AI² Market Report

Business Jet & Turboprop Aircraft – Volume 2, April 2022

Asset Insight
Asset Optimization Solutions

RECORD HIGH DEMAND 6.2% ABOVE Q4 '21

INVENTORY DROPS 58% Y/Y TO ALL-TIME LOW 3.1%

MANY DESIRABLE ASSETS SELLING WITHOUT FORMAL LISTING AT VALUES MEETING OR EXCEEDING ASK PRICE

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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 March 31, 2022, maintenance analytics covered 134 fixed-wing models and 698 aircraft listed for sale.

- **Posted Ask Prices rise as record-low inventory is nearly 60% below June 2020 peak. Young, low-time aircraft continue to sell quickly, often without a listing, with Transaction Value meeting, or exceeding, Ask Price**

	Mar 2022	1Q 2022	Y/Y Mar
Tracked Fleet Average	21.9%	38.7%	14.2%
Large Jets	8.8%	33.9%	54.4%
Medium Jets	32.7%	65.2%	14.9%
Small Jets	56.0%	64.8%	36.6%
Turboprops	13.3%	6.6%	5.2%

- **Demand* posts second consecutive all-time high level for all aircraft groups**

	Q1 '21	Q2 '21	Q3 '21	Q4 '21	Q1 '22
Tracked Fleet Average	2.27	2.42	4.06	4.40	4.68
Large Jets	2.83	2.89	4.20	4.65	4.87
Medium Jets	2.35	2.71	3.90	4.32	4.58
Small Jets	1.82	1.80	3.93	4.16	4.53
Turboprops	2.00	1.98	4.32	4.45	4.75

* ***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 posts three consecutive monthly improvements to reach 12-month high**

	Mar 2022	1Q 2022	Y/Y Mar
Tracked Fleet Average	1.7%	3.1%	**-0.1%**
Large Jets	5.8%	7.6%	4.5%
Mid-Size Jets	0.2%	2.2%	**-3.7%**
Light Jets	1.6%	3.8%	0.9%
Turboprops	**-1.0%**	**-1.3%**	**-2.4%**

The Quality Rating improved to 5.308 on our scale of -2.5 (low) to 10 (high), vaulting inventory into Outstanding range, signifying fewer near-term maintenance events and proving Maintenance Status does not directly relate to aircraft age.

- **Maintenance Exposure (cost of embedded/accrued maintenance) increases to near 12-month worst figure (primarily due to Large & Mid-Size Jet maintenance), signifying upcoming events, while fewer in number, will be more expensive to complete**

	Mar 2022	1Q 2022	Y/Y Mar
Tracked Fleet Average	**6.2%**	**0.7%**	**3.4%**
Large Jets	**14.0%**	**0.4%**	**4.9%**
Mid-Size Jets	**2.3%**	**7.4%**	**9.6%**
Light Jets	-7.7%	-8.0%	-12.3%
Turboprops	-0.5%	**1.5%**	**7.8%**

- **Inventory fleet's marketability (ETP Ratio) improves to 12-month best 65.3%**

The ETP Ratio decrease evidences inventory marketability improvement, with Days on Market decreasing 14.3% compared to Q4. However, an ETP Ratio over 40% represents excessive embedded maintenance in relation to Ask Price and hinders aircraft marketability (see chart on page 2). ***During Q1, aircraft whose ETP Ratio was above 40% were listed for sale over 62% longer (on average) than aircraft whose ETP Ratio was below 40% (308 vs. 500 Days on Market).***

