

## PRESS RELEASE

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For Immediate Release

### JETNET Unveiling New Releases and Debuting Aircraft Value Tool at EBACE 2016

UTICA, NY – JETNET LLC, the world leader in aviation market intelligence, will be demonstrating their latest aircraft research service offerings at [EBACE2016](#) at the Geneva Palexpo in Geneva, Switzerland. Highlights for this year's appearance by JETNET will include the latest enhancements to their popular Evolution Marketplace and Marketplace Manager services for aviation professionals, a new flight activity analysis tool, and a briefing by [JETNET iQ](#) on the state of the business jet market. The company also announced that at this year's show, they will preview a new Aircraft Value Tool now under development. JETNET will also demonstrate the latest in their Commercial Airliner and Yacht research products. The full range of JETNET services will be available for review at the European Business Aviation Convention & Exhibition, May 24<sup>th</sup>-26<sup>th</sup>, at booth # W101.

"The needs of our clients are forever changing, much like business aviation itself," said Tony Esposito, JETNET Vice President. "And so our aircraft research products are perpetually under development for new features and functions to best address those needs." Over the last year, JETNET has incorporated dozens of new features to both programs. The ability for users to survey select aircraft markets in a customized manner has been the company's endeavor for the most recent developments implemented. In this regard, JETNET has enhanced the speed and flexibility with which a user can compose their own survey of a particular market, specific to a particular aircraft model, category of models, or even a region of the world. A very precise listing of aircraft can be generated using the firm's cross-reference capabilities. That listing can then be compiled into a report, isolating particular data points of the user's choosing. The result is a report offering simple visual comparison of aircraft—no matter how many—for those data points of most crucial interest to the user.

JETNET employs Evolution, a proprietary interface, to drive its two primary aircraft research services, Marketplace and Aerodex. Those services now benefit from new aircraft utilization functionality in the Evolution interface, including the ability to search aircraft by estimated airframe time, and to view utilization charts for aircraft. "We developed a flight activity tab to display a map of an aircraft's flight activity for various timeframes, including last year, since current owner, last 90 days, and even lifetime," said Karim Derbala, Managing Director of Global Sales. "This provides our customers insight into an aircraft's flight history, airframe time, home base airport, and patterns of flight operation." For airport and FBO personnel, there is an ability to view flight activity by airport, with metrics for the number of departures and arrivals, most common aircraft models, and most common origins and destinations. There is also quick access to tenant organizations on and near airports. "Aircraft utilization, particularly for activity at airports, is a powerful metric to possess when assessing flight department operations, or developing marketing strategy for airports," Derbala added.

JETNET iQ is the company's division for observation, commentary, and forecasts of the business aviation industry. Launched in 2011, JETNET iQ is a partnership between JETNET LLC and the [Rolland Vincent Associates](#) aviation consultancy of Plano, TX. The core mission of JETNET iQ is to measure the pulse of the business jet owner and operator community by way of surveying 500 of them every quarter. At the close of 2015, JETNET iQ exceeded 10,000 owners and operators surveyed, the most comprehensive ongoing study of aircraft operator sentiment ever conducted. Customers for JETNET iQ include airframe and power plant OEMs, Tier 1 suppliers, aircraft dealers and brokerages, FBOs, MROs, and aerospace investment analysts. At EBACE 2016, Rolland Vincent and JETNET Vice President of Sales Paul Cardarelli will conduct a JETNET iQ State of the Market briefing on Tuesday, May 24<sup>th</sup> from 11:00am to 11:45am in Salle S.



800.553.8638 > +1.315.797.4420 > [JETNET.COM](#)

Worldwide leader in aviation market intelligence.

“These are dynamic times for our industry,” said Rolland Vincent, JETNET iQ Creator. “What had seemed a steady march toward recovery these last several years, has now taken a bit of a stumble. This is evident in OEM deliveries and operator sentiment. Insight into what operators are thinking, what they perceive as obstacles to flying and buying more aircraft, their view of major brands...these are all crucial to the strategic planning of business aviation’s product and service providers, and are exactly what JETNET iQ offers.”

