop Aircraft Group



ETP Ratio by Aircraft Model

Model	ETP Ratio	Model	ETP Ratio	Model	ETP Ratio
F900LX	2.8%	Citation XLS	19.0%	GIV-SP (MSG3)	45.4%
Boeing BBJ	4.1%	Piper Meridian	20.1%	G-100	48.3%
F2000LX	5.0%	Pilatus PC-12	21.1%	KingAir 300	52.1%
F900EX EASY	7.8%	Citation X (MSG3)	21.7%	Hawker 1000A	53.9%
G 450	9.4%	Falcon 2000	22.9%	Piaggio P-180	54.2%
Falcon2000EX Easy	9.6%	KingAir 350	23.4%	Citation VI	55.4%
CL-605	10.4%	Citation CJ2	23.5%	Premier 1	58.4%
Citation CJ3	10.8%	Embraer Legacy 600	23.8%	GIV-SP	59.7%
G-150	11.3%	Falcon 50EX	25.5%	Learjet 60	61.0%
Hawker 900XP	11.7%	Learjet 45XR	27.5%	GIV	67.6%
Citation XLS (MSG3)	12.6%	Hawker 400XP	28.6%	CL-601-3R	71.1%
F900C	13.4%	Piaggio P-180 II	29.0%	Learjet 55	71.2%
G550	13.9%	Learjet 45 w/APU	29.4%	Hawker 800A	75.1%
Citation CJ1+	14.1%	CL-604	31.4%	Hawker Beechjet 400A	80.5%
F900EX	14.3%	Learjet 45	35.3%	Learjet 31	83.3%
Citation Encore	16.1%	Global Express	35.4%	KingAir C90	84.6%
Challenger 300	16.5%	Citation Bravo	36.0%	CL-601-3A	85.9%
Learjet 60XR	16.8%	Citation V Ultra	40.2%	Citation II	86.8%
Global XRS	16.8%	KingAir B-200	40.7%	Beech B-1900C	111.5%
Phenom 100	17.3%	Hawker 800XP	41.1%	Falcon 20-5	113.6%
Premier 1A	17.5%	GV	43.1%	Learjet 35A	132.2%
Global 5000	17.7%	Falcon 50	44.0%	Hawker Beechjet 400	138.2%
G-200	19.0%	Learjet 55C	45.3%	CL-601-1A	212.1%

ETP Ratio Calculation & Significance

The Asset Exposure to Price Ratio (“ETP Ratio”) is calculated by dividing the aircraft’s Asset Exposure (the accrued cost of future scheduled maintenance) by its Ask Price. Accordingly, **as the ETP Ratio decreases, the aircraft’s “value” increases** (in relation to its Ask Price). Aircraft whose ETP Ratio is above 40% (shown in red) are burdened, on average, with an excessive level of maintenance Asset Exposure in relation to their Ask Price.

Market AI² Index Aircraft

Following is a list of the aircraft analyzed by Asset Insight to produce this report:

<u>Large Jets</u>	<u>Medium Jets</u>	<u>Small Jets</u>	<u>Turboprops</u>
Beechcraft-Hawker:			
	• Beechjet 400	• Premier 1	• King Air C90
	• Beechjet 400A	• Premier 1A	• King Air B-200
	• Hawker 400XP		• King Air 300
	• Hawker 800A		• King Air 350
	• Hawker 800XP		• B-1900C
	• Hawker 900XP		
	• Hawker 1000A		
Boeing:			
• BBJ			
Bombardier:			
• CL-601-1A; 3A; -3R; -SE	• Challenger 300	• Learjet 31	
• CL-604	• Learjet 45; 45 w/APU	• Learjet 35A	
• CL-605	• Learjet 45XR		
• Global 5000	• Learjet 55-55A		
• Global Express	• Learjet 55C		
• Global XRS	• Learjet 60		
	• Learjet 60XR		
Cessna:			
	• Citation VI	• Citation II	
	• Citation X (MSG3)	• Citation CJ1+	
	• Citation XLS; XLS (MSG3)	• Citation CJ2	
	• Citation XLS+ (MSG3)	• Citation CJ3	
		• Citation Bravo	
		• Citation V Ultra	
		• Citation Encore	
Dassault Falcon Jet:			
• F2000	• Falcon 50EX		
• F2000DX	• Falcon 50		
• F2000EX	• Falcon 20-5		
• Falcon2000EX Easy			
• F2000LX			
• F900			
• F900C			
• F900DX			
• F900EX			
• F900EX Easy			
• F900LX			
Embraer:			
• Legacy 600		• Phenom 100	
Gulfstream:			
• G-IV	• G-100		
• GIV-SP & GIV-SP (MSG3)	• G-150		
• GV	• G-200		
• G350			
• G450			
• G550			
Piaggio:			
			• P-180; P180 II
Pilatus:			
			• PC-12
Piper:			
			• Malibu Meridian

