



JET TRANSACTIONS

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DASSAULT MARKET UPDATE Q3 • 2018



Quarter 3 2018

2018 continues to grow and show strong signs of stability. Q3 was exciting for new product certifications led by Gulfstream announcing the certification of the all new G500 and followed by Bombardier's certification of the Ultra-Long Range Global 7500. On top of new large aircraft product announcements at EBACE in May, confidence in future growth is apparent.

Overall, in the segments we track, Q3 reflected the normal seasonal variations (vacation time) and new deliveries and pre-owned transactions were down 20+% over Q2. Shops are full with pre-buys and NextGen upgrades in addition to their normal maintenance customers. The pre-owned inventory continues to fall, down another 8.1% this quarter. In many cases, popular late model aircraft are below 5% of the fleet being available for sale. Gross numbers of pre-owned transactions will continue to decline for the foreseeable future as the market is seriously supply constrained.

How does this affect the Dassault pre-owned market? Pre-owned inventory levels as well as the number of pre-owned Falcon products changing hands edged lower, with Average Ask Prices falling significantly lower on 3 out of eight tracked models. New aircraft deliveries remained low in Q3 down to only 3 new aircraft. Dassault has always been a niche provider, but it's time to pick up the pace a bit here. On the pre-owned side, several models fared quite well, with late model and NextGen equipped units leading the charge on transactions and holding their value well in the pre-owned market.

Falcon 50EX	2
Falcon 2000EX EASy	3
Falcon 2000LX	4
Falcon 2000S	5
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Falcon 900EX EASy	7
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Falcon 7X	9

Mark Bloomer

Brant Dahlfors





JET TRANSACTIONS

F50EX MARKET UPDATE Q3 • 2018

Market Summary

Available F50EX aircraft for sale held steady at 14% of the fleet, once again the only tracked model across all three OEM's above 10%. Just one aircraft sold in Q3, compared to an average of 3.5 in the preceding four quarters. There may be good prospects on the horizon however; with inventory levels remaining the same and average ask prices dropping, this may be the end of year catalyst this market needed to start seeing a rebound in transaction activity.

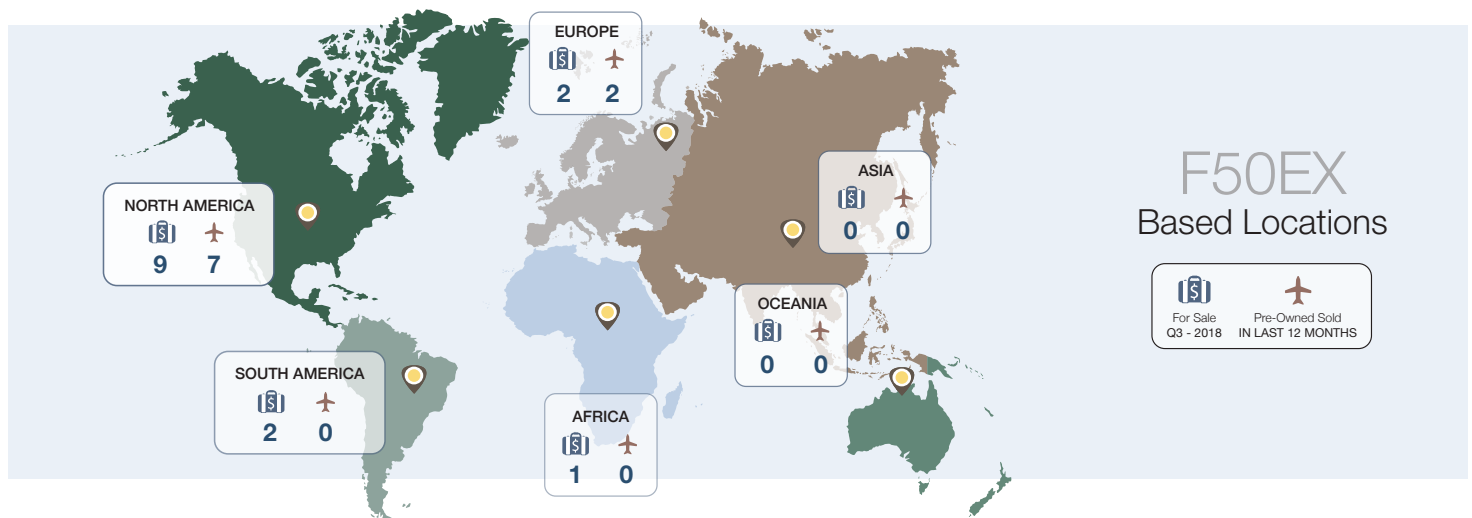
Current Market

Currently for Sale	14
Ask Price Range	\$2.8M - \$4.3M
% of Active Fleet	14.0%
In Operation	100

