

G450 Jet Insider

(Dec/24)



Introduction

Recent Market

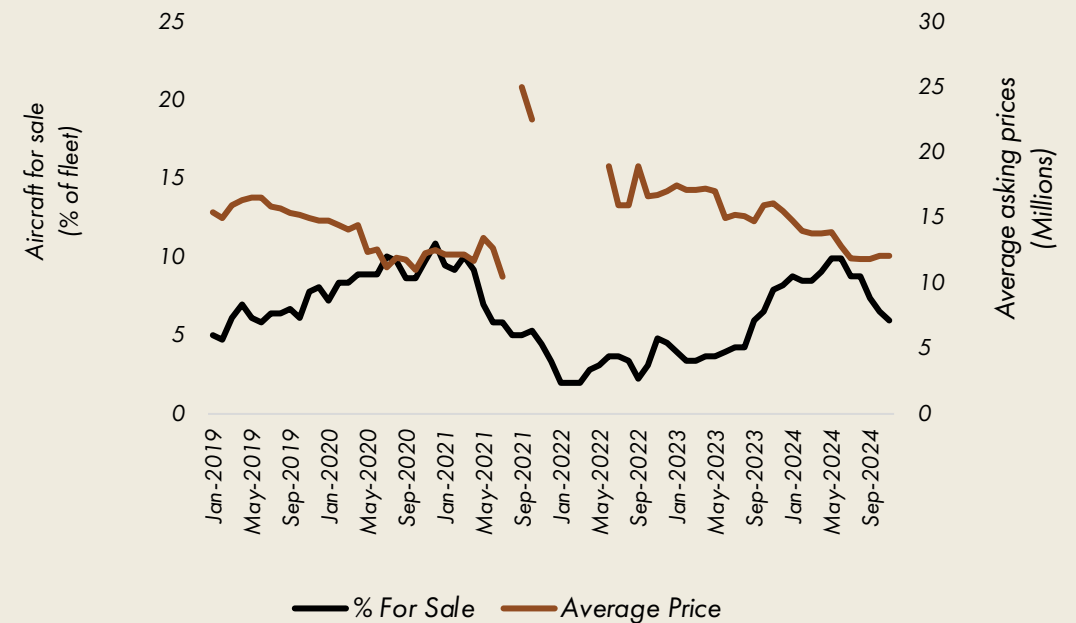
Before the pandemic, the market was flattened by demand outstripping supply. The result of this movement was a scenario of low liquidity and eroded prices. The immediate effect of the pandemic was a negative impact on prices of between 15% and 20%, taking the market literally to historic lows.

After the third quarter of 2020, the pandemic effect boosted the jet market (as well as other assets), creating a scarcity that had not been witnessed for a long time, with prices rising without logic or criteria. The market for sellers had never been better since pre-crisis 2008. We can see that there is a delay between demand and price correction.

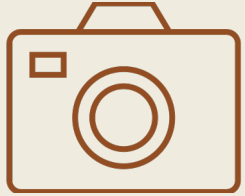
At the end of 2022, there was an inflection with an increase in supply. Prices stopped rising and we saw an adjustment trend. This is not an abrupt change, but a gradual rebalancing of supply, demand, values and market practices.

The graph opposite shows the growing supply from 2018 onwards. Supply peaked in the third quarter of 2020, when stocks fell sharply, reaching their lowest level between the end of 2021 and the beginning of 2022. Average nominal prices (asking prices) correlated directly with the phenomenon.

Supply and average asking prices - G450



Market G450



Snapshot

- Aircraft On Market: 19
- Percent of Fleet on Market: 5.5%
- Absorption Rate: 7.1 *
- Avg. Market Time (days): 296

Absorption rate: estimated number of months to absorb the current stock.



