AI² Market Report

Business Jet & Turboprop Aircraft – Volume 4, October 2022

Asset Insight
Asset Optimization Solutions

STRONG OVERALL DEMAND CONTINUES

MONTHLY INCREASES RAISE 3Q INVENTORY OVER 11%

AVERAGE ASK PRICE RISES 75% YTD; MID-SIZE JETS UP 140% YTD

Welcome to the AI² Market Report from Asset Insight, LLC. This Report analyzed values for every production year of every modern make/model Business Class aircraft, and our September 30, 2022, maintenance analytics covered 134 fixed-wing models and 881 aircraft listed for sale.

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- **Inventory has increased monthly since March (see page 2), but the average Ask Price (below) rose another 8.9% during 3Q to set a 12-month value peak; unlisted aircraft sales down substantively, although young, low-time inventory is still scarce**

	3Q 2022	Y/Y Sep	YTD Sep 2022
Tracked Fleet Average	8.9%	53.8%	75.0%
Large Jets	4.4%	53.6%	34.2%
Mid-Size Jets	6.9%	60.2%	140.3%
Light Jets	11.9%	67.6%	91.8%
Turboprops	12.3%	33.6%	33.8%

- **Average demand* very strong and still near 1Q record-high; Mid-Size Jets post a gain**

	3Q '21	4Q '21	1Q '22	2Q '22	3Q '22
Tracked Fleet Average	4.06	4.40	4.68	4.66	4.65
Large Jets	4.20	4.65	4.87	4.82	4.80
Mid-Size Jets	3.90	4.32	4.58	4.57	4.60
Light Jets	3.93	4.16	4.53	4.50	4.49
Turboprops	4.32	4.45	4.75	4.75	4.70

* ***For available inventory aircraft****, based on Percentage of each Make/Model's active fleet listed for sale and its Days on Market; Scale: 0.00 (Lowest Demand) to 5.00 (Highest Demand)*

- **Quality Rating marginally lower for the quarter, but improved Year-over-Year**

	Sep 2022	3Q 2022	Y/Y Sep
Tracked Fleet Average	1.0%	**-0.1%**	1.1%
Large Jets	0.8%	1.6%	3.3%
Mid-Size Jets	1.8%	0.9%	**-0.1%**
Light Jets	1.2%	**-0.1%**	0.6%
Turboprops	0.2%	**-2.9%**	0.3%

At 5.303 on our scale of -2.5 (low) to 10 (high), the listed fleet Quality Rating remained within "Excellent" range, although Light Jets and Turboprops scored lower compared to 2Q.

- **Average Maintenance Exposure (cost of embedded/accrued maintenance) remained unchanged for the second consecutive quarter, but maintenance events are expected to be more expensive to complete for Mid-Size Jets and Turboprops compared to 2Q**

	Sep 2022	3Q 2022	Y/Y Sep
Tracked Fleet Average	-2.3%	0.0%	**3.4%**
Large Jets	**0.1%**	-0.9%	**1.0%**
Mid-Size Jets	-2.9%	**4.6%**	**9.5%**
Light Jets	-8.3%	-4.8%	-1.0%
Turboprops	-3.3%	**3.7%**	-0.1%

- **Inventory fleet's marketability (ETP Ratio) sets another 12-month best 52.7%**

The latest Maintenance Exposure to Price Ratio ("ETP Ratio") decrease evidenced a marketability improvement for the listed fleet. An ETP Ratio over 40% represents excessive embedded maintenance in relation to Ask Price and hinders aircraft marketability (see page 2). ***During 3Q, aircraft whose ETP Ratio was above 40% were listed for sale nearly 89% longer (on average) than aircraft whose ETP Ratio was below 40% (175 vs. 331 Days on Market).*** Average Days on Market decreased/improved 25% during 3Q to 227, the second consecutive historical low figure.