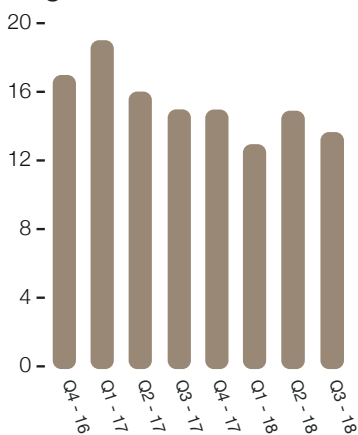
Market History

24 MONTH AVERAGE

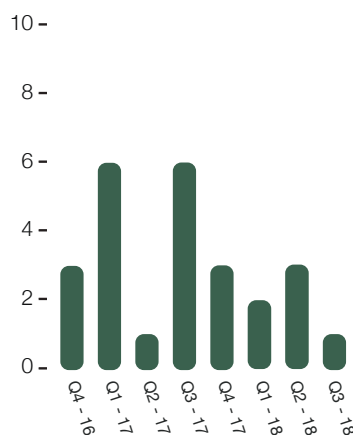
Inventory High	21
Inventory Low	12
Avg. Sales Price	\$3.9M
Avg. Ask Price	\$4.3M
Avg. Days on Market	246
North American Sales	76%



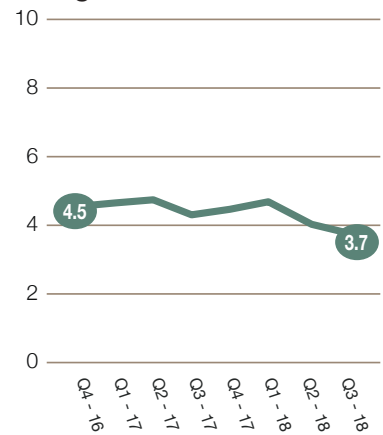
Avg Pre-Owned For Sale



Pre-Owned Sold



Avg Ask Price in Millions





JET TRANSACTIONS

F2000EX EASy MARKET UPDATE Q3 • 2018

Market Summary

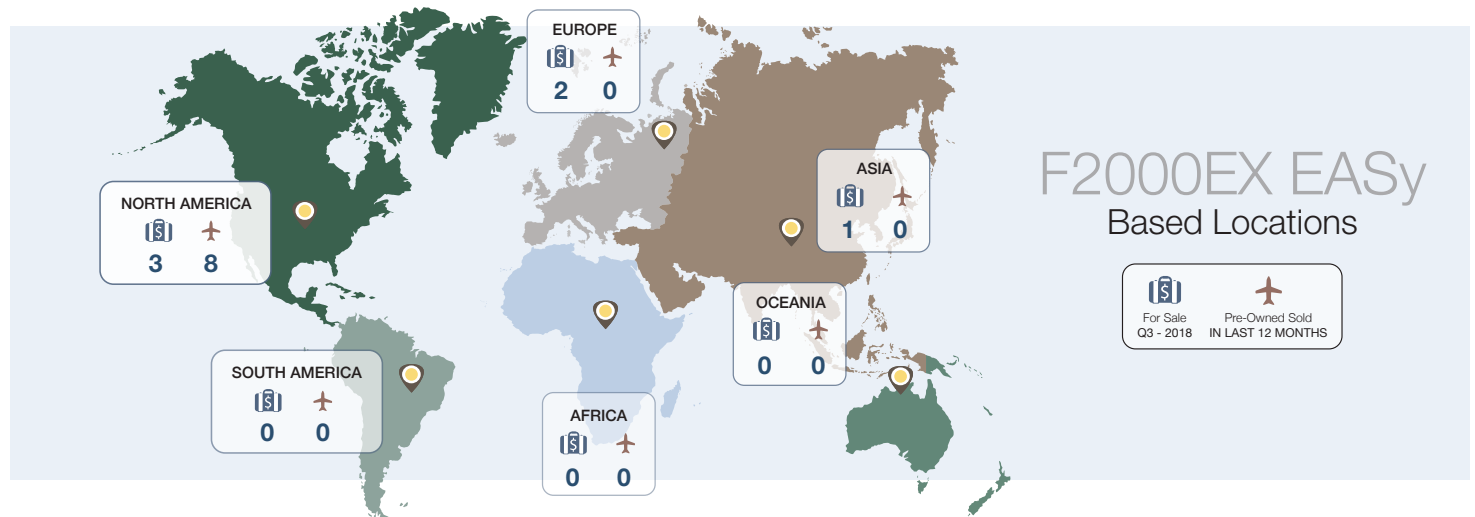
The 2000EX EASy market slowed down considerably with only 1 unit transacting this quarter compared to 5 in Q2, though the 24 month rolling average Sold Price actually increased slightly to \$9.5M. Inventory levels remain healthy at 5.8% of the fleet, and North America still being the region of choice for both Buyers and Sellers with 86% of recorded sales occurring in the area.

Current Market

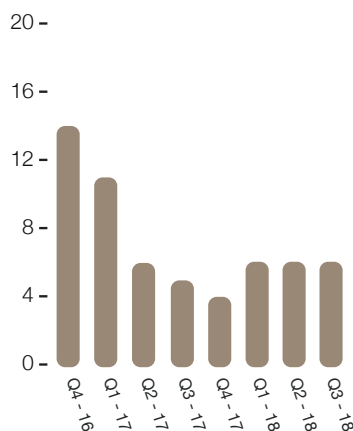
Currently for Sale	6	Inventory High	15
Ask Price Range	\$9.5M - \$10.5M	Inventory Low	3
% of Active Fleet	5.8%	Avg. Sales Price	\$9.5M
In Operation	104	Avg. Ask Price	\$10.5M
		Avg. Days on Market	226
		North American Sales	86%

