



DASSAULT FALCON 7X MARKET OVERVIEW MARCH 2019

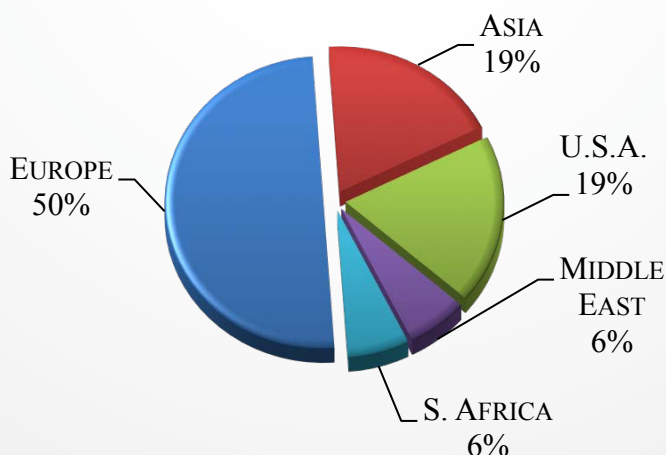
Currently, there are 16 Falcon 7Xs for sale of 278 aircraft, representing 6% of the active fleet.

CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$20,500,000	\$39,400,000	\$28,071,000
AIRFRAME TOTAL TIME	631	5,054	2,130
MANUFACTURE YEAR	2009	2016	2013
DAYS ON MARKET	15	983	284

FIGURES BASED ON ASKING PRICES, NOT SALES PRICES. BASED ON 16 AIRCRAFT PRICES AND 16 AIRCRAFT FOR SALE

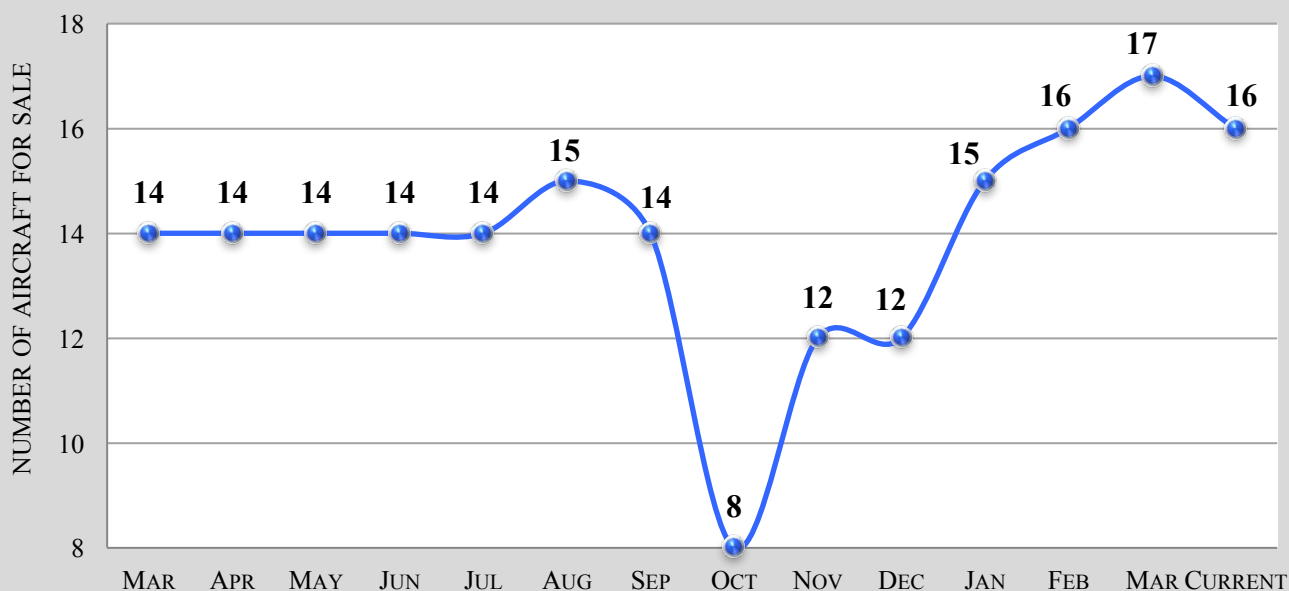
CURRENT FALCON 7X MARKET BY SELLER LOCATION