Analysis Methodology

Asset Insight, Inc. has developed a proprietary **Asset Grading System Process**™ (AGSP) that objectively evaluates assets relative to their Optimal Maintenance Condition and provides an easy-to-understand, uniform, yet robust, set of data that can be acted upon, on a timely basis, to protect and/or enhance an asset's financial performance.

The AGSP is based on patented algorithms analyzing current age, the hours and cycles on an aircraft's Major Sectors – airframe, engine(s), propeller(s), APU, paint, and interior – as well as the cost to repair or replace parts with no defined life. The AGSP derives an index (the "Asset Insight Index") providing an objective measure of an aircraft's current maintenance status and its related Financial Exposure going forward – that is, the financial liability accrued with respect to future scheduled maintenance events.

The Three Components of the "Asset Insight Index"

ATC Score / ATFC Score / ATFE Value

Maintenance Rating – Asset Technical Condition Score ("ATC Score")

The "Asset Technical Condition Score" ("ATC Score") utilizes the Asset Grading System Process (Patent Pending) developed by Asset Insight, Inc. to objectively evaluate and grade an aircraft's maintenance status, on a standardized scale, relative to its Optimal Maintenance Condition (achieved on the day it came off the production line), utilizing the aircraft's (standard/typical) Scheduled Maintenance Program. The ATC Score is based on a scale ranging from -5.000 to 10.000, the latter reflecting a newly-produced aircraft (see scale below).



Financial Rating – Asset Technical Financial Condition Score ("ATFC Score")

The "Asset Technical Financial Condition Score" ("ATFC Score") evaluates and grades the Aircraft's financial rating relative to its Optimal Maintenance Condition based on the Aircraft's ATC Score (see Maintenance Rating above). The ATFC Score is based on a scale from 0.000 to 10.000, the latter reflecting a newly-produced aircraft (see scale below).



To score each aircraft make/model, the average cost for completing each maintenance event comprising the ATC Maintenance Program is determined. Having compiled the aircraft's maintenance history, the time (calendar, flight hours or cycles) accumulated toward each individual scheduled/anticipated maintenance event is used to determine the aircraft's ATFC Score.

The Financial Rating (ATFC Score) differs from the Maintenance Rating (ATC Score). While the ATC Score evaluates and grades an aircraft's maintenance status relative to its Optimal Maintenance Condition, the ATFC Score grades an aircraft's financial condition relative to its Optimal Maintenance Condition, meaning the ATFC Score is weighted by the estimated cost to complete each maintenance event. Accordingly, the Maintenance

Rating is likely to differ from the Financial Rating.

For example, if an aircraft had only two maintenance components, and if one component is three-quarters of the way toward its overhaul while the second is one-quarter of the way toward its overhaul, their combined ATC Score would be 5.000, based on the following calculation: $(75\% + 25\%) / 2 \times \text{Perfect Score (10.000)} = 5.000$.

However, if the first of these components has an overhaul cost of \$1,000, while the second has an overhaul cost of \$10,000, their combined ATFC Score would be 2.955 (see below).

