



DASSAULT FALCON 7X MARKET OVERVIEW

JUNE 2017



DASSAULT FALCON 7X MARKET OVERVIEW

JUNE 2017

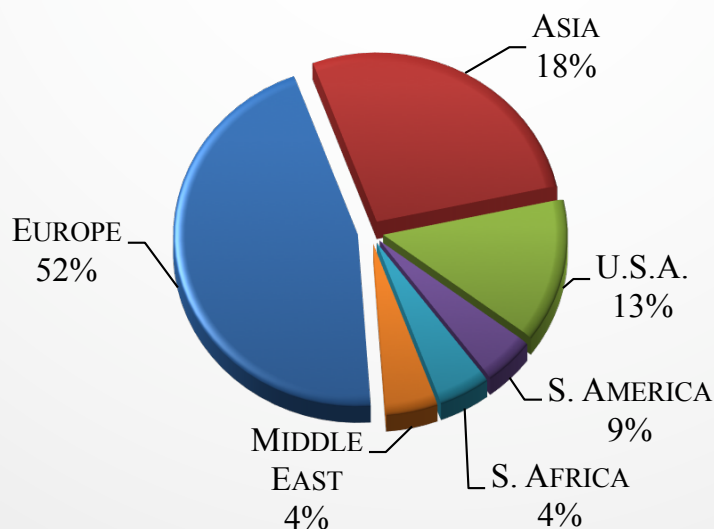
Currently, there are 23 Falcon 7Xs for sale of 269 aircraft, representing 9% of the active fleet.

CURRENT FALCON 7X MARKET SUMMARY

AIRCRAFT SUMMARY	LOW	HIGH	AVERAGE
ASKING PRICE	\$14,500,000	\$34,000,000	\$24,663,000
AIRFRAME TOTAL TIME	300	4,250	2,285
MANUFACTURE YEAR	2008	2014	2011
DAYS ON MARKET	4	1,175	398

FIGURES BASED ON ASKING PRICES, NOT SALES PRICES. BASED ON 23 AIRCRAFT PRICES AND 23 AIRCRAFT FOR SALE

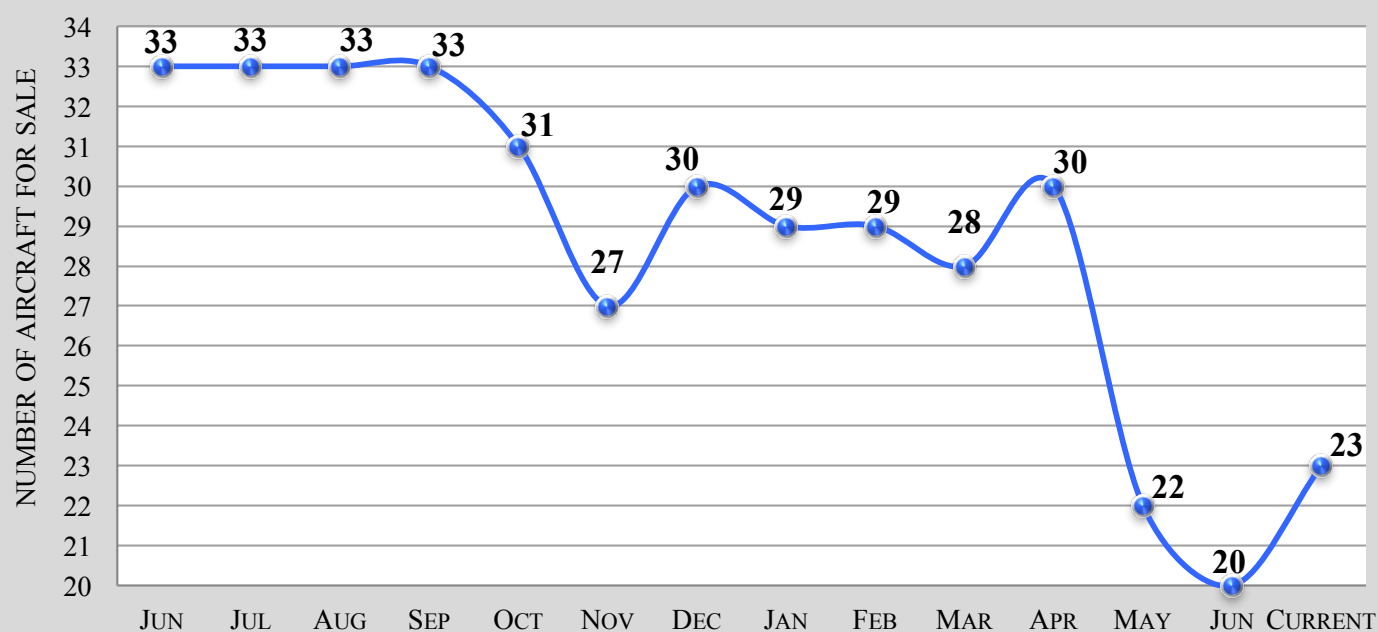
CURRENT FALCON 7X MARKET BY SELLER LOCATION



