

*CorporateJetInvestor*

2013

Business Jet  
Forecast

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# 2013 Business Jet Forecast

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## Executive Summary

### **2013 will be the fifth year in a row where total deliveries have fallen**

The business jet market has never had such a long drawn-out downturn. In 2013, manufacturers will deliver 44% less aircraft units than they did in 2008. If Hawker was still building jets and Cessna had not cut production, deliveries would have been similar to 2012.

### **The large jet market is stronger but not back to its peak**

Over 80% of Gulfstream orders in 2013 will be for large-cabin jets. But it is worth noting that large aircraft deliveries are still down – even with the G650 coming on line.

### **The light jet market is suffering badly**

Cessna is cutting production, Learjet prices are falling. Both Cessna and Bombardier have admitted to having white tails.

### **Manufacturers still have large pre-owned inventories**

Bombardier has 74 aircraft pre-owned aircraft and Cessna's sales of its inventory helped make up for lack of new aircraft sales. The biggest brokers of pre-owned jets are new aircraft manufacturers.

## About Corporate Jet Investor

*Corporate Jet Investor* provides information, insight and intelligence on business jet and helicopter transactions. Our events bring the market together.

Over 18,000 professionals use the site each month making it one of the most visited specialist websites in the industry.

Our core membership includes: aircraft owners, corporate flight departments, flight departments, family offices, banks, funds, leasing companies, manufacturers, law firms, maintenance providers, consultants, aircraft operators and others in business aviation. More than one thousand people also subscribe to our weekly e-newsletter.

Members use the site to identify opportunities, find potential customers, meet recommended professionals and analyse risk. The site includes data on different aircraft, a list of upcoming deliveries, an interactive business jet finance finder, listings of recommended lawyers, expert articles and the *Official Guide to Aircraft Registration*.

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## Market overview: New aircraft deliveries

	2008	2009	2010	2011	2012	2013F*
Airbus	11	13	15	10	9	10
Boeing	6	6	12	8	12	9
Bombardier	245	173	150	182	179	190
Cessna	466	289	178	183	181	155
Dassault	72	77	95	63	66	70
Embraer	38	122	145	99	99	93
Gulfstream	156	94	99	99	94	120
Hawker Beechcraft	160	98	73	52	32	6
<b>Total</b>	<b>1154</b>	<b>872</b>	<b>767</b>	<b>696</b>	<b>672</b>	<b>653</b>

Historical delivery data from General Aviation Manufacturers Association<sup>1</sup>

\*Corporate Jet Investor estimate based on manufacturer guidance

<sup>1</sup> Data available from: <http://www.gama.aero/publications>

## New aircraft programmes

	2013	2014	2015	2016	2017	2018	Notes
<b>Airbus</b>						Neo versions of all single-aisle jets	
<b>Boeing</b>		Challenger 350		BBJ Max 8			
<b>Bombardier</b>	Learjet 70, 75, 85			Global 7000		Global 8000	
<b>Cessna</b>	M2, New Sovereign, New Citation X, Latitude				Longitude		
<b>Dassault</b>	Falcon 2000S, Falcon 2000LXS						Launch of SMS expected soon
<b>Eclipse</b>	Eclipse 550						
<b>Embraer</b>		Legacy 500	Legacy 450				
<b>Gulfstream</b>							Working on G450 and G550 replacement
<b>Honda</b>		HondaJet					
<b>Pilatus</b>					PC-24		

## Airbus Corporate Jets

### Latest guidance

- Airbus Corporate Jets delivered nine aircraft in 2012 – the lowest since 2006 – and expects a slight increase in 2013
- Its commercial aircraft revenues totalled €36,943 million last year, driven by record commercial deliveries of 588
- Airbus is targeting the Middle East, China and Russia for 2013 sales
- The company says there is around an 18 month lead time for new aircraft deliveries

### Yearly deliveries

2008	2009	2010	2011	2012	2013F	Change
11	13	15	10	9	10 <sup>2</sup>	+1

Source: GAMA

### New aircraft programmes

From 2018, Airbus will start offering neo engine options (neo) for all of its single-aisle corporate jets (barring the ACJ318, for the time being).<sup>3</sup>

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<sup>2</sup> Estimate based on Airbus' interview with *Corporate Jet Investor* published 30 April 2013: <http://corporatejetinvestor.com/articles/airbus-continues-corporate-jet-battle-with-boeing-316>

<sup>3</sup> Reported by *AIN Online* on 30 October 2012: <http://www.ainonline.com/aviation-news/nbaa-convention-news/2012-10-29/chazelle-outlines-airbus-acj320neo-opportunity>

## Boeing Business Jets

### Latest guidance

- Boeing Business Jets delivered 12 aircraft in 2012 expects slightly less deliveries for 2013
- At the end of 2012, Boeing's backlog – made-up primarily of commercial orders – of nearly 4,400 aircraft amounted to a record \$319 billion

### Yearly deliveries

2008	2009	2010	2011	2012	2013F	Change
6	6	12	8	12	9 <sup>4</sup>	-3

Source: GAMA

### New aircraft programmes

The BBJ MAX 8 was announced in October 2012, but it is not thought that the aircraft will enter service until at least 2016.<sup>5</sup> Boeing also intends to develop the larger BBJ MAX 9 based on the 737 MAX 9 and is also studying plans for a BBJ MAX 7.

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<sup>4</sup> Based on Boeing's assertion that deliveries will be "a little bit quieter" in 2013: <http://www.flightglobal.com/news/articles/boeing-expects-bbj-output-to-dip-in-2013-380781>

<sup>5</sup> As claimed by Airbus Corporate Jets in an interview with *Corporate Jet Investor* published on 30 April 2013: <http://corporatejetinvestor.com/articles/airbus-continues-corporate-jet-battle-with-boeing-316>

## Bombardier

### Latest guidance

- Bombardier delivered 179 business jets in 2012 and expects to deliver 190 in 2013
- Bombardier sold 392 gross orders in 2012 compared to 343 in 2011
- It had 49 cancellations in 2013 compared to 32 cancellations in 2011, this left it with net orders of 343 in 2012 versus 32 in 2011
- Bombardier delivered more aircraft in the first quarter compared to 2012, but this was partly due to low deliveries in 2012 caused by the change to the Vision Flight Deck for Global 5000 and Global 6000s.
- The Vision Flight Deck entered service in March 2012
- Quarter four margin in 2012 was partly down due to lower net selling prices of light jets
- Bombardier owned 74 pre-owned business jets at the end of 2012

### Yearly deliveries

2008	2009	2010	2011	2012	2013F	Change
245	173	150	182	179	190	+11 <sup>6</sup>

Source: GAMA

### Yearly deliveries by aircraft type

Year ending	Jan 31 2009	Jan 31 2010	Jan 31 2011	Dec 31 2011	Dec 31 2012	Change
Light jets	70	44	33	33	39	+6
Mid-size jets	115	82	72	79	86	+7
Large jets	50	50	50	51	54	+4
<b>Total</b>	<b>235</b>	<b>176</b>	<b>155</b>	<b>163</b>	<b>179</b>	

<sup>6</sup> Taken from Bombardier's 2013 Q1 earnings call

## Quarterly deliveries

	Fourth quarter comparison			First quarter comparison		
	Q4 2011	Q4 2012	Difference	Q1 2012	Q1 2013	Difference
Business jets sales (excluding FlexJet)	47	59	+12	28	38	+10
Deliveries to Flexjet	1	1	0	1	1	0
<b>Total</b>	<b>48</b>	<b>60</b>	<b>+12</b>	<b>29</b>	<b>39</b>	<b>+10</b>

**Note:** First quarter deliveries in 2012 were down due to the transition to the Global 5000 and Global 6000 aircraft with Bombardier Vision Flight Deck, which entered into service at the end of March 2012.

## Quarterly deliveries by aircraft model

	Fourth quarter comparison			First quarter comparison		
	Q4 2011	Q4 2012	Difference	Q1 2012	Q1 2013	Difference
Learjet 40XR/ Learjet 5XR	8	11	+3	2	1	-1
Learjet 60XR	5	8	+3	3	2	-1
Challenger 300	8	13	+5	11	14	+3
Challenger 605	11	7	-4	8	5	-3
Challenger 800	3	2	-1	1	0	-1
Global 5000/Global 6000	13	19	+6	4	17	+13
<b>Total</b>	<b>48</b>	<b>60</b>	<b>+12</b>	<b>29</b>	<b>39</b>	<b>+10</b>

## New aircraft programmes

The Learjet 70, 75 and 85 will all enter service in 2013 and the first Challenger 350, launched at EBACE 2013, will be delivered in 2014. The Global 7000 will follow in 2016 and the Global 8000 is expected to enter service in 2018.

