

AI² Market Report

Business Jet & Turboprop Aircraft – Volume 1, January 2021



Q4 TRANSACTION VOLUME UP 34% vs. Q3; DEMAND UP 25% Y/Y; ASK PRICES IMPROVE FOR LIGHT JET GROUP

DAYS ON MARKET UP 6.7%; INVENTORY QUALITY RATING IMPROVES BUT JET MAINTENANCE EVENT COSTS TREND HIGHER

Welcome to the AI² Market Report from Asset Insight, LLC. This Report analyzed values for every production year of every modern make/model Business Class aircraft, and our December 31, 2020 maintenance analytics covered 134 fixed-wing models and 1,912 aircraft listed for sale.

➤ **Q4 and year-to-date pricing mixed; Medium Jets posted 12-month low in December**

	December	Q4	CY 2020
Tracked Fleet Average	-4.7%	-2.4%	-3.9%
Large Jets	0.8%	1.8%	-11.9%
Mid-Size Jets	-8.4%	-10.4%	-6.4%
Light Jets	-1.5%	-5.4%	3.0%
Turboprops	-0.7%	0.6%	-1.5%

➤ **Overall Demand* peaks during Q4; Y/Y Demand 25% higher & up for all aircraft groups**

	Q4 '19	Q1 '20	Q2 '20	Q3 '20	Q4 '20
Tracked Fleet Average	1.82	1.58	N/A	2.21	2.27
Large Jets	2.08	1.78	N/A	2.70	2.99
Mid-Size Jets	1.94	1.69	N/A	2.39	2.29
Light Jets	1.33	1.20	N/A	1.68	1.71
Turboprops	1.83	1.58	N/A	2.06	2.05

* Based on Percentage of each Make/Model's active fleet listed for sale and its Days on Market;
Scale: 0.00 (Lowest Demand) to 5.00 (Highest Demand)

➤ **Inventory Quality Rating (upcoming maintenance events) improves during Q4 as Mid-Size Jets and Turboprops post 12-month best figures; Light Jets only group with lower Y/Y Quality Rating**

	December	Q4	Y/Y December
Tracked Fleet Average	-0.4%	1.0%	2.7%
Large Jets	-1.5%	0.1%	2.1%
Mid-Size Jets	0.3%	0.9%	6.2%
Light Jets	-0.6%	0.2%	-2.3%
Turboprops	0.8%	3.8%	6.4%

Quality Rating improved (increased) to 5.348 during Q4, compared to 5.293 in Q3, to remain within the 'Excellent' range during CY2020, on our scale of -2.5 (low) to 10 (high).

➤ **Jet inventory Maintenance Exposure (individual event costs) higher in December and Y/Y; Turboprops show steady cost improvement and post 12-month best (low) figure**

	December	Q4	Y/Y December
Tracked Fleet Average	-0.6%	-1.3%	7.5%
Large Jets	1.2%	-2.0%	3.7%
Mid-Size Jets	0.5%	-0.8%	-4.0%
Light Jets	2.5%	3.6%	46.4%
Turboprops	-1.9%	-5.3%	-17.7%

➤ **Tracked fleet's marketability (ETP Ratio) marginally better than record-worst figure**

Average "Days on Market" increased 6.7% during Q4 (362 versus 339 during Q3) to post record high figure. The tracked fleet's Exposure to Price Ratio (Maintenance Exposure divided by Ask Price) improved (decreased) to 72.8%, compared to 73.7% during Q3 (worst recorded ETP Ratio). Statistics demonstrate that any ETP Ratio over 40% represents excessive Maintenance Exposure in relation to Ask Price and a hindrance to aircraft marketability (see chart on page 2). **During Q4, aircraft whose ETP Ratio was 40% or higher were listed for sale over 64% longer (on average) than aircraft whose ETP Ratio was below 40% (277 vs. 454 Days on Market).**

