

The background of the slide is a dark blue gradient with a grid pattern. Overlaid on this are several data visualization elements: a world map outline, a candlestick chart with blue and green bars, and two line graphs, one in white and one in red. The ACASS logo is positioned in the upper left corner.

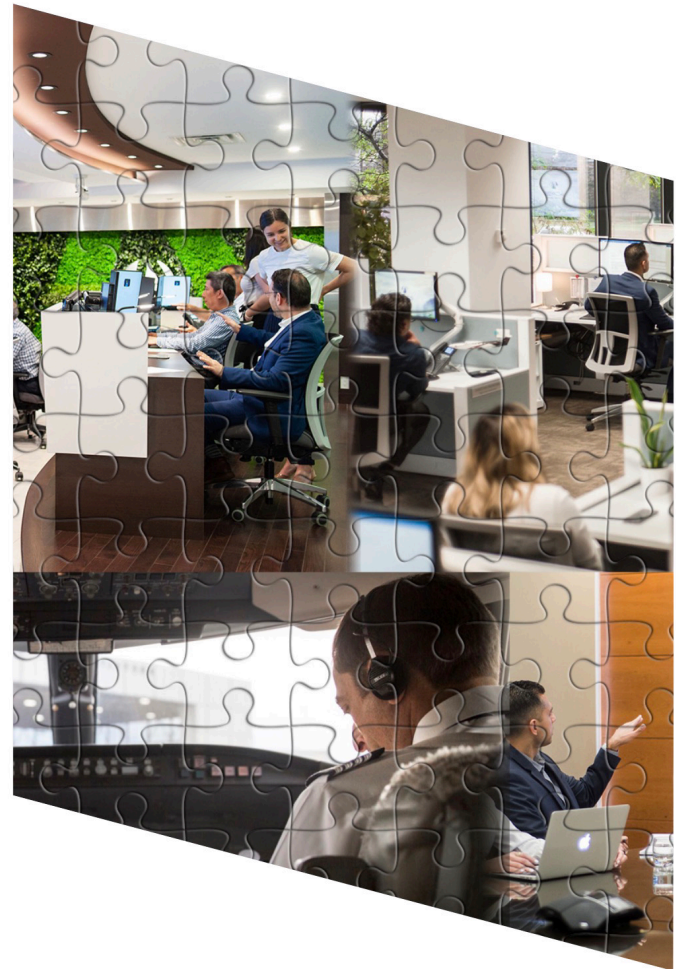
ACASS

Global Market Update 2023

Presented by Zipporah Marmor

WHO WE ARE

- Aircraft Sales & Acquisition
- Aircraft Management
- Flight Crew Staffing
- Ferries & Deliveries
- Charter



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<https://iada.aero>

ĀCASS

**The Only Thing Certain
is Change**



Where We Are Now

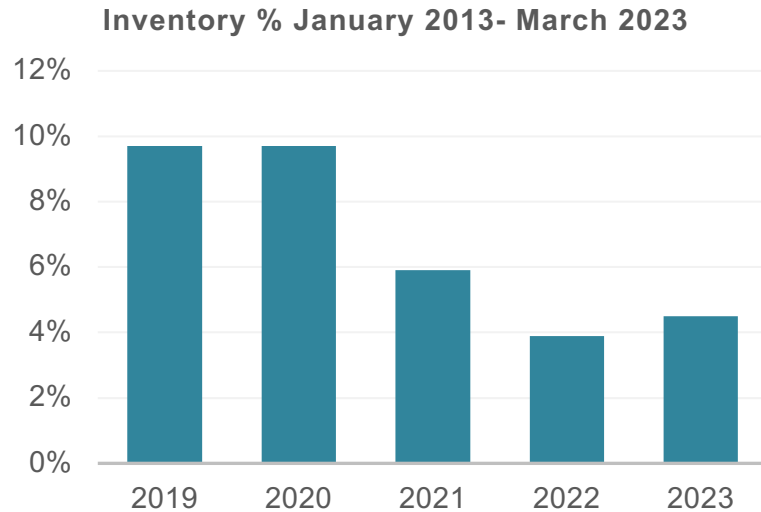
- State of flux
- Demand has settled



New Business Jet Availability & Demand

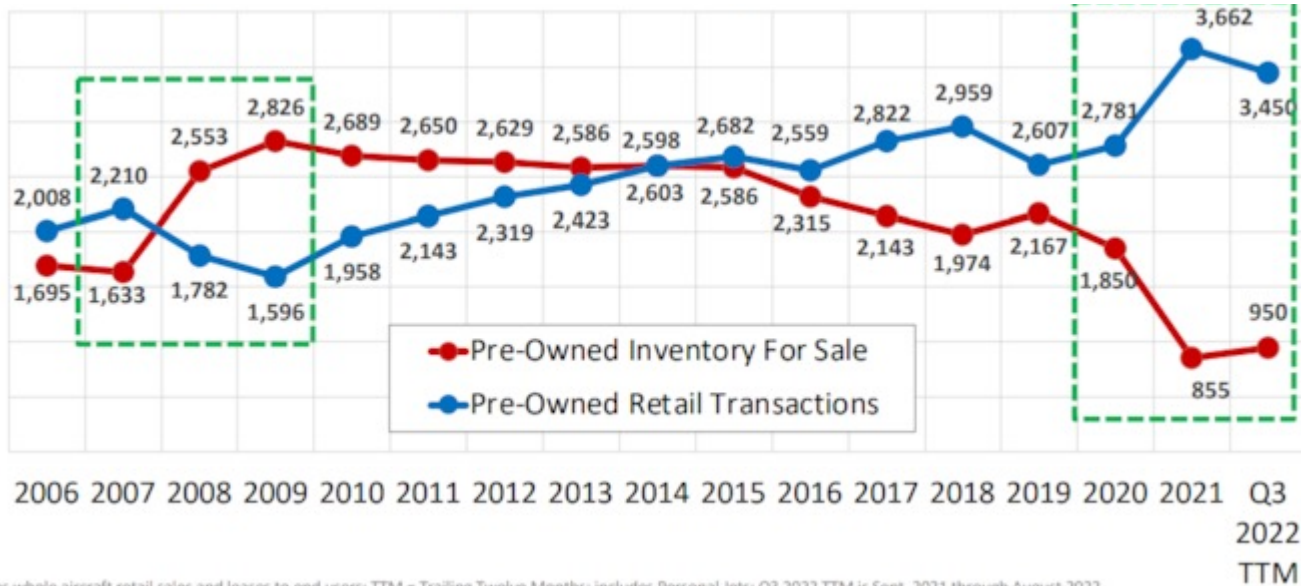
- Lead time averaging to 2025
- Shipments still down from pre-pandemic levels
- Midsize to super-midsize show strongest sales growth rate in 2022