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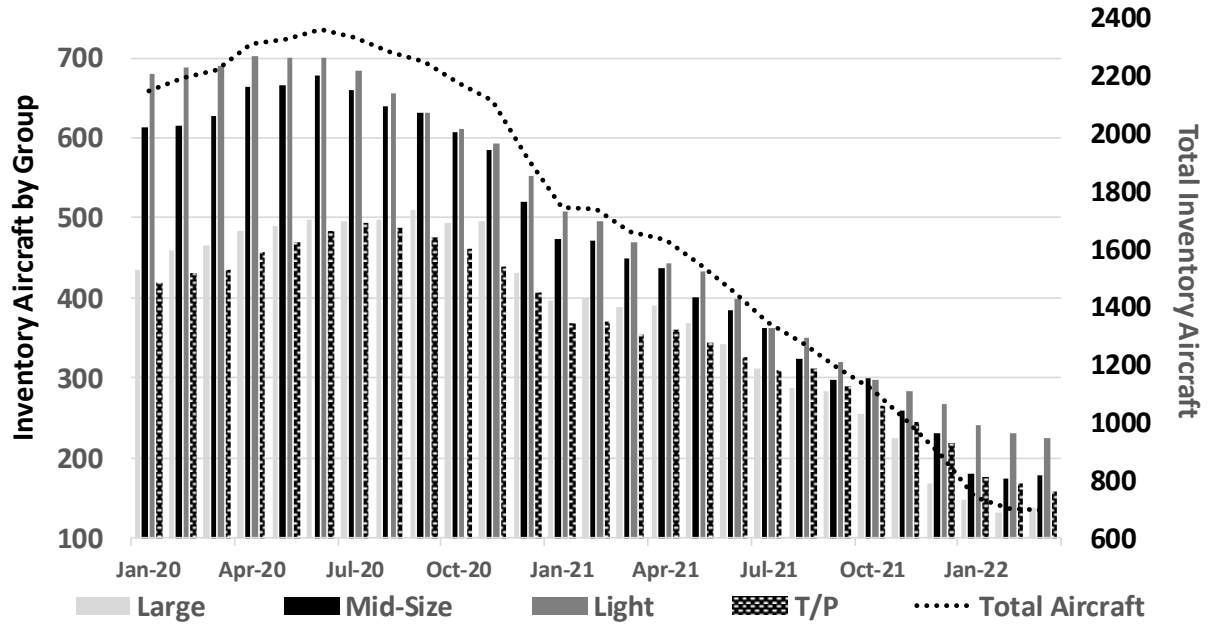
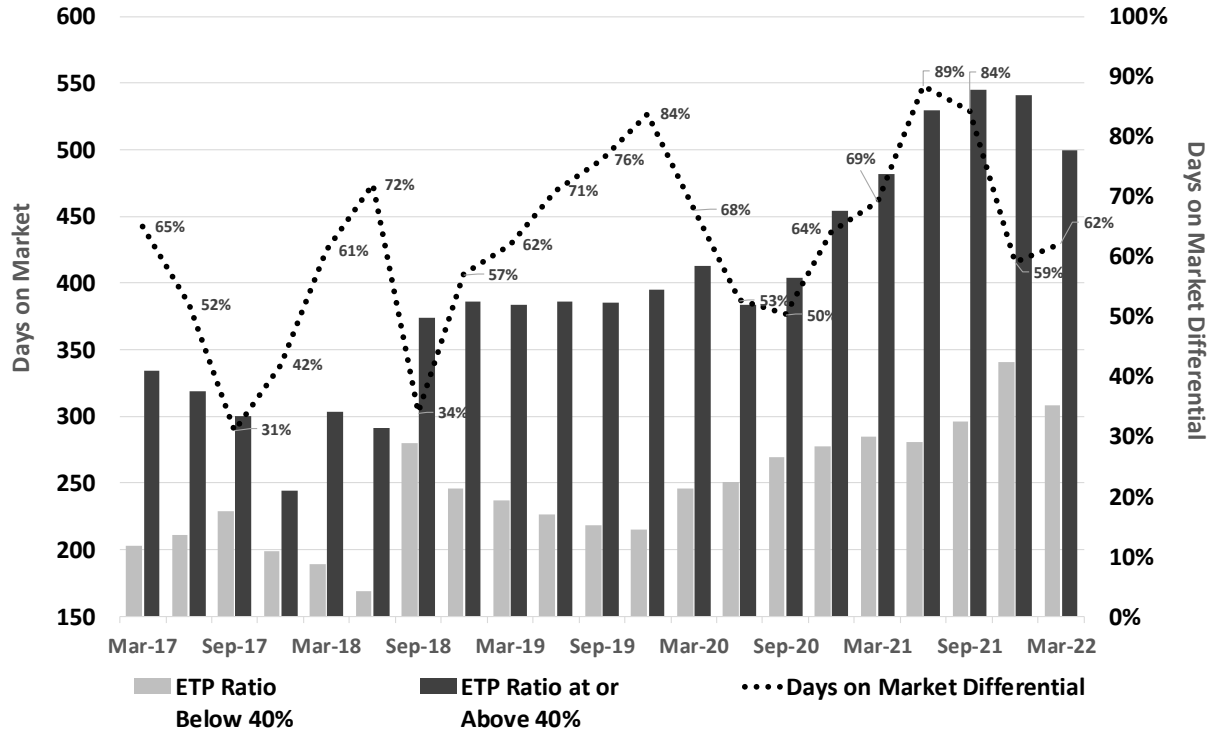
Tracked Inventory Fleet (Jan 2020 – Mar 2022)