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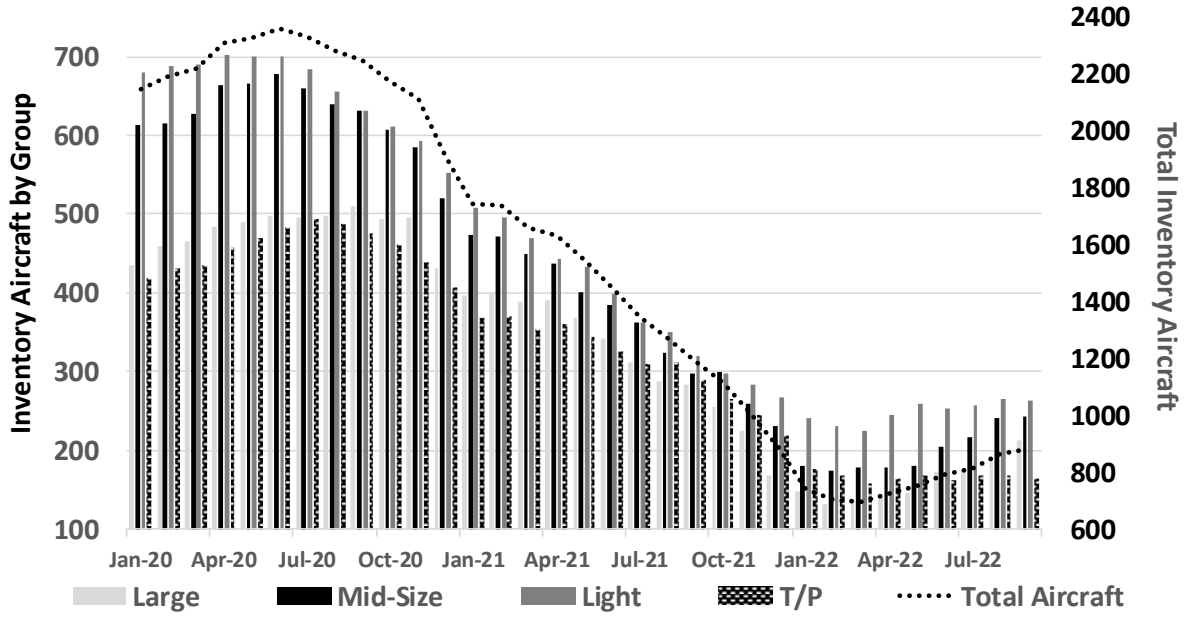
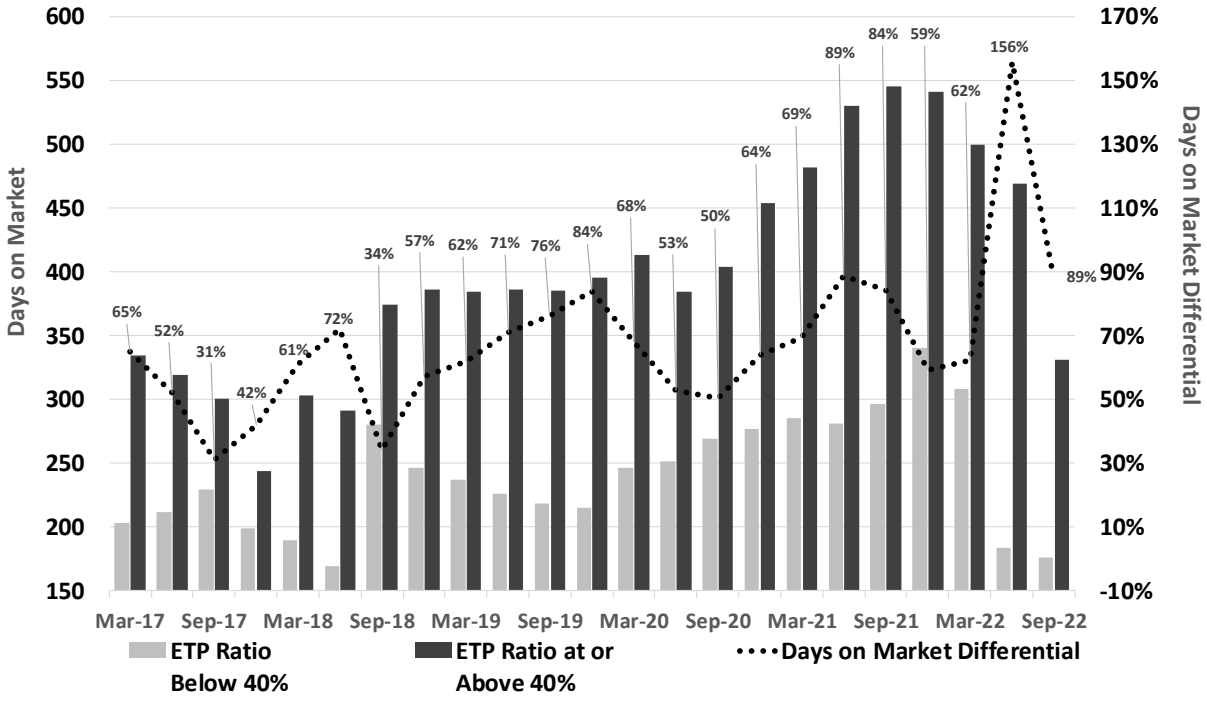
Tracked Inventory Fleet (Jan 2020 – Sep 2022)



