



## >>> Phenom Operator

Market Report  
Third Quarter 2015



## THE PHENOM MARKET

As we expected to see, the Phenom market saw a slight up tick in both new aircraft deliveries and used transactions in the second quarter. The company delivered 26 Phenoms this quarter, four more than the same time period in 2014. There were six deliveries of new Phenom 100E's, while the number of Phenom 300 delivered increased to 20 over the 16 that delivered in the first quarter. The used Phenom market remains overall stable with available inventory levels remaining tight on both models. With this kind of market condition, an appropriately priced Phenom 100 or 300 should sell quickly.

A milestone in the second quarter, Embraer delivered three of their all new Legacy 500s, three Legacy 650's and one Lineage 1000E.

As the Phenom expert at Elliott Jets, I would be happy to assist you with any questions you may have with your next aircraft transaction. Please contact me for further information.”

Doug Giese  
310.259.0582  
dgiese@elliottjets.com



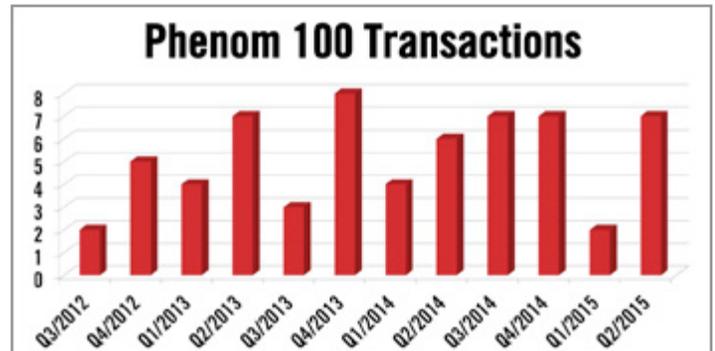


**Market Snapshot for the Phenom 100**

# On Market: 17  
 Fleet Size: 320  
 % On Market: 5.3%  
 Average Asking Price: \$2.7MM  
 Avg. Days on Market (sold in 2015): 350  
 Average TT of aircraft currently for sale: 950  
 Transactions in 2015: 9  
 Transactions in Q2: 7

**Current State of the Phenom 100 Market**

After slow activity in the Phenom 100 market in the first quarter of 2015, activity resumed in the second quarter with seven resale transactions. During that slow first quarter, the inventory level rose steadily up to 17 units where it has remained through the end of June. That is still only 5.3% of the total fleet, a relatively low percentage for a used aircraft market. Prices are steadily declining, but that is mostly due to normal depreciation. Early models have been trading in the low \$2MM's, while we have seen multiple 2010-2012 models sell in the \$2.6-2.8MM range this year.



**Phenom 100 Performance**

Range (NM):	1,242
Seating:	1/5
Cabin Volume (CuFt):	212
Max Speed (Kts):	390
Cruise Speed (Kts):	390
Rate of climb (f/s):	3,061
Balanced field length/Landing (feet):	3,040/2,448
Baggage:	10/60
Ceiling (feet):	41,000
Direct Operating Cost (per hour)	\$1,156
Direct Operating Cost (per NM)	\$3.59

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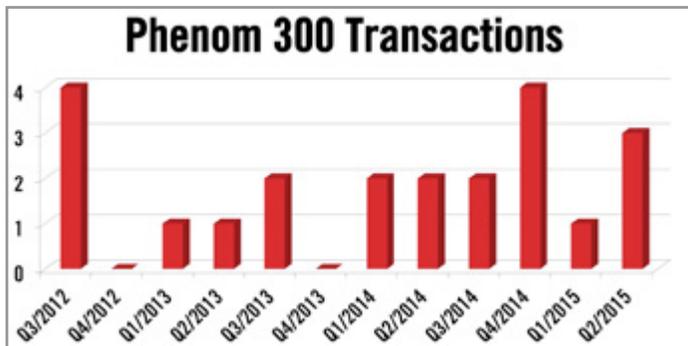


**Market Snapshot for the Phenom 300**

# On Market: 9  
 Fleet Size: 280  
 % On Market: 3.2%  
 Average Asking Price: \$7.4MM  
 Avg. Days on Market (sold in 2015): 241  
 Average TT of aircraft currently for sale: 828  
 Transactions in 2015: 4  
 Transactions in Q2: 3

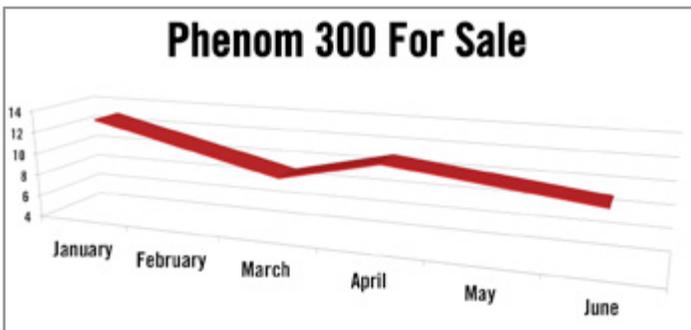


**PHENOM 300**



**Current State of the Phenom 300 Market**

The Phenom 300 continues to be not only Embraer's best selling aircraft, but the most delivered light jet in the industry. Activity in the used Phenom 300 market was slow through the first quarter of 2015, picking up slightly in the second quarter. But with only 3.2% of the fleet available on the used market, that can be expected. Inventory levels have fallen considerably since 2014, and buyers are having a tough time finding a desirable aircraft in combination with a motivated seller. Pricing for early Phenom 300's on an engine program start in the low to mid \$6MM's and go up from there.



