

Q4 2018 BUSINESS AVIATION INDEX



INTRODUCTION

The JSSI Business Aviation Index tracks and reports on the global flight activity and utilization of approximately 2,000 business aircraft, including jets, turboprops and helicopters. The report calculates the average flight hours flown per aircraft on a monthly basis and organizes this data into several key categories.

The JSSI Business Aviation Index is broken into four primary categories: Industry, Aircraft Type, Geographical Region and Aircraft Age. The data presented in this report is subject to the core variables in our business.

These variables include, but are not limited to: accurate and timely flight hour reporting; customer addition and attrition; fleet demographic changes, such as fleet size or aircraft class; and any geopolitical events that may inhibit timely or accurate data collection. The JSSI Business Aviation Index has been further expanded to include financial ratings of the same segments in which flight hour activity is categorized. This financial rating methodology has been developed by JSSI and leverages a proprietary method of tracking, reporting and analyzing relevant data.

The data evaluates and determines both the Client Performance Score (CPS) and relevant trends. The *CPS* is a metric for each JSSI contract, derived from two components: 1) the average days to report flight hours, and 2) the average days to pay open invoices—both over a rolling 12-month period.

Trending using performance scores looks back by quarter over the last 12 months. A 12-month trend factor is assigned to indicate the number of aging categories in which a particular contract has either improved, or regressed, during the period.

ABOUT

For 30 years, Jet Support Services, Inc. (JSSI), has been the leading independent provider of maintenance programs to the business aviation industry, covering virtually all makes and models of business aircraft, engines, and APUs.

JSSI provides customers with comprehensive, flexible and affordable financial programs and tools for managing the often unpredictable costs of operating and maintaining nearly all types of turbinepowered aircraft, including business and commercial jets, turboprops and helicopters. JSSI serves customers globally and manages maintenance services through its worldwide infrastructure of certified technical advisors.

JSSI has always been deeply committed to providing clients and the industry with the highest standard of service and excellence. The JSSI team adds further value by developing the most innovative products and services and expanding into new markets. JSSI publishes a quarterly Business Aviation Index to track flight hours and financial performance of business and commercial aircraft by region, industry and cabin type.

Flight hour activity provides powerful and unique insights into the state of the global economy. The information provided in this report could include technical or other mistakes or inaccuracies. JSSI makes no representations regarding the quality, accuracy, completeness or suitability of the materials on this or any other report, and disclaims any duty to keep this information current or accurate.





WELCOME MESSAGE

Welcome to the Q4 2018 JSSI Business Aviation Index.

Despite the dramatic market swings that defined the end of the year, flight hours were up significantly for both the quarter and the year, contributing to 2018 being one of the strongest years in a decade. We have seen flight activity increase worldwide and a growing demand for private travel.

Average flight hours were up 4.9 percent year to date and increased 4.7 percent compared to the same period in 2017.

The JSSI Business Aviation Index tracks and reports on the global flight activity and utilization of approximately 2,000 business aircraft. Each report summarizes the average flight hours flown per aircraft on a monthly basis and organizes this data into key categories and regions.

We hope that you find the report valuable as you analyze current market conditions and how they impact your business.

Regards,

Neil W. Book President and CEO

If you would like to discuss any of the data points or results in more detail, or would like to use this data in your reports, please contact:

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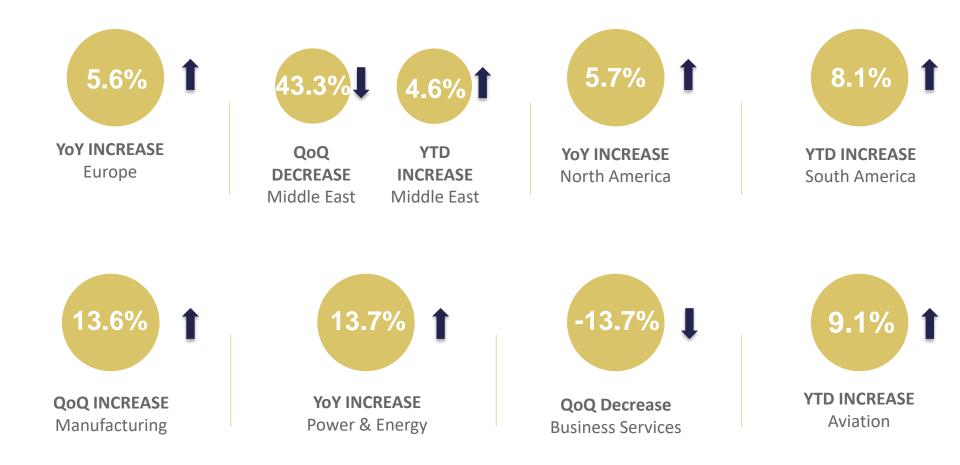


Q4 2018 Results

Quarter-Over-Quarter (QoQ) Change -4.0% Year-Over-Year (YoY) Change **4.7%** Year-to-Date (YTD) Change **4.9%**

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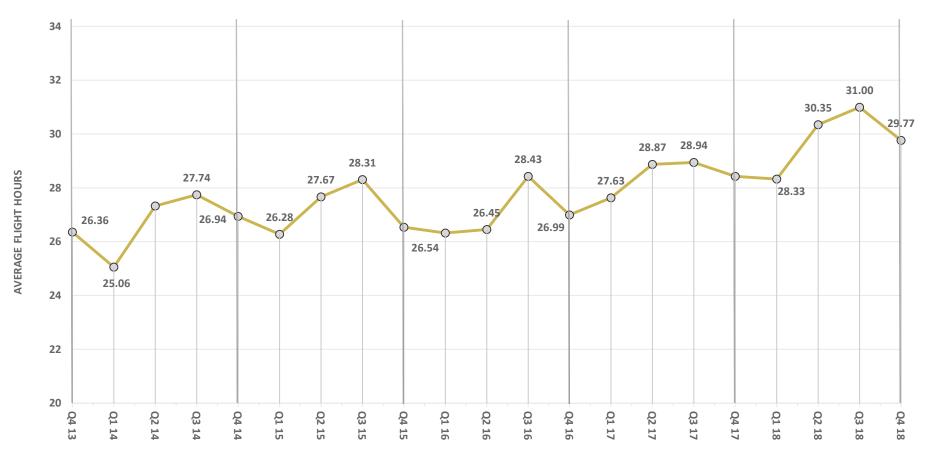




Q4 2018 Average Flight Hours QoQ



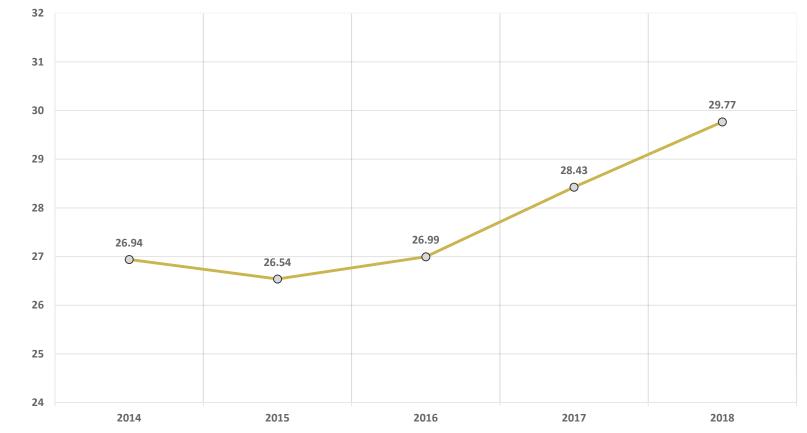
Average flight activity for the year dropped for the first time in Q4. Utilization typically drops in the final quarter of the year and this historical trend continued in 2018. This dip follows record levels of flight activity in the previous two quarters. While average flight utilization was slightly under 30 hours, activity still remained at the highest levels since 2008.



Q4 2018 Average Flight Hours YoY



Flight activity continued to grow in 2018 when compared to the same period in 2017. YoY utilization increased 4.7% from 2017 to 2018, aided by strong activity in Q2 and Q3. Despite an expected utilization decrease in Q4, hours remained high when compared to the previous year. YTD activity in 2018 was up 4.9% compared to 2017.



Q4 2018 Flight Hour Activity by Industry



The JSSI Business Aviation Index tracks nine major industries. The report defines these industries as follows:

Aviation—Companies in this industry include those with a primary purpose to generate revenue through private charter or aviation-related services. It also includes companies with a core focus in aviation manufacturing, design or development.