## Management commentary<sup>7</sup>

**Pierre Beaudoin, President and CEO:** “In the Q4 of 2012 the increased volume came a lot from the Lear family. So the lower, lower end of our business aircraft and that's where we have the most pricing pressure if you would like and so there was lot of deliveries that has a dilutive effect together with the fact that we delivered a lot of used aircraft which also impacted that quarter. Now going forward with the very high level of new orders that we signed in 2012, these will really get – starting to get reflected towards the – the benefit of it towards the end of 2013 and obviously end of '14 and that's where we're going to see the upside coming from that high level of orders, so that's why we're having a result for 2013 pretty much at the same level as 2012 on a percentage basis.

“Remember, on the Lear 40/45 we are phasing out of these two models and we're going to go to the 70/75 and we wanted to sure that we sold these units as fast as possible because this end of the market is reached, and also in used aircraft to be aggressive in Q4, so we don't carry used forward. So, I give you some numbers; we move on white tails from eight in Q3 to three white tails in business aircraft, and in pre-owned we sold 15 aircrafts in Q4. So these are significant numbers in the quarter. We knew it would compromise the margin, but we felt that was the right thing to do and look forward.

“In terms of the growth, we are referring to approximately 190 units business aircraft in 2013 delivery versus 2012, that's approximately, but if you look at versus 179, that's 11 units more. We don't give obviously guidance specific to which model or family, but over the past few years, clearly the larger family of Global Express has gone very well. The Challenger family has done well and on the smaller one less sold. So you can imagine that progression or the growth will be according to each of those market have been impacted basically. In terms of book-to-bill, we don't give guidance on book-to-bill, but we expect some growth, so therefore about 1. We're seeing – we expect a good market in 2013. Now, you know we have to be careful compared to 2012, because we had two very large fleet orders. It's not that we don't have other potential there, but these are very binary. Either get them or not, so I would be very careful in going on your number from 2012, but at the same time I think our product line is strong where the market is strong, so, like Pierre said, I think as the market grow, we expect a good book-to-bill.

**Noah Poponak, Goldman Sachs:** Are you seeing any signs of life in small cabin at all?

**Pierre Beaudoin, President and CEO:** For us it will be hard to judge right now because we're transferring from a 40, 45, which is in the upper end of the small cabin outline if I can say, and given that we're transferring to a renewed line of product 70 to 75, we have great orders there and

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<sup>7</sup> Full transcript available from: <http://www.morningstar.com/earnings/earnings-call-transcript.aspx?t=BBD.B&region=CAN&pindex=2>

pricing is to expectation, but does it reflect the market or does it reflect the customers just going through our new models, customers that we have in our product line today. I think we have to be careful in interpreting the success of the 70, 75, the market continues to be difficult overall. For small aircraft just to be sure.

**Pierre Beaudoin, President and CEO:** I'd just add a little bit of colour to this we, for quite a few years the industry expected business aircraft to bounce back from the 2008 slowdown and we've seen some growth in business aircraft particularly in the large. I think as we plan forward today we are more conservative as an industry and looking our business aircraft will recover or will get back to what was pre-2008. So our business plans reflect that.

**Turan Quettawala - Scotia Bank:** So I guess you are being a little bit more conservative in terms of order flow, is that the right way to look at it?

**Pierre Beaudoin - President and CEO:** It's a hard one to answer like this, because it depends how the market will behave it's still an unstable economy and in many parts of the world although there is great sign in the U.S. of a recovery. But I think we are more in line with what the industry sees today. In previous year we were in line with the industry also. But the industry was more optimistic if I can say it this at this point.

## Cessna

### Latest guidance

- Cessna delivered 181 business jets in 2012 and deliveries will be down in 2013
- Cessna delivered 32 new jets in the first three months of 2013 – down from 38 a year ago – and made a loss of \$8 million
- The company has now sold its last five Citation Sovereigns
- Cessna is cutting production of Citation Mustangs, Citation CJ2s, CJ3s and CJ4s due to lack of demand
- Light jet deliveries will be down by around 25% in 2013
- The company is currently taking orders and delivering in the same quarter
- Cessna backlog at the end of the first quarter was \$1.03 billion, down \$28 million from the end of 2012.

### Yearly deliveries

2008	2009	2010	2011	2012	2013F	Change
466	289	178	183	181	155 <sup>8</sup>	- 31

Source: GAMA

### New aircraft programmes

The M2, New Sovereign, New Citation X and Latitude will all enter service in 2013. The Longitude is on track to enter service in 2017.

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<sup>8</sup> Corporate Jet Investor estimate based on a 25% reduction in light jet deliveries, as stated in Textron's 2013 Q1 earnings call

## Management commentary<sup>9</sup>

**Scott Donnelly, chairman and CEO of Textron:** “Looking forward, given the lack of recovery in the business jet market, we're reducing our 2013 business jet delivery outlook and now expect that deliveries will be down this year compared to 2012.”

“Accordingly, we are adjusting our production schedules and implementing other appropriate cost actions at Cessna. In addition, we have initiated a salary workforce reduction program, the largest portion of which is a voluntary separation plan.”

“We were hopeful that demand would recover as the impact of last year's election and fiscal uncertainties were behind us. We also thought the recent strength in US equity markets would have supported improved business confidence and therefore, business jet demand.”

“The market behaviour in that medium segment has been more consistent with our expectations, whereas the light side has been weaker.”

“In order for transactions to happen, there are expectations of lower and lower price. And I get to a point here where we're not going to play that game anymore, so we're going to take some of the capacity out. Because we're not going to do deals at price levels that people seem to think that our level is.”

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<sup>9</sup> Full transcript available from: <http://seekingalpha.com/article/1348151-textron-management-discusses-q1-2013-results-earnings-call-transcript?part=single>

## Dassault Falcon

### Latest guidance

- Dassault delivered 66 Falcon jets in 2012 and net sales increased by net sales increased by 16% to reach €2,797 million<sup>10</sup>
- Dassault expect to deliver 70 business jets in 2013

### Yearly deliveries

2008	2009	2010	2011	2012	2013F	Change
72	77	95	63	66	70	+4

Source: GAMA

### New aircraft programmes

The Falcon 2000S is due to enter service in the second quarter of 2013 and the Falcon 2000LXS will be ready by the end of the year.

### Management commentary

**Eric Trappier, Chairman and CEO:** “Concerning business jets, the uncertain evolution of the world economy and in particular of our historical markets, United States and Western Europe, encourages us to remain vigilant. [The market] remains convalescent but we hope for a recovery, especially in the United States.

“2012 was marked by the launch at NBAA of a new FALCON 2000 version, FALCON 2000LXS and by the progress of the FALCON 2000S flight tests, with in particular the demonstration of “low speed” performances better than expected.”

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<sup>10</sup> Disclosed by Dassault Aviation on 14 March 2013: [http://www.dassault-aviation.com/fileadmin/user\\_upload/redacteur/presse/PRESS\\_KITS\\_2013/EN\\_31122012\\_Annual\\_results.pdf](http://www.dassault-aviation.com/fileadmin/user_upload/redacteur/presse/PRESS_KITS_2013/EN_31122012_Annual_results.pdf)

## Embraer

### Latest guidance

- Embraer delivered 99 executive jets in 2012 and established 12 new facilities
- Over half of Embraer's aircraft deliveries were made in the final quarter and historically, the company performs better towards the end of the year
- The company delivered 12 jets in the first quarter of 2013 and is expecting a stronger second quarter

### Yearly deliveries

2008	2009	2010	2011	2012	2013F	Change
38	122	145	99	99	93 <sup>11</sup>	-6

Source: GAMA

### Quarterly deliveries by type

	Fourth quarter comparison			First quarter comparison		
	Q4 2011	Q4 2012	Difference	Q1 2012	Q1 2013	Difference
Light jets	-	37	-	12	8	-4
Large jets	-	16	-	1	4	+3
Total	50	53	+3	13	12	-1

<sup>11</sup> Based on Embraer's forecast of 90-95 deliveries: <http://www.embraer.com/Documents/noticias/016-Release%20Guidance%202013-Ins-VPF-I-13.pdf>

## New aircraft programmes

The Legacy 500 is expected to enter service in the first half of 2014 and the Legacy 450 will follow in 2015. Embraer's Harbin facility in China expects to deliver the first Chinese-built Legacy 650 in the fourth quarter of 2013<sup>12</sup>.

