



DASSAULT FALCON 7X MARKET OVERVIEW

DECEMBER 2016



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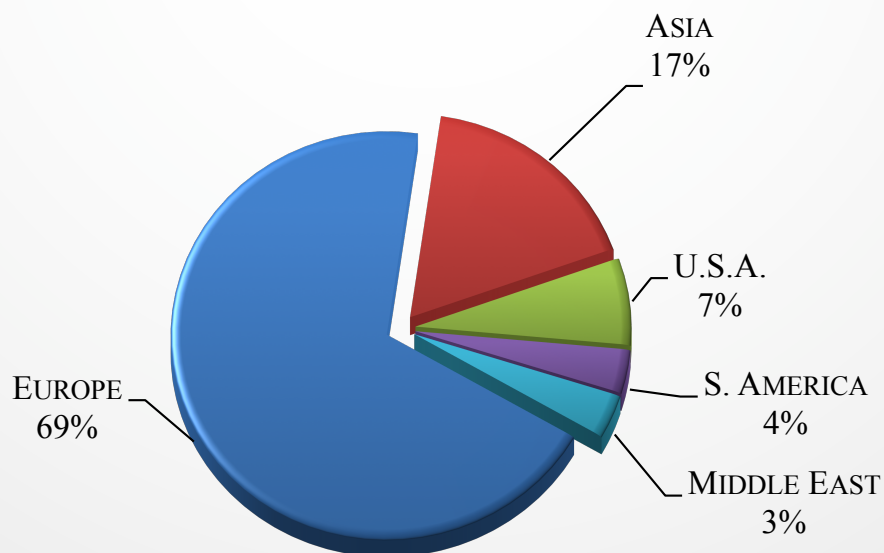
Currently, there are 29 Falcon 7Xs for sale of 264 aircraft, representing 11% of the active fleet.

CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$16,500,000	\$39,950,000	\$27,549,000
AIRFRAME TOTAL TIME	300	4,621	2,011
MANUFACTURE YEAR	2008	2014	2011
DAYS ON MARKET	6	983	366

FIGURES BASED ON ASKING PRICES, NOT SALES PRICES. BASED ON 29 AIRCRAFT PRICES AND 29 AIRCRAFT FOR SALE

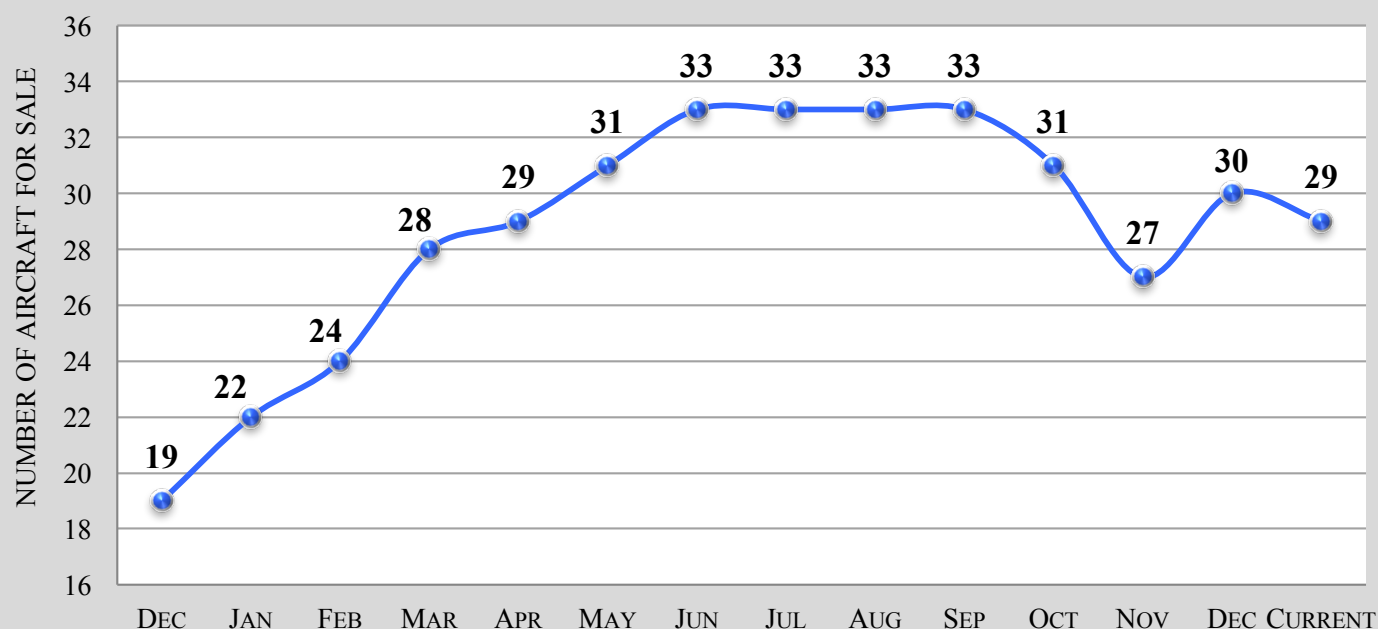
CURRENT FALCON 7X MARKET BY SELLER LOCATION



