THIRD QUARTER 2020

ASIAN SKY Quarterly

SPECIAL FEATURES
S-92 FLEET CENSUS EXTRACT

PRE-OWNED MARKET
EMBRAER PHENOM 300

AIRCRAFT SPOTLIGHT
HONDAJET ELITE

INTERVIEW
ANDREA ZANETTO, CEO
COMLUX AVIATION

COMMENTARY
HFW | RECOVERY OF BUSINESS AVIATION

ASIA-PACIFIC OUTLOOK
METRICS & MOOD
ASIA-PACIFIC FLIGHT ACTIVITY

MARKET SUMMARIES
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EDITORIAL & MARKET RESEARCH
Litalia Yoakum
Bowen Zhang
Maggie Gu

DESIGN
Michael Wong

ADVERTISING/AIRCRAFT SALES ENQUIRIES:
sales@asianskygroup.com

ASIAN SKY GROUP

Asian Sky Group
Tel: (852) 9199 7751
sales@asianskygroup.com
www.asianskygroup.com | www.asianskymedia.com

PUBLISHER'S NOTE

The good news is that the toehold of a recovery we saw and hoped for last quarter is here to stay. Respondents to our quarterly survey are feeling better about their business prospects going forward and optimism continued its steep rise back for the 2nd quarter in a row. But as we all know "feelings" sometimes take a while to trickle down and for that optimism to manifest itself as tangible happenings on the ground.

So, the bad news is economies & their GDP, for now, continue to be hammered by the pandemic – from contracting 23.9% y-o-y in India to just -3.2% in South Korea. The only economies seemingly weathering the storm are Taiwan just -0.58% and China +3.2%. Not too surprising then, in our survey on the impact of Covid-19, even more respondents said their businesses are being impacted somewhat or severely. Respondents see a higher chance of the market bouncing back in the 1st half of 2021 but, as far as 2020 is concerned, the year's a bust with no chance for business performance targets being met.

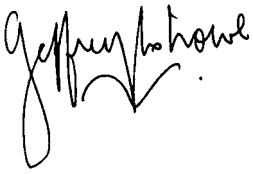
Similarly, we've seen a recovery in aircraft utilization - from the depths of despair in April, till today where we are still down but just a seemingly modest 9%. Call it a "V" shaped recovery or a flattening of the curve, we'll take it as the industry needs aircraft in the air. The recovery has mostly been driven by increased international travel too and leads by a recovery in Chinese travellers and airports.

What this all means for business jet sales is probably best to describe as "mixed". There's a slight optimistic uptick in purchase intentions of pre-owned aircraft (3%) but more aircraft are on the market for sale (4.1%), taking longer to sell, resulting in prices and ultimately values continuing to drop. From March through June and July values fell between 15% and 20% in the Heavy, Super-Mid and Medium Jet categories, although there was a slight recovery in August.

Year-to-date therefore transactions are down versus 2019 due to the economic effects of Covid-19. But the market activity has increased sequentially each month in the last quarter. Whether this trend will continue for the remainder of the year, remains to be seen but hopefully so.

As always in our editions of Asian Sky Quarterly, also graciously providing us their views and backing them up with intel and hard data, are WINGX, Global Jet Capital and Amstat. So, please take a look. In this issue we also go "small" putting the spotlight on two industry-leading aircraft: the Hondajet Elite and the pre-owned Phenom 300/E market. You'll also find commentary by Chris O'Callaghan of HFW on Life Beyond the Pandemic; an interview with Comlux Aviation CEO – Andrea Zanetto, on the company's business jet management division; and an extract from Air & Sea Analytics's market report on the S-92 Fleet during Q3 2020. Lastly, we hear from AsBAA President Jeff Chiang in our foreword, discussing the organization's latest and upcoming events.

We hope you find this issue informative and insightful.



Sincerely,
Jeffrey C. Lowe
Managing Director, Asian Sky Group

SPECIAL THANKS TO OUR CONTRIBUTORS:

AMSTAT · AIR&SEA ANALYTICS · AsBAA · Avion 亚飞太平洋有限公司 AvionPacificLimited · comlux · GLOBAL JET CAPITAL · HFW CONSULTING · Hondajet · WINGX

FOREWORD

Since our last update on Asian Sky Quarterly, the Asian Business Aviation Association (AsBAA) launched its Covid-19 resources portal on its website. Be sure to visit the page on the latest travel restrictions as well as helpful tips and information for those operating in the region. AsBAA will continue to publish updates through both its email digests and our Covid-19 resources portal in parallel for members as soon as we are made aware of policy changes.

This past quarter saw the AsBAA Malaysia Chapter busy engaging notable stakeholders in discussing business & general aviation (BA/GA) industry developments. In July, the AsBAA Malaysia Chapter met with Invest Selangor to discuss a potential aviation event planned for 2021. In the same period, the Malaysian Investment Development Authority (MIDA) organized a business workshop at its headquarters in Kuala Lumpur to engage AsBAA Members and the BA/GA industry at large. The AsBAA Malaysia chapter was also recently featured on MIDA's website and on Malaysia's top business and finance newspaper The Malaysian Reserve.

The AsBAA China Chapter successfully resumed physical networking activities in August with hosting the year's first summer networking cocktail in Beijing. Around 70 people, including several AsBAA Board of Directors, the Business Aviation Service Branch of the Civil Airports Association of China, Aircraft Owners and Pilots Association (AOPA) China, the Aviation Cooperation Program (ACP) team, and media representatives graced the event. These esteemed guests gathered to raise enthusiasm for the development of general and business aviation in China and to support AsBAA's role in advocating for such developments.

By the time you are reading this, AsBAA would have also just announced its inaugural regional Virtual Safety Summit 2020 to be held on 18-19 November 2020, in addition to a standalone webinar series to be introduced. Due to the ongoing pandemic, this year's Safety Summit will be conducted virtually and building on AsBAA's signature "Safety Day" events held in Hong Kong, China, and Southeast Asia in the past years. The Virtual Safety Summit greatly expands on the safety topics previously covered in our Safety Days. This year's topics will cover professional airmanship, human factors, accident investigation, flight/cabin crew training, safety culture, maintenance, flight data monitoring, weather, legal, and more. While social distancing measures in place across the region have made it difficult to gather in large groups for such an event, we look forward to hosting it physically again in the near future. Be sure to save the date and stay tuned for more updates on our digests, social media, and AsBAA's events calendar.

Stay healthy, stay safe, and we look forward to seeing you at our virtual events.

Jeff Chiang
Chief Operating Officer
Asian Business Aviation Association (AsBAA)

ABOUT ASBAA:

AsBAA's mission is to represent the needs of its members and the wider industry through its three core pillars: Advocacy, Representation and Community. The association actively advocates the benefits of business aviation to key stakeholders such as government, transport ministries and the media. It represents the interests of all sectors of the business and general aviation industry across the region, and creates a community in which members can network, access B2B opportunities, and tackle common issues with greater collective influence.

ECONOMICS
GREATER CHINA
MAINLAND CHINA, HONG KONG, MACAU & TAIWAN

Mainland China

The Chinese economy grew by 3.2% year-on-year (y-o-y) in the second quarter of 2020, rebounding from a record 6.8% contraction in the previous three-month period. The country became the first major economy to report growth following the coronavirus pandemic, as factories and stores reopened following months of coronavirus-induced restrictions. However, a continuing fall in retail trade underlined weakness in consumer spending and the need for more support from Beijing to accelerate the economic recovery.

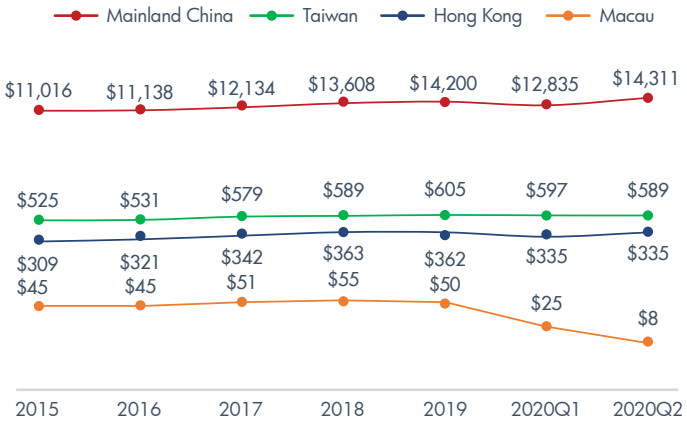
Hong Kong

The Hong Kong economy declined 9% y-o-y in Q2 of 2020, after contracting 9.1% in the prior period. The coronavirus pandemic was largely under control in May and June, and the recovery in mainland China has helped to partly offset the external headwinds facing Hong Kong's exports of goods. Private consumption declines moderated (-3.8% vs -7.2% in Q1) while government spending grew (1.8% vs 3.5% in Q1).

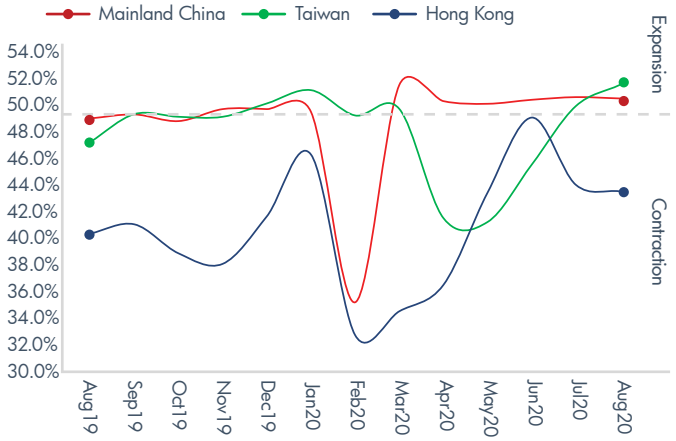
Taiwan

Taiwan's economy shrank 0.58% y-o-y in Q2 of 2020. This was the steepest GDP contraction since the third quarter of 2009 as the coronavirus pandemic hurt both domestic and external demand. Private final consumption slumped 4.98% (vs -1.55% in Q1) and government spending declined 1.0% (vs 3.26% in Q1), while fixed investment growth slowed to 2.73% from 6.32%..

GDP GROWTH (BILLION USD)

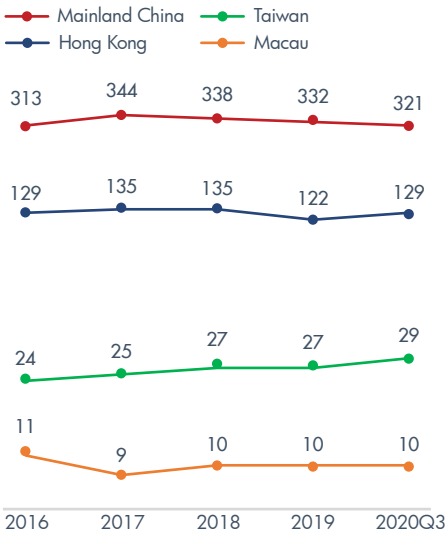


PURCHASING MANAGER'S INDEX

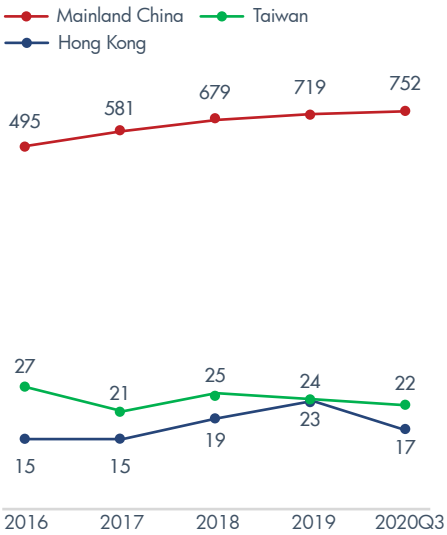


Source: Focus Economics & Trading Economics

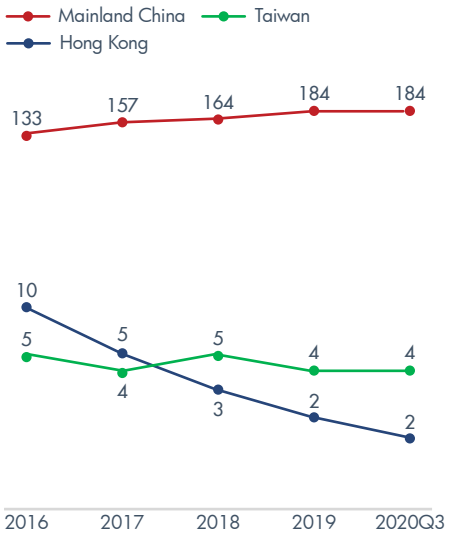
FLEET SIZE GROWTH: BUSINESS JET



FLEET SIZE GROWTH: TURBINE HELICOPTER



FLEET SIZE GROWTH: TURBOPROP



** Data Source: ASG's Annual Business Jet Fleet Report and Helicopter Fleet Report. Turboprop data provided by Amstat.*

AUSTRALASIA

AUSTRALIA, NEW ZEALAND & PAPUA NEW GUINEA

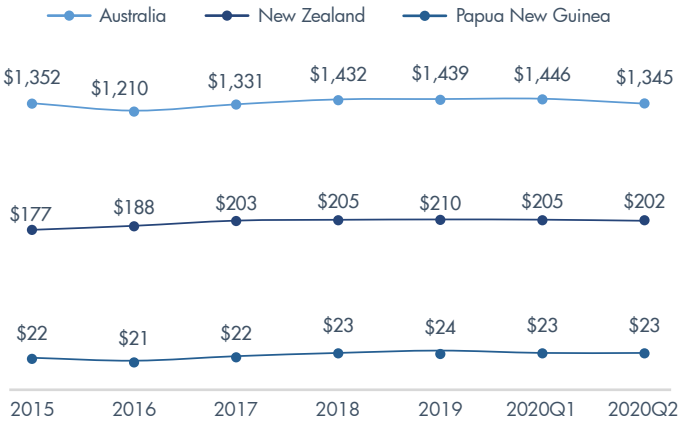
Australia

GDP fell 7.0% in seasonally-adjusted quarter-on-quarter terms in Q2, following Q1's 0.3% decrease. On an annual basis, the economy slumped 6.3% y-o-y in Q2, contrasting Q1's 1.6% expansion. The result marked the sharpest contraction on record and came in below market expectations of a more moderate 5.9% contraction.

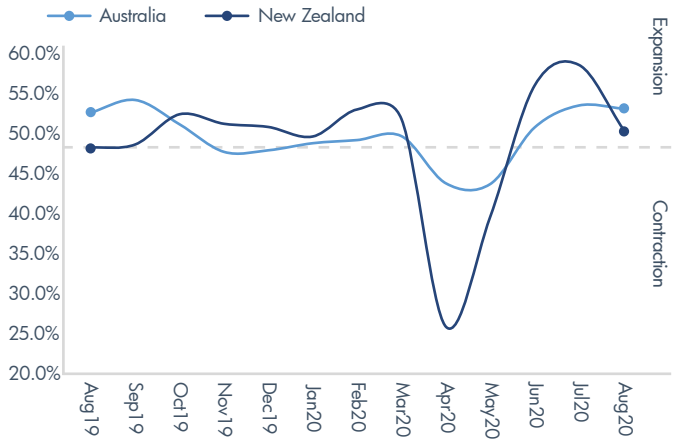
New Zealand

The economy nosedived 12.2% (q-o-q) during Q2 of 2020, following the first quarter's 1.4% decrease. The reading marked the most pronounced contraction on record, and broadly matched expectations of a 12.8% plunge. On an annual basis, the economy plummeted 12.4% in Q2, accelerating from Q1's 0.1% dip and also marking the worst contraction on record.

GDP GROWTH (BILLION USD)

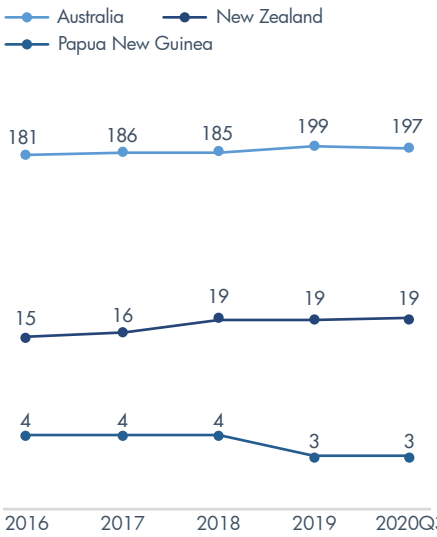


PURCHASING MANAGER'S INDEX

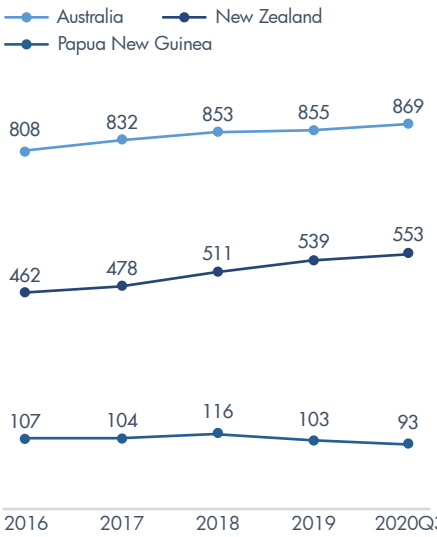


Source: Focus Economics & Trading Economics

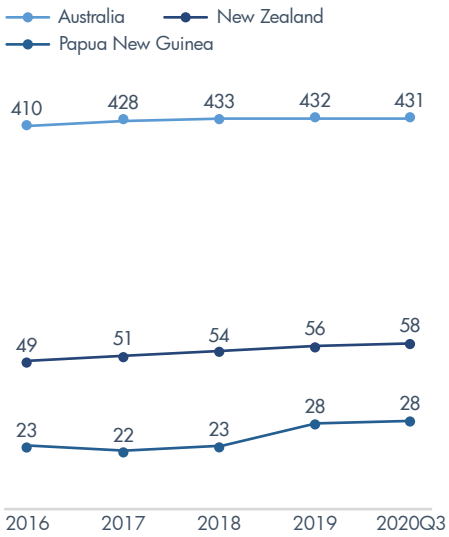
FLEET SIZE GROWTH: BUSINESS JET



FLEET SIZE GROWTH: TURBINE HELICOPTER



FLEET SIZE GROWTH: TURBOPROP



** Data Source: ASG's Annual Business Jet Fleet Report and Helicopter Fleet Report. Turboprop data provided by Amstat.*

EAST ASIA & CENTRAL ASIA

JAPAN, SOUTH KOREA & INDIA

Japan

The Japanese economy shrank 7.9% q-o-q in Q2 2020, after a 0.6% fall in Q1. This was the third straight quarter of contraction and the steepest on record, amid the severe impact of the COVID-19 crisis. On an annualized basis, the economy collapsed at a record 28.1% y-o-y in Q2, compared with forecasts of a 28.6% slump.

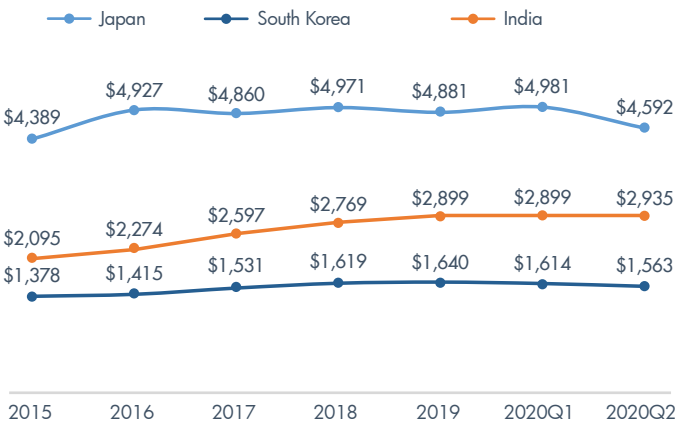
South Korea

South Korea's GDP shrank 3.2% q-o-q in the three months to June 2020 following a 1.3% drop in the previous period, entering a recession due to the negative impact of the COVID-19. On an annual basis, the GDP fell by 2.7% after expanding 1.4 percent. This was the largest pace of contraction since the last quarter of 2008 as manufacturing sank 8.9%, mainly dragged by transportation equipment and computer, electronic & optical products.

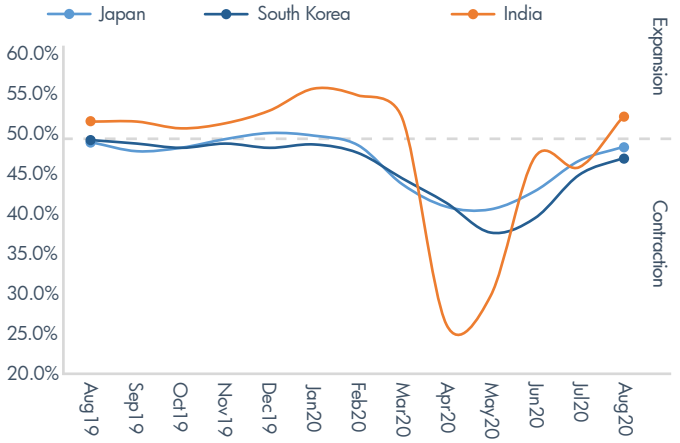
India

The Indian economy shrank 23.9% y-o-y during Q2. This is the biggest contraction on record, as India imposed a coronavirus lockdown in late March and extended it several times, halting most economic activities. Still, India remains the third worst-affected country in the world by the pandemic. Construction (-50.3%), hotels and transportation (-47%) and manufacturing (-39.3%) recorded the biggest falls. In contrast, government consumption jumped 16.4% as the government implemented relief measures to help curb the impact of the pandemic.

GDP GROWTH (BILLION USD)

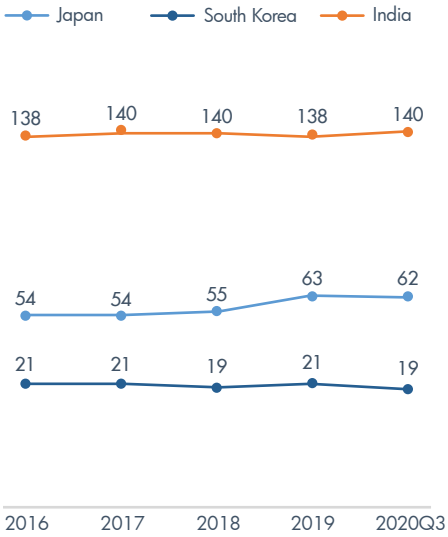


PURCHASING MANAGER'S INDEX

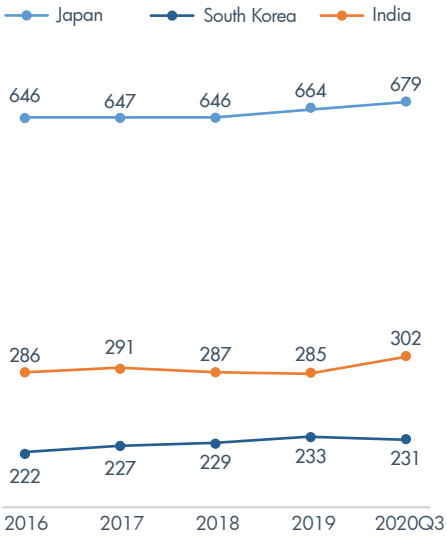


Source: Focus Economics & Trading Economics

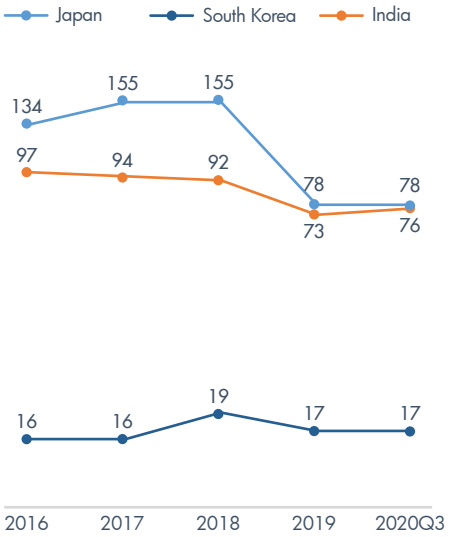
FLEET SIZE GROWTH: BUSINESS JET



FLEET SIZE GROWTH: TURBINE HELICOPTER



FLEET SIZE GROWTH: TURBOPROP



** Data Source: ASG's Annual Business Jet Fleet Report and Helicopter Fleet Report. Turboprop data provided by Amstat.*

SOUTHEAST ASIA

THAILAND, MALAYSIA, SINGAPORE

Thailand

Thailand's GDP shrank by 12.2% y-o-y in the second quarter of 2020, following a revised 2.0% contraction in Q1. This was the worst economic downturn since the second quarter 1998, as both supply and demand took a hit from the pandemic crisis. Both private consumption (-6.6% vs 2.7% in Q1) and fixed investment (-8.0% vs -6.5%) declined, and net external demand contributed negatively to GDP growth. Considering the first half of the year, the economy shrank by 6.9%.

Malaysia

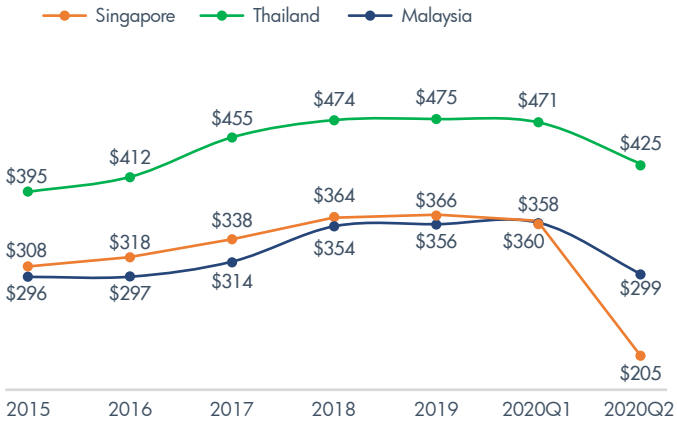
Malaysia's economy shrank by 17.1% y-o-y in the second quarter of 2020, the first contraction since the third quarter of 2009, and the steepest fall since the fourth quarter of 1998; reflecting the negative impact of measures taken both globally and domestically to contain the spread of the COVID-19 pandemic. Household consumption slumped 18.5% (vs 6.7% in Q1), while fixed investment plunged 28.9% (vs -4.6% in Q1).

Singapore

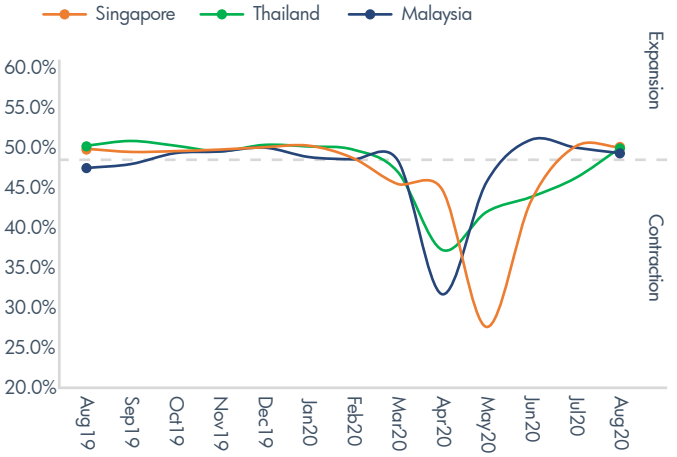
Singapore's economy shrank 13.2% y-o-y in the second quarter of 2020. This was the steepest contraction on record as the COVID-19 crisis took a huge toll on the economy. GDP is now expected to contract between 7% and 5% in 2020. Construction was the main drag, plummeting 59.3%, against a 1.2% growth in Q1, explained by a stoppage of most activities due to Circuit Breaker measures aimed to slow the spread of the virus. On a quarterly basis, the economy shrank 42.9%, the most on record, after a 4.7% contraction in the March quarter.

Source: Focus Economics & Trading Economics

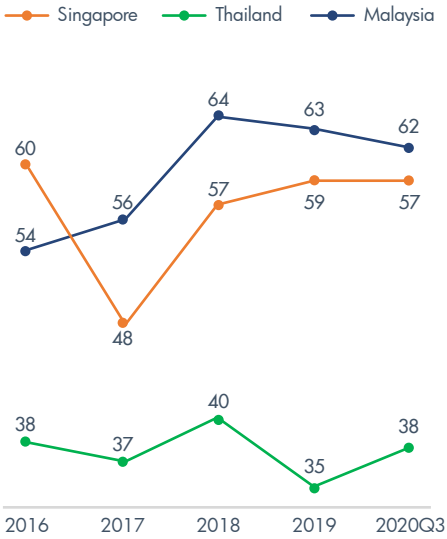
GDP GROWTH (BILLION USD)



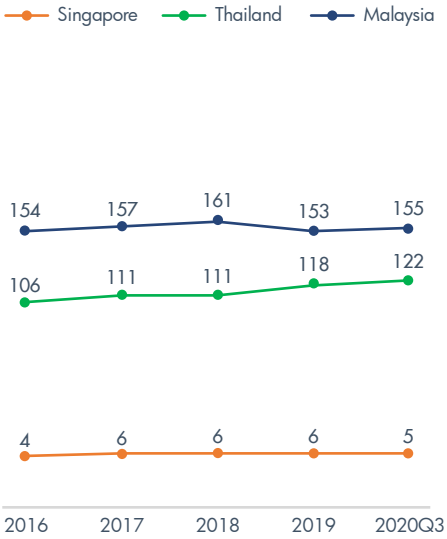
PURCHASING MANAGER'S INDEX



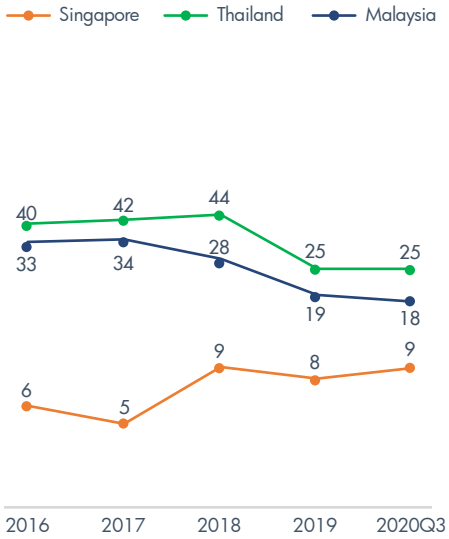
FLEET SIZE GROWTH: BUSINESS JET



FLEET SIZE GROWTH: TURBINE HELICOPTER



FLEET SIZE GROWTH: TURBOPROP



** Data Source: ASG's Annual Business Jet Fleet Report and Helicopter Fleet Report. Turboprop data provided by Amstat.*

SOUTHEAST ASIA

INDONESIA & PHILIPPINES

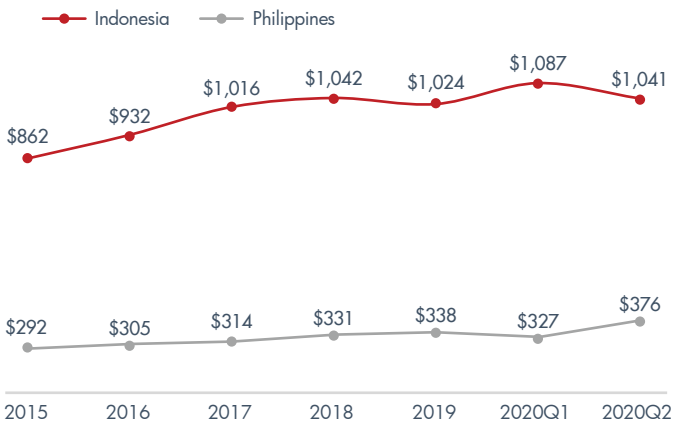
Philippines

The Philippine economy shrank a record 16.5% y-o-y in the second quarter of 2020, the most since the series began in 1981. The reading came above market expectations of a 9% decline as the coronavirus pandemic impacted businesses and consumers. Private consumption slumped 15.5 percent (vs 0.2%) and fixed investment contracted (-37.8% vs -4.4% in Q1).

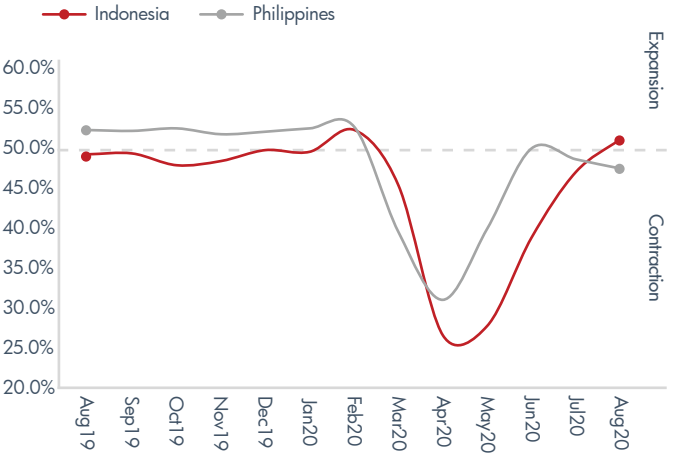
Indonesia

Indonesia's economy shrank by 5.32% y-o-y in the second quarter of 2020, worse than market consensus of 4.61 percent contraction. It was the first contraction in the economy since 1999, as public health measures to contain the coronavirus crisis hit the economy. Household consumption fell 5.51% (vs 2.83% in Q1) and fixed investment decreased 8.61% (vs 1.70% in Q1). Government spending contracted 6.90% and external demand also contributed negatively to the GDP, as both exports and imports dropped.

GDP GROWTH (BILLION USD)

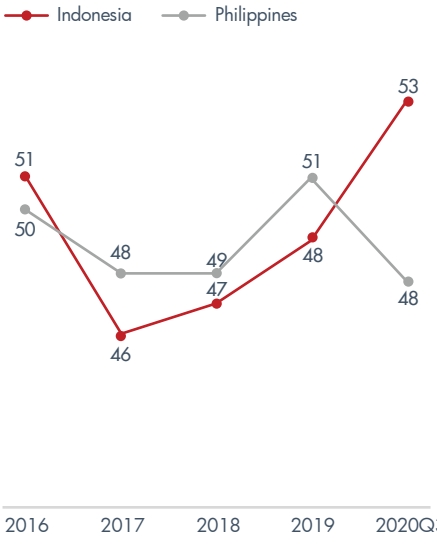


PURCHASING MANAGER'S INDEX

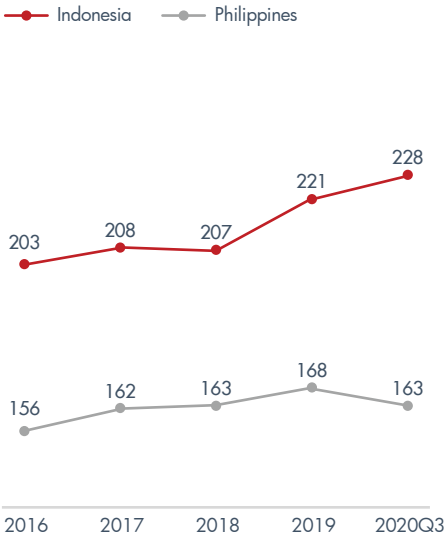


Source: Focus Economics & Trading Economics

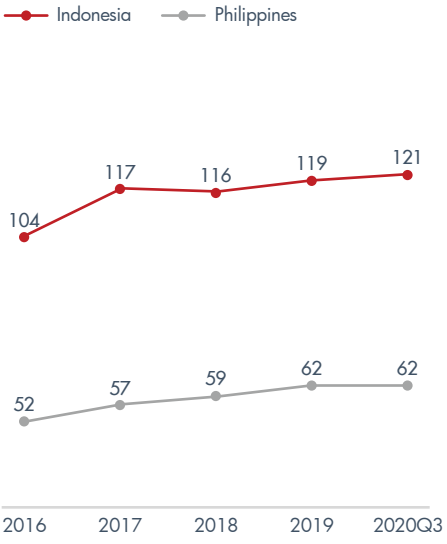
FLEET SIZE GROWTH: BUSINESS JET



FLEET SIZE GROWTH: TURBINE HELICOPTER



FLEET SIZE GROWTH: TURBOPROP



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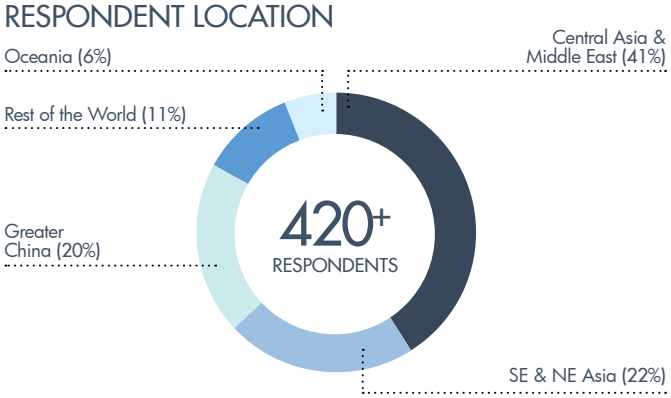
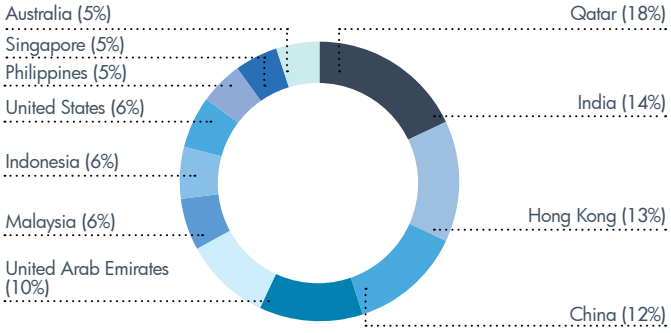
DASSAULT AVIATION

MOOD & INTENTIONS:
ASIA-PACIFIC REGION SURVEY 2020Q3

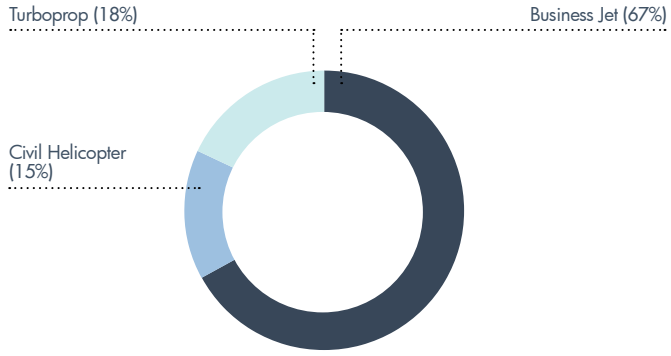
RESPONDENT LOCATION



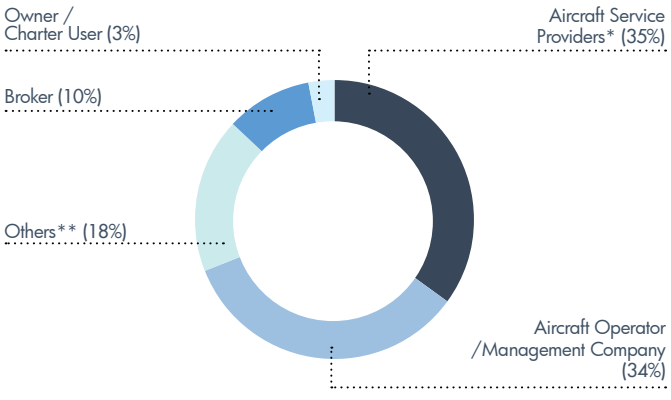
TOP 10 RESPONDENT'S LOCATIONS



RESPONDENT AIRCRAFT TYPE



RESPONDENT CATEGORY



* Aircraft Service Providers include: financial services, training, FBO, ground handlers, Service, MRO, parts, etc.
** Others include law firms, research facilities and government official

Results Summary in 2020 Q3:

1. Good News: Pessimistic mood in APAC continued to stabilize in Q3; respondents from Greater China took the lead in terms of optimism levels. This was a major bounce back for the region's optimism, reaching the highest levels since 2018 Q2 – 70%. Additionally, this quarter saw an uptick of respondents who believe market demand will bounce back in the first half of 2021.
2. In Q3 2020, more respondents (vs. Q1 & Q2) reported that their businesses are still being affected and now have less hope that they will meet their business performance targets for 2020.
3. Many respondents' domestic operation recovery performed better than their overseas, but 50% of the respondents still believed that their operations for both domestic and international operations have not yet reached a point of recovery or cited "hard to tell".
4. A historically high 72% of respondents reported decreasing aircraft fleet utilization.
5. A high level of respondents cited "not sure" when asked about purchasing an aircraft.

