



FLY-BY



3 Minutes in the Private Jet Market

The Year's Best Sellers • Advice for Buyers & Sellers
in 2017 • Update on European Fleet Growth • 2016
Year-End Statistics



Total Pre-Owned Jet Transactions sold to buyers in Luxembourg in 2016 - up from 7 in 2015.

2 hr 53 min

Length of the first flight of Gulfstream's new G600.



Increase in G450 Pre-owned Sales over 2015.



Market share of Pre-owned Jet Transactions to European Buyers in 2016.

19.12.2016

The date the first Cirrus SF50 was delivered. It is the first certified single engine private jet.



Decrease in Pre-owned Jet Sales over 2015.



MAKING 2017 A SUCCESS

With 2016 come and gone, it's wise to take the lessons learned throughout the last year to help make the new one a bit simpler. 2016 was a year of rapidly moving markets, both in terms of high activity level and declining values. There are different lessons to take depending on if you are a buyer or a seller, but a few mantras will hold true in the new year.

For sellers, our strongest advice in the upcoming year is to remember that in markets with ample supply and declining prices, buyers will be keenly focused on price points and on buying an aircraft that represents the best value. It endlessly amazes us how well informed buyers are of market values, and we believe they will only be more so in the near future. As a result, taking an objective view to your aircraft and trying to judge it and its value as a buyer would is the best advice we can give. It can be hard, but this mind set can help you remain competitive in a very dynamic market place.

For buyers, we urge you to remember that even though market values are declining, there are a lot of buyers out there. Good deals disappear quickly. We find that buyers who hold firm to their pre-conceived notions of getting the "best deal" rarely end up buying a plane and instead become perpetual shoppers. When the right aircraft comes along, bargain hard, but in the end be prepared to

pay for the aircraft you want. We find that many buyers who focus too much on getting their own price end up disappointed as they lose aircraft to other buyers. When you decide the time is right for you, do not be afraid to pay for quality.

The markets have moved quickly in the last year and will continue to do so. As a result, never before has the role of qualified and accurate advice been more important. This is true from first adjusting to market levels to learning the complexities of multi-jurisdictional transactions. Having the right broker, lawyer and operator is vital to your success.

From all of us at Colibri, our best wishes to you for a prosperous 2017.

Safe Travels.

Oliver Stone,
Managing Director



Europe in 2016

181 Pre-Owned Jets *Bought* by European Buyers
↑ Up from 171 in 2015

171 Pre-Owned Jets *Sold* by European Buyers
↓ Down from 209 in 2015

Largest Jet Fleets in Europe

Country	Dec 2015	Dec 2016
Germany	380	↑ 408
Isle of Man	365	↓ 335
United Kingdom	220	↑ 232
Austria	213	↓ 206
France	144	↑ 189
Malta	116	↑ 146
Switzerland	106	↓ 101
Italy	88	↑ 93
Spain	82	↑ 88

PRE-OWNED JET MARKET BEST SELLERS OF 2016

WORLDWIDE

Cessna Citation Mustang

53

Cessna Citation Jet

51

Cessna Citation CJ3

51

Hawker 800XP

48

Cessna Citation Bravo

46

Gulfstream G200

45

Gulfstream G450

43

EUROPE

Cessna Citation Mustang

13

Cessna Citation Jet

9

Cessna Citation CJ2+

7

Bombardier Global XRS

7

Cessna Citation CJ2

6

Cessna Citation CJ3

6

Bomb. Challenger 605

6



AIRCRAFT FOR SALE



2004 Bombardier Challenger 300

Serial Number 20015

Engines & APU enrolled on MSP

48 Month Inspection Completed in August 2016

Reduced Asking Price: \$7,150,000 USD



1994 Cessna Citation VI

Serial Number 650-0240

Engines on MSP Gold

Seating for 7 Passengers

Reduced Asking Price: \$1,250,000 USD



2008 Gulfstream G450

Serial Number 4137

Engines on Corporate Care

WiFi and NextGen Avionics Installed

Asking Price: \$12,995,000 USD



2014 Embraer Legacy 500

Serial Number 55000010

Engines & APU on MSP

WiFi, ADS-B Out, CPDLC and Synthetic Vision

Contact us for Pricing Details

AIRCRAFT FOR SALE



2008 Cessna Citation Mustang

Serial Number 510-0072

Engines on Power Advantage Plus
Airframe on ProParts & ProTech

Asking Price: \$1,595,000 USD



2015 Embraer Phenom 300

Serial Number 50500307

Airframe on Embraer Executive Care Standard
Jeppesen Chartview & Synthetic Vision

Contact us for Pricing Details



1993 Hawker 800A

Serial Number 258246

Engines on MSP Gold
Seating for 8 plus belted lavatory

Asking Price: \$1,095,000 USD



2007 Embraer Legacy 600

Serial Number 14501008

Engines on 100% JSSI
96 Month Inspection completed January 2016

Asking Price: \$5,450,000 USD

AIRCRAFT FOR SALE



2016 Cessna Citation XLS+

Serial Number 560-6202

Only 151 hours

Engines on Power Advantage Plus

Asking Price: \$8,995,000 USD



Embraer Legacy 650



Cessna Citation CJ2+



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