Percent of the Active Fleet Listed "For Sale"					
Sep '21:	5.2%	6.8%	5.7%	4.9%	5.6%
Sep '22:	3.5%	4.5%	4.3%	3.2%	4.0%

(Source: Jetnet LLC)

Aircraft average "Days on Market" differential based on ETP Ratio



(Source: Jetnet LLC; Asset Insight LLC)

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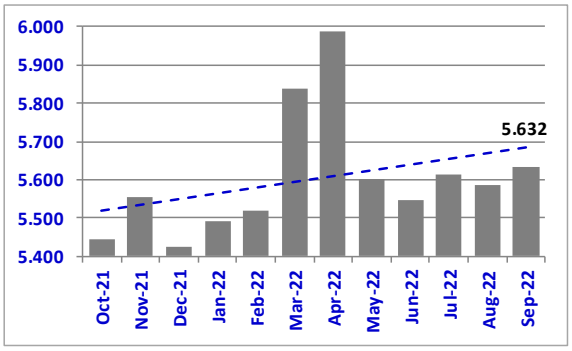
Large Jets

Asset Quality Rating

Scale -2.500 to 10.000

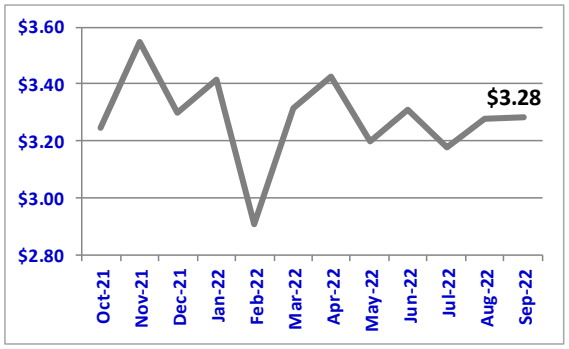


Asset Quality Rating Key

Outstanding	Excellent	Very Good	Good	Average	Below Average
5.500 or Greater	5.250 to 5.499	5.000 to 5.249	4.750 to 4.999	4.500 to 4.749	Less than 4.500

Maintenance Exposure*

($ Mil)



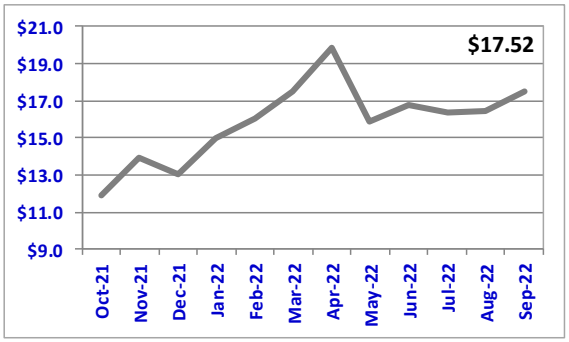
Maintenance Exposure - Reference Points

12-month Figures $ Millions			Historical Figures $ Millions	
Worst	Average	Best	Worst	Best
$3.55	$3.28	$2.91	$3.76	$2.58

** The accrued cost of future scheduled maintenance*

Average Ask Price

($ Mil)



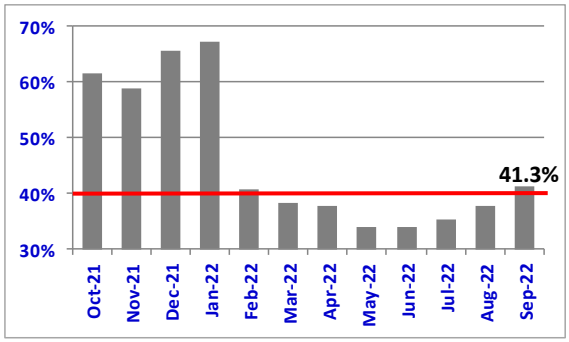
Ask Price - Reference Points

12-month Figures $ Millions			Historical Figures $ Millions	
Highest	Average	Lowest	Highest	Lowest
$19.86	$15.86	$11.91	$19.86	$9.99

Source: Jetnet (www.jetnet.com)

Maintenance Exposure to Ask Price Ratio

("ETP Ratio")