Each year, JETNET iQ holds a summit in New York City featuring spirited presentations and dialog from industry leaders. For 2016, the JETNET iQ Global Business Aviation Summit will be held September 13-14 at the Le Parker Meridien Hotel. For further details, please refer to the [JETNET iQ Summit website](#).

This year in Geneva, JETNET will offer visitors a sneak preview of a suite of new aircraft valuations tools planned for release later this summer. “What is this plane worth? In the post-recession era, we hear this constantly from our subscribers, be they operators, dealers, brokers, or lenders,” said Paul Cardarelli, Vice President of Sales. “Through the collective power of JETNET’s exclusive subscribership combined with some very clever software design, we’re developing tools to give our users guidance on the current market value of aircraft based on solid intelligence we have gathered in the field.”

To this end, JETNET has developed a feature in its service for subscribers to “talk back” to the company about intelligence they have on specific aircraft transactions, including high-confidence reported sales prices. This pricing information is then presented—without reference to the source—in a series of tools, allowing users to compare recently traded aircraft similar to their own.

“We know the risk our customers, and in turn their customers, bear in making market decisions on multi-million dollar airplanes,” Cardarelli added. “Too often they must endeavor to do so in a vacuum of market-to-market value information on aircraft similar to their own. This makes for stagnation in the resale markets, with too many aircraft unrealistically priced, and too many buyers unsure what a fair offer is. And so airplanes linger on market month after month, even years on end. So we’re going to be utilizing the JETNET service as a forum for aviation professionals to report details they are willing to share on transactions with which they are familiar. We believe that through thoughtful application, we can apply this data in a manner that will do our customers a great service—informing them of the valuation realities of the market today—thereby improving the overall fluidity of the resale marketplace.”

Also featured at this year’s EBACE will be the latest in JETNET’s Commercial Airliner and Yacht database services. In a product they call BigPlanes, JETNET now tracks some 34,000 commercial airline aircraft, ranging from small commuter turboprops to large twin-aisle airliners. New search features have now been incorporated into this product that allow database segmentation by Narrow and Wide Body, Regional, and Freight/Cargo.

JETNET’s YachtSpot service provides comprehensive information on more than 4,500 yachts worldwide. They’ve applied their research and development expertise to a growing global database of luxury yachts that connects owners and users of both yachts and business aircraft into one global record. “We are very excited to demonstrate our newly developed Crossover Intelligence View, which presents various analyses of individuals and companies who own or lease yachts as well as aircraft,” said Michael Foye, JETNET’s Director of Marketing. “Only with YachtSpot can professionals see the trends, and the effect of high-net-worth individuals that require jets and yachts, and how their asset preferences and brand selections are impacting the seas and skies.”



Among JETNET's clientele are leading manufacturers, suppliers, and government and advocacy groups for business and commercial aviation worldwide. JETNET's database of in-operation aircraft exceeds 100,000 airframes, which includes business jets, business turboprops, commercial airliners (both jets and turboprops), and helicopters (both turbine and piston).

"We are always advancing the leading edge of aviation intelligence," added Tony Esposito. "We've expanded our information-gathering capability, refined existing tools, added new capabilities, and given tremendous capability to aviation professionals around the globe."

The JETNET database includes comprehensive details on aircraft airframes, engines, avionics, and cabin amenities, as well as aircraft owners and operators, lessors and lessees, fractional owners, and a host of other entities associated with aircraft. Also included are transaction histories on aircraft dating back more than 25 years, monthly aircraft market summary reports, and a variety of other tools for assessing the global fleet and aircraft marketplace.

JETNET invites attendees to see all of their new product and service offerings at this year's EBACE, May 24<sup>th</sup>-26<sup>th</sup>, at booth # W101.

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, 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](http://jetnet.com) or contact Paul Cardarelli, JETNET Vice President of Sales, at 800-553-8638 (USA) or [paul@jetnet.com](mailto:paul@jetnet.com); International inquiries, contact Karim Derbala, JETNET Managing Director of Global Sales, at 41.0.43.243.7056 or [karim@jetnet.com](mailto:karim@jetnet.com).

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