Current Market

- **Lowest Ask Price:**
 - US\$ 11MM,
 - year 2006
- **Average Ask Price:**
 - US\$13.5MM
- **Highest Ask Price:**
 - US\$ 19.9MM
 - year 2014



Sales – Recent Sales (6 months)

- **Lowest Sold Price:**
 - US\$ 9.1MM
 - year 2006
- **Average Sold Price:**
 - US\$ 13.1MM
- **Highest Sold Price:**
 - US\$ 20.1MM
 - Year 2016

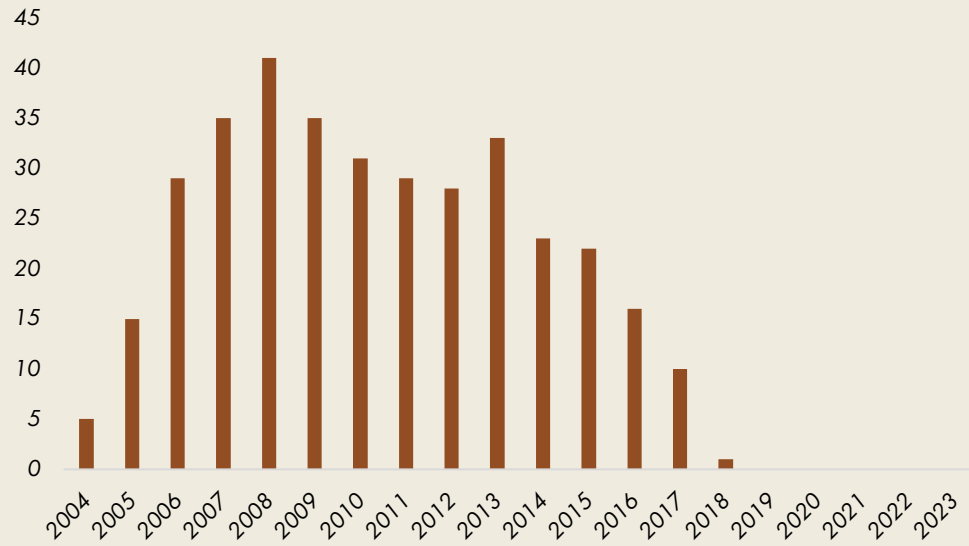


Transactions

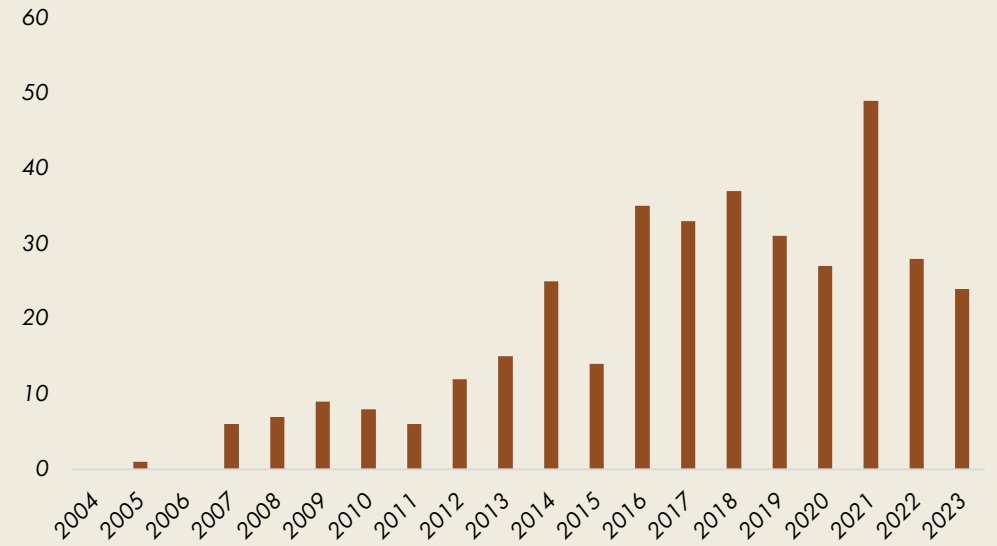
- 2024 = 33
- 2023 = 24
- 2022 = 30
- 2021 = 49