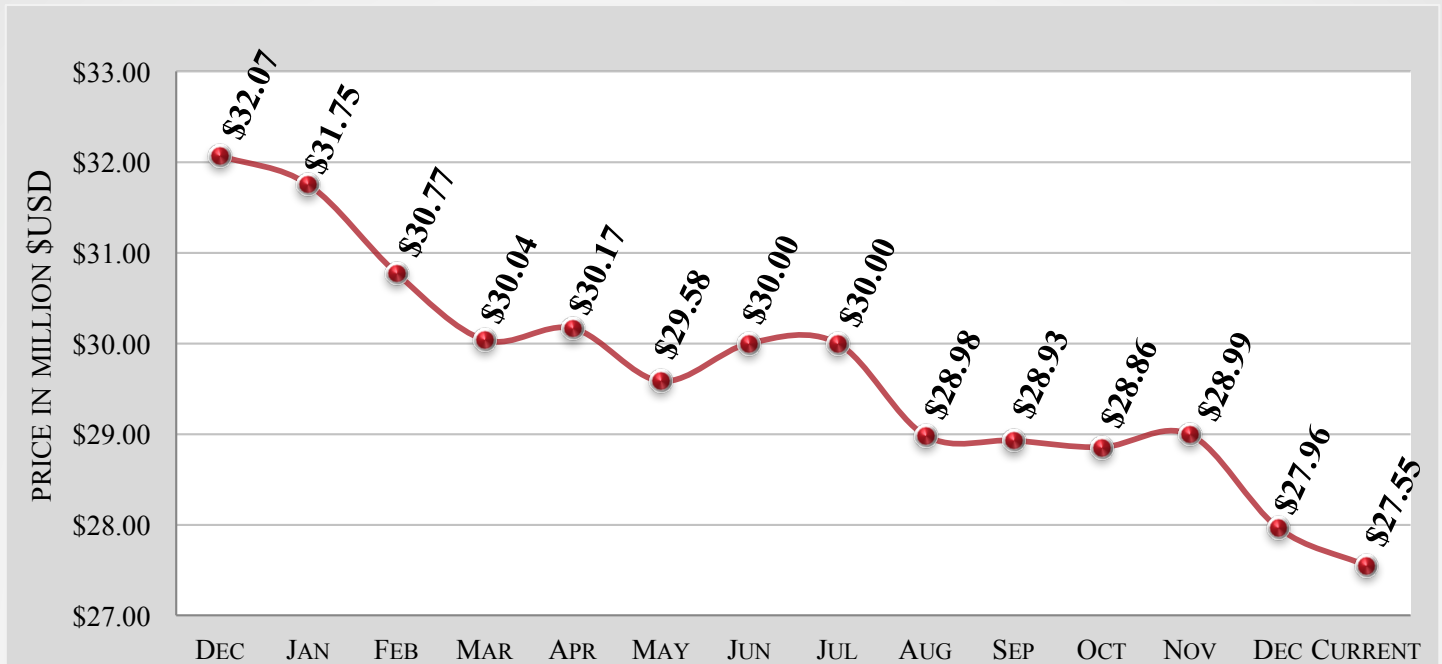
FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	AUG	SEP	OCT	NOV	DEC	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$29.0M	\$28.9M	\$28.9M	\$28.9M	\$27.6M	\$27.5M	\$28.5M
NUMBER FOR SALE	33	33	31	27	30	29	31
ACTIVE FLEET	257	259	261	261	262	264	261
PERCENTAGE FOR SALE	13%	13%	12%	10%	11%	11%	12%
AVERAGE YEAR	2011	2011	2011	2011	2011	2011	2011
AVERAGE DAYS ON MARKET	259	302	336	360	356	366	330
AVERAGE AIRFRAME TIME	1,805	1,820	1,831	1,767	2,023	2,011	1,876
TRANSACTIONS	0	1	2	0	2	TBD	5 TOTAL

