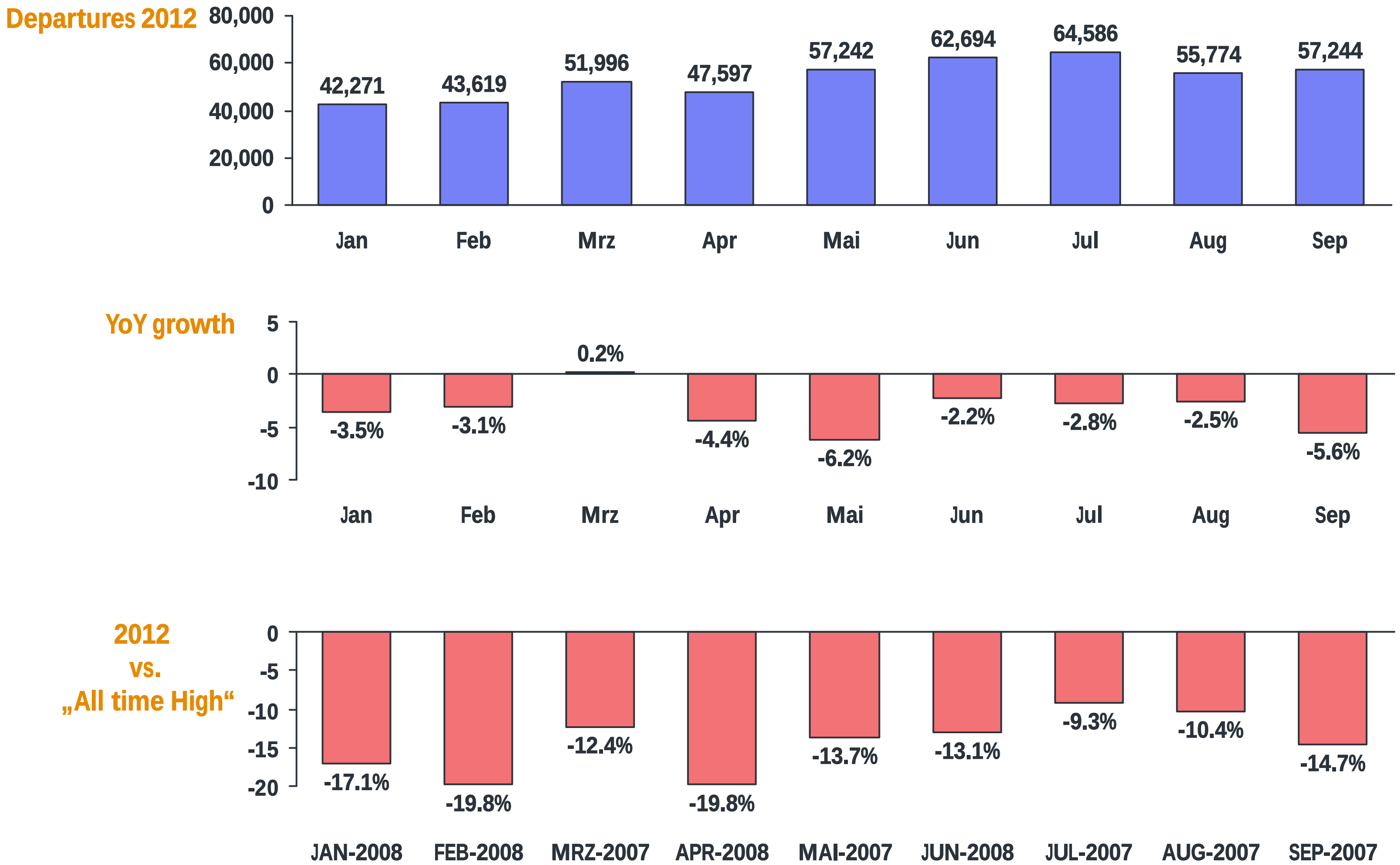
Insight Business Aviation Europe:
Business Aviation 2012

Hamburg, 5.10.2012

European Business Aviation activity pattern by month

2012 European business aviation is back in recession. Tentative post 2009 recovery derailed, and activity >15 % off from 2007/08 peaks.