Business Services—Companies in this industry include marketing and advertising, consulting, legal services, logistics and shipping, human resources, staffing, leasing, security, outsourcing, and facility management.

Construction—Companies in this industry include residential and commercial construction, bridge and roadway construction, excavations, demolitions, and large-scale services supporting the construction industry.

Consumer Goods—Companies that relate to items purchased by individuals and includes companies involved with food production, packaged goods, clothing, beverages, automobiles and electronics.

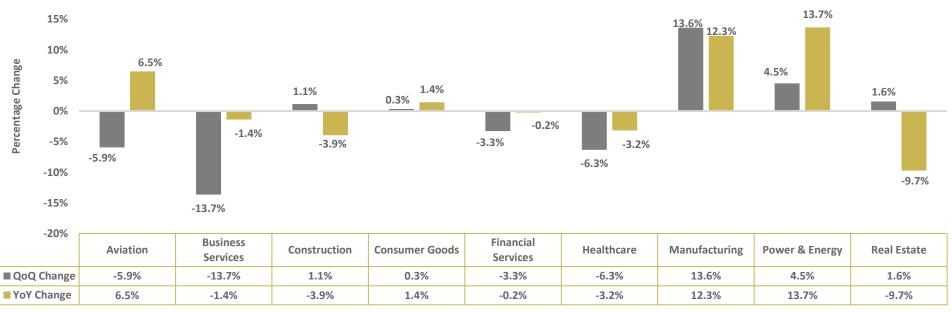
Financial Services—Companies that manage money, such as credit unions, banks, credit-card companies, insurance companies, accountancy companies, consumer-finance companies, stock brokerages, and investment funds.

Healthcare—Companies that provide goods and services that are used to treat patients, including hospitals, pharmaceutical companies, rehabilitation companies, or other service providers directly related to the medical system.

Manufacturing—Companies that engage in the mechanical, physical, or chemical transformation of materials, substances, or components that support the production of a final product.

Power & Energy—Companies that produce coal, oil, natural gas or electricity, as well as other service providers directly related to the creation or development of power and energy.

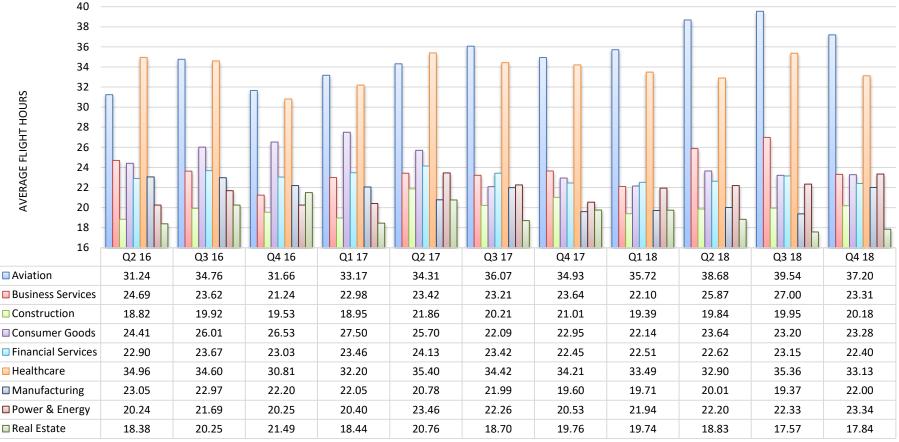
Real Estate—Companies that consist of land and building ownership and companies involved in the buying, selling, or leasing of retail or personal properties.



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Q4 2018 Flight Hour Activity by Industry QoQ

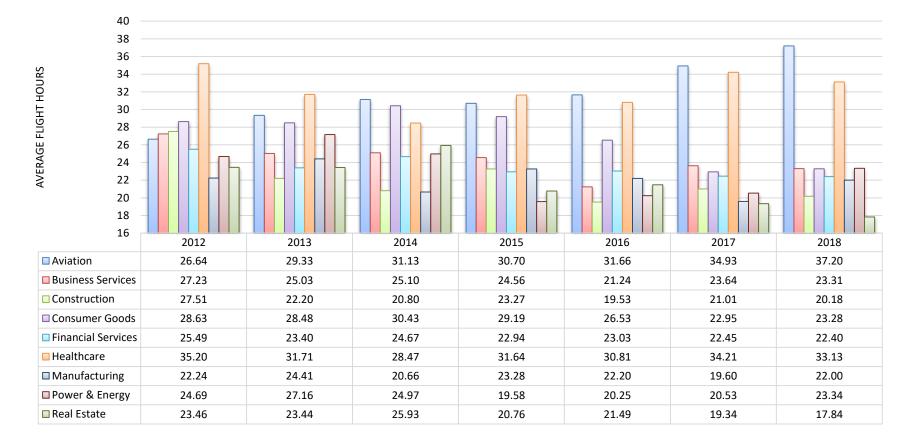
Of the nine industries analyzed within this report, five reported an increase and four reported a decrease in QoQ flight activity. Decreases were seen in the Aviation sector, which reported a 5.9% reduction in flight hours; the Business Services sector, which reported a 13.7% reduction in flight hours; the Financial Services sector, which reported a 3.3% reduction in flight hours; and the Health Care sector, which reported a 6.3% reduction in flight activity. The Manufacturing sector reported the strongest growth, with a 13.6% increase over Q3. Additional increases were seen in Construction, with a 1.1% increase; Consumer Goods with a 0.3% increase; Power & Energy, with a 4.5% increase; and Real Estate, with a 1.6% increase.



Q4 2018 Flight Hour Activity by Industry YoY



The overall 4.7% YoY increase was driven by Manufacturing and Power & Energy, with both sectors posting double-digit utilization increases of 12.3% and 13.7% respectively. The largest decreases in flight activity were seen in the Construction and Real Estate industries, which reported YoY decreases of 3.9% and 9.7% respectively.

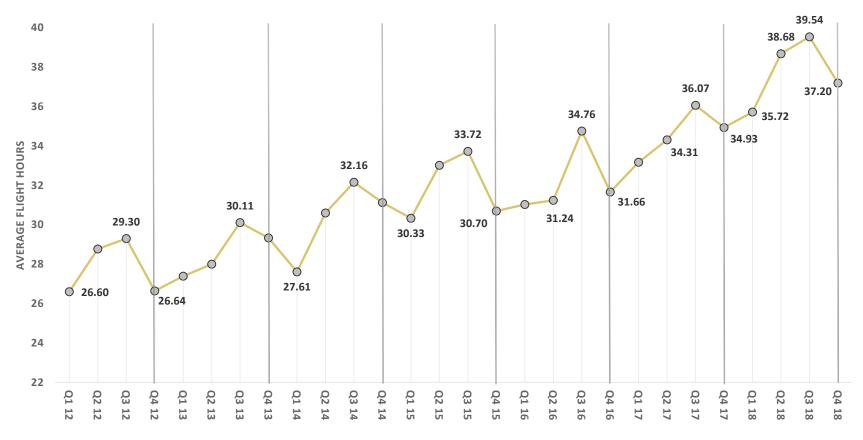


Q4 2018 Flight Hour Activity by Industry—Aviation

The Aviation sector reported a decrease in QoQ activity, with average flight hours down 5.9%. While QoQ activity decreased, activity increased 6.5% in comparison to Q4 2017. Overall, the Aviation sector's utilization was up 9.1% compared to 2017.





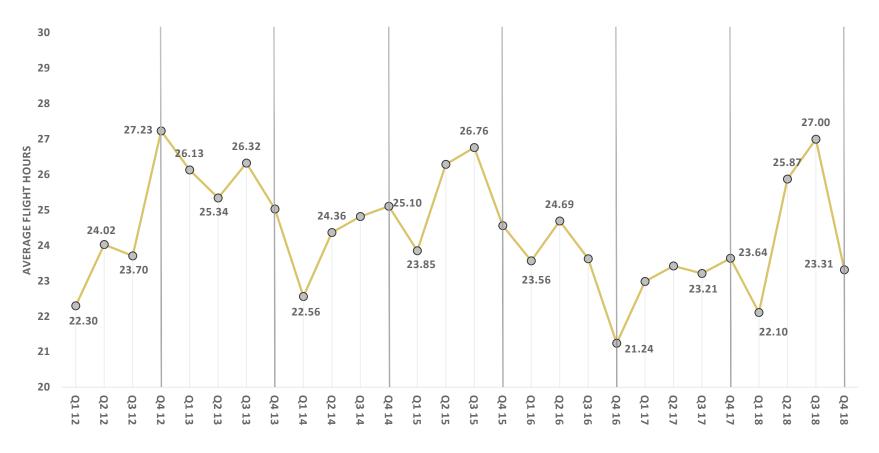


Q4 2018 Flight Hour Activity by Industry—Business Services



The Business Services sector reported a strong utilization rebound in Q2 and Q3 of 2018. Q4 followed this with a significant reduction in QoQ utilization and a 13.7% decrease in average hours. Similarly, utilization was down 1.4% in comparison to Q4 2017. While QoQ and YoY numbers struggled in Q4, YTD utilization in this sector was up 5.4%.