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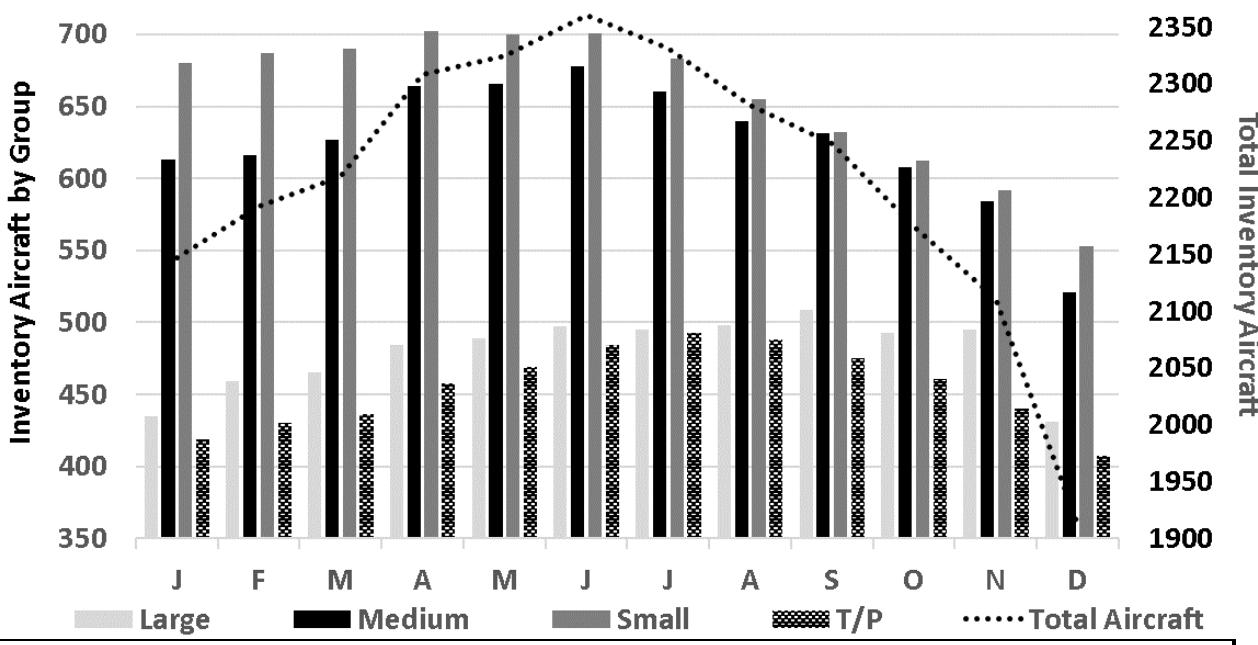
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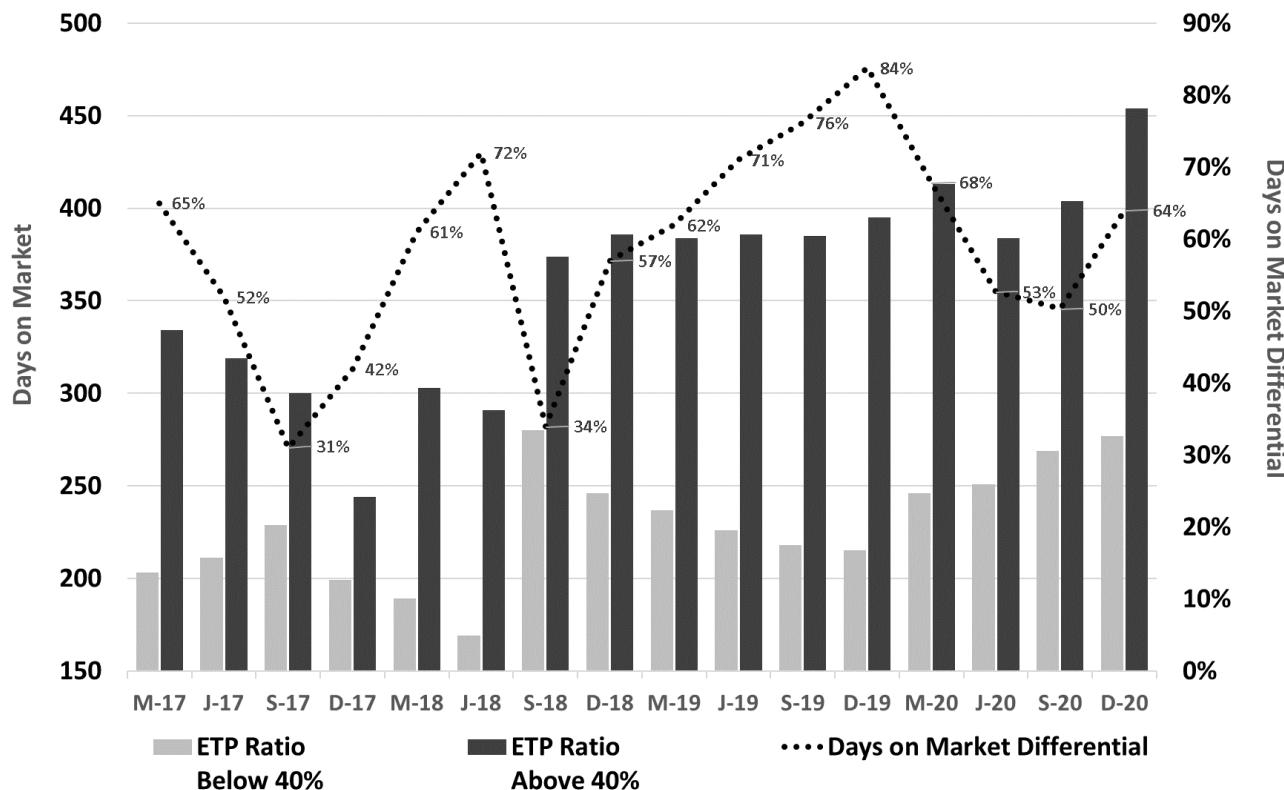
Tracked Inventory Feet (Jan – Dec 2020)



Percent of the Active Fleet Listed "For Sale"					
Dec '19:	8.7%	12.1%	11.6%	6.8%	10.1%
Dec '20:	8.0%	10.7%	9.6%	6.9%	9.2%

(Source: Jetnet LLC)

