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Embraer VLJ & Light Jets Market Briefing

Spring 2018



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Marketplace Overview

SPRING 2018

▶ During the preceding 12-month period (March 31st to the following April 1st), business jet transactions closed faster than the previous two years, lowering by six days. Turboprops sold five days quicker, but the time to sell still will need to drop an additional 10 days to match the time required for a sale two years ago.

Days On Market	2018	2017	2016
Jets	419	425	425
Turboprops	469	474	459

▶ Both new jet and new turboprop sales declined during the past three years as manufacturers delivered 39 fewer jets and 12 less turboprops in the most recent 12-month period. Used jets (-145) and used turboprops (-36) changed hands less often the past two years.

Transactions	2018	2017	2016
New Jets	588	627	659
Used Jets	3,268	3,257	3,413
New Turboprops	325	337	349
Used Turboprops	1,605	1,650	1,641

▶ There were 350 fewer jets that could be purchased as of April 1st versus that date one year ago. Turboprops recorded a decline of 106 less aircraft for sale.

Number For Sale	2018	2017	2016
Jets	2,025	2,375	2,433
Turboprops	1,076	1,182	1,260

▶ Percent For Sale

The largest increase in available aircraft was logged by the Lear 40, with a 100 percent gain. The greatest decline in aircraft for sale was an 81 percent drop for the Falcon 2000LX.

▶ Average Asking Price

Twenty-three models (seven more than before) had Average Asking Prices increase, two had no change, and 65 experienced declines in Market Value (four less than previously). The greatest growth was recorded by the Lear 45XR at 37.1 percent, while the Lear 40 logged the largest percent drop at 40.2.

Aircraft availability and Market Value moved in opposite directions on 30 models. Fifty-one others had the number of aircraft for sale and Average Asking Price move either up or down together. The remaining nine experienced no change in how many were available, but had increases or decreases in Average Asking Price, or availability movement without Market Value change.

Scroll down for Market Briefing Summaries

Market Briefing Summaries (April 2017 – March 2018)

Synopsis

Phenom Availability Decreases But Market Values Still Decline.

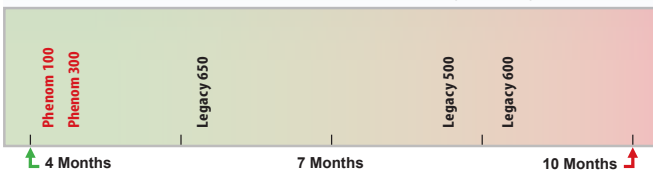
Despite a drop of 32 (-45.0%) in the number of Phenom jets that could be purchased, just the 300 logged an Average Asking Price increase (+0.5%). Market Value for the 100 lowered 1.6 percent.

There were 26 (-60.0%) fewer 100 models available. The 300 had a decrease of six (-30.0%).

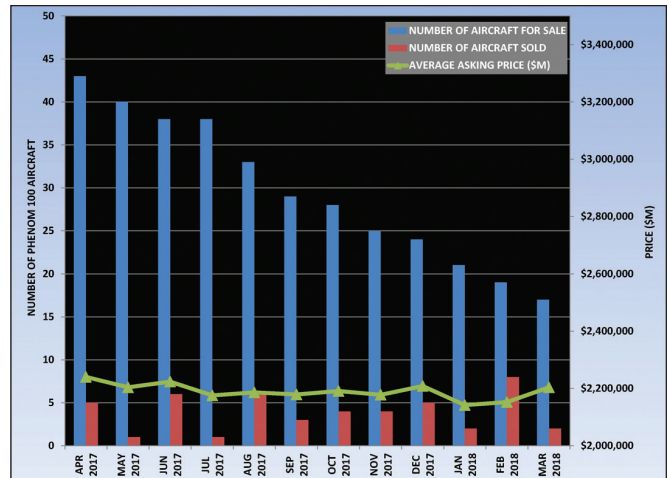
Each model in the entire Embraer fleet, except the Legacy 500, which had no change, saw availability decline. Logging 43.0 percent fewer aircraft for sale, Embraer led all OEMs and product segments. Single Engine Turboprops, Textron Aviation, Gulfstream, and Bombardier finished in that order.