## Management commentary<sup>13</sup>

**Jose Antonio de Almeida Filippo, EVP, CFO and IRO:** "The delivery of 12 jets in the first quarter [reflects] typical seasonality, but it's important that we have the good mix where we have the participation of large jets – four large jets in deliveries of this quarter.

"Regarding Phenom 300 capabilities, its important confirmation of this aircraft to highlight with the record of three speed for the light weight class that happened recently.

"Also an important recognition of quality and value proposition of the models Legacy 450 and Legacy 650 was honored by luxury press of Hurun Report from China. The problem of the Legacy 500 has an important milestone, which was the third prototype flight that happened recently and we still keep the projections for expecting to deliver by the first half of 2014. Including the highlights for active jets, we have the information of the sale of one Lineage 1,000 in China."

**Peter Skibitski, Drexel Hamilton:** Are you still on track to deliver the first legacy 650 from China in the fourth quarter? And I was wondering if you could expect the economics of those 650 the meaningfully differ from the Brazil delivered 650s?

**Frederico Pinheiro Fleury Curado, President and CEO:** "Yes we are on track. And actually the matter of fact, there was there just last week and the aircraft is already in the single line. It really depends on the rate of production. So if we stay in the lower range of three or four aircraft a year, probably going to have, probably a little bit less margin than what we have here in Brazil. If we go up to a higher range of six to nine to ten aircraft a year, I'll say very comparable. This is based on our history of the 145 in Harbin.

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<sup>12</sup> Reported by *Flight Global* on 17 April 2013: <http://www.flightglobal.com/news/articles/abace-first-harbin-built-legacy-650-due-for-2013-delivery-384687>

<sup>13</sup> Full transcript available from: <http://seekingalpha.com/article/1387841-embraer-s-ceo-discusses-q1-2013-results-earnings-call-transcript>

**Peter Skibitski, Drexel Hamilton:** “Can you talk about the delivery ramp on the legacy 500? It sounds like you're on track to deliver the 500, I guess, in the middle of 2014. I'm wondering, should we think about, kind of single digit deliveries next year, or is there opportunity for more than that? I was looking for some colour.”

**Frederico Pinheiro Fleury Curado:** Yeah, well I'll give you very faint colour, I cannot, of course make much more precise comments on that yet. But probably I'll say, a low double digits, I mean, beyond 10 aircraft I think is probably – we would be looking at least – low double digits 10 plus to all whatever on 2014, and ramping up according to our backlog. So it won't be just single digit. It will be more.

## Gulfstream

### Latest guidance

- Gulfstream delivered 94 completed business jets in 2012 and 121 green aircraft, including six G650s
- Gulfstream expect to deliver 139 green jets in 2013, it will not give guidance on completed deliveries for 2013
- In 2012, revenues increased by \$800 million and earnings were up \$110 million
- Gulfstream’s backlog was \$51.3 billion at the end of 2012
- In the first quarter of 2013, the company delivered 30 green jets, which was up from 28 in the first quarter of 2012, and 29 outfitted business jets , which was up from 19<sup>14</sup>
- Around 80% of all orders in the first quarter of 2013 were for large cabin aircraft<sup>15</sup>

### Yearly deliveries

2008	2009	2010	2011	2012	2013F	Change
156	94	99	99	94	120 <sup>16</sup>	+26

Source: GAMA

### Quarterly deliveries by type

	Fourth quarter comparison			First quarter comparison		
	Q4 2011	Q4 2012	Difference	Q1 2012	Q1 2013	Difference
Large jets	20	31	+11	17	25	+5
Mid-sized jets	7	6	-1	2	4	+2
Total	27	37	+10	19	29	+10

<sup>14</sup> Disclosed in General Dynamic’s 2013 Q1 earnings call: <http://seekingalpha.com/news-article/6321451-general-dynamics-reports-first-quarter-2013-results>

<sup>15</sup> Confirmed by Phebe Novakovic 2013 Q1 earnings call

<sup>16</sup> Based on Gulfstream’s forecast of 139 green aircraft deliveries as disclosed in General Dynamic’s 2012 Q4 earnings call

## New aircraft programmes

Nothing announced. Rumoured to be working on G450 and G550 replacement.

## Management commentary<sup>17</sup>

Phebe Novakovic, chairman and CEO of General Dynamics: “We're planning 139 green deliveries – 113 large cabin and 26 mid-cabin. Our fly rates reflect about a 50% increase in outfitted deliveries. If you know us, what you know is that we have historically used our production rates to [reflect] our backlog. And that's exactly what we've done here. Everything that I see in the backlog, as well as in our current pipeline, makes me very comfortable with those production rates. We still have demand for our 450, 550, 650 [and] the 280 is coming on strong. And we are well-positioned this year.”

“At Gulfstream, margin improvement over plan is dependent on 650 performance. There is upside if we can beat planned cost performance on G650 manufacturing and completion.”

“The 280 is generating an awful lot of customer interest. It is a great airplane that fills that niche. [We have a] very, very robust sales pipeline, and we like what we see. So I anticipate the 280 to grow throughout the year.”

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<sup>17</sup> Full transcript available from: <http://seekingalpha.com/article/1128131-general-dynamics-management-discusses-q4-2012-results-earnings-call-transcript>

# Appendix – Recent orders and deliveries

## Airbus

### Recent deliveries

Customer / Operator	Country	Aircraft Type	MSN	Notes
Government of Oman	Oman	Airbus ACJ319-133	4992	A40-AJ ferried to Muscat 1/2/2013

### Orders and deliveries by type since production

Breakdown by aircraft	A318	A319	A320	A321	A300	A310	A330-200	A340-200/300	A340-500/600	A350-900	A380	TOTAL
<b>Orders</b>	19	78	13	1	3	3	35	7	7	1	1	<b>168</b>
<b>Deliveries</b>	19	73	13	1	3	3	27	7	7			<b>153</b>
<b>Backlog</b>	0	5	0	0	0	0	8	0	0	1	1	<b>15</b>
<b>In Operation</b>	17	67	16	1	2	25	27	13	5			<b>173</b>

Source: Airbus

## Order book

Delivery Date	Customer / Operator	Country	Aircraft type	Notes
2013	Undisclosed	-	1 ACJ319-115 (MSN 5445)	(D-AVYJ seen 18/2/2013)
2013	Universal Entertainment Corporation	USA	1 ACJ318-112 (MSN 5478)	F-WXAE delivered to completion centre in Tulsa 26/2/2013
?	Comlux	Switzerland	1 ACJ321 (CFM56 engines)	At Dubai Air Show
?	Undisclosed	-	1 ACJ319	-
?	Undisclosed	China	1 ACJ319 with Sharklets	At Airshow China 2012
?	Undisclosed	-	2 ACJ318	-
?	Undisclosed	-	2 ACJ319	-
?	Comlux	Switzerland	1 ACJ321	-
?	Undisclosed	Japan	1 ACJ318	-
?	Undisclosed	-	25 Airbus Corporate Jets	Confirmed by John Leahy at Airshow China 2012

## Boeing

### Order book

Delivery Date	Customer / Operator	Country	Aircraft type	Notes
2013/2014	Undisclosed	-	2 B747-8 VIP	For completion at LHT (1st at LHT) (more likely to be delivered in 2013 or 2014)
2013	Indian Navy	India	1 B737-8FV (MSN 40613)	(N718DS registered 14/12/2012)
2014	Undisclosed	Middle East	2 B747-8 VVIP	(To be completed by L3com in Waco)
?	HNA Group	China	2 B787-8 VIP	Hong Kong Airlines

## Bombardier

### Recent deliveries

Customer / Operator	Country	Aircraft Type	MSN	Notes
Undisclosed	China	Challenger 605	5903	B-7769 delivered 9/1/2013
Yifeng Jet	China	Challenger 605	5906	B-7763 delivered 28/2/2013
Aristides Properties LLC	USA	Challenger 605	5909	N605CL delivered 29/1/2013, registered 7/2/2013
McDonald's	USA	Challenger 605	5910	N1967M delivered 15/2/2013
Vagrant Properties LLC	USA	Challenger 605	5911	N200LS delivered and registered 28/2/2013
Duke Energy Business Services	USA	Challenger 300	20370	N26DE registered 9/1/2013
Wells Fargo Bank Northwest NA Trustee	USA	Challenger 300	20373	N300EU registered 15/1/2013
Morningstar Partners	Canada	Challenger 300	20381	C-FGGF delivery 9/1/2013
Wells Fargo Bank Northwest NA Trustee	USA	Challenger 300	20382	N528YT registered 23/1/2013
Undisclosed	South Africa	Challenger 300	20383	ZS-JPO delivered 19/2/2013
Morningstar Partners	Canada	Challenger 300	20384	C-FAJC delivery 23/1/2013
Kroger Corporation	USA	Challenger 300	20385	N300KC delivered 21/2/1013
Ember Acquisitions LLC	USA	Challenger 300	20386	N386JC delivery 31/1/2013, registered to

