

**PRESS RELEASE**

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For Immediate Release

Contact: JETNET LLC, Michael Chase, 214-226-9882 [mike@jetnet.com](mailto:mike@jetnet.com)**JETNET Releases April 2011 and First Four Months of 2011 Pre-Owned Business Jet And Business Turboprop Aircraft And Helicopter Market Information**

UTICA, NY – JETNET LLC, the leading provider of corporate aviation information, has released April 2011 and the first four months of 2011 results for the pre-owned business jet, business turboprop, and helicopter markets.

Last month, JETNET reported that the 1<sup>st</sup> quarter 2011 pre-owned market showed early-stage recovery signs with expectations that 2011 would be a year of correction. In April this trend continues as JETNET reports double digit growth of 15.7% in pre-owned business jet retail sales transactions in the first 4 months of 2011, along with a decline in average asking price. The health of the pre-owned market sets the stage for new aircraft orders.

**New Business Aircraft Deliveries**

Table A shows 1<sup>st</sup> quarter 2011 new business aircraft deliveries as reported by GAMA. While the total percentage decline of deliveries across all aircraft sectors is down by 5% and total billings are down by 20% (or \$1.9 billion), new business jet deliveries were down by 22% in 1<sup>st</sup> quarter 2011 compared to 2010.

TABLE A

OEM	New Aircraft Deliveries			
	1 <sup>st</sup> Qtr. '10	1 <sup>st</sup> Qtr. '11	Change	%
Bombardier	47	42	-5	-11%
Cessna	31	31	0	0%
Gulfstream	28	24	-4	-14%
Hawker Beechcraft	14	11	-3	-21%
Dassault Falcon	17	9	-8	-47%
Embraer	20	8	-12	-60%
Airbus	5	3	-2	-40%
Boeing	2	0	-2	n/a
<b>Business Jets -Total</b>	<b>164</b>	<b>128</b>	<b>-36</b>	<b>-22%</b>
Business Turboprops	60	56	-4	-7%
Total Piston (Single & Multi-engine)	166	188	22	13%
<b>Total Business Aircraft</b>	<b>390</b>	<b>372</b>	<b>-18</b>	<b>-5%</b>
<b>Total Billings - (billions US\$)</b>	<b>\$4.636</b>	<b>\$3.727</b>	<b>(\$1.909)</b>	<b>-20%</b>

Source: GAMA

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As indicated in Table A, Cessna is the only OEM in the quarterly comparison that did not report a decline in new business jet deliveries, with 31 business jets delivered in 1<sup>st</sup> quarters 2011 and 2010. Embraer led all OEMs with the largest decline in the quarterly comparison.

However, new piston (both single and multi-engine) aircraft deliveries have improved by 13% in 1<sup>st</sup> quarter 2011 compared to 1<sup>st</sup> quarter 2010. This is very good news. Historically this is the first time since 2007 that new piston aircraft deliveries in the first quarter have increased. There were a record number of new piston deliveries of 600 in 2006. Table B also shows new turboprop (T/P) and new business jet (BJ) deliveries in the first quarter over the past decade along with an 11-year average.

**TABLE B**

<b>Worldwide New Business Aircraft Deliveries</b>			
<b>1<sup>st</sup> Quarter</b>	<b>Piston</b>	<b>T/P</b>	<b>BJ</b>
2001	356	<b>90</b>	196
2002	316	46	169
2003	361	31	101
2004	394	34	114
2005	434	57	139
2006	<b>600</b>	59	188
2007	554	79	211
2008	399	85	<b>297</b>
2009	179	89	191
2010	166	60	164
2011	<b>188</b>	56	128
Avg.	359	62	173

Source: GAMA

**US Economy**

The U.S. Bureau of Economic Analysis (BEA) reported that real gross domestic product, the output of goods and services produced by labor and property located in the United States, increased at an annual rate of 1.8 percent in 1<sup>st</sup> quarter 2011 (that is, from 4<sup>th</sup> quarter to 1<sup>st</sup> quarter) according to the “second” estimate. In the fourth quarter, real GDP increased 3.1 percent. Historically, whenever the US economy shows a growth in GDP of greater than 3.0%, the business aviation market is in a growth mode. Next month BEA will release the final estimate of the US GDP for 1<sup>st</sup> quarter 2011, but the current estimate of 1.8% is a concern as 2011, the year of correction, continues to unfold.