Q4 2018 Flight Hour Activity by Industry—Construction



The Construction industry reported a 1.1% QoQ increase. With minimal changes in utilization throughout 2018 in this sector, utilization was 3.9% lower in comparison to Q4 of 2017 and 3.3% YTD when compared to 2017.

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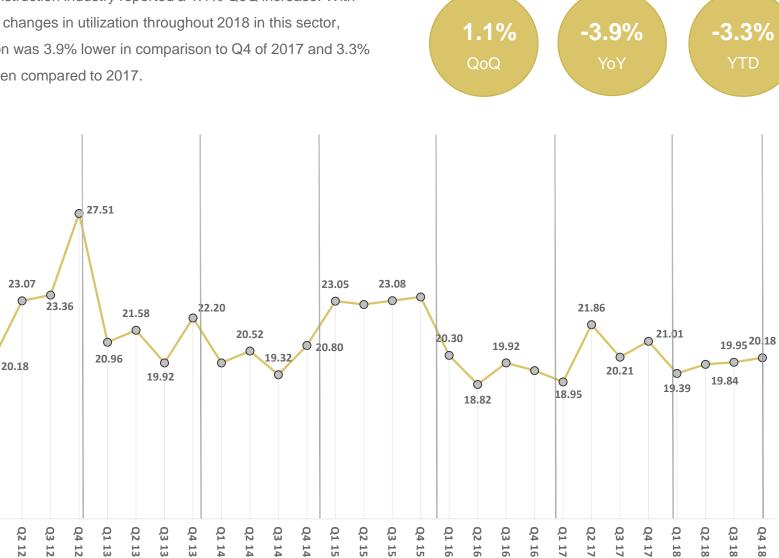
16

14

12

Q1 12

AVERAGE FLIGHT HOURS



Q4 2018 Flight Hour Activity by Industry—Consumer Goods



The Consumer Goods industry reported a 0.3% QoQ increase in utilization in Q4. While flight hours in this sector increased 1.4% YoY, activity in 2018 as a whole was 6.1% lower when compared to 2017.

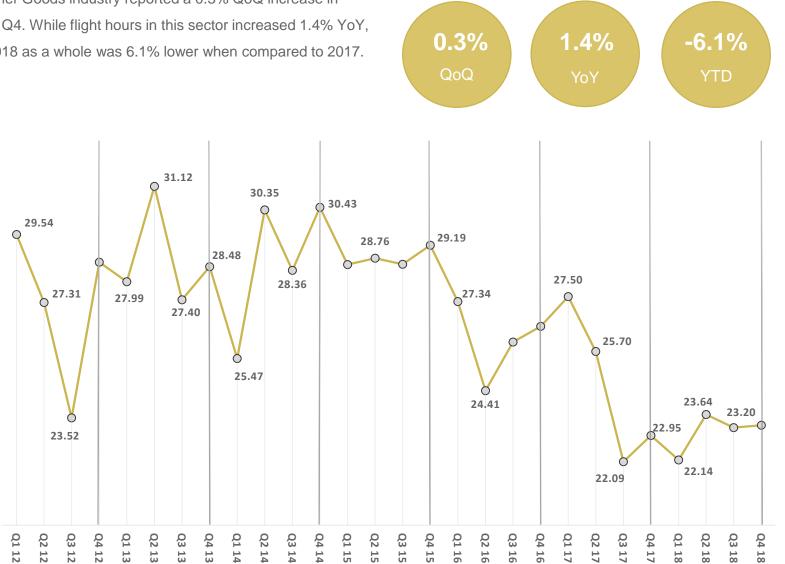
32

30

AVERAGE FLIGHT HOURS 55 57 57

22

20



Q4 2018 Flight Hour Activity by Industry—Financial Services



The Financial Services sector reported a 3.3% QoQ decrease in flight hours in Q4 of 2018. Flight hours reported only minor changes YoY, with activity decreasing 0.2%. YTD utilization for this sector was down 3.0%.

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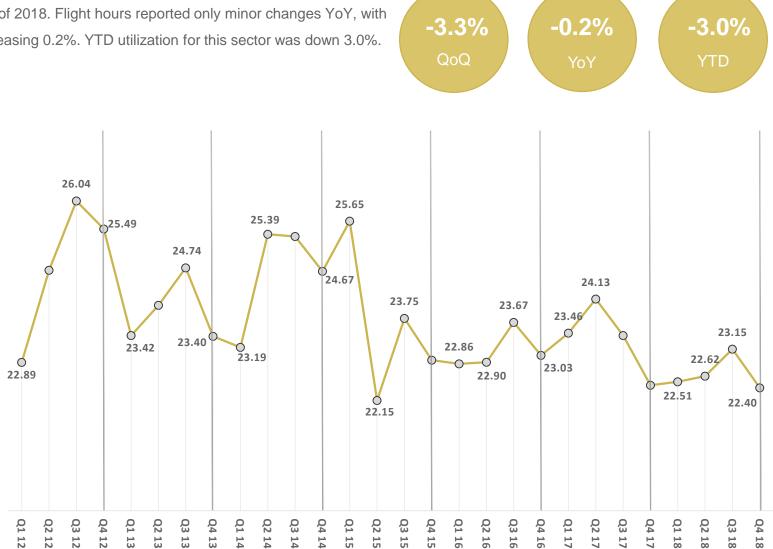
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AVERAGE FLIGHT HOURS



Q4 2018 Flight Hour Activity by Industry—Healthcare

The Healthcare industry reported a 6.3% decrease in utilization QoQ following a strong rebound in Q3. YoY utilization was 3.2% lower and YTD activity was 1.0% lower than 2017.

-6.3% -3.2% -1.0% QoQ 40 38.14 36.41 37 35.40 35.43 35.36 34.96 34.60 35.04 C 0 035.20 \bigcirc 34.42 \bigcirc **AVERAGE FLIGHT HOURS** 34.03 33.57 34 33.49 34.53 \bigcirc 32.11 \bigcirc 32.90 \bigcirc Ó 32.20 32.38 31.71 Ŏ 30.65 \cap 31.64 31 31.36 31.36 Ó 30.81 28.47 28 25 Q1 12 Q4 15 Q4 16 Q3 12 Q4 12 Q1 13 Q3 13 Q4 13 Q1 14 Q2 14 Q3 14 Q4 14 Q1 15 Q2 15 Q3 15 Q1 16 Q2 16 Q3 16 Q1 17 Q2 17 Q3 17 Q4 17 Q1 18 Q2 18 Q2 Q2 13 Q 12 18

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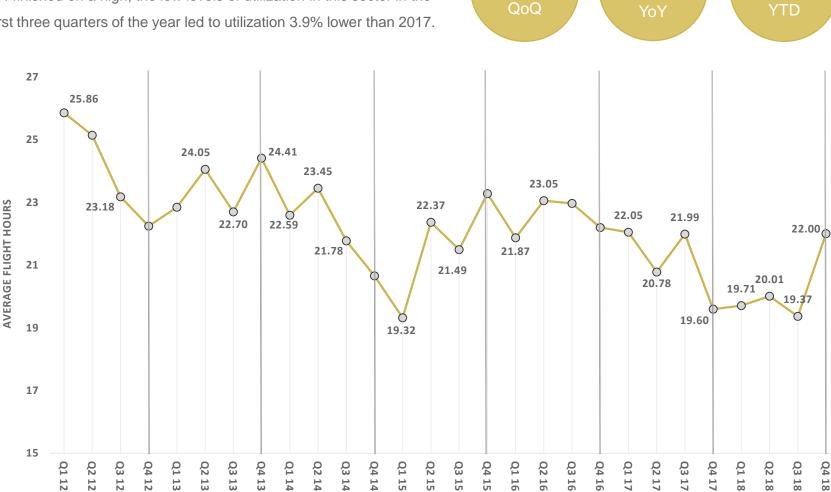
33 13

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Q4 18

Q4 2018 Flight Hour Activity by Industry—Manufacturing

The Manufacturing sector reported the strongest QoQ increase of any sector with utilization increasing 13.6%. The YoY comparison echoed a similar result with activity levels 12.3% higher than Q4 2017. While Q4 finished on a high, the low levels of utilization in this sector in the first three quarters of the year led to utilization 3.9% lower than 2017.





