



DASSAULT FALCON 7X MARKET OVERVIEW OCTOBER 2019

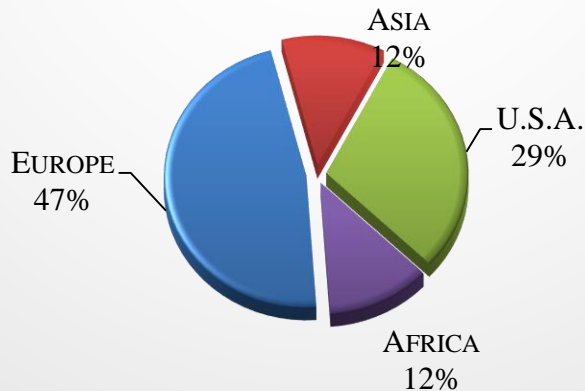
Currently, there are 17 Falcon 7Xs for sale of 281 aircraft, representing 6% of the active fleet.

CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$21,000,000	\$38,000,000	\$27,080,625
AIRFRAME TOTAL TIME	852	6,225	2,527
MANUFACTURE YEAR	2008	2016	2013
DAYS ON MARKET	36	1,160	322

FIGURES BASED ON ASKING PRICES, NOT SALES PRICES. BASED ON 17 AIRCRAFT PRICES AND 17 AIRCRAFT FOR SALE

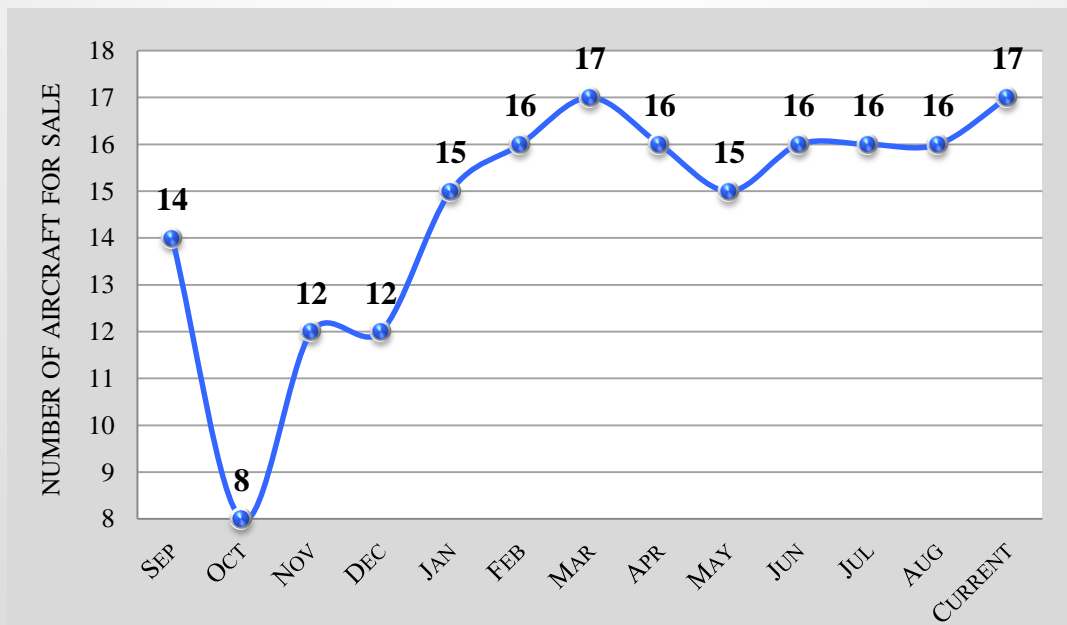
CURRENT FALCON 7X MARKET BY SELLER LOCATION