Importance of the ETP Ratio

- ***As the ETP Ratio decreases, the aircraft's "value" increases*** (in relation to its Ask Price)
- Aircraft whose ETP Ratio is above 40% are burdened, on average, with excessive Maintenance Exposure

Maintenance Exposure to Ask Price Ratio ("ETP Ratio") & Days on Market

Model	ETP Ratio	Days on Market
Bombardier		
Boeing BBJ	13.9%	461
Bombardier		
CL-650	3.1%	59
Global 6000	8.7%	116
CL-605	12.5%	59
Global XRS	23.5%	493
Global Express	23.7%	399
Global 5000	24.5%	242
CL-604	36.7%	61
CL-601-3R	59.5%	82

Model	ETP Ratio	Days on Market
Bombardier		
CL-601-3A	96.9%	155
CL-601-1A	125.6%	89
Dassault		
F8X	3.6%	22
F2000LX	8.1%	76
F7X	10.7%	78
F900EX EASy	14.8%	81
F900EX	16.7%	188
Falcon2000EX Easy	19.3%	351
F900B	22.7%	193
Falcon 2000	29.7%	134

Model	ETP Ratio	Days on Market
Embraer		
Legacy 650	12.5%	307
Gulfstream		
G500	2.4%	92
G 650ER	5.7%	102
G650	7.0%	108
G550	19.2%	73
GV	37.6%	197
GIV-SP	58.6%	80
GIV	64.5%	87
GIV-SP (MSG3)	66.6%	80
G-III	284.6%	844

Ask Price and Days on Market source: Jetnet (www.jetnet.com)

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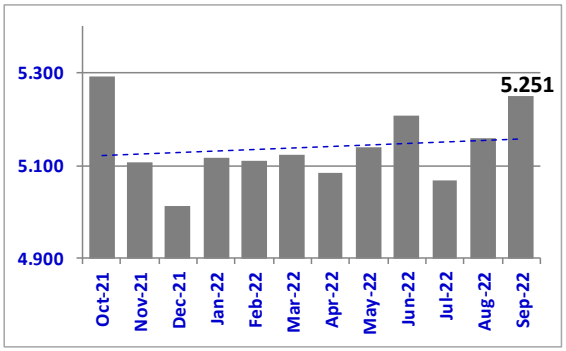
Mid-Size Jets

Asset Quality Rating

Scale -2.500 to 10.000

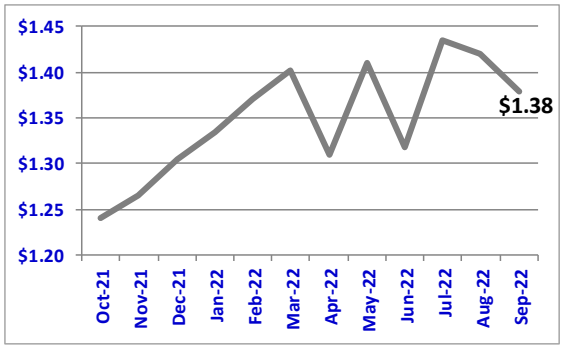


Asset Quality Rating Key

Outstanding	Excellent	Very Good	Good	Average	Below Average
5.500 or Greater	5.250 to 5.499	5.000 to 5.249	4.750 to 4.999	4.500 to 4.749	Less than 4.500

Maintenance Exposure*

($ Mil)



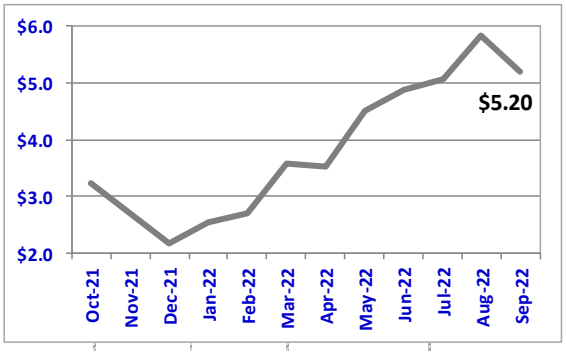
Maintenance Exposure - Reference Points

12-month Figures $ Millions			Historical Figures $ Millions	
Worst	Average	Best	Worst	Best
$1.43	$1.35	$1.24	$1.70	$0.85

** The accrued cost of future scheduled maintenance*

Average Ask Price

($ Mil)



