

PRESS RELEASE

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For Immediate Release

JETNET Releases 2013 Year-End Pre-Owned Helicopter Market Information

UTICA, NY – JETNET LLC, the world leader in aviation market intelligence, has released year-end numbers for the pre-owned helicopter market for 2013, revealing a number of striking trends.

Pre-Owned Helicopter Market News

In advance of Heli-Expo 2014, JETNET is releasing their 2013 overview of the helicopter market, taken from their comprehensive global database of turbine and piston helicopters. Analysis of the full retail sale transactions for pre-owned helicopters reveals those markets experiencing double-digit declines in 2013 (-11.8% and -13.5%, respectively) compared to 2012.

The Turbine Helicopter market experienced an 11.4% increase in the number for sale in 2013 compared to 2012. From 2006 to 2012, the average days on market increased from 123 days to 432 days. However, in 2013 there was a reduction of 18 average days on the market compared to 2012. The percentage for sale also increased to 6.4% compared to 6.1% from just a year ago.

Pre-owned Turbine Helicopter Market

Pre-owned Helicopters-Turbine				
Fleet	December			
	2013	2012	Change	%
In Operation	19,809	18,865	944	5.0%
For Sale	1,276	1,145	131	11.4%
% For Sale	6.4%	6.1%	0.3 pt	
Fleet	December			
	2013	2012	Change	%
Full Sale Transactions	112	116	-4	-3.4%
Average Days on Market	422	371	51	13.7%
Avg. Asking Prices -\$USD mil	\$1.643	\$1.212	\$0.431	35.6%
Fleet	January to December			
	2013	2012	Change	%
Full Sale Transactions	1,224	1,388	-164	-11.8%
Average Days on Market	414	432	-18	-4.2%
Avg. Asking Prices -\$USD mil	\$1.355	\$1.390	-\$0.035	-2.5%

Source: JETNET

Pre-owned Piston Helicopter Market

Pre-owned Helicopters-Piston				
Fleet	December			
	2013	2012	Change	%
In Operation	9,556	9,365	191	2.0%
For Sale	577	571	6	1.1%
% For Sale	6.0%	6.1%	(-1 pt)	
Fleet	December			
	2013	2012	Change	%
Full Sale Transactions	76	70	6	8.6%
Average Days on Market	415	276	139	50.4%
Avg. Asking Prices -\$USD mil	\$0.225	\$0.221	\$0.004	1.8%
Fleet	January to December			
	2013	2012	Change	%
Full Sale Transactions	897	1,037	-140	-13.5%
Average Days on Market	329	352	-23	-6.5%
Avg. Asking Prices -\$USD mil	\$0.220	\$0.223	-\$0.003	-1.3%



Full Sale Transactions

Across all original equipment manufacturers (OEMs), 2013 showed the total turbine market down by 11.8% compared to the same period in 2012. Eurocopter and Bell have the most pre-owned full sale transactions of all the OEMs, but they are showing the largest decreases. Agusta/Westland is showing a significant increase in pre-owned full sale transactions in 2013 compared to 2012.

Pre-owned Turbine Helicopters				
OEM	Full Sale Transactions			
	2013	2012	Change	%
Eurocopter	498	583	-85	-14.6%
Bell	462	537	-75	-14.0%
Agusta/Westland	84	70	14	20.0%
Sikorsky	69	74	-5	-6.8%
MD	54	73	-19	-26.0%
Other	57	51	6	11.8%
Total	1224	1388	-164	-11.8%

Source: JETNET

JETNET employs a full-time staff of more than 45 research specialists who contact industry professionals around the world each business day. They make real-time updates to the most comprehensive database of its kind. At the close of 2013, JETNET reported 29,365 helicopters in service, 19,809 of which are turbine powered, and 9,556 of which are piston powered. JETNET now tracks 134 separate civil helicopter models in 184 countries, a stunning task.

“At JETNET it’s all about reliable information and market intelligence,” said Paul Cardarelli, JETNET Vice President of Sales. “Our staff obtains original information from sources directly associated with aircraft. The data they gather is reviewed and confirmed for accuracy and completeness. It’s then added to the JETNET database for instantaneous access by our clientele, a network of aviation professionals around the globe.”

The company’s Evolution software suite features an intuitive and customizable graphical user interface, so subscribers can view charts, tables and selective information. JETNET also offers aviation professionals a variety of ancillary services, including the JETNET CRM (Customer Relationship Management) service and JETNET SPI (Sales Price Index).

For more than 25 years, 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, commercial, and helicopter aircraft fleet and marketplace, comprised of some 100,000 airframes. 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 or contact Paul Cardarelli, JETNET Vice President of Sales, at 800-553-8638 (USA) or paul@jetnet.com; Josh Pitts, JETNET Director of Sales, at 817-988-0158 or josh@jetnet.com; Michael Chase, 214-226-9882 mike@jetnet.com; International inquiries, contact Karim Derbala, JETNET Managing Director of Global Sales, at 41.0.43.243.7056 or karim@jetnet.com.

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