Overview – G450

New Deliveries

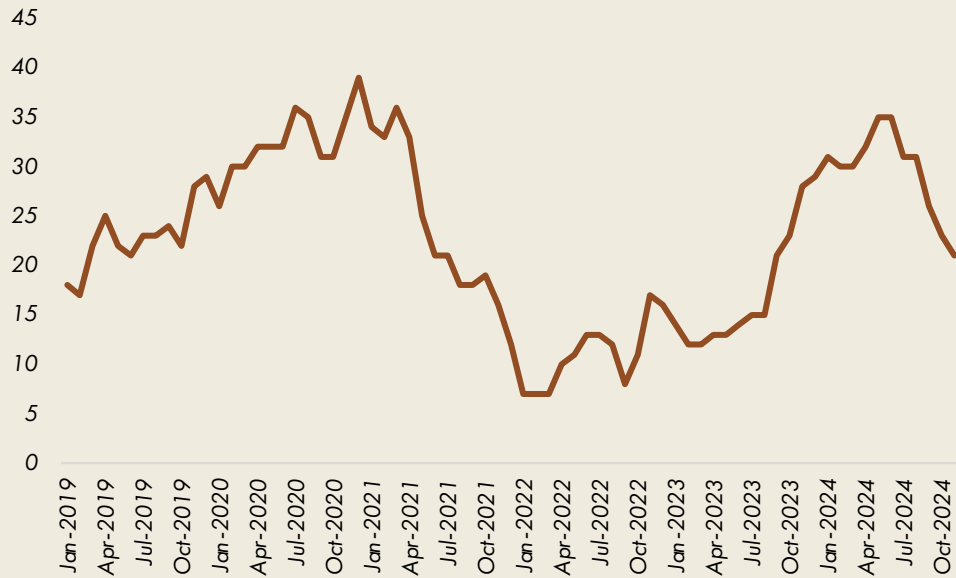


Preowned Transactions

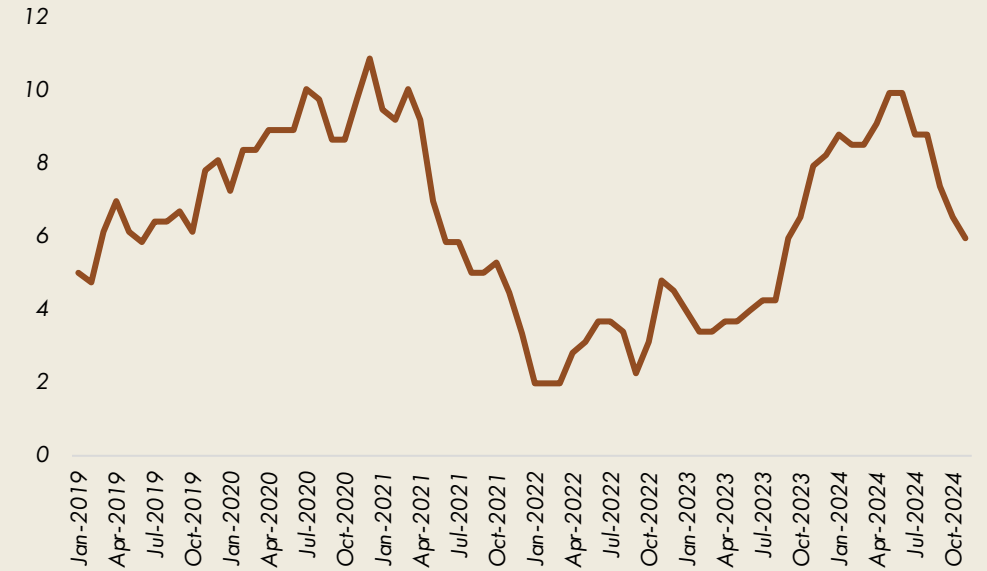


Overview – G450

Aircraft for Sale (Preowned)