Market History

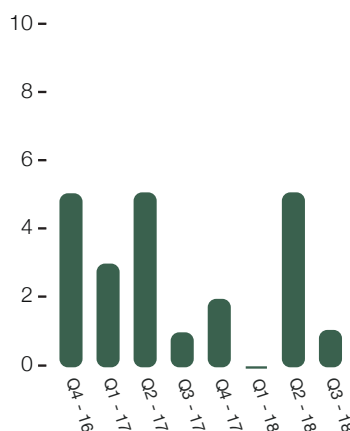
24 MONTH AVERAGE



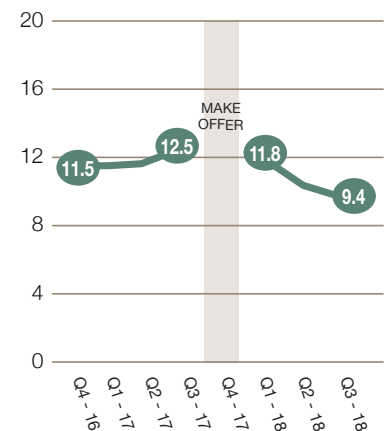
Avg Pre-Owned For Sale



Pre-Owned Sold



Avg Ask Price in Millions



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JET TRANSACTIONS

F2000LX MARKET UPDATE Q3 • 2018

Market Summary

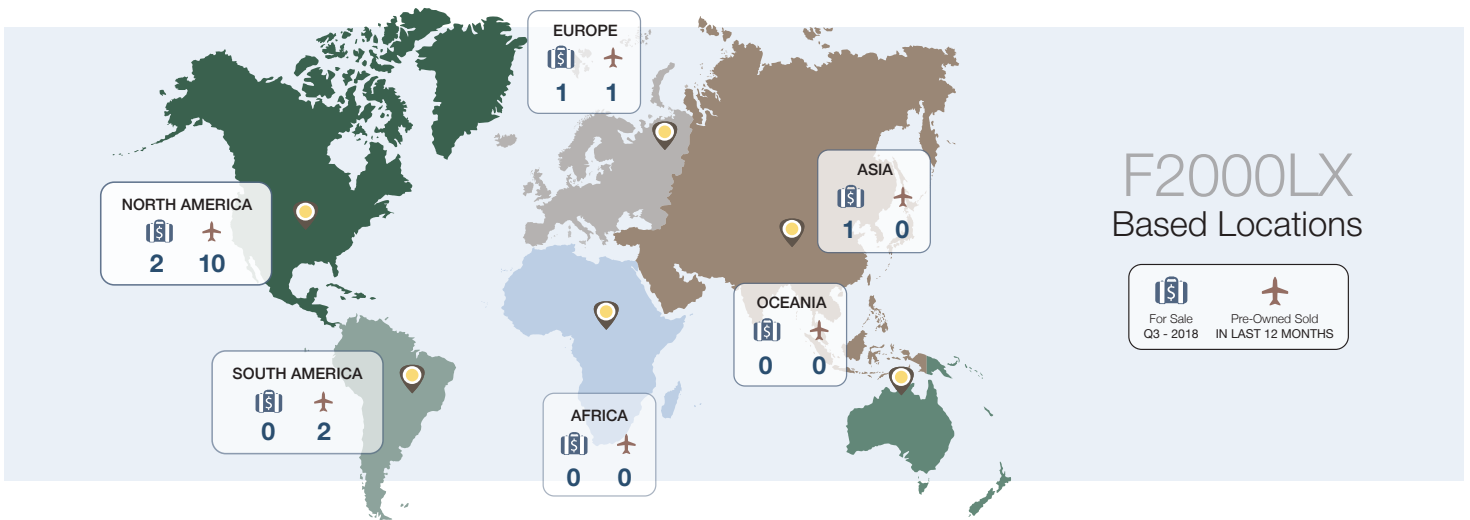
Once again the F2000LX has remained a strong performer in the pre-owned market, with quarterly ask prices jumping over 9% yet inventory levels remaining below 5%. The jump in Ask Prices can be partially attributed to the late SN, freshly refurbished options that have recently come to market. With just 4 units available, this model has seen a nearly 80% drop in available inventory levels since just spring of 2017.

Current Market

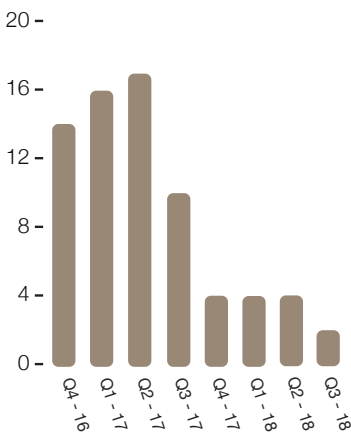
Currently for Sale	4	Inventory High	21
Ask Price Range	\$14.5M - \$17.5M	Inventory Low	1
% of Active Fleet	3.1%	Avg. Sales Price	\$13.6M
In Operation	131	Avg. Ask Price	\$14.6M
		Avg. Days on Market	291
		North American Sales	66%