-3.9%

12.3%

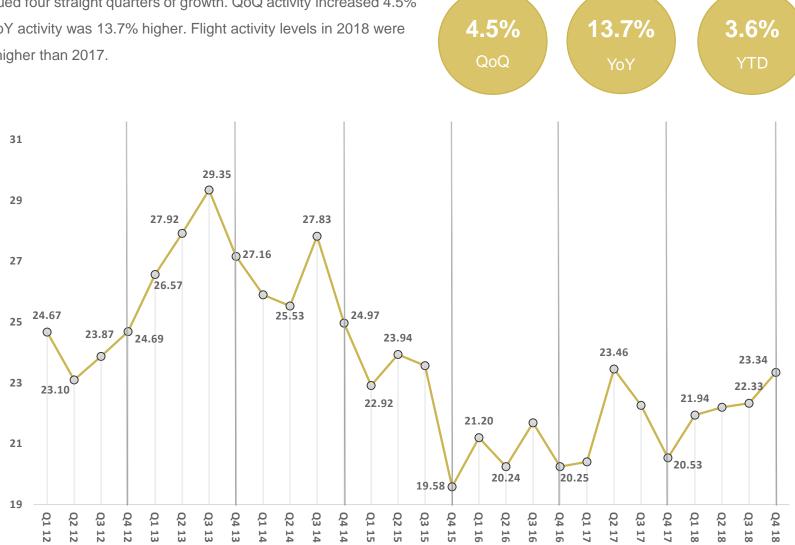
13.6%

Q4 2018 Flight Hour Activity by Industry—Power & Energy

JSSI

The Power & Energy sector reported strong numbers in Q4, which continued four straight quarters of growth. QoQ activity increased 4.5% and YoY activity was 13.7% higher. Flight activity levels in 2018 were 3.6% higher than 2017.

AVERAGE FLIGHT HOURS



Q4 2018 Flight Hour Activity by Industry—Real Estate



The Real Estate sector rebounded in Q4 with a QoQ increase in flight utilization of 1.6% following large decreases in activity over the previous two quarters. YoY utilization was the largest decrease of any sector, with Q4 2018 activity 9.7% lower than in Q4 2017. YTD utilization for this sector was down 4.8%.

28

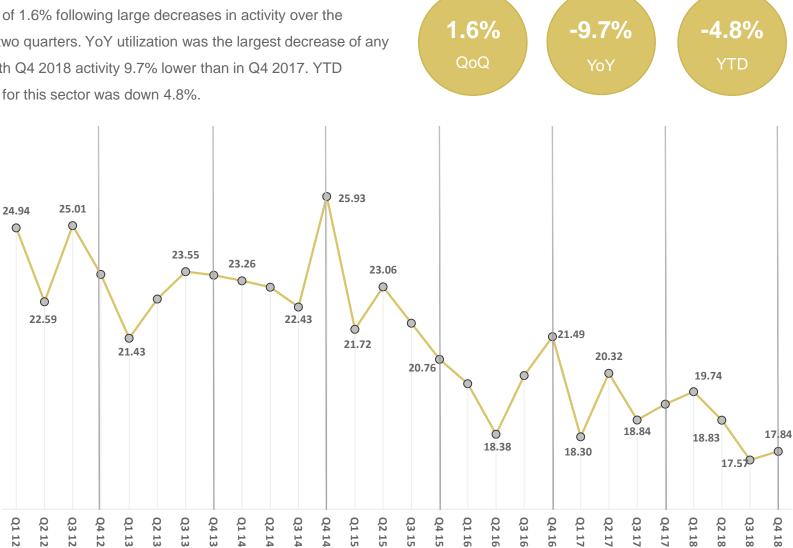
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24

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AVERAGE FLIGHT HOURS



Q4 2018 Flight Hour Activity by Aircraft Type

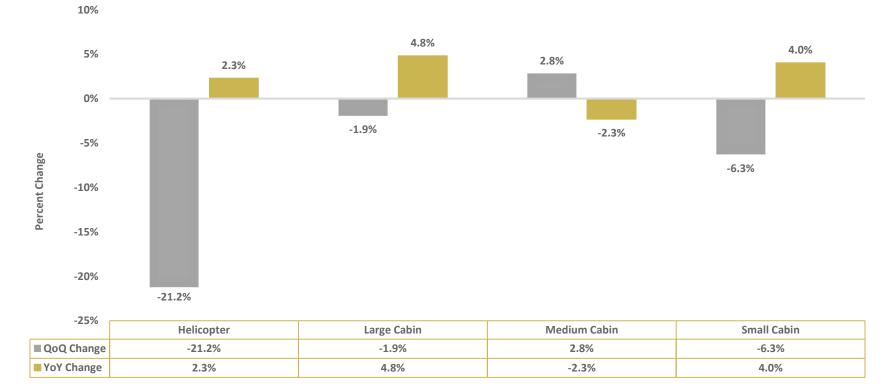


The JSSI Business Aviation Index tracks four major aircraft categories. The report defines these types as follows:

Helicopter—This aircraft type leverages rotors to supply lift and can take off and land vertically. The aircraft's attributes allow it to hover, fly forward and laterally, and operate in areas and regions where fixed-wing aircraft cannot.

Large Cabin—This aircraft type is classified as any aircraft with a maximum take-off weight of 38,000 pounds or greater.

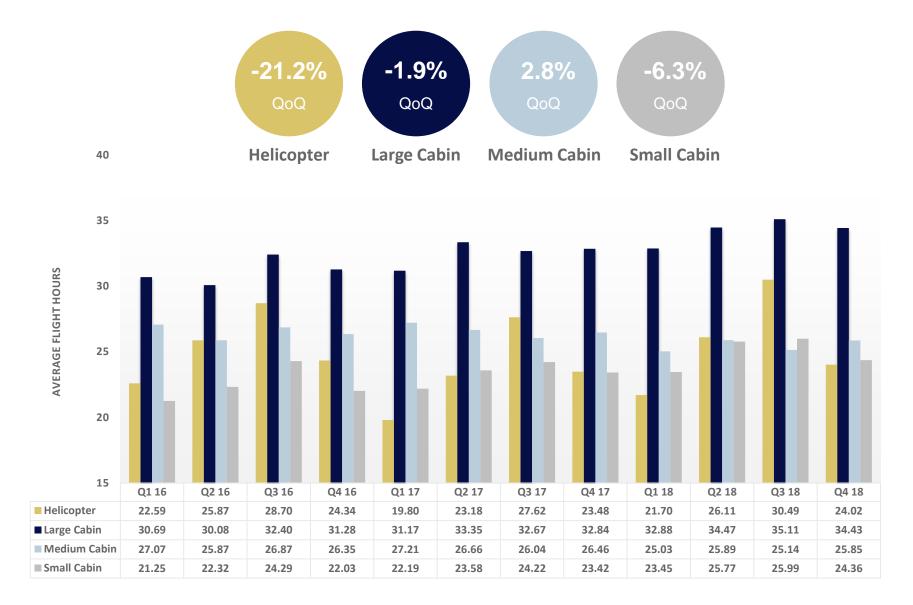
Medium Cabin—This aircraft type is classified as any aircraft with a maximum take-off weight between 20,000–38,000 pounds.



Small Cabin—This aircraft type is classified as any aircraft with a maximum take-off weight below 20,000 pounds.