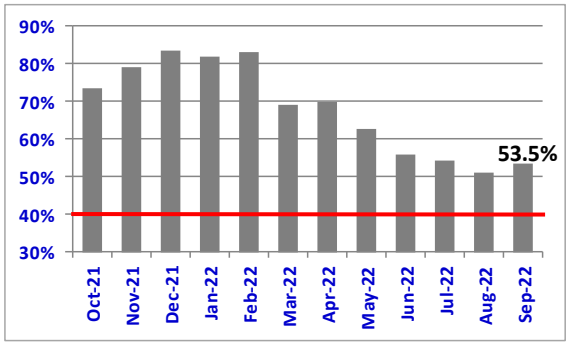
Ask Price - Reference Points

12-month Figures $ Millions			Historical Figures $ Millions	
Highest	Average	Lowest	Highest	Lowest
$5.83	$3.83	$2.17	$5.83	$2.17

Source: Jetnet (www.jetnet.com)

Maintenance Exposure to Ask Price Ratio

("ETP Ratio")



Importance of the ETP Ratio

- ***As the ETP Ratio decreases, the aircraft's "value" increases*** (in relation to its Ask Price)
- Aircraft whose ETP Ratio is above 40% are burdened, on average, with excessive Maintenance Exposure

Maintenance Exposure to Ask Price Ratio ("ETP Ratio") & Days on Market

Model	ETP Ratio	Days on Market
Bombardier		
Challenger 350	5.1%	49
Challenger 300	19.1%	62
Learjet 60XR	25.2%	113
Learjet 40XR	33.9%	103
Learjet 40	56.3%	36
Learjet 60	66.2%	207
Learjet 55	149.5%	986
Cessna		
Citation Sovereign +	4.6%	18
Citation XLS (MSG3)	14.5%	54
Citation Sovereign 680	15.2%	65
Citation XLS	19.1%	54
Citation Excel 560XL	31.4%	54
Citation X (MSG3)	63.2%	96
Dassault		
Falcon 50EX	19.3%	377
Falcon 50	48.8%	207
Falcon 20-5	149.7%	687
Gulfstream		
G280	3.3%	39
G-200	29.2%	64
Hawker		
Hawker 4000	20.5%	614
Hawker 900XP	22.3%	74
Hawker 850XP	22.7%	63
Hawker 400XP	30.4%	99
Hawker 800XP	40.0%	126
Hawker 1000A	55.7%	269
Hawker 800A	69.4%	210
Hawker Beechjet 400A	69.5%	705
Hawker Beechjet 400	112.5%	160
Hawker 125-700A	269.9%	239

Ask Price and Days on Market source: Jetnet (www.jetnet.com)

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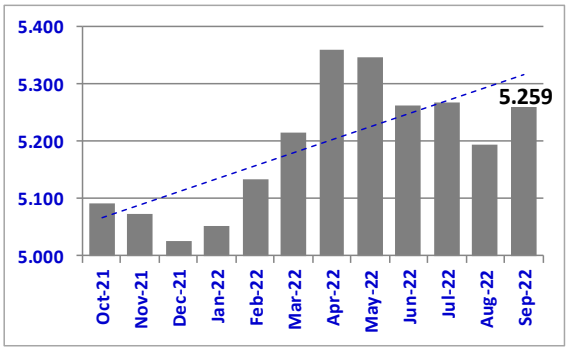
Light Jets

Asset Quality Rating

Scale -2.500 to 10.000



Asset Quality Rating Key

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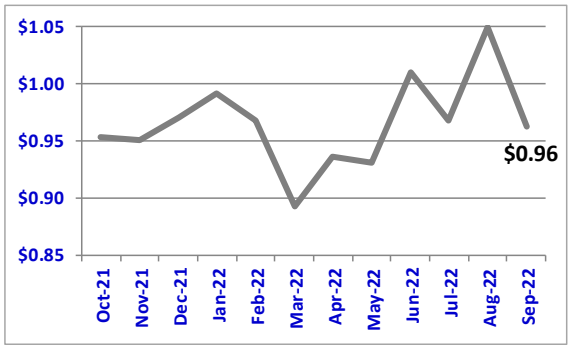
Maintenance Exposure*

($ Mil)



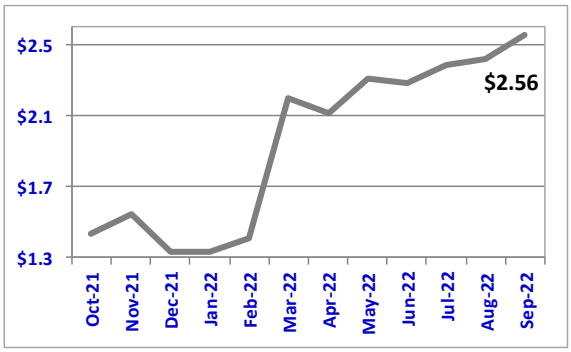
Maintenance Exposure - Reference Points

12-month Figures $ Millions			Historical Figures $ Millions	
Worst	Average	Best	Worst	Best
$1.05	$0.97	$0.89	$1.07	$0.57