Average "Days on Market" Differential based on ETP Ratio

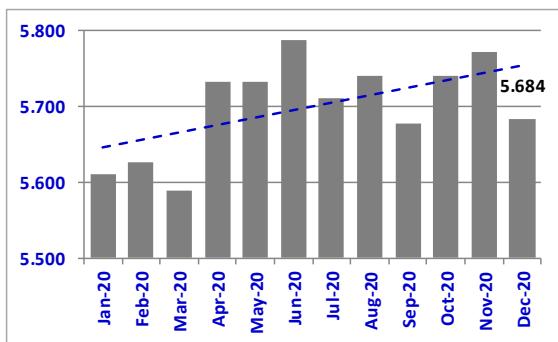


(Source: Jetnet LLC; Asset Insight LLC)

Large Jets

Asset Quality Rating

Scale -2.500 to 10.000

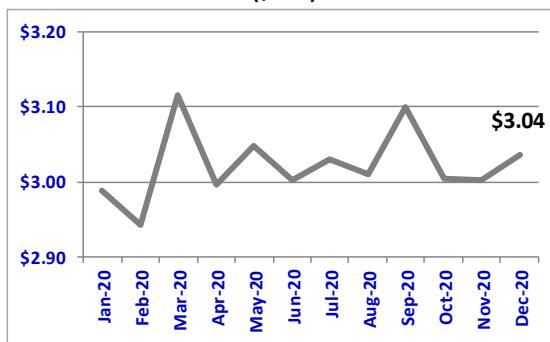


Asset Quality Rating Key

Outstanding	Excellent	Very Good	Good	Average	Below Average
5.500 or Greater	5.250 to 5.499	5.000 to 5.249	4.750 to 4.999	4.500 to 4.749	Less than 4.500

Maintenance Exposure*

(\$ Mil)



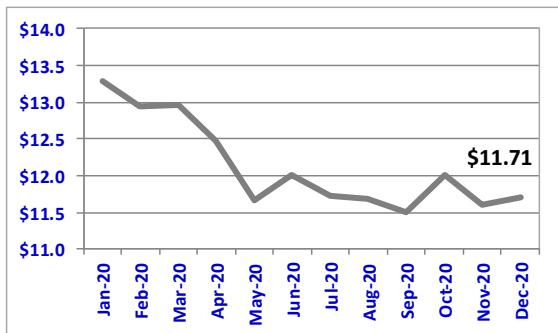
Maintenance Exposure - Reference Points

12-month Figures \$ Millions			Historical Figures \$ Millions	
Worst	Average	Best	Worst	Best
\$3.12	\$3.02	\$2.94	\$3.76	\$2.58

* The accrued cost of future scheduled maintenance

Average Ask Price

(\$ Mil)



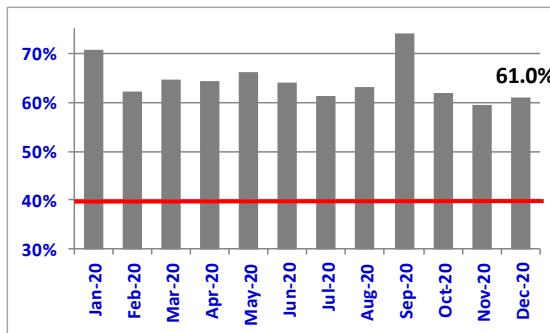
Ask Price - Reference Points

12-month Figures \$ Millions		Historical Figures \$ Millions		
Highest	Average	Lowest	Highest	Lowest
\$13.29	\$12.13	\$11.50	\$16.61	\$10.35

Source: Jetnet (www.jetnet.com)

Maintenance Exposure to Ask Price Ratio

("ETP Ratio")



Importance of the ETP Ratio

- As the ETP Ratio decreases, the aircraft's "value" increases (in relation to its Ask Price)
- Aircraft whose ETP Ratio is above 40% are burdened, on average, with excessive Maintenance Exposure

Maintenance Exposure to Ask Price Ratio ("ETP Ratio") & Days on Market

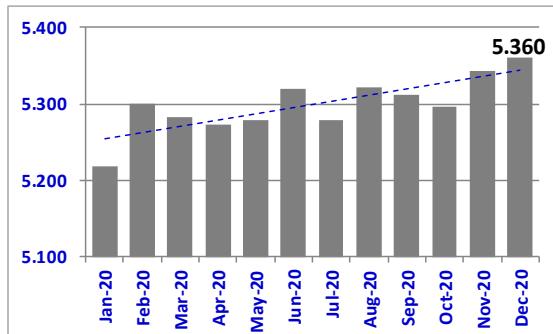
Model	ETP Ratio	Days on Market	Model	ETP Ratio	Days on Market	Model	ETP Ratio	Days on Market
Boeing			Dassault			Embraer		
Boeing BBJ	17.2%	357	F8X	2.9%	370	Embraer Legacy 600	41.8%	507
Bombardier			F2000LXS	6.7%	259	Gulfstream		
CL-650	5.6%	254	F7X	9.2%	262	G500	1.0%	321
Global 6000	10.8%	262	F900LX	11.8%	130	G 650ER	2.3%	256
CL-605	19.4%	248	F2000LX	15.8%	216	G650	6.6%	168
Global 5000	33.9%	373	F900EX EASy	18.0%	335	G 450	20.0%	229
Global XRS	34.9%	228	F900DX	18.2%	160	G550	33.0%	239
CL-604	58.6%	260	Falcon2000EX Easy	26.2%	142	GV	34.3%	295
Global Express	65.8%	338	F900EX	26.9%	315	GIV-SP (MSG3)	73.1%	143
CL-601-3R	143.6%	299	F2000EX	32.3%	286	GIV	161.3%	347
CL-601-3A	195.0%	479	F900C	32.7%	174	G-III	527.3%	568
CL-601-1A	330.1%	569	F900B	57.8%	259			
Cessna			Falcon 2000	61.1%	246			
Citation Latitude	5.3%	171						