Percent of the Active Fleet Listed "For Sale"					
Mar '21:	7.1%	9.8%	8.2%	6.4%	8.1%
Mar '22:	2.4%	3.8%	3.2%	2.9%	3.1%

(Source: Jetnet LLC)

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



(Source: Jetnet LLC; Asset Insight LLC)

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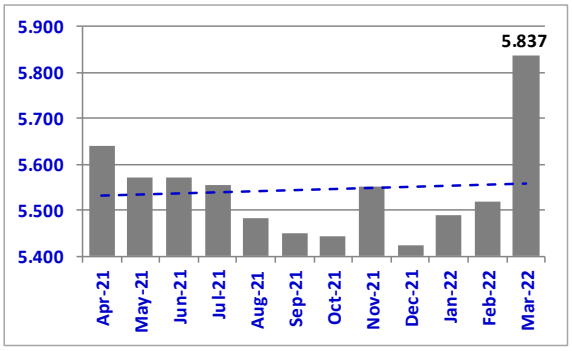
Large Jets

Asset Quality Rating

Scale -2.500 to 10.000

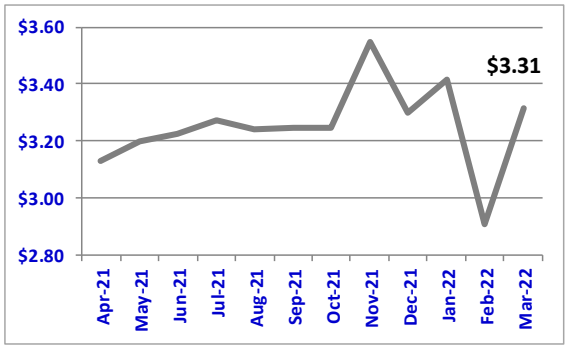


Asset Quality Rating Key

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)



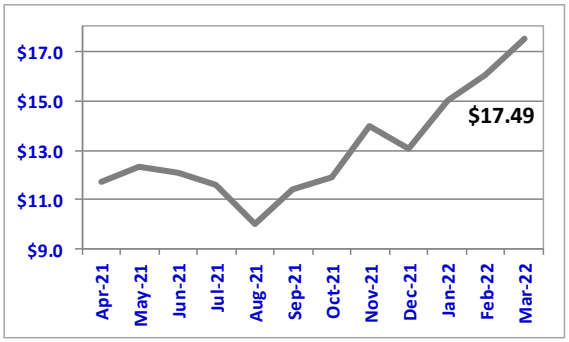
Maintenance Exposure - Reference Points

12-month Figures $ Millions			Historical Figures $ Millions	
Worst	Average	Best	Worst	Best
$3.55	$3.25	$2.91	$3.76	$2.58

** The accrued cost of future scheduled maintenance*

Average Ask Price

($ Mil)



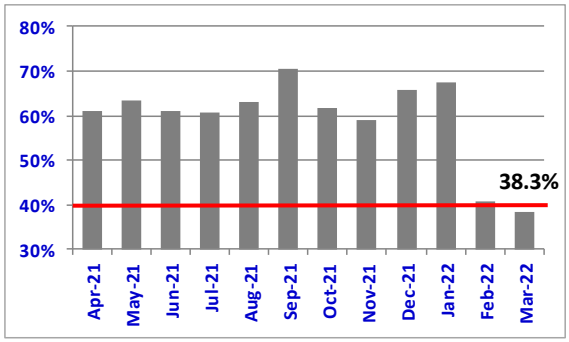
Ask Price - Reference Points

12-month Figures $ Millions			Historical Figures $ Millions	
Highest	Average	Lowest	Highest	Lowest
$17.49	$13.06	$9.99	$17.49	$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	Model	ETP Ratio	Days on Market	Model	ETP Ratio	Days on Market
Bombardier			**Dassault**			**Gulfstream**		
Global 6000	9.0%	505	F2000LXS	7.5%	67	G500	1.7%	407
CL-605	12.4%	46	Falcon 2000	40.4%	97	G650 ER	3.4%	63
CL-604	24.4%	211	**Embraer**			G550	17.1%	117
Global 5000	27.8%	325	Embraer Legacy 600	28.9%	1257	G 450	21.8%	616
Global Express	31.7%	663				GV	31.1%	403
Global XRS	37.4%	382				GIV-SP	70.9%	173
CL-601-3A	134.2%	742				G-III	224.8%	1603