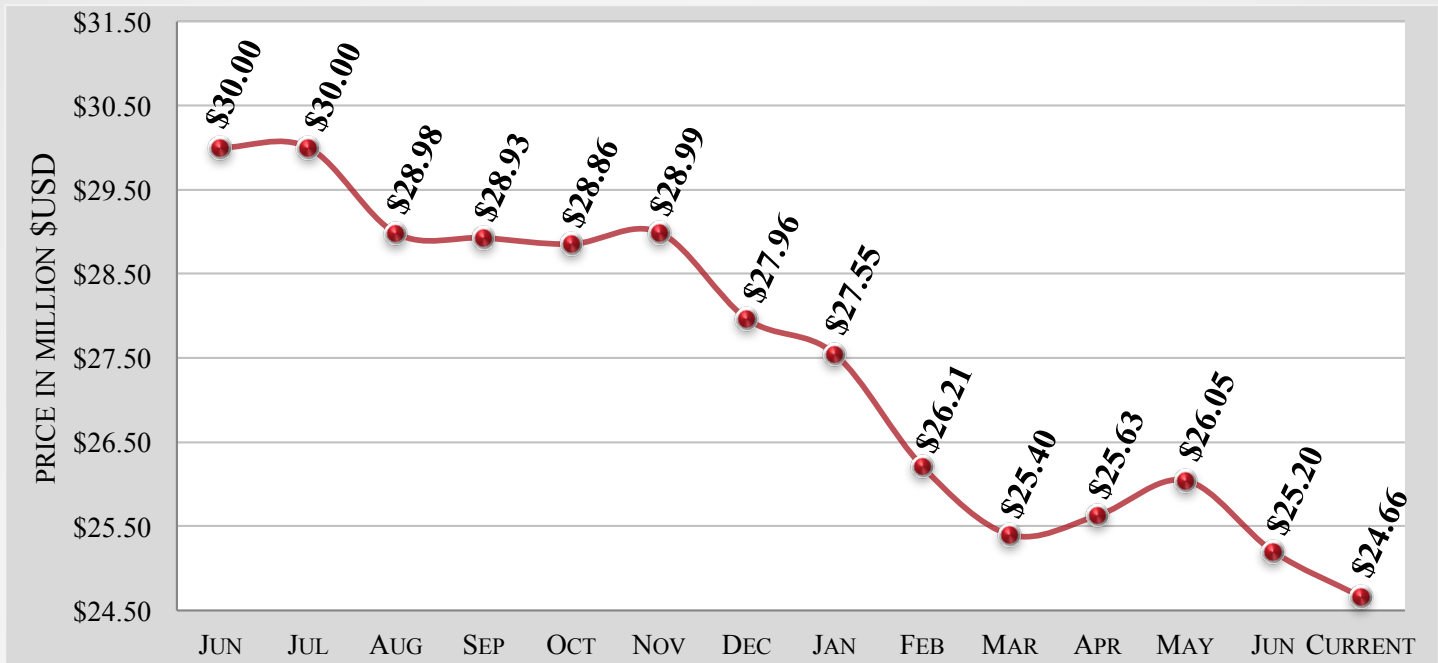
FALCON 7X – 6 MONTH MARKET HISTORY

MONTH	FEB	MAR	APR	MAY	JUNE	CURRENT	AVERAGE
AVERAGE ASK PRICE	\$26.2M	\$25.4M	\$25.6M	\$26.0M	\$25.2M	\$24.6M	\$25.5M
NUMBER FOR SALE	29	28	30	22	20	23	25
ACTIVE FLEET	264	264	264	269	269	269	267
PERCENTAGE FOR SALE	11%	11%	11%	8%	7%	9%	10%
AVERAGE YEAR	2011	2011	2011	2011	2011	2011	2011
AVERAGE DAYS ON MARKET	372	364	397	379	381	398	382
AVERAGE AIRFRAME TIME	2,081	2,165	2,061	1,980	2,113	2,285	2,114
TRANSACTIONS	1	1	0	3	4	TBD	9 TOTAL