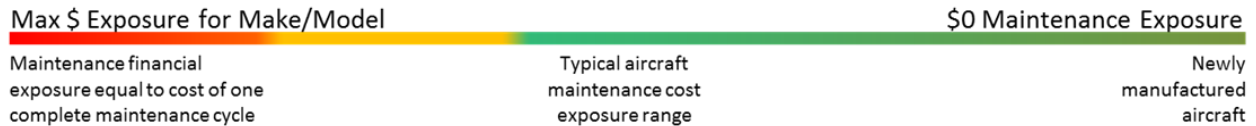
	<u>Remaining Useful Life</u>	<u>Overhaul Cost</u>	<u>Remaining Financial Value</u>
Component #1	75%	\$1,000	\$750
Component #2	25%	<u>\$10,000</u>	<u>\$2,500</u>
		<u>\$11,000</u>	<u>\$3,250</u>

ATFC Score Calculation Methodology

Aircraft's Financial Ratio $(\$3,250 / \$11,000) \times \text{Perfect Score (10.000)} = 2.955$

Asset Exposure – Asset Technical Financial Exposure Value (“ATFE Value”)

The “Asset Technical Financial Exposure Value” (“ATFE Value”) measures the aircraft’s financial exposure based on its maintenance condition – the liability accrued / consumed with respect to future scheduled maintenance events – and presents this information in financial terms, as follows:



To derive an aircraft's ATFE Value, the estimated cost for completing each event comprising the ATC Maintenance Program has been established. Having compiled an aircraft's maintenance history, the time (flight hours, landings / cycles, and / or calendar period) accumulated toward each individual scheduled / anticipated maintenance event is used to compute the dollar liability accrued toward that event, with the ATFE Value representing the total accrued liability toward future maintenance events

Ask Price vs. Asset Exposure to Ask Price Ratio (“ETP Ratio”) Graph

The graph displays the relationship between each aircraft group’s “Asset Exposure to Ask Price” Ratio (the ATFE Value divided by the Average Ask Price) and the Average Ask Price. In general, as aircraft Ask Prices rise, the Ratio should decrease – all other factors being equal. However, the Ratio’s relationship to Ask Price is not an absolute inverse correlation. Aircraft with a greater or lesser maintenance-related Financial Exposure, but with the same Ask Price, may replace aircraft listed “for sale” during any given month. Accordingly, it is possible for both the Ratio and the Ask Price lines to move in the same direction.

Asset Exposure to Ask Price Ratio (“ETP Ratio”)

The Asset Exposure to Ask Price Ratio (“ETP Ratio”) is calculated by dividing the aircraft’s ATFE Value (the financial liability accrued with respect to future scheduled maintenance events) by its Ask Price. Accordingly, as the ETP Ratio decreases, the aircraft’s “value” increases (in relation to its Ask Price). Aircraft whose ETP Ratio is 40% or greater are believed to have accrued an excessive level of maintenance Asset Exposure (ATFE Value) in relation to their Ask Price. ETP Ratios are only available in cases where a statistically significant sample of aircraft Ask Price and maintenance status can be derived for a specific Make / Model.

General Information

Asset Insight, Inc. (www.assetinsightinc.com) provides asset evaluation and financial optimization services. The company's "Asset Grading System Standard" (Patent Pending), and related analyses, provides the ability to translate the asset's technical condition into easy-to-understand, actionable financial information. Asset Insight is independent of any manufacturer, appraisal firm, financial services firm, or technical services facility, enabling it to provide an unbiased view of an asset's condition with respect to its technical status and related financial exposure. The company is managed by business, technical and financial professionals with significant experience in aviation asset management.

This Analysis is not intended to represent a technical evaluation of any Aircraft. Further, the reader, or any party using information contained in this Report, should recognize that this Report is limited in scope, and that discrepant conditions may exist in the analyzed aircraft that were not known by Asset Insight, Inc.

The Asset Insight Index and its ATC Score, ATFC Score, and ATFE Value components are based upon the aircraft maintenance condition information reviewed by Asset Insight, Inc. as of a certain date. Running an analysis on any aircraft utilizing a different date, revised maintenance data and/or utilization figures will likely generate different results.

Asset Insight, Inc. makes no representation concerning the value or condition of any aircraft. Additionally, Asset Insight, Inc. does not warrant the accuracy of the information obtained by Asset Insight, Inc. that has been used to produce this Report.

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