In 2020 Q3, over 420 respondents participated in ASG's survey regarding the mood and intentions of the current business aviation market.

Regions with the most respondents include:

1. Greater China (20%) 2. Southeast and Northeast Asia (22%) 3. Central Asia & Middle East (41%, incl. India, Pakistan, UAE, etc.) 4. Oceania (6%)

The majority of the respondent's aircraft type are business jets (67%).

69% of the respondents from this quarter's survey are from aircraft service providers (FBO, MRO, etc.) and aircraft operators, as well as from aircraft brokers (10%), aircraft end-users (3%) and respondents from other related areas.

Covid-19 Pandemic in the Asia Pacific

The pessimistic mood caused by Covid-19 in the Asia Pacific has eased as an economic rebound was seen in the Greater China market. This has, consequently, stabilized market mood as more respondents in Q3 believed that market demand will bounce back in the first half of 2021.

The ongoing pandemic has continued its impact on the business aviation industry. Companies are adjusting their business performance expectations and experiencing difficulty trying to recover their businesses. And, as suspected, domestic operations in the Asia Pacific have recovered quicker than overseas operations.

In this quarter's survey, ASG added a new question asking respondents how their domestic operations recovery compared with their overseas operations. The answers were consistent with our current understanding:

- Over 30% of the respondents have not yet begun to experience business recovery;
- Nearly no businesses are free from the impact of Covid-19;
- Domestic business recovers quicker than overseas business.

Aircraft Utilization

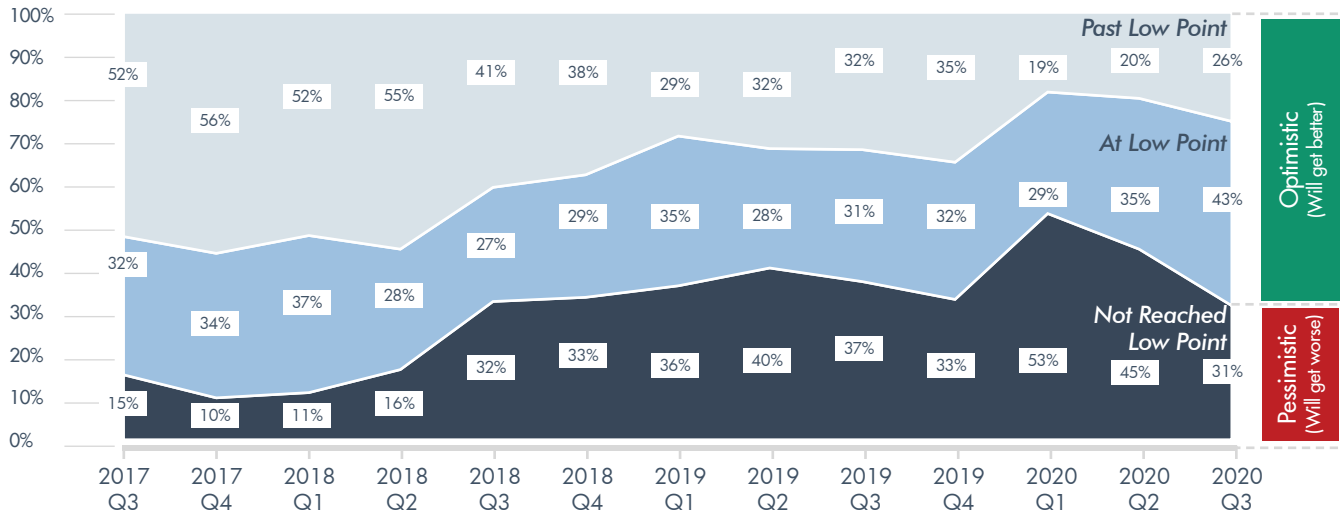
Q3 experienced even less utilization of the regional fleet compared with Q2. Like Q2, all regions suffered from decreased fleet utilization due to Covid-19; 55% of the respondents reported their fleet utilization has decreased over 20% compared with 2019 Q3. Once again, this marks the highest point of decreasing utilization levels since the survey began.

Purchase Intention

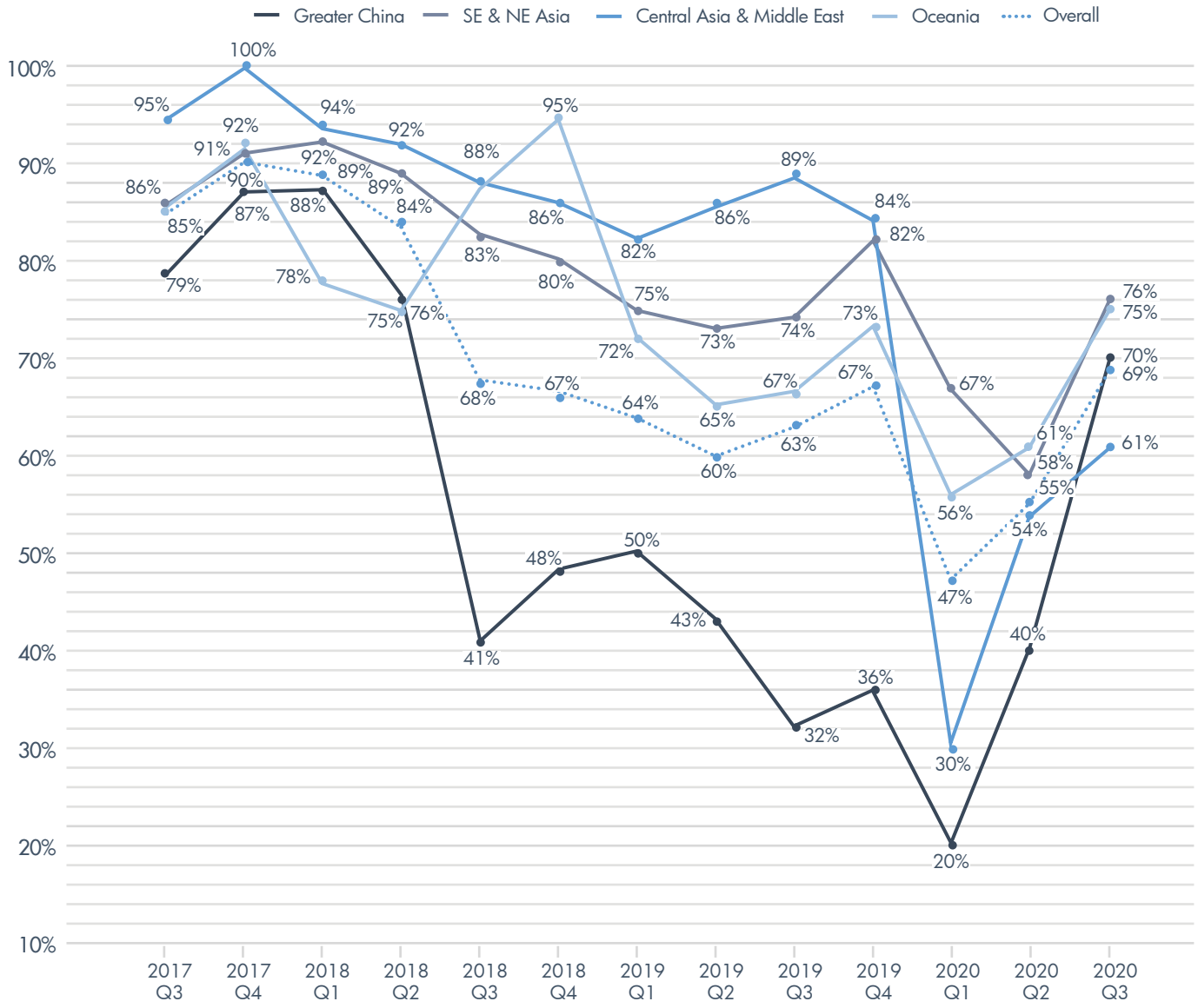
Aircraft purchase intention has been affected, as well. More respondents are now are not sure whether to purchase an aircraft. This comes as many brokers are hesitant to define the market situation as well. ASG's survey saw a drop in respondents believing this is a 'Buyer's Market' shifting to "I'm not sure".

ECONOMICS STATUS

WHAT IS OUR CURRENT ECONOMIC STATUS? (QUARTERLY COMPARISON)

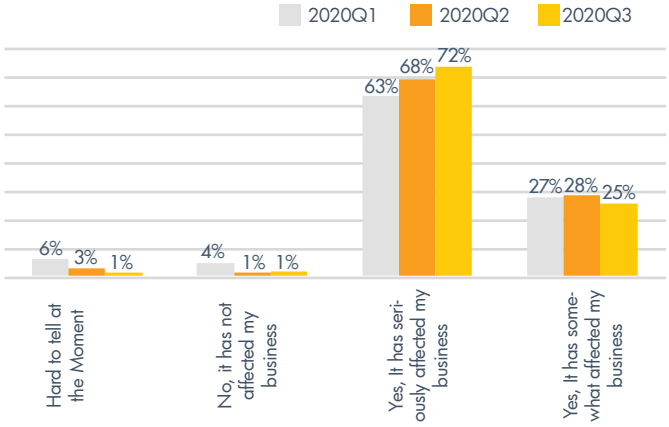


OPTIMISM LEVELS SINCE 2017Q3 - REGIONAL DIFFERENCES



COVID-19: IMPACT ON ASIA PACIFIC

Has the COVID-19 coronavirus outbreak affected you or your organization's business so far?



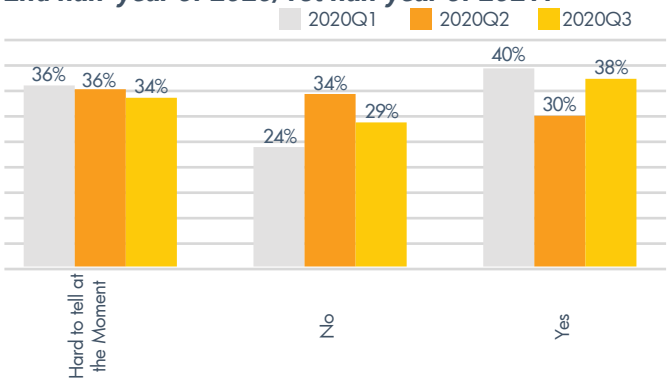
Aircraft Operator / Management Company	2020Q1	2020Q2	2020Q3
Hard to tell at the moment	4%	2%	1%
No, it has not affected my business	7%	0%	1%
Yes, it has seriously affected my business	65%	75%	79%
Yes, it has somewhat affected my business	24%	22%	20%

Aircraft Owner / Charter User	2020Q1	2020Q2	2020Q3
Hard to tell at the moment	12%	0%	0%
No, it has not affected my business	12%	0%	0%
Yes, it has seriously affected my business	54%	76%	92%
Yes, it has somewhat affected my business	23%	24%	8%

Aircraft Sales / Charter Broker	2020Q1	2020Q2	2020Q3
Hard to tell at the moment	6%	1%	3%
No, it has not affected my business	1%	4%	3%
Yes, it has seriously affected my business	62%	67%	76%
Yes, it has somewhat affected my business	30%	27%	18%

Other Related (FBO, MRO, etc.)	2020Q1	2020Q2	2020Q3
Hard to tell at the moment	5%	2%	1%
No, it has not affected my business	3%	1%	1%
Yes, it has seriously affected my business	62%	67%	75%
Yes, it has somewhat affected my business	30%	30%	22%

Do you foresee market demand bouncing back in the 2nd half-year of 2020/1st half year of 2021?



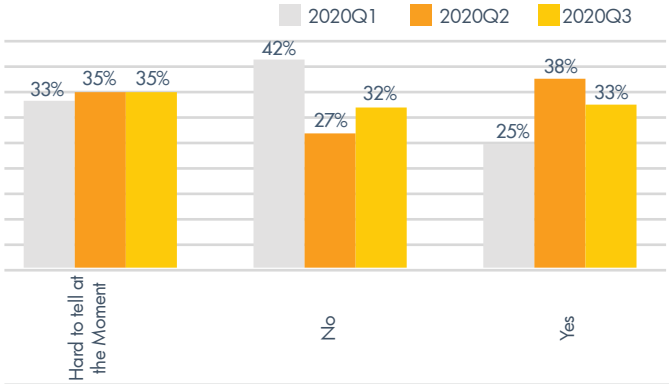
Aircraft Operator / Management Company	2020Q1	2020Q2	2020Q3
Hard to tell at the moment	33%	39%	43%
No	36%	37%	32%
Yes	30%	24%	25%

Aircraft Owner / Charter User	2020Q1	2020Q2	2020Q3
Hard to tell at the moment	27%	38%	33%
No	62%	38%	33%
Yes	12%	24%	33%

Aircraft Sales / Charter Broker	2020Q1	2020Q2	2020Q3
Hard to tell at the moment	20%	21%	9%
No	57%	51%	64%
Yes	23%	28%	27%

Other Related (FBO, MRO, etc.)	2020Q1	2020Q2	2020Q3
Hard to tell at the moment	41%	36%	34%
No	34%	27%	27%
Yes	25%	37%	39%

Are you or your organization still optimistic to meet the business performance targets you set for 2020?



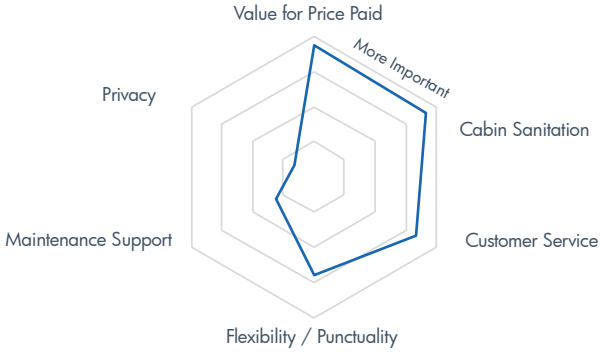
Aircraft Operator / Management Company	2020Q1	2020Q2	2020Q3
Hard to tell at the moment	35%	37%	38%
No	23%	26%	27%
Yes	41%	37%	35%

Aircraft Owner / Charter User	2020Q1	2020Q2	2020Q3
Hard to tell at the moment	42%	14%	8%
No	38%	43%	58%
Yes	19%	43%	33%

Aircraft Sales / Charter Broker	2020Q1	2020Q2	2020Q3
Hard to tell at the moment	39%	33%	28%
No	19%	25%	40%
Yes	42%	42%	33%

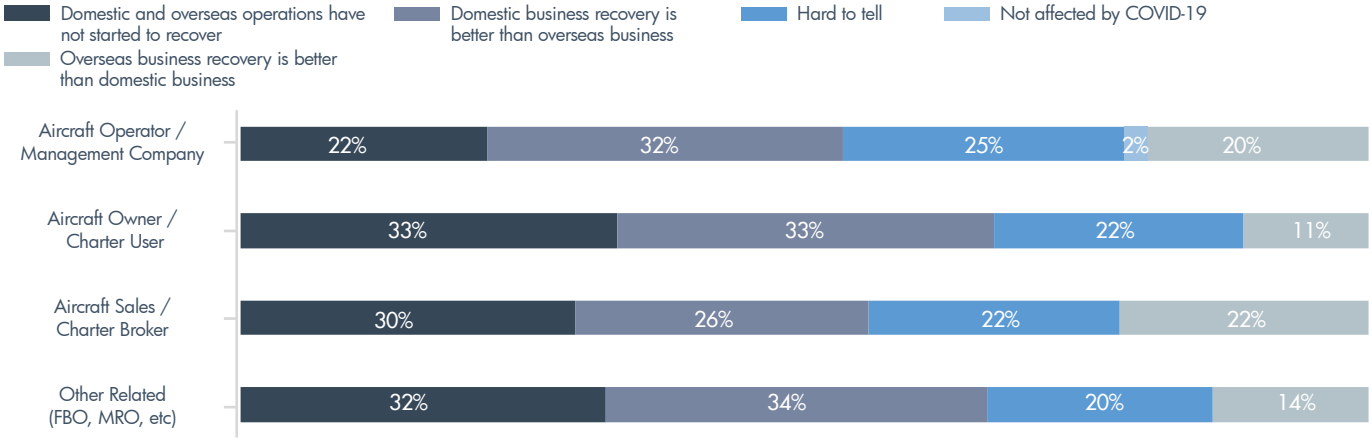
Other Related (FBO, MRO, etc.)	2020Q1	2020Q2	2020Q3
Hard to tell at the moment	33%	37%	37%
No	25%	26%	26%
Yes	42%	37%	37%

Rank the following factors that you think are critical to the future of business aviation / general aviation:



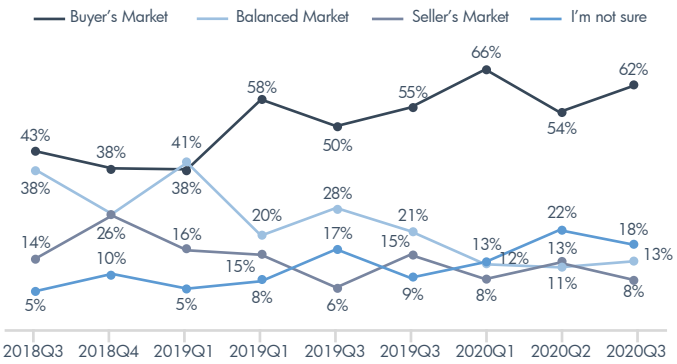
Factors	Overall Rank	Score (the lower the better)
Value for Price Paid	1	2.6
Cabin Sanitation	2	2.7
Customer Service	3	2.8
Flexibility / Punctuality	4	3.1
Maintenance Support	5	3.9
Privacy	6	4.2

In terms of your current level of business recovery, your domestic business volume compares to your overseas business volume:

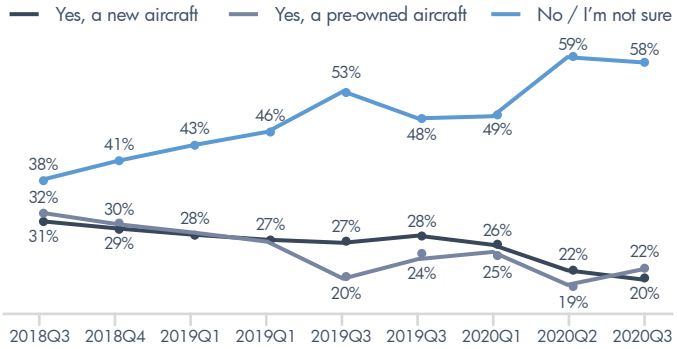


PURCHASE INTENTION

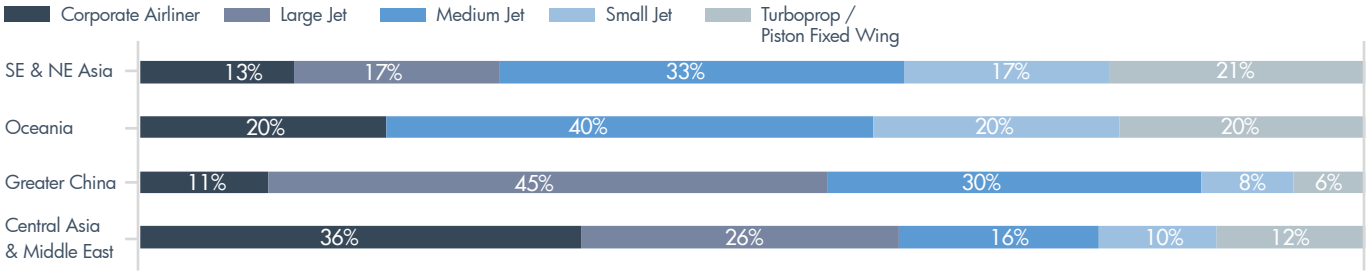
WHERE ARE WE IN THE CURRENT PRE-OWNED MARKET?



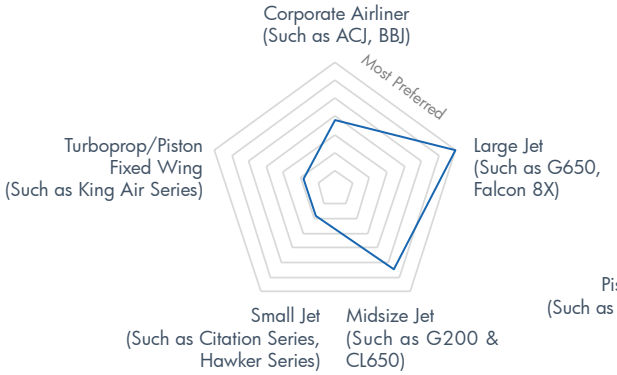
PURCHASE INTENTION 2018Q3 - 2020Q3*



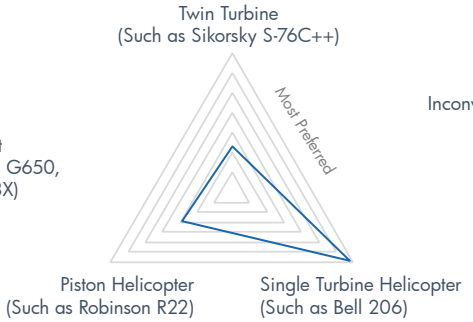
PURCHASE INTENTION - REGIONAL DIFFERENCES (FIXED WING)



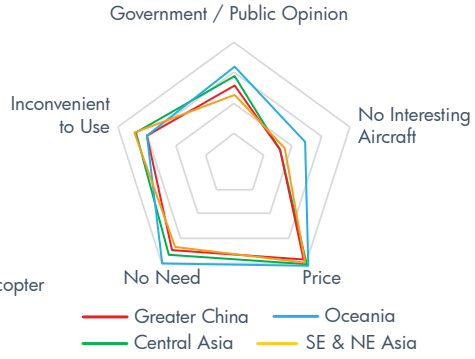
PURCHASE INTENTION - FIXED WING (OUTER IS PREFERRED)



PURCHASE INTENTION - HELICOPTER (OUTER IS PREFERRED)

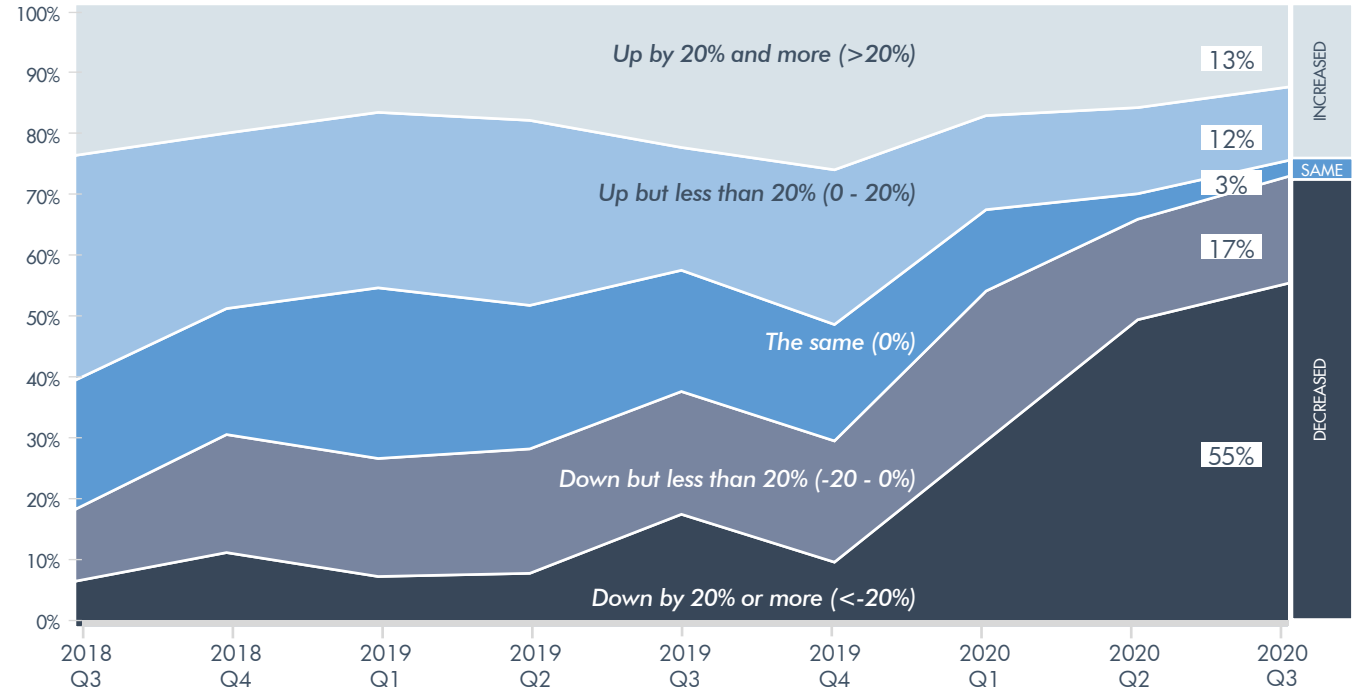


PURCHASE DECISIONS - INFLUENCING FACTORS (OUTER IS LIMITING)

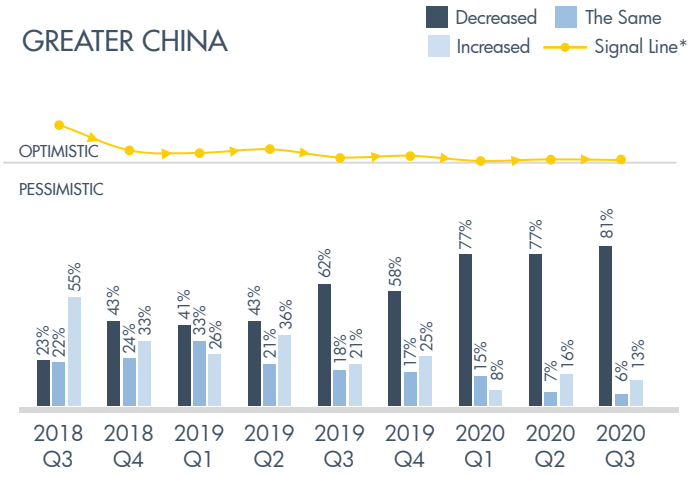


FLEET UTILIZATION

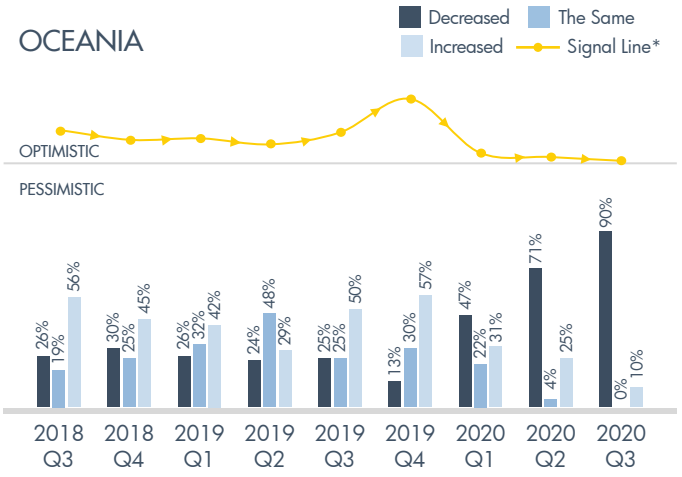
SUMMARY: AIRCRAFT UTILIZATION CHANGES COMPARED TO 12 MONTHS AGO



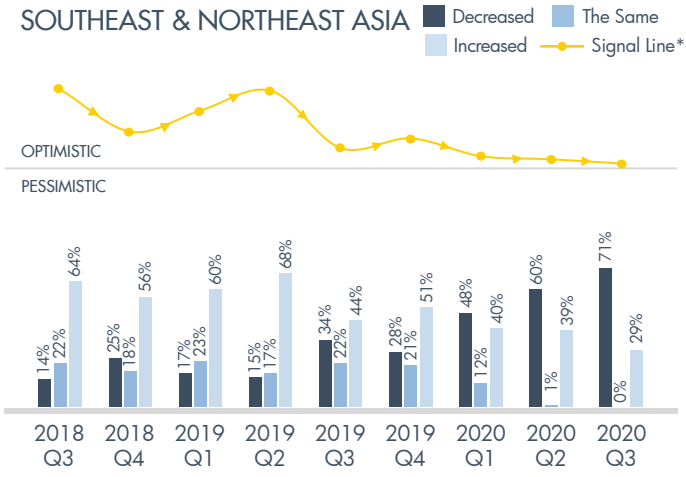
GREATER CHINA



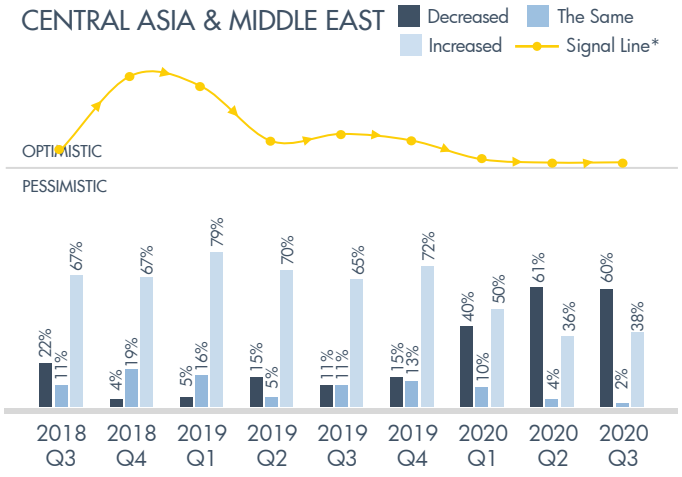
OCEANIA



SOUTHEAST & NORTHEAST ASIA



CENTRAL ASIA & MIDDLE EAST



** An Optimistic-Pessimistic Signal Line has been added to regional aircraft usage trend analyses for Greater China, Oceania and South and East Asia regions. An optimistic mood is derived from more people indicating 'higher' aircraft utilization compared with 12 months ago, while a pessimistic mood is derived from more people indicating 'lower' aircraft utilization compared with 12 months ago.*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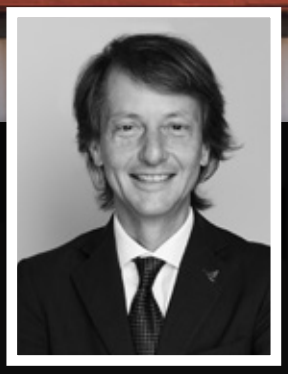

INTERVIEW: COMLUX AVIATION

ANDREA ZANETTO, CEO

Since 2003, Comlux has supported VIP clients through its business jet management division – Comlux Aviation. Elevating its service level, the division offers excellence through high standards of safety and quality. Leading Comlux Aviation is CEO, Andrea Zanetto – a 10-year veteran of the company - who spoke with Asian Sky Group about his journey in aviation, his vision for the management division, and supporting clients in challenging times.

WHEN DID YOU GET STARTED IN AVIATION?

I started to love aircraft very young; at 12 I was building my first aircraft models. At 18, I went to take my glider pilot licence and I decided to study aeronautical engineering at the university. My first job was at Embraer in Brazil in the aerodynamics section working on wind tunnel experiments. I joined the air transport world with a start-up charter company in Italy, working in the engineering department. I spent my days in the office and my nights in the hangars and on the ramp to learn more about aircraft and those involved in aviation. Eventually, I ended up at Comlux. In January 2011, I joined as CEO of Comlux Aviation.

HOW HAS COMLUX EVOLVED SINCE YOU FIRST JOINED?

Comlux started in 2003 in Switzerland as an aircraft management company of business jets. When I joined as the CEO of Comlux Aviation, the vision to create a one-stop-shop Group leader in the VIP Aviation was already in place and I had the opportunity to contribute to this development.

Comlux Aviation is the aircraft management and charter division of Comlux based in Malta, Europe. Since I joined, we have created new AOC like the successful in Aruba and developed the Malta and the Kazakhstan ones. We have welcomed 22 new aircraft types including wide bodies, long-range VIP aircraft but also small and mid-size jets for regional use, and we increased our worldwide operation footprint. More importantly, we increased our customer base by listening to them, understanding their needs and requirements, and providing bespoke solutions, customised to each customer profile.

> **"We increased our customer base by listening to them, understanding their needs and requirements, and providing bespoke solutions, customised to each customer profile."**

Comlux Completion is our completion and maintenance division, based in Indianapolis, US. Comlux Transactions is our aircraft sales & acquisition division based in Zurich, Switzerland.

The three divisions work seamlessly to provide customers the services that they need, whether it is about a new aircraft purchase, a new cabin or a refurbishment, the private or commercial operations of their aircraft, or charter solutions. The synergies among the three units allow the customers to get a single professional and efficient interface for all his/her needs in VIP aviation.

CAN YOU TELL ME MORE ABOUT THE MANAGEMENT DIVISION?

Comlux Aviation is headquartered in Malta and has three AOC: Malta, Aruba, Kazakhstan. We have commercial offices based in Malta, Zurich, Almaty, Hong Kong, Moscow, Dubai, Miami, to serve our customers' needs in their local regions and time zones.

We offer management services in complete and partial packages; catering to both private and commercial operations regardless of the type. Our goal is to provide solutions that are highly tailored to meet the clients' needs and desires.

Our Malta office houses all services in-house which allows for efficient and timely operations. Continuing Airworthiness Management, Dispatch and Flight Planning, Crew Control and Travel, Charter Sales and Client Services, and Finance are co-located at our headquarters.

We are particularly proud of our ability to seamlessly support operations from light and mid-size jets to wide-bodies. The foundation of our operation is a highly knowledgeable and technical team supported by a strong safety and compliance culture. Comlux Aviation is one of the few operators in the world approved as a Stage 3 IS-BAO Operator.

As of today, Comlux Aviation manages 22 aircraft: 12 types, 8 manufacturers.

- Airbus (ACJ330, ACJ318, ACJ319, ACJ320neo)
- Boeing BBJ (737, 767, 777)
- Bombardier (CL604/CL605/CL650, CL850, G6000)
- Dassault (Falcon 7X)
- Embraer (Legacy 650)
- Pilatus (PC-24)
- Sukhoi (SBJ-100)
- Textron (Hawker 900XP)

WHAT FACTORS SHOULD BE CONSIDERED WHEN SELECTING A MANAGEMENT COMPANY?

Full trust & understanding. Attention to detail and optimising costs. Efficient & digital reporting.

HOW HAVE YOU SUPPORTED YOUR CLIENTS THROUGHOUT COVID-19?

Our clients have looked initially for safe solutions for their crew and aircraft to be taken care of during the lockdown period. We launched actions defining rules for the crew to stay healthy and safe and adopting measures for aircraft either by hangarage or parking for maintenance or storage.

Regarding the travel needs of our customers, we have been supporting them in finding the most adequate travel plan and following-up with the changes in travel plans and restrictions put in place by each country. During each flight, our Crew carefully cleans the aircraft interior, wear masks and adopt the distanciation required to allow the passenger to maximize his/her personal space and comfort on board.

In terms of the charter business, we have supported several passengers repatriations and we also performed a high number of cargo flights thanks to our VIP wide-body fleet which is capable of carrying outstanding quantities of cargo in the aircraft holds.

VIP and Business Aviation have proven to be the right choice to stay healthy and safe while traveling during these challenging times.

Finally and most important, we are offering a unique upgrade by installing a ionization system which cleans the air from virus, bacteria and odors prior and during the flight. We have already some of our clients successfully making use of the system.

HOW HAVE YOU HAD TO ADAPT YOUR WAYS OF WORKING WITH CLIENTS THROUGHOUT THIS PERIOD?

Customers were asking all sorts of questions and we had to learn how to get the correct information, get the right answer, and take suitable actions. The team had to work much more for every single flight due to the new variables coming up almost every day. Also, we had to adapt to a temporary work from home during the lockdown, a new situation which was successfully managed through modern digital IT systems which were in place at Comlux for some time.

WHAT SETS THE COMLUX AIRCRAFT MANAGEMENT DIVISION APART FROM OTHER MANAGEMENT COMPANIES?

Our approach enhances the personalized service to each customer. Our human-size fleet allows us to consider each and every request individually and to be extremely proactive in providing solutions or alternatives. We have a continuous improvement approach to cost control and have a dedicated Procurement Director to negotiate in the best interests of our clients. Finally the safety standards we have put in place through our SMS and ISBAO stage 3 approval, our operation and financial transparency towards our customers make us different on the way we manage their assets and allow them to get the most of it.