Ask Price and Days on Market source: Jetnet (www.jetnet.com)

Mid-Size Jets

Asset Quality Rating

Scale -2.500 to 10.000

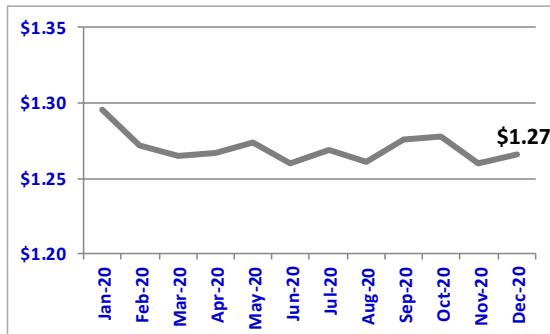


Asset Quality Rating Key

Outstanding	Excellent	Very Good	Good	Average	Below Average
5.500 or Greater	5.250 to 5.499	5.000 to 5.249	4.750 to 4.999	4.500 to 4.749	Less than 4.500

Maintenance Exposure*

($\$$ Mil)



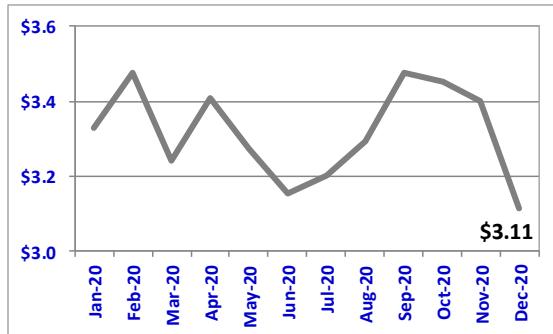
Maintenance Exposure - Reference Points

12-month Figures \$ Millions			Historical Figures \$ Millions	
Worst	Average	Best	Worst	Best
\$1.30	\$1.27	\$1.26	\$1.70	\$0.85

* The accrued cost of future scheduled maintenance

Average Ask Price

($\$$ Mil)



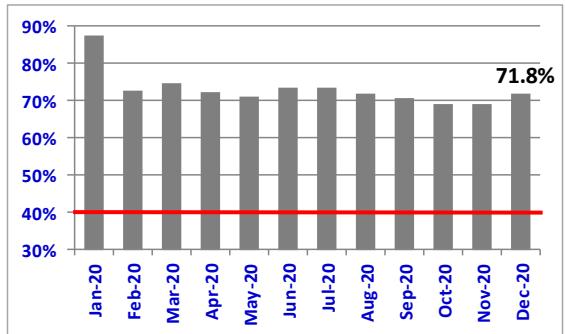
Ask Price - Reference Points

12-month Figures \$ Millions			Historical Figures \$ Millions	
Highest	Average	Lowest	Highest	Lowest
\$3.47	\$3.32	\$3.11	\$4.80	\$2.37

Source: Jetnet (www.jetnet.com)

Maintenance Exposure to Ask Price Ratio

("ETP Ratio")



Importance of the ETP Ratio

- As the ETP Ratio decreases, the aircraft's "value" increases (in relation to its Ask Price)
- Aircraft whose ETP Ratio is above 40% are burdened, on average, with excessive Maintenance Exposure

Maintenance Exposure to Ask Price Ratio ("ETP Ratio") & Days on Market

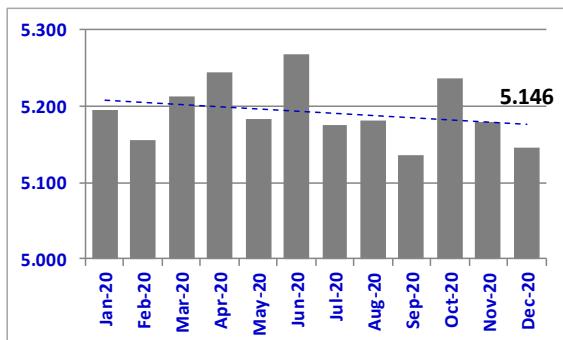
Model	ETP Ratio	Days on Market	Model	ETP Ratio	Days on Market	Model	ETP Ratio	Days on Market
Bombardier			Cessna			Gulfstream		
Challenger 350	6.4%	121	Citation XLS+ (MSG3)	14.1%	281	G-200	48.0%	314
Learjet 75	10.6%	204	Citation Sovereign 680	22.2%	282	G-100	131.4%	244
Learjet 70	17.7%	63	Citation XLS	37.4%	165	Hawker		
Challenger 300	27.0%	258	Citation XLS (MSG3)	43.5%	165	Nextant 400XTi	26.8%	483
Learjet 40	34.2%	438	Citation Excel 560XL	59.8%	244	Hawker 900XP	28.8%	210
Learjet 45XR	37.5%	290	Citation X (MSG3)	68.8%	296	Hawker 850XP	38.0%	328
Learjet 60XR	47.6%	464	Citation VII	72.2%	404	Hawker 4000	42.9%	353
Learjet 45 w/APU	67.5%	387	Citation VI	129.7%	481	Hawker 750	52.1%	210
Learjet 40XR	71.0%	274	Dassault			Hawker 400XP	53.4%	344
Learjet 45	82.3%	387	Falcon 50EX	45.5%	266	Hawker Beechjet 400A	75.0%	649
Learjet 60	106.5%	377	Falcon 50	100.8%	281	Hawker 1000A	98.6%	970
Learjet 55	180.6%	707	Falcon 20-5	378.7%	1087	Hawker 800XP	104.0%	364
Cessna			Gulfstream			Hawker Beechjet 400	107.7%	555
Citation Sovereign +	9.2%	127	G280	13.7%	251	Hawker 800A	161.5%	742
Citation X+	12.9%	313	G-150	20.8%	352	Hawker 125-700A	212.2%	614