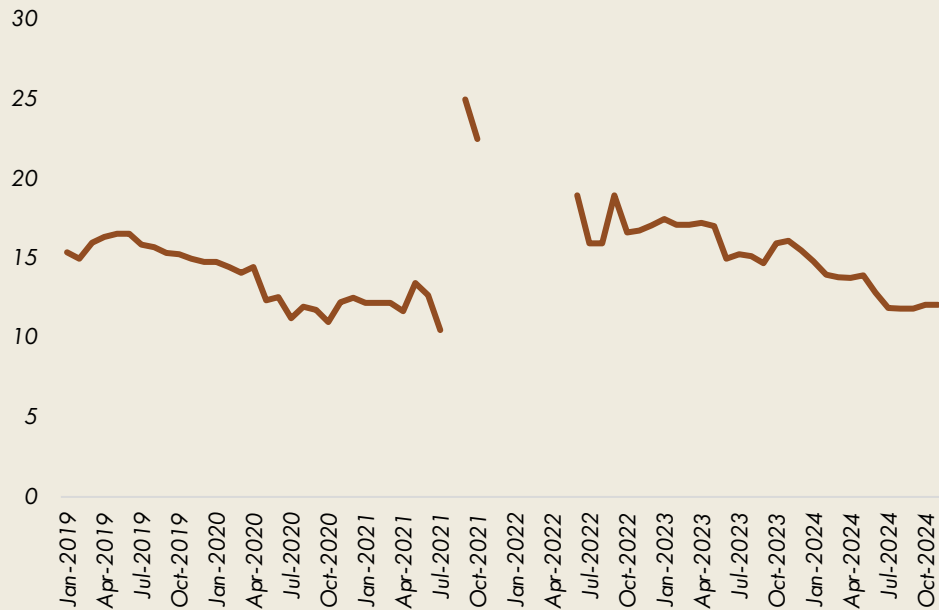


Percentage of the Fleet for Sale

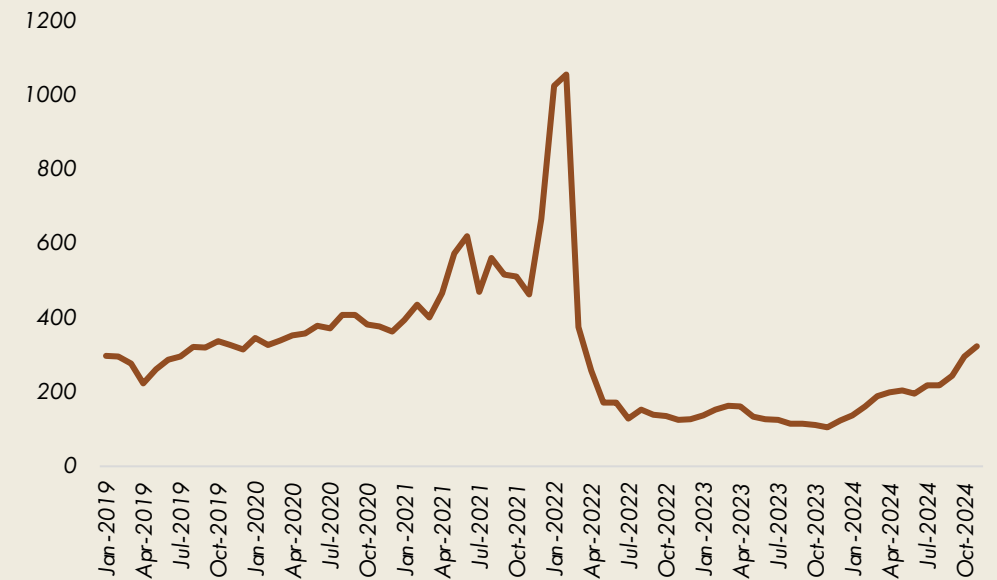


Overview – G450

Average Asking Prices (US\$MM)



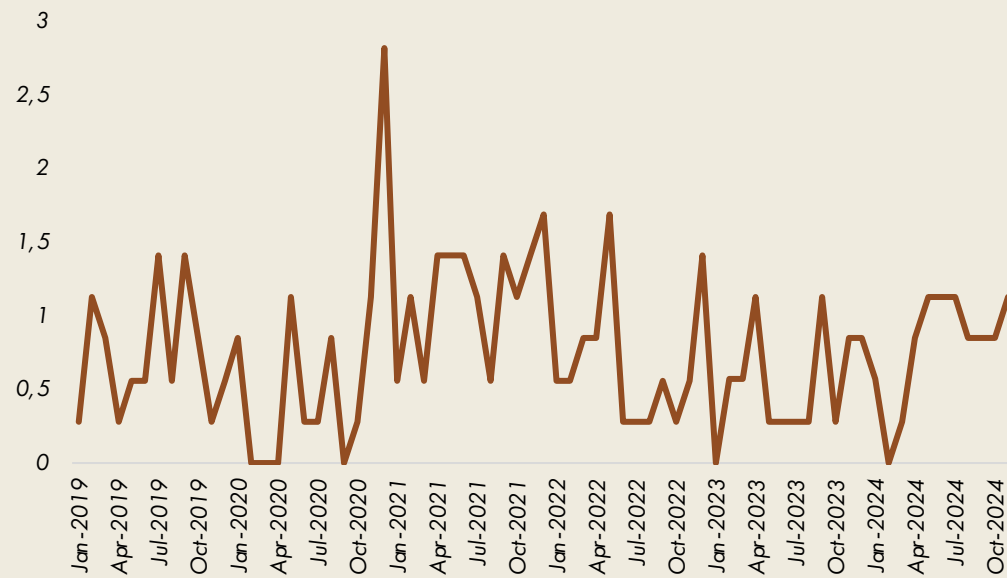
Days on Market



* In some years, asking prices were not available. This explains the gaps or discontinuities in the curves.