WHAT ARE YOUR HOPES FOR THE FUTURE OF COMLUX?

Comlux has become a strong and mature player, ready for the next challenges of our markets. We foresee the opportunity to develop more in the regions where VIP and Business Aviation will make the difference. Specifically, Asia with growing needs to connect countries and people with immense territories.

www.comlux.com/aviation

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Singapore is a strategic point for us to enter the Asia Pacific market and the show has been a fantastic platform for us to meet with potential and existing customers..."

"We are very happy with the size of the show... and the great diversity of delegates that came to visit us – from different countries and industries; commercial and government entities, many of whom had specific problems that we could provide solutions for."

"The quality of visitors is great. We have been very impressed with...

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LIFE BEYOND THE PANDEMIC

THE CHALLENGE OF ADAPTING OR BECOMING IRRELEVANT

As the world entered the start of 2020, few could have imagined let alone foreseen the way in which the year would unfold. From the early stages of infection, the speed at which the coronavirus pandemic erupted across the globe resulted in unprecedented disruption to the global business landscape. While this led to an initial spike in charter activity for business aviation, the resulting challenges for the aviation sector as a whole have been well-documented. Organisations had to change at pace and with agility, as many of the previous ways of working were not fit for purpose. They were confronted with the very real challenge of adapting or becoming irrelevant, or worse still disappearing completely.

Yet as we now enter second half of the year, many organisations have increased their speed of decision making, accelerated their technological advances, embraced new or alternative ways of working and are engaging and collaborating with colleagues and customers in a new, more inclusive manner.

Over the past couple of months, we have had the opportunity to meet with a number of prominent General Counsels and members of the executive teams of both regional and multi-national corporations from across Asia, the Middle-East and Europe, across a wide variety of industries, including aviation. These discussions have provided first-hand insights into the ways in which organisations are dealing with, managing through and starting to emerge from the pandemic.

SUMMARY FINDINGS:

Whilst for many businesses the challenging economic environment is causing or starting to cause operational difficulties, what became clear from these conversations was a genuine (and in some ways) unexpected level of positivity about the future. This sentiment was largely shared from across industry and geography, and whilst it did differ slightly at organisational level, the following emerged:

- **Diversification** – most businesses are looking at some form of diversification – either through establishing completely new income streams or changing their focus to alternative ways of delivering the same services. However whilst several we spoke to reference stopping major investments, others are continuing to develop parts of their business where they have seen recent profitability. The view on discretional spend remains varied with some diverting funds to core strategic projects, whilst others continue with their pre-pandemic growth plans.
- **Business Confidence** – all are looking at the emerging 'next normal' with a level of confidence. Conversations have suggested confidence in their cash position with some suggesting that they are well positioned to take advantage of the current situation – hinting at an increase in acquisitions.
- **Workforce Management** – whilst for some there is a recruitment freeze, for others they are reporting a significant uplift in recruitment activity, with one respondent (in the shipping industry) commenting that they have not experienced such an increase in new hires for many years. None of those spoken to were, at the time, suggesting that redundancies were being considered. There is also an emerging view that in order to enhance organisation efficiencies, a degree of structural "flattening" will occur. This is as much to do with removing bureaucracy as it is in ensuring the appropriate deployment of labour.
- **Agile working** – there is a mixed view emerging on the future of working. Some are suggesting that they will embrace a more agile approach whilst others are expecting the "normal" office environment not to change. There are definite cultural differences and traditional/emerging sector splits in how this is being viewed.
- **Digitalisation** – for many the digital transformation journey had already commenced with a roadmap stretching over the next couple of years. Rather than dampening this strategic direction, organisations have accelerated their digital transformation, diverting funds and resources to enable rapid change. What digitalisation means though differs between organisations.

Whilst there was a fair degree of alignment on these areas, there were a number of additional points which reflected the different stages of business recovery – including the impact on supply chains, oil price decline, and labour availability as well as health and safety concerns.

Of these the most challenging, and potentially of greatest concern to the future business environment, was the reference made to the impact the pandemic was having, or at least starting to have, on entrepreneurs and start-ups. Whilst the start-up world remains buoyant, several references were made to the slow trickle of talent moving away from the more risk-facing start-up environment to roles in-company where those individuals had gained greater a sense of security. Whether this is a long-term change or one which we simply see as a direct impact from the pandemic is too early to tell. Either way, organisations should embrace these alternative thinkers and encourage them to develop innovation internally.

IN CONCLUSION

The word 'unprecedented' has been used almost continually during this year to describe the world in which we are living. Business leaders have needed to stand up, make some brave decisions and admit the failings of the organisations they lead, yet the world continues to operate. Of course we need to be mindful of the impact of further waves of Covid-19, and the business world will watch as markets react to the impact of these. As for the future?

In time what we remember about this passage of time will be as much about the resilience, and tenacity, of business as it will be about political reactions. Taking a moment to reflect not only on the current business but those around us will prove invaluable to ensure that should we be faced by such a challenging environment again, business continuity plans can be dusted off, revisited and re-used.

The business world is at a critical decision point. It would be easy to simply to turn left and revert to what was; but to turn right, and direct efforts to embrace a world where agility and pace goes hand in hand with ambiguity and risk could, for those prepared to take it, result in new or alternative opportunities.

Finally, what emerged from our discussions was a growing level of optimism that there is light at the end of the tunnel, but it is also inevitable that this optimism will not be shared by all businesses as the true cost of the pandemic is realised in the times ahead. Business aviation, like commercial aviation, has faced a tough few months, with the focus currently on liquidity. While some businesses will inevitably face difficulties, for others there will be opportunities.

What the next normal will look like, and whether business will indeed take the opportunity to change direction or revert to the previous norm, remains unclear. However there is a sense that the business world is gearing up to emerge ready and capable to deal with the opportunities of life beyond the pandemic.

If you would like a copy of the full research paper, please contact Chris O'Callaghan, Director of HFW Consulting at *chris@hfwconsulting.com.*

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CHRIS O'CALLAGHAN
Director of Consulting
D: +44 (0)20 7264 8775
E: chris@hfwconsulting.com

AIRCRAFT SPOTLIGHT: HONDAJET ELITE

In December 2003, the Honda Aircraft Company took itself to new heights with the first flight of its own Honda HA-420 HondaJet. The compact business jet joined Honda's range of products for land and sea, a vision that was 30 years in the making for the company. After years of research and development, the first HondaJet was delivered to a European buyer in 2016.

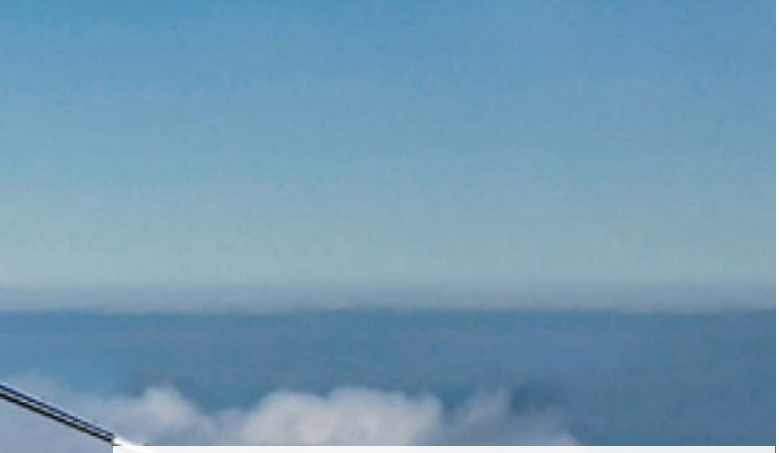
The original HondaJet was advertised as the fastest, highest-flying, quietest, and most fuel-efficient jet in its light jet class. The aircraft came to market featuring three distinct characteristics intended to make the HondaJet the most efficient aircraft available.

One of its most prominent features is the Over-The-Wing Engine Mount (OTWEM) configuration, said to reduce aerodynamic drag, which ultimately leads to faster flight speeds and greater fuel efficiency. This is unlike the engine of most business jets, where the engine is located at the rear of the fuselage. An additional advantage of this unique feature is the allowance of more cabin space – making the HondaJet one of the roomiest of its class with the largest baggage capacity.

Another distinct characteristic is the Honda-developed Natural Laminar Flow (NLF) Wings and Nose design. The laminar flow, which is essentially the flow of uninterrupted air streaming from the noise to the wings, contributes to reduced wind drag even at high speeds and is also a contributing factor in the speed and fuel efficiency.

The HondaJet also incorporates a composite fuselage, unlike the traditional aluminum fuselage of most business jets. Another factor in fuel efficiency and increased cabin space, the composite fuselage also translates to a reduced manufacturing process.

> **"Another distinct characteristic is the Honda-developed Natural Laminar Flow (NLF) Wings and Nose design."**



In May 2018, the HondaJet Elite was unveiled. The Elite model incorporates the original, key innovations – the OTWEM configuration, the Natural Laminar Flow design , and a composite fuselage. In addition to these original technologies, the Elite is further defined enabling the aircraft to fly farther with less noise pollution. Powered by the GE Honda Aero Engines HF120 producing over 2,000-pounds of thrust, the Elite can fly 1,437 nautical miles (2,661 km) and has a maximum cruising altitude of 43,000 feet (13,106 miles).

The ergonomically designed cockpit is enhanced with more safety features and a customized Garmin® G3000 avionics suite, which includes three 14.1-inch high-definition displays and two touchscreens. In the cabin, passengers can enjoy a full-service galley, a private lavatory with optional belted seat and the exclusive Bongiovi sound system. The cabin seats four passengers, which are each set on a ball-joint system, enabling the seats to be easily moved forward, backward and sideways. Cabin controls are also left up to the passengers with a touchpad controller, making it easy to control lights, audio, climate and more.

The price of the HondaJet Elite is around US$5.2 million. Owners can choose one of three exterior colors: Ice Blue, Monarch Orange, or Ruby Red.

SPECIFICATIONS

PERFORMANCE	
MAXIMUM CRUISE SPEED @	422 KTAS
FL300MAXIMUM CRUISE ALTITUDE	FL430
RATE OF CLIMB	4100 FT / MIN
NBAA IFR RANGE (4 OCCUPANTS)	1437 NM
TAKEOFF DISTANCE	<3500 FT
LANDING DISTANCE	<3000 FT
ENGINES	
MANUFACTURER / MODEL	GE HONDA / HF120
OUTPUT (UNINSTALLED THRUST)	2050 LBF EACH DERATED FROM 2095 LBF EACH
BYPASS RATIO	2.9
EXTERIOR DIMENSIONS	
LENGTH	42.62 FT [12.99M]
WING SPAN	39.76 FT [12.12M]
HEIGHT	14.90 FT [4.54 M]
INTERIOR DIMENSIONS	
LENGTH	17.80 FT [5.43 M]
WING SPAN	5.00 FT [1.52 M]
HEIGHT	4.83 FT [1.47 M]
BAGGAGE SPACE	
COMBINED STOWAGE AFT COMPARTMENT NOSE COMPARTMENT	66 CUBIC FT 57 CUBIC FT 9 CUBIC FT
CONFIGURATION	
TYPICAL CONFIGURATION ALTERNATIVE CONFIGURATION	1 CREW + 6 PAX (2 CREW + 5 PAX) 1 CREW + 7 PAX (2 CREW + 6 PAX)

The first deliveries of the HondaJet Elite were made in December 2019, after the aircraft received its type Chinese certification from the Civil Aviation Administration of China (CAAC) in August 2019. HondaJet sales support in China is provided by Honsan General Aviation Co., Ltd.

SPECIAL FEATURE

ASIA-PACIFIC FLIGHT ACTIVITY 2020 JAN-AUG

WINGX is a data research and consulting company, which provides actionable market intelligence to the global business aviation industry. Our interactive web-hosted dashboards provide our customers with the data-visualization they need to stay alert to market trends, keep tabs on market share, identify competitive threats and spot new sales opportunities. WINGX customers include aircraft operators, airframe, engine and avionics OEMs, airlines, maintenance providers, airports, fixed-based operators, satcom providers, fuel providers, legal advisors, leasing companies, banks, regulators, investors and private jet users.

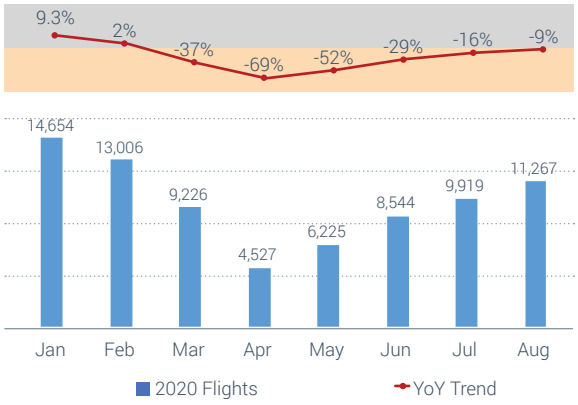
For further information and a free demo of our dashboards, please contact: Richard or Christoph at office@wingx-advance.com

WINGX Data Source: ADSB and ATC

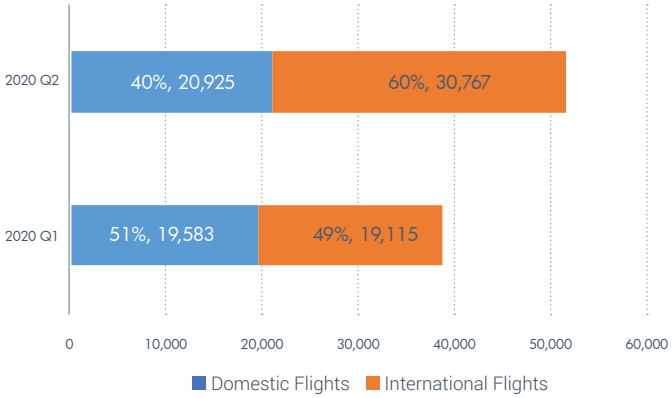
DATA BY WINGX

ASIA PACIFIC BUSINESS JET FLIGHT ACTIVITY
JANUARY 2020 - AUGUST 2020

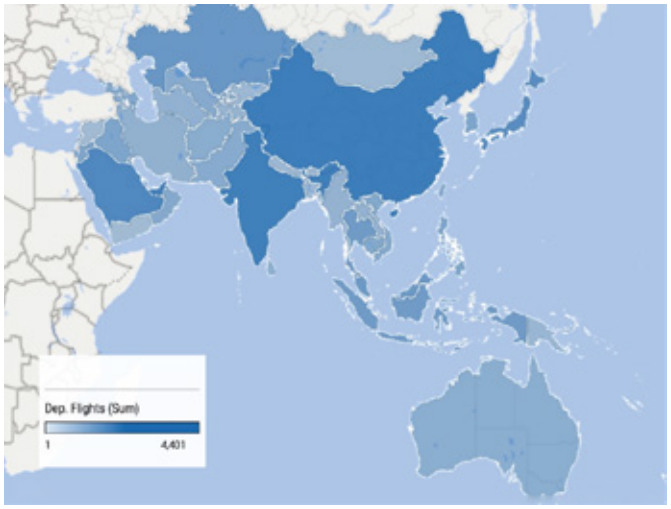
TOTAL FLIGHTS FROM APAC (DEPARTURE + ARRIVAL FLIGHTS)



INTERNATIONAL FLIGHTS VS. DOMESTIC FLIGHTS

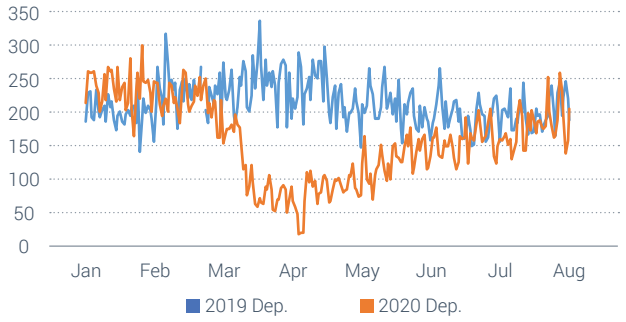


2020 JAN-AUG BUSIEST REGIONS (DEPARTURE)

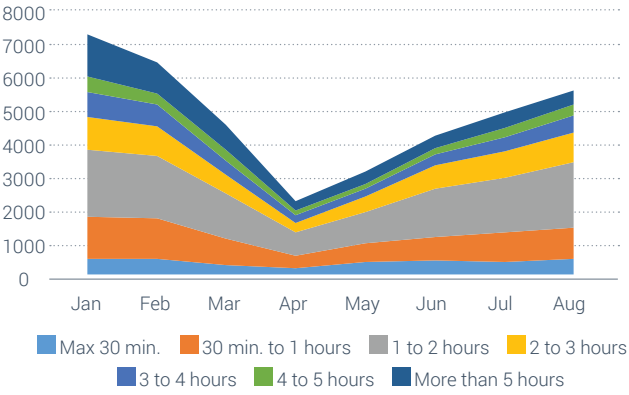


DEPARTURE AREA	FLIGHTS	YOY GROWTH RATE
Mainland China	4401	-32%
India	4241	-11%
United Arab Emirates	3892	-11%
Saudi Arabia	3327	-33%
Japan	2782	-18%
Israel	1905	-36%
Kazakhstan	1849	-5%
Hong Kong	1638	-15%
Malaysia	1619	-25%
Thailand	1399	-9%

DEPARTURES BY DATE



FLIGHT DURATIONS



With the third quarter of 2020 just concluding in August, the total number of business aviation flights departing from the Asia-Pacific region since January was 38,698; declining by 25%, compared with the same period in 2019. With the Covid-19 pandemic worsening globally in Q2, there was a dip in activity coinciding with a series of travel quarantines. By the end of Q2, business aviation flight activity recovered with flights in APAC increasing each month since Q2: from 9,919 in July to 11,267 in August.

The Covid-19 situation in Mainland China improved during Q2, which led to Mainland China's position as the top business aviation market in APAC from January to August.

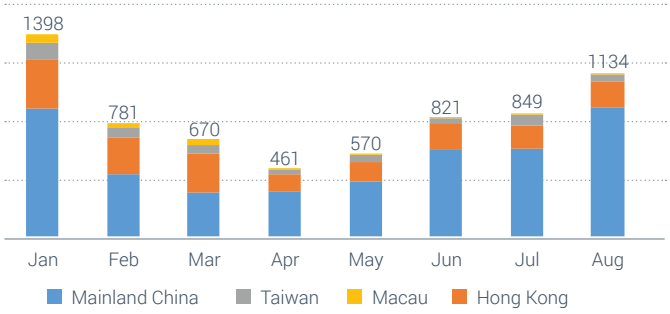
Over the past eight months, the proportion of domestic flights was higher than international flights. APAC countries have, for the most part, opened up their economies, and consequently, tourism has seen a boost. Short-range flights within 2 hours now make up the majority of the business aviation activity, accounting for 58%.

*Changes in May to June flight activity reflect the use of additional data sources by WINGX and, thus, more accurate flight activity numbers. January to August numbers used in this analysis represent the latest data as of September 2020.

** Unless otherwise noted, all numbers are compared on a year-on-year basis.
*** Oceania flight traffic consists only of flights arriving into Asia.
Data Source: WINGX

TOP AVIATION HUBS' PERFORMANCES

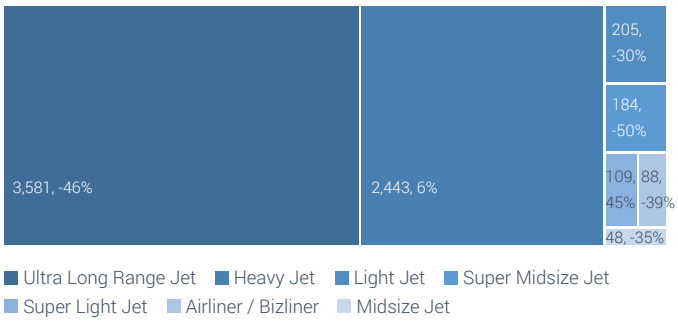
GREATER CHINA PERFORMANCE 2020 JAN - AUG



There were a total of 6,684 business jet departures in Greater China until the end of August 2020, falling 32% compared with the same period of 2019.

During these eight months, 4,401 flights departed from Mainland China in total. Flights departing from Hong Kong fell 15%, flights from Taiwan fell by 48%, and flights from Macau shrank significantly by 68%.

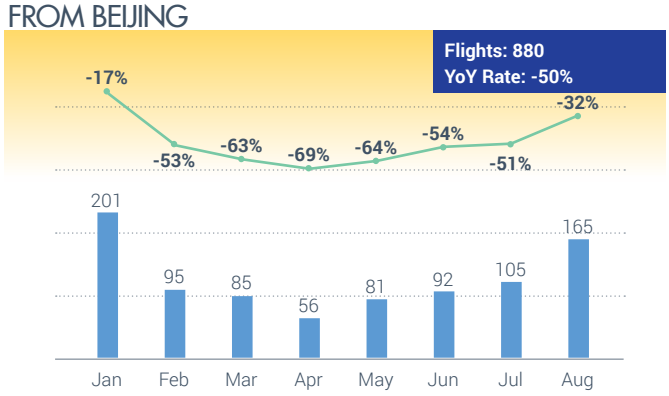
GREATER CHINA FLIGHT ACTIVITIES BY SIZE CATEGORY



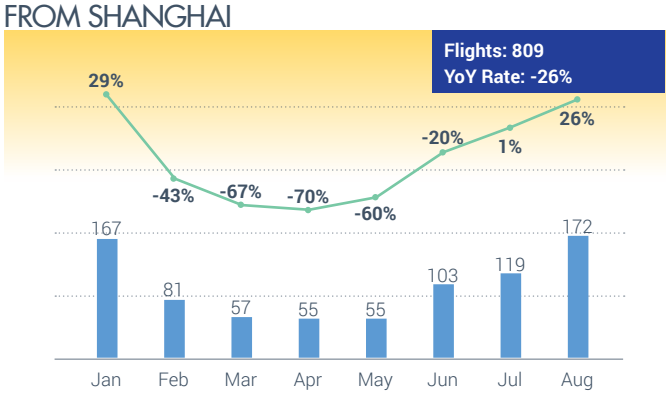
Flights utilizing ultra-long-range jets saw a significant decline during this period, falling more than 70%, however, the utilization of large-cabin jets only declined by 14%. This is attributed to the role of medical and cargo flights in the time of Covid-19. In the super-light jet category, the number of flights was up 45%, with the use of the Cessna-Citation Excel/XLS models contributing to the increase.

2020 JAN-AUG DEPARTURE BY CITY

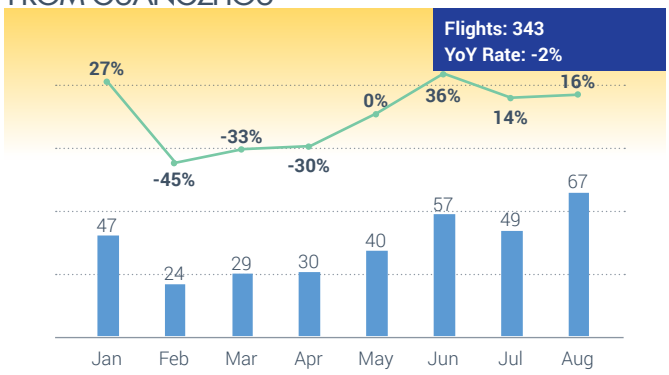
FROM BEIJING



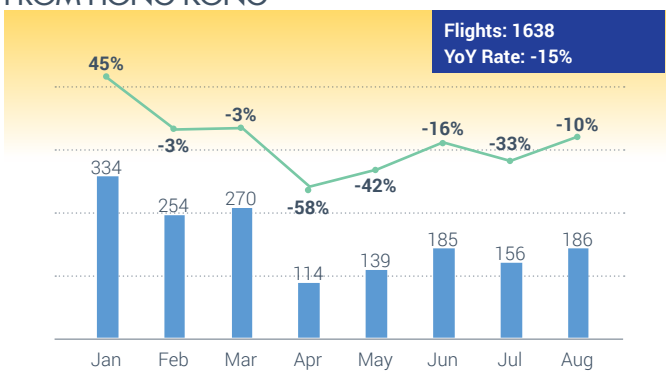
FROM SHANGHAI



FROM GUANGZHOU



FROM HONG KONG



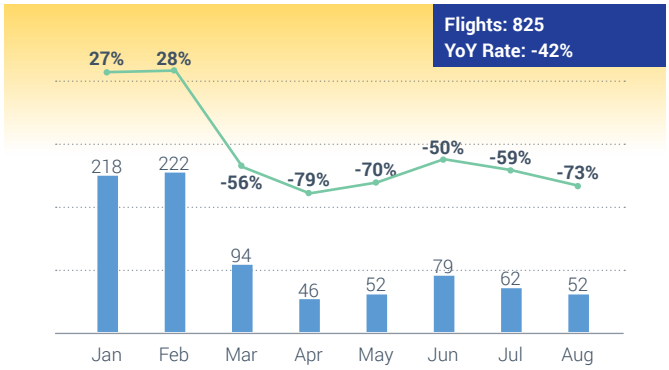
During the Covid-19 period, the key transport hubs in Mainland China - Beijing, Shanghai, and Guangzhou - saw a substantial drop in the first four months. May saw the overall market edge further towards recovery.

Since the outbreak of the third wave of Covid-19 in Hong Kong in mid-July, a number of social distancing rules were put in place by the government to prevent the spread of the virus. Flight activity in July saw a sudden drop, falling by 33% YoY.

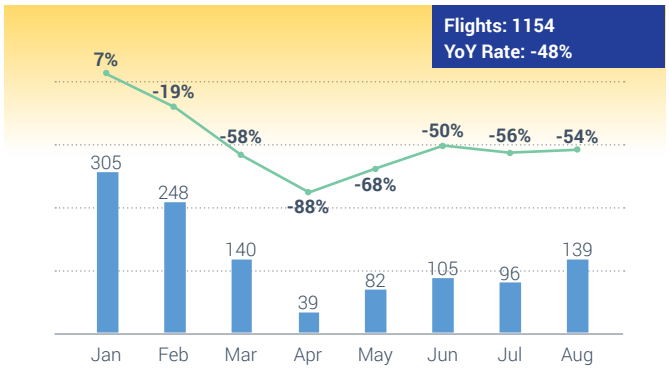
* Unless otherwise noted, all numbers are compared on a year-on-year basis.
Data Source: WINGX

2020 JAN-AUG DEPARTURE BY CITY

FROM TOKYO



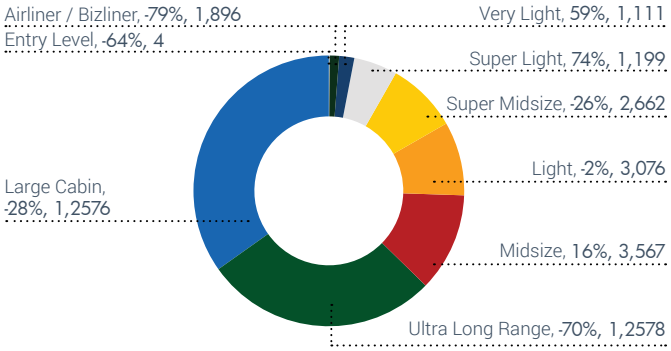
FROM SINGAPORE



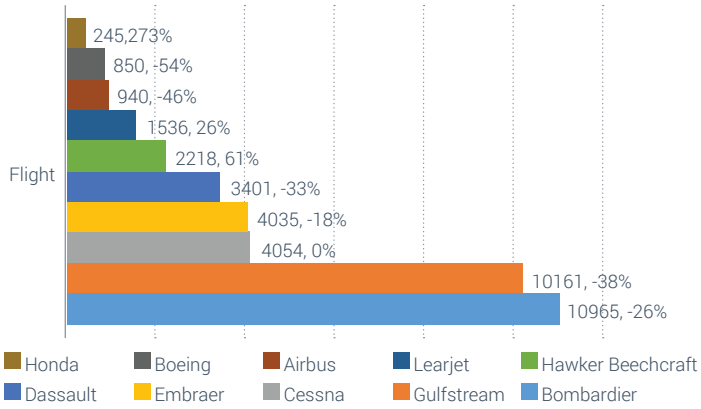
Japan has also been seriously affected by the pandemic. The total number of flights departing from Tokyo during these eight months was 825, falling by 42%. Coronavirus cases in Japan started to surge again in June and July. As of August 18th, there were 243 severe cases, a threefold increase compared to the beginning of the month. Departures from Singapore were down 48%, compared to the same period in 2019.

2020 JAN-AUG ASIA PACIFIC BUSINESS JET FLIGHT ACTIVITIES

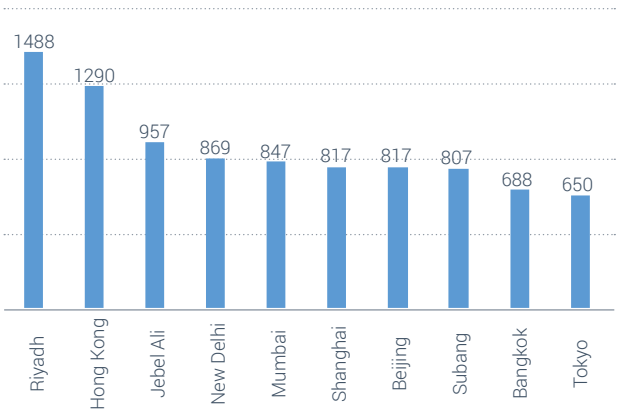
TOTAL FLIGHT ACTIVITIES BY SIZE CATEGORY



TOP OEM PERFORMANCE COMPARISON YOY%



TOP 10 DESTINATIONS



In terms of business jet activities by OEM: Bombardier and Gulfstream still dominate the business aviation market, with a total of 21,126 flights.

Activity in the ultra-long-range and large-cabin categories account for 66% of the regional business jet movements. However, the mid-size and super light-size categories showed strong growth.

Hong Kong became the second top aviation hub in the Asia-Pacific region throughout this eight month period, with 1,290 flights arriving into Hong Kong.

* Unless otherwise noted, all numbers are compared on a year-on-year basis.
Data Source: WINGX

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PRE-OWNED MARKET ANALYSIS

EMBRAER PHENOM 300

MODEL INTRODUCTION

Embraer's Phenom 300 is known as one of the best-selling light jets on the market. The Brazilian aircraft manufacturer developed the model to accommodate owners and operators who enjoyed the very-light Phenom 100, but also wanted something slightly larger. Thus, the 300 was born – making its first flight in 2008 and its first delivery in 2009. Since then, the aircraft has been delivered to over 530 owners and operators around the world, in addition to being deemed one of the most successful business jets of the 2010s.

The Phenom 300 is known for its performance, comfort and technology, made even better with the introduction of the 'enhanced' Phenom 300E model in 2018 and a further update to the 'E' model in 2020.

The latest update delivers a high-speed cruise of 464 knots and a five-occupant range of 2,010 nautical miles with the capability of reaching Mach 0.80 speeds, making it the fastest and longest-range of a single-pilot business jet. The Phenom 300E is powered by PW535E1 engines (replacing the PW535E turbofan engines of the original model), with thrust increased to 3,478 lbf (from 3,360 lbf).

In the cockpit, the 300E boasts improved avionics with the Garmin G3000 Prodigy Touch Flight deck. One of the more notable features is the Runway Overrun and Awareness Alerting System (ROAAS), designed to act as an additional pilot and warns if the aircraft's approach is too steep or too fast, increasing situational awareness; a useful feature for the aircraft particularly as the cause of many light jet accidents are long landings and overruns. This technology has been patented by Embraer and is said to be a first in business aviation. Additional features in the cockpit are predictive wind shear, warning pilots of wind shear conditions, and Emergency Descent Mode, as well as pilot and co-pilot seat tracking that's close to 40% more, thus providing more legroom in the cockpit.

In the cabin, passengers can now enjoy even quieter travel as noise-reduction improvements have been made to reduce high-frequency noise. Also, a brand-new premium interior option is available, known as Bossa Nova – inspired by the sidewalks of Rio de Janeiro.

MODEL COMPARISON

Model	Phenom 300
Production Period	2008 - 2019
Engine Type	PW535
Engine Thrust (lb)	3,360
Maximum Range (Long-Range Cruise) (nm.)	1,974
Maximum Take-off Weight (lb)	18,497
Normal Cruise (kts)	430
Passengers and Crew	7 Pax / 2 Crew
Cabin Width (FT.)	5.08
Cabin Height (FT.)	4.92
Cabin Length (FT.)	17.17
Cabin Volume (CU.FT.)	324
Total Variable Cost/Hour	2,740

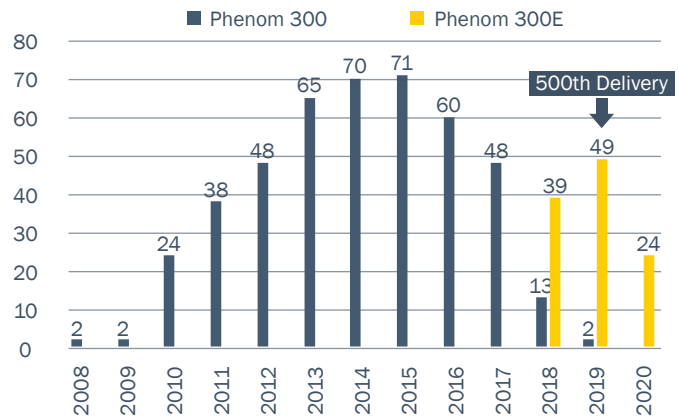
Data Source: Conklin & de Decker

FLEET DISTRIBUTION

Since its maiden flight, the Phenom 300 has enjoyed excellent reception in the marketplace and in March 2019 was delivered to its 500th customer. Since 2013, Embraer has delivered over 60 units every year.

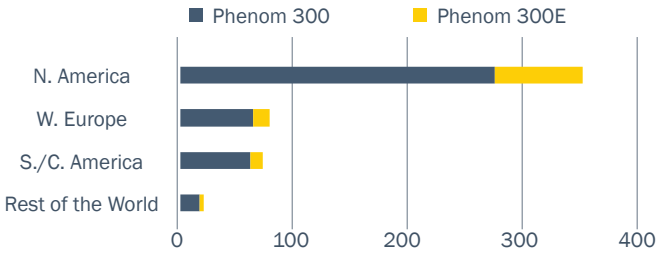
The top 5 countries operating the Phenom 300 are the US, Brazil, Germany, Portugal and France, operating a combined 88% of the worldwide fleet. In the Asia-Pacific, the Phenom 300 is not as popular with only 10 aircraft (2 Phenom 300E) models, which reflects the regional preference of large cabin. Though this is a perfect aircraft for short-haul flights, the Phenom 300's smaller cabin and limited luggage capacity likely do not satisfy the needs of Asia-based end users – who usually fly long-haul, international routes.

DELIVERY & AGE DISTRIBUTION



The United States has over 370 Phenom 300 models currently in operation. And its top operators like NetJets, are noteworthy for their fractional ownership program and leasing / Jet Card programs, which make use of light-size jets, such as the Phenom 300. Currently, NetJets operates over 80 Phenom 300s in North America, making it the largest Phenom 300 operator in the world.

REGIONAL DISTRIBUTION



TOP 5 OPERATING COUNTRIES

	Total Fleet	Average Age (years)
United States	372	3.8
Brazil	63	3.9
Germany	31	3.8
Portugal	17	4.1
France	11	4.2
% Total Fleet	**88%**	

Data Source: Amstat

PRE-OWNED MARKET ANALYSIS

Over half of the Phenom 300 models in operation have been used for over 5 years, which means the pre-owned market is now alive and active. Since early 2018, we have seen the inventory value (total market value of fleet for sale) of the pre-owned Phenom 300 begin to increase from US$100M to the current value of over US$250M. The number of aircraft for sale has increased from around 15 in 2015 to nowadays over 30 on market and publicly for sale.

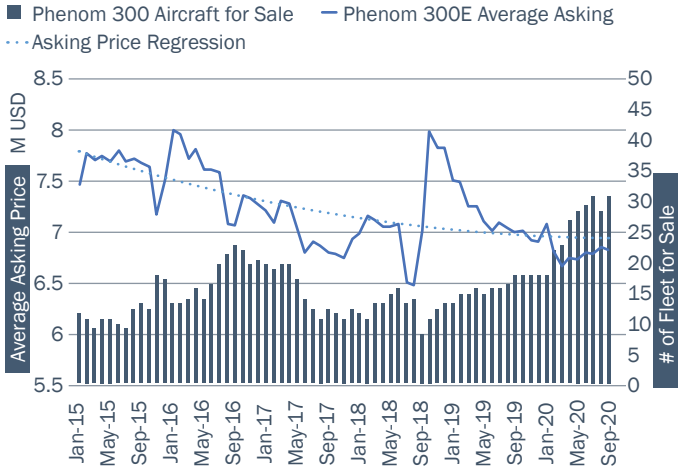
Currently, the fleet of Phenom 300/E model on market for sale represents 6.3%/1.8% of the total fleet. The inventory level is below the market average (7-8%). According to Amstat, many owners/operators upgraded to the Phenom 300 from their Phenom 100, or Pilatus PC-12 models. And, many will consider selling their Phenom 300 for an upgraded 300E model or other Legacy models.

The market demand for Phenom 300 currently is strong and stable; each month since 2015 there have been 3-5 transactions completed. However, as more Phenom 300 options are available on market, it now takes a bit longer time to sell. Thus, the average days on market has increased to around 250 days.

