

Challenger 350 Jet Insider

(Jun/24)



Introduction

Recent market

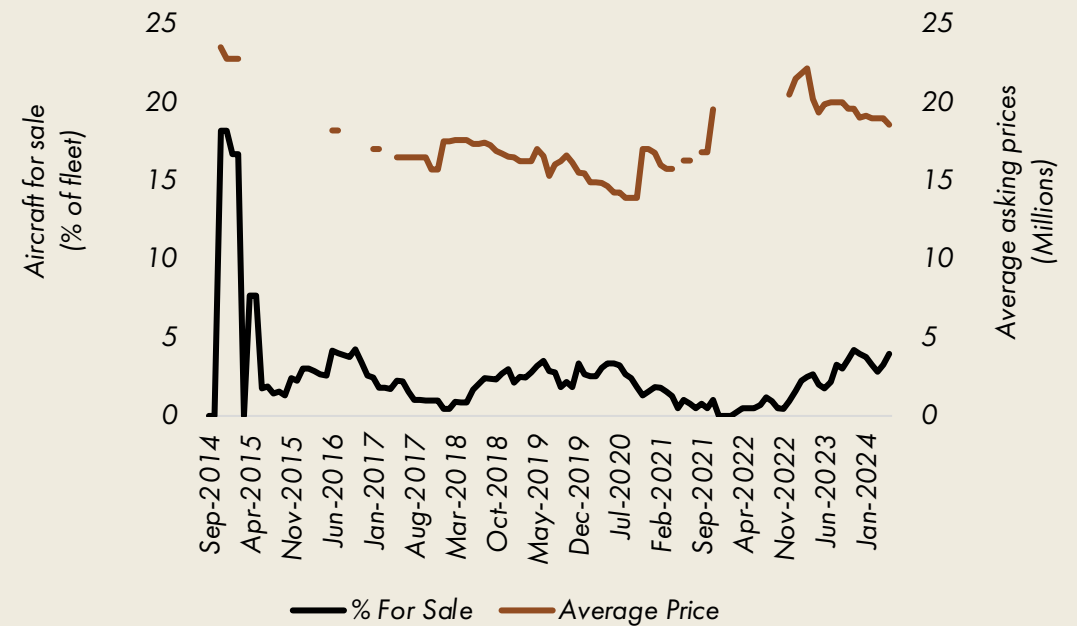
Before the pandemic, the market was flattened by demand outstripping supply. The result of this movement was a scenario of low liquidity and eroded prices. The immediate effect of the pandemic was a negative impact on prices of between 15% and 20%, taking the market literally to historic lows.

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

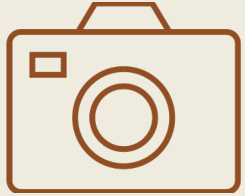
At the end of 2022, there was an inflection with an increase in supply. Prices stopped rising and we saw an adjustment trend. This is not an abrupt change, but a gradual rebalancing of supply, demand, values and market practices.

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

Supply and Average Asking Prices - Challenger 350



Market Challenger 350



Snapshot

- Aircraft On Market: 17
- Percent of Fleet on Market: 4.0%
- Absorption Rate: 9.3*
- Avg. Market Time (days): 144

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



Current Market

- **Lowest Ask Price:**
 - US\$ 16MM,
 - year 2014
- **Average Ask Price:**
 - US\$ 18.7MM
- **Highest Ask Price:**
 - US\$ 24MM
 - year 2020



Sales – Recent Sales (6 months)

- **Lowest Sold Price:**
 - US\$ 15.8MM
 - year 2014
- **Average Sold Price:**
 - US\$ 18.8MM
- **Highest Sold Price:**
 - US\$ 23.3MM
 - year 2021



Transactions

- 2024 = 7
- 2023 = 20
- 2022 = 25
- 2021 = 17

About Us

Jet Match

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

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

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

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

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

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

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

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

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

Jet Match

Mission

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

Vision

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

Values

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



Jet Match is Ambassador for VistaJet in Brazil: the First and Only Global Private Aviation Company.



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