Overview

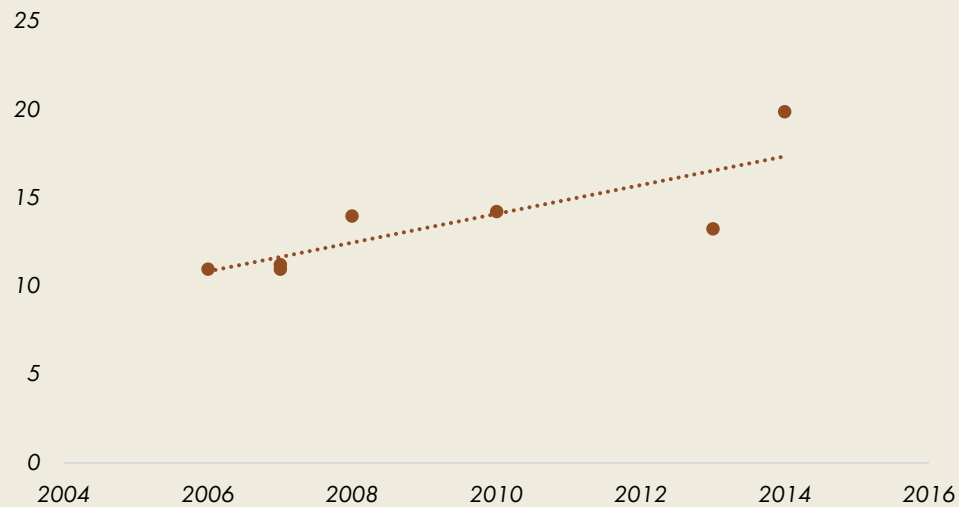
Turnover - Percentage of Transactions versus Fleet



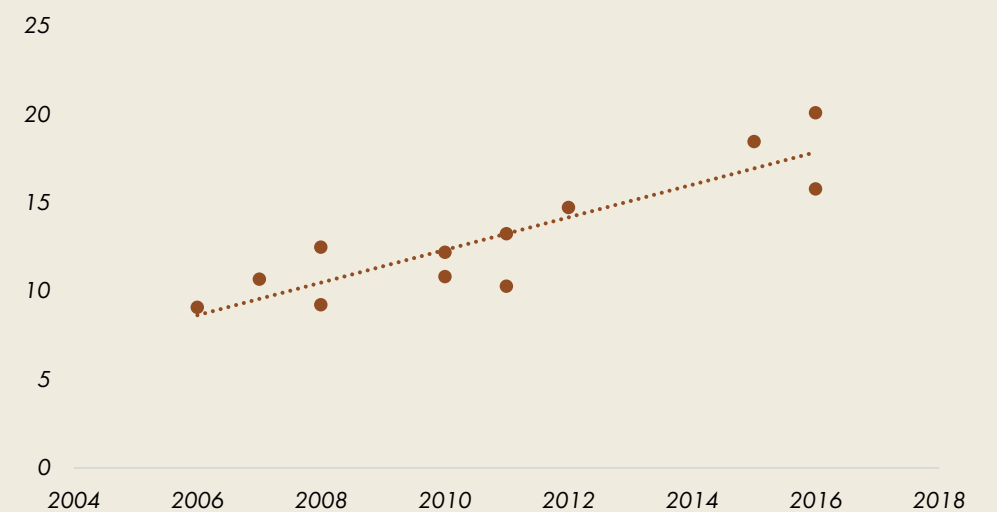
Current Market & Recent Sales

Asking Prices & Recent Sales Prices

Asking Prices – Current Market



Recent Sales Prices (6 months)