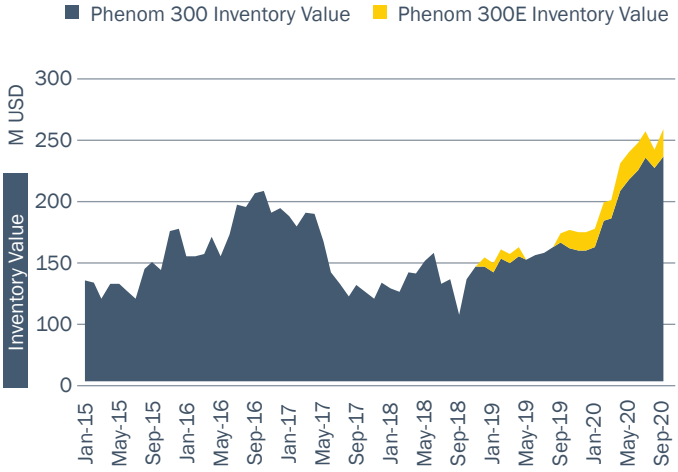
CURRENT MARKET SNAPSHOT

	For Sale	% of Total Fleet	Average Days on Market
Phenom 300	28	6.3%	265
Phenom 300E	2	1.8%	104
Combined	30	5.4%	256

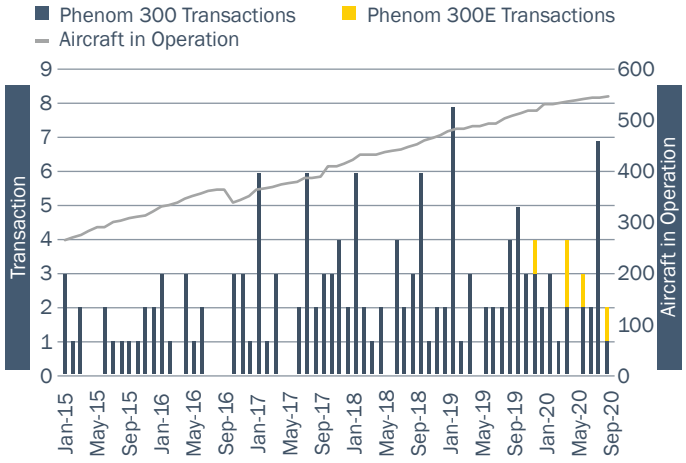
PHENOM 300 AVERAGE ASKING PRICES & FLEET FOR SALE



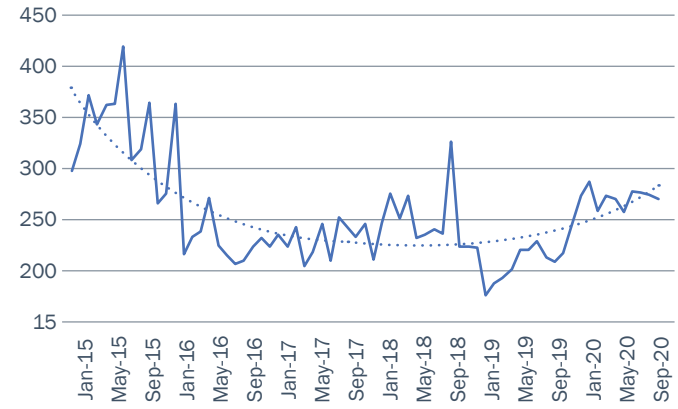
INVENTORY VALUE TREND



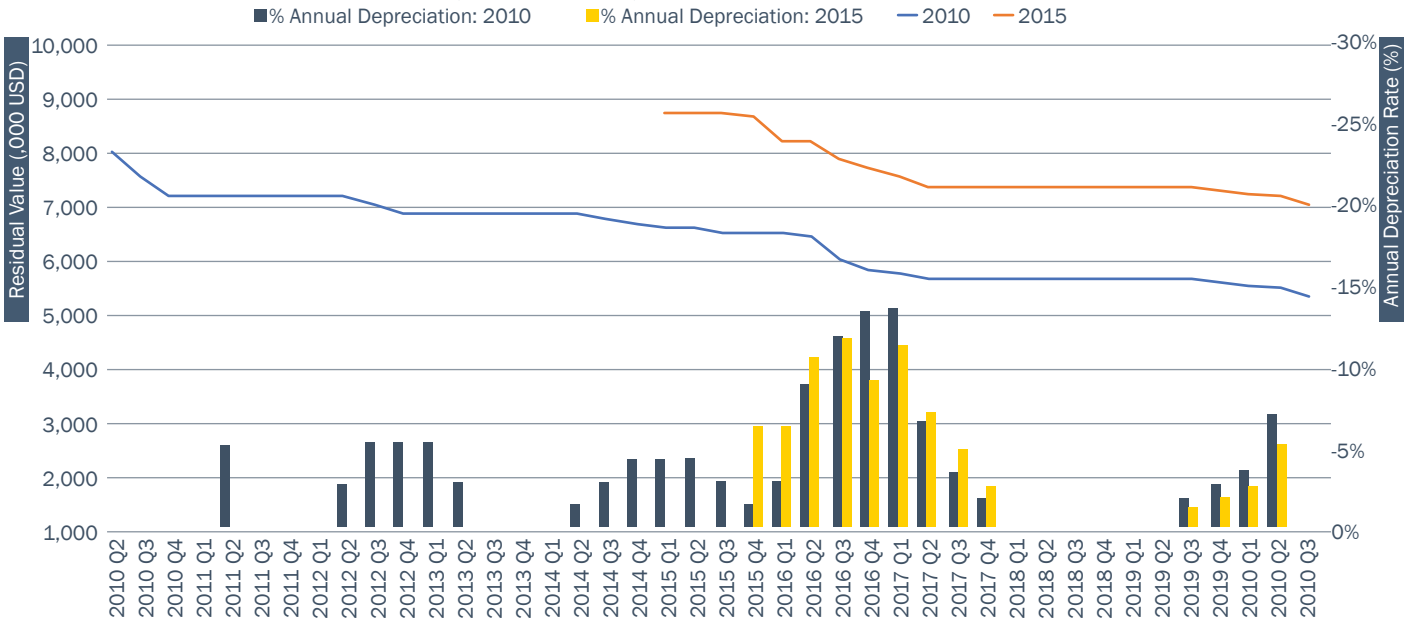
MARKET TRANSACTIONS

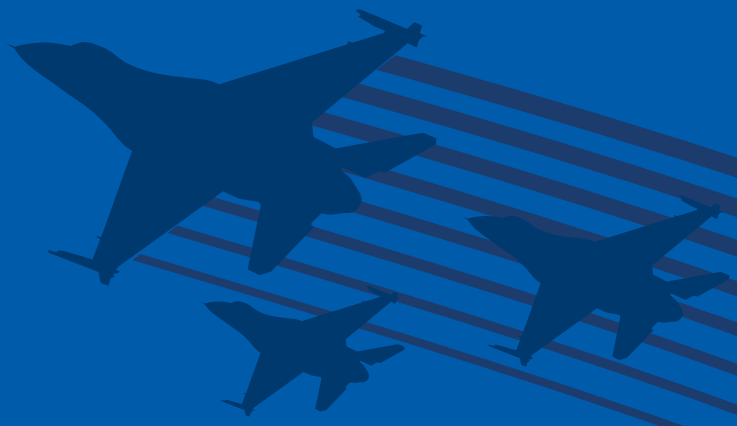


DAYS ON MARKET



VALUE DEPRECIATION: PHENOM 300 (2010 VS. 2015)





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Q2 2020 – GLOBAL MARKET UPDATE

GLOBAL JET CAPITAL

2020 started off on a stable path. Overall transaction dollar volume was up compared to 2019, and inventories were increasing – but only gradually. However, as COVID-19 spread and social distancing measures were implemented, the industry entered a forced hiatus. Flight operations dropped off, OEMs disrupted production and deliveries to protect their workforces, and pre-owned transactions slowed as simple acts like viewing an aircraft became complicated. Following year-over-year lows for almost all key metrics in April, flight and transaction activity increased through the quarter, although they remain low when compared to 2019.

- After dropping 75 percent year-over-year in April, flight operations have gradually improved through Q2 2020. Flights in May were down 51 percent from a year earlier and June flights were down 24 percent, a very positive trend. Overall, Q2 2020 flights were 50 percent lower than Q2 2019.
- Following a strong 2019 and a highly disrupted first half of 2020, the major OEMs have seen a collective 9 percent Q2 year-over-year decline in backlog. Despite this drop-off, overall backlog remains just under $30B, which represents a strong position for the industry.
- New and pre-owned transactions for the quarter were down 36 percent by unit volume and 37 percent by dollar volume versus the same period last year. Following a low in April, transactions did pick up month-over-month through Q2.
- Despite low transaction volume, the number of aircraft listed for sale remained stable throughout the first half of 2020, resulting in only gradual increases in inventory.
- Unlike in the financial crisis of 2008, there has not been a substantial systemic decline in aircraft residual values during the early stage of the COVID-19 pandemic. Uncertainty has reduced reliable data and kept both buyers and sellers on the sidelines. As people gain confidence, buyers will return to the market and may further stabilize prices.

Despite all major indicators trailing 2019 levels and a general sense of uncertainty, month-over-month improvements throughout the second quarter provide rationale for cautious optimism regarding the future state of the business aviation market.

Special Feature on the Global Economy

The following commentary comes from Jason Thomas, Managing Director and Head of Global Research for The Carlyle Group.

1. The global economy took another step forward in July. Aside from a conspicuous virus-related drop in U.S. household spending, virtually every other Indicator we construct from portfolio company data improved this month, albeit at uneven rates across industries and geographies. Relative to June, nearly 85% of the Indicators either strengthened or remained on the same trajectory.

2. The U.S. Commerce Department estimates that the U.S. economy contracted at a -33% annual rate in Q2-2020. This number shouldn't be taken too seriously. Average U.S. GDP during Q2-2020 was -9.5% below year-ago (Q2-2019) levels and -10.6% below the Q4-2019 business cycle peak, roughly consistent with the -11% drop estimated from our data. Annualizing quarterly changes in activity provides a sense of the annual growth rate that would be obtained if the economy remained on the same trajectory for the next nine months. Obviously, such extrapolation is inapt in this circumstance given that the lockdown-induced contraction ended at the start of May.

3. Averages, in this case, can also be misleading. "Experiences" spending on travel, tourism, live events and lodging remains massively depressed and took a step back in July due to heighted consumer risk aversion and a partial rollback of reopening in several states. After two months of recovery, U.S. passenger enplanements declined in July and finished the month down -78% relative to year-ago levels. Rising coronavirus caseloads also slowed the recovery in hotel occupancy rates (45% of rooms occupied in July; and seated dining, with month-end traffic down -60% year-over-year. A large and growing share of "temporary" business closures have now become permanent. Thankfully, new cases in the U.S. seem to have stabilized, with clear signs that the epidemics raging in Arizona and Texas have begun to wane.

4. On the other side of the divide are industries that have either rebounded since April or never experienced a decline in the first place. Health care spending, which accounted for one-third of the Q2-2020 contraction in GDP due to the sharp decline in "elective" surgeries and medical procedures and visits to dentists and doctors' offices, continues to rebound, with revenues and staffing nearly back to pre-pandemic levels. Residential real estate has responded to the drop in interest rates with construction materials orders up 3x from their March lows. Even energy development spending, which remains depressed relative to pre-pandemic levels, showed signs of life in July with a statistically significant improvement relative to June even as renewed lockdowns caused overall U.S. gasoline demand to fall in July.

5. The global information technology sector avoided contraction in Q2-2020 with staffing needs and revenue expectations largely unchanged from January amid exponential growth in demand for communications equipment and software. The strength of business-to-business software and related services has also kept overall U.S. business spending well above levels that would be implied by tangible business equipment orders. IT's strong performance partially explains the apparent disconnect between fundamentals and asset prices, as the industry's contribution to U.S. stock market indexes (and broader investment opportunity set) is nearly twice the size of its contribution to U.S. GDP.

6. According to EuroStat, the euro zone economy contracted by -12% in Q2-2020 (not annualized), with average GDP in the quarter -15.3% below the Q4-2019 business cycle peak. It is no surprise that the initial drop in GDP was much greater in Europe than the U.S., as more draconian lockdowns resulted in steeper declines in fuel consumption. But, as we highlighted last month, Europe seems poised to outperform for the rest of the year with few signs of any of the virus-related setbacks observed in the U.S.

7. Fuel consumption increased by 9% in Europe in July, defying the drop observed in the U.S., while retail and restaurant foot traffic rose by 10% to 20%. The rebound in foot traffic did nothing to dent online sales, which continue to grow at impressive rates. Industrial orders also continue to rebound, with overall volumes now down just -4% relative to year-ago levels.

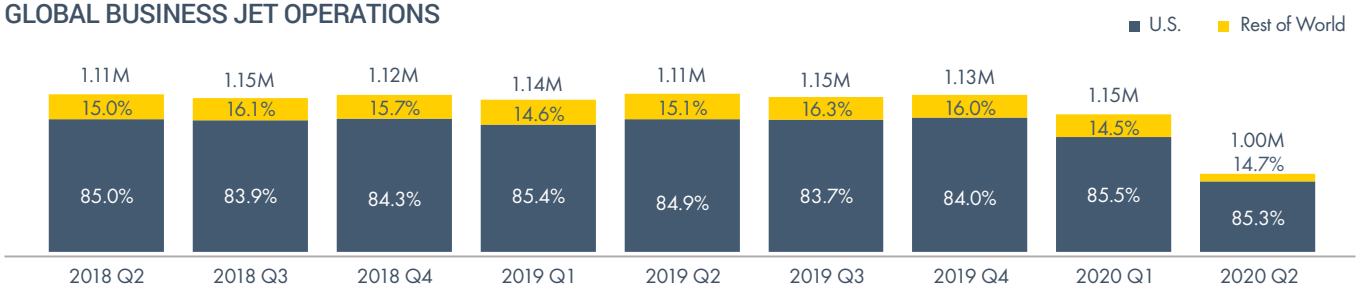
8. Despite these encouraging signs, it is worth noting that overall retail sales showed no signs of sequential improvement in July, with year-over-year sales down -2%, roughly unchanged relative to June. Average spend per visitor declined this month, as the initial pent-up demand showed signs of ebbing. The 40% to 50% occupancy rates will also take a toll on southern Europe where tourism accounts for 15% to 25% of GDP, with much of it concentrated in Q3-2020. Spain's economy entered Q3-2020 down -22% relative to year-ago levels.

9. We observed blistering sequential growth in India over the past two months, with logistics volumes and overall goods movement rising well above year-ago levels after falling by nearly -80% during the country's lockdown.

10. After two months of disappointment, Chinese retail sales and foot traffic both rose in July. Consumer spending finished the month down -5% year-over-year, compared to -8% in Q2-2020. Foot traffic rebounded even more, finishing July down -5% relative to -20%, on average, in Q2-2020. Auto sales also rose and have now averaged 6% annual growth since April. Industrial orders remain above year-ago levels and property development spending strengthened this month.

FLIGHT OPERATIONS

GLOBAL BUSINESS JET OPERATIONS

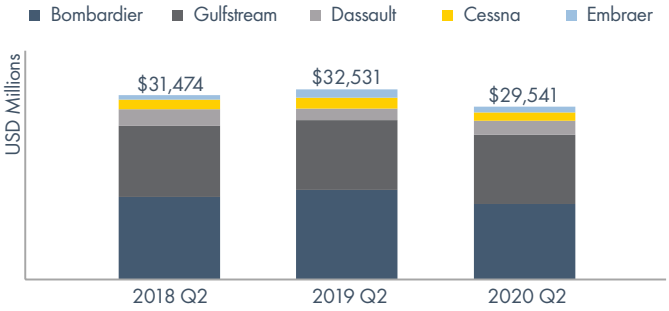


Global business jet flight operations (defined as a takeoff and landing by the FAA) appeared to continue their steady growth from 2019 into early 2020, increasing 1.2 percent year-over-year in January and February. However, the outbreak of COVID-19 disrupted global flight operations, leading to a 9.7 percent year-over-year decline for the quarter. Flights dropped by 75 percent year-over-year in April. However, by May flights began to recover, increasing 97 percent from the low point in April. Flights were still 51 percent lower than in May 2019. June flights increased 45.2 percent from May and were down 24.2 percent from June 2019. Overall, Q2 2020 flights were 50.4 percent lower than Q2 2019.

The recovery in business jet flights is largely being driven by charter and fractional operators, who are seeing demand from new customers to the business jet market looking to avoid potentially crowded airports and commercial airlines. Many business jet operators have implemented "nocontact" flights for their passengers, while there can be up to 700 touchpoints on a commercial flight.ii Barring further outbreaks of COVID-19, flight operations are expected to continue to increase.

OEM BACKLOGS

Q2 BACKLOG AT MAJOR BUSINESS JET OEM'S

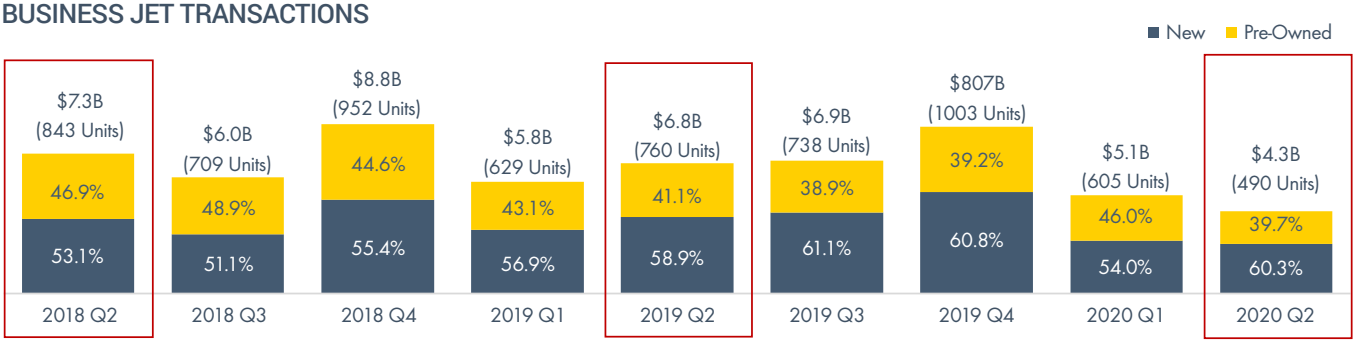


Backlogs at major business jet manufacturers declined 9.2 percent in Q2 2020 as companies dealt with the COVID-19 pandemic and ensuing social distancing policies. Most manufacturers had a difficult time closing deals since potential customers could not meet with company representatives or inspect aircraft. Even as markets began to open, interest has been stable, but sales remain difficult to close due to travel restrictions. This has resulted in lower backlogs for most OEMs. On a company level, some OEMs, such as Dassault and Gulfstream, were more stable than others, primarily due to strong performance in 2019.

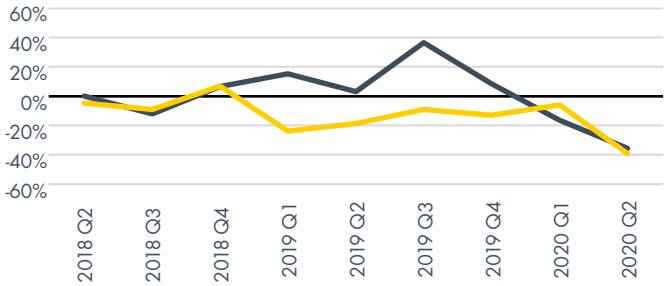
In the near term, orders for new aircraft will likely remain low as a result of COVID-19 and the efforts to contain it, putting downward pressure on backlogs. At the same time, manufacturers, which were in a strong position at the end of 2019 following high orders for new models, have not experienced a rash of cancellations. Furthermore, reduced production levels could stabilize backlogs despite lower order intakes.

TRANSACTIONS

BUSINESS JET TRANSACTIONS



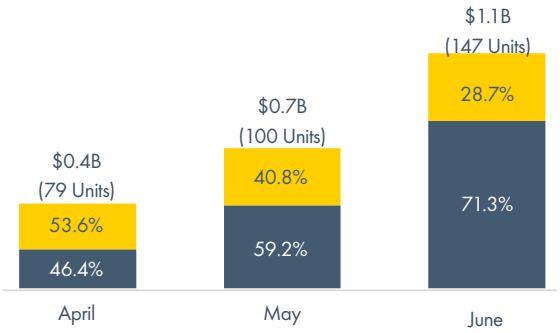
YOY% CHANGE IN TRANSACTION $ VOLUME



The outbreak of COVID-19 has had a substantial impact on business jet transactions. While transaction value was down in January and February, unit volume was up 6.6 percent compared to the same period in 2019, setting the stage for a stable year with potential upside in 2020.

However, after the World Health Organization (WHO) officially declared COVID-19 a global pandemic on March 11, 2020, business jet transactions declined. As nations implemented social distancing and "stay-at-home" orders, it became difficult to conduct the necessary activities to buy and sell aircraft (e.g. inspect the aircraft, travel to a location to deliver or pick up the aircraft, etc.). Furthermore, many business jet OEMs and suppliers shut down or slowed operations, delaying new deliveries. In Q2 2020, transactions declined 35.5 percent, while transaction value declined 37 percent.

Q2 2020 MONTH-BY-MONTH PERFORMANCE



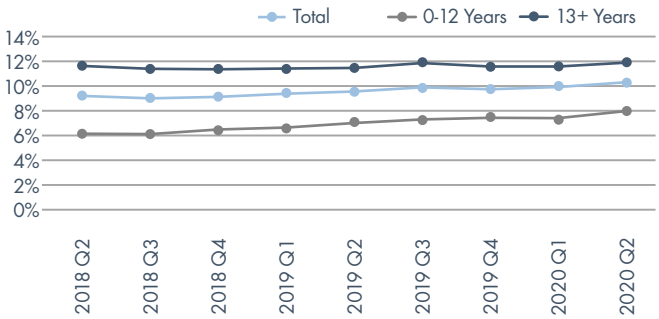
Between April 2020 and June 2020, transactions increased sequentially, rising from $869 million in April to $2 billion in June. Sequential increases through Q2 are a typical dynamic for business jet transactions and a sign that the market may normalize once the COVID-19 threat abates.

FOR-SALE INVENTORY

YTD AIRCRAFT LISTED FOR SALE

Aircraft listed for sale is an early indicator of owner / operator confidence. Even though transactions have been low, aircraft listed for sale has remained stable compared to 2019. Throughout 2020, the average number of aircraft listed for sale per week has been 48, with a peak of 61 in early May. For comparison, as the Great Recession took hold in 2008, new listings averaged 70 per week with peaks of 106, 115 and 120. One reason for the steady listings may be that aircraft owners are waiting to see how the COVID-19 pandemic plays out and what effect it will have on the economy before deciding what to do with their business jets. It also suggests that owners are not strained financially and thus are able to hold onto aircraft through the crisis.

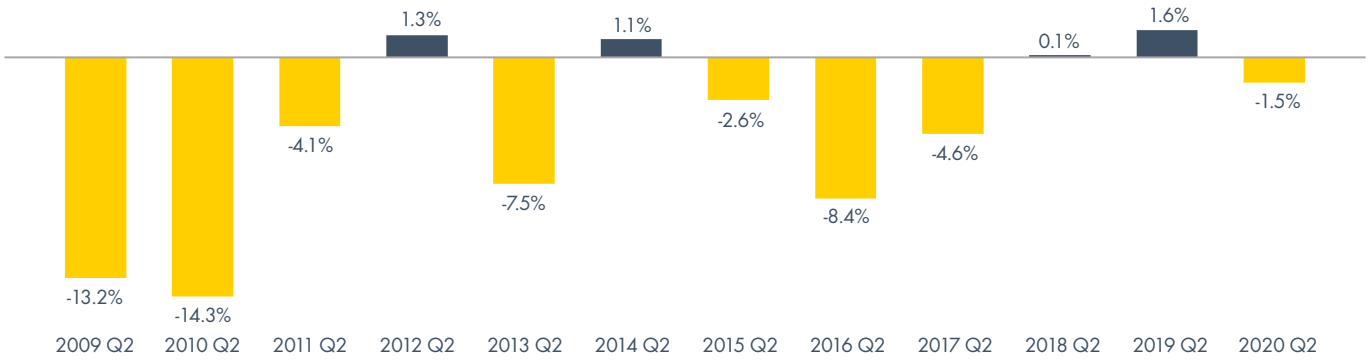
PERCENT OF BUSINESS JET FLEET FOR SALE



As far back as early 2019, inventory levels have been gradually increasing from historical lows in 2018. As a result of these steady increases, inventories are now hovering around historical averages. Despite the disruptions associated with COVID-19, we are yet to see a significant jump in 2020. It is worth noting that inventory aircraft younger than 13 years old, typically seen as more desirable, continue to be low at only 7.9 percent of the global fleet.

RESIDUAL VALUE

YOY % VALUATION CHANGE



The above chart compares the year-over-year percentage change in the bluebook value of like-aged aircraft over time (e.g., the difference between value of an eight-year-old aircraft from one year to the next). Global Jet Capital analyzes a basket of aircraft as a proxy for the overall market. Observed increases or decreases in value are not necessarily applicable to any specific aircraft make/model. For the value of a specific aircraft, please contact a licensed aircraft appraiser.

With a 1.5 percent decline in Q2 2020, business jet bluebook values have remained relatively stable through the early stages of the COVID-19 outbreak, especially when compared to the 2008 financial crisis and even the disruptions to the business jet market in 2016 and 2017 following the decline of commodity values. Some of that stability is due to lower transaction activity as both buyers and sellers reduced market activity in the early stages of the pandemic. As more transactions have been recorded, data has become more available, making it possible to draw initial conclusions on value trends. Large and ultra-long-range jets have declined in value, while the value of smaller and medium jets has been more stable. Uncertainty remains a major factor in the market, both in making data analysis difficult and in keeping buyers and sellers on the sidelines. As buyers gain confidence in the future, more will reenter the market and prices should stabilize and possibly even firm up.

CONCLUSION

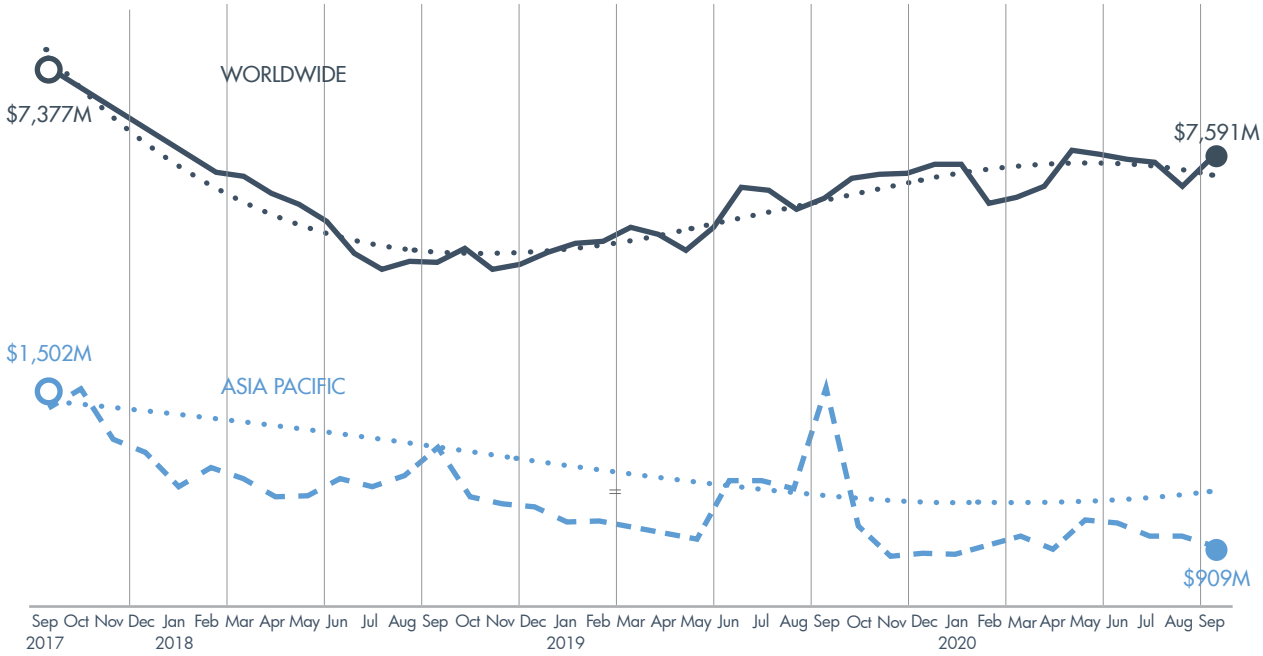
Following the outbreak of COVID-19 and the ensuing social distancing measures, the business jet market was forced into a hiatus. Although the market decline began in Q1, the full effects of the outbreak were not felt until Q2. Beginning in April, both flight operations and transactions experienced steep declines. Market activity has begun to slowly increase since April but has not yet reached levels seen in 2019. Flight operations have improved the most among market indicators as people look for ways to travel while avoiding large crowds. Transactions have also improved but remain below 2019 levels. Residual values have seen modest declines while inventory has seen gradual increases.

Due to mixed market data as well as uncertainty surrounding the path of COVID-19, the near-term future of the business jet industry remains opaque. The future will likely play out along a number of different scenarios, largely correlated to the path of the COVID-19 pandemic. Still, month-over-month improvements throughout the second quarter provide a reason for optimism regarding future market activity.

i U.S. FAA
ii Bloomberg
iii Company financial reports.
iv JetNet and Global Jet Capital analysis. Units are in parentheses
v WHO
vi JetNet and Global Jet Capital analysis. Units are in parentheses
vii Amstat and Global Jet Capital Analysis
viii JetNet and Global Jet Capital Analysis
ix Aircraft Bluebook and Global Jet Capital analysis

MARKET DYNAMICS
PRE-OWNED BUSINESS JETS MARKET - 2020 Q3

INVENTORY VALUE (USD)[1]



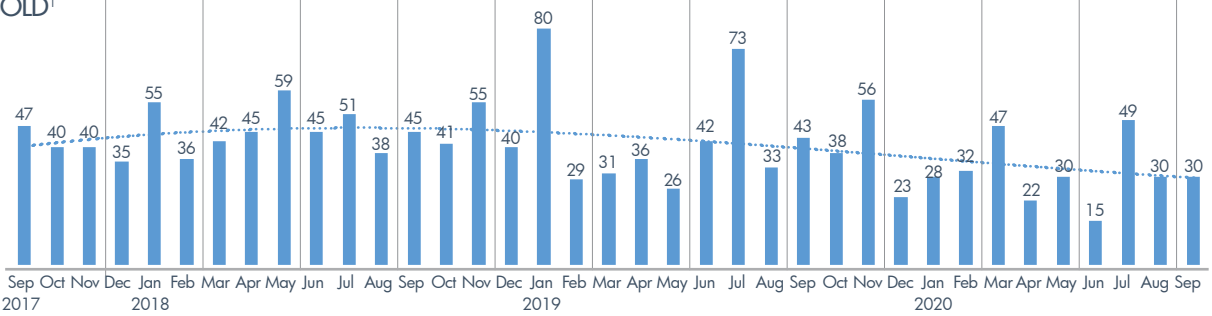
The **Inventory Value Line** represents the number of aircraft actively being marketed for sale in USD terms.[2]

The **Trend Line** represents the market's direction in terms of the balance between sellers and buyers (supply and demand) at today's price levels. A rising Trend Line indicates that pre-owned activity is stabilizing, with sellers of aircraft increasingly likely to find buyers.

The **Signal Line** represents an indication of where the market's direction may be heading in the future. A Signal Line consistently falling below the Trend Line indicates that any improvement in the market's direction may not be entirely sustainable.

MARKET TREND[1]
WORLDWIDE

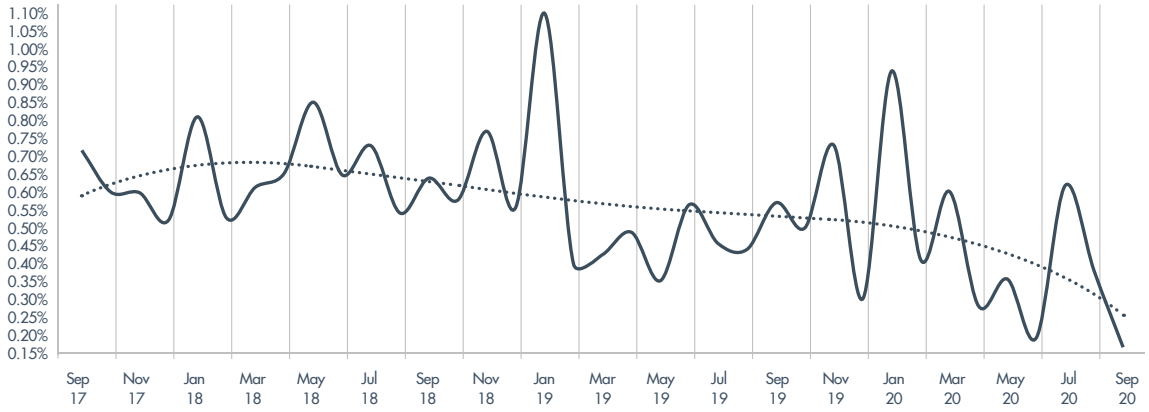
AIRCRAFT SOLD[1]
WORLDWIDE



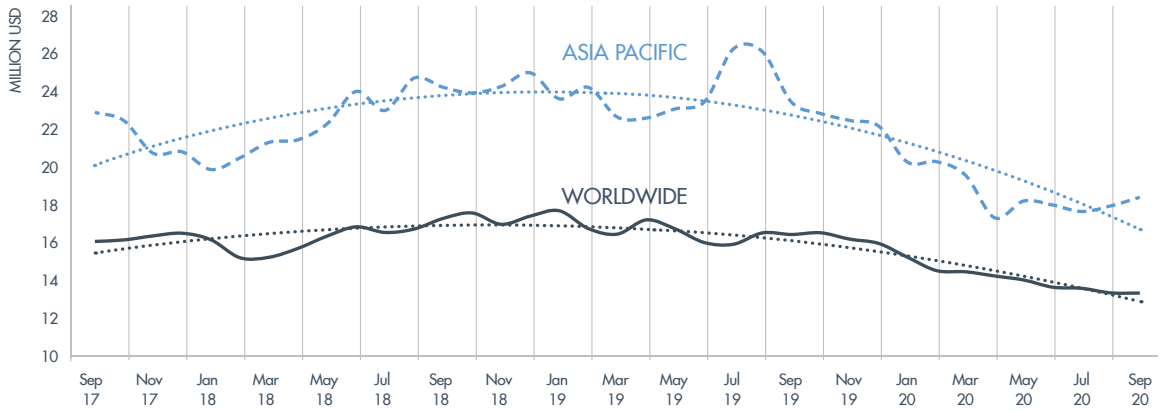
1 The historical inventory value and transactions are subject to change based on latest market information updates.
2 ASG's Inventory Value line is calculated by taking the total number of aircraft for sale from a selection of 39 different models, multiplied by their average asking prices.

Source: AMSTAT & ASG

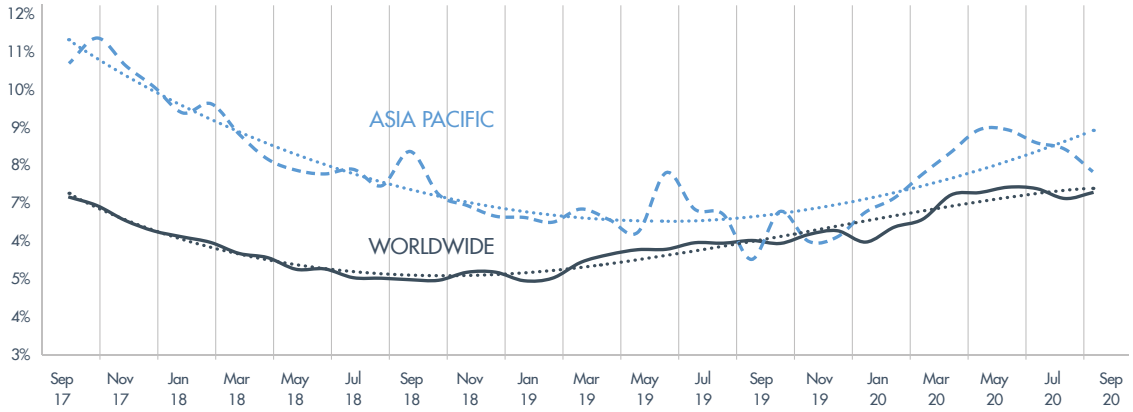
WORLDWIDE % OF FLEET SOLD



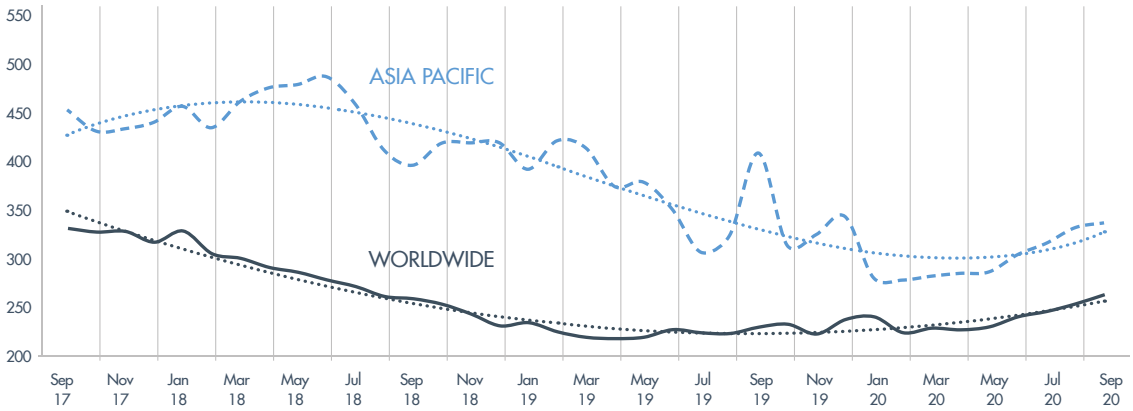
AVERAGE ASKING PRICE



% OF FLEET FOR SALE



AVERAGE DAYS ON MARKET

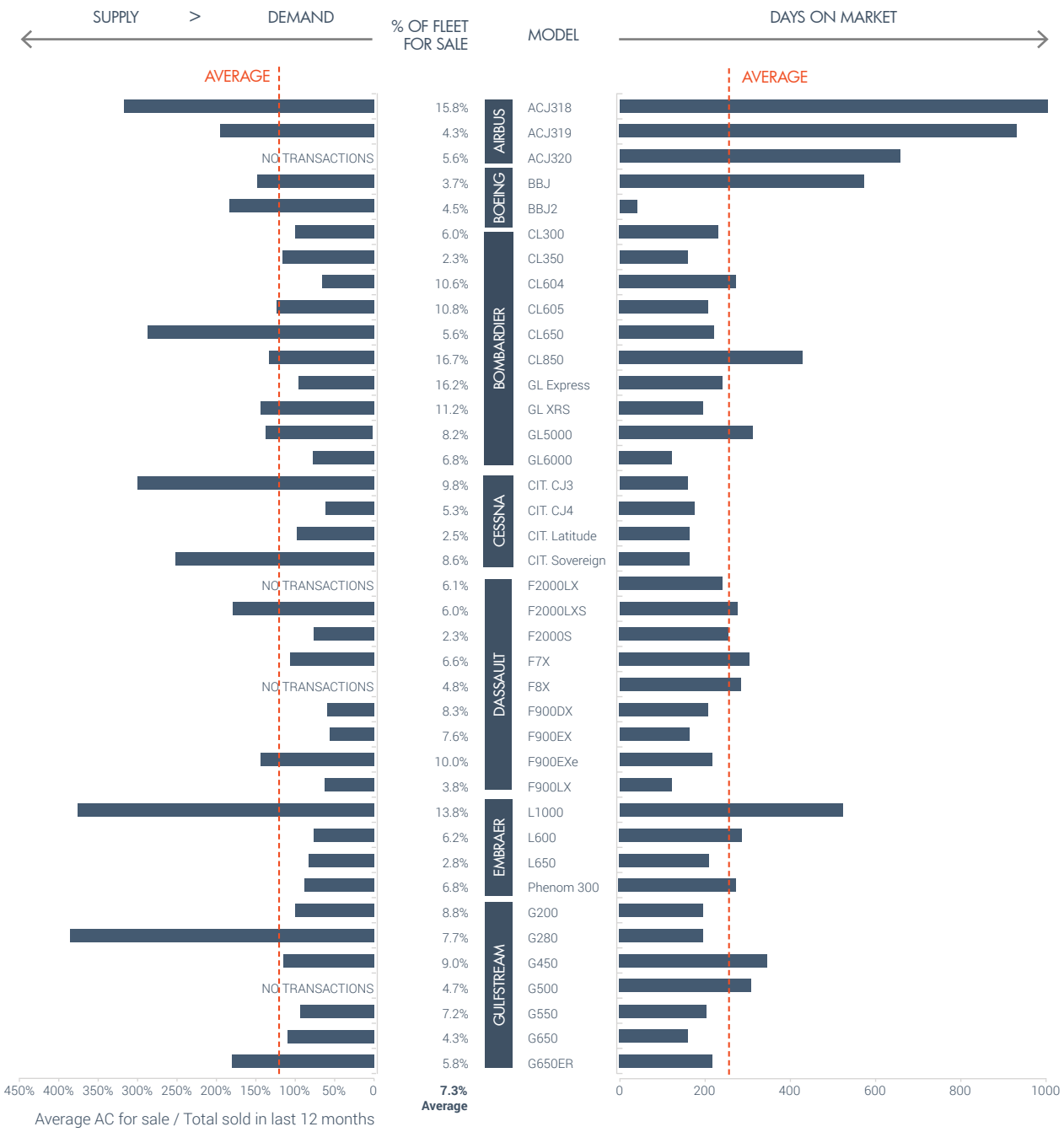


Source: AMSTAT & ASG

SUPPLY / DEMAND INDICATORS
BUSINESS JETS

SUPPLY VS. DEMAND RATIO

AVERAGE DAYS ON MARKET



The above chart reflects where certain aircraft models are positioned in terms of supply and demand (based on a ratio of completed transactions compared to the number of sellers and the average number of days on the market for a transaction to take place).