Market History

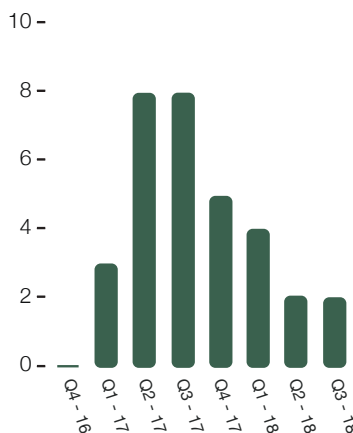
24 MONTH AVERAGE



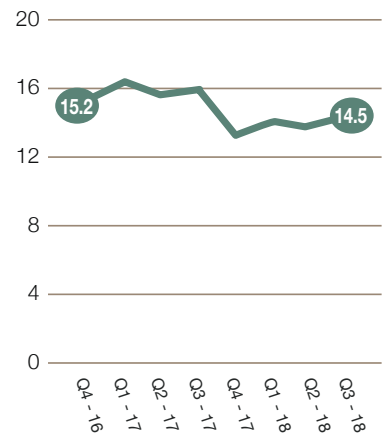
Avg Pre-Owned For Sale



Pre-Owned Sold



Avg Ask Price in Millions





JET TRANSACTIONS

F2000S MARKET UPDATE Q3 • 2018

Market Summary

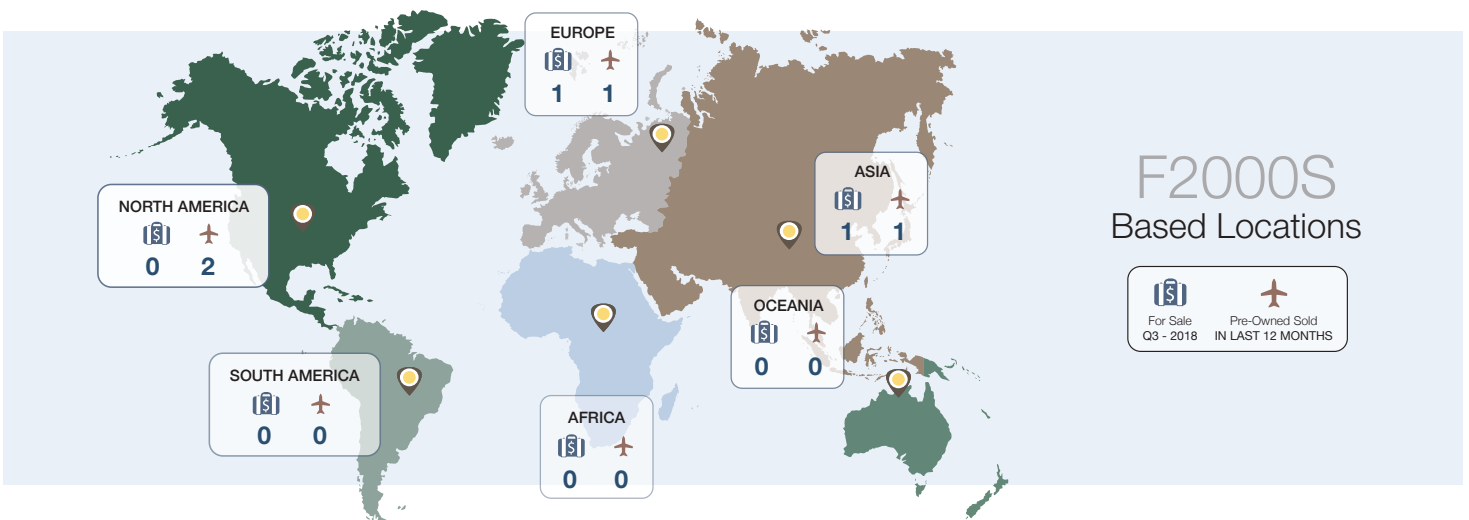
After no recorded transactions in all of 2017, the F2000S is having a rebound year, with more units changing hands YTD than during all previous years on record. Although this is a narrow market with an in operation fleet of just 38 units, Sellers and Buyers seem to be quickly finding middle ground and hopefully continue the upwards trend. The global market seems to be well balanced, with the same number of transactions occurring both inside and outside of North America over the past year.

Current Market

Currently for Sale	2	Inventory High	5
Ask Price Range	\$17.0 - \$19.6M	Inventory Low	0
% of Active Fleet	5.3%	Avg. Sales Price	\$17.0M
In Operation	38	Avg. Ask Price	\$17.8M
		Avg. Days on Market	205
		North American Sales	57%