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

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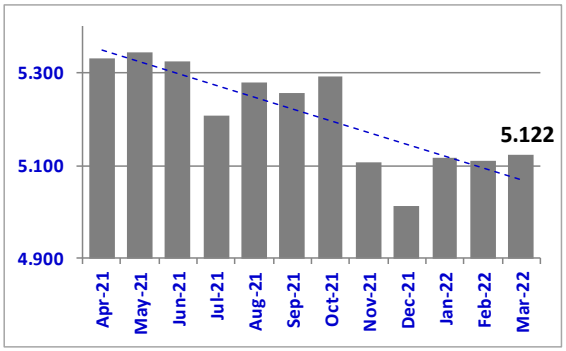
Mid-Size Jets

Asset Quality Rating

Scale -2.500 to 10.000

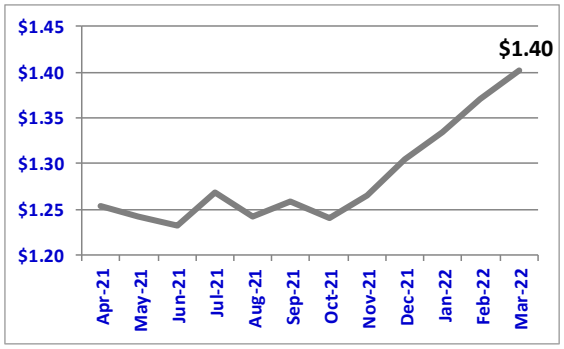


Asset Quality Rating Key

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)



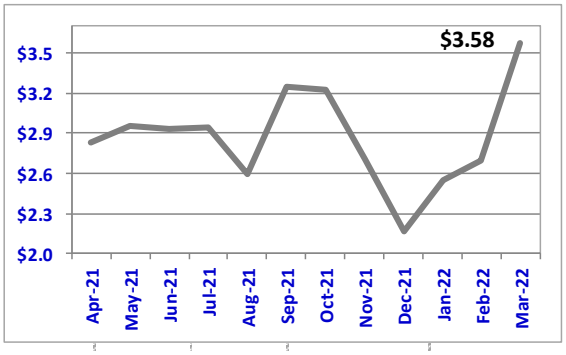
Maintenance Exposure - Reference Points

12-month Figures $ Millions			Historical Figures $ Millions	
Worst	Average	Best	Worst	Best
$1.40	$1.28	$1.23	$1.70	$0.85

** The accrued cost of future scheduled maintenance*

Average Ask Price

($ Mil)



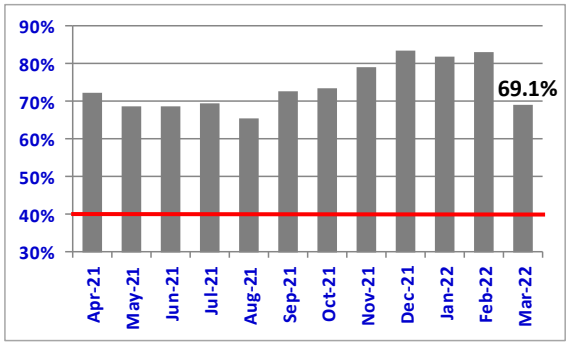
Ask Price - Reference Points

12-month Figures $ Millions			Historical Figures $ Millions	
Highest	Average	Lowest	Highest	Lowest
$3.58	$2.87	$2.17	$4.80	$2.17

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	Model	ETP Ratio	Days on Market	Model	ETP Ratio	Days on Market
Bombardier			**Cessna**			**Hawker**		
Learjet 75	12.0%	92	Citation Sovereign	17.0%	92	Hawker 400XP	22.4%	565
Challenger 300	20.5%	53	Citation XLS	17.3%	56	Hawker 800XP	62.6%	285
Learjet 40	39.0%	200	**Dassault**			Hawker Beechjet 400A	72.0%	904
Learjet 60XR	45.6%	108	Falcon 50EX	28.8%	248	Hawker 1000A	84.7%	932
Learjet 40XR	48.1%	15	Falcon 20-5	129.4%	465	Hawker 800A	95.1%	316
Learjet 60	59.9%	312	**Gulfstream**			Hawker Beechjet 400	115.1%	780
Learjet 55	167.7%	794	G-200	30.2%	100	Hawker 125-700A	389.9%	345