Ask Price and Days on Market source: Jetnet (www.jetnet.com)

Light Jets

Asset Quality Rating

Scale -2.500 to 10.000

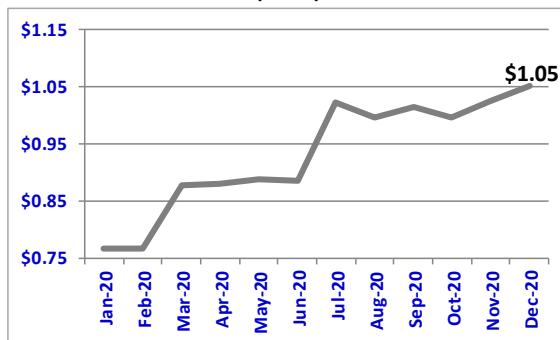


Asset Quality Rating Key

Outstanding	Excellent	Very Good	Good	Average	Below Average
5.500 or Greater	5.250 to 5.499	5.000 to 5.249	4.750 to 4.999	4.500 to 4.749	Less than 4.500

Maintenance Exposure*

(\$ Mil)



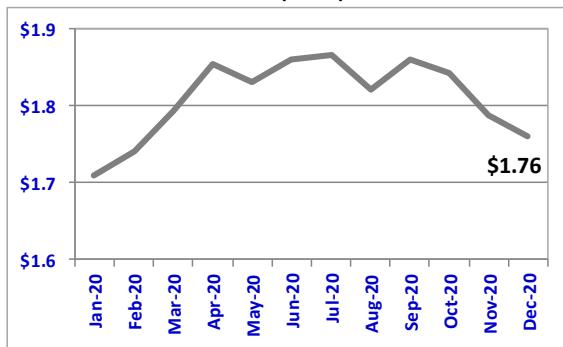
Maintenance Exposure - Reference Points

12-month Figures \$ Millions			Historical Figures \$ Millions	
Worst	Average	Best	Worst	Best
\$1.05	\$0.93	\$0.77	\$1.07	\$0.57

* The accrued cost of future scheduled maintenance

Average Ask Price

(\$ Mil)



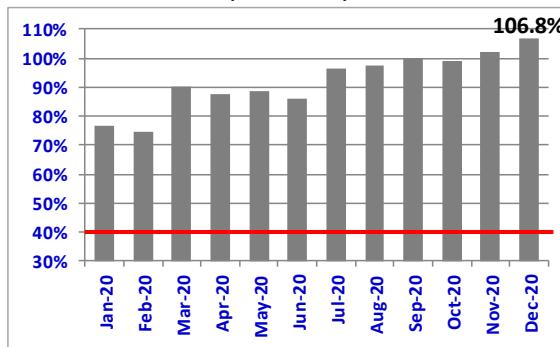
Ask Price - Reference Points

12-month Figures \$ Millions			Historical Figures \$ Millions	
Highest	Average	Lowest	Highest	Lowest
\$1.87	\$1.81	\$1.71	\$2.21	\$1.67

Source: Jetnet (www.jetnet.com)

Maintenance Exposure to Ask Price Ratio

("ETP Ratio")



Importance of the ETP Ratio

- As the ETP Ratio decreases, the aircraft's "value" increases (in relation to its Ask Price)
- Aircraft whose ETP Ratio is above 40% are burdened, on average, with excessive Maintenance Exposure