Market History

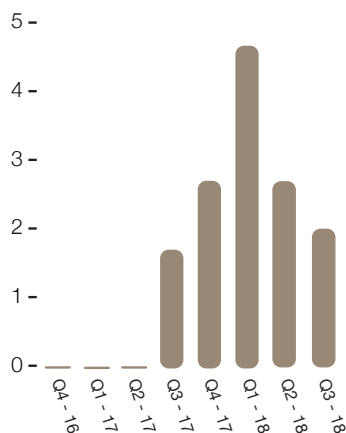
24 MONTH AVERAGE



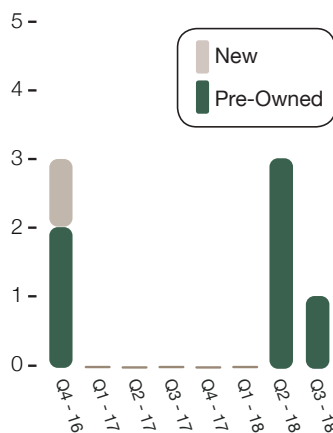
F2000S Based Locations



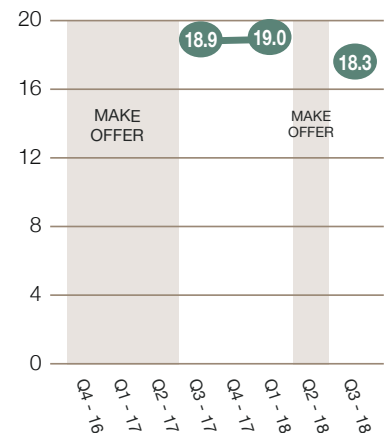
Avg Pre-Owned For Sale



New and Pre-Owned Sold



Avg Ask Price in Millions





JET TRANSACTIONS

F2000LXS MARKET UPDATE Q3 • 2018

Market Summary

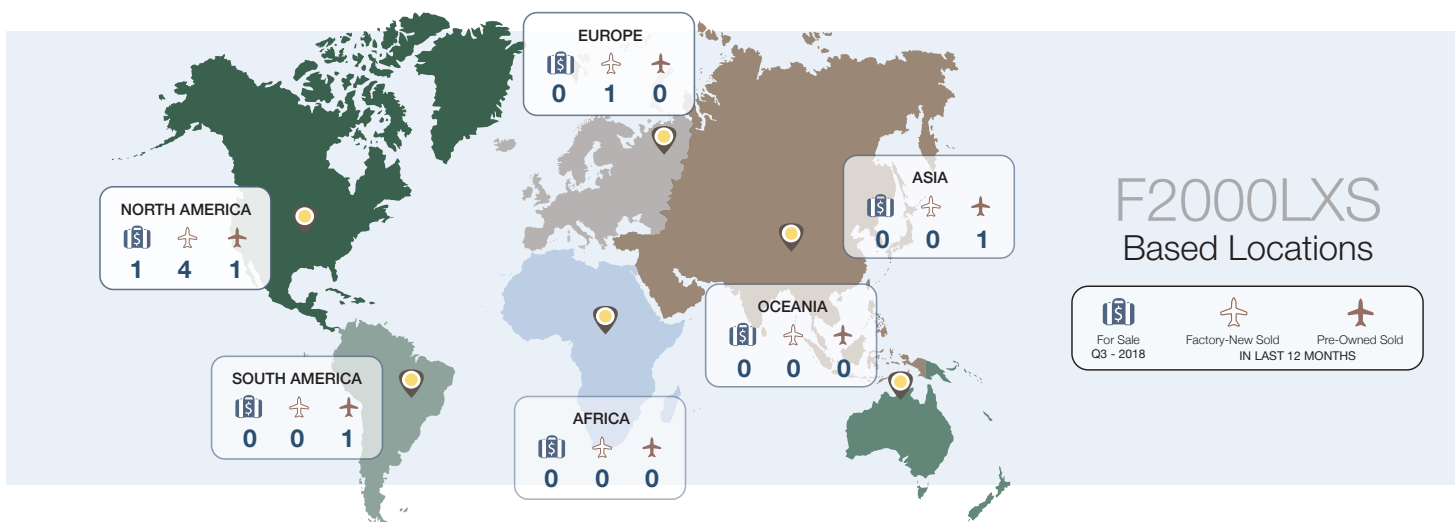
After a slow start to the year, the F2000LXS fleet grew by another 2 units, putting the year's deliveries on par with 2017. With 1 unit transacting and another freshly on the market, the market is at an amazing 1.4% of the fleet for sale. The 24 month Average Ask and Sold Prices are up 3.7% and 5.1% respectively, the biggest jump across the Falcon family.

Current Market

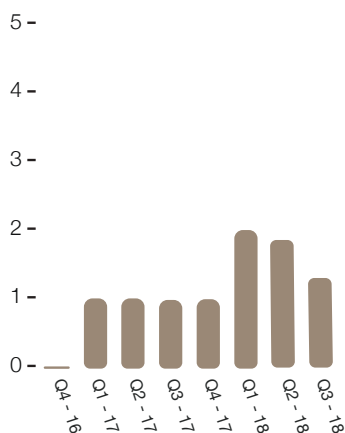
Currently for Sale	1	Inventory High	2
Ask Price Range	Make Offer	Inventory Low	0
% of Active Fleet	1.4%	Avg. Sales Price	\$22.6M
In Operation	73	Avg. Ask Price	\$25.1M
		Avg. Days on Market	166
		North American Sales	47%