**Phenom 300 Performance**

Range (NM):	2,077
Seating:	2/7
Cabin Volume (CuFt):	324
Max Speed (Kts):	444
Cruise Speed (Kts):	444
Rate of climb (f/s):	3,335
Balanced field length/Landing (feet):	3,138/2,229
Baggage:	19/66
Ceiling (feet):	45,000
Direct Operating Cost (per hour)	\$1,764
Direct Operating Cost (per NM)	\$4.41

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## WHO WE ARE

Elliott Jets, the aircraft sales division of Elliott Aviation, has eight decades of proven success brokering, acquiring and selling aircraft all over the world. Customers know they can rely on us to provide world-class service with their needs as our priority. Our reputation has made us the trusted partner to chief pilots, executives and aircraft owners. There are few aircraft sales and acquisition businesses in the world that offer you decades of excellence, integrity and passion for customer service. The Elliott Jets team consists of sales executives, acquisition experts, market research specialists, marketing professionals, contracts and administrative support.

## ELLIOTT AVIATION

As an Elliott Jets customer, you have access to some of the most knowledgeable technical representatives in the industry. The parent company of Elliott Jets, Elliott Aviation, is a leading service business for jets and turboprops, providing the industry's highest quality business aviation solutions with 400 skilled employees in three Midwest locations. Whether or not you choose to use Elliott Aviation for aftermarket services, you have the option to interact with our technical service representatives to help guide your decisions throughout the transaction, helping you avoid any pitfalls before they arise.

Our one-stop-shop in Moline, IL is an ISO 9001:2008 and AS9100 Rev C facility, ensuring the highest-level of quality standards and processes available. We are a FAA and EASA certified aircraft maintenance facility with highly skilled, factory trained mechanics, many with over 20 years of experience. They have seen many pre-buy inspections and can help you with common discrepancies in numerous different types of aircraft.

In addition to maintenance, we offer one of the largest avionics facilities in the world to assist you with even the most complicated retrofits, enhancements and troubleshooting. For total aircraft transformation, our paint and interior craftsmen can assist you with creating a flawless presentation of your aircraft inside and out. Whether you are buying or selling, these experts can help you evaluate what options are available for your aircraft to either more closely fit your mission or to attract more buyers to your aircraft.

Our company also offers Wyvern-rated flight charter with a perfect safety record and aircraft management services giving you access to experts to help determine if leasing back or chartering your aircraft would work for you.

With all of these resources just a phone call away, customers of Elliott Jets can rest assured they have the most collective body of aviation resources dedicated to creating a successful aircraft transaction each and every time.

## ACQUISITION SERVICES

Aircraft Acquisitions is a major function of Elliott Jets. We are unique as we are involved in the process every day by investing in turbine aircraft to be owned and resold by Elliott Jets. We are experts at finding the best aircraft, at the best price, and representing you every step along the way. We carefully analyze your situation to acquire the aircraft that best suits your needs based on knowledge of trends, market expertise and industry resources. Whether you need an accredited appraisal, pre-purchase inspection or unrivaled technical expertise, we have a veteran team to assist. Feel confident when hiring Elliott Jets to find your next aircraft or fleet to provide the best outcome for your aviation needs. Our goal is to ensure your peace of mind throughout the entire acquisition process.

## BROKERAGE SERVICES

Your aircraft is a huge investment. When it's time to put it on the market you want a quick resolution at the right price. Our team of industry veterans will help you get you a fair price and help you find a buyer – fast. We're committed to providing you with a quick response and the highest level of customer service in the industry. We will set a price for your aircraft that accurately reflects the most up-to-date market conditions. We'll sell your aircraft at the best possible price, in the least amount of time. We handle your transaction from start to finish, sparing you the hassles of selling your own aircraft. Our experienced technical staff conducts an in-depth aircraft evaluation, so you're ready for the sale. Using the latest technologies, our proven processes and exclusive marketing network, we promote your aircraft and attract qualified buyers. At sale time, we negotiate terms on your behalf and prepare all documents, so your transaction will go smoothly. Our promise is an exceptional experience.