Source: Eurocontrol, WINGX Advance 2012

European growth pattern in 2012 (Jan-Sep) by country

Ukraine and to an extent the UK benefited from recent sport events. Turkey showing consistent growth throughout the year. Italy has seen activity slump significantly.

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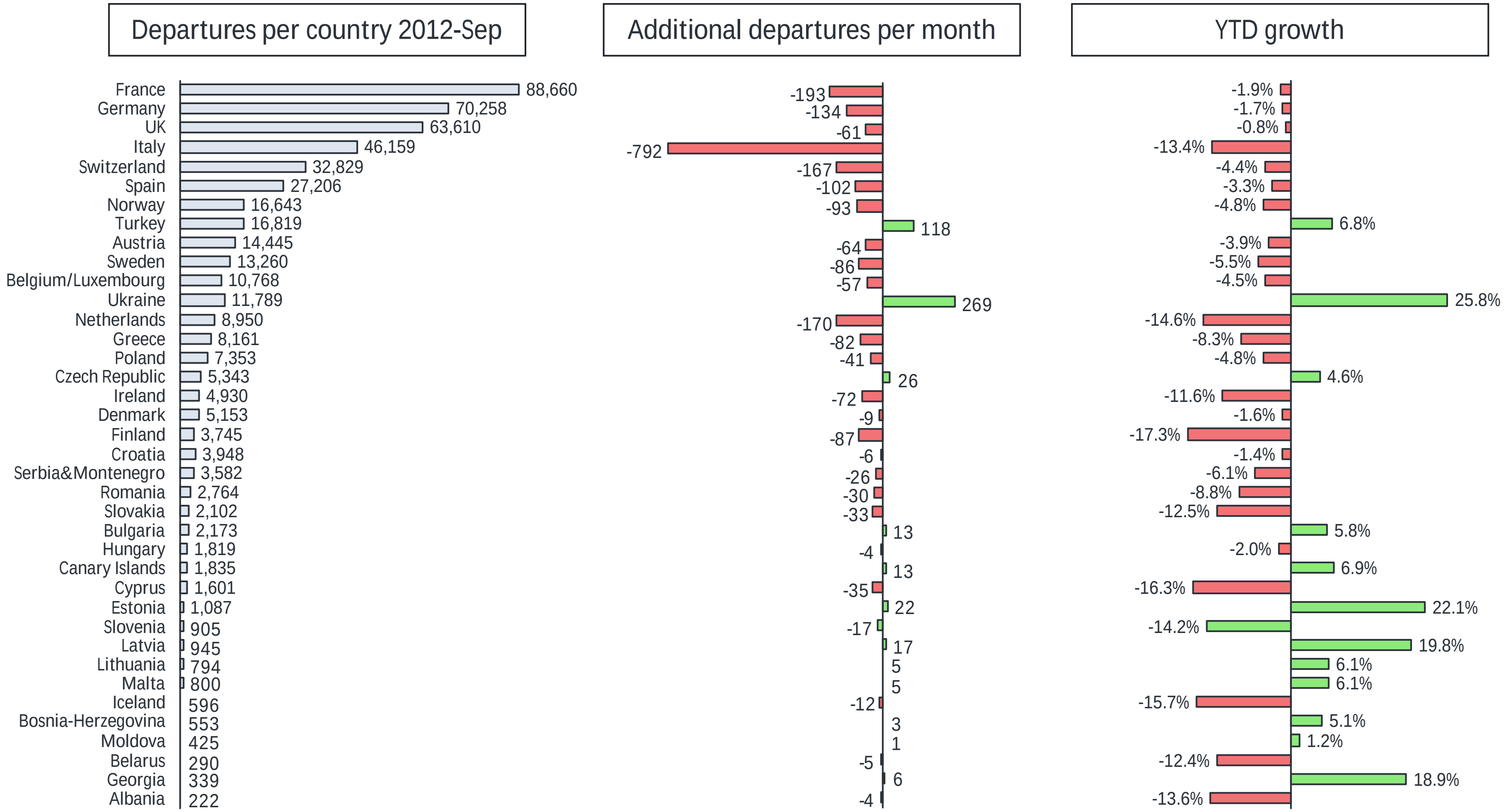