Maintenance Exposure to Ask Price Ratio ("ETP Ratio") & Days on Market

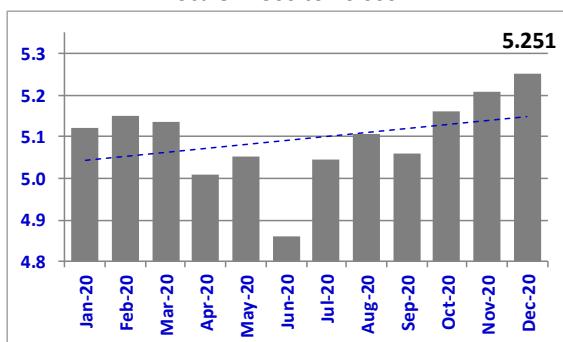
Model	ETP Ratio	Days on Market	Model	ETP Ratio	Days on Market	Model	ETP Ratio	Days on Market
Beechcraft			Cessna			Cessna		
Premier 1A	62.1%	374	Citation CJ4 525C	11.7%	244	Citation V 560	79.7%	363
Premier 1	99.5%	392	Citation Encore +	18.7%	360	Citation II	141.1%	659
Bombardier			Citation CJ3	22.7%	249	Citation ISP	149.3%	614
Learjet 31A	119.3%	552	Citation Encore	26.1%	317	Citation III	230.9%	450
Learjet 36A	174.8%	621	Citation CJ2+ 525A	26.8%	283	Citation Bravo	283.7%	469
Learjet 31	194.8%	603	Citation Mustang 510	33.5%	376	Embraer		
Learjet 35A	254.4%	615	Citation CJ1+	34.3%	466	Phenom 300	14.9%	221
Cessna			Citation CJ2	38.8%	253	Phenom 100E	27.1%	414
Citation CJ3+	9.4%	150	Citation V Ultra	47.6%	279	Phenom 100	40.6%	296
			Citation CJ1	71.6%	364			

Ask Price and Days on Market source: Jetnet (www.jetnet.com)

Turboprops

Asset Quality Rating

Scale -2.500 to 10.000

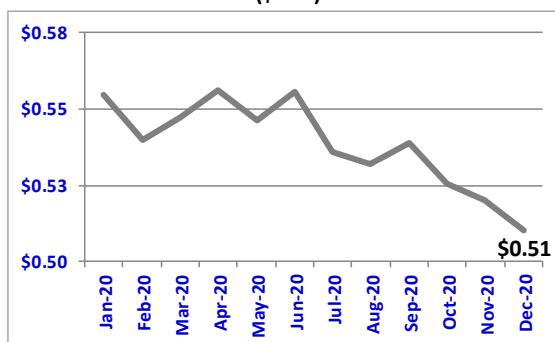


Asset Quality Rating Key

Outstanding	Excellent	Very Good	Good	Average	Below Average
5.500 or Greater	5.250 to 5.499	5.000 to 5.249	4.750 to 4.999	4.500 to 4.749	Less than 4.500

Maintenance Exposure*

(\$ Mil)



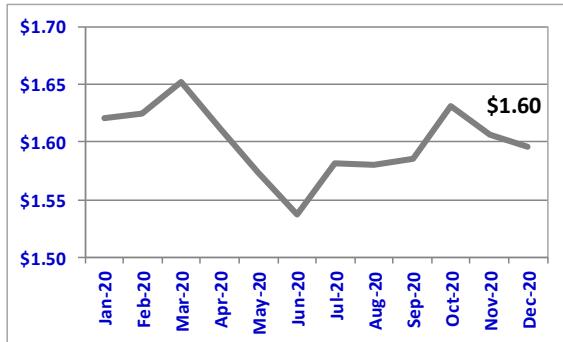
Maintenance Exposure - Reference Points

12-month Figures \$ Millions			Historical Figures \$ Millions	
Worst	Average	Best	Worst	Best
\$0.56	\$0.54	\$0.51	\$0.70	\$0.44

* The accrued cost of future scheduled maintenance

Average Ask Price

(\$ Mil)



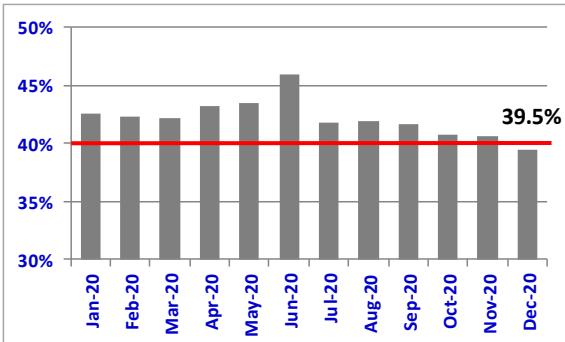
Ask Price - Reference Points

12-month Figures \$ Millions			Historical Figures \$ Millions	
Highest	Average	Lowest	Highest	Lowest
\$1.65	\$1.60	\$1.54	\$1.97	\$1.40

Source: Jetnet (www.jetnet.com)

Maintenance Exposure to Ask Price Ratio

("ETP Ratio")



Importance of the ETP Ratio

- As the ETP Ratio decreases, the aircraft's "value" increases (in relation to its Ask Price)
- Aircraft whose ETP Ratio is above 40% are burdened, on average, with excessive Maintenance Exposure

Maintenance Exposure to Ask Price Ratio ("ETP Ratio") & Days on Market

Model	ETP Ratio	Days on Market	Model	ETP Ratio	Days on Market	Model	ETP Ratio	Days on Market
Beechcraft			Cessna			Piaggio		
King Air 350i	12.0%	162	Caravan 208-675	22.3%	484	Piaggio P-180 II	39.6%	480
KingAir 350 - Post-2000	24.5%	346	Caravan Grand 208B	38.8%	384	Piaggio P-180	117.5%	960
KingAir 350 - Pre-2001	34.0%	346	Caravan 208	51.5%	484	Pilatus		
KingAir B-200 - Post-2000	35.8%	351	Daher - Socata			Pilatus PC-12	17.7%	292
KingAir B-200 - Pre-2001	43.2%	351	TBM 850	21.9%	225	Piper		
KingAir 300	55.8%	425	TBM 700A	66.6%	421	Piper Meridian	23.1%	284
KingAir C90	101.5%	949						