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				Next Group 27/3/2013
Undisclosed	Brazil	Challenger 300	20387	PT-STU delivered 8/3/2013
Kroger Corporation	USA	Challenger 300	20389	N302KC registered 18/3/2013
Kroger Corporation	USA	Challenger 300	20390	N304KC registered 26/3/2013
Flexjet	USA	Challenger 300	20391	N550FX delivered 15/3/2013

## Order book

Delivery Date	Customer / Operator	Country	Aircraft type	Notes
2013	Hong Kong Govn Flying Service	Hong Kong	1 Challenger 605 (MSN 5896)	(C-GNVQ test flying at YUL 13/9/2012)
2013	Hong Kong Govn Flying Service	Hong Kong	1 Challenger 605 (MSN 5898)	(C-GNVU ferried to YMX 28/9/2012 for equipment installation will become B-LVB)
2013	Undisclosed	USA	1 Challenger 605 (MSN 5912)	(N605AB test flying at YUL 5/3/2013)
2013	Bombardier Inc	Brazil	1 Challenger 605 (MSN 5915)	(C-GRYR test flying at YUL 12/9/2012, PR-FTR)
2013	Bombardier Inc	-	1 Challenger 605 (MSN 5916)	(C-GRYT test flying at YUL 29/4/2013)
2013	Bombardier Inc	-	1 Challenger 605 (MSN 5917)	(C-GRYU seen at YUL 22/3/2013)
2013	Bombardier Inc	-	1 Challenger 605 (MSN 5918)	(C-GRYZ test flying at YUL 3/10/2012)
2013	Zyb Lily Jet	China	1 Challenger 605 (MSN 5919)	(B-7799 seen at at YUL 25/4/2013)
2013	Bombardier Inc	-	1 Challenger 605 (MSN 5920)	(C-GRZF test flying at YUL 26/4/2013)
2013	Bombardier Inc	Canada	1 Challenger 605 (MSN 5921)	(C-GIIT seen at YUL 25/4/2013)
2013	Bombardier Inc	-	1 Challenger 605 (MSN 5922)	(C-GUBA seen at YUL 8/11/2012)
2013	Bombardier Inc	-	1 Challenger 605 (MSN 5923)	(C-GUBC seen at YUL 21/1/2013)
2013	Bombardier Inc	Russia	1 Challenger 605 (MSN 5924)	(C-GUBD seen at YUL 9/1/2013, RA-67238)

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2013	Bombardier Inc	-	1 Challenger 605 (MSN 5925)	(C-GUBF test flying at YUL 7/12/2012)
2013	Bombardier Inc	USA	1 Challenger 605 (MSN 5927)	(C-GUKS seen at YUL 25/4/2013, N8...)
2013	Bombardier Inc	-	1 Challenger 605 (MSN 5928)	(C-GUKU seen at YUL 14/2/2013)
2013	Bombardier Inc	-	1 Challenger 605 (MSN 5929)	(C-GUKV test flying at YUL 31/1/2013)
2013	Bombardier Inc	-	1 Challenger 605 (MSN 5931)	(C-GUSJ test flying at YUL 6/2/2013)
2013	Bombardier Inc	-	1 Challenger 605 (MSN 5932)	(C-GURO test flying at YUL 7/3/2013)
2013	Bombardier Inc	-	1 Challenger 605 (MSN 5933)	(C-GURP test flying at YUL 28/2/2013)
2013	Bombardier Inc	-	1 Challenger 605 (MSN 5934)	(C-GURT test flying at YUL 7/3/2013)
2013	Bombardier Inc	-	1 Challenger 605 (MSN 5935)	(C-GURZ test flying at YUL 14/3/2013)
2013	Bombardier Inc	-	1 Challenger 605 (MSN 5936)	(C-GUSF test flying at YUL 22/3/2013)
2013	Bombardier Inc	-	1 Challenger 605 (MSN 5937)	(C-GVEY test flying at YUL 23/4/2013)
2013	Bombardier Inc	-	1 Challenger 605 (MSN 5938)	(C-GVFF registered 22/3/2013)
2013	Bombardier Inc	-	1 Challenger 605 (MSN 5939)	(C-GVFH test flying at YUL 15/4/2013)
2013	Bombardier Inc	-	1 Challenger 605 (MSN 5940)	(C-GVFI test flying at YUL 23/4/2013)
2013	Undisclosed	-	1 Challenger 605 (MSN 5942)	(C-GVFK seen at YUL 25/4/2013)
2013	Bombardier Inc	-	1 Global Express (MSN	(C-GMYE seen at YUL

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			9488)	26/2/2013)
2013	Millrock Aviation Finance	USA	1 Global 5000 (MSN 9498)	(N130QS test flying at YUL 15/4/2013, for NetJets)
2013	Bombardier Inc	-	1 Global Express (MSN 9499)	(C-GODV test flying at YUL 26/4/2013)
2013	Bombardier Inc	-	1 Global 5000 (MSN 9500)	(C-GOEB test flying at YUL 24/4/2013)
2013	Bombardier Inc	-	1 Global 5000 (MSN 9501)	(C-GOIK test flying at YUL 25/4/2013)
2013	Bombardier Inc	-	1 Global 5000 (MSN 9504)	(C-GOIR test flying at YUL 30/4/2013)
2013	Bombardier Inc	-	1 Global 5000 (MSN 9508)	
2013	Bombardier Inc	-	1 Global Express (MSN 9509)	(C-GPIA seen at YUL 13/12/2012)
2013	Bombardier Inc	-	1 Global Express (MSN 9511)	(C-GPKI seen at YUL 8/3/2013)
2013	Bombardier Inc	-	1 Global Express (MSN 9512)	(C-GPKX seen at YUL 10/1/2013)
2013	Bombardier Inc	-	1 Global Express (MSN 9514)	(C-GPYW delivery flight YYZ-YUL 12/11/2012)
2013	Bombardier Inc	-	1 Global Express (MSN 9515)	(C-GPYX test flying at YUL 26/5/2013)
2013	Bombardier Inc	-	1 Global 5000 (MSN 9516)	(C-GPZE seen at YUL 7/12/2012)
2013	Bombardier Inc	-	1 Global 6000 (MSN 9518)	(C-GRRI seen at YUL 21/1/2013)
2013	Bombardier Inc	-	1 Global 6000 (MSN 9519)	(C-GRSF seen at YUL 7/12/2012)
2013	Bombardier Inc	-	1 Global 5000 (MSN 9520)	(C-GRSU seen at YUL 25/4/2013)

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2013	Bombardier Inc	-	1 Global Express (MSN 9522)	(C-GRUK delivery flight YZD-YUL 11/12/2012)
2013	Bombardier Inc	-	1 Global 6000 (MSN 9523)	(C-GSKD registered 13/11/2012)
2013	Bombardier Inc	-	1 Global 5000 (MSN 9524)	(C-GSLW delivery from YZD to YUL 15/1/2013)
2013	Bombardier Inc	-	1 Global 6000 (MSN 9527)	(C-GSNG delivery from YZD to YUL 24/1/2013)
2013	Bombardier Inc	-	1 Global 5000 (MSN 9528)	(C-GSYX seen at YUL 22/3/2013)
2013	Bombardier Inc	-	1 Global 6000 (MSN 9529)	(C-GSZB delivery from YZD-YUL 11/2/2013)
2013	Bombardier Inc	-	1 Global 6000 (MSN 9530)	(C-GSZF seen at YUL 22/3/2013)
2013	Bombardier Inc	-	1 Global 5000 (MSN 9531)	(C-GSZG delivery from YZD-YUL 15/2/2013)
2013	Bombardier Inc	-	1 Global 6000 (MSN 9532)	(C-GTUA delivery from YZD-YUL 15/2/2013)
2013	Bombardier Inc	-	1 Global 6000 (MSN 9533)	(C-GTUF delivery flight YZD-YUL 7/3/2013)
2013	Bombardier Inc	-	1 Global 5000 (MSN 9534)	(C-GTUO delivery from YZD-YUL 6/3/2013)
2013	Bombardier Inc	-	1 Global 6000 (MSN 9535)	(C-GTUU delivery from YZD-YUL 6/3/2013)
2013	Bombardier Inc	-	1 Global 5000 (MSN 9536)	(C-GTUV registered 31/1/2013)
2013	Bombardier Inc	-	1 Global 6000 (MSN 9537)	(C-GTVC registered 5/2/2013)
2013	Bombardier Inc	-	1 Global 6000 (MSN 9538)	(C-GTZN registered 8/2/2013)
2013	Bombardier Inc	-	1 Global 5000 (MSN 9539)	(C-GTZO registered