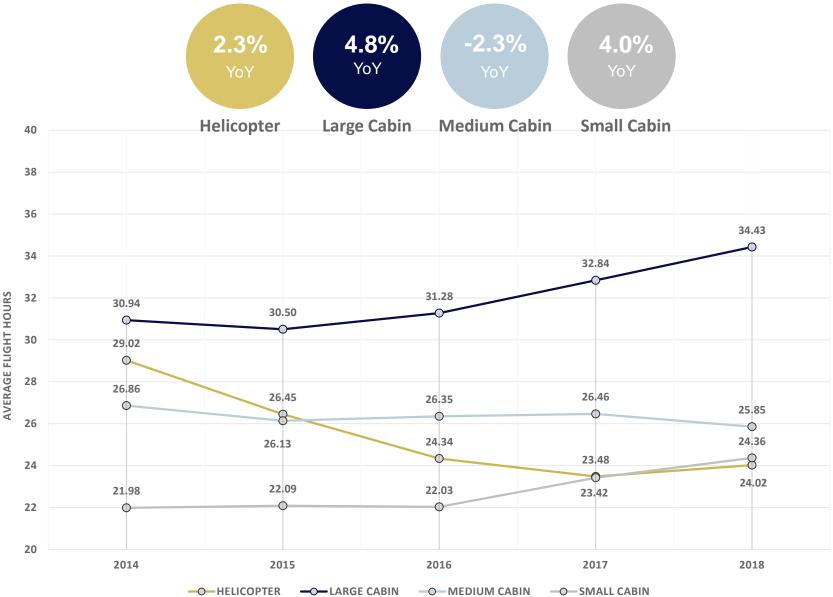
Q4 2018 Flight Hour Activity by Aircraft Type QoQ





Q4 2018 Flight Hour Activity by Aircraft Type YoY





Q4 2018 Flight Hour Activity by Region



The JSSI Business Aviation Index tracks seven major regions. The report defines these regions in the following manner:

Africa—This category includes all sub-regions of the African continent, including the Northern, Southern, Eastern and Western sub-regions and surrounding islands of the continent.

Asia-Pacific—This category includes all of the ASEAN countries, East Asia, the Pacific Islands, and the SAARC countries.

Central America—This category includes the countries of Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Panama and Mexico.

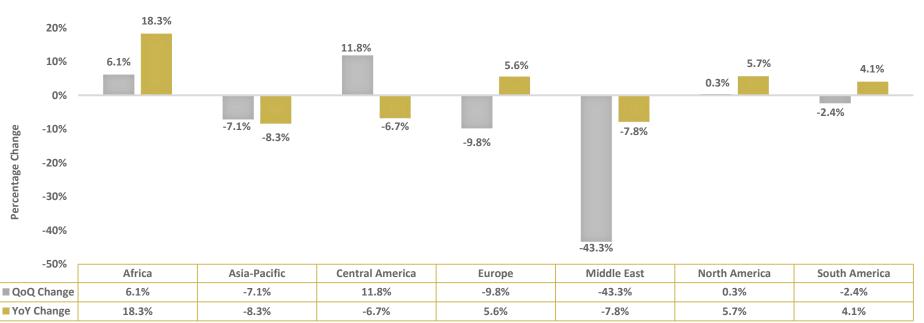
Europe—This category includes Eastern, Western, Northern and Southern regions of Europe.

Middle East—This category includes Iran, Asia Minor, Mesopotamia, the Levant and the Arabian Peninsula.

North America—This category includes the United States of America, Canada and surrounding islands and territories.

South America—This category includes Venezuela, Columbia, Ecuador, Peru, Bolivia, Paraguay, Brazil, Argentina, Chile, Uruguay and surrounding islands.

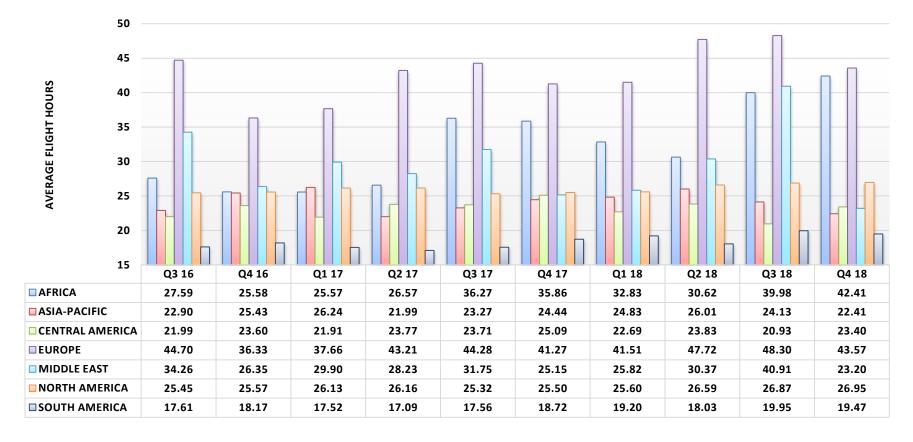
30%



Q4 2018 Flight Hour Activity by Region QoQ



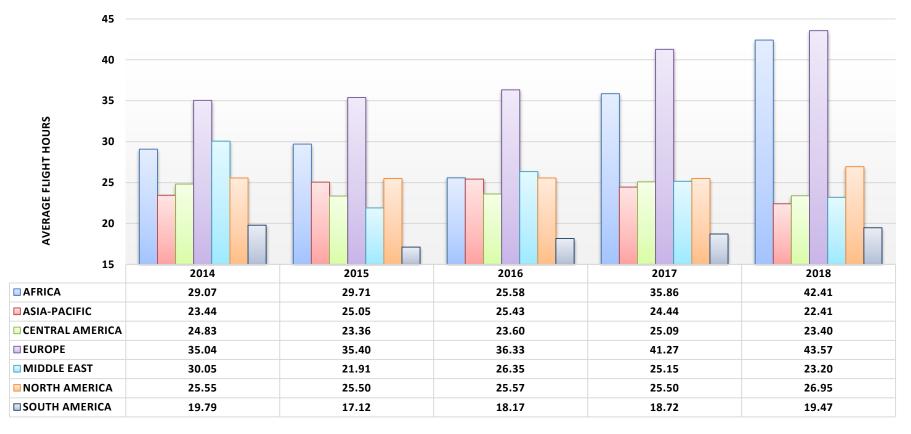
Of the seven regions sampled, four reported a QoQ decrease in utilization and three reported an increase. These decreases were reported in the Asia-Pacific region, Europe, Middle East and South American region with decreases of 7.1%, 9.8%, 43.3% and 2.4% respectively. Increases were seen in Africa, Central America and North America with increases of 6.1%, 11.8% and 0.3% respectively.



Q4 2018 Flight Hour Activity by Region YoY



Regional flight hours reported mixed YoY utilization changes in Q4 2018, with four regions reporting increases in activity and three reporting decreases. Increases were seen in the African region, with an increase of 18.3%; North America, with an increase of 5.7%; Europe, with an increase of 5.6%; and South America, with an increase of 4.1%. Decreases in flight hour utilization YoY were seen in the Asia-Pacific region, with a decrease of 8.3%; Central America, with a decrease of 6.7%; and the Middle East, with a decrease of 7.8%.

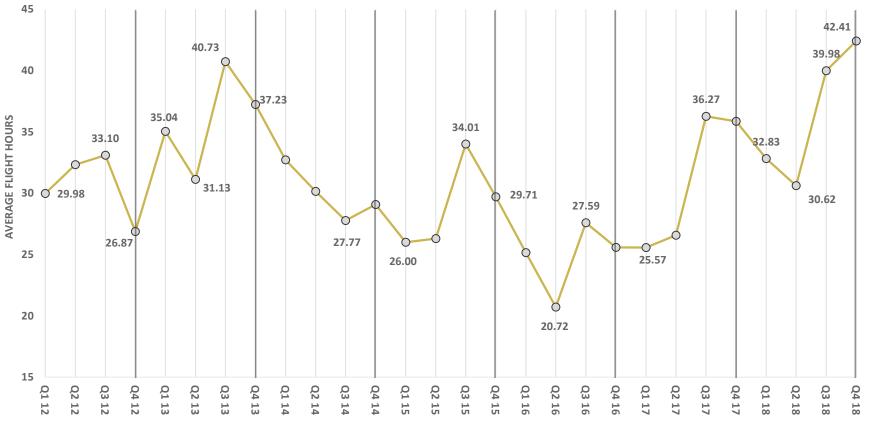


Q4 2018 Flight Hour Activity by Region—Africa



Following decreases in three consecutive quarters, the African region has now reported two consecutive quarters of increases. This brings flight activity to the highest level since 2008. QoQ activity increased 6.1%, while YoY activity was up 18.3%. For 2018 as a whole, flight hour activity was 17.4% higher than 2017.