Discount Rate: 4,6%
Resale Prices vs Asking Prices

Current Market & Recent Sales

Serial Number	4009	4030	4047	4051	4057	4076	4080
EIS Date	07-2005	03-2006	09-2006	11-2006	03-2007	06-2007	07-2007
Registration	N43XT	N358RS	N818BK	N868BB	N385GP	XA-FOF	N555TF
Ask Price (M)	M/O	\$9.25	\$10.99	M/O	\$11.25	M/O	M/O
Sale Price (M)	-	\$9.1	-	-	-	-	\$10.7
Sale Date	-	06-03-24	-	-	-	-	10-24-24
Time On Market (days)	349	361	13	324	182	469	171
Airframe Hours	8645	4475	5960	6870	7115	4825	4665
Engine Program Type	RRCC	RRCC	JSSI	RRCC	RRCC	RRCC	RRCC
Airframe Inspection (96 month)	06-2029	03-2030	09-2030	05-2030	09-2030	05-2031	03-2031
Passengers	14	14	14	14	14	14	14
Galley	Aft	Forward	Aft	Aft	Aft	Aft	Aft
Interior	6	18	18	18	9	17	15
Paint	8	18	7	18	1	2	1
Ka-band internet							
Ku-band Internet			Yes				

Caption


 Recent Sales (6 months)

 Aircraft Available on Market

Current Market & Recent Sales

Serial Number	4084	4091	4103	4107	4113	4136	4141
EIS Date	09-2007	11-2007	04-2008	03-2008	06-2008	12-2008	03-2009
Registration	N470QS	PR-VCO	T7-JSC8	N718DX	PP-WMS	N906MM	TC-ALC
Ask Price (M)	\$10.99	M/O	\$12.9	M/O	\$14.0	M/O	M/O
Sale Price (M)	-	-	\$12.5	\$9.25	-	-	-
Sale Date	-	-	07-12-24	05-31-24	-	-	-
Time On Market (days)	679	127	262	46	902	295	118
Airframe Hours	13825	6155	5540	7025	3790	5345	5320
Engine Program Type	RRCC	JSSI	RRCC	RRCC	RRCC	RRCC	No Program
Airframe Inspection (96 month)	01-2032	11-2031	04-2032	03-2032	08-2032	12-2024	08-2024
Passengers	13	14	16	14	16	14	14
Galley	Aft	Aft	Aft	Aft	Forward	Forward	Aft
Interior	7	17	16	10	16	16	15
Paint	6	17	6	10	16	16	15
Ka-band internet							
Ku-band Internet							

Caption

 Recent Sales (6 months)

 Aircraft Available on Market

Current Market & Recent Sales

Serial Number	4153	4163	4187	4189	4191	4194	4197
EIS Date	06-2009	10-2009	05-2010	06-2010	08-2010	08-2010	12-2010
Registration	N790DC	N15N	N950KT	N787JS	N814CP	N803AG	N167AD
Ask Price (M)	M/O	M/O	M/O	\$11.59	\$13.5	\$12.75	\$14.25
Sale Price (M)	-	-	-	\$10.85	\$12.2	TBD	-
Sale Date	-	-	-	08-14-24	07-02-24	11-12-24	-
Time On Market (days)	273	372	8	351	176	256	132
Airframe Hours	2430	5550	3540	5940	5475	4390	2950
Engine Program Type	RRCC	RRCC	RRCC	RRCC	RRCC	RRCC	JSSI
Airframe Inspection (96 month)	06-2025	10-2025	05-2026	02-2026	04-2026	08-2026	05-2026
Passengers	14	14	16	14	14	12	14
Galley	Aft	Aft	Forward	Aft	Aft	Aft	Forward
Interior	1	5	2	14	14	14	14
Paint	1	5	2	14	6	14	14
Ka-band internet							
Ku-band Internet							

Caption

 Recent Sales (6 months)

 Aircraft Available on Market

Current Market & Recent Sales

Serial Number	4202	4217	4222	4223	4250	4278	4281
EIS Date	11-2010	07-2011	09-2011	09-2011	08-2012	07-2013	08-2013
Registration	N43AD	N241CE	N280BC	N404AR	N450CE	N882DL	N268BB
Ask Price (M)	M/O	M/O	M/O	\$10.75	M/O	\$13.29	\$15.39
Sale Price (M)	-	-	\$13.25	\$10.3	\$14.75	-	TBD
Sale Date	-	-	09-25-24	10-23-24	10-07-24	-	11-13-24
Time On Market (days)	399	53	104	419	173	36	204
Airframe Hours	3520	2970	3970	3955	3295	3490	3220
Engine Program Type	RRCC	RRCC	RRCC	RRCC	RRCC	RRCC	RRCC
Airframe Inspection (96 month)	02-2027	07-2027	08-2027	09-2027	06-2028	04-2029	08-2029
Passengers	14	14	13	12	14	14	14
Galley	Forward	Forward	Aft	Aft	Aft	Aft	Aft
Interior	3	9	13	13	12	11	11
Paint	3	2	10	13	12	11	11
Ka-band internet		Yes	Yes				
Ku-band Internet							