** The accrued cost of future scheduled maintenance*

Average Ask Price

($ Mil)



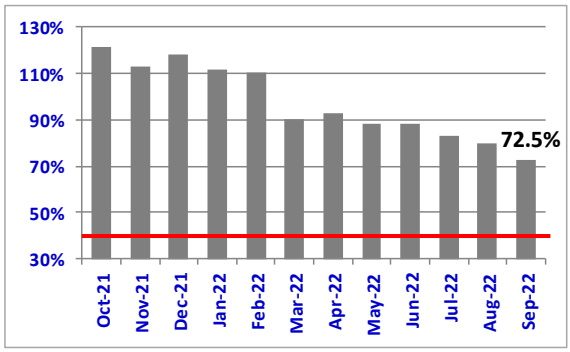
Ask Price - Reference Points

12-month Figures $ Millions			Historical Figures $ Millions	
Highest	Average	Lowest	Highest	Lowest
$2.56	$1.94	$1.33	$2.56	$1.44

Source: Jetnet (www.jetnet.com)

Maintenance Exposure to Ask Price Ratio

("ETP Ratio")



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Maintenance Exposure to Ask Price Ratio ("ETP Ratio") & Days on Market

Model	ETP Ratio	Days on Market
Beechcraft		
Premier 1A	37.2%	125
Premier 1	40.2%	99
Bombardier		
Learjet 31A	94.8%	996
Learjet 35A	178.4%	404
Cessna		
Citation CJ3+	5.3%	97
Citation Encore +	11.4%	164
Cessna		
Citation CJ4 525C	12.0%	71
Citation CJ3	14.9%	48
Citation Encore	17.9%	25
Citation CJ2	30.0%	293
Citation CJ2+ 525A	22.6%	365
Citation Mustang 510	36.0%	220
Citation V Ultra	37.7%	117
Citation VI	53.5%	32
Cessna		
Citation CJ1	56.4%	175
Citation Bravo	78.7%	137
Citation II	98.8%	846
Citation ISP	117.4%	333
Citation III	139.2%	437
Embraer		
Phenom 300	10.1%	69
Phenom 100	35.5%	107

Ask Price and Days on Market source: Jetnet (www.jetnet.com)

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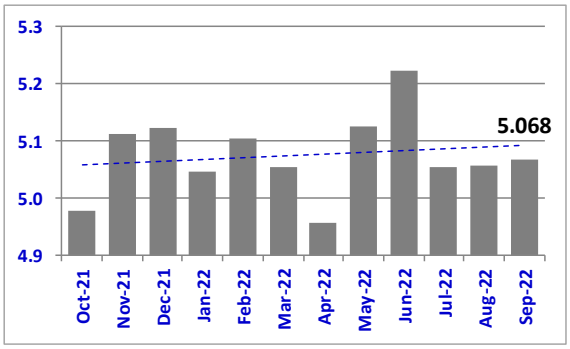
Turboprops

Asset Quality Rating

Scale -2.500 to 10.000



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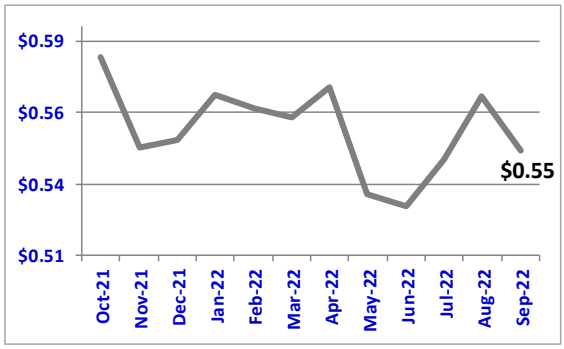
Maintenance Exposure*

($ Mil)



