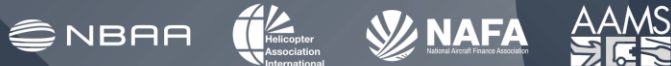




2021 Heli Market Trends

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2021 Heli Market Trends



Definitions

HELI MARKET TRENDS

This report covers twin engine preowned helicopter models in production and variants with recent preowned sales activity, all configurations (EMS, VIP, OGP,...)

RETAIL SALES

of preowned aircraft (units) sold to end-user, on & off market.
Does not include: sale of a new aircraft, lease, sale lease back, internal transaction, early buy-out, sale to government, sale for part-out...

SUPPLY FOR SALE

of preowned aircraft (units) available for sale on market

ABSORPTION RATE

Supply for sale divided by retail sales - time to exhaust the supply in a market if no further supply is added

$$\frac{\text{ABSORPTION RATE}}{\text{RATE}} = \frac{\text{\#AIRCRAFT FOR SALE}}{\text{\#AIRCRAFT SOLD}}$$

LIQUIDITY LINEUP

Ranking of preowned markets from most to least active in 2021, based on absorption rate, 2021 retail sales and active fleet size.

PRICING

USD

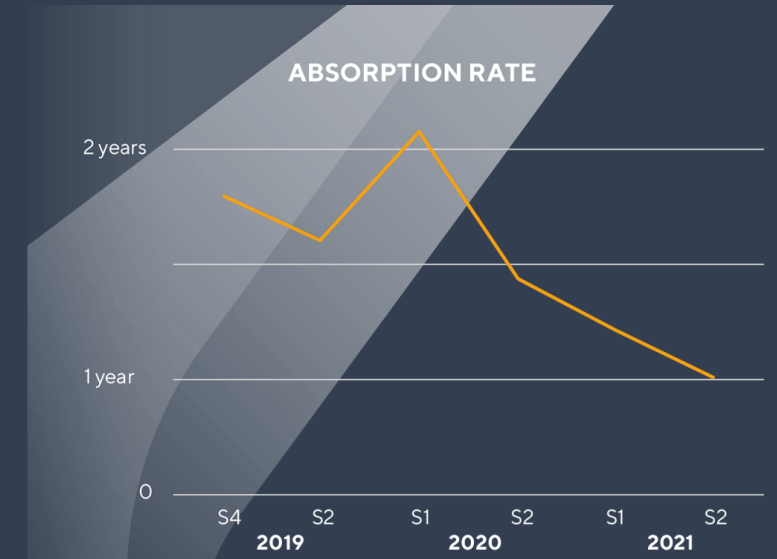
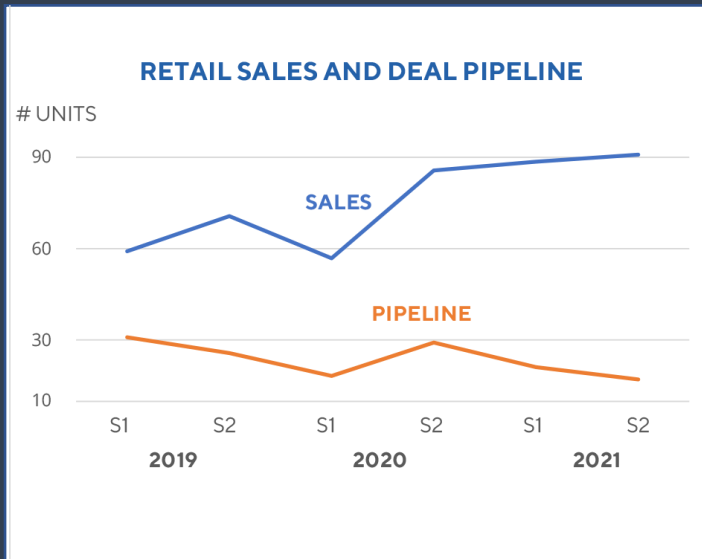
2021 Heli Market Trends