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

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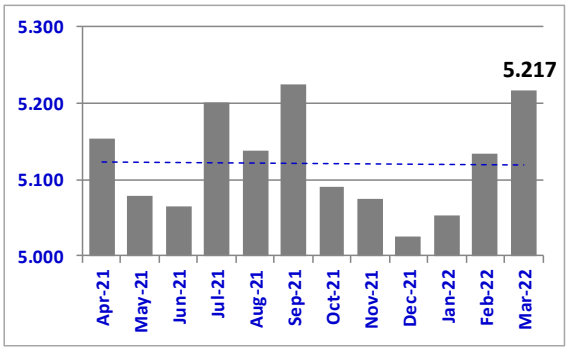
Light Jets

Asset Quality Rating

Scale -2.500 to 10.000

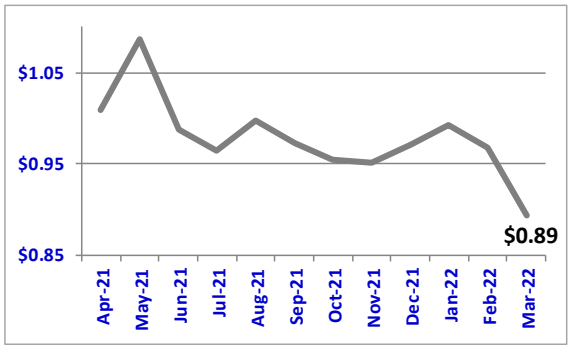


Asset Quality Rating Key

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)



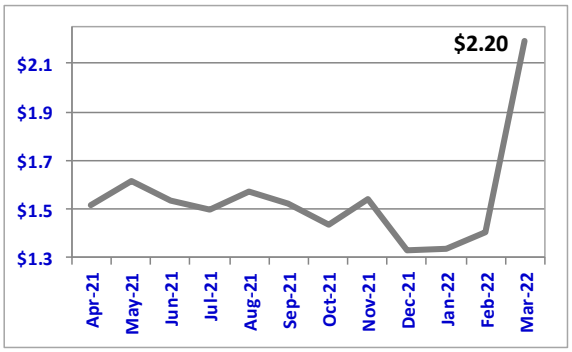
Maintenance Exposure - Reference Points

12-month Figures $ Millions			Historical Figures $ Millions	
Worst	Average	Best	Worst	Best
$1.09	$0.98	$0.89	$1.07	$0.57

** The accrued cost of future scheduled maintenance*

Average Ask Price

($ Mil)



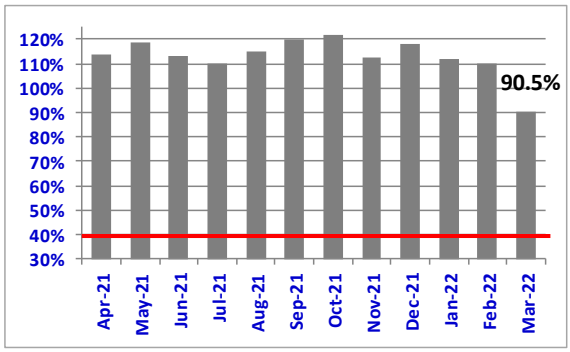
Ask Price - Reference Points

12-month Figures $ Millions			Historical Figures $ Millions	
Highest	Average	Lowest	Highest	Lowest
$2.20	$1.54	$1.33	$2.21	$1.44

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		
Premier 1A	32.5%	243
Premier 1	54.6%	195
Bombardier		
Learjet 31A	113.1%	771
Learjet 35A	181.7%	606
Cessna		
Citation CJ3+	4.1%	19
Citation CJ4	8.7%	58
Citation CJ2+	18.7%	291
Citation Ultra	20.2%	121
Citation CJ2	27.2%	519
Citation Encore	27.6%	57
Citation Mustang 510	40.0%	325
Citation CJ1	45.4%	293
Cessna		
Citation V 560	63.6%	407
Citation I SP	120.2%	392
Citation II	124.1%	774
Citation III	166.8%	509
Embraer		
Phenom 300	12.0%	235
Phenom 100	21.6%	347