Source: Eurocontrol, WINGX Advance 2012

Year on year growth by aircraft segment

Ultra Long Range and Very Light Jet Segments stand out as exceptions.

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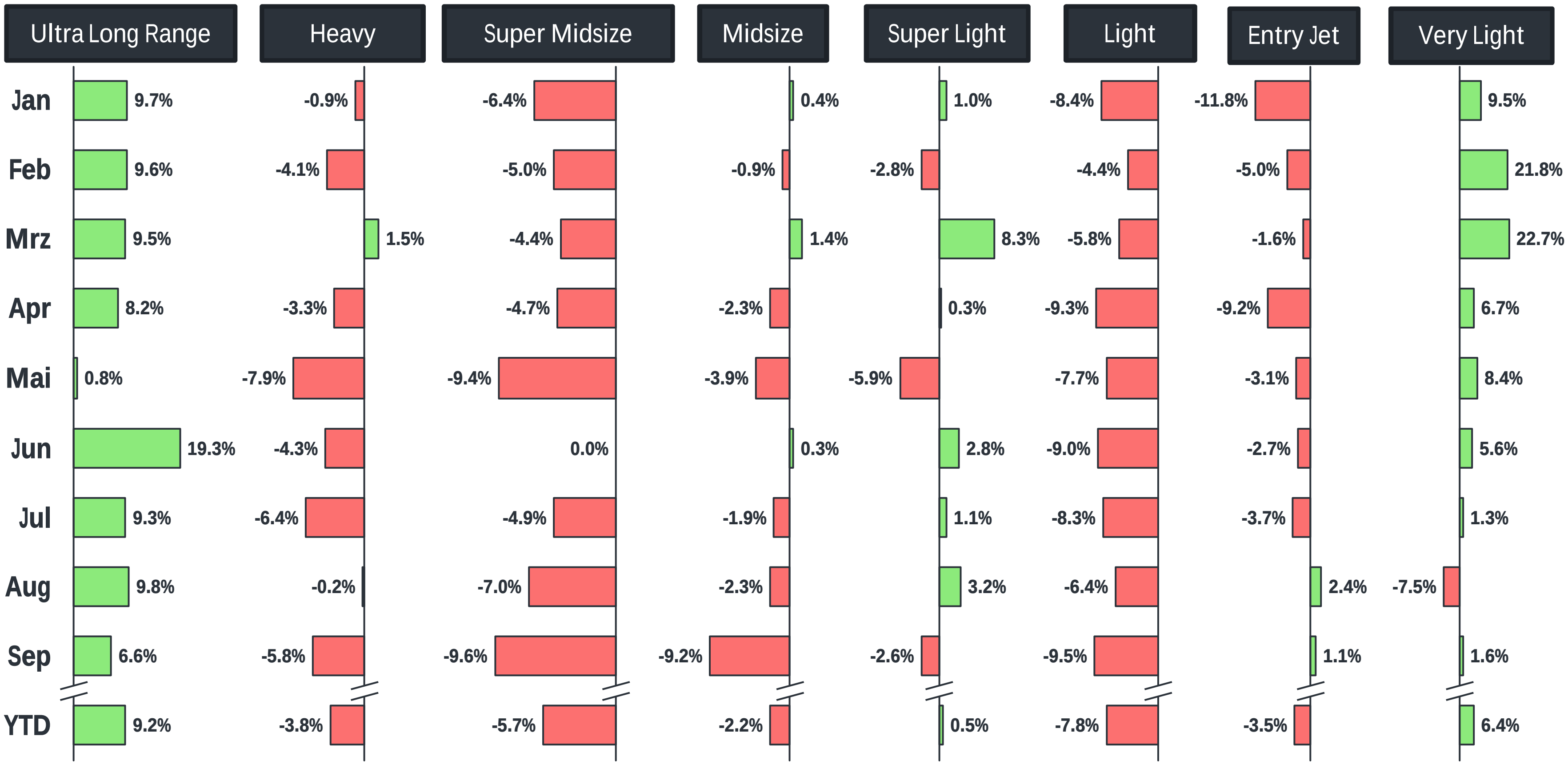