Market History

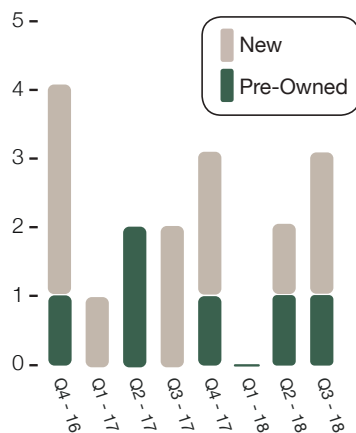
24 MONTH AVERAGE



Avg Pre-Owned For Sale



New and Pre-Owned Sold



Avg Ask Price in Millions





JET TRANSACTIONS

F900EX EASy MARKET UPDATE Q3 • 2018

Market Summary

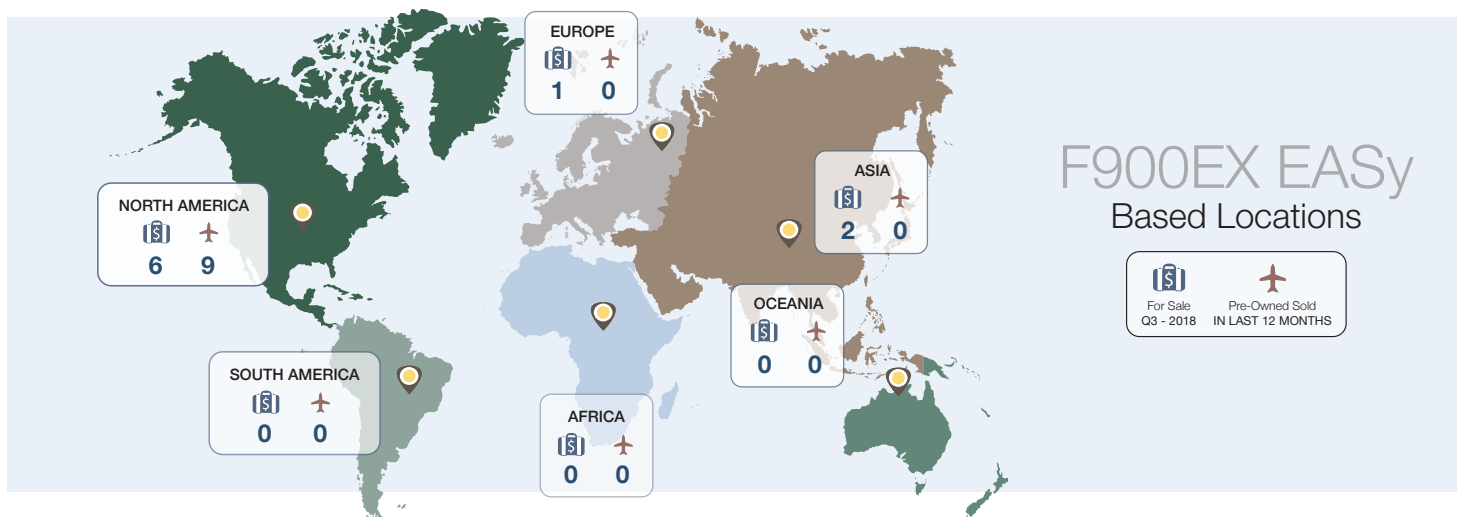
Another two units sold this quarter with no new entrants to the market, bringing available inventory down to 9 units or 7.5% of the fleet. This is among the more North American dominant Falcons, with every transaction in the last year occurring in the region. Although Average Ask Prices fell significantly this quarter, the 24 month Average Sold Price actually held steady at \$14.1M.

Current Market

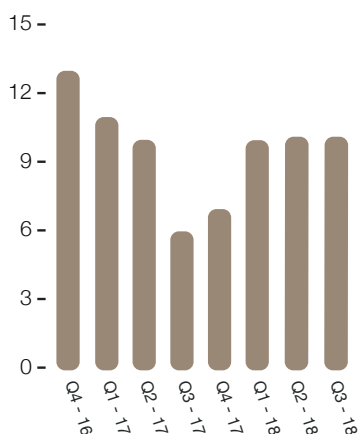
Currently for Sale	9	Inventory High	14
Ask Price Range	\$12.9M - \$19.9M	Inventory Low	4
% of Active Fleet	7.5%	Avg. Sales Price	\$14.1M
In Operation	120	Avg. Ask Price	\$15.4M
		Avg. Days on Market	312
		North American Sales	78%

Market History

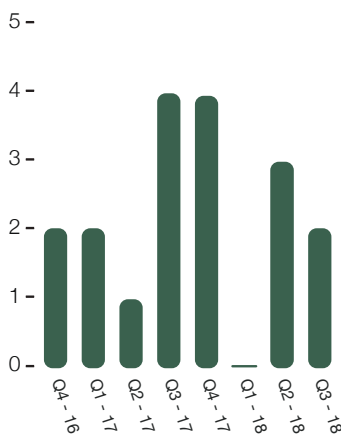
24 MONTH AVERAGE



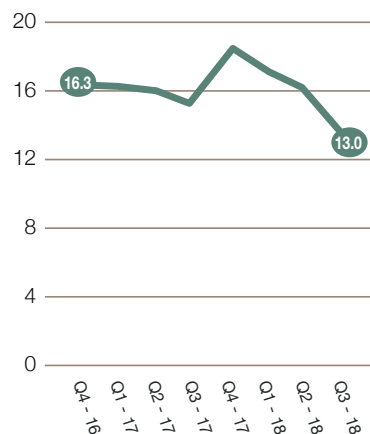
Avg Pre-Owned For Sale



Pre-Owned Sold



Avg Ask Price in Millions





JET TRANSACTIONS

F900LX MARKET UPDATE Q3 • 2018

Market Summary

Yet again the F900LX has proven to be a strong performer, with another unit delivering this quarter and another changing hands on the pre-owned market. The lone available unit represents just 1.5% of the fleet, and the quarterly average pre-owned for sale is at it's lowest point in two years. While North American buyers tend to dominate the factory new deliveries, the majority of the pre-owned units sold over the last year occurred overseas.