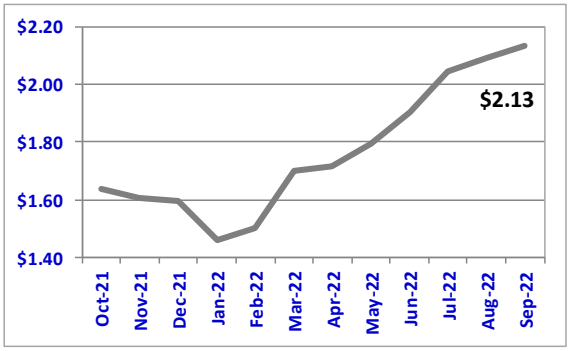
Maintenance Exposure - Reference Points

12-month Figures $ Millions			Historical Figures $ Millions	
Worst	Average	Best	Worst	Best
$0.58	$0.55	$0.53	$0.70	$0.44

** The accrued cost of future scheduled maintenance*

Average Ask Price

($ Mil)



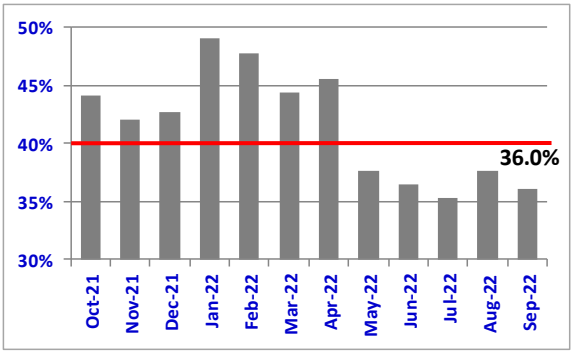
Ask Price - Reference Points

12-month Figures $ Millions			Historical Figures $ Millions	
Highest	Average	Lowest	Highest	Lowest
$2.13	$1.76	$1.46	$2.13	$1.40

Source: Jetnet (www.jetnet.com)

Maintenance Exposure to Ask Price Ratio

("ETP Ratio")



Importance of the ETP Ratio

- ***As the ETP Ratio decreases, the aircraft's "value" increases*** (in relation to its Ask Price)
- Aircraft whose ETP Ratio is above 40% are burdened, on average, with excessive Maintenance Exposure

Maintenance Exposure to Ask Price Ratio ("ETP Ratio") & Days on Market

Model	ETP Ratio	Days on Market
Beechcraft		
King Air 350i	9.7%	178
KingAir 350 - Post-2000	10.0%	373
KingAir 350 - Pre-2001	14.1%	373
KingAir B-200 - Post-2000	22.0%	211
KingAir B-200 - Pre-2001	34.2%	211
KingAir 300	44.2%	138
KingAir C90	135.3%	793
Cessna		
Caravan 208-675	11.3%	341
Caravan Grand 208B	28.0%	657
Daher - Socata		
TBM 850	21.0%	75
TBM 700A	57.8%	359
Piaggio		
Piaggio P-180 II	36.0%	533
Piaggio P-180	53.4%	915
Pilatus		
Pilatus PC-12	14.5%	110
Piper		
Piper Meridian	19.3%	141

Ask Price and Days on Market source: Jetnet (www.jetnet.com)

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Aircraft analyzed – maintenance analytics

Following is a list of the aircraft models researched to produce this Market Report's maintenance analytics:

Large Jets	Mid-Size Jets	Light Jets	Turboprops
Beechcraft-Hawker:			
	• Beechjet 400	• Premier 1	• King Air C90
	• Beechjet 400A	• Premier 1A	• King Air B-200
	• Hawker 400XP		• King Air 300
	• Hawker 700 Series		• King Air 350
	• Hawker 800 Series		• B-1900C
	• Hawker 900 Series		
	• Hawker 1000A		
Boeing:			
• BBJ			
Bombardier:			
• CL-601-1A; 3A; -3R; -SE	• Challenger 300; 350	• Learjet 31; 31A	
• CL-604	• Learjet 40; 40XR	• Learjet 35; 35A	
• CL-605; 650	• Learjet 45; 45 w/APU; 45XR		
• Global 5000; 6000; 6500	• Learjet 55-55A; 55C		
• Global Express	• Learjet 60; 60XR		
• Global XRS	• Learjet 70; 75		
Cessna:			
• Citation Latitude	• Citation Excel	• Citation CJ1+	
	• Citation Sovereign	• Citation CJ2	
	• Citation VI	• Citation CJ3	
	• Citation X (MSG3)	• Citation CJ4	
	• Citation XLS; XLS (MSG3)	• Citation Bravo	
	• Citation XLS+ (MSG3)	• Citation Encore; Encore +	
		• Citation I-SP	
		• Citation II	
		• Citation Mustang	
		• Citation V; Citation V Ultra	
Daher Socata:			
			• TBM 700; 850; 930
Dassault Falcon Jet:			
• F2000	• Falcon 20-5		
• F2000EX; F2000EX Easy	• Falcon 50		
• F2000DX; F2000LX	• Falcon 50EX		
• F900; F900B; F900C			
• F900EX; F900EX Easy			
• F900DX; F900LX			
Eclipse:			
		• Eclipse 500	
Embraer:			
• Legacy 600		• Phenom 100	
		• Phenom 300	
Gulfstream:			
• G-IV	• G-100		
• GIV-SP & GIV-SP (MSG3)	• G-150		
• GV	• G-200		
• G300; G350	• G-280		
• G400; G450			
• G500; G550			
• G650; G650ER			
Piaggio:			
			• P-180; P180 II
Pilatus:			
			• PC-12
Piper:			
			• Malibu Meridian