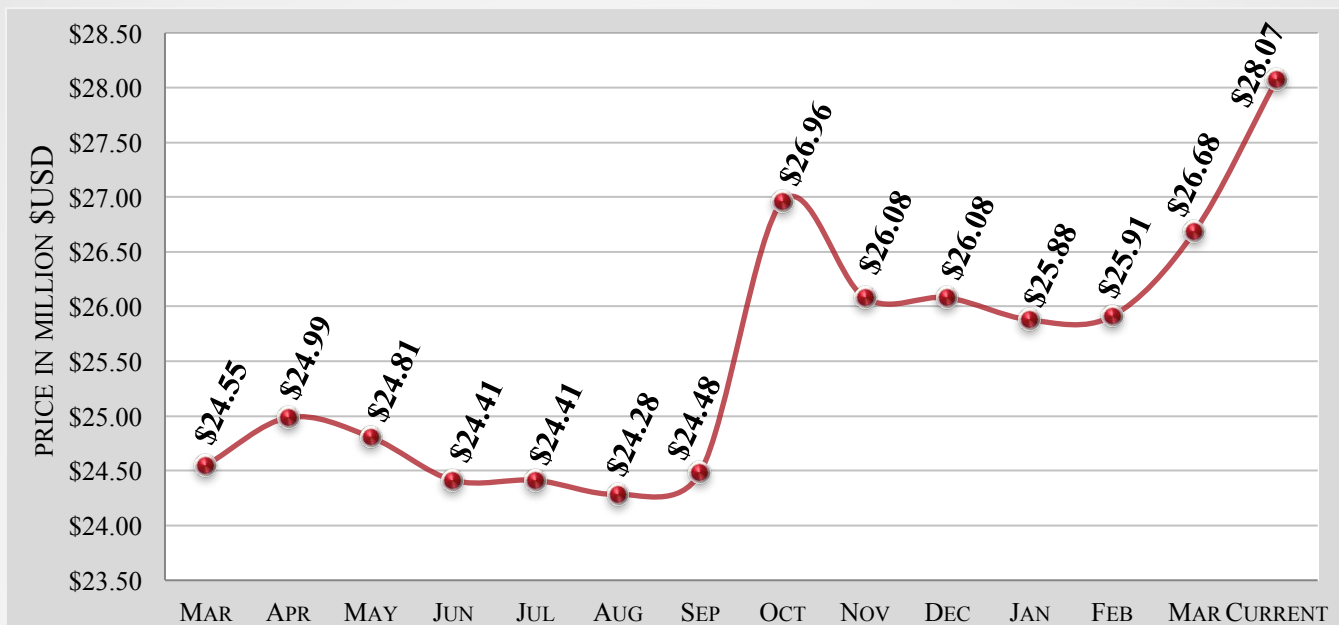
FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	NOV	DEC	JAN	FEB	MAR	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$26.1M	\$26.1M	\$25.9M	\$25.9M	\$26.7M	\$28.1M	\$26.5M
NUMBER FOR SALE	12	12	15	16	17	16	15
ACTIVE FLEET	277	278	278	279	279	278	278
PERCENTAGE FOR SALE	4%	4%	5%	6%	6%	6%	5%
AVERAGE YEAR	2012	2012	2012	2012	2012	2013	2012
AVERAGE DAYS ON MARKET	352	373	327	289	280	284	318
AVERAGE AIRFRAME TIME	1,669	1,670	1,885	2,275	2,178	2,130	1,968
TRANSACTIONS	1	1	1	1	3	TBD	7 TOTAL