Ask Price and Days on Market source: Jetnet (www.jetnet.com)

Aircraft analyzed – maintenance analytics

Following is a list of the aircraft models researched to produce this Market Report's maintenance analytics:

Large Jets	Mid-Size Jets	Light Jets	Turboprops
Beechcraft-Hawker:			
	• Beechjet 400	• Premier 1	• King Air C90
	• Beechjet 400A	• Premier 1A	• King Air B-200
	• Hawker 400XP		• King Air 300
	• Hawker 700 Series		• King Air 350
	• Hawker 800 Series		• B-1900C
	• Hawker 900 Series		
	• Hawker 1000A		
Boeing:			
• BBJ			
Bombardier:			
• CL-601-1A; 3A; -3R; -SE	• Challenger 300	• Learjet 31	
• CL-604	• Learjet 45; 45 w/APU	• Learjet 35A	
• CL-605	• Learjet 45XR		
• Global 5000	• Learjet 55-55A		
• Global Express	• Learjet 55C		
• Global XRS	• Learjet 60		
	• Learjet 60XR		
Cessna:			
• Citation Latitude	• Citation Excel	• Citation CJ1+	
	• Citation Sovereign	• Citation CJ2	
	• Citation VI	• Citation CJ3	
	• Citation X (MSG3)	• Citation CJ4	
	• Citation XLS; XLS (MSG3)	• Citation Bravo	
	• Citation XLS+ (MSG3)	• Citation Encore; Encore +	
		• Citation I-SP	
		• Citation II	
		• Citation Mustang	
		• Citation V; Citation V Ultra	
Daher Socata:			
			• TBM 700; 850; 930
Dassault Falcon Jet:			
• F2000	• Falcon 20-5		
• F2000EX; F2000EX Easy	• Falcon 50		
• F2000DX; F2000LX	• Falcon 50EX		
• F900; F900B; F900C			
• F900EX; F900EX Easy			
• F900DX; F900LX			
Eclipse:			
		• Eclipse 500	
Embraer:			
• Legacy 600		• Phenom 100	
		• Phenom 300	
Gulfstream:			
• G-IV	• G-100		
• GIV-SP & GIV-SP (MSG3)	• G-150		
• GV	• G-200		
• G350	• G-280		
• G450			
• G550			
Piaggio:			
			• P-180; P180 II
Pilatus:			
			• PC-12
Piper:			
			• Malibu Meridian

Analysis Methodology – Maintenance Analytics

Asset Insight, LLC has developed a proprietary **Asset Grading System Process™** (AGSP) that objectively evaluates assets relative to their Optimal Maintenance Condition and provides an easy-to-understand, uniform, yet robust, set of data that can be acted upon, on a timely basis, to protect and/or enhance an asset's financial performance.

The AGSP is based on patented algorithms analyzing current age, the hours and cycles on an aircraft's Major Sectors – airframe, engine(s), propeller(s), APU, paint, and interior – as well as the cost to repair or replace parts with no defined life. The AGSP derives an index (the "**Asset Insight Index**") providing an objective measure of an aircraft's current maintenance status and its related Financial Exposure going forward (the financial liability accrued with respect to future scheduled maintenance events).

The Asset Insight Index is comprised of three factors that evaluate two aspects of an aircraft's maintenance, its **Asset Quality Rating** and its **Maintenance Exposure Value**. The Asset Quality Rating is computed by averaging the aircraft's **Maintenance Rating** and **Financial Rating**, while the Maintenance Exposure Value measures an aircraft's accrued / consumed financial liability with respect to future scheduled maintenance events, presenting such information in financial terms.

Asset Quality Rating and the Factors Comprising the "Asset Insight Index"

Asset Quality Rating

The Asset Quality Rating allows any aircraft's maintenance status to be directly compared to any other aircraft's maintenance status, by virtue of the Asset Insight standardized scale. The Asset Quality Rating is computed by averaging the aircraft's Maintenance Rating ("ATC Score") and Financial Rating ("ATFC Score") – explained in the following two sections, and is based on a scale ranging from -2.500 to 10.000, the latter reflecting a newly produced aircraft (see scale below).



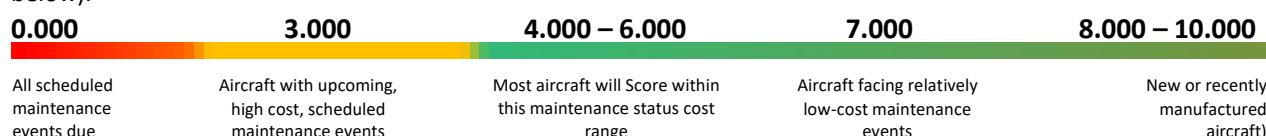
① Maintenance Rating – Asset Technical Condition Score ("ATC Score")

The "Asset Technical Condition Score" ("ATC Score") utilizes the Asset Grading System Process™ developed by Asset Insight, Inc. to objectively evaluate and grade an aircraft's maintenance status, on a standardized scale, relative to its Optimal Maintenance Condition (achieved on the day it came off the production line), utilizing the aircraft's (standard/typical) Scheduled Maintenance Program. The ATC Score is based on a scale ranging from -5.000 to 10.000, the latter reflecting a newly produced aircraft (see scale below).