For some model types, given the market indicators shown on the previous page, the stabilization in pre-owned asking prices and decline in inventory level appear to have stimulated increased demand, leading to an increase in transactions and a more balanced state of supply and demand.

These indications do not necessarily mean that prices will be higher in the future, but it does indicate that sellers of these particular models are more likely to find willing buyers in a shorter period of time than the overall average.

This can be seen most with certain Gulfstream (G200, G450, G550, G650), Bombardier models (Challenger 604/605 & Global 5000) and Dassault Falcon models (2000 Series and 7X), where more transactions are occurring relative to the number for sale, and transactions are requiring less time on the market for sellers to complete.

Source: AMSTAT & ASG

MARKET POSITIONING

BUSINESS JETS

The above chart provides a visual representation of the Supply / Demand Ratio of each aircraft model relative to the overall market, and is based on a 'Marketability' calculation for each particular model including the following four market indicators:

1. The percentage of aircraft for sale relative to its fleet size.
2. The number of aircraft sold relative to the average number for sale.
3. The average days for sale relative to the overall market average.
4. The momentum of the marketplace (represented by the trend towards supply and demand market equilibrium portrayed earlier).

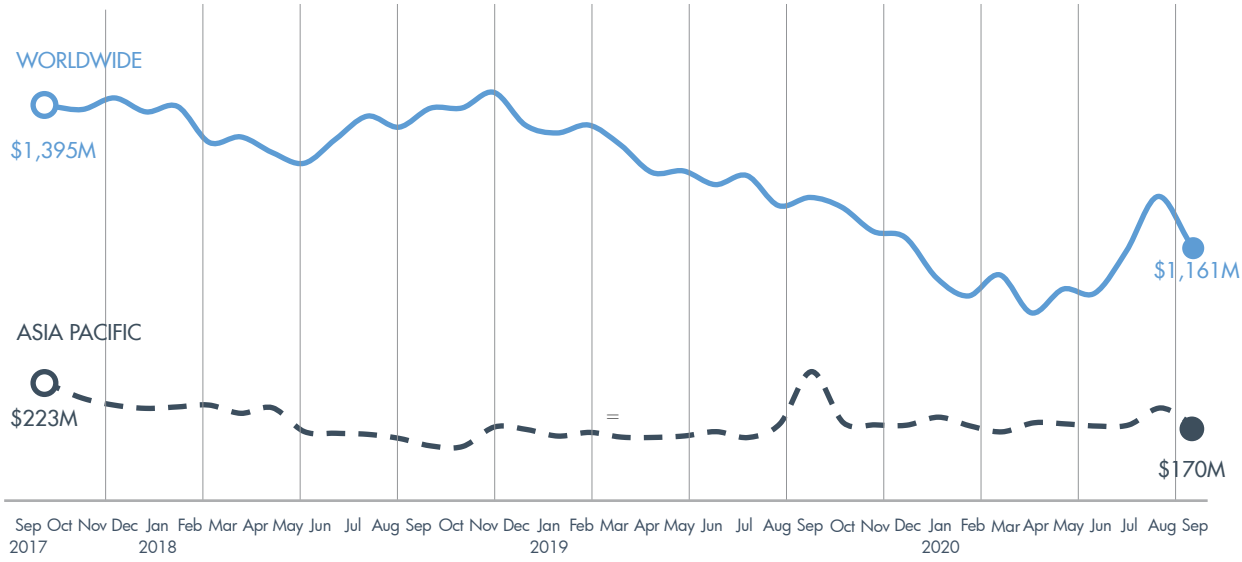
When taking into account these four factors, most of the the large and medium sized jets, such as Challenger 600, Falcon 2000 & 900 Series, as well as the various Gulfstream models, appear better positioned to find buyers available, compare to corporate airliner models.

** Since 2019 Q3, ASG expanded its market research scope to include 39 business jet models including light jet models as described in the report.*

Source: AMSTAT & ASG

PRE-OWNED CIVIL HELICOPTERS MARKET - 2020 Q3

INVENTORY VALUE (USD)[1]



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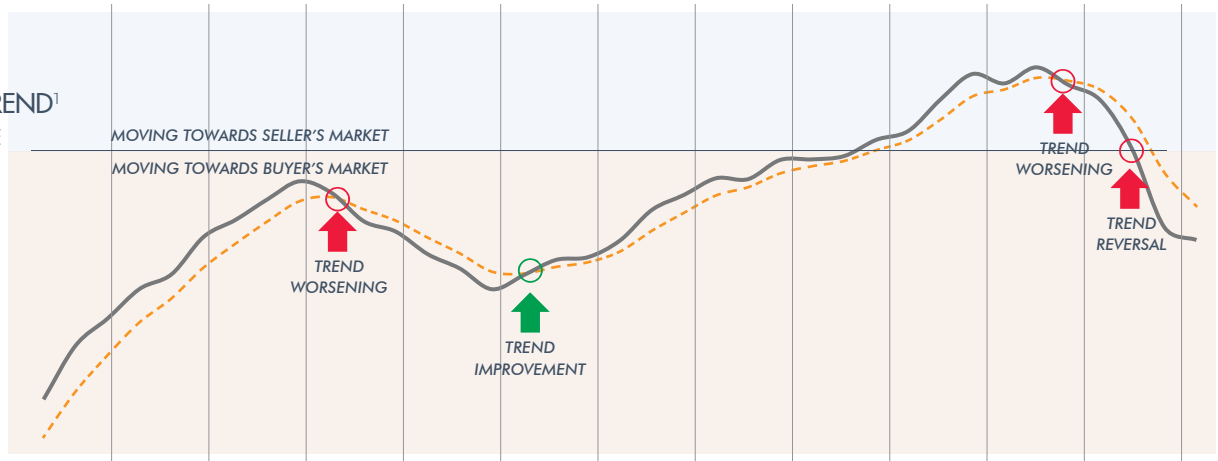
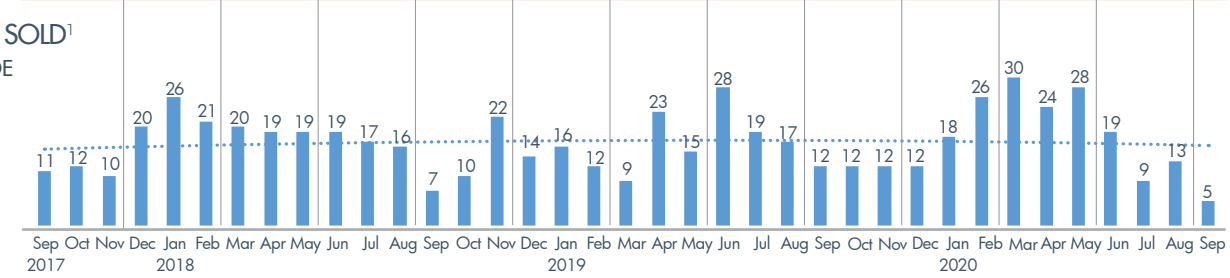
MARKET TREND[1]
WORLDWIDE



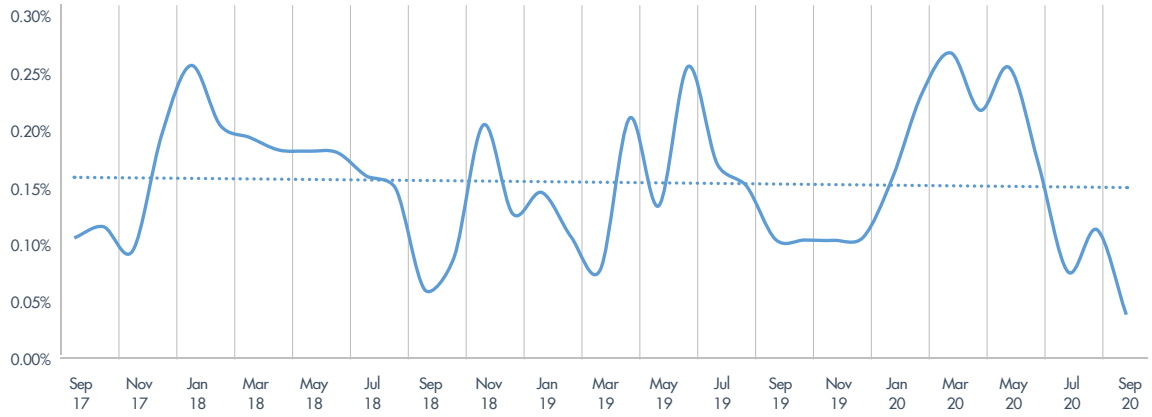
AIRCRAFT SOLD[1]
WORLDWIDE



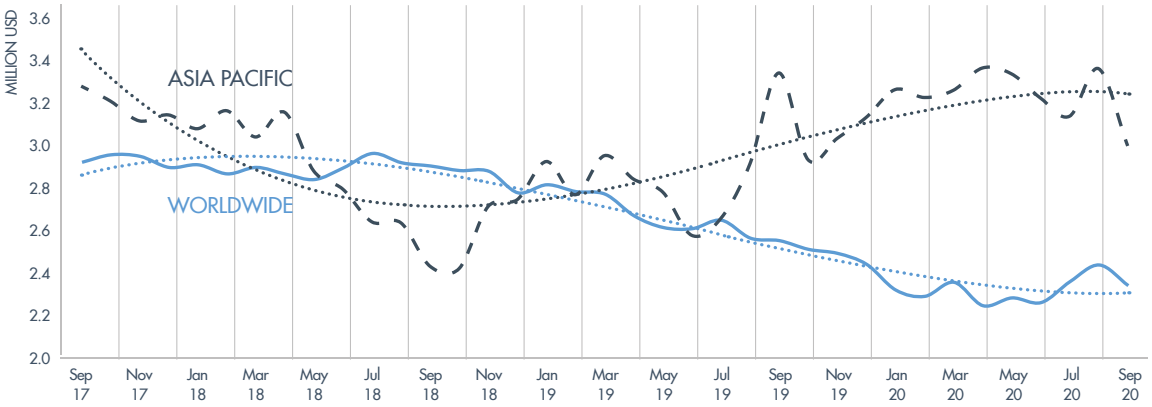
1 The historical inventory value and transactions are subject to change based on latest market information updates.
2 ASG's Inventory Value line is calculated by taking the total number of aircraft for sale from a selection of 16 different models, multiplied by their average asking prices.

Source: AMSTAT & ASG

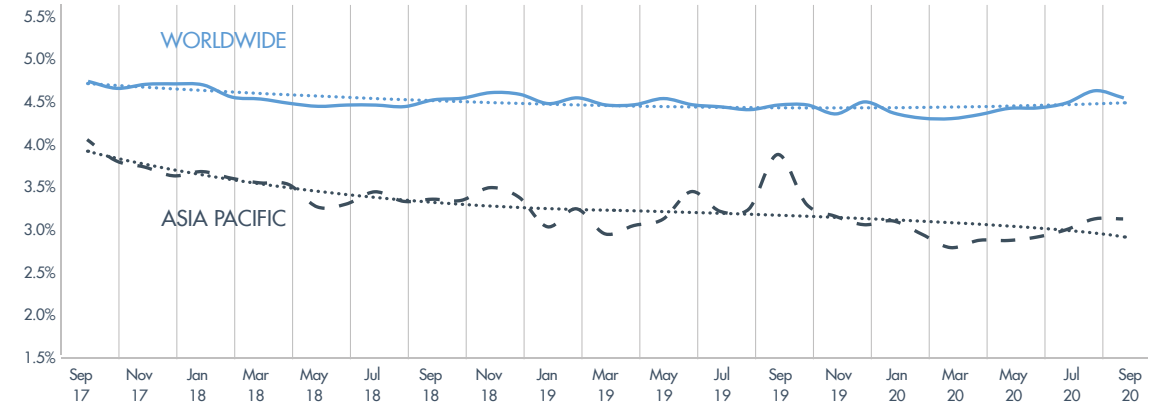
WORLDWIDE % OF FLEET SOLD



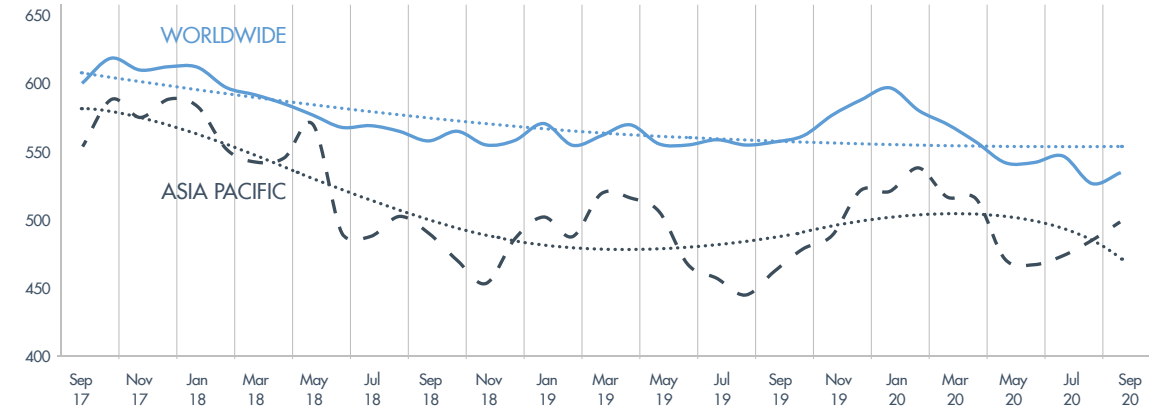
AVERAGE ASKING PRICE



% OF FLEET FOR SALE



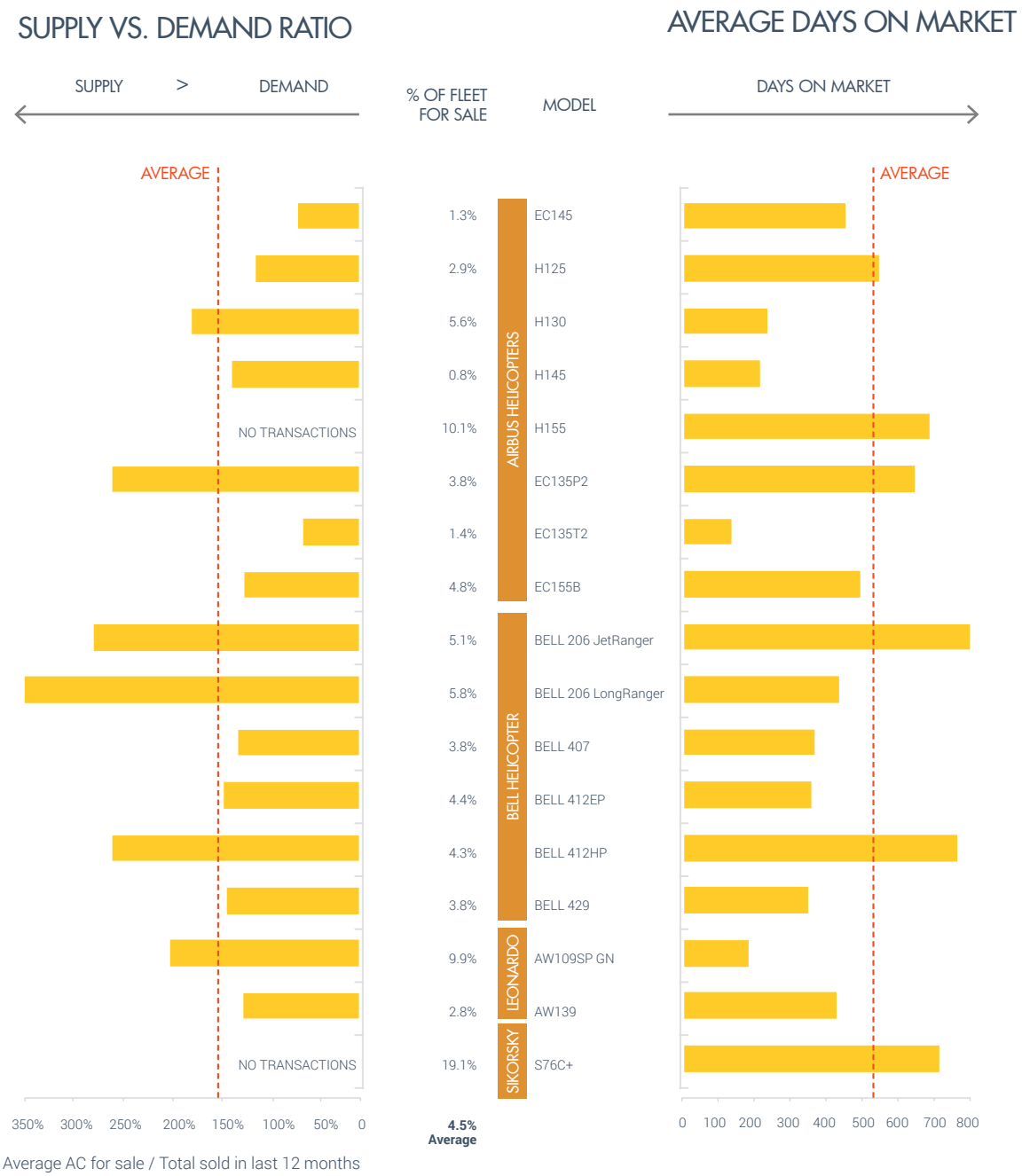
AVERAGE DAYS ON MARKET



Source: AMSTAT & ASG

SUPPLY / DEMAND INDICATORS

CIVIL HELICOPTERS



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Source: AMSTAT & ASG

MARKET POSITIONING

CIVIL HELICOPTERS

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4. The momentum of the marketplace (represented by the trend towards supply and demand market equilibrium portrayed earlier).

Source: AMSTAT & ASG

GLOBAL PRE-OWNED BUSINESS JET & TURBOPROP MARKET - Q3 2020

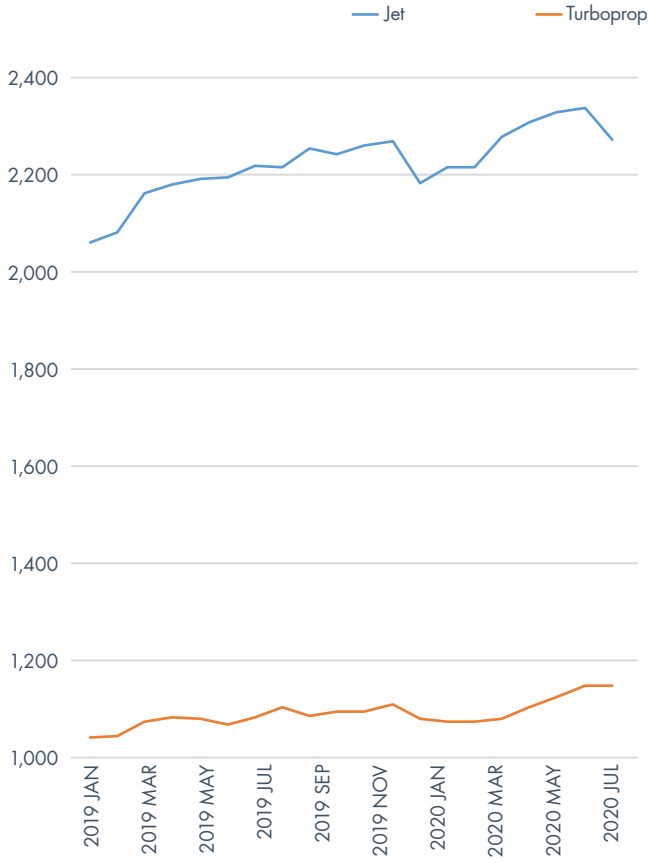
BY AMSTAT

There is no doubt that COVID-19 stifled a good start to business jet resale transactions in 2020. Resale Retail Transactions were up over 2019 in both January (13%) and February (23%). However, as the broader implications of the pandemic on the globe were realized, business jet transaction activity significantly slowed with activity in March, April and May down 23%, 42% and 44% respectively. However, whether it was the completion of previous transactions put in a holding pattern, an increase in demand for private travel, or opportunity seekers as aircraft values slid further or a combination of these and other factors, business transaction started to pick up in June, up 11% over June 2019 and in July, up 32% versus July 2019. That said, the market has a ways to do to meet 2019 activity levels. Year-to-date (January – July) resale retail transactions for business jets are down 7% from 2019 and are 20% below 2018.

In contrast to business jets, the business turboprop market underperformed 2019 from the start in 2020 and continued to do so through May. As with the business jets there was a significant slowdown in March, April and May with year-over-year monthly reductions of 25%, 34% and 46% respectively. However, as with the business jets, resale retail transactions in this market picked up in June and July with 58% and 5% year-over-year monthly increases respectively. Year-to-date resale transactions for turboprops are 12% off from 2019 and 20% off 2018 levels.

The availability of resale business aircraft was already heading upwards as we entered 2020 continuing a trend started in 2018. The rate of increase did go up after March but not significantly. Presently the business jet inventory is up 4.1% year-to-date and the business turbo-prop market is up 6.2%.

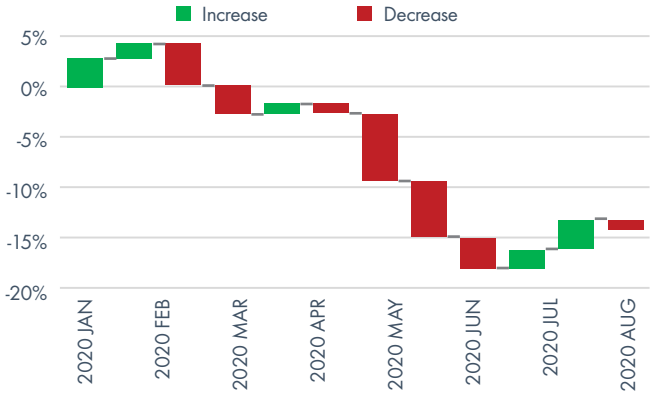
BUSINESS JETS & TURBOPROPS FOR SALE / LEASE



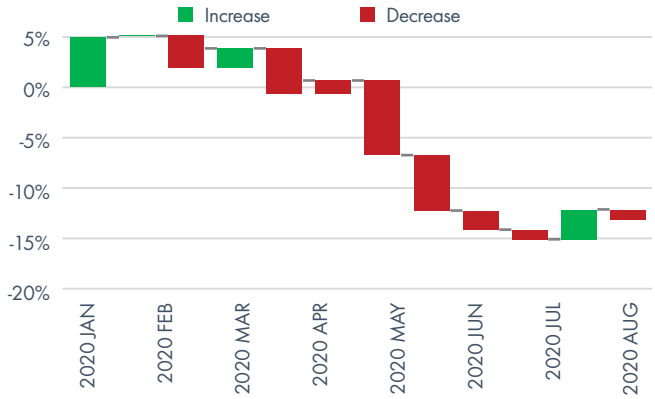
Data Source: AMSTAT

The AMSTAT Aircraft Valuation Tool looks to provide objective statistically generated values for heavily traded and newer business jets and turboprops. The impact of COVID-19 was realized in the values of all business aircraft market segments. Most (except Light Jets) had experienced a lift in values at the start of the year, but this quickly reversed in March and values from then until June and July fell between 15% and 20% in the Heavy, Super-Mid and Medium Jets. There is some evidence that values in these segments recovered some in August. The trends were similar in Light Jets and Turboprops although less pronounced with drop in values between February and July between 10% and 15%.

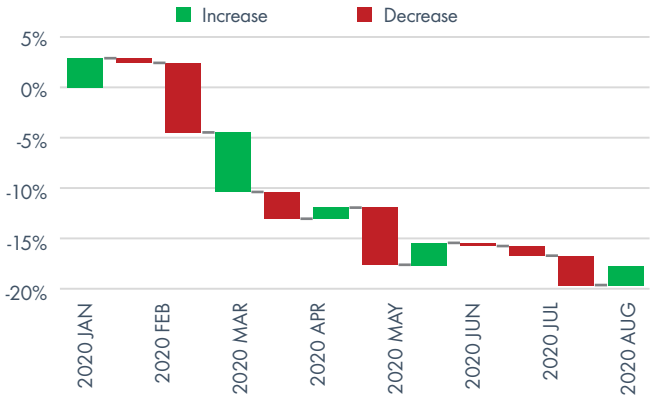
AIRCRAFT VALUATION: HEAVY JETS



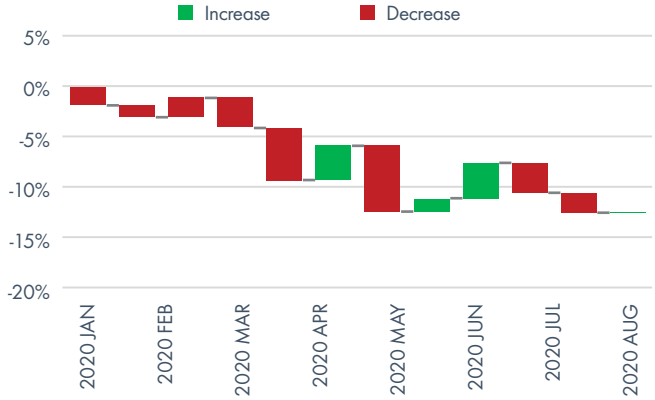
AIRCRAFT VALUATION: SUPER-MID JETS



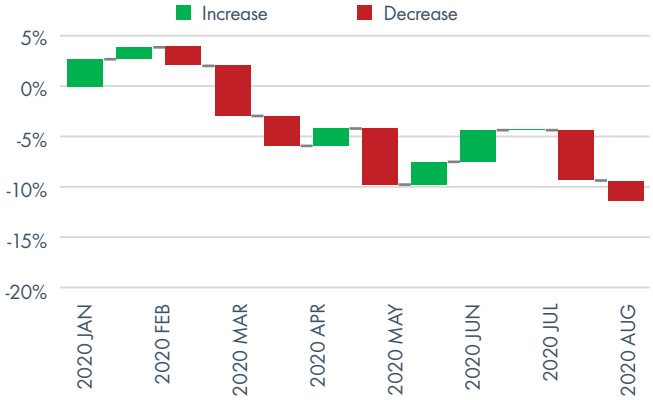
AIRCRAFT VALUATION: MEDIUM JETS



AIRCRAFT VALUATION: LIGHT JETS

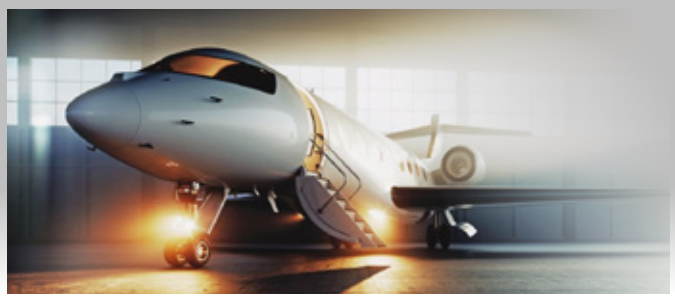


AIRCRAFT VALUATION: TURBO-PROP



About the AMSTAT Aircraft Valuation Tool

The AMSTAT Aircraft Valuation Tool (AVT) is fully integrated into the AMSTAT Premier service and calculates objective statistically generated serial number specific estimated values for business aircraft in seconds.



About AMSTAT, Inc.

AMSTAT is the leading provider of market research information and services to the corporate aviation industry. Founded in 1982, and based in Tinton Falls, NJ, AMSTAT introduced the concept of providing researched information to corporate aviation professionals. AMSTAT's mission is to provide timely, accurate, and objective market information to its customers. AMSTAT products and services provide aviation market and statistical information that generates revenue and delivers competitive advantage to brokers/dealers, finance companies, fractional providers, and suppliers of aircraft parts and services.

Information: Andrew Young, AMSTAT GM, 732-530-6400 x147, andrew@amstatcorp.com

FULL REPORT NOW AVAILABLE VIA AIR&SEA ANALYTICS

S92 FLEET CENSUS EXTRACT Q3 2020

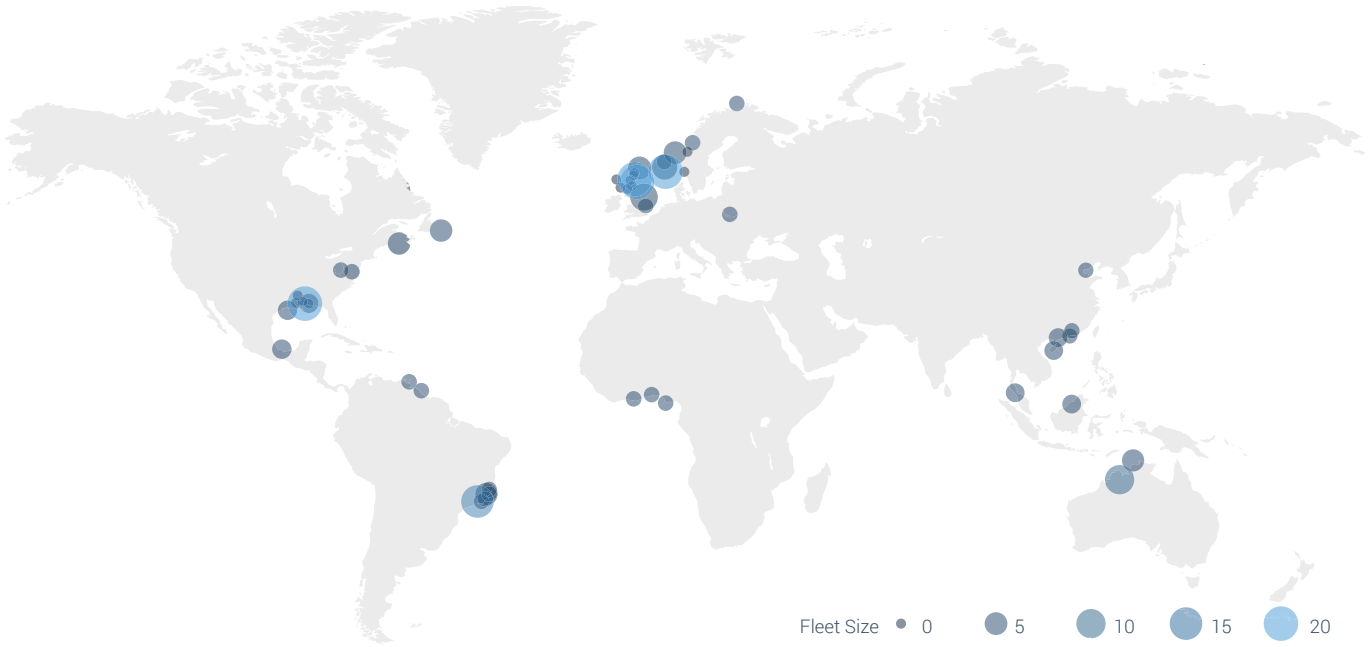
Research & consulting firm Air & Sea Analytics publish regular 6-monthly updates on the S-92 crew transfer fleet. In this article, we share some of the key findings of the latest study and the rationale for taking a closer look at this part of the offshore rotorcraft sector.

The offshore crew transfer market has in years past not been particularly transparent in terms of the commercial status of the operating fleet. This has led to speculation regarding utilization and activity levels. However, through a combination of multiple data sources and primary research Air & Sea Analytics believe that it is possible to build a robust data-driven view.

The 'S-92 Fleet Census' report shows the current fleet by operator, location, year-on-year change, and provides a detailed list of aircraft with each crew change aircraft identified by serial number, current registration along with current status, owner, and location.

WHY IS S-92 UTILIZATION IMPORTANT?

- **Idle Capacity is Expensive.** At $28.5m per new unit, an S-92 is a costly machine to have sitting idle. The problem of excess capacity during a downturn is not unique to the helicopter business (and indeed the S-92 has fared far better than most other models in this latest downturn) but like the offshore vessels and rigs markets – having multi-million dollar assets idle and out of work puts a financial strain on the owners and operators.
- **Excess capacity = higher competition for new tenders and contract renewals = price competition.** In a downturn, excess capacity creates a buyers market for helicopter services. Where there are concentrations of activity and multiple helicopter operators active (e.g. Brazil, USA, UK, Norway, Australia) there may be as many as four operators each competing to place aircraft with oil industry clients. Fierce competition on price occurs as a direct result. Vice versa, during an upcycle if there is a lack of available aircraft this swings the pricing power in their favour.
- **High levels of utilization are a trigger for new orders to be placed.** OEMs take a keen interest in utilization because as the market approaches full utilization, orders for new units are typically placed to accommodate demand.
- **Utilization in one weight class can often affect another.** Low pricing levels can drag aircraft that would normally operate in one weight category into another. We have seen this with the Super-Medium category – availability of S-92s at cyclical pricing lows has made it difficult for the operators of Super-Medium aircraft because they have to compete with larger/higher performance helicopters at a similar pricing level to that which they are trying to achieve with their own units.



Note*: S-92 Crew Transfer Fleet Location - June 2020

The S-92 is often referred to as the 'workhorse' of the offshore oil and gas industry. Just over 200 have been built configured for offshore crew transfer and it is unique in its weight category (classed as a 'heavy' i.e. >10,000kg MTOW) – since 2016 there is simply no other aircraft in operation in this category that is approved by all of the international oil majors for transporting their staff offshore. There are well over 10,000 offshore oil installations active, many of which are unmanned, some have a small crew of 10-20 people but others may have over 100 persons on board at any one time (the Mariner development in the North Sea during its construction phase had over 800 people working offshore at the field!)

The S-92 is most-useful when operators need to move a large number of people (the S-92 can carry up to 19 at a time) through crew-change cycles to offshore production platforms and mobile drilling rigs, and/or when the rig is far from shore.

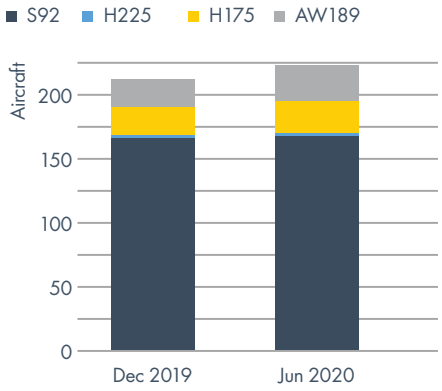
While some of the largest offshore producers are to be found in the Middle East (such as Saudi Arabia, UAE, and Iran) conditions here are benign and near-to-shore. Offshore production in the North Sea and off the east coast of Canada however feature some of the harshest operating environments in the world with wave heights reaching over 15m in the winter and platforms typically some 120 - 350km from shore. This is where the S-92 has traditionally found the greatest application and indeed the UK remains the country with the most S-92 in-situ. Elsewhere the development of deepwater oil and gas reserves with large floating platforms in the Gulf of Guinea, the Gulf of Mexico, and Brazil have driven S-92 demand, in addition to major offshore developments in the South China Sea, Bohai Bay, Gulf of Thailand and Western Australia / Papua New Guinea.

Most recently we have seen an astonishing succession of finds in Guyana, where the first production was achieved in December 2019. ExxonMobil declared their 16th discovery earlier in the year (and revised the reserves recoverable estimate to 8 billion barrels of oil) and have now restarted drilling operations after two rigs were idled during the peak of the Covid-19 crisis. Guyana has one S-92 operating and more are expected to follow.

We had previously noted the growth in frontier areas as the driving movement in the fleet from country to country. However, in the last six months we have seen the movement into storage of several units plus also the seasonality of offshore work in countries with harsh winters such as Norway and Canada.