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Analysis Methodology – Maintenance Analytics

Asset Insight, LLC 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 (the financial liability accrued with respect to future scheduled maintenance events).

The Asset Insight Index is comprised of three factors that evaluate two aspects of an aircraft's maintenance, its **Asset Quality Rating** and its **Maintenance Exposure Value**. The Asset Quality Rating is computed by averaging the aircraft's **Maintenance Rating** and **Financial Rating**, while the Maintenance Exposure Value measures an aircraft's accrued / consumed financial liability with respect to future scheduled maintenance events, presenting such information in financial terms.

Asset Quality Rating and the Factors Comprising the "Asset Insight Index"

Asset Quality Rating

The Asset Quality Rating allows any aircraft's maintenance status to be directly compared to any other aircraft's maintenance status, by virtue of the Asset Insight standardized scale. The Asset Quality Rating is computed by averaging the aircraft's Maintenance Rating ("ATC Score") and Financial Rating ("ATFC Score") – explained in the following two sections, and is based on a scale ranging from -2.500 to 10.000, the latter reflecting a newly produced aircraft (see scale below).

-2.500 – 2.000	3.000	4.000 – 6.000	7.000	8.000 – 10.000
Poor Asset Quality	Below average asset quality due to upcoming scheduled maintenance	Most aircraft will Score within this range, representing good asset quality	Very good asset quality (usually associated with recent production aircraft)	Exceptional asset quality (typical of new, or nearly new, production aircraft)

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

The "Asset Technical Condition Score" ("ATC Score") utilizes the Asset Grading System Process™ 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).

-5.000 – 2.000	3.000	4.000 – 6.000	7.000	8.000 – 10.000
Poor Asset Quality	Below average asset quality due to upcoming, heavy, scheduled maintenance	Most aircraft will Score within this range, representing good asset quality	Very good asset quality (usually associated with recent production aircraft)	Exceptional asset quality (typical of new, or nearly new, production aircraft)

❷ 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).

0.000	3.000	4.000 – 6.000	7.000	8.000 – 10.000
All scheduled maintenance events due	Aircraft with upcoming, high cost, scheduled maintenance events	Most aircraft will Score within this maintenance status cost range	Aircraft facing relatively low-cost maintenance events	New or recently manufactured aircraft

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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 was three-quarters of the way toward its overhaul while the second was one-quarter of the way toward its overhaul, their combined ATC Score would be 5.000, based on the following calculation: (75% + 25%) / 2 X 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).

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

ATFC Score Calculation Methodology

Aircraft's Financial Ratio ($3,250 / $11,000) X Perfect Score (10.000) = **2.955**

Maintenance 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:

Max $ Exposure for Make/Model — **$0 Maintenance Exposure**

Maintenance financial exposure equal to the cost of one cycle for each Scheduled Maintenance event

Typical aircraft maintenance cost exposure range

Newly manufactured aircraft

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. Maintenance Exposure to Ask Price Ratio ("ETP Ratio") Graph

The graph displays the relationship between each aircraft group's "Maintenance 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.

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Maintenance Exposure to Ask Price Ratio ("ETP Ratio")

The Maintenance Exposure to Ask Price Ratio ("ETP Ratio") is calculated by dividing the aircraft's Maintenance Exposure (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 Exposure 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, LLC (www.assetinsight.com) provides asset evaluation and financial optimization services. The company's "Asset Grading System Standard," 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.

The analytics in this document are 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 any one or more analyzed aircraft that were not known by Asset Insight, LLC.

The Asset Insight Index and its components are based upon the aircraft maintenance condition information reviewed by Asset Insight, LLC as of a certain date. Running any analytics on any aircraft utilizing a different date, revised maintenance data and/or utilization figures will likely generate different results.

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