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**Market Summary**

Highlighted in Table C are key worldwide trends across all aircraft market segments, comparing April 2011 to April 2010. Business Jet inventory For Sale percentage showed the largest change (down 1.2 points), to 14.3% from 15.5%. However, the only market sector to show an increase in for-sale inventory is the piston helicopter market, increasing 4/10 of a point, from 6.4% in April 2010 to 6.8% in April 2011. Business Jet Sale Transactions increased 15.7% in the first four months of 2011 compared to the same period in 2010. Business turboprops also showed an increase of 3.5%. Both helicopter categories saw large double-digit declines in sale transactions (down 12.8% for turbine and 14.4% for piston) in the first four months of 2011 versus the first four months of 2010, a further softening of asking prices.

All Pre-owned aircraft categories showed large decreases in average asking price percentages except piston helicopters, which showed an increase of 4.2%. The decrease in the average asking price ranged from a -24.5% for business jets to -9.4% for business turboprops and -10.3% for turbine helicopters, shown in the Worldwide Trends Table C.

**Table C**

<b>Worldwide Trends</b>				
<b>April</b>	<b>Business Aircraft</b>		<b>Helicopters</b>	
	<b>Jet</b>	<b>T/P</b>	<b>Turbine</b>	<b>Piston</b>
For Sale	2,586	1,377	1,181	619
% For Sale 2011	14.3%	10.6%	6.7%	6.8%
% For Sale 2010	15.5%	11.0%	6.9%	6.4%
Change - % For Sale	<b>(-1.2) pts</b>	<b>(-0.4) pt</b>	<b>(-0.2) pt</b>	.4 pt
<b>January to April 2011</b>				
Full Sale Transactions	672	387	395	320
Avg. Days on Market	408	294	392	290
Avg. Asking Prices -\$USD mil	\$4.000	\$1.264	\$1.363	\$0.221
<b>January to April 2011 vs 2010</b>				
% Change - Sale Transactions	15.7%	3.5%	<b>-12.8%</b>	<b>-14.4%</b>
Change - Avg. Days on Market	68	<b>-20</b>	54	<b>-1</b>
% Change - Avg. Asking Prices	<b>-24.5%</b>	<b>-9.4%</b>	<b>-10.3%</b>	4.2%

Source: JETNET

**US Flight Operations—Domestic**

Chart A shows that U.S. Business Jet Domestic Flight Operations were 95,000 flights, or 25% below the peak level of 373,000 in October 2007 compared to 278,000 in April 2011. However, there has been an unsteady improvement from 225,000 flights in February 2009 to today, as reported by the FAA.

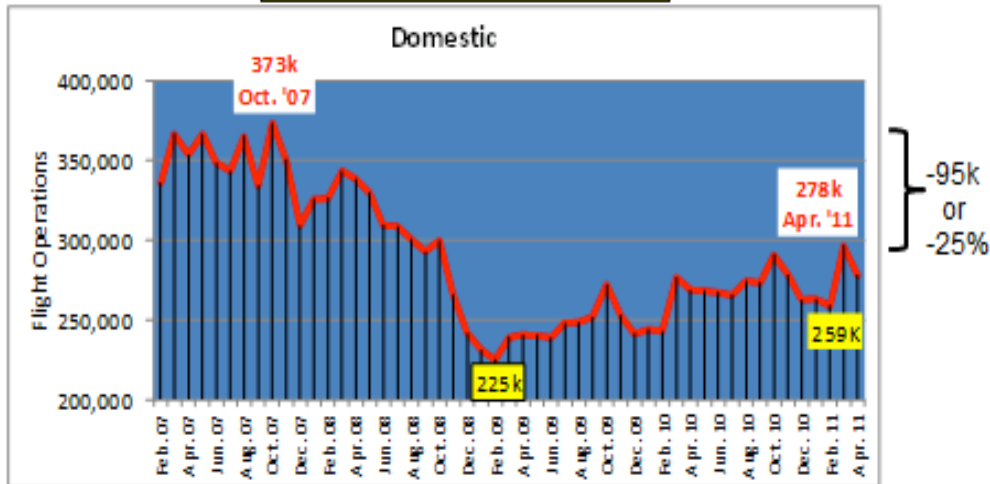
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Chart A

## Total U.S. Based Business Jet Flight Operations\*

February 2007 to April 2011



\* Includes Domestic and International flights with US to Foreign, Foreign to US and all foreign operations.  
 Source: FAA - ETMSC; Analysis and presentation by Chase & Associates

### US Flight Operations—International

As seen in Chart B, U.S. International Flight Operations reached 57,000 in April 2011. The April 2011 result was up 8.8% from April 2010 at 52,000, and down from the new record peak of 62,000 set in September 2010. However, the current April results have improved from 44,000 flights in January 2011. The low point was 40,000 flight operations in February 2009.