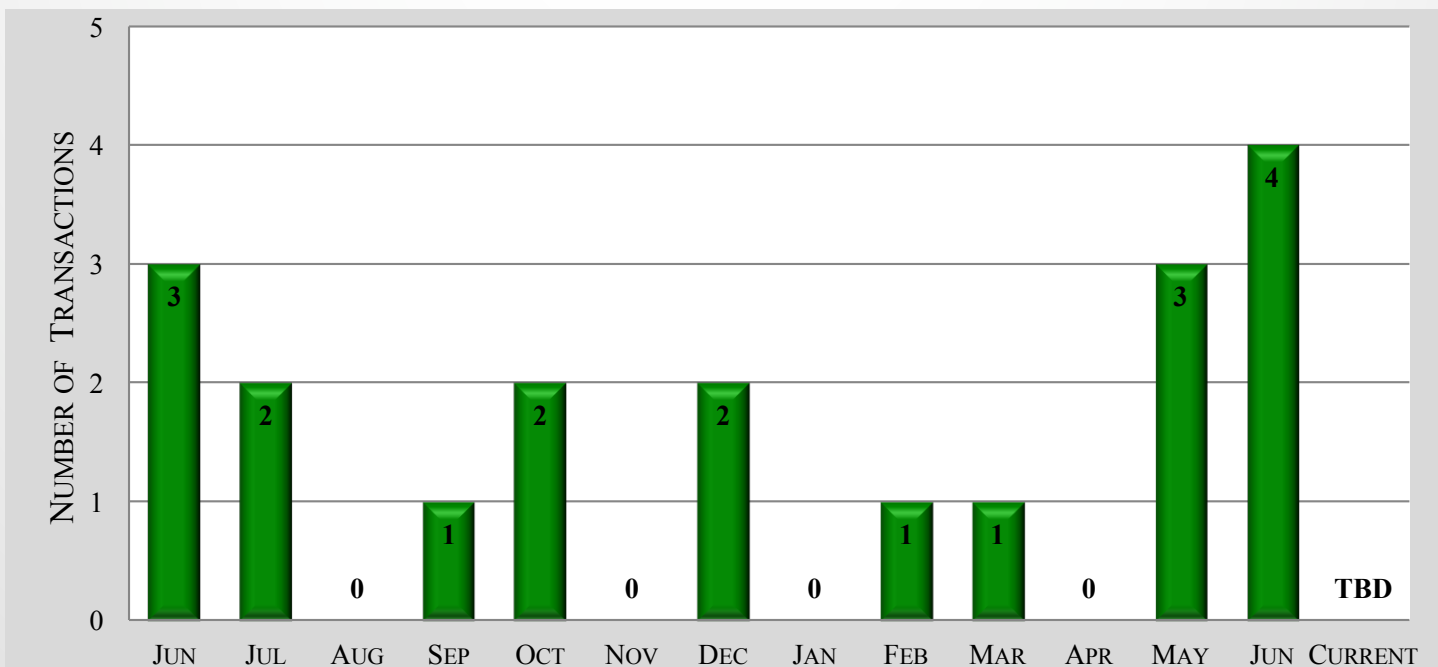
FALCON 7X – 12 MONTH FOR SALE INVENTORY HISTORY



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	\$19,000,000	\$16,863,000	-\$1,776,000
2008	\$20,000,000	\$17,751,000	-\$1,775,000
2009	\$21,000,000	\$18,639,000	-\$1,775,000
2010	\$23,000,000	\$20,414,000	-\$1,775,000
2011	\$26,000,000	\$23,076,000	-\$2,663,000
2012	\$28,000,000	\$24,851,000	-\$2,663,000
2013	\$32,000,000	\$28,402,000	-\$2,662,000
2014	\$35,000,000	\$31,064,000	-\$3,550,000
2015	\$39,000,000	\$34,614,000	-\$4,438,000
2016	\$45,000,000	\$39,940,000	-\$5,325,000

The above data is valid from March through June.