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				17/2/2013)
2013	Bombardier Inc	-	1 Global 6000 (MSN 9540)	(C-GTZZ delivery from YZD-YUL 15/4/2013)
2013	Bombardier Inc	-	1 Global 6000 (MSN 9541)	(C-GUAK registered 27/2/2013)
2013	Bombardier Inc	-	1 Global 5000 (MSN 9542)	(C-GUAL delivery from YZD-YUL 15/4/2013)
2013	Bombardier Inc	-	1 Global 6000 (MSN 9543)	(C-GUAN delivery from YZD-YUL 18/4/2013)
2013	Bombardier Inc	-	1 Global 5000 (MSN 9544)	(C-GUDZ delivery from YZD-YUL 29/4/2013)
2013	Bombardier Inc	-	1 Global 6000 (MSN 9545)	(C-GUEL registered 13/3/2013)
2013	Bombardier Inc	-	1 Global 6000 (MSN 9546)	(C-GUEO registered 22/3/2013)
2013	Bombardier Inc	-	1 Global 5000 (MSN 9547)	(C-GUEP registered 22/3/2013)
2013	Galveston Maritime	USA	1 Global 5000	(advert in AvBuyer 19/11/2012)
2013 Q4	New Jet Internatiobal	USA	1 Global 5000 Vision	New Jet International advert
2013	Undisclosed	Mexico	1 Challenger 300 (MSN 20367)	(C-GPEW test flying at YUL 13/9/2012 to become XB-NBJ)
2013	Undisclosed	-	1 Challenger 300 (MSN 20394)	(C-GOYO test flying at YUL 25/3/2013, PR-RBZ)
2013	Undisclosed	-	1 Challenger 300 (MSN 20395)	(C-GVLN registered 13/3/2013, test flying at YUL 8/3/2013, VT-?)
2013	CJ Leasing LLC	USA	1 Challenger 300 (MSN 20396)	(N567HB registered 27/3/2013)

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2013	Bank of Utah Trustee	USA	1 Challenger 300 (MSN 20397)	(N300CF registered 29/3/2013)
2013	Bombardier Aerospace	USA	1 Challenger 300 (MSN 20398)	(N300JE registered 27/3/2013)
2013	Undisclosed	-	1 Challenger 300 (MSN 20399)	(C-GUHE test flying at YUL 26/3/2013)
2013	Undisclosed	-	1 Challenger 300 (MSN 20400)	(C-GOVY test flying at YUL 24/4/2013)
2013	Undisclosed	-	1 Challenger 300 (MSN 20402)	(C-GOWQ test flying at YUL 22/4/2013)
2013	Undisclosed	-	1 Challenger 300 (MSN 20403)	(C-GOXA test flying at YUL 23/4/2013)
2013	Undisclosed	Mexico	1 Challenger 300 (MSN 20404)	(C-GOWC test flying at YUL 30/4/2013)
2013	Undisclosed	-	1 Challenger 300 (MSN 20405)	(C-GOXB seen at YUL 6/3/2013)
2013	Undisclosed	-	1 Challenger 300 (MSN 20407)	(C-.... Seen at YUL 1/3/2013)
2013	Bombardier Inc	-	1 Challenger 300 (MSN 20408)	(C-GUWH test flying at YUL 22/3/2013)
2013	Bombardier Inc	-	1 Challenger 300 (MSN 20409)	(C-GUWP test flying at YUL 29/4/2013)
2013	Undisclosed	-	1 Challenger 300 (MSN 20410)	(C-GOXM seen at YUL 6/3/2013)
2013	Undisclosed	-	1 Challenger 300 (MSN 20411)	(C-GOXM seen at YUL 15/4/2013)
2013	Undisclosed	-	1 Challenger 300 (MSN 20413)	(C-GOYG seen at YUL 26/3/2013)
2013	Undisclosed	-	1 Challenger 300 (MSN 20414)	(C-GOXW seen at YUL 25/3/2013)
2013	Undisclosed	-	1 Learjet 60 (MSN 60-425)	(N425GS)

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2013	Undisclosed	-	50 Learjet 70/75	at EBACE 2012 (some of these will go to Flexjet in 2013)
2013	Flexjet	USA	3 Learjet 85	
2013	Learjet	-	1 Learjet 85 (MSN 85-001)	(N851LJ registered 1/2013)
2014/2015	VistaJet	Austria	25 Global 5000	
2014/2015	VistaJet	Austria	25 Global 6000	
2014/2015	VistaJet	Austria	8 Global 8000	
2014	Flexjet	USA	4 Learjet 85	(originally Flexjet ordered 7 for delivery in 2013, this is the balance of that order)
2014	NetJets	USA & Portugal	75 Challenger 300	(NetJets also has an option for 125 Challenger 300)
2015	NetJets	USA & Portugal	25 Challenger 605	(NetJets also has an option for 50 Challenger 605)
2016	Comlux	Switzerland	2 Global 7000	-
2017	NetJets	USA & Portugal	20 Global 7000/8000	-
2017?	South Korea DAPA	South Korea	2 Falcon 2000	replacing 2 Hawker 800s
2017	London Air Services	Canada	1 Global 7000	-
2017 Q2	New Jet International	USA	1 Global 7000 (MSN 13)	(advertised 31/8/2012)
?	AVWest	Australia	4 Global 7000	-

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?	AVWest	Australia	2 Global 8000	-
?	MNG Jet Havacliik	Turkey	1 Global 5000	-
?	Undisclosed	-	3 Global 6000	-
?	Undisclosed	-	5 Global 8000	-
?	Undisclosed	-	4 Global 6000	part of order for 5 Globals (4 Global 6000 and 1 Global 8000)
?	Undisclosed	-	1 Global 8000	part of order for 5 Globals (4 Global 6000 and 1 Global 8000)
?	Undisclosed	-	4 Global 6000	part of order for 8 Globals (4 Global 6000 and 4 Global 8000)
?	Undisclosed	-	4 Global 8000	part of order for 8 Globals (4 Global 6000 and 4 Global 8000)
?	Undisclosed	-	6 Global 6000	-
?	CDB Leasing	China	5 Global 6000	-
?	Undisclosed	-	6 Learjet 75	-
?	Donghai Jet	China	3 Challenger 300	-
?	VistaJet	Austria	1 Global 5000	(MSN 9472?)
?	VistaJet	Austria	3 Challenger 850	-

?	VistaJet	Austria	11 Learjet 85	-
?	AVWest	Australia	5 Global 6000	-
?	London Air Services	Canada	5 Learjet 75	Probably at CBAA 2012 Suspect first delivery in 2013

## Cessna

### Recent deliveries

Customer / Operator	Country	Aircraft Type	MSN	Notes
Corsair Two	USA	Citation 510 Mustang	510-0412	N171AA registered 8/1/2013
Stampede Services LLC	USA	Citation 510 Mustang	510-0415	N117PS registered 29/1/2013
TES Aviation	USA	Citation 510 Mustang	510-0418	N100TP registered 7/1/2013
Blue Sky Aviation	USA	Citation 510 Mustang	510-0420	N26DV registered 8/1/2013
Corsair Two	USA	Citation 510 Mustang	510-0425	N910GF registered 8/1/2013
422 TG LLC	USA	Citation 510 Mustang	510-0429	N422TG registered 15/1/2013
DAS Management LLC	USA	Citation 525A	525A-0506	N375DS registered 4/4/2013
RKFL LLC	USA	Citation 525A	525A-0507	N78RK delivered 15/2/2013
Flight King LLC	USA	Citation 525C	525C-0082	N482CJ delivered 6/2/2013
Hawker Aviation Services	USA	Citation XLS+	560-6122	N764JA registered 9/1/2013
DC Aviation	Germany	Citation XLS+	560-6127	D-CNNN delivered 18/1/2013
DC Aviation	Germany	Citation XLS+	560-6128	D-CZZZ delivered 1/2/2013
JATO Aviation	Isle of Man	Citation 680	680-0346	M-INOR delivered 1/2013