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

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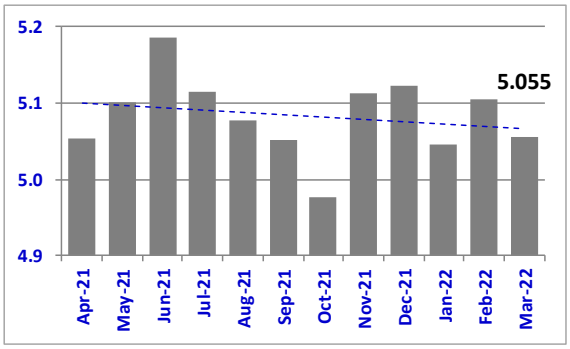
Turboprops

Asset Quality Rating

Scale -2.500 to 10.000

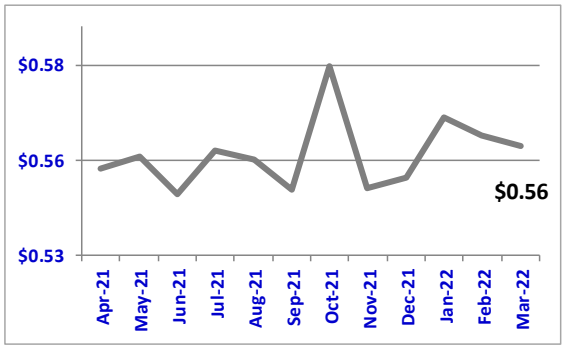


Asset Quality Rating Key

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)



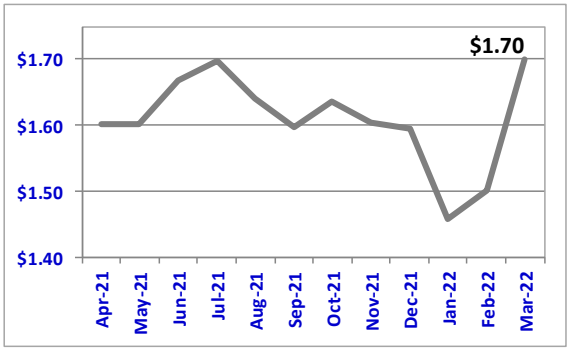
Maintenance Exposure - Reference Points

12-month Figures $ Millions			Historical Figures $ Millions	
Worst	Average	Best	Worst	Best
$0.58	$0.56	$0.55	$0.70	$0.44

** The accrued cost of future scheduled maintenance*

Average Ask Price

($ Mil)



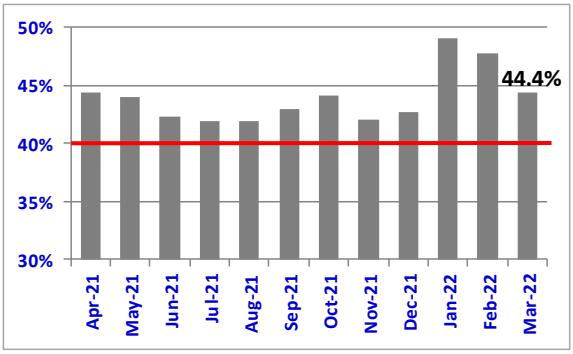
Ask Price - Reference Points

12-month Figures $ Millions			Historical Figures $ Millions	
Highest	Average	Lowest	Highest	Lowest
$1.70	$1.61	$1.46	$1.97	$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	10.3%	167
KingAir B-200 - Post-2000	17.1%	490
KingAir 350 - Post-2000	29.1%	462
KingAir 300	36.1%	116
KingAir 350 - Pre-2001	46.2%	462
KingAir B-200 - Pre-2001	50.0%	490
KingAir C90	123.8%	757
Cessna		
Caravan 208-675	20.2%	515
Caravan Grand 208B	30.4%	712
Caravan 208	43.5%	515
Daher - Socata		
TBM 850	17.7%	172
TBM 700A	69.0%	456
Piaggio		
Piaggio P-180 II	32.8%	530
Piaggio P-180	81.8%	1125
Pilatus		
Pilatus PC-12	17.1%	559
Piper		
Piper Meridian	19.2%	254

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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