Key Metrics

2021 TREND vs 2020	RETAIL SALES VOLUME ON & OFF MARKET		ABSORPTION RATE 1 year -8 mth		Q4 2021 TREND vs Q4 2020	SUPPLY FOR SALE ON MARKET		DEAL PIPELINE 17 units
	179 units	\$550m				183 units	\$663m	
	+25%	+6%				-26%	-31%	-40%

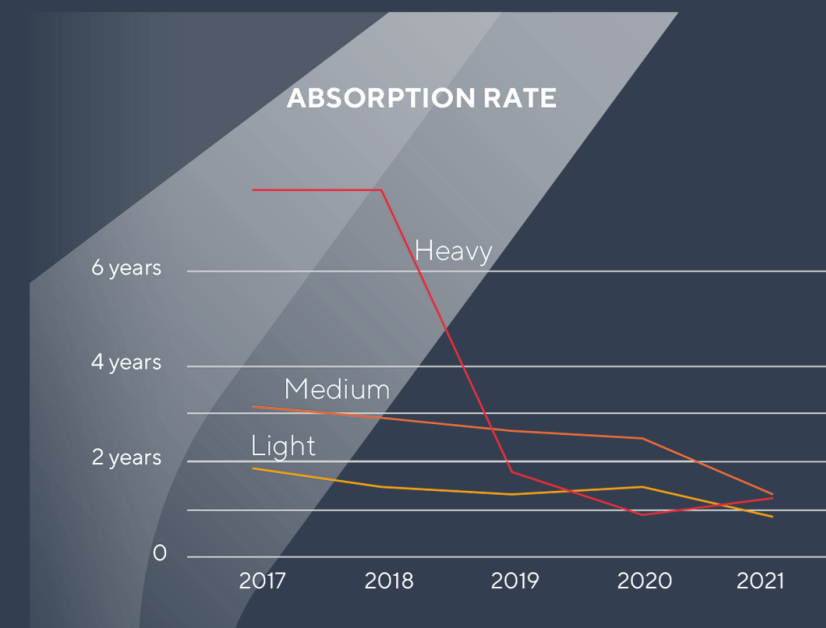
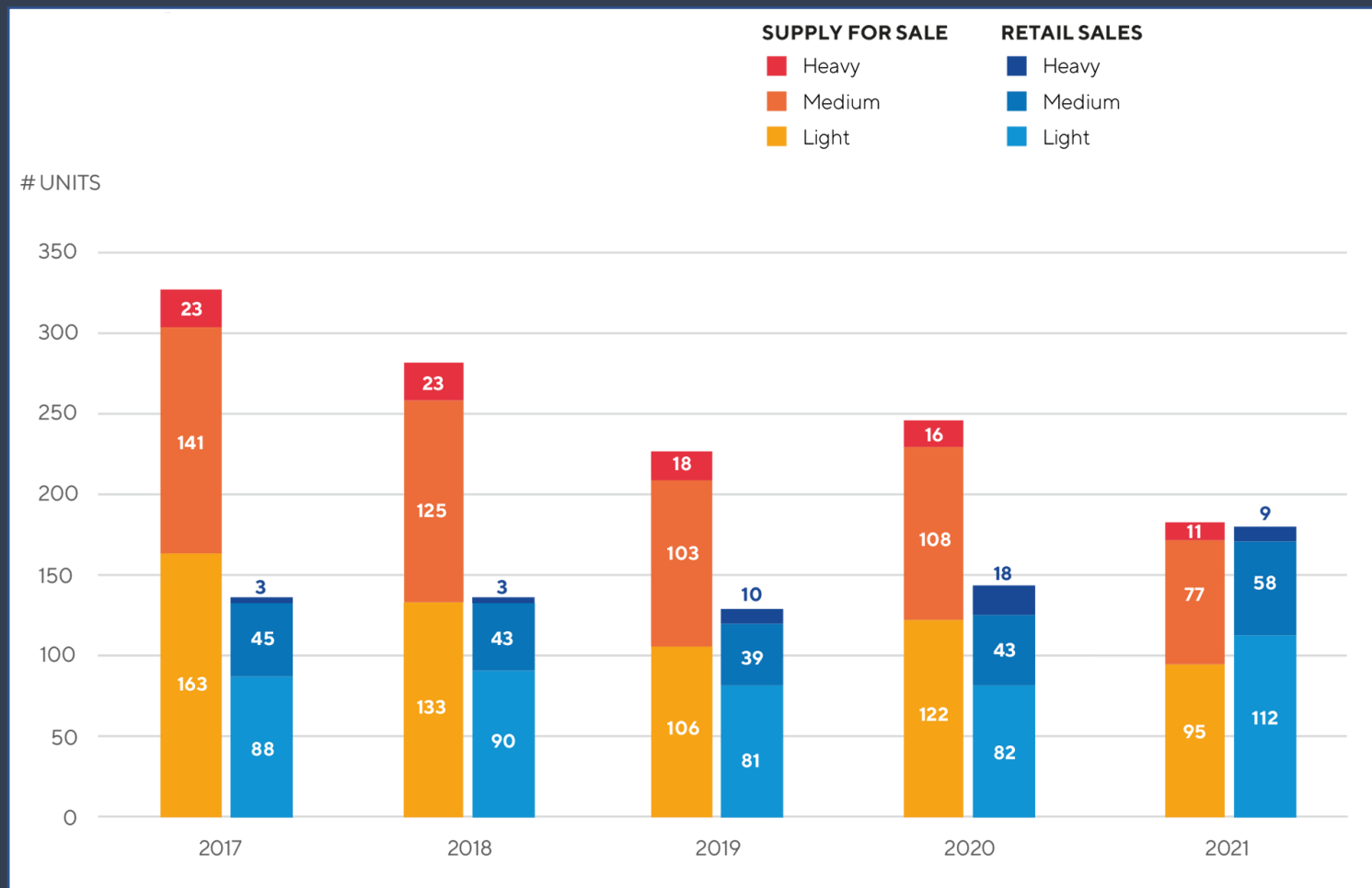
Semester Trends