Caption



Recent Sales (6 months)





Aircraft Available on Market

Current Market & Recent Sales

Serial Number	4287	4305	4306	4311	4316	4345	4347
EIS Date	09-2013	06-2014	06-2014	09-2014	06-2015	05-2016	06-2016
Registration	B-8278	N485FX	T7-SKK	N773LM	N450GT	N587DV	T7-LHWS
Ask Price (M)	M/O	\$20.35	\$19.9	M/O	\$18.99	M/O	M/O
Sale Price (M)	-	TBD	-	TBD	\$18.5	\$20.1	\$15.8
Sale Date	-	08-29-24	-	06-21-24	08-06-24	06-21-24	09-04-24
Time On Market (days)	467	309	425	284	127	95	264
Airframe Hours	2315	4010	2490	3720	2445	1755	2385
Engine Program Type	RRCC	RRCC	No Program	RRCC	JSSI	RRCC	No Program
Airframe Inspection (96 month)	09-2029	07-2030	06-2030	09-2030	06-2031	01-2032	06-2032
Passengers	14	13	16	14	13	14	16
Galley	Forward	Aft	Forward	Forward	Forward	Forward	Forward
Interior	11	10	10	4	9	8	8
Paint	11	1	10	4	1	8	8
Ka-band internet							
Ku-band Internet							

Caption

 Recent Sales (6 months)

 Aircraft Available on Market

About Us

Jet Match

Jet Match is an executive aircraft sales, acquisitions, and management boutique based in Brazil. It is part of Bis Jets Participações.

The company was founded by Luiz Sandler, who has over 30 years' experience in aviation.

Luiz has worked continuously for 23 years in business aircraft marketing and sales.

He began his career at Embraer, was Gulfstream's regional vice-president for South America and, since 2018, has been dedicated to the sale and acquisition of executive aircraft on the secondary market and advising on the purchase of new aircraft. He has also been an executive and airline pilot.

Throughout this period, he has generated more than US\$ 2.5 billion in business, with more than 100 new and used aircraft transactions.

Also at Gulfstream, he received the Top Sales Executive award for the Latin America & Florida regions for 2017.

Jet Match is a partner in Jet Match Management, a company dedicated to turnkey business aircraft management and charter concierge, founded and managed by Luiz Gustavo Ribeiro - LG.

Since 2022, LG and Luiz Sandler have been VistaJet ambassadors in Brazil, supporting the company in its commercial efforts.

Jet Match exclusively offers its clients the Jet Match app, a technical and marketing comparison platform for executive jets.

Jet Match

Mission

- *Serving customers with excellence and precision, using the best practices and tools.*
- *Offering customers innovations and exclusive tools, such as the Jet Match app.*
- *To be the "one stop shop" solution, offering complementary services and solutions through its sister companies and serving customers at different points in their journey.*

Vision

- *Gradual growth with a focus on quality, continuing to offer complete solutions to the aircraft buying and selling business.*
- *Global player recognized for excellence and integrity.*