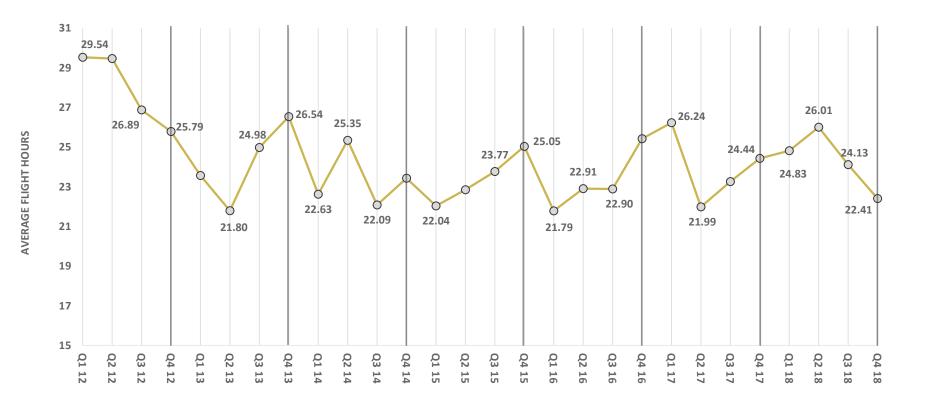


Q4 2018 Flight Hour Activity by Region—Asia-Pacific



The Asia-Pacific region reported a decrease in flight activity QoQ with average hours decreasing 7.1%. Similarly, flight hour activity decreased 8.3% in comparison to Q4 of 2017. As a whole, 2018 utilization was 1.5% higher than utilization in 2017.

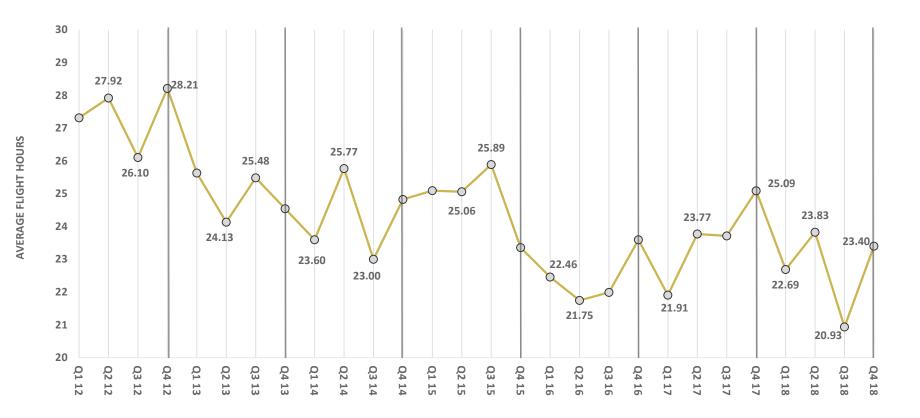




Q4 2018 Flight Hour Activity by Region—Central America

The Central American region reported strong QoQ growth, with activity increasing 11.8%. YoY and YTD numbers both decreased 6.7% and 3.8% respectively.



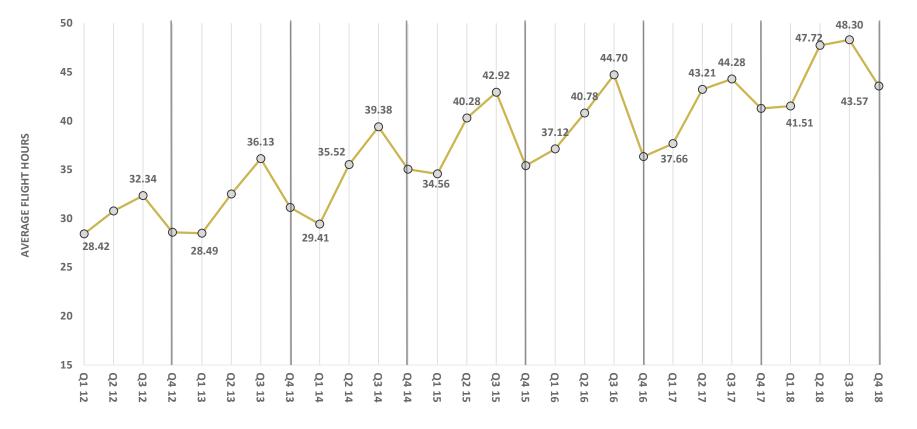


Q4 2018 Flight Hour Activity by Region—Europe



Europe's flight hour activity follows a strong cyclical pattern, with activity decreasing between Q3 and Q4 of every year. This trend continued in 2018, with activity decreasing 9.8% QoQ. While activity was down QoQ, both YoY and YTD activity reported continued growth, with flight hours increasing 5.6% YoY and 8.8% YTD.





Q4 2018 Flight Hour Activity by Region—Middle East



4.6%

The Middle East reported the largest reduction in utilization QoQ with flight hours decreasing 43.3%. Following a significant increase in Q3, flight hours returned to their normal level in Q4. Overall utilization for the year was 4.6% higher than 2017.



-43.3%

QoQ

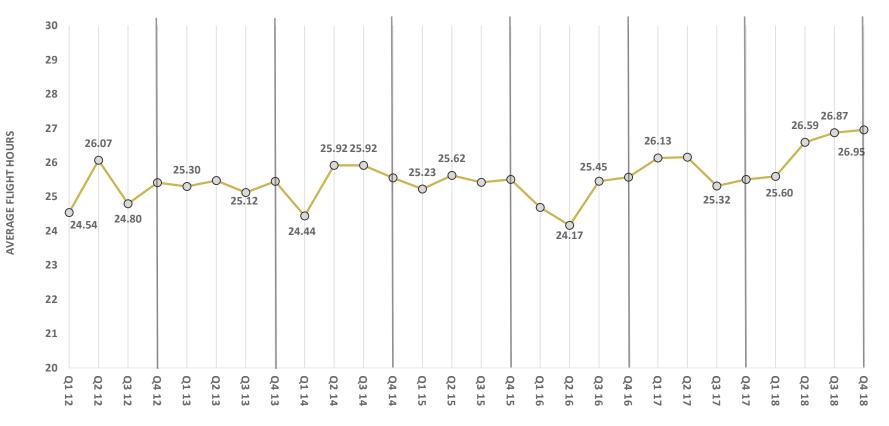
-7.8%

Q4 2018 Flight Hour Activity by Region—North America

Flight activity in North America reported marginal growth, with flight hours increasing 0.3% from Q3 into Q4 and 5.7% YoY. With QoQ growth in Q4, this region has now reported five consecutive quarters of increased activity. Utilization for the year was up 2.8% in comparison to 2017.

0.3% QoQ YoY YTD

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Q4 2018 Flight Hour Activity by Region—South America



South America reported mixed results in Q4, with QoQ activity decreasing 2.4%. While QoQ activity slowed, YoY and YTD utilization both increased 4.1% and 8.1% respectively.