FALCON 7X – VREF VALUATIONS

YEAR	AVERAGE RETAIL	AVERAGE WHOLESALE	TREND
2007	\$18,000,000	\$16,020,000	NO CHANGE
2008	\$19,000,000	\$16,910,000	NO CHANGE
2009	\$20,500,000	\$18,245,000	NO CHANGE
2010	\$22,500,000	\$20,025,000	NO CHANGE
2011	\$25,000,000	\$22,250,000	NO CHANGE
2012	\$28,000,000	\$24,920,000	NO CHANGE
2013	\$31,000,000	\$27,590,000	-\$1,000,000
2014	\$35,000,000	\$31,150,000	-\$1,000,000
2015	\$38,000,000	\$34,200,000	-\$1,000,000
2016	\$46,000,000	\$41,400,000	-\$2,000,000

The above data is valid from March through June.

FALCON 7X – MARKET DETAILS AS OF JUNE 2017

ARRANGED BY YEAR

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2008	385	\$14,500,000	2,885	Europe
2009	4	\$17,900,000	4,310	Europe
2009	238	\$17,900,000	4,250	U.S.A.
2009	1,175	\$20,000,000	3,140	Europe
2009	554	\$16,500,000	2,231	Europe
2009	478	\$20,995,000	3,888	Europe
2009	876	\$19,500,000	3,800	Europe
2010	127	\$22,500,000	2,084	Asia
2010	431	\$24,950,000	1,777	Europe
2010	816	\$29,930,000	1,040	Asia
2011	97	\$25,500,000	1,053	Middle East
2011	147	\$24,900,000	2,341	Europe
2011	1,001	\$24,950,000	2,223	U.S.A.
2012	n/a	\$27,500,000	1,700	Europe
2012	n/a	\$26,000,000	1,762	S. America
2012	441	\$21,500,000	2,500	U.S.A.
2012	54	\$29,000,000	2,625	S. Africa
2012	859	\$30,000,000	1,370	Europe
2012	229	\$24,500,000	3,251	Europe
2012	43	\$28,000,000	1,398	Europe
2013	273	\$32,800,000	300	Asia
2013	40	\$34,000,000	2,068	S. America
2014	83	\$32,995,000	565	Asia

FALCON 7X – MARKET DETAILS AS OF JUNE 2017

ARRANGED BY DAYS ON MARKET

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2009	4	\$17,900,000	4,310	Europe
2013	40	\$34,000,000	2,068	S. America
2012	43	\$28,000,000	1,398	Europe
2012	54	\$29,000,000	2,625	S. Africa
2014	83	\$32,995,000	565	Asia
2011	97	\$25,500,000	1,053	Middle East
2010	127	\$22,500,000	2,084	Asia
2011	147	\$24,900,000	2,341	Europe
2012	229	\$24,500,000	3,251	Europe
2009	238	\$17,900,000	4,250	U.S.A.
2013	273	\$32,800,000	300	Asia
2008	385	\$14,500,000	2,885	Europe
2010	431	\$24,950,000	1,777	Europe
2012	441	\$21,500,000	2,500	U.S.A.
2009	478	\$20,995,000	3,888	Europe
2009	554	\$16,500,000	2,231	Europe
2010	816	\$29,930,000	1,040	Asia
2012	859	\$30,000,000	1,370	Europe
2009	876	\$19,500,000	3,800	Europe
2011	1,001	\$24,950,000	2,223	U.S.A.
2009	1,175	\$20,000,000	3,140	Europe
2012	n/a	\$27,500,000	1,700	Europe
2012	n/a	\$26,000,000	1,762	S. America

FALCON 7X – MARKET DETAILS AS OF JUNE 2017

ARRANGED BY ASKING PRICE

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2008	385	\$14,500,000	2,885	Europe
2009	554	\$16,500,000	2,231	Europe
2009	4	\$17,900,000	4,310	Europe
2009	238	\$17,900,000	4,250	U.S.A.
2009	876	\$19,500,000	3,800	Europe
2009	1,175	\$20,000,000	3,140	Europe
2009	478	\$20,995,000	3,888	Europe
2012	441	\$21,500,000	2,500	U.S.A.
2010	127	\$22,500,000	2,084	Asia
2012	229	\$24,500,000	3,251	Europe
2011	147	\$24,900,000	2,341	Europe
2010	431	\$24,950,000	1,777	Europe
2011	1,001	\$24,950,000	2,223	U.S.A.
2011	97	\$25,500,000	1,053	Middle East
2012	n/a	\$26,000,000	1,762	S. America
2012	n/a	\$27,500,000	1,700	Europe
2012	43	\$28,000,000	1,398	Europe
2012	54	\$29,000,000	2,625	S. Africa
2010	816	\$29,930,000	1,040	Asia
2012	859	\$30,000,000	1,370	Europe
2013	273	\$32,800,000	300	Asia
2014	83	\$32,995,000	565	Asia
2013	40	\$34,000,000	2,068	S. America