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## Order book

Delivery Date	Customer / Operator	Country	Aircraft type	Notes
2013	Cessna Aircraft	-	1 Citation Mustang (MSN 510-0431)	N94731 registered 26/3/2013
2013	Cessna Aircraft	-	1 Citation Mustang (MSN 510-0433)	N9474L registered 28/3/2013
2013	Cessna Aircraft	-	1 Citation Mustang (MSN 510-0434)	N94798 registered 29/3/2013
2013	Cessna Aircraft	-	1 Citation Mustang (MSN 510-0435)	N94811 registered 29/3/2013
2013	Cessna Aircraft	-	1 Citation Mustang (MSN 510-0436)	N94817 registered 29/3/2013
2013	Cessna Aircraft	-	1 Citation Mustang (MSN 510-0437)	N94818 registered 29/3/2013
2013	Cessna Aircraft	USA	1 Citation 525A (MSN 525A-0512)	N138GT registered 29/3/2013
2013	Cessna Aircraft	USA	1 Citation 525A (MSN 525A-0514)	N106CH registered 28/3/2013
2013	Cessna Aircraft	USA	1 Citation 525B (MSN 525B-0397)	N787EC registered 28/3/2013
2013	Cessna Aircraft	USA	1 Citation 525C (MSN 525C-0117)	N713WD registered 16/11/2012
2013	Cessna Aircraft	USA	1 Citation 525C (MSN 525C-0119)	N45FS registered 26/2/2013
2013	Cessna Aircraft	USA	1 Citation 525C (MSN 525C-0120)	N513NN registered 5/2/2013
2013	Cessna Aircraft	USA	1 Citation 525C (MSN 525C-0122)	N339KC registered 26/2/2013

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2013	Pronto LLC	USA	1 Citation 560XLS (MSN 560-5780)	N400LV registered 25/3/2013
2013	Metal Technologies	USA	1 Citation XLS+ (MSN 560-6118)	N532MT registered 4/1/2013
2013	Jacob Stern & Sons	USA	1 Citation XLS+ (MSN 560-6124)	N768LP registered 28/12/2012
2013	Bank of Utah Trustee	USA	1 Citation XLS+ (MSN 560-6130)	N918RZ registered 25/3/2013
2013	Wells Fargo Bank Northwest NA Trustee	USA	1 Citation XLS+ (MSN 560-6132)	N278HN registered 28/3/2013
2013	Galena Air Services	USA	1 Citation 680 (MSN 680-0327)	N327SV registered 9/4/2013
2013	Africair	-	1 Citation 680 (MSN 680-0342)	N342CC registered 9/4/2013
2013	Bank of Utah Trustee	USA	1 Citation 680 (MSN 680-0344)	N344GL registered 4/1/2013
2013	BMB Aircraft LLC	USA	1 Citation 680 (MSN 680-0347)	N971MD registered 28/1/2013
2013	Cessna Aircraft	-	1 Citation X (MSN 750-0504)	N750GB registered 18/1/2013
2016	Fly Vectra	United Kingdom	1 Citation Latitude	-
2016	EFO Aviation	Germany	1 Citation Latitude	Operated by Air Hamburg Private Jets
2016	NetJets	USA & Portugal	25 Citation Latitudes	(NetJets also has 125 options)
?	Undisclosed	Netherlands	1 Citation X (MSN 750-0313)	-
?	Undisclosed	-	1 Citation Latitude (MSN 680-0502)	N682SS seen at Wichita 25/5/2012 – aircraft has small winglets

## Dassault Falcon

### Recent deliveries

Customer / Operator	Country	Aircraft Type	MSN	Notes
Shangwin Investment	BVI	Falcon 7X	168	M-DTBP registered 29/1/2013)
Undisclosed	-	Falcon 7X	175	VQ-BTV
MKAir7X Pty	Australia	Falcon 7X	183	VH-MQK registered 25/1/2013
Prince Albert of Monaco	Monaco	Falcon 7X	200	M-ABFX delivery 2/2013, already re-registered 3A- MGA
Wells Fargo Bank Northwest NA Trustee	USA	Falcon 900LX	262	N577QT delivered 22/2/2013, based in Hong Kong
Air Service Werkflugdienst	Germany	Falcon 900LX	266	VP-CHG delivered 14/2/2013

## Order book

Delivery Date	Customer / Operator	Country	Aircraft type	Notes
2013	Dassault Falcon Jet Corp	USA	1 Falcon 7X (MSN 170)	(N899AB registered 13/2/2013)
2013	Dassault Falcon Jet Corp	USA	1 Falcon 7X *MSN 172)	(N1216K registered 17/12/2012)
2013	Cigna Corp	USA	1 Falcon 7X (MSN 173)	(N173CN registered 12/10/2012)
2013	Dassault Falcon Jet Corp	-	1 Falcon 7X (MSN 176)	(N76FJ registered 22/3/2013)
2013	Dassault Falcon Jet Corp	-	1 Falcon 7X (MSN 180)	(N191MD registered 17/4/2013)
2013	Undisclosed	-	1 Falcon 7X (MSN 194)	(F-WWUC ferried Bordeaux - Little Rock 16/10/2012)
2013	Undisclosed	-	1 Falcon 7X (MSN 203)	(F-WWHF seen at Bordeaux 4/2/2013)
2013	Undisclosed	-	1 Falcon 7X (MSN 208)	(F-WWZK seen at Bordeaux 24/2/2013)
2013	Undisclosed	-	1 Falcon 7X (MSN 210)	(F-WWND seen at Bordeaux 4/2/2013)
2013	Undisclosed	-	1 Falcon 7X (MSN 213)	(F-WWVZ seen at Bordeaux 4/2/2013)
2013	Undisclosed	-	1 Falcon 7X	(F-WWHE seen at Bordeaux 4/2/2013)
2013	Undisclosed	-	1 Falcon 7X	(F-WWHH test flying at Lock Rock 11/2/2013)
2013	Undisclosed	-	1 Falcon 7X	(F-WWHT test flying at Little Rock 22/2/2013)
2013	Undisclosed	-	1 Falcon 7X	(F-WWNF test flying at

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				Bordeaux 8/2/2013)
2013	Undisclosed	-	1 Falcon 7X	(F-WWUH ferried Bordeaux to Little Rock 29/1/2013)
2013	Undisclosed	-	1 Falcon 7X	(F-WWUL test flying at Bordeaux 19/2/2013)
2013	Undisclosed	-	1 Falcon 7X	(F-WWVL seen at - Bordeaux 4/2/2013)
2013	Undisclosed	-	1 Falcon 7X	(F-WWVV seen at Bordeaux 24/2/2013)
2013	Undisclosed	-	1 Falcon 7X	(F-WWZO seen at Little Rock 26/2/2013)
2013	Undisclosed	-	1 Falcon 7X	-
3Q2013	Jetcraft Corporation	-	1 Falcon 7X	Advert 15/3/2013
		-		-
2013	Wilmington Trust	USA	1 Falcon 900LX (MSN 261)	(N261CH registered 19//11/2012)
2013	Undisclosed	-	1 Falcon 900LX (MSN 264)	(F-WWFK ferried Bordeaux to Little Rock via Halifax 5/4/2012 for interior completion)
2013	Dassault Falcon Jet Corp	USA	1 Falcon 900LX (MSN 265)	(N265LX registered 6/3/2013)
2013	Undisclosed	-	1 Falcon 900LX (MSN 272)	(seen at Bordeaux 4/2/2013)
2013	Undisclosed	-	1 Falcon 900LX (MSN 273)	(seen at Bordeaux 4/2/2013)
2013	Undisclosed	-	1 Falcon 900LX (MSN 274)	(seen at Bordeaux 4/2/2013)
2013	Undisclosed	-	1 Falcon 900LX (MSN 275)	(seen at Bordeaux 4/2/2013)

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2013	Undisclosed	-	1 Falcon 900LX	(F-WWFX ferried Bordeaux to Little Rock 7/2/2013)
2013	Undisclosed	-	1 Falcon 900LX	(F-WWFM seen at Bordeaux 24/2/2013)
2013	Undisclosed	-	1 Falcon 900LX	(F-WWVP seen at Bordeaux 13/9/2012)
1Q2013	Wallan Aviation	Saudi Arabia	1 Falcon 900LX	at MEBA 2012 show
2013	Undisclosed	-	1 Falcon 900LX	(F-WWFQ seen at Bordeaux 10/2012, 500th Falcon 900 titles)
	-	-	-	-
2013	Dassault Falcon Jet Corp	-	1 Falcon 2000LX (MSN 251)	(N251FJ registered 27/11/2012)
2013	Undisclosed	-	1 Falcon 2000LX (MSN 253)	(F-WWGO ferried Istres to Gander 27/9/2012)
2013	Undisclosed	-	1 Falcon 2000LX (MSN 255)	(N255FJ ferried Bordeaux-Teterboro-Little Rock 18/7/2012)
2013	Undisclosed	-	1 Falcon 2000LX (MSN 257)	(F-WWGB)
2013	Dassault Falcon Jet Corp	-	1 Falcon 2000LX (MSN 258)	(N258FJ registered 17/4/2013)
2013	Undisclosed	-	1 Falcon 2000S (MSN 702)	(F-WWJV Ferried Bordeaux to Goose Bay 18/7/2012)
2017?	South Korea DAPA	South Korea	2 Falcon 2000	replacing 2 Hawker 800s
?	HNA Group	China	5 Falcon 7X	Deer Jet