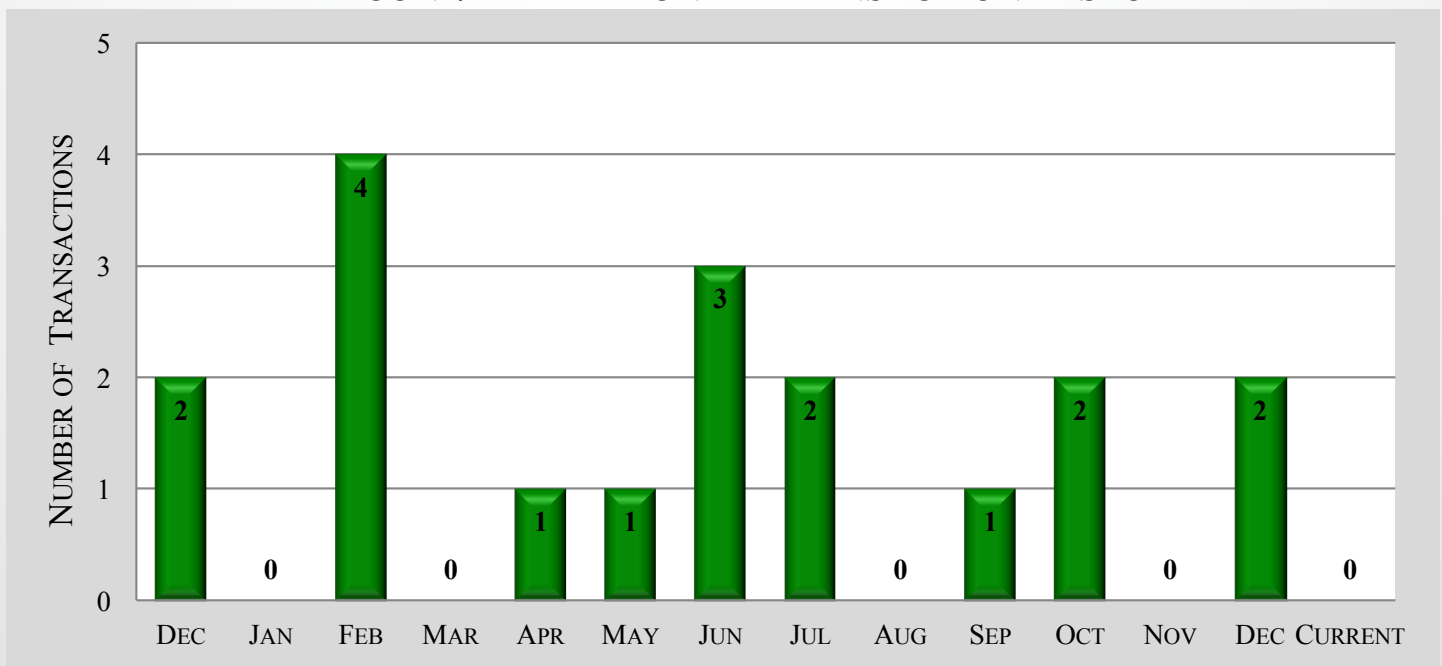
FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



FALCON 7X – 12 MONTH ASKING PRICE TREND



FALCON 7X – 12 MONTH TRANSACTION HISTORY



FALCON 7X – AIRCRAFT BLUE BOOK VALUATIONS

YEAR	AVERAGE RETAIL	AVERAGE WHOLESALE	TREND
2007	\$21,000,000	\$18,639,000	NO CHANGE
2008	\$22,000,000	\$19,526,000	NO CHANGE
2009	\$23,000,000	\$20,414,000	NO CHANGE
2010	\$25,000,000	\$22,189,000	NO CHANGE
2011	\$29,000,000	\$25,739,000	NO CHANGE
2012	\$31,000,000	\$27,514,000	NO CHANGE
2013	\$35,000,000	\$31,064,000	NO CHANGE
2014	\$39,000,000	\$34,614,000	NO CHANGE
2015	\$44,000,000	\$39,052,000	NO CHANGE
2016	\$53,800,000	\$45,265,000	NO CHANGE

The above data is valid from December through February

FALCON 7X – VREF VALUATIONS

YEAR	AVERAGE RETAIL	AVERAGE WHOLESALE	TREND
2007	\$18,000,000	\$16,020,000	-\$1,000,000
2008	\$19,000,000	\$16,910,000	-\$1,000,000
2009	\$20,500,000	\$18,245,000	-\$1,000,000
2010	\$22,500,000	\$20,025,000	-\$2,000,000
2011	\$25,000,000	\$22,250,000	-\$2,000,000
2012	\$28,000,000	\$24,920,000	-\$2,000,000
2013	\$32,000,000	\$28,480,000	-\$1,000,000
2014	\$36,000,000	\$32,040,000	-\$1,000,000
2015	\$39,000,000	\$35,100,000	-\$2,000,000
2016	\$48,000,000	\$43,200,000	-\$5,800,000