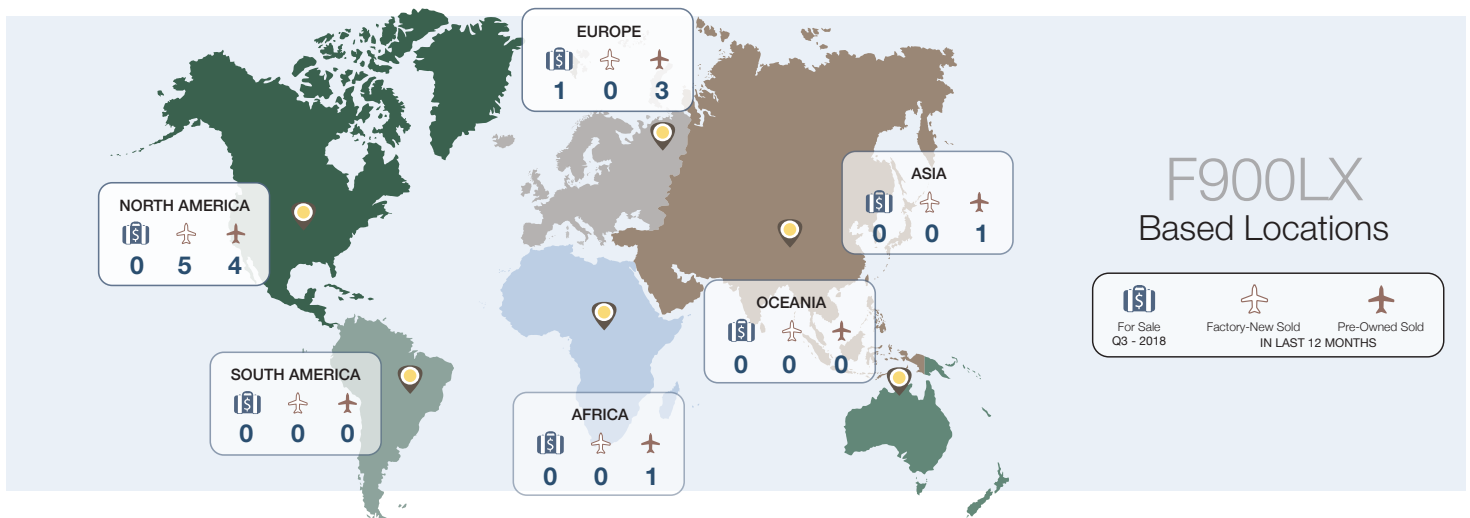
Current Market

Currently for Sale	1
Ask Price Range	\$21.0M
% of Active Fleet	1.5%
In Operation	68

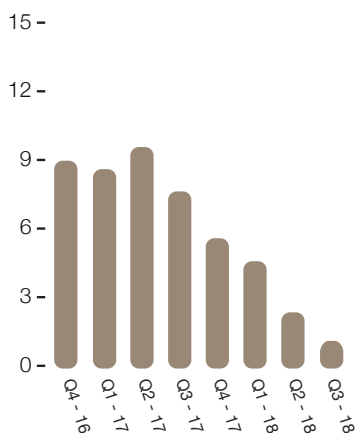
Market History

24 MONTH AVERAGE

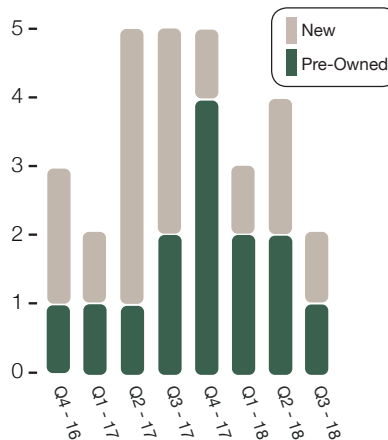
Inventory High	10
Inventory Low	1
Avg. Sales Price	\$21.2M
Avg. Ask Price	\$24.2M
Avg. Days on Market	442
North American Sales	72%