## AIRCRAFT RESEARCH

Real research is what it takes to analyze and truly understand the pre-owned aircraft marketplace. Elliott has a full time research department which has specialized in jet aircraft for decades. Armed with this research, knowledge of actual selling prices, not just ask and take prices, as well as thorough knowledge of the aircraft, enables accurate appraisal values for aircraft from both the buying and selling standpoint. This accuracy provides the very best information to maximize the sale price of your aircraft while effectively limiting the time on the market before it is sold. Our research department also has the capability to identify all known aircraft publicly for sale as well as aircraft not advertised for sale, but available. Elliott has “off market” sources for acquiring aircraft in addition to the open market with aircraft manufacturers trade-in(s), banks, leasing companies and other dealerships.

Many times these “off market” airplanes will sell before they are ever offered publicly. We are subscribers to dealer aircraft market tracking services. Our researchers communicate regularly with other dealers in the pre-owned aircraft market.

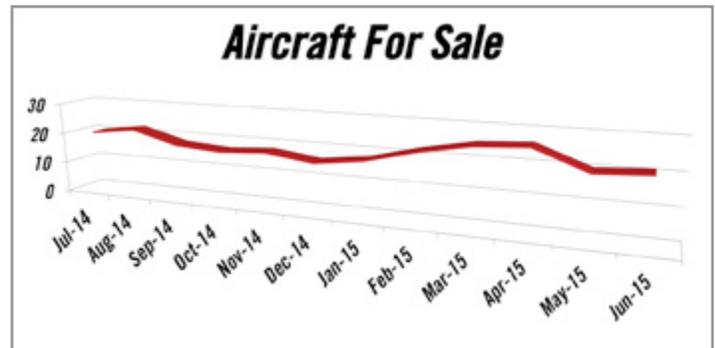
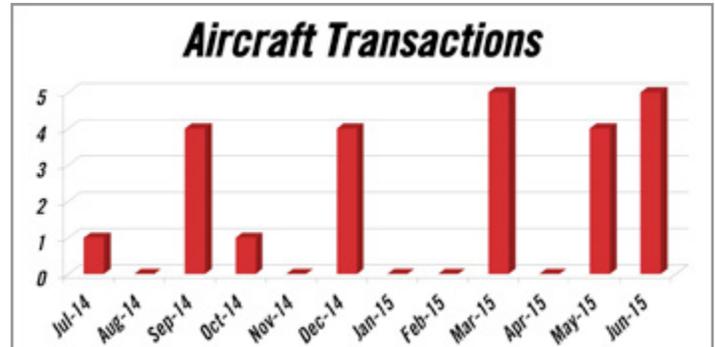
We have the means to identify, qualify and accurately evaluate all available aircraft. Additionally Elliott will advertise to find aircraft owners who have not yet decided to market their airplanes. All of this assures you that in today’s market you don’t need to overpay for and will be able to find the best available aircraft.

## AIRCRAFT VALUATION AND NEGOTIATION

Once the target group of aircraft is identified, Elliott works the search and performs the valuation and negotiation process. In fact, our full time appraiser, Jim Becker, is accredited by the American Society of Appraisers as an Accredited Senior Appraiser to ensure the most fair price and evaluation of an aircraft.

Elliott will manage the entire purchase for you through closing. The real world experience, reputation and professionalism of Elliott Jets truly provides a distinct industry advantage.

Our interests are your interests as we represent you in this transaction. As we have done many times in acquiring aircraft, you will be kept fully informed of every step. This process is always completely transparent for you. You will never be left wondering what is happening or what is next.



## MULTI-MEDIA MARKETING

Elliott Jets uses all forms of media communications to advertise your aircraft for sale. Elliott utilizes internet and print advertising on multiple prominent turbine aircraft marketing sites. Elliott Jet's own web-site, both in a mobile and internet applications, social media, email mass mailings to qualified lists of customers globally and electronic media are included at multiple sales offices throughout the United States. Check out additional information on aircraft for sale, our services, a side-by-side aircraft comparison tool and more at [www.elliottjets.com](http://www.elliottjets.com).

In addition, Elliott creates brochures, specs sheets, and professional photographs and videos of your airplane both in print and electronic formats. All of these marketing means are designed to communicate accurately with the best impression the aircraft we are selling for you to the potential buyer.



## MULTI-MARKET SELLING

Elliott Jets Executive Sales Directors are located in multiple areas of the US providing for local contact and relationship selling. These seasoned and knowledgeable professionals know what is important to you and to potential customers. Their schedule is your schedule and the potential purchaser's schedule. They know a sale may be made by being available and ready to answer at a moment's notice. Elliott Jets is also a member of the National Aircraft Resale Association and is part of this premier organization of turbine brokers and dealers.



## A TURN-KEY PROCESS

Elliott Jet's process for you is completely "turn-key". Our business is selling airplanes and your business is running and managing your business. When you hire Elliott Jets, the entire brokerage process is professional, complete and transparent. The only tasks for you are to sign documents and approve deals. Selling a turbine aircraft is a very complex transaction with many customer touches, potential pitfalls, as well as many financial and legal negotiation points along the way. The Elliott Executive Sales Directors and Elliott team take that complexity and make it simple. Aircraft brokerage services at Elliott Jets manage all of those processes and negotiation points for you.



**ELLIOTT JETS**   
*An Elliott Aviation Company*