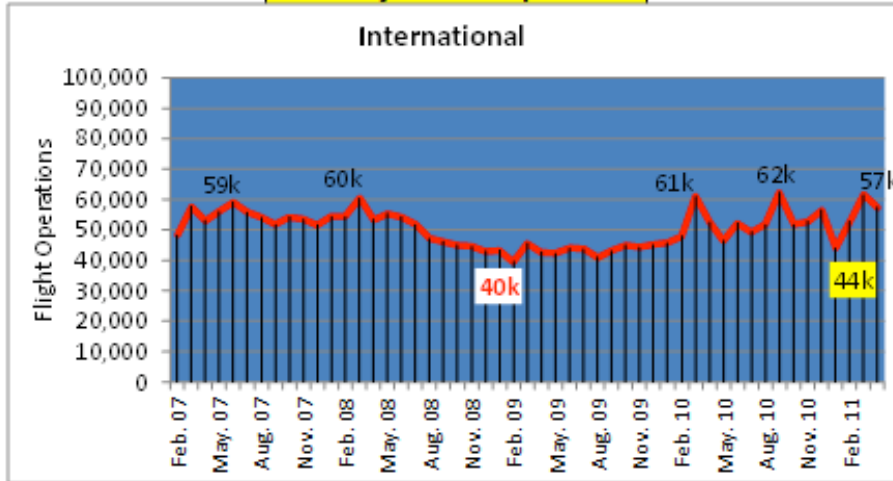
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**Chart B**

**Total U.S. Based Business Jet  
 Flight Operations\***

**February 2007 to April 2011**



\* Includes Domestic and International flights with US to Foreign, Foreign to US and all foreign operations.

Source: FAA - ETMSC; Analysis and presentation by Chase & Associates

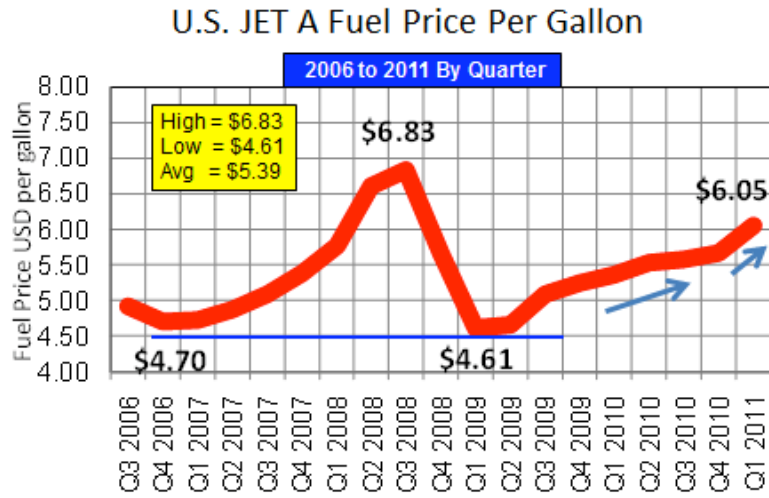
**US JET A Fuel Prices**

Chart C shows that the 1<sup>st</sup> quarter 2011 U.S. Jet A Fuel Price of \$6.05 per gallon is on the rise, up \$.69 per gallon from \$5.36 in 1<sup>st</sup> quarter 2010. However, current prices are well below the 2008 fuel price bubble of \$6.83 per gallon.

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**Chart C**



Source: GlobalAir.com; Presentation and Analysis by Chase & Associates

Since 1988, JETNET has delivered the most comprehensive and reliable business aircraft research to its exclusive clientele of aviation professionals worldwide. JETNET is the ultimate source for information and intelligence on the worldwide business aircraft fleet and marketplace, comprised of some 60,000 airframes. The company offers services for both fixed wing and helicopter aircraft. Headquartered in its state-of-the-art facility in Utica, NY, JETNET offers comprehensive user-friendly aircraft data via real-time internet access or regular updates.

For more information on JETNET LLC log on to [jetnet.com](http://jetnet.com) or contact Paul Cardarelli, JETNET Director of Sales and Marketing, at 800-553-8638 (USA) or [paul@jetnet.com](mailto:paul@jetnet.com); International inquiries, contact Karim Derbala, JETNET Exclusive Agent, EMEA, at 41.0.43.243.7056 or [karim@jetnet.com](mailto:karim@jetnet.com)

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