2021 Heli Market Trends



Yearly Trends

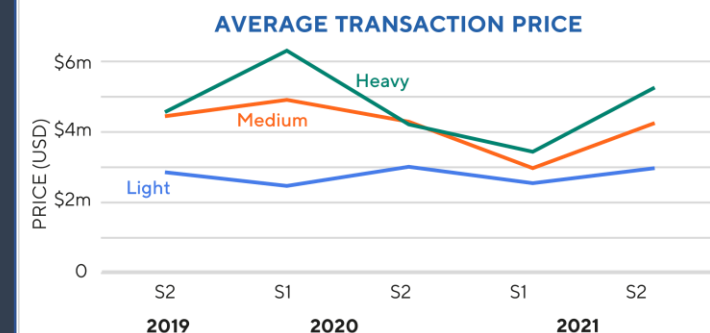
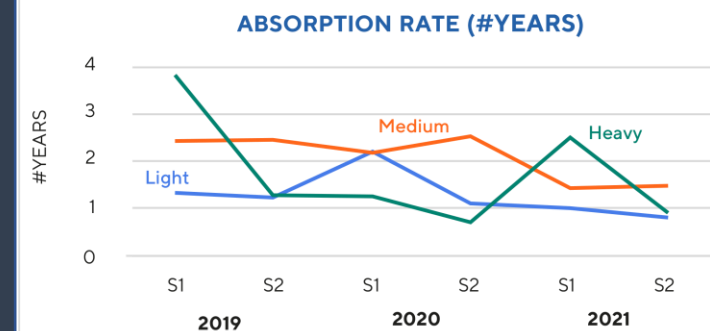
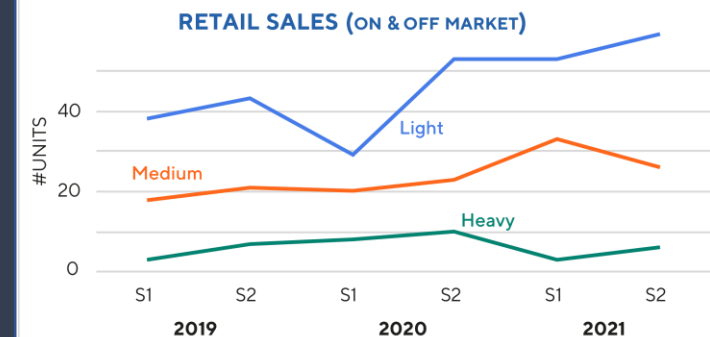