Source: Eurocontrol, WINGX Advance 2012
Note: YoY growth of departures (e.g. Jan 12 vs. Jan 11)

Year on year growth by aircraft segment

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Aircraft segment / Month	Jan	Feb	Mrz	Apr	Mai	Jun	Jul	Aug	Sep	YTD	Total departures 2012	Market share
Ultra long range	9,7%	9,6%	9,5%	8,2%	0,8%	19,3%	9,3%	9,8%	6,6%	9,2%	43.305	11%
Heavy jet	-0,9%	-4,1%	1,5%	-3,3%	-7,9%	-4,3%	-6,4%	-0,2%	-5,8%	-3,8%	84.405	21%
Super midsize jet	-6,4%	-5,0%	-4,4%	-4,7%	-9,4%	0,0%	-4,9%	-7,0%	-9,6%	-5,7%	33.349	8%
Midsize jet	0,4%	-0,9%	1,4%	-2,3%	-3,9%	0,3%	-1,9%	-2,3%	-9,2%	-2,2%	51.207	13%
Super light jet	1,0%	-2,8%	8,3%	0,3%	-5,9%	2,8%	1,1%	3,2%	-2,6%	0,5%	57.142	14%
Light jet	-8,4%	-4,4%	-5,8%	-9,3%	-7,7%	-9,0%	-8,3%	-6,4%	-9,5%	-7,8%	90.133	22%
Entry level jet	-11,8%	-5,0%	-1,6%	-9,2%	-3,1%	-2,7%	-3,7%	2,4%	1,1%	-3,5%	24.000	6%
Very Light Jet	9,5%	21,8%	22,7%	6,7%	8,4%	5,6%	1,3%	-7,5%	1,6%	6,4%	23.427	6%

Source: Eurocontrol, WINGX Advance 2012
Note: YoY growth of departures (e.g. Jan 12 vs. Jan 11)

2012 YTD vs. 2011 YTD grwoth by OEM and aircraft segment

Learjet and HBC continue to lose ground, Embraer stand out winner.

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Aircraft Segment / OEM	Bombardier	Cessna	Dassault	Embraer	Gulfstream	HBC	Learjet
Ultra long range	4,9%		35,7%		2,8%		
Heavy jet	-1,8%		-7,0%		-1,6%		
Super midsize jet	-0,4%	-7,5%	-9,6%		-5,2%	-26,4%	
Midsize jet		-12,9%	2,2%		6,2%	-0,8%	-4,6%
Super light jet		3,5%	-7,2%				-9,5%
Light jet		-7,7%		204,0%		-14,5%	-10,7%
Entry level jet		-3,5%					
Very Light Jet		3,6%		44,8%			
Turboprop		-8,8%		-6,0%	-19,5%	-3,5%	
Grand Total	0,7%	-3,4%	-2,3%	32,4%	-0,2%	-4,3%	-8,1%
Total departures 2012 YTD	49.148	171.268	60.541	11.013	41.193	160.910	30.462
Marketshare	9%	33%	12%	2%	8%	31%	6%

Source: Eurocontrol, WINGX Advance 2012