In early 2019 Sikorsky also announced a new S-92 variant, the S-92B (or S-92A+ for retrofitted aircraft) with higher performance engine options, a new gearbox design, latest automation technology including 'Rig Approach 2.0' and new cabins that can be more-easily reconfigured between offshore and SAR roles. Sikorsky is heavily promoting the run-dry performance of the new gearbox which reportedly ran in testing for more than 7 hours. Pricing was announced at HAI EXPO in Anaheim January 2020 at $3 million for the A+ upgrade and $28.5 million for the new S-92B variant.

In April 2020 Sikorsky announced the first customer for the S-92A+ as Cougar, which has ordered four of the upgrade kits.



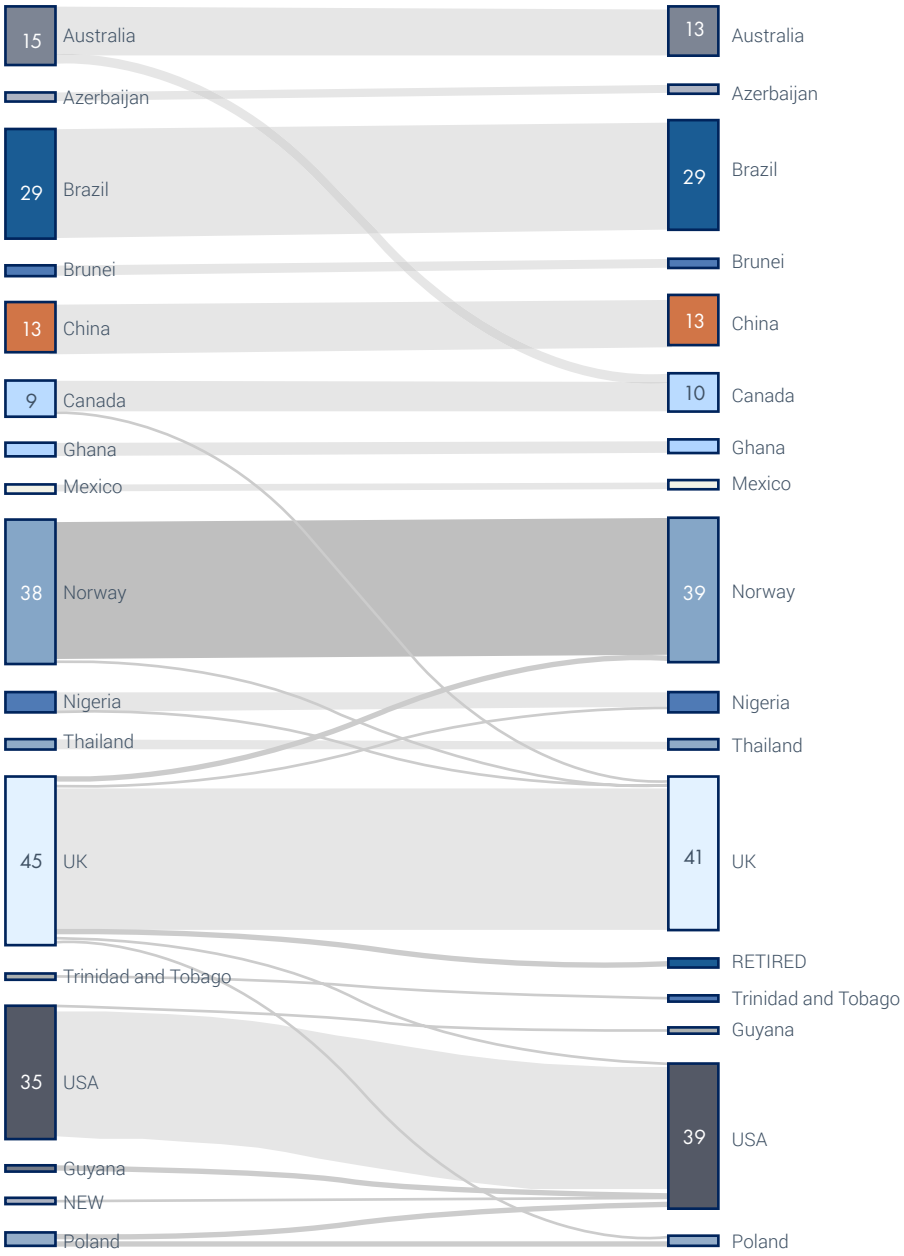
Active Heavy & Super-Medium Rotorcraft Crew Transfer Rotorcraft Dec 19 vs Jun 20

KEY CONCLUSIONS FROM Q3 REPORT

However, while the number of active aircraft has increased slightly, operators are thinning their fleets and returning inactive aircraft to lessors. Overall flights and flying hours are materially lower since early April this year (down 27% Y-o-Y at the time of writing) and these hours are being spread over the active fleet of aircraft.

Norway now has the largest number of active S-92s. In the previous update of this report, it was noted that Norway and the UK both had 36 S-92s active. We have since seen units move to Norway and as of June 2020, it has 38 units active compared to 29 in the UK. The UK still has the largest fleet of S-92s in-situ. The USA was the third-largest demand center with 25 units working.

For more information on the S-92 Fleet Census, please contact Air & Sea Analytics at ***ops@airandseaanalytics.com***



S-92 Crew Transfer Fleet Location by Country Dec 2019 (left) vs 2020 (right)

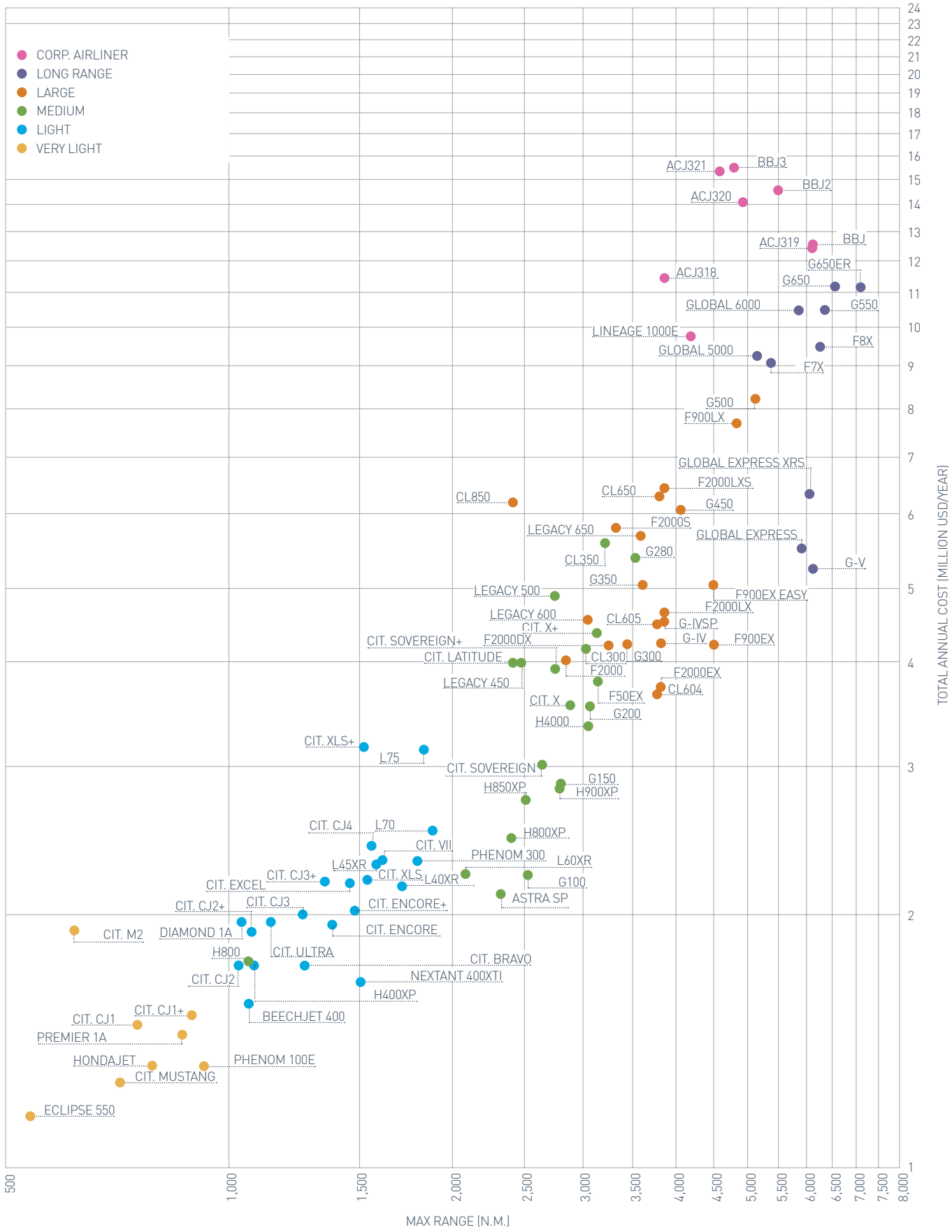
About Air & Sea Analytics

Air & Sea Analytics is a research & consulting firm formed in 2019 by Steve Robertson - an energy sector economist with a background in commercial & strategic market consulting and research. The company began by providing a timely and reliable measurement of activity in the Heavy, Super-Medium and Medium rotorcraft categories in oil & gas crew transfer. Within energy this has since expanded to include the emerging offshore wind market. Air & Sea has subsequently proven its methodology and approach to demand-side analytics in other rotorcraft markets including the utility sector.

Air & Sea Analytics owns one of the largest private networks of ADS-B receivers worldwide and collates data that is either not-shared by the public ADS-B networks or provides additional coverage in areas of interest for helicopter operations. In addition to regular subscription research products, the business also supports the financial and advisory community with bespoke analysis, used for business planning and transaction purposes. Projects are staffed by Air & Sea Analytics' professional network of advisors and consultants, leveraging two-decades of commercial experience.

AIRCRAFT POSITIONING - BUSINESS JET

AIRCRAFT ACQUISITION VS. MAX RANGE



* The estimated total yearly cost is based on aircraft ownership cost for 10 years including financing, plus annual operating costs and regional adjustments.

Source: Conklin & de Decker 2019

MARKET SUMMARY PER MODEL — BUSINESS JETS

INVENTORY LEVEL, PRICE TREND & TRANSACTIONS

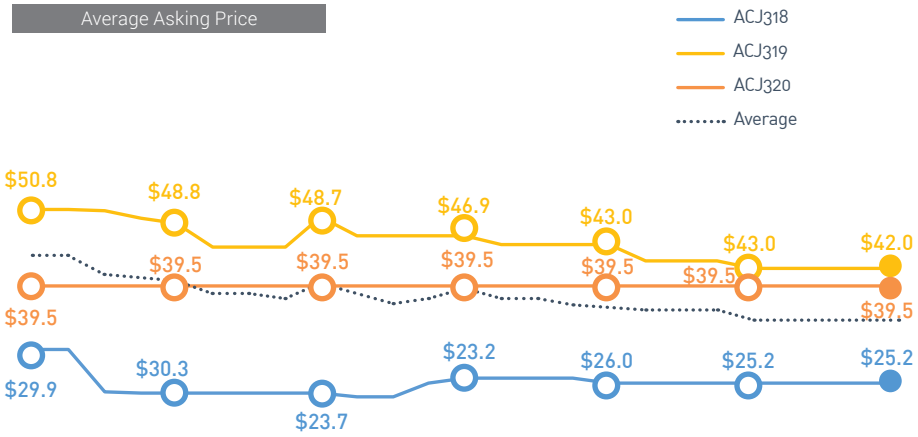
ACJ318, ACJ319 & ACJ320

PERFORMANCE	ACJ318	ACJ319	ACJ320
Max Range	4,253 N.M. /7,877 km	6,000 N.M. /11,112 km	5,250 N.M. /9,723 km
Max Speed	Mach 0.82	Mach 0.82	Mach 0.82
Typ. Passengers	19	19	19

SUPPLY	2020 Sep	2020 Jun	2020 Sep	2020 Jun	2020 Sep	2020 Jun
No. for Sale	3 (15.8%)	3 (15.8%)	3 (4.3%)	3 (4.3%)	1 (5.6%)	1 (5.6%)
Avg Asking Price	25.2M USD	25.2M USD	42.0M USD	42.0M USD	39.5M USD	39.5M USD
Avg Days on Market	1,119	1,027	1,022	930	750	658

TRANSACTION	2020 Sep	2020 Jun	2020 Sep	2020 Jun	2020 Sep	2020 Jun
Past 12 Months	0	0	1	1	0	0
Past 3 Months	0	0	0	1	0	0

Average Asking Price



Market Indicators (vs. Last Quarter)

ACJ318

- Transaction Level (Past 12 Months)
- Inventory Level
- Average Asking Price
- Average Days on Market

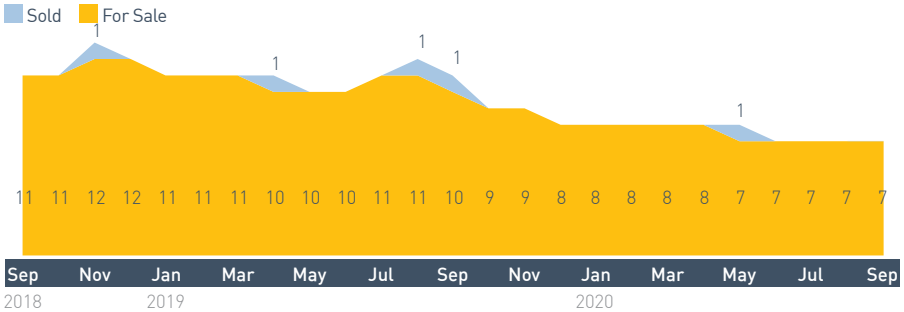
ACJ319

- Transaction Level (Past 12 Months)
- Inventory Level
- Average Asking Price
- Average Days on Market

ACJ320

- Transaction Level (Past 12 Months)
- Inventory Level
- Average Asking Price
- Average Days on Market

For Sale vs. Sold



Source: AMSTAT & ASG

FEATURED AIRCRAFT

BBJ 787-8
TOTAL HOURS: DELIVERY HOURS
TOTAL CYCLES: DELIVERY CYCLES

- Interior Completed 2019
- Brand New Aircraft with Delivery Hours & Cycles Only
- One of the Longest Ranged Business Jet - Capable of Flying 16 Hours Non-stop
- 39 Passenger VIP Configuration, with 2,415 square feet (224 square meters) Living Space including: a Master Suite, VIP Lounge, Dining Lounge, Business Class, Fwd & Aft Galley, Crew Rest Area and a gym.
- Aero H+ Satcom w/ Ku-Band High Speed Internet
- State-of-the-art avionics, including: New, Latest Generation FMC; SELCAL, ADS, FANS-1 & CPDLC; Dual Head-Up Displays; Weather Radar, TCAS & TAWS; Approved For GLS II Approaches

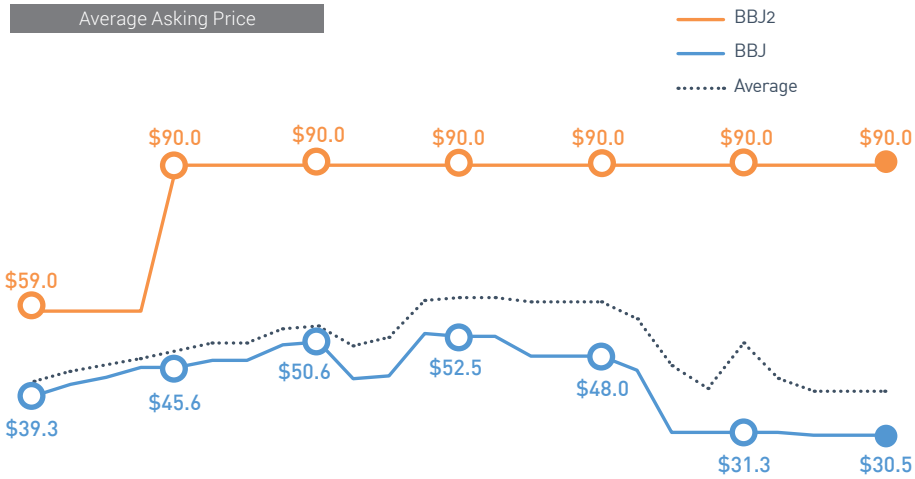
BBJ & BBJ2

PERFORMANCE	BBJ	BBJ2
Max Range	6,235 N.M. / 11,547 km	5,620 N.M. / 10,408 km
Max Speed	Mach 0.82	Mach 0.82
Typ. Passengers	19	19

SUPPLY	BBJ		BBJ2	
	2020 Sep	2020 Jun	2020 Sep	2020 Jun
No. for Sale	5 (3.7%)	4 (3.0%)	1 (4.5%)	1 (4.5%)
Avg Asking Price	30.5M USD	31.3M USD	90.0M USD	90.0M USD
Avg Days on Market	545	573	133	41

TRANSACTION	BBJ		BBJ2	
	2020 Sep	2020 Jun	2020 Sep	2020 Jun
Past 12 Months	2	2	1	1
Past 3 Months	0	1	0	1

Average Asking Price



Market Indicators (vs. Last Quarter)

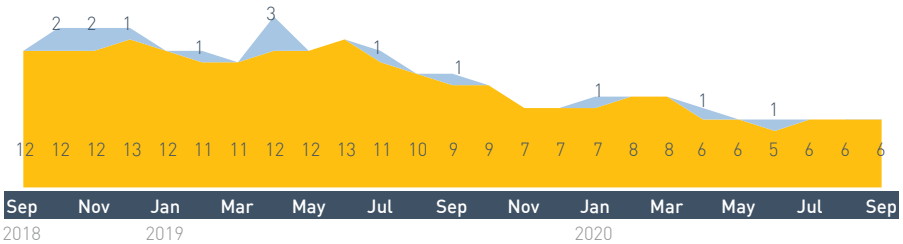
BBJ

= Transaction Level (Past 12 Months)
↑ Inventory Level
↓ Average Asking Price
↓ Average Days on Market

BBJ2

= Transaction Level (Past 12 Months)
= Inventory Level
= Average Asking Price
↑ Average Days on Market

For Sale vs. Sold



Source: AMSTAT & ASG

FEATURED AIRCRAFT

CHALLENGER 650 SN 6131
TOTAL HOURS: 450 SINCE NEW
TOTAL CYCLES: 185 SINCE NEW

- Mint 2019 Aircraft with Very Low Hours Since New
- 11 Passengers & Belted Lav Configuration with Fwd Galley
- Under Original OEM Warranty: 5 Years Airframe & 2 Years Interior
- 2020 Avionics Ready: FANS 1A+, ADS-B Out, CPDLC & TCAS II 7.1
- Satellite Communication System
- ELT, CVR & FDR

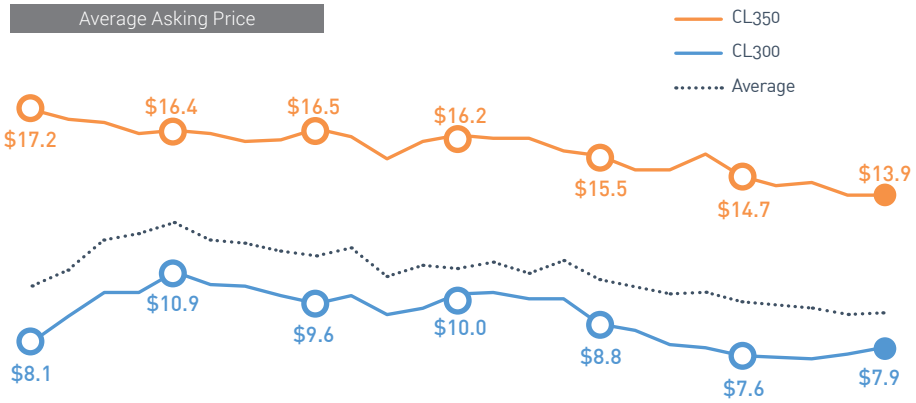
CHALLENGER 300 & 350

PERFORMANCE	CL300	CL350
Max Range	3,340 N.M. /6,185 km	3,421 N.M. /6,335 km
Max Speed	Mach 0.82	Mach 0.82
Typ. Passengers	19	19

SUPPLY	2020 Sep	2020 Jun	2020 Sep	2020 Jun
No. for Sale	27 (6.0%)	28 (6.2%)	8 (2.3%)	12 (3.5%)
Avg Asking Price	7.9M USD	7.5M USD	13.9M USD	14.9M USD
Avg Days on Market	224	229	261	159

TRANSACTION	2020 Sep	2020 Jun	2020 Sep	2020 Jun
Past 12 Months	28	20	6	4
Past 3 Months	8	3	2	1

Average Asking Price



Market Indicators (vs. Last Quarter)

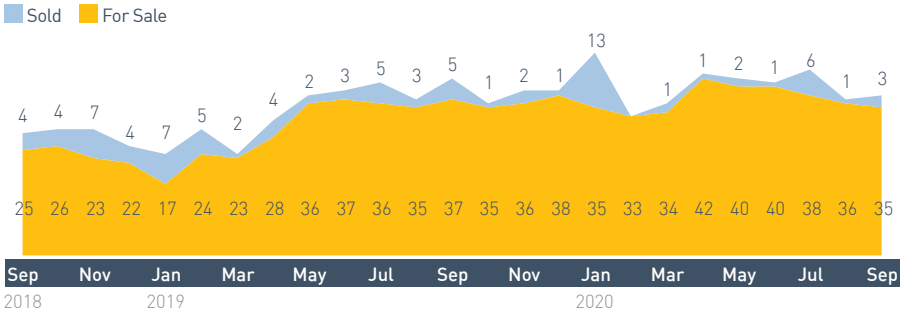
CL300

- ↑ Transaction Level (Past 12 Months)
- ↓ Inventory Level
- ↑ Average Asking Price
- ↓ Average Days on Market

CL350

- ↑ Transaction Level (Past 12 Months)
- ↓ Inventory Level
- ↓ Average Asking Price
- ↑ Average Days on Market

For Sale vs. Sold



Source: AMSTAT & ASG

FEATURED AIRCRAFT

CHALLENGER 350 SN20649
TOTAL HOURS: 527 SINCE NEW
TOTAL CYCLES: 199 SINCE NEW

- Delivery Date: December 2016
- Fully Enrolled on Programs: Honeywell MSP, BBD Smart Parts & CAMP Tracking
- FANS 1/A+ (CPDLC & ADS-C), & TCAS 7.1
- Gogo Biz Cabin Wifi & Swift Broadband High Speed Data
- 3C Inspection Completed: December 2019
- Aircraft Still Under Warranty
- Single Owner Since New

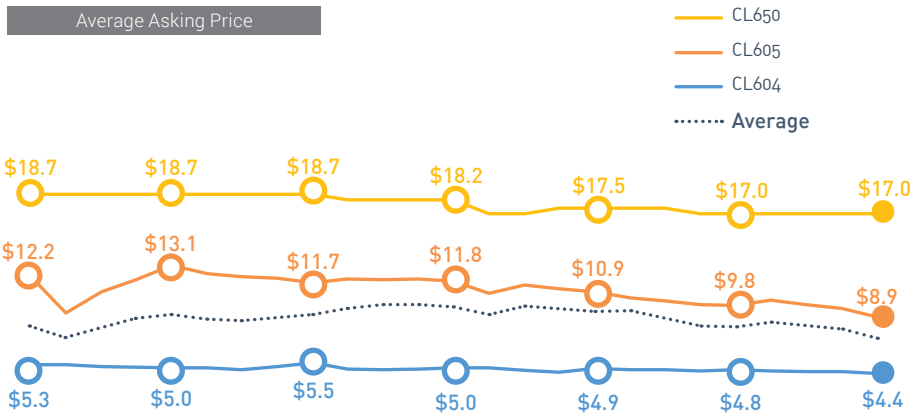
CHALLENGER 604, 605 & 650

PERFORMANCE	CL604	CL605	CL650
Max Range	4,027 N.M. / 7,458 km	4,123 N.M. / 7,635 km	4,123 N.M. / 7,635 km
Max Speed	Mach 0.82	Mach 0.82	Mach 0.82
Typ. Passengers	9	9	10

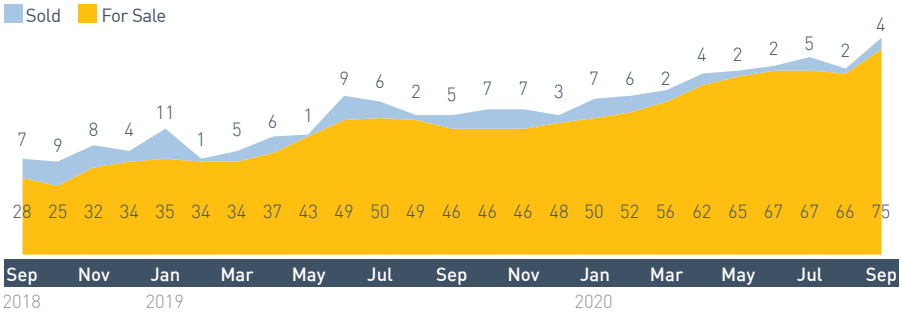
SUPPLY	CL604		CL605		CL650	
	2020 Sep	2020 Jun	2020 Sep	2020 Jun	2020 Sep	2020 Jun
No. for Sale	38 (10.6%)	29 (8.1%)	31 (10.8%)	31 (10.8%)	6 (5.6%)	7 (6.8%)
Avg Asking Price	4.4M USD	4.7M USD	8.9M USD	10.2M USD	17.0M USD	17.0M USD
Avg Days on Market	208	273	238	208	215	221

TRANSACTION	CL604		CL605		CL650	
	2020 Sep	2020 Jun	2020 Sep	2020 Jun	2020 Sep	2020 Jun
Past 12 Months	28	22	22	18	3	2
Past 3 Months	6	4	4	3	1	1

Average Asking Price



For Sale vs. Sold



Market Indicators (vs. Last Quarter)

CL604
- ↑ Transaction Level (Past 12 Months)
- ↑ Inventory Level
- ↓ Average Asking Price
- ↓ Average Days on Market

CL605
- ↑ Transaction Level (Past 12 Months)
- = Inventory Level
- ↓ Average Asking Price
- ↑ Average Days on Market

CL650
- ↑ Transaction Level (Past 12 Months)
- ↓ Inventory Level
- = Average Asking Price
- ↓ Average Days on Market

Source: AMSTAT & ASG

FEATURED AIRCRAFT

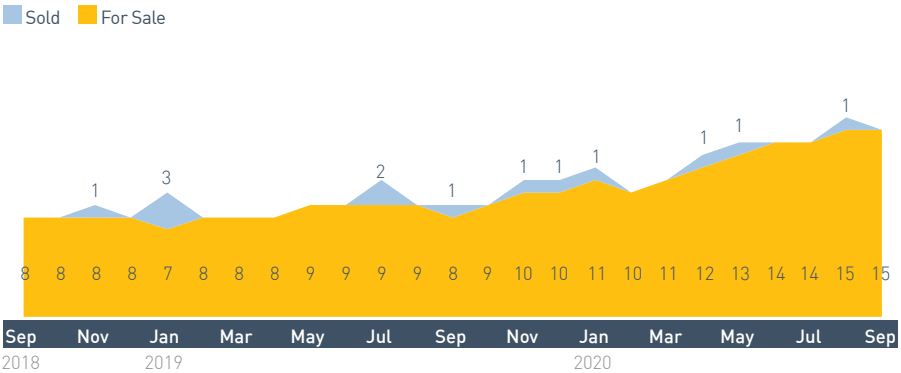
CHALLENGER 300 SN 20382
TOTAL HOURS: 1,301 SINCE NEW
TOTAL CYCLES: 498 SINCE NEW

- 9 Passenger Executive Configuration w/Forward Galley & Aft Lavatory
- Engines & APU Enrolled on MSP
- FDR / CVR
- SATCOM / TCAS 7.1 / ADS-B Out

CHALLENGER 850

Average Asking Price

For Sale vs. Sold



Market Indicators (vs. Last Quarter)

Transaction Level (Past 12 Months)	↑
Inventory Level	↑
Average Asking Price	↑
Average Days on Market	↑

PERFORMANCE

Max Range	6,750 N.M. / 12,501 km
Max Speed	Mach 0.87
Typ. Passengers	18

SUPPLY

	2020 Sep	2020 Jun
No. for Sale	15 (16.7%)	14 (15.4%)
Avg Asking Price	8.4M USD	6.8M USD
Avg Days on Market	492	431

TRANSACTION

	2020 Sep	2020 Jun
Past 12 Months	6	5
Past 3 Months	1	2

Source: AMSTAT & ASG

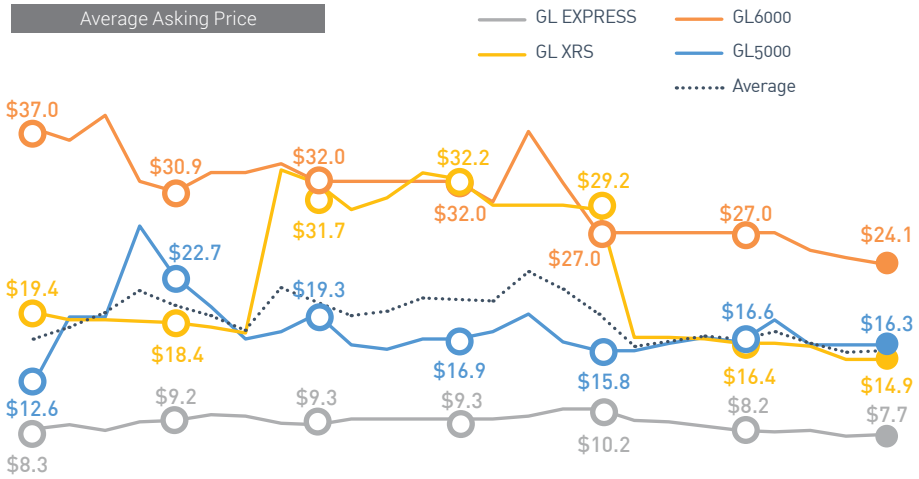
GLOBAL EXPRESS, 5000, XRS & 6000

PERFORMANCE	GLOBAL 5000	GLOBAL EXPRESS	GLOBAL XRS	GLOBAL 6000
Max Range	5,350 N.M. / 9,908 km	6,125 N.M. / 11,343 km	6,226 N.M. / 11,520 km	6,080 N.M. / 11,260 km
Max Speed	Mach 0.82	Mach 0.82	Mach 0.82	Mach 0.82
Typ. Passengers	13	13	13	13

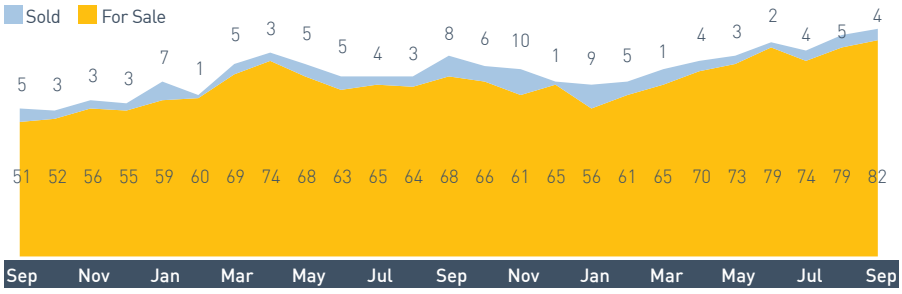
SUPPLY	GLOBAL 5000		GLOBAL EXPRESS		GLOBAL XRS		GLOBAL 6000	
	2020 Sep	2020 Jun	2020 Sep	2020 Jun	2020 Sep	2020 Jun	2020 Sep	2020 Jun
No. for Sale	19 (8.2%)	22 (9.5%)	23 (16.2%)	21 (14.5%)	18 (11.2%)	15 (9.3%)	22 (6.8%)	21 (6.5%)
Avg Asking Price	16.3M USD	18.6M USD	7.7M USD	8.0M USD	14.9M USD	16.4M USD	24.1M USD	27.0M USD
Avg Days on Market	307	314	274	242	248	196	153	121

TRANSACTION	GLOBAL 5000		GLOBAL EXPRESS		GLOBAL XRS		GLOBAL 6000	
	2020 Sep	2020 Jun	2020 Sep	2020 Jun	2020 Sep	2020 Jun	2020 Sep	2020 Jun
Past 12 Months	19	12	15	13	10	7	15	14
Past 3 Months	7	3	2	3	3	1	1	2

Average Asking Price



For Sale vs. Sold



Market Indicators (vs. Last Quarter)

GLOBAL 5000
- ↑ Transaction Level (Past 12 Months)
- ↓ Inventory Level
- ↓ Average Asking Price
- ↓ Average Days on Market

GLOBAL EXPRESS
- ↑ Transaction Level (Past 12 Months)
- ↑ Inventory Level
- ↓ Average Asking Price
- ↑ Average Days on Market

GLOBAL XRS
- ↑ Transaction Level (Past 12 Months)
- ↑ Inventory Level
- ↓ Average Asking Price
- ↑ Average Days on Market

GLOBAL 6000
- ↑ Transaction Level (Past 12 Months)
- ↑ Inventory Level
- ↓ Average Asking Price
- ↑ Average Days on Market

Source: AMSTAT & ASG

FEATURED AIRCRAFT

CHALLENGER 850 SN8098
TOTAL HOURS: 1,822 SINCE NEW
TOTAL CYCLES: 916 SINCE NEW

- 17 Seats Executive Configuration with Fwd Galley & Aft Lavatory
- True North Global Broadband via Inmarsat Swift Broadband Internet Wifi
- Fresh 96M Check
- TCAS 7.1
- CVR / FDR
- Data Loader DBU-5000
- ADS-B Out (DO-260A)
- Landing Gear Overhauled
- Additional FATS Tanks Installed

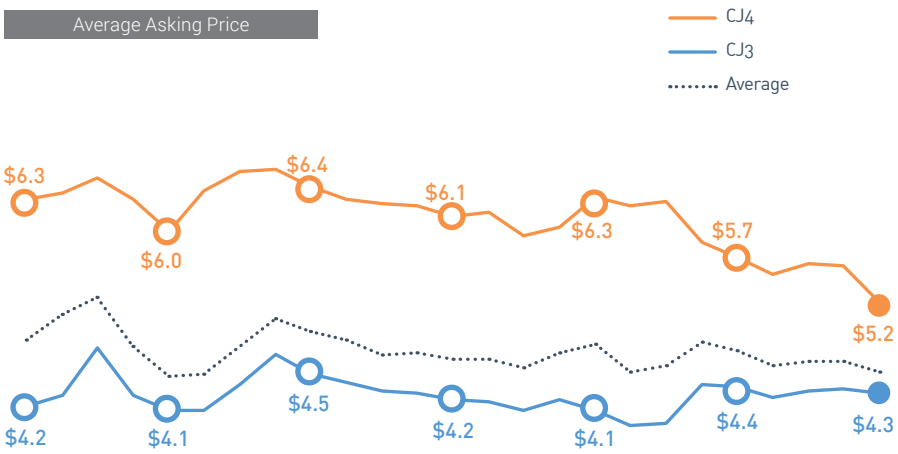
CITATION CJ3 & CJ4

PERFORMANCE	Cit. CJ3	Cit. CJ4
Max Range	1,891 N.M. / 3,502 km	1,991 N.M. / 3,687 km
Max Speed	Mach 0.73	Mach 0.77
Typ. Passengers	6	7

SUPPLY	Cit. CJ3		Cit. CJ4	
	2020 Sep	2020 Jun	2020 Sep	2020 Jun
No. for Sale	56 (9.8%)	61 (10.7%)	17 (5.3%)	20 (6.3%)
Avg Asking Price	4.3M USD	4.3M USD	5.2M USD	5.5M USD
Avg Days on Market	198	160	204	176

TRANSACTION	Cit. CJ3		Cit. CJ4	
	2020 Sep	2020 Jun	2020 Sep	2020 Jun
Past 12 Months	24	16	25	19
Past 3 Months	8	7	6	3

Average Asking Price



Market Indicators (vs. Last Quarter)

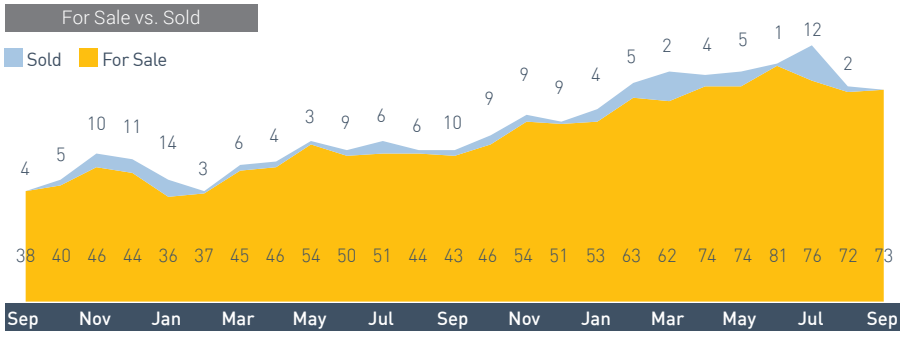
Cit. CJ3

- ↑ Transaction Level (Past 12 Months)
- ↓ Inventory Level
- ↑ Average Asking Price
- ↑ Average Days on Market

Cit. CJ4

- ↑ Transaction Level (Past 12 Months)
- ↓ Inventory Level
- ↓ Average Asking Price
- ↑ Average Days on Market