21.72

19.95

Q1 13

Q4 12

16.75

Q3 13

Q2 13

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Q1 12

Q2 12

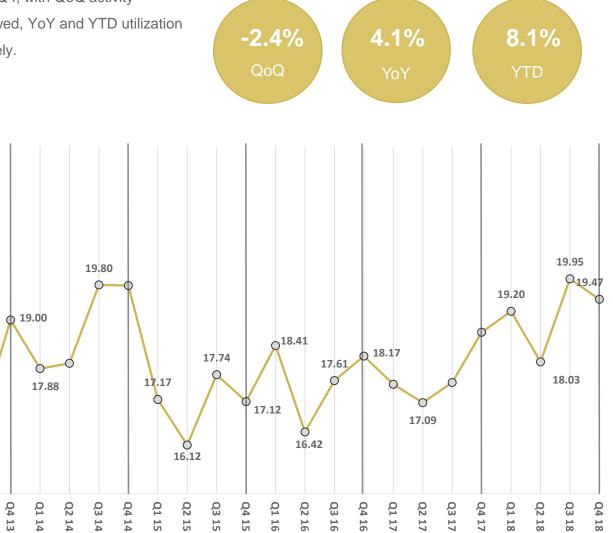
AVERAGE FLIGHT HOURS

20.94

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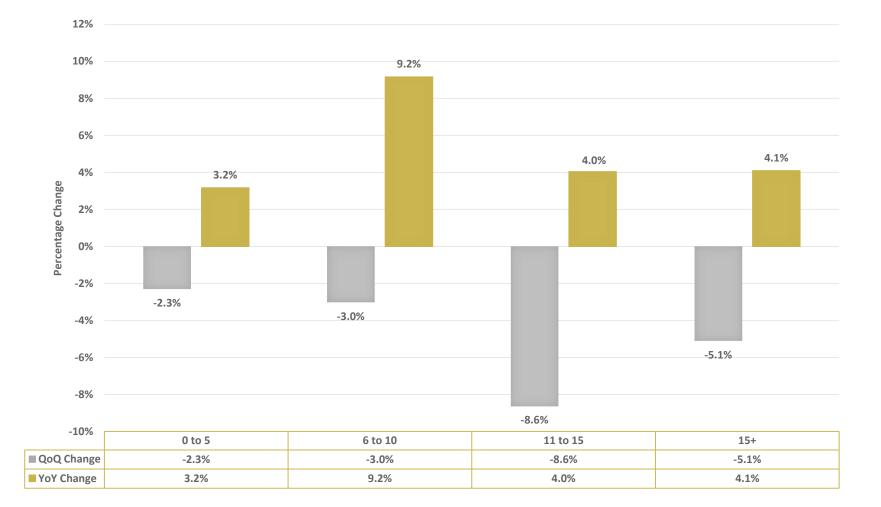
17.52

Q3 12



Q4 2018 Flight Hour Activity by Age

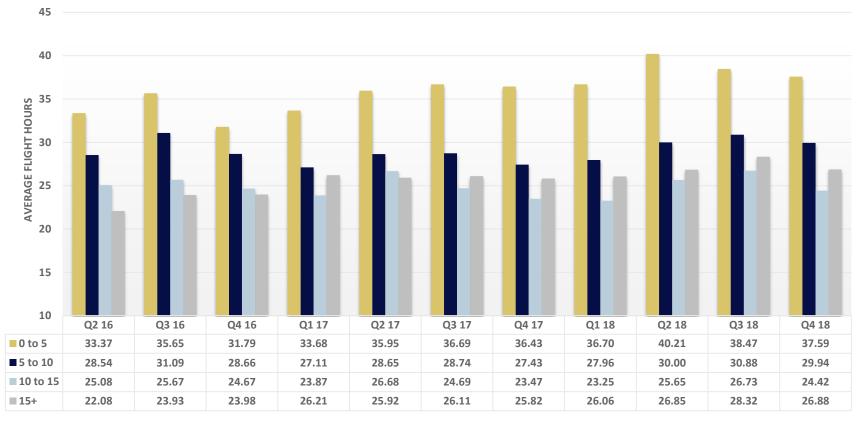




Q4 2018 Flight Hour Activity by Age QoQ





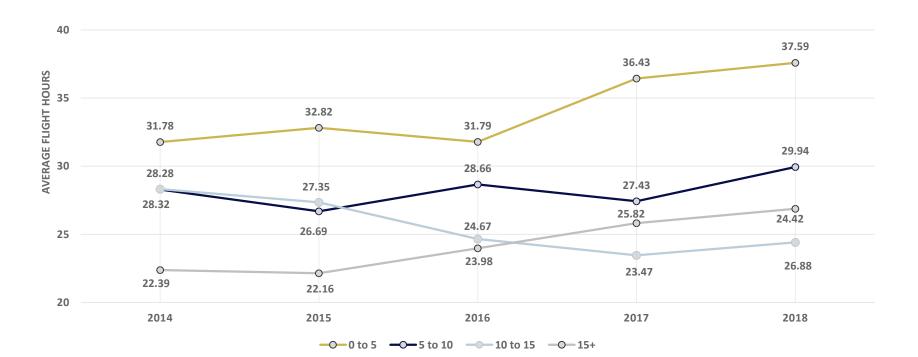


Q4 2018 Flight Hour Activity by Age YoY







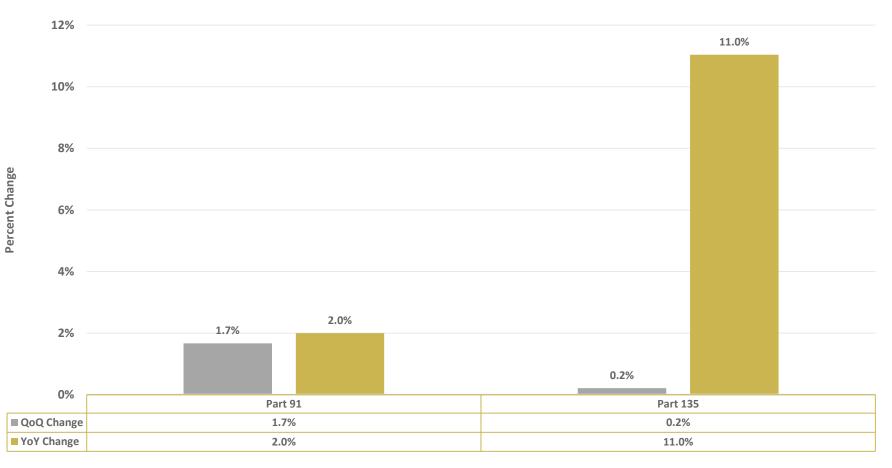


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Q4 2018 Flight Hour Activity by Operator Type

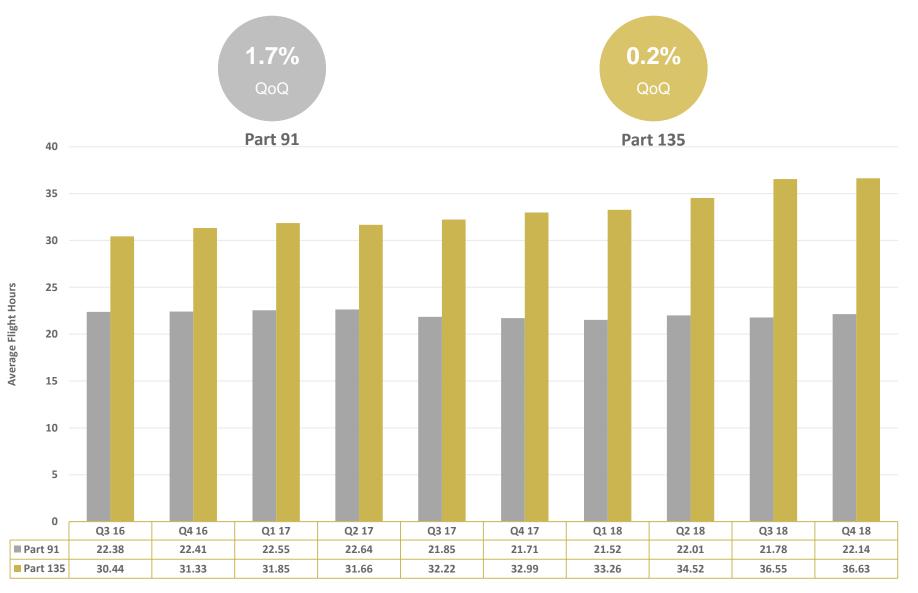


FAR Part 91 operators and FAR Part 135 operators follow regulations defined by the U.S. Federal Aviation Administration (FAA) for operation of aircraft. FAR Part 91 governs the operation of non-commercial aircraft. FAR Part 135 governs certain types of commercial aircraft, such as non-scheduled charter and air-taxi operations.