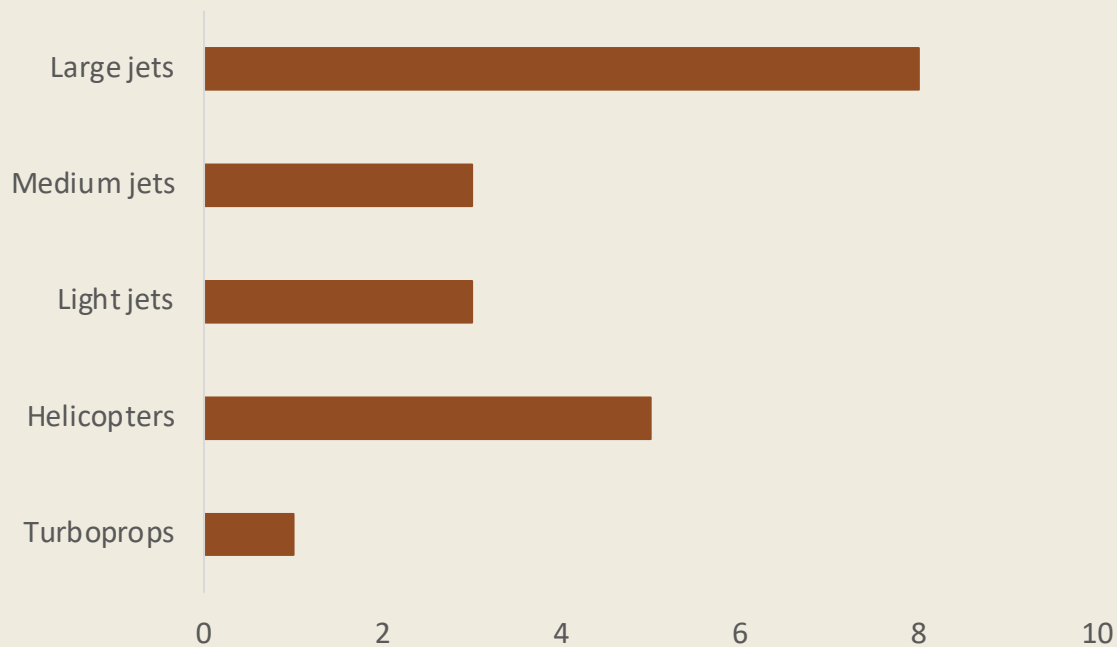
Values

- *Absolute transparency.*
- *Full alignment of interests with the client.*
- *Longevity in client relations and a long-term vision.*

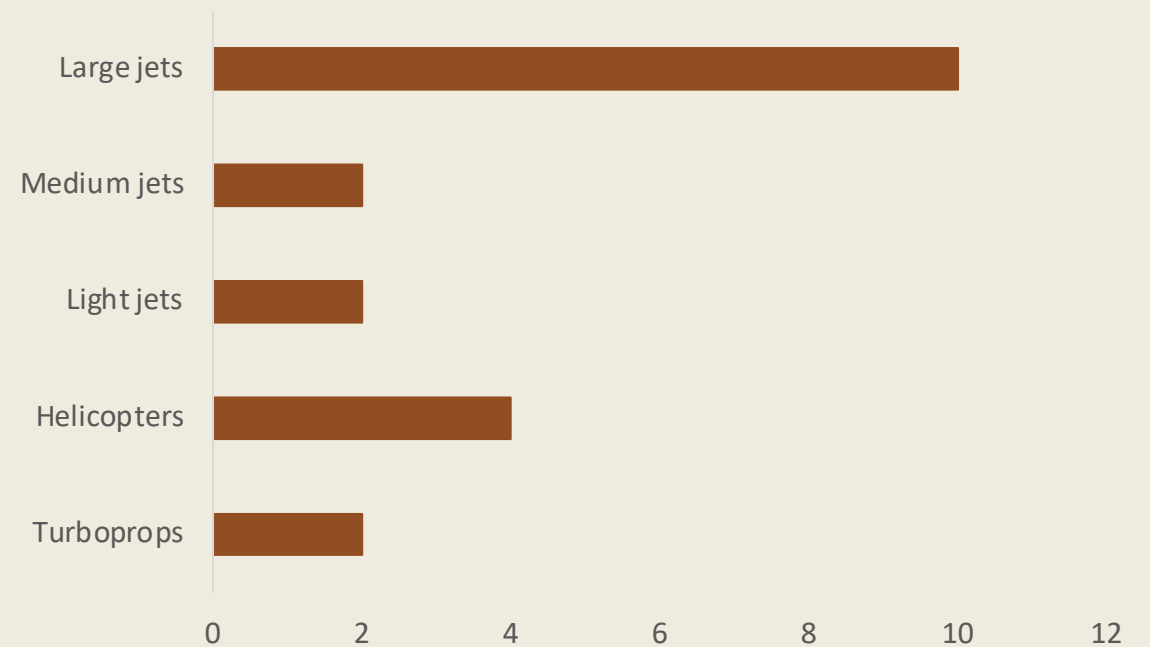
Results

US\$ 655MM in Transactions

Sales



Acquisitions



*Includes results from the previous company in which Luiz was a partner.



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