For Sale vs. Sold



Source: AMSTAT & ASG

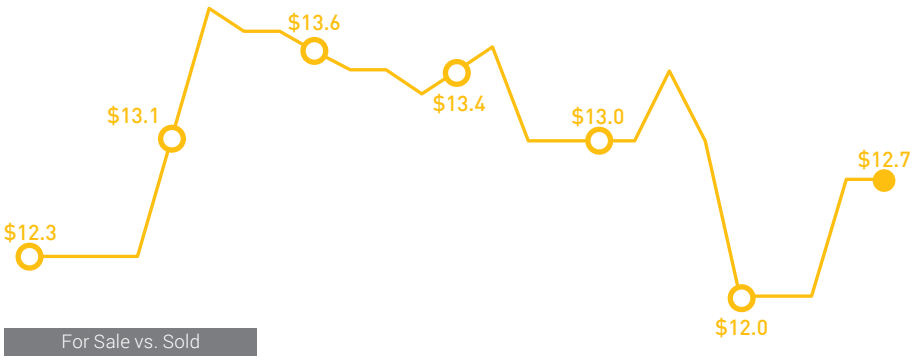
FEATURED AIRCRAFT

CHALLENGER 850 SN8111
TOTAL HOURS: 180 SINCE NEW
TOTAL CYCLES: 85 SINCE NEW

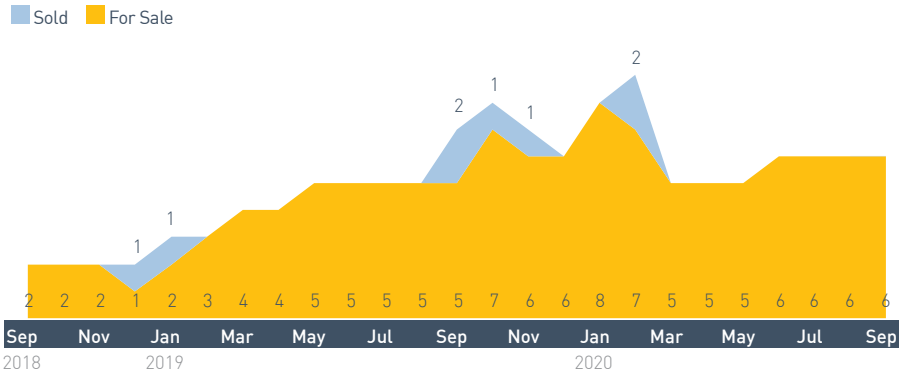
- Manufactured in 2012 & Delivered in 2016
- One User Since New (Private Flights Only)
- Fresh 96-Month Check
- 15 Passenger Configuration; VP-registration
- ADS-B Out
- No Damage History

CITATION LATITUDE

Average Asking Price



For Sale vs. Sold



Market Indicators (vs. Last Quarter)

Transaction Level (Past 12 Months)	=
Inventory Level	=
Average Asking Price	↑
Average Days on Market	↑

PERFORMANCE

Max Range	2,870N.M. / 5,315 km
Max Speed	Mach 0.80
Typ. Passengers	9

SUPPLY

	2020 Sep	2020 Jun
No. for Sale	6 (2.5%)	6 (2.5%)
Avg Asking Price	12.7M USD	12.0M USD
Avg Days on Market	204	165

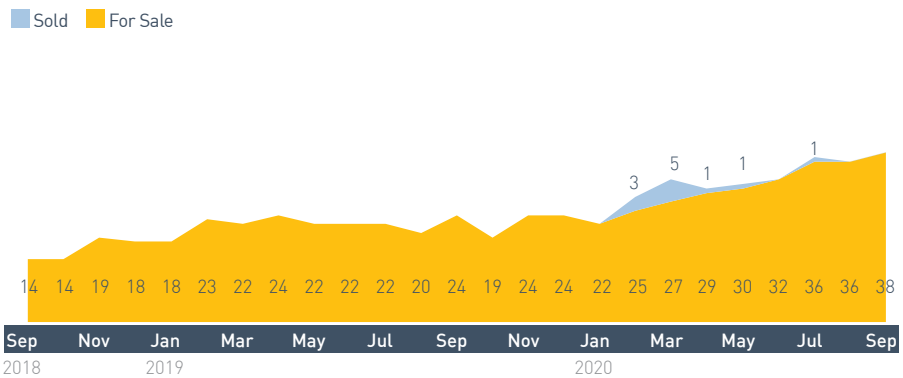
TRANSACTION

	2020 Sep	2020 Jun
Past 12 Months	4	4
Past 3 Months	0	0

CITATION SOVEREIGN

Average Asking Price

For Sale vs. Sold



Market Indicators (vs. Last Quarter)

Transaction Level (Past 12 Months)	↑
Inventory Level	↑
Average Asking Price	↑
Average Days on Market	↑

PERFORMANCE

Max Range	3,010N.M. / 5,574 km
Max Speed	Mach 0.80
Typ. Passengers	9

SUPPLY

	2020 Sep	2020 Jun
No. for Sale	38 (8.6%)	32 (7.3%)
Avg Asking Price	7.0M USD	6.7M USD
Avg Days on Market	195	164

TRANSACTION

	2020 Sep	2020 Jun
Past 12 Months	11	10
Past 3 Months	1	2

Source: AMSTAT & ASG

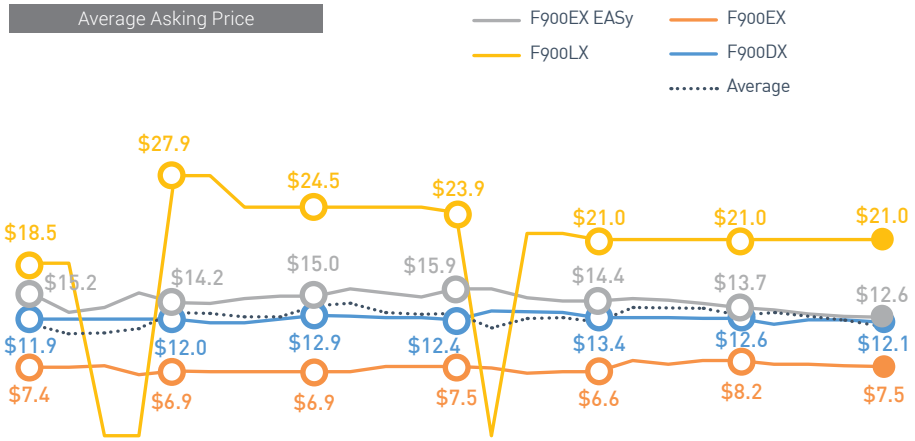
FALCON 900DX/EX/EX EASy/LX

PERFORMANCE	F900DX	F900EX	F900EX EASy	F900LX
Max Range	4,100 N.M. /7,593 km	4,500 N.M. /8,334 km	4,500 N.M. /8,334 km	4,750 N.M. /8,800 km
Max Speed	Mach 0.83	Mach 0.83	Mach 0.83	Mach 0.83
Typ. Passengers	12	12	12	12

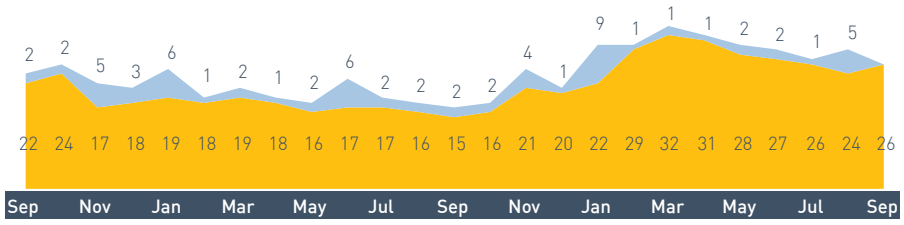
SUPPLY	F900DX		F900EX		F900EX EASy		F900LX	
	2020 Sep	2020 Jun	2020 Sep	2020 Jun	2020 Sep	2020 Jun	2020 Sep	2020 Jun
No. for Sale	2 (8.3%)	4 (16.7%)	9 (7.6%)	5 (4.2%)	12 (10.0%)	14 (11.7%)	3 (3.8%)	4 (5.1%)
Avg Asking Price	12.1M USD	11.8M USD	7.5M USD	7.8M USD	12.6M USD	13.4M USD	21.0M USD	21.0M USD
Avg Days on Market	312	206	128	161	300	217	173	120

TRANSACTION	F900DX		F900EX		F900EX EASy		F900LX	
	2020 Sep	2020 Jun	2020 Sep	2020 Jun	2020 Sep	2020 Jun	2020 Sep	2020 Jun
Past 12 Months	7	5	12	10	7	5	3	3
Past 3 Months	2	1	2	0	2	3	0	2

Average Asking Price



For Sale vs. Sold



Market Indicators (vs. Last Quarter)

F900DX
- ↑ Transaction Level (Past 12 Months)
- ↓ Inventory Level
- ↑ Average Asking Price
- ↑ Average Days on Market

F900EX
- ↑ Transaction Level (Past 12 Months)
- ↑ Inventory Level
- ↓ Average Asking Price
- ↓ Average Days on Market

F900EX EASy
- ↑ Transaction Level (Past 12 Months)
- ↓ Inventory Level
- ↓ Average Asking Price
- ↑ Average Days on Market

F900LX
- = Transaction Level (Past 12 Months)
- ↓ Inventory Level
- = Average Asking Price
- ↑ Average Days on Market

Source: AMSTAT & ASG

FEATURED AIRCRAFT

G450 SN4202
TOTAL HOURS: 2,604 SINCE NEW
TOTAL CYCLES: 953 SINCE NEW

- 14 Passenger Configuration with Forward Galley
- Engines Enrolled on RRCC
- APU Enrolled on MSP
- Airframe Enrolled on Gulfstream Planeparts
- FAA Compliant, EASA Validation
- ADSB-Out, High Speed Data, FM Immunity
- FANS-1A, CPDLC, TCAS7.1
- Honeywell Head Up Display / Visual Guidance System
- Fresh Annual Inspection
- 96 Month Inspection Completed

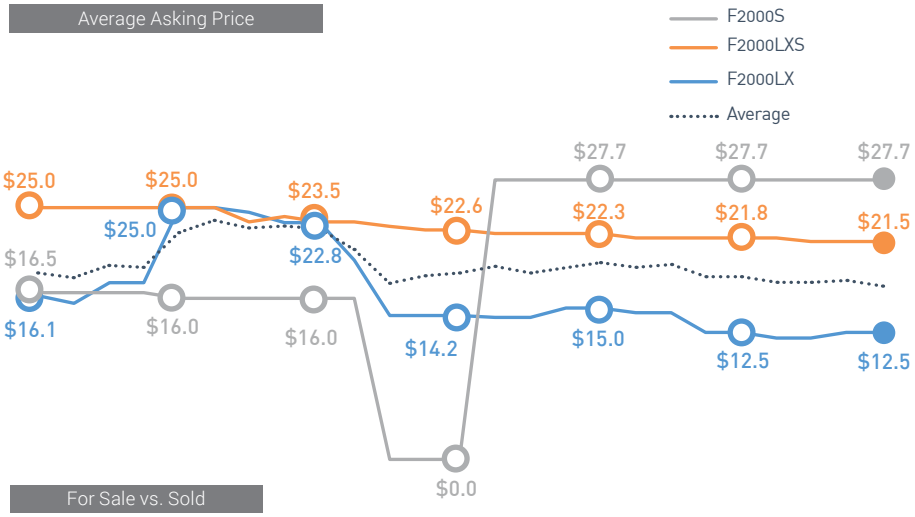
FALCON 2000LX/LXS/S

PERFORMANCE	F2000LX	F2000LXS	F2000S
Max Range	4,000 N.M. /7,408 km	4,000 N.M. /7,408 km	3,350 N.M. /6,208 km
Max Speed	Mach 0.83	Mach 0.83	Mach 0.83
Typ. Passengers	10	10	10

SUPPLY	F2000LX		F2000LXS		F2000S	
	2020 Sep	2020 Jun	2020 Sep	2020 Jun	2020 Sep	2020 Jun
No. for Sale	8 (6.1%)	8 (6.1%)	6 (6.0%)	8 (8.2%)	1 (2.3%)	1 (2.3%)
Avg Asking Price	12.5M USD	12.0M USD	21.5M USD	21.8M USD	27.7M USD	27.7M USD
Avg Days on Market	277	242	334	277	349	257

TRANSACTION	F2000LX		F2000LXS		F2000S	
	2020 Sep	2020 Jun	2020 Sep	2020 Jun	2020 Sep	2020 Jun
Past 12 Months	3	3	4	4	1	0
Past 3 Months	0	1	0	0	1	0

Average Asking Price



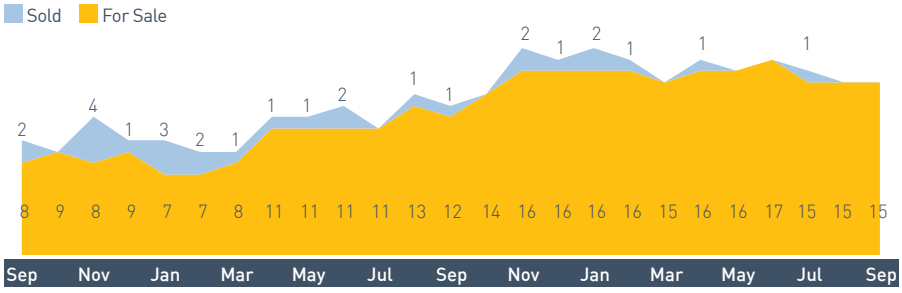
Market Indicators (vs. Last Quarter)

F2000LX
- = Transaction Level (Past 12 Months)
- = Inventory Level
- ↑ Average Asking Price
- ↑ Average Days on Market

F2000LXS
- = Transaction Level (Past 12 Months)
- ↓ Inventory Level
- ↓ Average Asking Price
- ↑ Average Days on Market

F2000S
- ↑ Transaction Level (Past 12 Months)
- = Inventory Level
- = Average Asking Price
- ↑ Average Days on Market

For Sale vs. Sold



Source: AMSTAT & ASG

FEATURED AIRCRAFT

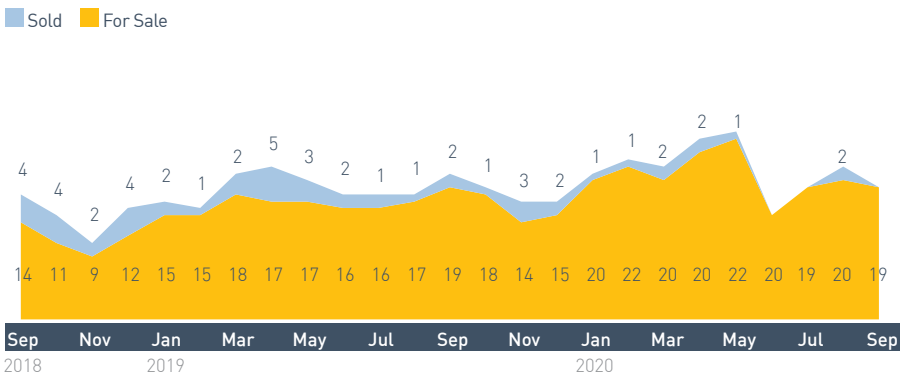
G550
TOTAL HOURS: 3,162 SINCE NEW
TOTAL CYCLES: 1,168 SINCE NEW

- Engines & APU Enrolled Pro-Rata JSSI
- 16 Pax, Forward Galley & Crew Rest
- 4 Club, Conf. Area & Aft Double Divans
- Beijing Based, all Logs in English
- Painting & Interior Refurbished 2017
- ADS-B Out, CPDLC & FANS 1/A+
- BBML & HD-700
- No Damage or Material Corrosion

FALCON 7X

Average Asking Price

For Sale vs. Sold



Market Indicators (vs. Last Quarter)

Transaction Level (Past 12 Months)	↑
Inventory Level	↑
Average Asking Price	↓
Average Days on Market	↓

PERFORMANCE	
Max Range	5,950 N.M. / 11,018 km
Max Speed	Mach 0.90
Typ. Passengers	12

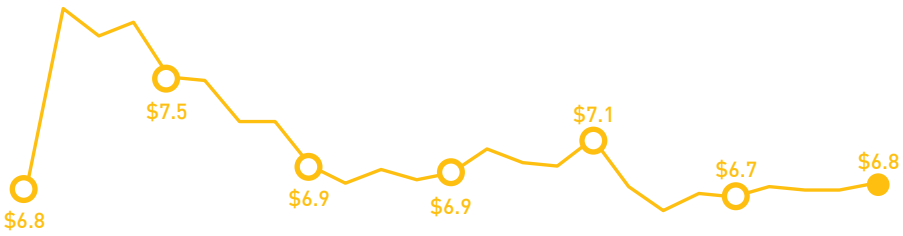
SUPPLY	2020 Sep	2020 Jun
No. for Sale	19 (6.6%)	15 (5.2%)
Avg Asking Price	21.1M USD	24.5M USD
Avg Days on Market	259	304

TRANSACTION	2020 Sep	2020 Jun
Past 12 Months	15	13
Past 3 Months	2	3

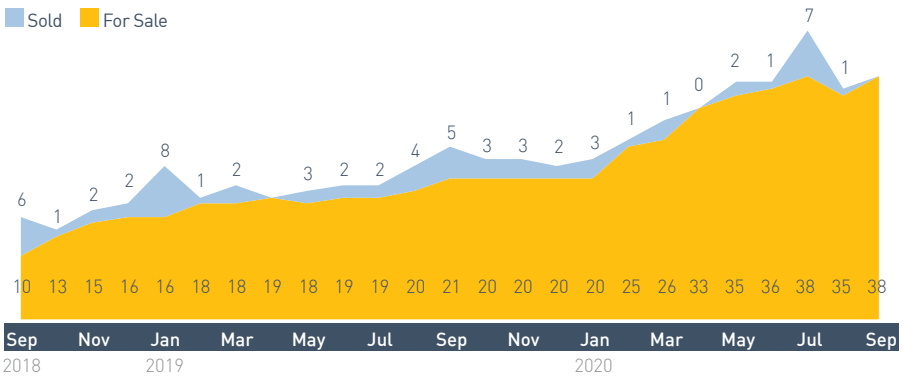
Source: AMSTAT & ASG

PHENOM 300

Average Asking Price



For Sale vs. Sold



Market Indicators (vs. Last Quarter)

Transaction Level (Past 12 Months)	↑
Inventory Level	↑
Average Asking Price	↑
Average Days on Market	↓

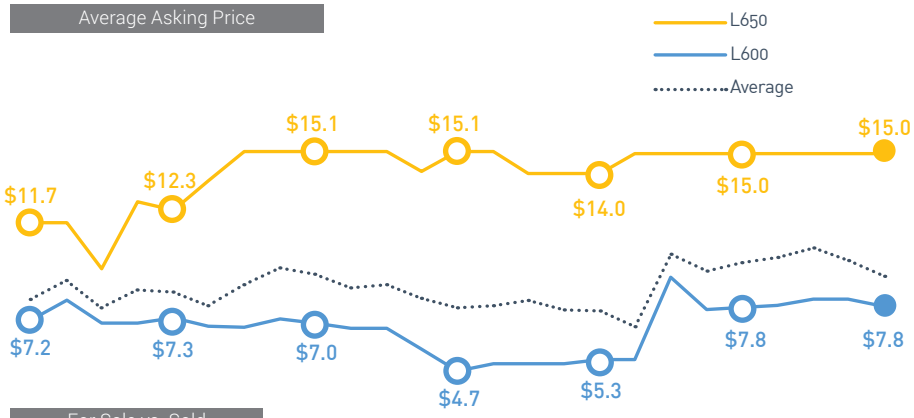
PERFORMANCE	
Max Range	1,242 N.M. / 2,300 km
Max Speed	Mach 0.78
Typ. Passengers	5

SUPPLY	2020 Sep	2020 Jun
No. for Sale	38 (6.8%)	36 (6.5%)
Avg Asking Price	6.8M USD	6.8M USD
Avg Days on Market	266	274

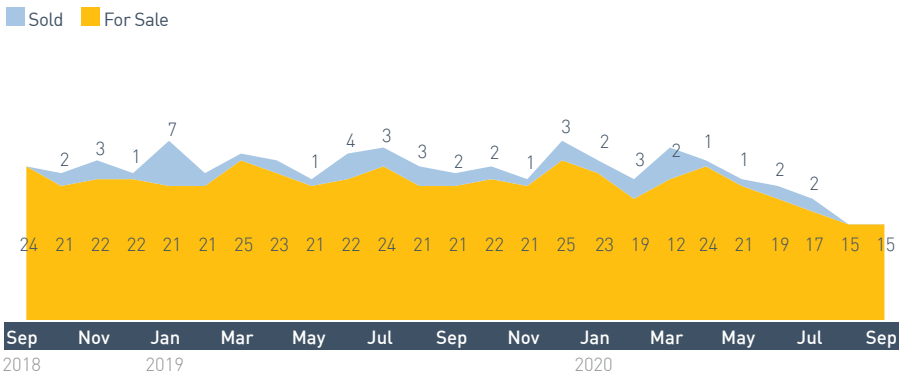
TRANSACTION	2020 Sep	2020 Jun
Past 12 Months	26	18
Past 3 Months	8	3

LEGACY 600/650

Average Asking Price



For Sale vs. Sold



Market Indicators (vs. Last Quarter)

	L600	L650
Transaction Level (Past 12 Months)	↑	↑
Inventory Level	↓	↓
Average Asking Price	↓	=
Average Days on Market	↑	↑

PERFORMANCE	L600	L650
Max Range	3,400 N.M. / 6,297 km	3,640 N.M. / 7,112 km
Max Speed	Mach 0.80	Mach 0.80
Typ. Passengers	13	13

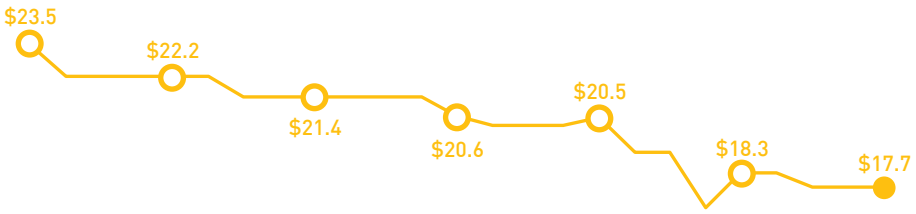
SUPPLY	Sep | Jun	Sep | Jun
No. for Sale	12 | 13	3 | 6
Avg Asking Price	7.8M USD / 7.9M USD	15.0M USD / 15.0M USD
Avg Days on Market	319 | 286	310 | 211

TRANSACTION	Sep | Jun	Sep | Jun
Past 12 Months	15 | 14	7 | 6
Past 3 Months	1 | 4	1 | 0

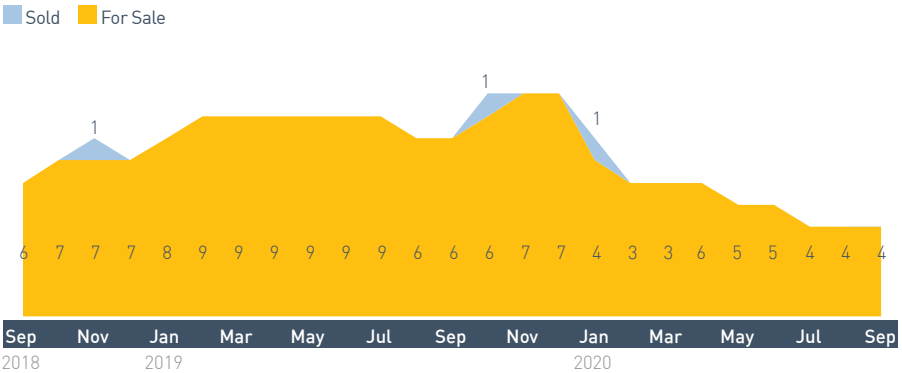
Source: AMSTAT & ASG

LINEAGE 1000/E

Average Asking Price



For Sale vs. Sold



Market Indicators (vs. Last Quarter)

Transaction Level (Past 12 Months)	=
Inventory Level	↓
Average Asking Price	↓
Average Days on Market	↑

PERFORMANCE	
Max Range	4,400 N.M. / 8,149 km
Max Speed	Mach 0.82
Typ. Passengers	19

SUPPLY	2020 Sep	2020 Jun
No. for Sale	4 (13.8%)	5 (17.2%)
Avg Asking Price	17.7M USD	18.3M USD
Avg Days on Market	676	525

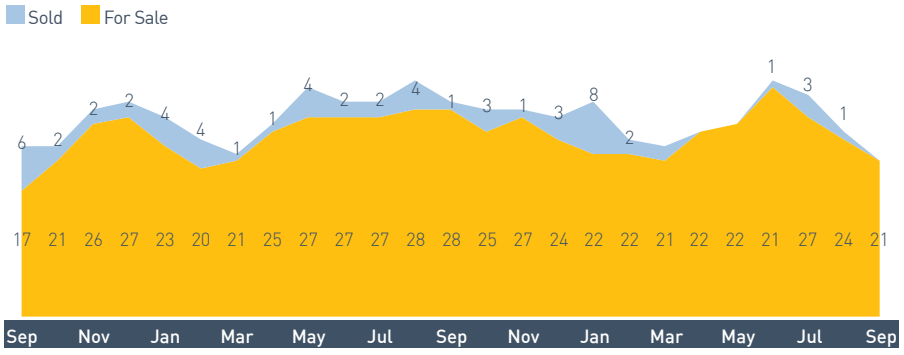
TRANSACTION	2020 Sep	2020 Jun
Past 12 Months	2	2
Past 3 Months	0	0

Source: AMSTAT & ASG

G200

Average Asking Price

For Sale vs. Sold



Market Indicators (vs. Last Quarter)

Transaction Level (Past 12 Months)	↑
Inventory Level	↓
Average Asking Price	↓
Average Days on Market	↓

PERFORMANCE

Max Range	3,050 N.M. / 5,651 km
Max Speed	Mach 0.81
Typ. Passengers	8

SUPPLY

	2020 Sep	2020 Jun
No. for Sale	21 (8.8%)	31 (12.9%)
Avg Asking Price	3.7M USD	4.1M USD
Avg Days on Market	270	196

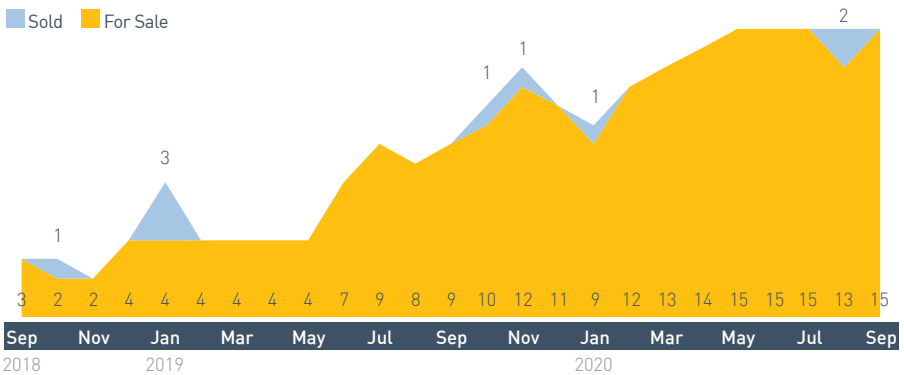
TRANSACTION

	2020 Sep	2020 Jun
Past 12 Months	23	19
Past 3 Months	4	1

G280

Average Asking Price

For Sale vs. Sold



Market Indicators (vs. Last Quarter)

Transaction Level (Past 12 Months)	↑
Inventory Level	=
Average Asking Price	↑
Average Days on Market	↑

PERFORMANCE

Max Range	3,600 N.M. / 6,667 km
Max Speed	Mach 0.84
Typ. Passengers	8

SUPPLY

	2020 Sep	2020 Jun
No. for Sale	15 (7.7%)	15 (7.8%)
Avg Asking Price	13.9M USD	13.2M USD
Avg Days on Market	212	196

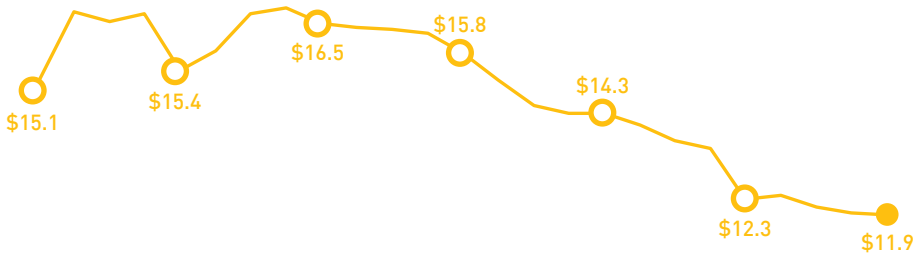
TRANSACTION

	2020 Sep	2020 Jun
Past 12 Months	5	3
Past 3 Months	2	0

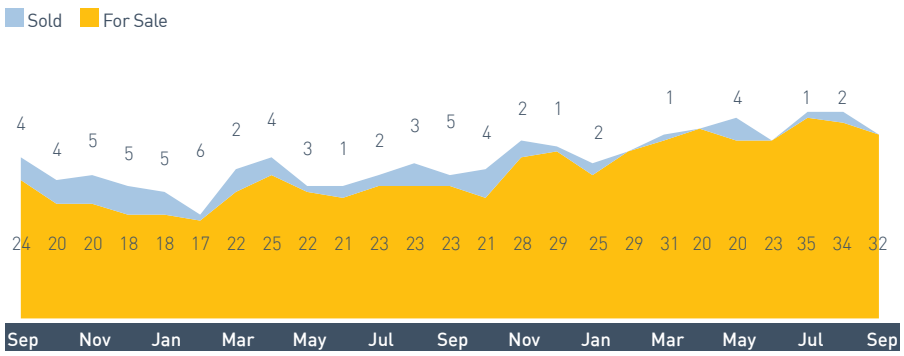
Source: AMSTAT & ASG

G450

Average Asking Price



For Sale vs. Sold



Market Indicators (vs. Last Quarter)

Transaction Level (Past 12 Months)	↑
Inventory Level	↑
Average Asking Price	↓
Average Days on Market	↑

PERFORMANCE

Max Range	4,350 N.M. / 8,056 km
Max Speed	Mach 0.85
Typ. Passengers	13

SUPPLY

	2020 Sep	2020 Jun
No. for Sale	32 (9.0%)	31 (8.8%)
Avg Asking Price	11.9M USD	12.4M USD
Avg Days on Market	365	343

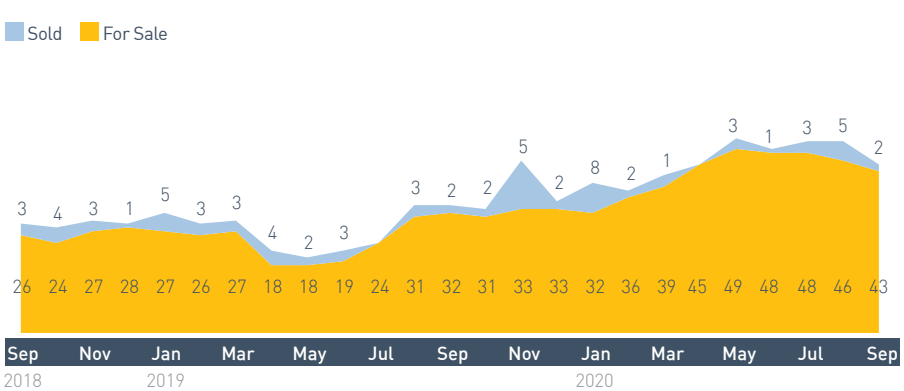
TRANSACTION

	2020 Sep	2020 Jun
Past 12 Months	19	16
Past 3 Months	3	4

G550

Average Asking Price

For Sale vs. Sold



Market Indicators (vs. Last Quarter)

Transaction Level (Past 12 Months)	↑
Inventory Level	↓
Average Asking Price	↓
Average Days on Market	↑

PERFORMANCE

Max Range	6,750 N.M. / 12,501 km
Max Speed	Mach 0.87
Typ. Passengers	18

SUPPLY

	2020 Sep	2020 Jun
No. for Sale	43 (7.2%)	48 (8.1%)
Avg Asking Price	16.6M USD	17.7M USD
Avg Days on Market	240	203

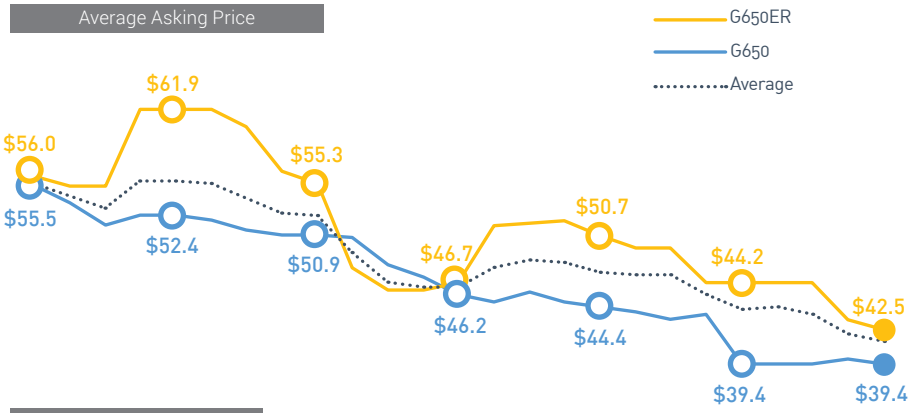
TRANSACTION

	2020 Sep	2020 Jun
Past 12 Months	44	34
Past 3 Months	10	4

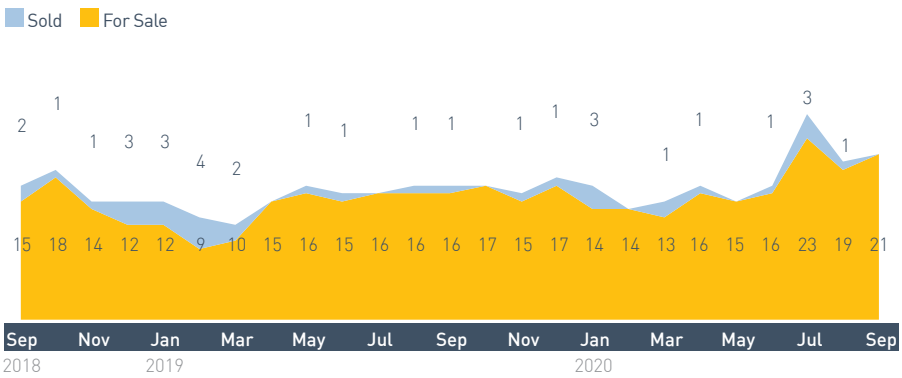
Source: AMSTAT & ASG

G650 & G650 ER

Average Asking Price



For Sale vs. Sold



Market Indicators (vs. Last Quarter)

	G650	G650ER
Transaction Level (Past 12 Months)	↑	↑
Inventory Level	↑	↑
Average Asking Price	↑	↓
Average Days on Market	↓	↓

PERFORMANCE	G650	G650ER
Max Range	7,000 N.M.	7,500 N.M.
	12,964 km	13,890 km
Max Speed	Mach 0.90	Mach 0.90
Typ. Passengers	18	18

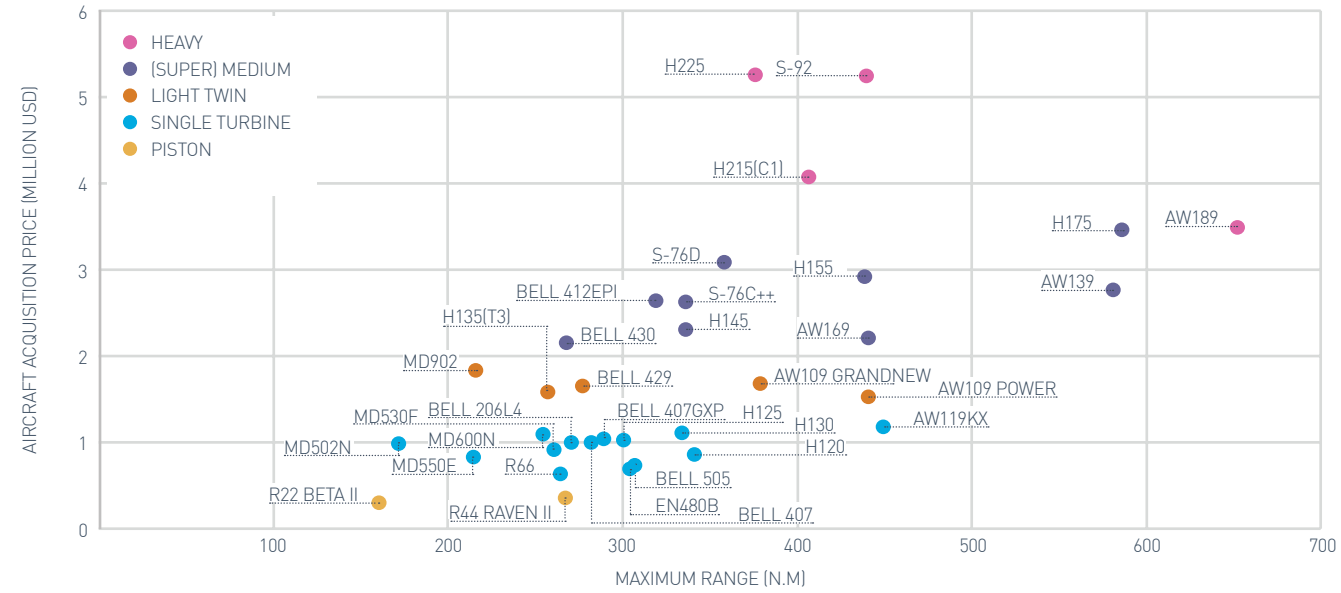
SUPPLY	Sep | Jun	Sep | Jun
No. for Sale	8 | 5	13 | 11
Avg Asking Price	39.4M USD	42.5M USD
	39.4M USD	46.6M USD
Avg Days on Market	144 | 157	176 | 214

TRANSACTION	Sep | Jun	Sep | Jun
Past 12 Months	6 | 5	7 | 4
Past 3 Months	1 | 1	3 | 1