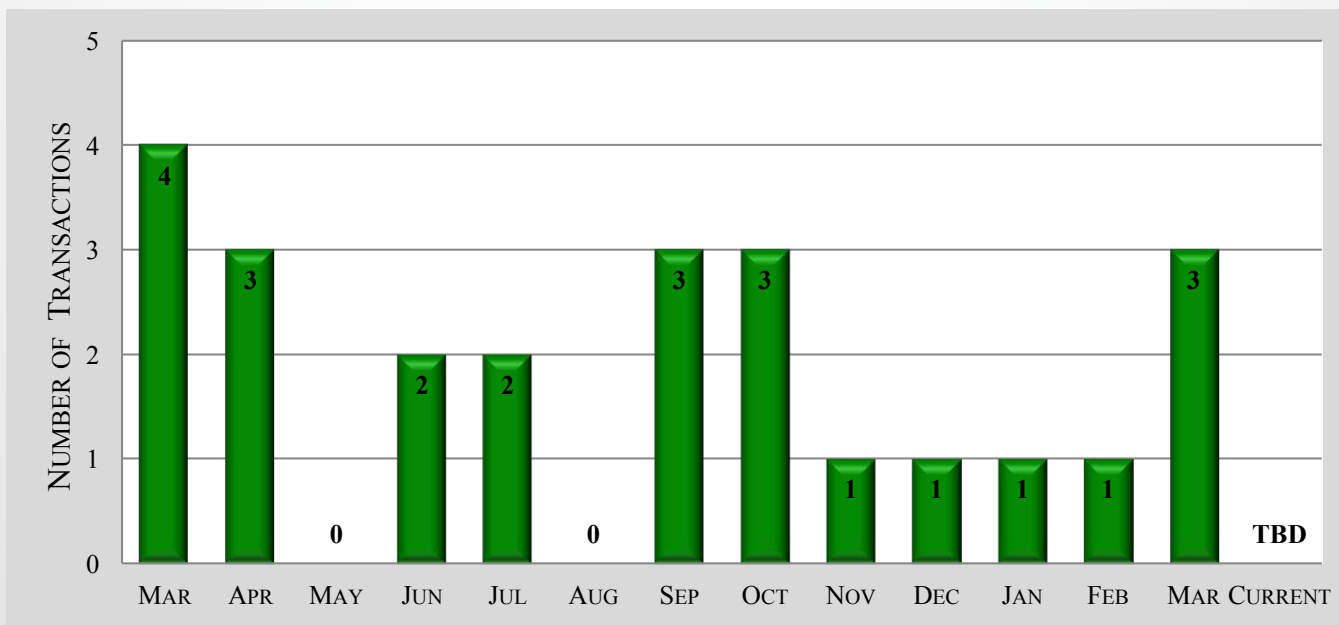
FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



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	\$14,000,000	\$12,426,000	NO CHANGE
2008	\$15,000,000	\$13,313,000	NO CHANGE
2009	\$16,000,000	\$14,201,000	NO CHANGE
2010	\$17,000,000	\$15,088,000	NO CHANGE
2011	\$20,000,000	\$17,751,000	NO CHANGE
2012	\$23,000,000	\$20,414,000	NO CHANGE
2013	\$25,000,000	\$22,189,000	NO CHANGE
2014	\$27,000,000	\$23,964,000	NO CHANGE
2015	\$31,000,000	\$27,514,000	NO CHANGE
2016	\$34,000,000	\$30,177,000	-\$1,775,000
2017	\$39,000,000	\$34,614,000	-\$2,663,000
2018	\$42,000,000	\$37,277,000	-\$2,663,000
2019	\$53,800,000	\$47,750,000	NO CHANGE

The above data is valid from December through February.

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	\$24,500,000	\$21,805,000	NO CHANGE
2013	\$27,000,000	\$24,030,000	NO CHANGE
2014	\$31,000,000	\$27,590,000	NO CHANGE
2015	\$34,000,000	\$30,600,000	NO CHANGE
2016	\$37,500,000	\$33,750,000	-\$500,000
2017	\$43,500,000	\$39,237,000	-\$500,000
2018	\$47,500,000	\$42,845,000	-\$500,000
2019	\$53,800,000	\$49,549,800	NO CHANGE

The above data is valid from December through February.

FALCON 7X – MARKET DETAILS AS OF MARCH 2019 ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2009	65	\$20,995,000	5,054	U.S.A.
2010	944	\$21,000,000	2,233	Europe
2010	55	\$20,500,000	2,146	U.S.A.
2011	149	\$24,995,000	2,368	Europe
2011	106	\$23,000,000	3,137	Asia
2011	24	\$24,500,000	4,077	Europe
2012	983	\$23,000,000	3,010	U.S.A.
2012	693	\$25,000,000	3,427	S. Africa
2013	171	\$32,900,000	903	Europe
2013	744	\$31,000,000	631	Asia
2013	35	\$28,995,000	1,385	Europe
2014	302	\$30,000,000	1,050	Middle East
2014	64	\$31,995,000	1,296	Asia
2015	15	\$38,000,000	1,484	Europe
2016	79	\$33,850,000	826	Europe
2016	108	\$39,400,000	1,045	Europe

FALCON 7X – MARKET DETAILS AS OF MARCH 2019 ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2015	15	\$38,000,000	1,484	Europe
2011	24	\$24,500,000	4,077	Europe
2013	35	\$28,995,000	1,385	Europe
2010	55	\$20,500,000	2,146	U.S.A.
2014	64	\$31,995,000	1,296	Asia
2009	65	\$20,995,000	5,054	U.S.A.
2016	79	\$33,850,000	826	Europe
2011	106	\$23,000,000	3,137	Asia
2016	108	\$39,400,000	1,045	Europe
2011	149	\$24,995,000	2,368	Europe
2013	171	\$32,900,000	903	Europe
2014	302	\$30,000,000	1,050	Middle East
2012	693	\$25,000,000	3,427	S. Africa
2013	744	\$31,000,000	631	Asia
2010	944	\$21,000,000	2,233	Europe
2012	983	\$23,000,000	3,010	U.S.A.