FALCON 7X – MARKET DETAILS AS OF JUNE 2017

ARRANGED BY TOTAL TIME ON AIRFRAME

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	273	\$32,800,000	300	Asia
2014	83	\$32,995,000	565	Asia
2010	816	\$29,930,000	1,040	Asia
2011	97	\$25,500,000	1,053	Middle East
2012	859	\$30,000,000	1,370	Europe
2012	43	\$28,000,000	1,398	Europe
2012	n/a	\$27,500,000	1,700	Europe
2012	n/a	\$26,000,000	1,762	S. America
2010	431	\$24,950,000	1,777	Europe
2013	40	\$34,000,000	2,068	S. America
2010	127	\$22,500,000	2,084	Asia
2011	1,001	\$24,950,000	2,223	U.S.A.
2009	554	\$16,500,000	2,231	Europe
2011	147	\$24,900,000	2,341	Europe
2012	441	\$21,500,000	2,500	U.S.A.
2012	54	\$29,000,000	2,625	S. Africa
2008	385	\$14,500,000	2,885	Europe
2009	1,175	\$20,000,000	3,140	Europe
2012	229	\$24,500,000	3,251	Europe
2009	876	\$19,500,000	3,800	Europe
2009	478	\$20,995,000	3,888	Europe
2009	238	\$17,900,000	4,250	U.S.A.
2009	4	\$17,900,000	4,310	Europe

FALCON 7X – MARKET DETAILS AS OF JUNE 2017

ARRANGED BY LOCATION

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION
2013	273	\$32,800,000	300	Asia
2014	83	\$32,995,000	565	Asia
2010	816	\$29,930,000	1,040	Asia
2010	127	\$22,500,000	2,084	Asia
2012	859	\$30,000,000	1,370	Europe
2012	43	\$28,000,000	1,398	Europe
2012	n/a	\$27,500,000	1,700	Europe
2010	431	\$24,950,000	1,777	Europe
2009	554	\$16,500,000	2,231	Europe
2011	147	\$24,900,000	2,341	Europe
2008	385	\$14,500,000	2,885	Europe
2009	1,175	\$20,000,000	3,140	Europe
2012	229	\$24,500,000	3,251	Europe
2009	876	\$19,500,000	3,800	Europe
2009	478	\$20,995,000	3,888	Europe
2009	4	\$17,900,000	4,310	Europe
2011	97	\$25,500,000	1,053	Middle East
2012	54	\$29,000,000	2,625	S. Africa
2012	n/a	\$26,000,000	1,762	S. America
2013	40	\$34,000,000	2,068	S. America
2011	1,001	\$24,950,000	2,223	U.S.A.
2012	441	\$21,500,000	2,500	U.S.A.
2009	238	\$17,900,000	4,250	U.S.A.

FALCON 7X – MARKET DETAILS AS OF JUNE 2017

RECENT CHANGES TO FOR-SALE INVENTORY

YEAR	DAYS ON MARKET	ASK PRICE	AIRFRAME TOTAL TIME	LOCATION	STATUS
2008	529	\$16,000,000	4,621	Europe	Deal Pending 2017-06
2008	708	\$18,400,000	2,016	S. America	Withdrawn 2017-06
2010	119	\$19,995,000	1,850	Europe	Deal Pending 2017-07
2011	515	\$20,250,000	3,111	Europe	Leased 2017-06
2011	399	\$24,250,000	1,947	Europe	Deal Pending 2017-06
2012	122	\$16,000,000	2,256	Middle East	Sold 2017-06
2011	1027	\$28,000,000	1,374	Middle East	Sold 2017-06
2012	298	\$24,495,000	1,943	Europe	Deal Pending 2017-07
2012	138	\$26,975,000	3,262	Europe	Deal Pending 2017-06
2013	358	\$34,750,000	517	Europe	Sold 2017-06
2013	436	\$36,000,000	842	Asia	Withdrawn 2017-06
2014	584	\$33,000,000	476	Asia	Withdrawn 2017-06

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



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 June depict objects or elements that are protected by third party copyright, trademarks and other intellectual property rights. © Altus Aviation 2016. All rights reserved.