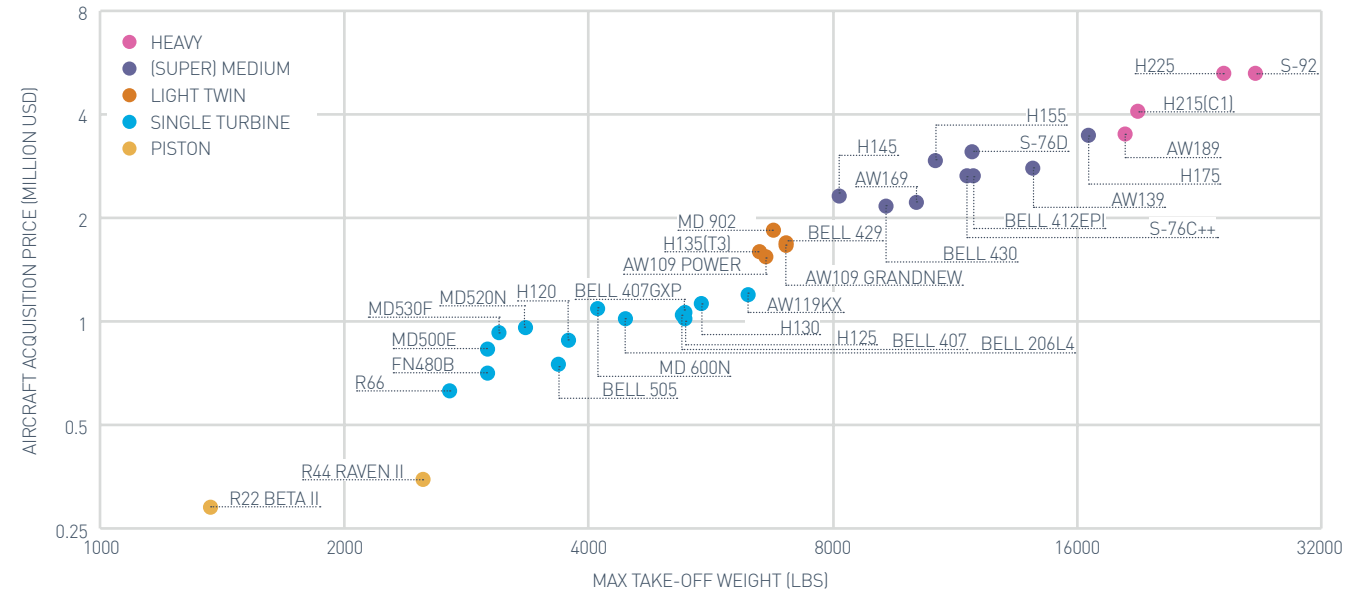
Source: AMSTAT & ASG

AIRCRAFT POSITIONING - CIVIL HELICOPTERS

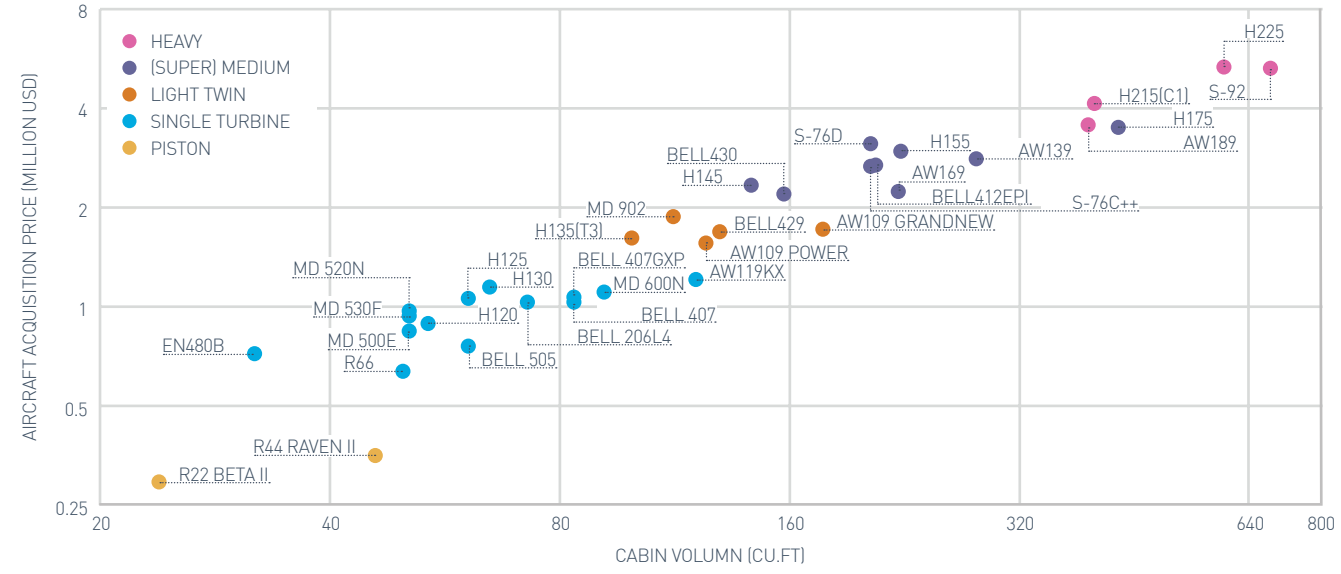
ACQUISITION COST VS. MAX RANGE



ACQUISITION COST VS. MAX TAKEOFF WEIGHT



ACQUISITION COST VS. CABIN VOLUME



Source: Conklin & de Decker 2019

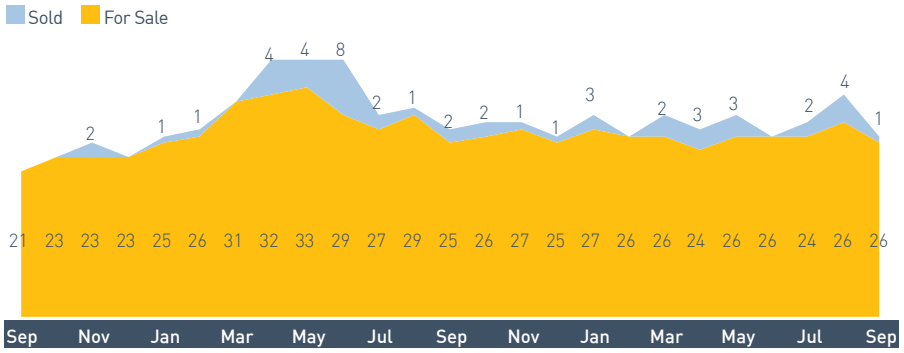
MARKET SUMMARY PER MODEL — CIVIL HELICOPTERS

INVENTORY LEVEL, PRICE TREND & TRANSACTIONS

H125

Average Asking Price

For Sale vs. Sold



Market Indicators (vs. Last Quarter)

Transaction Level (Past 12 Months)	↑
Inventory Level	↓
Average Asking Price	↓
Average Days on Market	↑

PERFORMANCE

Max Range	340 N.M. / 630 km
Max Speed	140 Knots
Typ. Passengers	6

SUPPLY

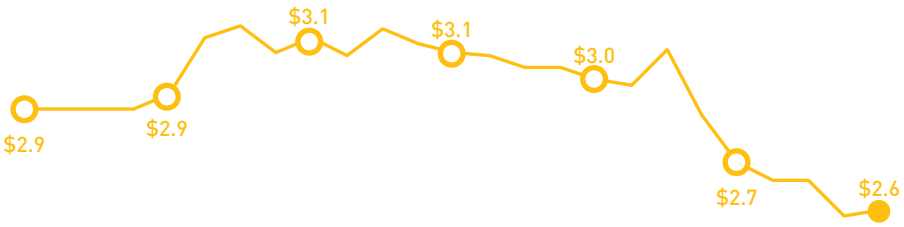
	2020 Sep	2020 Jun
No. for Sale	25 (2.9%)	26 (3.1%)
Avg Asking Price	2.4M USD	2.4M USD
Avg Days on Market	546	530

TRANSACTION

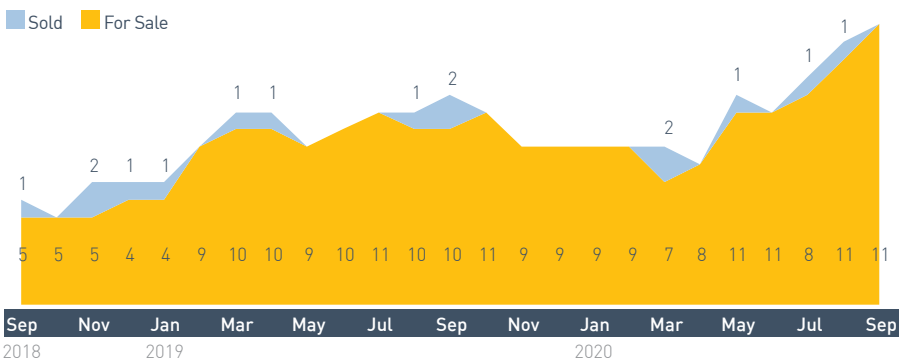
	2020 Sep	2020 Jun
Past 12 Months	22	15
Past 3 Months	7	6

H130

Average Asking Price



For Sale vs. Sold



Market Indicators (vs. Last Quarter)

Transaction Level (Past 12 Months)	↑
Inventory Level	↑
Average Asking Price	↓
Average Days on Market	↑

PERFORMANCE

Max Range	333 N.M. / 606km
Max Speed	128 Knots
Typ. Passengers	7

SUPPLY

	2020 Sep	2020 Jun
No. for Sale	16 (5.6%)	11 (3.9%)
Avg Asking Price	2.6M USD	2.7M USD
Avg Days on Market	233	231

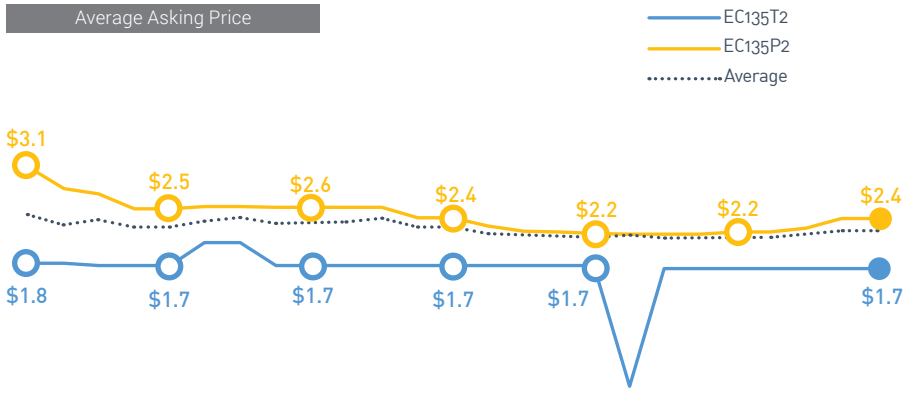
TRANSACTION

	2020 Sep	2020 Jun
Past 12 Months	5	3
Past 3 Months	2	1

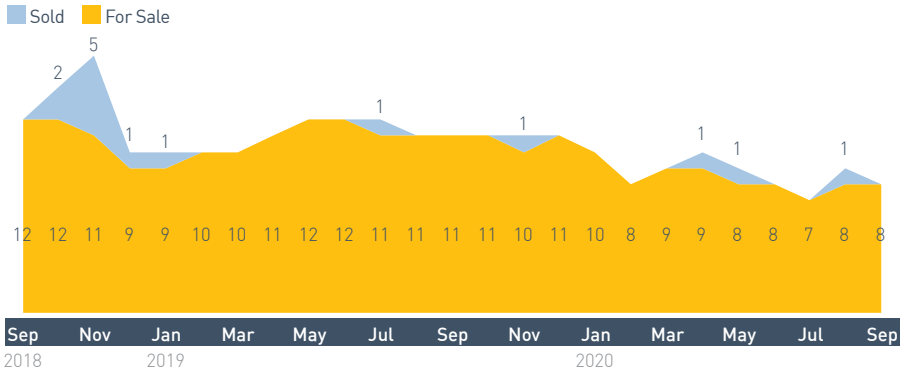
Source: AMSTAT & ASG

EC135P2 & T2

Average Asking Price



For Sale vs. Sold



Market Indicators (vs. Last Quarter)

	EC135P2	EC135T2
Transaction Level (Past 12 Months)	=	↑
Inventory Level	↓	↑
Average Asking Price	↑	=
Average Days on Market	↑	↑

PERFORMANCE	EC135P2	EC135T2
Max Range	332 N.M.	332 N.M.
	614 km	614 km
Max Speed	127 Knots	127 Knots
Typ. Passengers	6	6

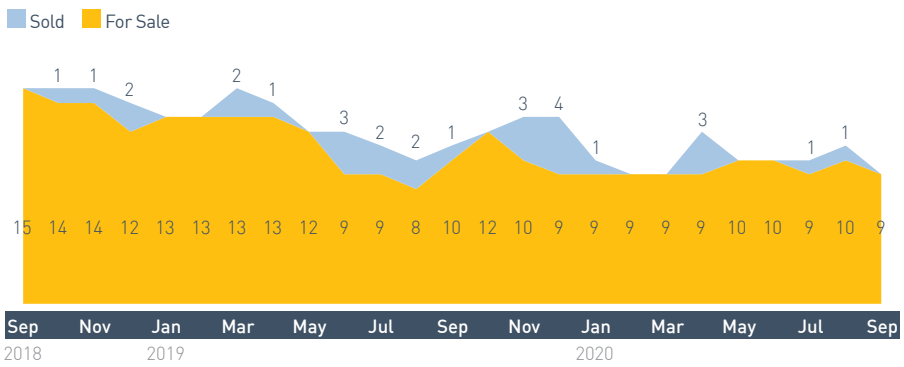
SUPPLY	Sep | Jun	Sep | Jun
No. for Sale	6 | 7	2 | 1
Avg Asking Price	2.4M USD	1.7M USD
	2.2M USD	1.7M USD
Avg Days on Market	645 | 595	132 | 116

TRANSACTION	Sep | Jun	Sep | Jun
Past 12 Months	2 | 2	2 | 1
Past 3 Months	0 | 1	1 | 1

EC145

Average Asking Price

For Sale vs. Sold



Market Indicators (vs. Last Quarter)

Transaction Level (Past 12 Months)	↑
Inventory Level	↓
Average Asking Price	=
Average Days on Market	↑

PERFORMANCE	
Max Range	461 N.M. / 855 km
Max Speed	131 Knots
Typ. Passengers	9

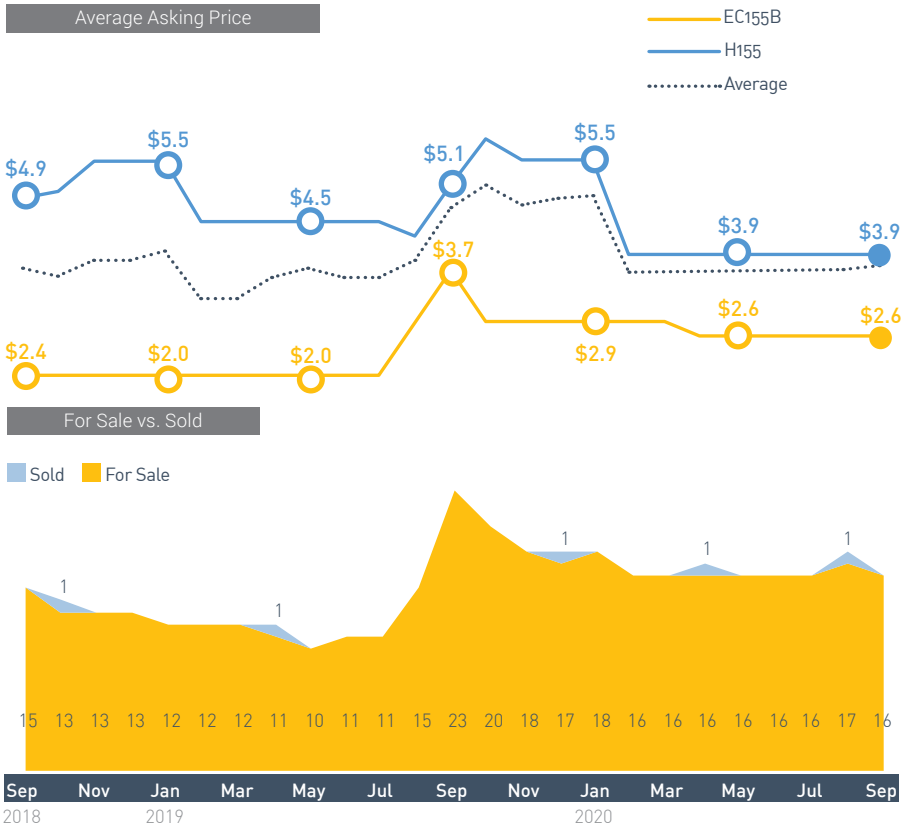
SUPPLY	2020 Sep	2020 Jun
No. for Sale	9 (1.3%)	10 (1.4%)
Avg Asking Price	3.9M USD	3.9M USD
Avg Days on Market	453	440

TRANSACTION	2020 Sep	2020 Jun
Past 12 Months	13	11
Past 3 Months	2	3

Source: AMSTAT & ASG

H155 & EC155B

Average Asking Price



For Sale vs. Sold

Market Indicators (vs. Last Quarter)

	H155	EC155B
Transaction Level (Past 12 Months)	=	=
Inventory Level	↑	=
Average Asking Price	=	↑
Average Days on Market	↑	↑

PERFORMANCE	H155	EC155B
Max Range	516 N.M.	516 N.M.
	955 km	955 km
Max Speed	150 Knots	135 Knots
Typ. Passengers	13	13

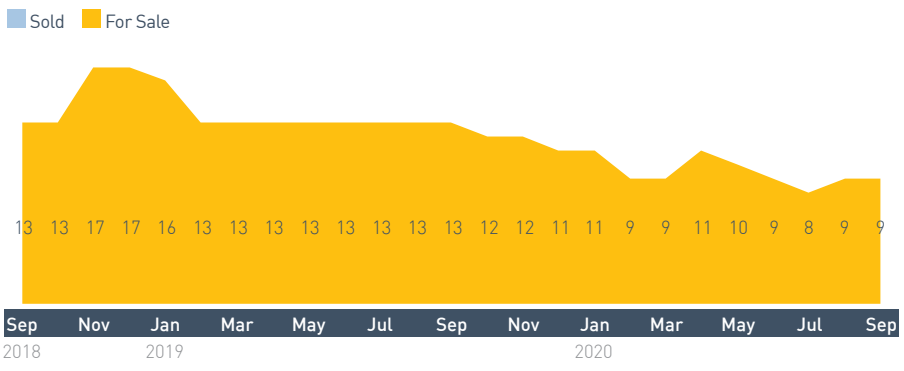
SUPPLY	Sep | Jun	Sep | Jun
No. for Sale	14 | 13	2 | 3
Avg Asking Price	3.9M USD	2.6M USD
	3.9M USD	2.6M USD
Avg Days on Market	686 | 644	493 | 390

TRANSACTION	Sep | Jun	Sep | Jun
Past 12 Months	0 | 0	3 | 2
Past 3 Months	0 | 0	1 | 1

H225

Average Asking Price

For Sale vs. Sold



Market Indicators (vs. Last Quarter)

Transaction Level (Past 12 Months)	=
Inventory Level	=
Average Asking Price	↑
Average Days on Market	↑

PERFORMANCE	
Max Range	452 N.M. / 837 km
Max Speed	142 Knots
Typ. Passengers	19

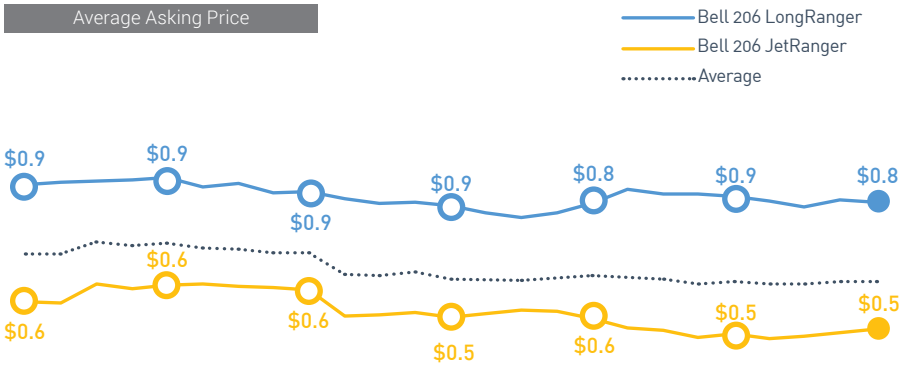
SUPPLY	2020 Sep	2020 Jun
No. for Sale	9 (5.1%)	9 (5.1%)
Avg Asking Price	9.0M USD	6.2M USD
Avg Days on Market	853	701

TRANSACTION	2020 Sep	2020 Jun
Past 12 Months	0	0
Past 3 Months	0	0

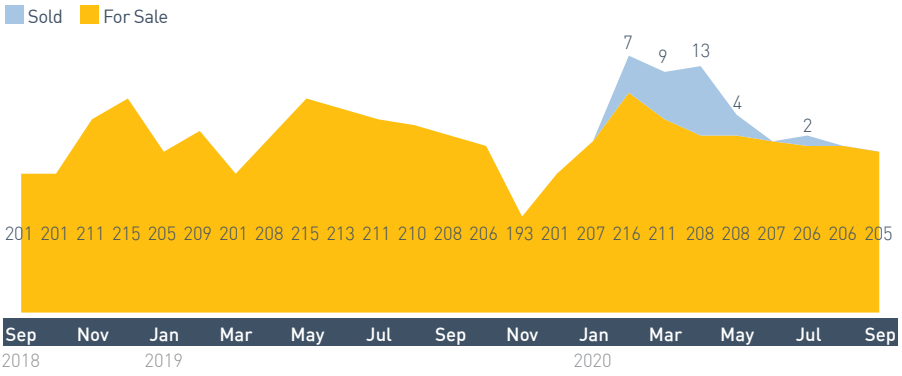
Source: AMSTAT & ASG

BELL 206 JETRANGER / LONGRANGER

Average Asking Price



For Sale vs. Sold



Market Indicators (vs. Last Quarter)

	Bell 206J	Bell 206L
Transaction Level (Past 12 Months)	↑	=
Inventory Level	↑	↑
Average Asking Price	↑	↓
Average Days on Market	↑	↓

PERFORMANCE	Bell 206J	Bell 206L
Max Range	374 N.M.	270 N.M.
	693 km	500 km
Max Speed	121 Knots	105 Knots
Typ. Passengers	4	6

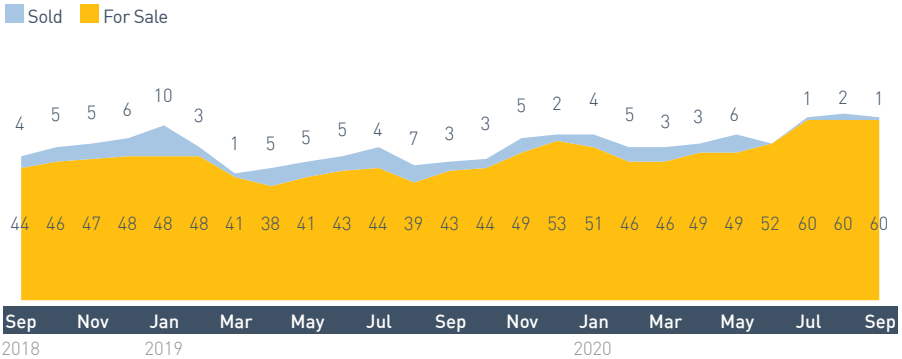
SUPPLY	Sep | Jun	Sep | Jun
No. for Sale	125 | 125	77 | 82
Avg Asking Price	0.5M USD	0.8M USD
	0.5M USD	0.9M USD
Avg Days on Market	815 | 789	434 | 403

TRANSACTION	Sep | Jun	Sep | Jun
Past 12 Months	31 | 29	4 | 4
Past 3 Months	2 | 15	0 | 2

BELL 407

Average Asking Price

For Sale vs. Sold



Market Indicators (vs. Last Quarter)

Transaction Level (Past 12 Months)	↑
Inventory Level	↑
Average Asking Price	↓
Average Days on Market	↓

PERFORMANCE	
Max Range	323 N.M. / 598 km
Max Speed	132 Knots
Typ. Passengers	7

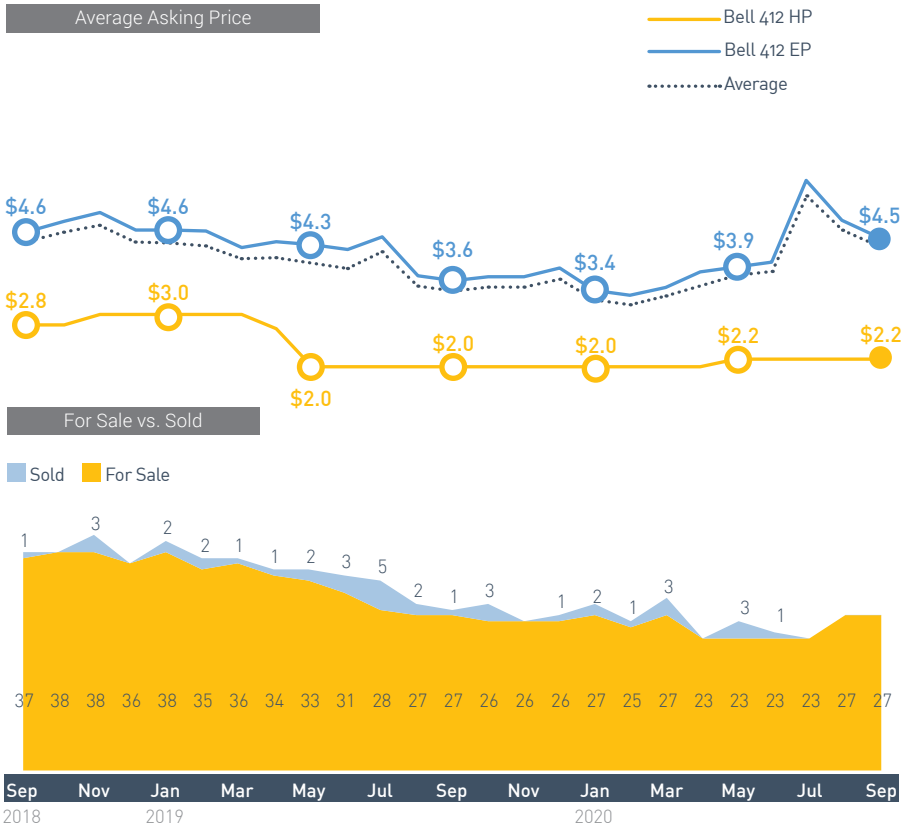
SUPPLY	2020 Sep	2020 Jun
No. for Sale	60 (3.8%)	52 (3.3%)
Avg Asking Price	2.3M USD	2.3M USD
Avg Days on Market	365	506

TRANSACTION	2020 Sep	2020 Jun
Past 12 Months	37	33
Past 3 Months	4	9

Source: AMSTAT & ASG

BELL 412EP/412HP

Average Asking Price



For Sale vs. Sold

Market Indicators (vs. Last Quarter)

	Bell 412EP	Bell 412HP
Transaction Level (Past 12 Months)	=	=
Inventory Level	↑	=
Average Asking Price	↑	=
Average Days on Market	↓	↑

PERFORMANCE	Bell 412EP	Bell 412HP
Max Range	356 N.M. / 659 km	349 N.M. / 646 km
Max Speed	140 Knots	133 Knots
Typ. Passengers	9	14

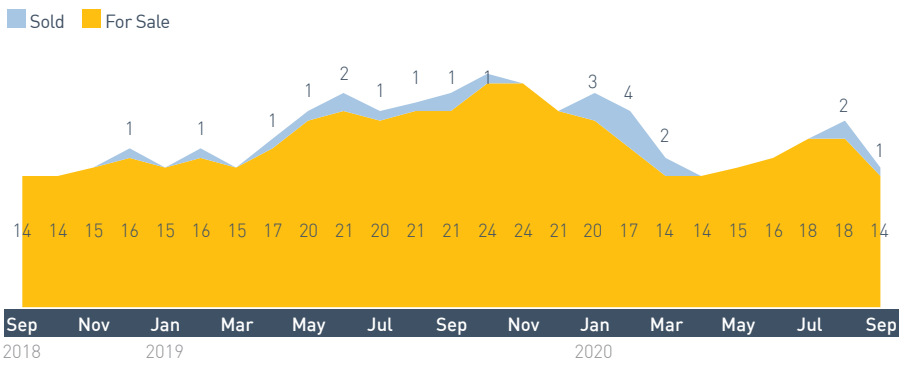
SUPPLY	Sep | Jun	Sep | Jun
No. for Sale	25 | 21	2 | 2
Avg Asking Price	4.5M USD	2.2M USD
	5.6M USD	2.2M USD
Avg Days on Market	356 | 390	765 | 673

TRANSACTION	Sep | Jun	Sep | Jun
Past 12 Months	13 | 13	1 | 1
Past 3 Months	0 | 3	0 | 1

BELL 429

Average Asking Price

For Sale vs. Sold



Market Indicators (vs. Last Quarter)

Transaction Level (Past 12 Months)	↑
Inventory Level	↓
Average Asking Price	↑
Average Days on Market	↑

PERFORMANCE	
Max Range	368 N.M. / 681 km
Max Speed	130 Knots
Typ. Passengers	7

SUPPLY	2020 Sep	2020 Jun
No. for Sale	14 (3.8%)	16 (4.4%)
Avg Asking Price	4.1M USD	4.1M USD
Avg Days on Market	348	263

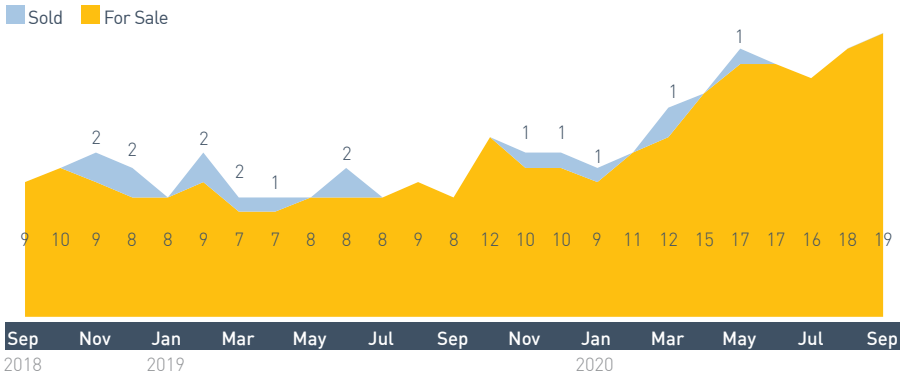
TRANSACTION	2020 Sep	2020 Jun
Past 12 Months	13	10
Past 3 Months	3	0

Source: AMSTAT & ASG

AW109SP GRANDNEW

Average Asking Price

For Sale vs. Sold



Market Indicators (vs. Last Quarter)

Transaction Level (Past 12 Months)	=
Inventory Level	↑
Average Asking Price	↑
Average Days on Market	↓

PERFORMANCE

Max Range	480 N.M. / 889 km
Max Speed	130 Knots
Typ. Passengers	7

SUPPLY

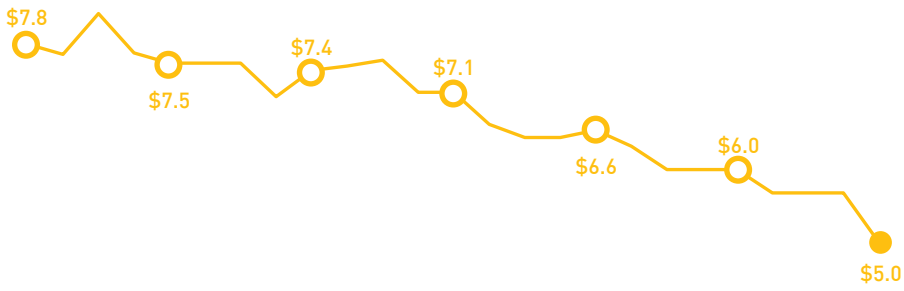
	2020 Sep	2020 Jun
No. for Sale	19 (9.9%)	17 (9.0%)
Avg Asking Price	4.7M USD	4.4M USD
Avg Days on Market	181	216

TRANSACTION

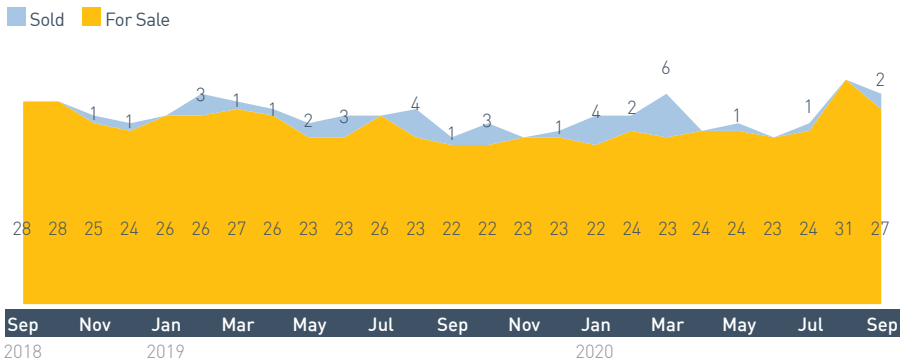
	2020 Sep	2020 Jun
Past 12 Months	6	6
Past 3 Months	0	1

AW139

Average Asking Price



For Sale vs. Sold



Market Indicators (vs. Last Quarter)

Transaction Level (Past 12 Months)	↑
Inventory Level	↑
Average Asking Price	↓
Average Days on Market	↓

PERFORMANCE

Max Range	568 N.M. / 1,052 km
Max Speed	140 Knots
Typ. Passengers	15

SUPPLY

	2020 Sep	2020 Jun
No. for Sale	27 (2.8%)	23 (2.4%)
Avg Asking Price	5.0M USD	5.7M USD
Avg Days on Market	428	552

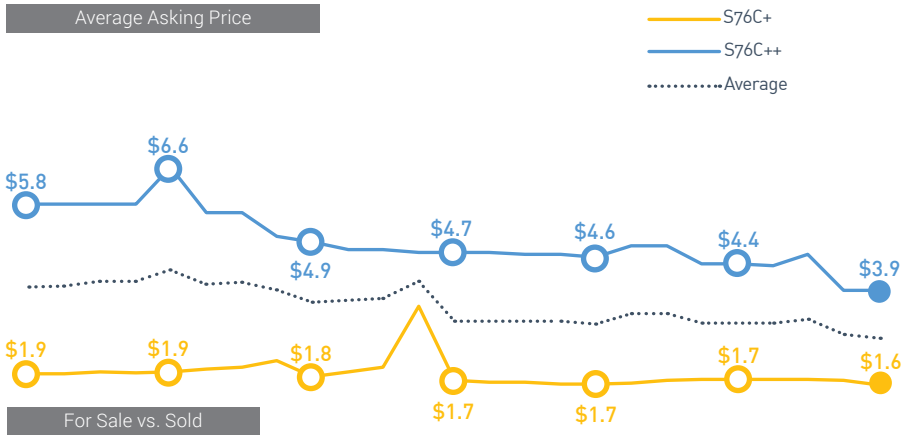
TRANSACTION

	2020 Sep	2020 Jun
Past 12 Months	20	17
Past 3 Months	3	1

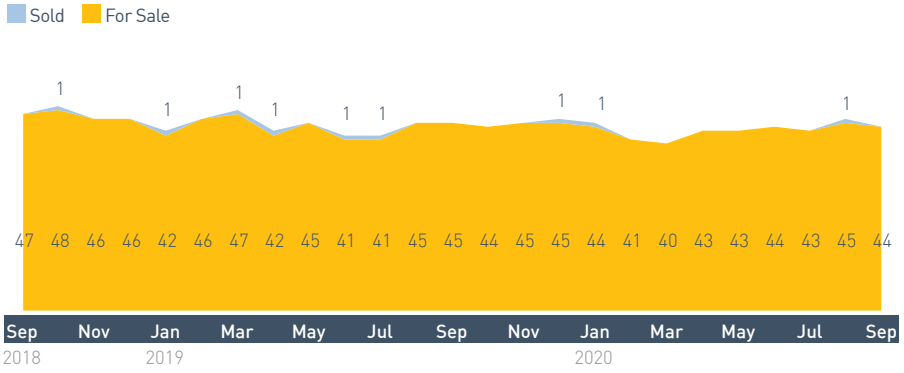
Source: AMSTAT & ASG

S-76C+ / S-76C++

Average Asking Price



For Sale vs. Sold



Market Indicators (vs. Last Quarter)

	S76C+	S76C++
Transaction Level (Past 12 Months)	=	↑
Inventory Level	=	=
Average Asking Price	↓	↓
Average Days on Market	↓	↓

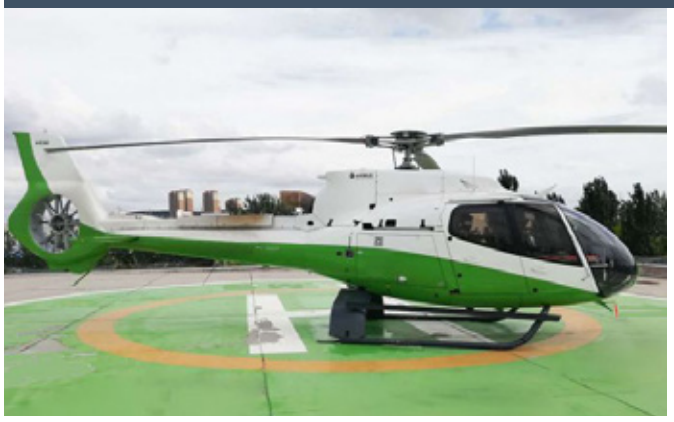
PERFORMANCE	S-76C+	S-76C++
Max Range	335 N.M. / 620 km	335 N.M. / 620 km
Max Speed	155 Knots	155 Knots
Typ. Passengers	12	12

SUPPLY	Sep | Jun	Sep | Jun
No. for Sale	22 | 22	22 | 22
Avg Asking Price	1.6M USD 1.7M USD	3.9M USD 4.4M USD
Avg Days on Market	714 | 723	645 | 652

TRANSACTION	Sep | Jun	Sep | Jun
Past 12 Months	0 | 0	3 | 2
Past 3 Months	0 | 0	1 | 0

Source: AMSTAT & ASG

FEATURED AIRCRAFT



AIRBUS HELICOPTERS H130 SN8128
TOTAL HOURS: 62 HOURS
TOTAL CYCLES: 220 CYCLES

- EMS Configuration with AAT Stretchers
- Very Low Hours
- Cable Cutter System
- Air Conditioning
- Heavy Duty Blade Pins
- Dual Controls
- Short Protective Skid Shoes
- Oxygen Station

BELL 206L4 SN52492
TOTAL HOURS: DELIVERY HOURS ONLY

- Delivery Hours Only
- 2+5 Seat Utility Configuration
- Bell Original Warranty June 2021/1000 hours
- Cargo Hook
- Emergency Floats - Provisions & Equipment
- Litter Kit - Provisions & Equipment
- Recent Annual Inspection
- Inlet Barrier Filter with Access Door

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NICOLE WANG
Sales Director

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