The above data is valid from December through February

FALCON 7X – MARKET DETAILS AS OF DECEMBER 2016

ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2008	290	\$21,000,000	2,826	Europe
2008	365	\$17,950,000	4,621	Europe
2009	51	\$19,500,000	4,170	S. America
2009	983	\$20,000,000	3,020	Europe
2009	470	\$16,500,000	2,230	Europe
2009	286	\$21,995,000	3,775	Europe
2009	684	\$18,500,000	3,712	Europe
2010	139	\$22,500,000	1,941	Europe
2010	245	\$24,950,000	1,534	Europe
2010	629	\$29,930,000	1,040	Asia
2011	370	\$22,950,000	3,002	Europe
2011	212	\$25,500,000	1,947	Europe
2011	51	\$24,900,000	2,165	Europe
2011	463	\$34,950,000	1,010	Europe
2011	814	\$24,950,000	2,223	U.S.A.
2011	867	\$28,000,000	1,374	Middle East
2012	254	\$33,000,000	2,300	U.S.A.
2012	672	\$37,900,000	1,168	Europe
2012	914	\$29,950,000	855	Asia
2012	42	\$24,500,000	3,108	Europe
2012	106	\$24,950,000	1,943	Europe
2013	244	\$35,000,000	1,433	Europe
2013	203	\$31,000,000	2,509	Europe
2013	212	\$35,000,000	477	Europe
2013	6	\$29,995,000	1,666	Europe
2013	86	\$32,800,000	300	Asia
2013	276	\$36,000,000	809	Asia
2013	217	\$34,800,000	776	Europe
2014	433	\$39,950,000	388	Asia

FALCON 7X – MARKET DETAILS AS OF DECEMBER 2016

ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	6	\$29,995,000	1,666	Europe
2012	42	\$24,500,000	3,108	Europe
2009	51	\$19,500,000	4,170	S. America
2011	51	\$24,900,000	2,165	Europe
2013	86	\$32,800,000	300	Asia
2012	106	\$24,950,000	1,943	Europe
2010	139	\$22,500,000	1,941	Europe
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2012	672	\$37,900,000	1,168	Europe
2009	684	\$18,500,000	3,712	Europe
2011	814	\$24,950,000	2,223	U.S.A.
2011	867	\$28,000,000	1,374	Middle East
2012	914	\$29,950,000	855	Asia
2009	983	\$20,000,000	3,020	Europe

FALCON 7X – MARKET DETAILS AS OF DECEMBER 2016

ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2009	470	\$16,500,000	2,230	Europe
2008	365	\$17,950,000	4,621	Europe
2009	684	\$18,500,000	3,712	Europe
2009	51	\$19,500,000	4,170	S. America
2009	983	\$20,000,000	3,020	Europe
2008	290	\$21,000,000	2,826	Europe
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2013	244	\$35,000,000	1,433	Europe
2013	276	\$36,000,000	809	Asia
2012	672	\$37,900,000	1,168	Europe
2014	433	\$39,950,000	388	Asia

FALCON 7X – MARKET DETAILS AS OF DECEMBER 2016

ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	86	\$32,800,000	300	Asia
2014	433	\$39,950,000	388	Asia
2013	212	\$35,000,000	477	Europe
2013	217	\$34,800,000	776	Europe
2013	276	\$36,000,000	809	Asia
2012	914	\$29,950,000	855	Asia
2011	463	\$34,950,000	1,010	Europe
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2009	684	\$18,500,000	3,712	Europe
2009	286	\$21,995,000	3,775	Europe
2009	51	\$19,500,000	4,170	S. America
2008	365	\$17,950,000	4,621	Europe

FALCON 7X – MARKET DETAILS AS OF DECEMBER 2016

ARRANGED BY LOCATION

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	86	\$32,800,000	300	Asia
2014	433	\$39,950,000	388	Asia
2013	276	\$36,000,000	809	Asia
2012	914	\$29,950,000	855	Asia
2010	629	\$29,930,000	1,040	Asia
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2009	51	\$19,500,000	4,170	S. America
2011	814	\$24,950,000	2,223	U.S.A.
2012	254	\$33,000,000	2,300	U.S.A.

FALCON 7X – MARKET DETAILS AS OF DECEMBER 2016

RECENT CHANGES TO FOR-SALE INVENTORY

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
2008	607	\$19,500,000	2,338	Europe	Sold 2016-12
2008	764	\$27,995,000	1,684	Europe	Sold 2016-12
2008	549	\$24,700,000	2,006	S. America	Deal Pending 2016-11
2008	551	\$23,950,000	1,667	U.S.A.	Sold 2016-10
2009	254	\$22,250,000	2,425	Europe	Deal Pending 2016-12
2008	838	\$19,350,000	4,836	Europe	Sold 2016-07
2010	174	\$24,950,000	2,809	U.S.A.	Deal Pending 2017-01
2011	203	\$26,900,000	1,023	Middle East	Deal Pending 2016-12

Market Changes are based on responses from sellers and agents. These changes have been reported, but not yet confirmed



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