2021 Heli Market Trends



Asset Class Performance

		LIGHT	MEDIUM	HEAVY	OVERALL
Retail Sales 2021	Units Sold on + off market	112	58	9	179
	estimated \$	\$306m	\$202m	\$42m	\$550m (+6%)
Absorption Rate 2021		0.8 yrs	1.3 yrs	1.2 yrs	1 yr
Supply Q4 2021	Units For Sale on market	95	77	11	183
	estimated \$	\$231m	\$353m	\$79m	\$663m (-31%)

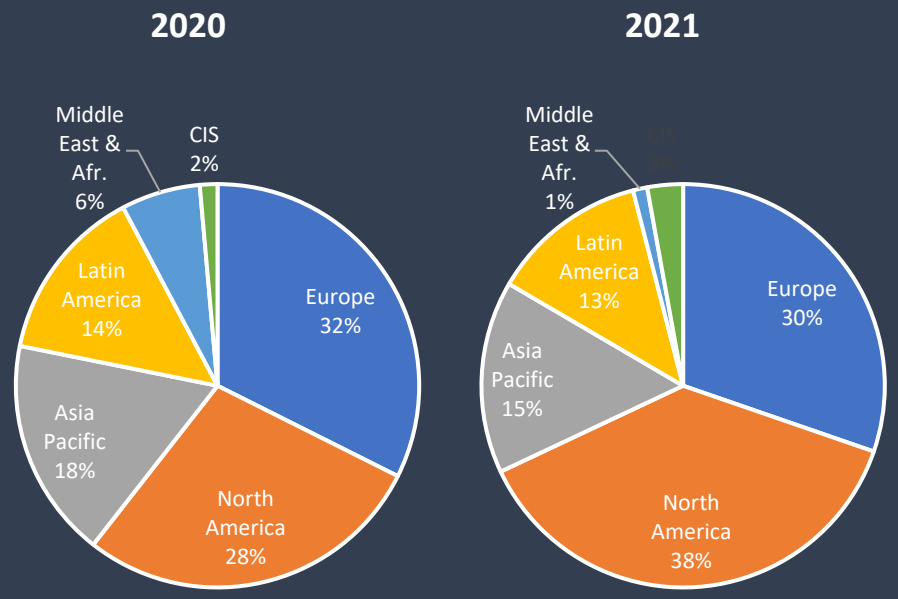


2021 Heli Market Trends

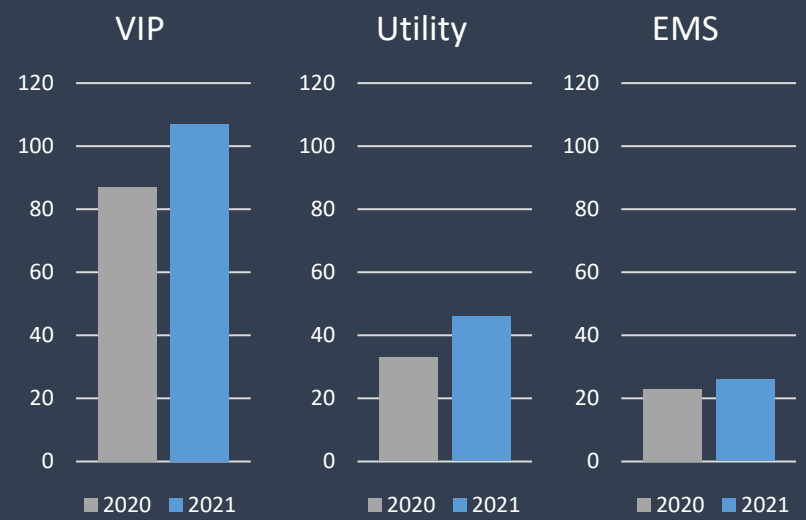


Regions & Configurations

Purchaser Location



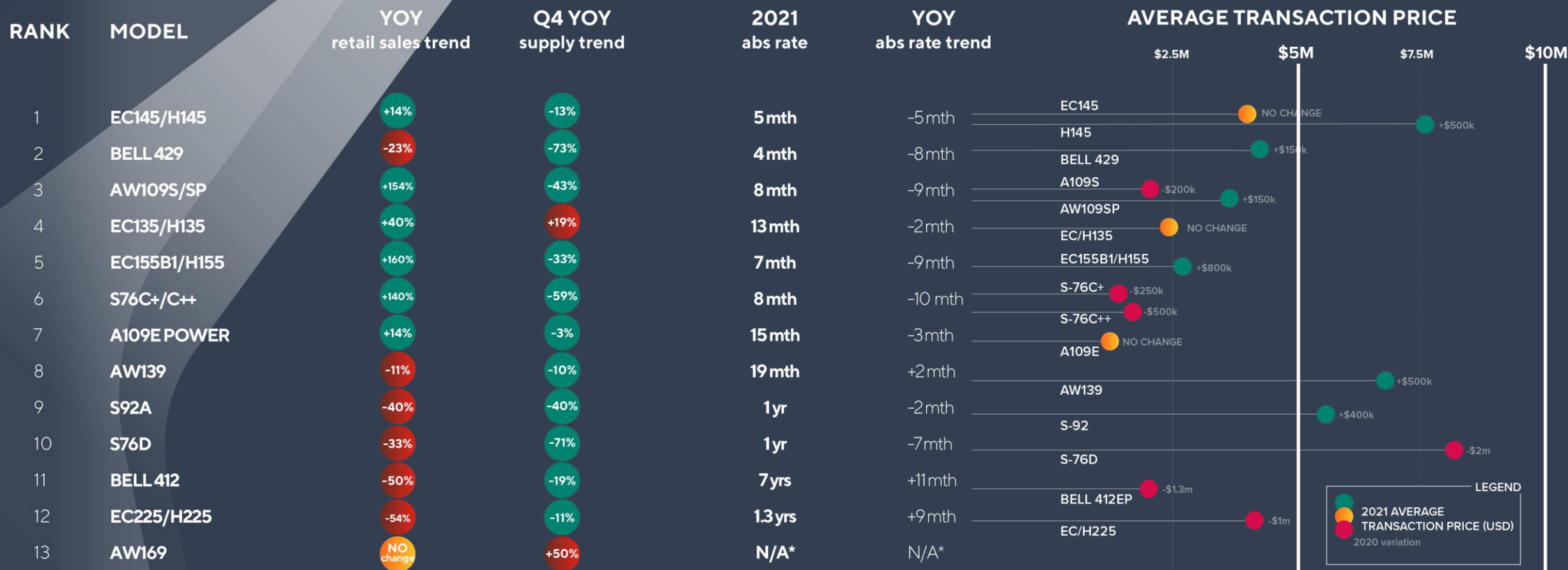
Retail Sales (#units) by Configuration



2021 Heli Market Trends



2021 Liquidity Lineup



*No preowned retail transactions

Super-medium not included because no preowned market.
All configurations (EMS, VIP, OGP, etc)

Questions?



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Emmanuel began selling fixed and rotary wing aircraft in 2004. In 2009, Emmanuel founded Heli Asset a firm dedicated to helicopter sales, which later merged with Avpro, a world leading aircraft brokerage firm. Emmanuel has completed hundreds of aircraft transactions, across the globe. In 2019, he co-founded Aero Asset with Valerie Pereira & William Sturm.



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