② Financial Rating – Asset Technical Financial Condition Score ("ATFC Score")

The "Asset Technical Financial Condition Score" ("ATFC Score") evaluates and grades the Aircraft's financial rating relative to its Optimal Maintenance Condition based on the Aircraft's ATC Score (see Maintenance Rating above). The ATFC Score is based on a scale from 0.000 to 10.000, the latter reflecting a newly produced aircraft (see scale below).



To score each aircraft make/model, the average cost for completing each maintenance event comprising the ATC Maintenance Program is determined. Having compiled the aircraft's maintenance history, the time (calendar, flight hours or cycles) accumulated toward each individual scheduled/anticipated maintenance event is used to determine the aircraft's ATFC Score.

The Financial Rating (ATFC Score) differs from the Maintenance Rating (ATC Score). While the ATC Score evaluates and grades an aircraft's maintenance status relative to its Optimal Maintenance Condition, the ATFC Score grades an aircraft's financial condition relative to its Optimal Maintenance Condition, meaning the ATFC Score is weighted by the estimated cost to complete each maintenance event. Accordingly, the Maintenance Rating is likely to differ from the Financial Rating.

For example, if an aircraft had only two maintenance components, and if one component was three-quarters of the way toward its overhaul while the second was one-quarter of the way toward its overhaul, their combined ATC Score would be 5.000, based on the following calculation: $(75\% + 25\%) / 2 \times \text{Perfect Score (10.000)} = 5.000$.

However, if the first of these components has an overhaul cost of \$1,000, while the second has an overhaul cost of \$10,000, their combined ATFC Score would be 2.955 (see below).

	<u>Remaining Useful Life</u>	<u>Overhaul Cost</u>	<u>Remaining Financial Value</u>
Component #1	75%	\$1,000	\$750
Component #2	25%	<u>\$10,000</u>	<u>\$2,500</u>
		<u><u>\$11,000</u></u>	<u><u>\$3,250</u></u>

ATFC Score Calculation Methodology

Aircraft's Financial Ratio $(\$3,250 / \$11,000) \times \text{Perfect Score (10.000)} = 2.955$

Maintenance Exposure – Asset Technical Financial Exposure Value (“ATFE Value”)

The “Asset Technical Financial Exposure Value” (“ATFE Value”) measures the aircraft's financial exposure based on its maintenance condition – the liability accrued / consumed with respect to future scheduled maintenance events – and presents this information in financial terms, as follows:

Max \$ Exposure for Make/Model	\$0 Maintenance Exposure
Maintenance financial exposure equal to the cost of one cycle for each Scheduled Maintenance event	Typical aircraft maintenance cost exposure range

Newly manufactured aircraft

To derive an aircraft's ATFE Value, the estimated cost for completing each event comprising the ATC Maintenance Program has been established. Having compiled an aircraft's maintenance history, the time (flight hours, landings/cycles, and/or calendar period) accumulated toward each individual scheduled/anticipated maintenance event is used to compute the dollar liability accrued toward that event, with the ATFE Value representing the total accrued liability toward future maintenance events.

Ask Price vs. Maintenance Exposure to Ask Price Ratio (“ETP Ratio”) Graph

The graph displays the relationship between each aircraft group's “Maintenance Exposure to Ask Price” Ratio (the ATFE Value divided by the Average Ask Price) and the Average Ask Price. In general, as aircraft Ask Prices rise, the Ratio should decrease – all other factors being equal. However, the Ratio's relationship to Ask Price is not an absolute inverse correlation. Aircraft with a greater or lesser maintenance-related Financial Exposure, but with the same Ask Price, may replace aircraft listed “for sale” during any given month. Accordingly, it is possible for both the Ratio and the Ask Price lines to move in the same direction.

Maintenance Exposure to Ask Price Ratio (“ETP Ratio”)

The Maintenance Exposure to Ask Price Ratio (“ETP Ratio”) is calculated by dividing the aircraft’s Maintenance Exposure (the financial liability accrued with respect to future scheduled maintenance events) by its Ask Price. Accordingly, as the ETP Ratio decreases, the aircraft’s “value” increases (in relation to its Ask Price). Aircraft whose ETP Ratio is 40% or greater are believed to have accrued an excessive level of Maintenance Exposure in relation to their Ask Price. ETP Ratios are only available in cases where a statistically significant sample of aircraft Ask Price and maintenance status can be derived for a specific Make / Model.

General Information

Asset Insight, LLC (www.assetinsight.com) provides asset evaluation and financial optimization services. The company’s “Asset Grading System Standard,” and related analyses, provides the ability to translate the asset’s technical condition into easy-to-understand, actionable financial information. Asset Insight is independent of any manufacturer, appraisal firm, financial services firm, or technical services facility, enabling it to provide an unbiased view of an asset’s condition with respect to its technical status and related financial exposure. The company is managed by business, technical and financial professionals with significant experience in aviation asset management.

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