The Embraer fleet dropped 3.3 percent in Market Value, second to the Single Engine Turboprop segment, which had an increase of 2.0 percent. Following, in order, were Textron Aviation, Bombardier, Dassault Aviation, and Gulfstream.

EMBRAER INVENTORY ABSORPTION RATE (In Months)

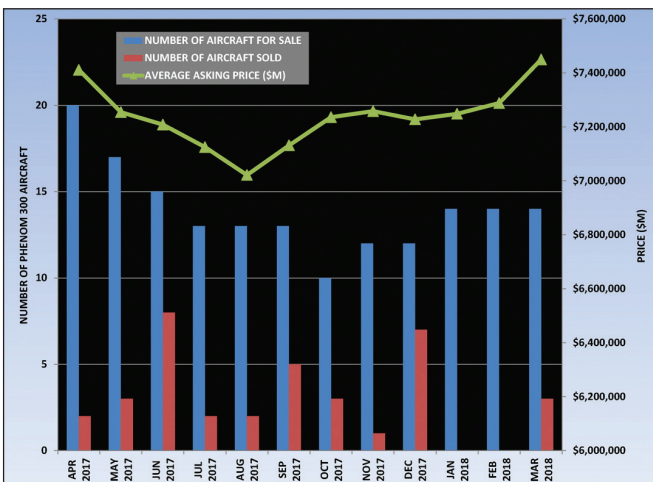


Embraer Phenom 100



- ✈ Aircraft For Sale: **17**
- ↓ -60% from 43 Aircraft
- ✈ United States: ↓ 22 to 6
- ✈ International: ↓ 21 to 11
- ✈ Fleet Size: **297**
- ✈ Inventory Absorption Rate: **4.3 Months** at current availability
- ✈ Fleet Availability: **5.7%**
- ✈ Avg. Model Year: **2010**
- ✈ Avg. Total Time: **1,421 Hrs.**
- ✈ Avg. Asking Price: **\$2,204,091**
- ↓ \$36,242 (-1.6%)

Embraer Phenom 300



- ✈ Aircraft For Sale: **14**
- ↓ -30% from 20 Aircraft
- ✈ United States: ↓ 10 to 8
- ✈ International: ↓ 10 to 6
- ✈ Fleet Size: **437**
- ✈ Inventory Absorption Rate: **4.7 Months** at current availability
- ✈ Fleet Availability: **3.2%**
- ✈ Avg. Model Year: **2012**
- ✈ Avg. Total Time: **1,085 Hrs.**
- ✈ Avg. Asking Price: **\$7,450,000**
- ↑ \$38,571 (+0.5%)



HOLSTEIN Aviation™

JetPak Market Valuation

MAKE AND MODEL SPECIFIC



Market information is a critical component of any aircraft transaction. Therefore, it only makes sense to begin the process — as either buyer or seller — with accurate and up-to-date knowledge regarding your current make and model aircraft, or the business jet or turboprop you wish to acquire.

The Holstein Aviation JetPak Aircraft Valuation provides you with a marketplace overview accompanied by data on specified aircraft, all at no cost or obligation to you!

JetPak Features

- ▶ Price range
- ▶ Number available
- ▶ Average days on market
- ▶ Sales and pricing trends
- ▶ Market Activity



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By partnering with Holstein Aviation, whose team member backgrounds and experience span the entrepreneurial to the Fortune 500, you instantly accrue the product and market knowledge, positive performance and enviable industry reputation capability that has been gained through:

- ▶ **300** years of total experience
- ▶ **66,000** combined flight hours
- ▶ **4,700** transactions
- ▶ **\$10 billion** in revenue

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- ✓ Sell Your Aircraft or Fleet
- ✓ Lease a Jet or Turboprop
- ✓ Obtain Supplemental Lift
- ✓ Recruit / Outplace
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