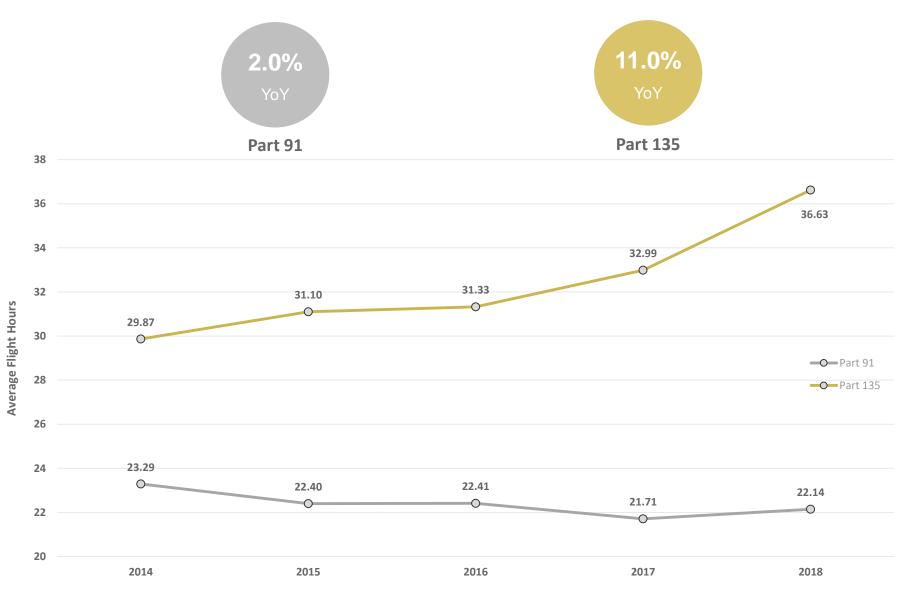
Q4 2018 Flight Hour Activity by Operator Type QoQ





Q4 2018 Flight Hour Activity by Operator Type YoY





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SCORING LEGEND

Performance History	Score Range
Both Report & Pay W/I Terms	800
Report and/or Pay 1–30 Days Late	600–799
Report and/or Pay 31–60 Days Late	450–599
Report and/or Pay 61–90 Days Late	400–449
Report and/or Pay >90 Days Late	51–399
Too New or Incomplete Data	0-4

*12-MONTH TREND LEGEND

+4	Improved by four aging periods	-1	Worse by one aging period
+3	Improved by three aging periods	-2	Worse by two aging periods
+2	Improved by two aging periods	-3	Worse by three aging periods
+1	Improved by one aging period	-4	Worse by four aging periods
FLAT	No significant change	NEW	New rating (<12-month history)

CPS Trending by Industry



	CPS TREND BY INDUSTRY — Q3 2018							
	Q4 2018	Trend*	Q3 2018	3-MONTH CHANGE		Q4 2017	12-MONTH CHANGE	
Industry Average	Score		Score	Points	%	Score	Points	%
Advertising	700	FLAT	650	50	7.7%	603	97	16.1%
Agriculture	619	FLAT	636	(17)	-2.6%	650	(31)	-4.8%
Automotive	651	FLAT	681	(30)	-4.3%	609	43	7.0%
Aviation	549	FLAT	588	(39)	-6.7%	594	(45)	-7.5%
Business Services	603	FLAT	648	(45)	-6.9%	660	(56)	-8.5%
Construction	626	FLAT	643	(17)	-2.6%	658	(32)	-4.9%
Consumer Goods	635	FLAT	656	(21)	-3.2%	669	(34)	-5.1%
Education	517	FLAT	483	34	7.0%	516	1	0.1%
Entertainment, Recreation, and Hobbies	607	FLAT	457	150	32.8%	645	(39)	-6.0%
Financial Services	619	FLAT	652	(34)	-5.2%	651	(32)	-4.9%
Food Manufacturing / Distribution / Services	665	FLAT	614	51	8.3%	638	27	4.3%
General	540	-1	603	(63)	-10.5%	608	(68)	-11.2%
Government	679	FLAT	700	(21)	-3.0%	697	(18)	-2.5%
Healthcare	637	FLAT	632	6	0.9%	639	(2)	-0.3%
Law	605	FLAT	578	26	4.6%	624	(19)	-3.1%
Manufacturing	647	FLAT	662	(16)	-2.4%	677	(30)	-4.5%
Membership and Non-Profit Organizations	659	FLAT	715	(56)	-7.8%	615	45	7.2%
Power & Energy	646	FLAT	722	(76)	-10.5%	661	(15)	-2.3%
Property Management and Administration	700	NEW	700	0	0.0%	500	200	40.0%
Real Estate	607	FLAT	633	(26)	-4.1%	657	(50)	-7.6%
Security, Investigative Services & Products	517	-1	574	(57)	-9.9%	601	(84)	-13.9%
Technology	652	FLAT	663	(11)	-1.7%	643	9	1.5%
Transportation	604	FLAT	606	(2)	-0.3%	686	(82)	-12.0%
Travel and Tourism	651	FLAT	608	43	7.1%	693	(42)	-6.0%
COMPANY Average	603	FLAT	582	21	3.5%	521	82	13.6%

CPS Trending by Selected Countries

	CPS TREND BY COUNTRY BY QUARTER – Q3 2018							
	Q4 2018		Q3 2018	Q3 2018 3-MONTH CHANGE		Q4 2017 12-MONTH CH/		I CHANGE
Country Average	Score	Trend*	Score	Points	%	Score	Points	%
Argentina	596	-1	593	3	0.5%	606	(10)	-1.7%
Australia	687	+1	672	14	2.1%	576	110	19.1%
Austria	579	-1	637	(58)	-9.1%	619	(40)	-6.4%
Belgium	779	NEW	722	56	7.8%			
Brazil	547	FLAT	578	(31)	-5.4%	582	(35)	-6.0%
Canada	601	FLAT	576	25	4.3%	623	(23)	-3.6%
Chile	544	-1	620	(77)	-12.4%	622	(78)	-12.6%
China	583	-1	643	(60)	-9.4%	632	(49)	-7.8%
France	654	FLAT	614	40	6.6%	612	42	6.8%
Germany	631	FLAT	633	(2)	-0.3%	654	(22)	-3.4%
Greece	230	NLR	231	(1)	-0.4%	807	(578)	-71.6%
Guatemala	621	FLAT	614	7	1.1%	657	(36)	-5.5%
Hong Kong	209	FLAT	402	(193)	-48.0%	389	(180)	-46.3%
Hungary	515	FLAT	551	(37)	-6.7%	478	37	7.7%
India	505	+2	402	103	25.5%	292	213	72.8%
Indonesia	423	+1	496	(74)	-14.8%	376	47	12.4%
Italy	700	+1	521	179	34.4%	571	129	22.7%
Luxembourg	544	FLAT	585	(41)	-7.0%	585	(41)	-7.0%
Mexico	707	FLAT	700	7	1.0%	700	7	1.0%
Могоссо	700	FLAT	767	(67)	-8.7%	700	0	0.0%
Netherlands	800	NEW	600	200	33.3%	252	548	217.5%
New Zealand	700	FLAT	700	0	0.0%	700	0	0.0%
Poland	189	-2	571	(382)	-66.9%	451	(261)	-58.0%
Portugal	702	NLR	750	(48)	-6.4%	600	102	17.1%
Puerto Rico	4	-1	4	0	0.0%	250	(246)	-98.4%
Qatar	631	FLAT	568	63	11.2%	659	(28)	-4.3%
South Africa	733	FLAT	633	100	15.8%	750	(17)	-2.2%
South Korea	555	-1	700	(146)	-20.8%	600	(46)	-7.6%
Spain	508	FLAT	534	(26)	-4.8%	550	(42)	-7.6%
Switzerland	453	-1	484	(31)	-6.4%	654	(201)	-30.7%
Thailand	700	FLAT	700	0	0.0%	700	0	0.0%
Uganda	350	-2	450	(100)	-22.2%	500	(150)	-30.0%
Ukraine	557	-1	638	(80)	-12.6%	645	(87)	-13.6%
United Arab Emirates	640	FLAT	670	(30)	-4.4%	635	5	0.8%
United Kingdom	600	FLAT	640	(40)	-6.3%	640	(40)	-6.2%
United States	397	-2	471	(75)	-15.8%	523	(126)	-24.1%
Venezuela	596	-1	593	3	0.5%	606	(10)	-1.7%
COMPANY Average	603	FLAT	582	21	3.5%	521	82	13.6%



	CPS 12-MONTH TREND BY CABIN SIZE — Q3 2018							
	Q4 2018	Trond*	Q3 2018 3-MONTH CHANGE		CHANGE	Q4 2017	12-MONTH CHANGE	
Cabin Size Average	Score	Trend*	Score	Points	%	Score	Points	%
Large Cabin	567	-1	524	43	8.2%	608	(41)	-6.7%
Medium Cabin	575	-1	602	(27)	-4.4%	629	(54)	-8.6%
Small Cabin	590	-1	617	(27)	-4.4%	617	(27)	-4.4%
Helicopter	607	+1	546	61	11.2%	578	29	5.0%
COMPANY Average	603	FLAT	582	21	3.5%	521	82	13.6%



FOR MORE INFORMATION

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