FALCON 7X – MARKET DETAILS AS OF MARCH 2019

ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2010	55	\$20,500,000	2,146	U.S.A.
2009	65	\$20,995,000	5,054	U.S.A.
2010	944	\$21,000,000	2,233	Europe
2012	983	\$23,000,000	3,010	U.S.A.
2011	106	\$23,000,000	3,137	Asia
2011	24	\$24,500,000	4,077	Europe
2011	149	\$24,995,000	2,368	Europe
2012	693	\$25,000,000	3,427	S. Africa
2013	35	\$28,995,000	1,385	Europe
2014	302	\$30,000,000	1,050	Middle East
2013	744	\$31,000,000	631	Asia
2014	64	\$31,995,000	1,296	Asia
2013	171	\$32,900,000	903	Europe
2016	79	\$33,850,000	826	Europe
2015	15	\$38,000,000	1,484	Europe
2016	108	\$39,400,000	1,045	Europe

FALCON 7X – MARKET DETAILS AS OF MARCH 2019

ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	744	\$31,000,000	631	Asia
2016	79	\$33,850,000	826	Europe
2013	171	\$32,900,000	903	Europe
2016	108	\$39,400,000	1,045	Europe
2014	302	\$30,000,000	1,050	Middle East
2014	64	\$31,995,000	1,296	Asia
2013	35	\$28,995,000	1,385	Europe
2015	15	\$38,000,000	1,484	Europe
2010	55	\$20,500,000	2,146	U.S.A.
2010	944	\$21,000,000	2,233	Europe
2011	149	\$24,995,000	2,368	Europe
2012	983	\$23,000,000	3,010	U.S.A.
2011	106	\$23,000,000	3,137	Asia
2012	693	\$25,000,000	3,427	S. Africa
2011	24	\$24,500,000	4,077	Europe
2009	65	\$20,995,000	5,054	U.S.A.

FALCON 7X – MARKET DETAILS AS OF MARCH 2019 ARRANGED BY LOCATION

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2011	106	\$23,000,000	3,137	Asia
2013	744	\$31,000,000	631	Asia
2014	64	\$31,995,000	1,296	Asia
2010	944	\$21,000,000	2,233	Europe
2011	149	\$24,995,000	2,368	Europe
2011	24	\$24,500,000	4,077	Europe
2013	171	\$32,900,000	903	Europe
2013	35	\$28,995,000	1,385	Europe
2016	79	\$33,850,000	826	Europe
2016	108	\$39,400,000	1,045	Europe
2015	15	\$38,000,000	1,484	Europe
2014	302	\$30,000,000	1,050	Middle East
2012	693	\$25,000,000	3,427	S. Africa
2010	55	\$20,500,000	2,146	U.S.A.
2009	65	\$20,995,000	5,054	U.S.A.
2012	983	\$23,000,000	3,010	U.S.A.

FALCON 7X – MARKET DETAILS AS OF MARCH 2019

RECENT CHANGES TO FOR-SALE INVENTORY

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
<i>2008</i>	<i>55</i>	<i>\$18,475,000</i>	<i>4,353</i>	<i>U.S.A.</i>	<i>Sold 2019-04</i>
<i>2011</i>	<i>517</i>	<i>\$23,975,000</i>	<i>1,263</i>	<i>U.S.A.</i>	<i>Sold 2019-04</i>
<i>2012</i>	<i>400</i>	<i>\$21,500,000</i>	<i>2,818</i>	<i>Middle East</i>	<i>Sold 2019-03</i>
<i>2012</i>	<i>81</i>	<i>\$20,995,000</i>	<i>1,538</i>	<i>Asia</i>	<i>Sold 2019-03</i>
<i>2012</i>	<i>79</i>	<i>\$24,500,000</i>	<i>3,156</i>	<i>Europe</i>	<i>Sold 2019-03</i>

Disclaimer

Market changes are based on responses from sellers and agents. These changes have been reported, but not yet confirmed. Altus Aviation offers the details of these aircraft in good faith but cannot guarantee or warrant the accuracy of this information nor warrant the condition of the aircraft. A buyer should instruct his agents, or his surveyors, to investigate such details as the buyer desires validated. These aircraft are offered subject to prior sale, price change, or withdrawal without notice.



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.