## Embraer

### Recent deliveries

Customer / Operator	Country	Aircraft Type	MSN	Notes
Morningstar Partners	Canada	Embraer Phenom 100	500-00255	C-GYMD registered 21/2/2013
Ashley Construction Inc	USA	Embraer Phenom 100	500-00285	N285GC registered 23/1/2013
BBR Air LLC	USA	Embraer Phenom 100	500-00290	N520RB registered 4/2/2013
Vibro-Air	Germany	Embraer Phenom 300	505-00096	D-CHIC delivered 1/2013
Flight Options	USA	Embraer Phenom 300	505-00105	N330FL delivered 23/2/2013
Undisclosed	Brazil	Embraer Phenom 300	505-00132	PT-EFT delivered 25/1/2013
London Executive Aviation	UK	Embraer Phenom 300	505-00134	G-JAGA registered 20/2/2013
Undisclosed	USA	Embraer Phenom 300	first made in USA aircraft delivered 29/3/2013	
Kamavati Aviation	India	Embraer Legacy 650	14501144	VT-AML registered 7/2/2013

## Order book

Delivery Date	Customer / Operator	Country	Aircraft type	Notes
2013	Minsheng Leasing	China	3 Embraer Lineage 1000	At Singapore Airshow
2013/2014/2015/2016	Minsheng Leasing	China	13 Embraer Legacy 650	1st of 13 delivered at ABACE 2012 (rest del over next 5 years) HEAI built?
2013	Undisclosed	-	1 Embraer Legacy 650 (MSN 14501149)	(PT-TSC for PR-NLR)
2013	Undisclosed	-	1 Embraer Legacy 650 (MSN 14501163)	(PT-TCX ferried Las Palmas to Prague 31/3/2013)
2013	Undisclosed	-	1 Embraer Legacy 650 (MSN 14501167)	(PT-TFT ferried Sao Jose dos Campos to Abu Dhabi 1-3/3/2013)
2013	Undisclosed	-	1 Embraer Legacy 650 (MSN 14501174)	(PR-LBE)
2013	Undisclosed	-	1 Embraer Legacy 650 (MSN 14501180)	(PR-LBH)
2013	Undisclosed	-	24 Phenom 100	(delivered from Melbourne, Florida facility)
2013	Embraer Executive Aircraft Inc	1 Phenom 100 (MSN 500-00289)	(N289EE registered 26/10/2012)	-
2013	Air Alliance	Germany	1 Phenom 100 (MSN 500-00293)	(advert in AvBuyer 18/3/2013)
2013	Solomon Mark Trustee	USA	1 Phenom 100 (MSN 500-00295)	(N100RY registered 26/3/2013)
2013	Embraer Executive Aircraft Inc	1 Phenom 100 (MSN 500-00310)	(N390EE registered 2012)	-
2013/2014	NetJets	USA & Portugal	50 Phenom 300	(1st NetJets Phenom 300 N300QS delivered to

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				NetJets Sales Inc 30/3/2012)
2013	Embraer Executive Aircraft Inc	USA	1 Phenom 300 (MSN 50500118)	(N505EE registered 24/1/2013 first Melbourne, Florida built Phenom 300 delivery in March 2013)
2013	WAC Charter Inc	USA	1 Phenom 300 (MSN - 50500120)	(N535BC registered 27/11/2012, 2nd Melbourne, Florida built?)
2013	Taylor Air LLC	USA	1 Phenom 300 (MSN 50500125)	(N316TA registered 14/11/2012)
2013	Wells Fargo Bank Northwest Trustee	USA	1 Phenom 300 (MSN 50500131)	(N334PL registered 20/12/2012)
2013	Undisclosed	-	15 Phenom 300	(delivered from Melbourne, Florida facility)
2014	Falcon Aviation Services	UAE	2 Legacy 500	-
2015 Q1	Jetcraft Corporation	-	1 Legacy 500	Advert in AvBuyer 18/2/2013

## Gulfstream

### Recent deliveries

Customer / Operator	Country	Aircraft Type	MSN	Notes
BB & T Equipment Finance	USA	Gulfstream G150	303	N13WF registered 5/2/2013, leased to Flowers Foods Inc
Undisclosed	Azerbaijan	Gulfstream G280	2008	4K-AZ280 delivery flying Dallas to Luton 13/3/2013, SW Business Aviation?
Real Air Leasing LLC	USA	Gulfstream G280	2012	N300R registered 29/3/2013
Undisclosed	USA	Gulfstream G450	4260	OE-IOK registered 7/1/2013
Golden Global Aviation, Tortola, BVI	USA	Gulfstream G450	4262	M-KBBG delivered 16/2/2013
Water Force One LLC	USA	Gulfstream G450	4265	N1963N registered 20/3/2013
Ovation	Isle of Man	Gulfstream G450	4266	M-MNDG delivered 16/2/2013
Undisclosed	China	Gulfstream G450	4267	B-8267 registered 5/3/2013
Hampshire Aviation	Isle of Man	Gulfstream G550	5394	M-USIC delivered 2/3/2013
Wilmington Trust Co Trustee	USA	Gulfstream G550	5396	N550DV registered 11/2/2013
Bank of America Leasing	USA	Gulfstream G550	5397	N582D delivered 13/2/2013, leased to Dupont de Nemours
United Technologies	USA	Gulfstream G550	5400	N34U registered

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				29/3/2013
Airfix	Finland	Gulfstream G650	6006	M-YGVI delivery 8/1/2013, registered to LTS Holding, IOM
Royal Flight of Jordan	Jordan	Gulfstream G650	6009	VQ-BNZ delivery 26/2/2013
Universal Jet Aviation	USA	Gulfstream G650	6013	N650PH delivered, leased back to Gulfstream as demo aircraft
Earth Star Inc	USA	Gulfstream G650	6014	N100ES delivered 21/3/2013
ALC 6015 LLC	USA	Gulfstream G650	6015	N1AL delivered 26/2/2013
Undisclosed	USA	Gulfstream G650	6018	N673HA delivered 28/3/2013

## Order book

Delivery Date	Customer / Operator	Country	Aircraft type	Notes
2013	Bank of Utah Trustee	USA	1 G150 (MSN 305)	(N305GA registered 13/11/2012)
2013	Bank of Utah Trustee	USA	1 G150 (MSN 306)	(N306GA delivered 23/1/2013)
2013	Bank of Utah Trustee	USA	1 G150 (MSN 307)	(N907GA ferried Prestwick to Halifax, Canada 22/4/2013)
2013	Bank of Utah Trustee	USA	1 G150 (MSN 308)	(N208GA registered 17/4/2013)
2013	Gulfstream Leasing	USA	1 G280 (MSN 2003)	(N280GT registered 21/9/2012)
2013	Bank of Utah Trustee	USA	1 G280 (MSN 2007)	(N280FR assigned 23/5/2012)
2013	Undisclosed	-	1 G280 (MSN 2009)	(4X-CVG/N209GA ferried Tel Aviv to Dallas 2- 4/9/2012 in primer)
2013	Undisclosed	-	1 G280 (MSN 2010)	(4X-CVH/N310GA seen at Tel Aviv 30/8/2012, M- AYBE 3/2013)
2013	Bank of Utah Trustee	USA	1 G280 (MSN 2011)	(N280DX, test flying at Dallas 27/2/2013)
2013	Bank of Utah Trustee	USA	1 G280 (MSN 2013)	(N913GA registered 24/10/2012)
2013	Asia Jet	China	1 G280	
2013	Bank of Utah Trustee	USA	1 G280 (MSN 2014)	(N214GA registered 13/9/2012, N282CC)
2013	Bank of Utah Trustee	USA	1 G280 (MSN 2015)	(N215GA delivery flight)