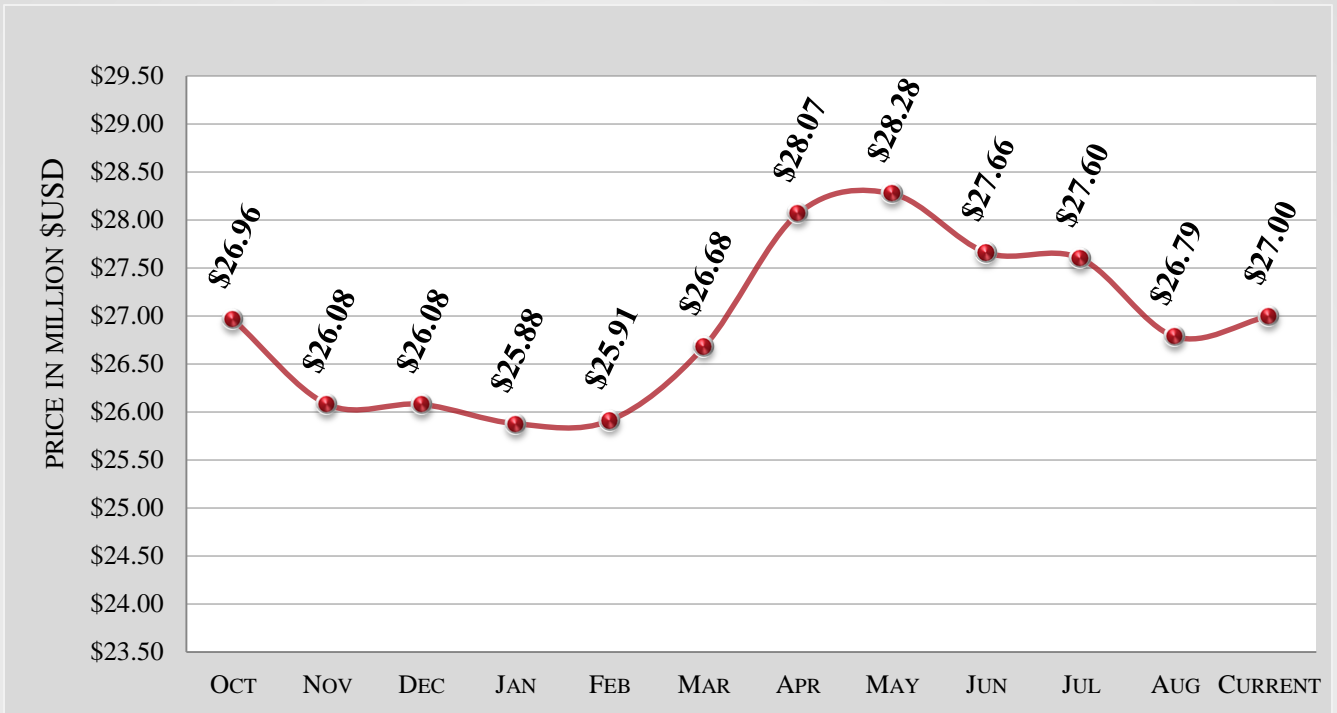
FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	APRIL	MAY	JUN	JUL	AUG	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$28.1M	\$28.3M	\$27.7M	\$27.6M	\$26.8M	\$27M	\$27.6M
NUMBER FOR SALE	16	15	16	16	16	17	16
ACTIVE FLEET	278	278	278	278	281	281	279
PERCENTAGE FOR SALE	6%	5%	6%	6%	6%	6%	6%
AVERAGE YEAR	2013	2013	2012	2012	2012	2013	2013
AVERAGE DAYS ON MARKET	284	323	325	208	229	322	282
AVERAGE AIRFRAME TIME	2,130	1,978	2,238	1,854	2,555	2,527	2,214

FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



FALCON 7X – 12 MONTH ASKING PRICE TREND



FALCON 7X – AIRCRAFT BLUE BOOK VALUATIONS

YEAR	AVERAGE RETAIL	AVERAGE WHOLESALE	TREND
2007	\$16,000,000	\$14,201,000	NO CHANGE
2008	\$17,000,000	\$15,088,000	NO CHANGE
2009	\$18,000,000	\$15,976,000	NO CHANGE
2010	\$19,000,000	\$16,863,000	NO CHANGE
2011	\$21,000,000	\$18,639,000	NO CHANGE
2012	\$24,000,000	\$21,301,000	NO CHANGE
2013	\$26,000,000	\$23,076,000	NO CHANGE
2014	\$28,000,000	\$24,851,000	NO CHANGE
2015	\$31,000,000	\$27,514,000	NO CHANGE
2016	\$34,000,000	\$30,177,000	NO CHANGE
2017	\$37,000,000	\$32,839,000	NO CHANGE
2018	\$40,000,000	\$35,502,000	NO CHANGE
2019	\$53,800,000	\$47,750,000	NO CHANGE

FALCON 7X – VREF VALUATIONS

YEAR	AVERAGE RETAIL	AVERAGE WHOLESALE	TREND
2007	\$16,000,000	\$14,176,000	NO CHANGE
2008	\$17,000,000	\$15,062,000	NO CHANGE
2009	\$18,000,000	\$15,984,000	NO CHANGE
2010	\$20,000,000	\$17,760,000	NO CHANGE
2011	\$22,000,000	\$19,536,000	NO CHANGE
2012	\$24,000,000	\$21,360,000	NO CHANGE
2013	\$26,000,000	\$23,140,000	NO CHANGE
2014	\$30,000,000	\$26,700,000	NO CHANGE
2015	\$33,000,000	\$29,700,000	NO CHANGE
2016	\$36,000,000	\$32,400,000	NO CHANGE
2017	\$40,000,000	\$36,080,000	-\$2,000,000
2018	\$44,000,000	\$39,688,000	-\$2,000,000
2019	\$53,800,000	\$49,549,800	NO CHANGE



The disclosures contained in research documents produced by Altus Aviation shall be governed by and construed in accordance with U.S. law. Altus Aviation specifically prohibits the redistribution of this document in whole or in part without the written permission of Altus Aviation and therefore Altus Aviation accepts no liability whatsoever for the actions of third parties in this respect. Images may depict objects or elements that are protected by third party copyright, trademarks and other intellectual property rights. © Altus Aviation 2016. All rights reserved.