Pre-owned Inventory



- Inventory available is currently at 5%
- Above the 3.1% low of Q1-2022
- Below the 8.6% five-year average

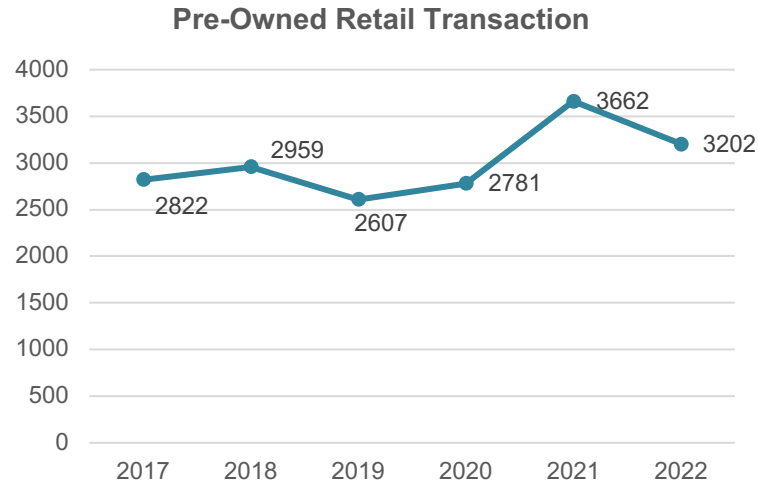
Pre-owned Inventory



Note: Includes whole aircraft retail sales and leases to end users; TTM = Trailing Twelve Months; includes Personal Jets; Q3 2022 TTM is Sept. 2021 through August 2022

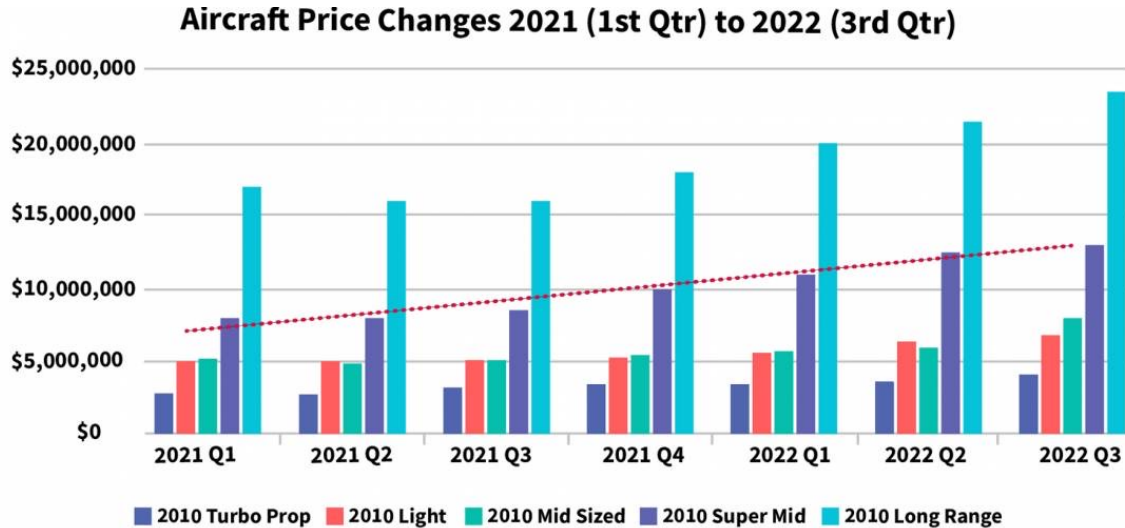
Source: JETNET / JETNET IQ analysis

Business Jet Transactions



- Pre-owned transactions decreased to ~3,200 in 2022 from 3,660 in 2021
- Pre-owned transactions declined 12.6% in 2022 from 2021

Pre-owned Jet Values



Charts: Jet Advisors LLC

Resource Shortages

- People & Parts
- OEM Production Rates
- Service Centers
- FAA Delays



**We're
experiencing
supply issues**

Like many retailers, we're
experiencing some challenges
with our supply and are
experiencing some availability

Sellers Today

- Accustomed to premiums & multiple offers
- May have bought to re-sell
- Optimistic that prices will hold



Buyers Today

- Willing to “Wait and see”
 - Availability
 - Pricing trends
 - Interest rates
- Optimistic prices will drop



Bridging The Gap

Education & Communication

- Changing market conditions
- Right size expectations





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