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				Prestwick to Halifax 26/12/2012, N259FG)
2013	Undisclosed	-	1 G280 (MSN 2016)	(N216GA registered 13/9/2012)
2013	Undisclosed	-	1 G280 (MSN 2017)	(N817GA delivery flight Tel Aviv to Dallas 13/1- 14/1/2013)
2013	Bank of Utah Trustee	-	1 G280 (MSN 2018)	(N918GA ferried Tel Aviv to Dallas 10/2-12/2/2013)
2013	Bank of Utah Trustee	-	1 G280 (MSN 2019)	(N919GA ferried Tel Aviv to Dallas 26/2-28/2/2013)
2013	Bank of Utah Trustee	-	1 G280 (MSN 2020)	(N202GA registered 8/1/2013)
2013	Bank of Utah Trustee	-	1 G280 (MSN 2021)	(N921GA delivered to Gulfstream 23/1/2013, flight from Prestwick to Quebec City 9/4/2013)
2013	Bank of Utah Trustee	-	1 G280 (MSN 2022)	(N922GA delivered to Gulfstream 11/2/2013)
2013	Bank of Utah Trustee	-	1 G280 (MSN 2023)	(N923GA registered 27/2/2013)
2013	Bank of Utah Trustee	-	1 G280 (MSN 2024)	(N924GA registered 3/4/2013)
2013 (Q1)	Allpoints Jet	China	1 G450	Displayed at ABACE 2012
2013 (Q1)	Allpoints Jet	China	1 G550	Displayed at ABACE 2012
2013 (Q2)	Nanshan Jet	China	1 G450	Displayed at ABACE 2012
2013	Bank of Utah Trustee	USA	1 G450 (MSN 4259)	(N702TR registered 28/12/2012)
2013	Bank of Utah Trustee	USA	1 G450 (MSN 4261)	(N250AF registered 13/12/2012)
2013	Undisclosed	USA	1 G450 (MSN 4263)	(N7GF reserved

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				31/7/2012, seen Savannah 6/11/2012))
2013	Undisclosed	-	1 G450 (MSN 4265)	(N465GA, OH-JVA reserved)
2013	Undisclosed	-	1 G450 (MSN 4268)	(N468GA, N1963N reserved)
2013	Undisclosed	-	1 G450 (MSN 4275)	(N275GA, N450GA reserved)
2013	3M	USA	1 G550 (MSN 5376)	(N63M registered 4/10/2012)
2013	Undisclosed	Austria	1 G550 (MSN 5379)	(N579GA seen at Savannah 6/11/2012, OE- ISN)
2013	Wells Fargo Bank Northwest NA Trustee	USA	1 G550 (MSN 5382)	(N552PM registered 5/10/2012)
2013	Wells Fargo Bank Northwest NA Trustee	USA	1 G550 (MSN 5383)	(N999HZ registered 27/9/2012)
2013	Wells Fargo Bank Northwest NA Trustee	USA	1 G550 (MSN 5385)	(N977HS registered 4/1/2013)
2013	Undisclosed	-	1 G550 (MSN 5391)	(N591GA ferried after interior completion Appleton to Savannah 21/11/2012, M-ALAY)
2013	Cottonwood Aviation	USA	1 G550 (MSN 5392)	(N504AC registered 26/12/2012)
2013	Undisclosed	Mexico	1 G550 (MSN 5393)	(XA-MAV seen at Long Beach 30/10/2012)
2013	Wells Fargo Bank Northwest NA Trustee	USA	1 G550 (MSN 5398)	(N838KE registered 14/3/2013)
2013	Deer Jet	China	1 G550 (MSN 5399)	(N399GA seen at Long Beach 3/3/2013)

2013	Wells Fargo Bank Northwest NA Trustee	USA	1 G550 (MSN 5401)	(N899NC registered 12/3/2013)
2013	Wells Fargo Bank Northwest NA Trustee	USA	1 G550 (MSN 5402)	(N342GA registered 9/4/2013)
2013	Wells Fargo Bank Northwest NA Trustee	USA	1 G550 (MSN 5403)	(N662P registered 19/3/2013)
2013	Undisclosed	Finland	1 G550 (MSN 5408)	(N908GA, OH-GVA reserved)
2013	Undisclosed	-	1 G550 (MSN 5411)	(N311GA ferried Savannah - Long Beach 15/1/2013 for interior completion, N523AC)
2013	Undisclosed	-	1 G550 (MSN 5412)	(N412GA ferried Savannah - Long Beach 22/1/2013 for interior completion, N721V reserved)
2013	Undisclosed	-	1 G550 (MSN 5414)	(N814GA ferried Savannah - Appleton 5/2/2013 for interior completion)
2013	Undisclosed	-	1 G550 (MSN 5417)	(N517GA ferried Savannah - Long Beach 25/2/2013 for interior completion)
2013	Grossman Jet	Czech Republic	1 G550	To be delivered in September 2013
2013	Gulfstream Aerospace	USA	1 G650 (MSN 6003)	(N211HS registration by Gulfstream 23/1/2013)
2013	Dillard's	USA	1 G650 (MSN 6005)	(N914BD to be registered)
2013	Airfix	Finland	1 G650	(OH-GJA allocated)
2013	Gulfstream Aerospace	USA	1 G650 (MSN 6017)	(N886WT registration by Gulfstream 24/1/2013)
2013	Gulfstream Aerospace	USA	1 G650 (MSN 6019)	(N650RR registration by

				Gulfstream 29/1/2013)
2013	Honeywell Aircraft Leasing	USA	1 G650 (MSN 6020)	Flown to EBACE 2012, N520GA registered 4/4/2013, N922H reserved
2013	Undisclosed	USA	1 G650 (MSN 6022)	(N650HC allocated)
2013	Undisclosed	-	1 G650 (MSN 6026)	(N626GA seen at Savannah 6/11/2012)
2013	Undisclosed	-	1 G650 (MSN 6027)	(N607GA, N521HN reserved 2/2013)
2013	Undisclosed	-	1 G650 (MSN 6028)	(N328GA seen at Savannah 6/11/2012)
2013	Undisclosed	-	1 G650 (MSN 6029)	(N629GA seen at Savannah 6/11/2012)
2013	Undisclosed	-	1 G650 (MSN 6032)	(N932GA seen at Savannah 6/11/2012)
2013	Rashid Engineering	-	1 G650 (MSN 6034)	(N603GA seen at Long Beach 19/2/2013, VP-CNR)
2013	Undisclosed	-	1 G650 (MSN 6035)	(N635GA seen at Long Beach 6/2/2013 as N880MD)
2013	Undisclosed	-	1 G650 (MSN 6037)	(N637GA ferried Savannah - Long Beach 22/1/2013 for interior completion)
2013	Undisclosed	-	1 G650 (MSN 6038)	(N638GD, N278L reserved)
2013	Undisclosed	-	1 G650 (MSN 6040)	(N640GA - seen at Long Beach 19/2/2013)
2013	Undisclosed	-	1 G650 (MSN 6041)	(N641GD - seen at Savannah 6/11/2012)
2013	Undisclosed	-	1 G650 (MSN 6051)	(N601GA, N650TP reserved 2/2013)
2013	Gulfstream Aerospace	-	1 G650 (MSN 6070)	(N670GA

				registered 23/1/2013)
2013	Gulfstream Aerospace	-	1 G650 (MSN 6077)	(N677GD registered 23/1/2013)
2013	Gulfstream Aerospace	-	1 G650 (MSN 6101)	(N611GA registered 3/4/2013)
2013	Gulfstream Aerospace	-	1 G650 (MSN 6107)	(N617GD registered 3/4/2013)
2013	Undisclosed	-	1 G650	(N523AC - seen at Long Beach 19/2/2013)
2013	Undisclosed	-	1 G650	(N999FH - seen at Long Beach 19/2/2013)
2013	Undisclosed	-	1 G650	(N901GA - seen at Savannah 6/11/2012)
2013 (Q4)	GainJet	-	1 G650	Originally scheduled for 2012 but put back due to the G650 accident
2013/2014	Gulfstream Aerospace	-	1 G550 (MSN 5473)	(N473GA registered 3/4/2013)
2013/2014	Gulfstream Aerospace	-	1 G550 (MSN 5475)	(N475GA registered 3/4/2013)
2013/2014	Gulfstream Aerospace	-	1 G550 (MSN 5483)	(N583GA registered 3/4/2013)
2014 (Q1)	28 East Group	-	1 G650	Will be operated from Geneva and Nassau
2014	WinAir	Taiwan	1 G650	-
2014/2015	Nanshan Jet	China	1 G650	Appeared at Airshow China 2012
?	SW Business Aviation	Azerbaijan	2 G280	-
?	SW Business Aviation	Azerbaijan	1 G650	-
?	Undisclosed	-	200 G650s	Confirmed by Larry Flynn