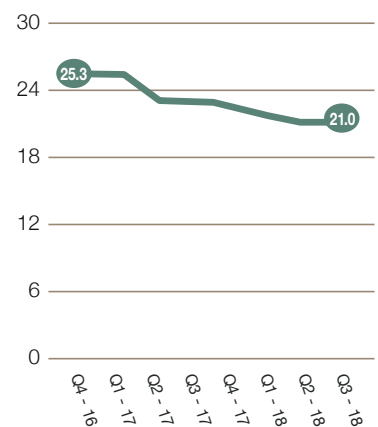
Avg Pre-Owned For Sale



New and Pre-Owned Sold



Avg Ask Price in Millions





JET TRANSACTIONS

F7X MARKET UPDATE Q3 • 2018

Market Summary

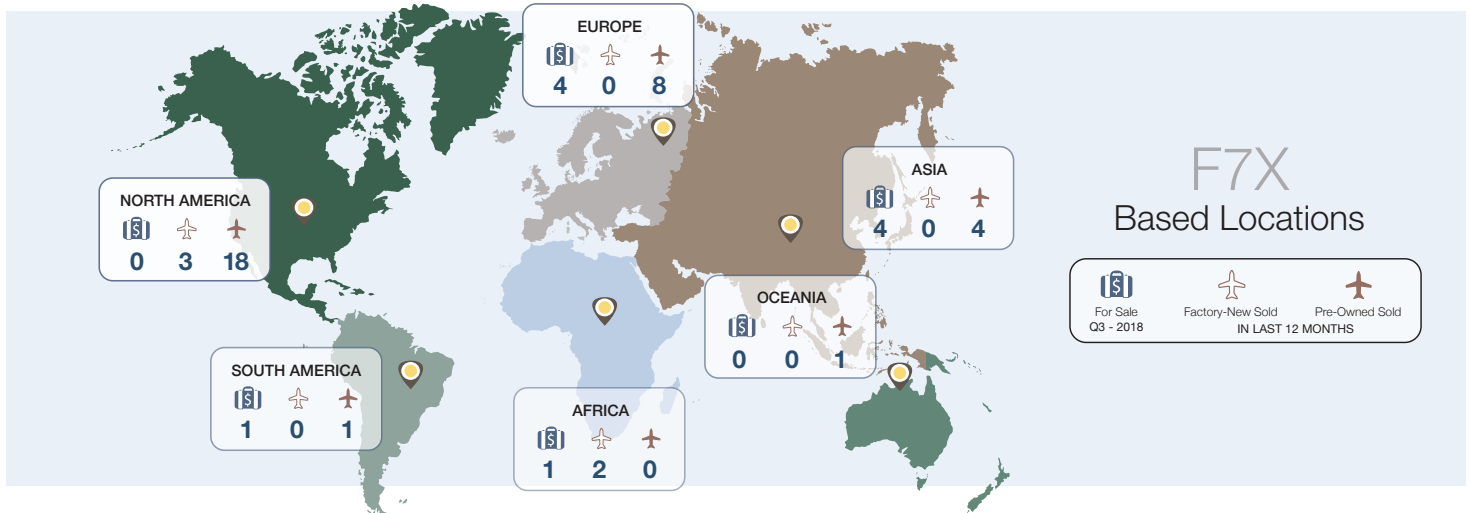
This has been a whirlwind of a year for the F7X market, with more units transacting YTD than in all of 2017. While new deliveries have slowed considerably possibly due in part to the strong F8X interest, the F7X has held its value remarkably well in the pre-owned market. The 24 month Average Ask and Sold Prices dropped just 0.8% and 1.3% respectively, a stable movement relative to other large cabin options. With only 10 units for sale representing 3.6% of the fleet, buyers should act fast on any well positioned units they come across.

Current Market

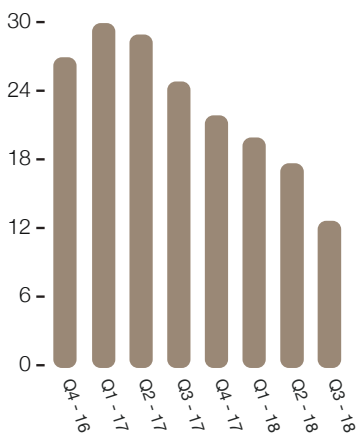
Currently for Sale	10	Inventory High	31
Ask Price Range	\$20.9M - \$31.0M	Inventory Low	10
% of Active Fleet	3.6%	Avg. Sales Price	\$22.7M
In Operation	278	Avg. Ask Price	\$25.1M
		Avg. Days on Market	336
		North American Sales	45%

Market History

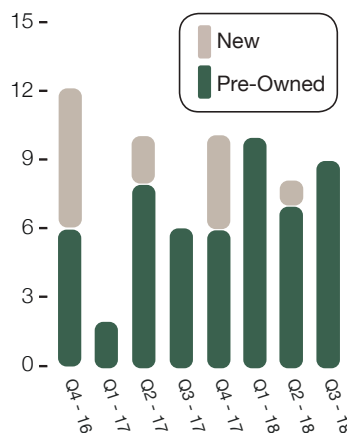
24 MONTH AVERAGE



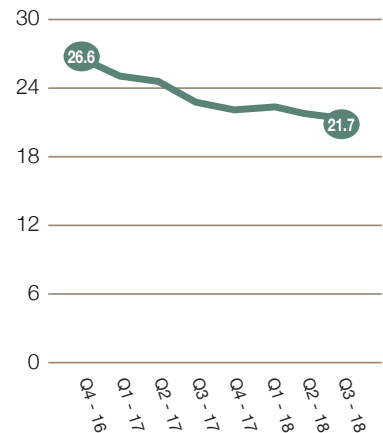
Avg Pre-Owned For Sale



New and Pre-Owned Sold



Avg Ask Price in Millions





JET TRANSACTIONS

We welcome the opportunity to earn your business.



Mark Bloomer and Brant Dahlfors, Co-founders

Mark Bloomer and Brant Dahlfors lead by example, having established reputations for perceptive market intelligence, trusted industry relationships, and personalized customer service. Their combined record of over 1600 new and pre-owned business jet transactions completed around the globe, supports Jet Transactions' prominent position in today's evolving aviation marketplace.

After completing his education in aviation technology with a minor in business and business law at Purdue University, Mark, a multi-rated airline transport pilot, started his successful business aircraft sales career as a factory marketing representative at Cessna Aircraft Company before founding Bloomer deVere.

Brant, a multi-rated commercial pilot, graduated from Wright State University before joining Beech Aircraft. He continued his career with Mooney Aircraft and TBM North America before 20 years with Bombardier Aerospace leading the N. America sales division. Brant currently serves on the NBAA BAM Committee.

Mark, Brant and the Jet Transactions Team deliver a state-of-the-art portfolio of products and services designed to support all aspects of a worldwide business jet transaction.

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