

Bombardier Pre-Owned Market Report

ISSUE NO. 6



CELEBRATING ONE YEAR
OF **BOMBARDIER**
CERTIFIED PRE-OWNED
PROGRAM

BOMBARDIER

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BOMBARDIER

Introduction

In this edition of our quarterly report, we are proud to highlight the one-year anniversary of the [Bombardier Certified Pre-Owned Aircraft Program](#), which offers a premium class of Bombardier products to customers seeking a like-new business jet experience.

The Bombardier CPO label provides a guarantee that each available aircraft has been meticulously selected, inspected and updated to Bombardier's highest quality and safety standards. From the installation of the latest avionics and cabin connectivity solutions to new or recently refurbished paint and interiors, the Bombardier Certified Pre-Owned label embodies a product with nearly every part of the aircraft enhanced. For our customers' peace of mind, every CPO-labeled aircraft comes with an exclusive Bombardier Certified Pre-Owned one-year warranty and an exclusive Smart Parts Plus Airframe corrosion coverage^{1,2}. Over the past 12 months, the Bombardier Certified Pre-Owned Aircraft Program has received significant customer interest, with a more than a dozen projects completed or in progress. With a backlog extending to more than 12 months, the demand for Challenger and Global Certified Pre-Owned-labelled aircraft is particularly strong.

Thanks to the Bombardier Certified Pre-Owned Aircraft Program, customers will discover an array of high-quality Bombardier business jets, and they can also sign up to receive alerts when an aircraft becomes available. As with all new Bombardier Business jets, Bombardier Certified Pre-Owned aircraft hold the promise of excellence in quality and reliability, helping maintain the overall value of the aircraft. Customers can count on our unparalleled OEM expertise and know-how to access, refurbish and provide services for the most exclusive selection of Bombardier Pre-Owned aircraft on the market.

With this latest edition of the Bombardier Pre-Owned Market Report, you will find insight into the latest Learjet, Challenger and Global aircraft market trends. Whether you are looking to stay up to date on current market conditions or considering your next Bombardier aircraft sale or purchase, we're here to provide timely, objective and insightful information at your fingertips.

Happy reading!
Bombardier Pre-Owned Team

**One-year warranty on the airframe. Certain conditions apply.*

1. Certified Pre-Owned scope of work might vary depending on the aircraft.

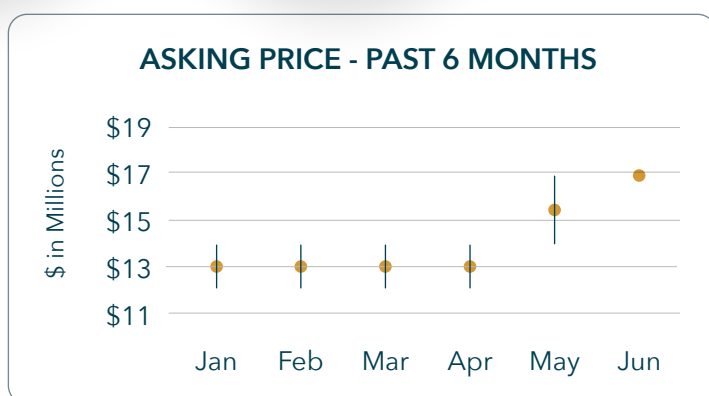
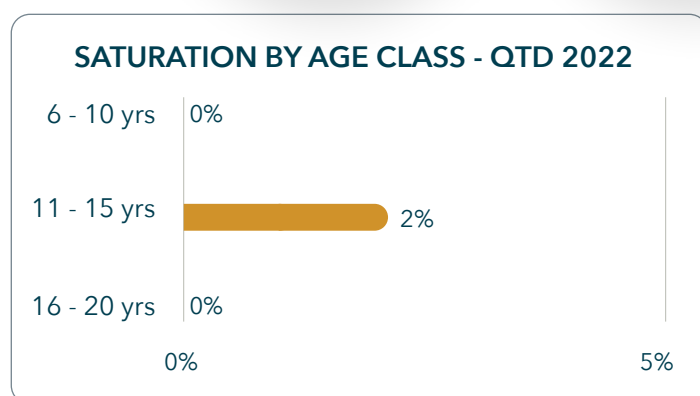
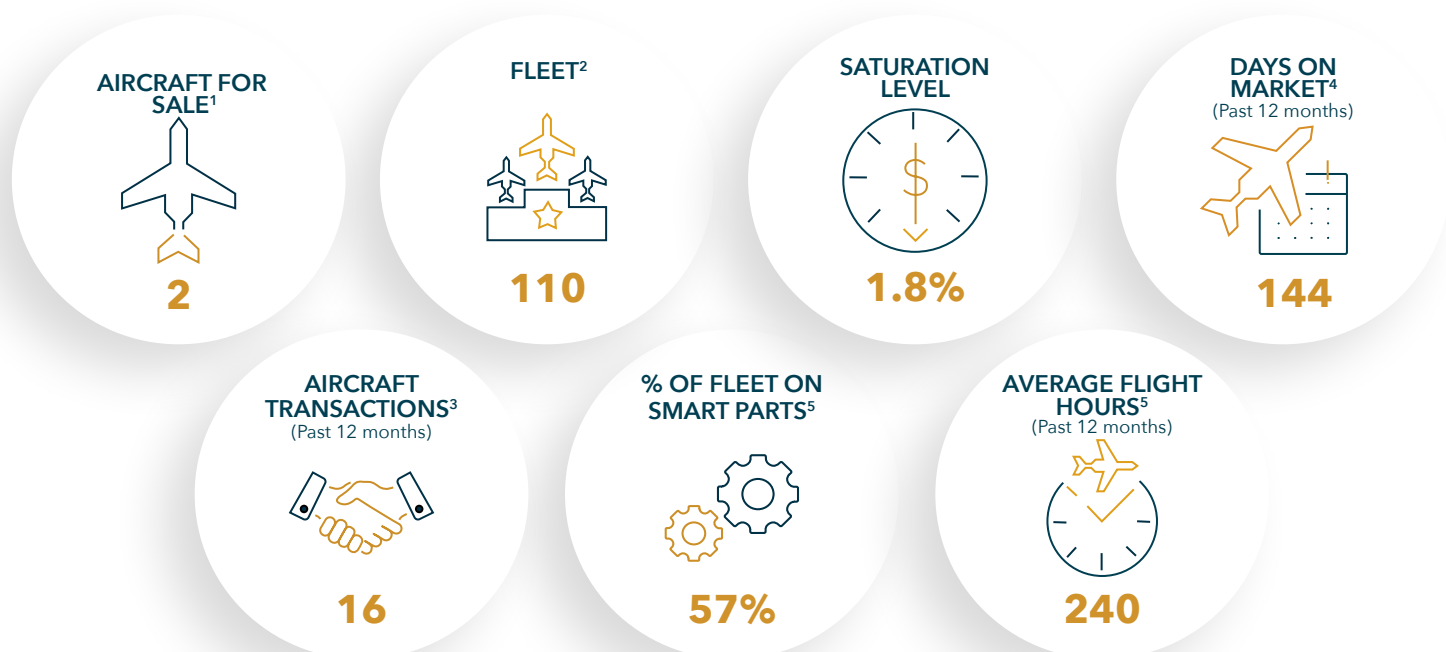
2. Smart Parts plus airframe corrosion coverage only available on aircraft 15 years and younger and certain conditions apply.





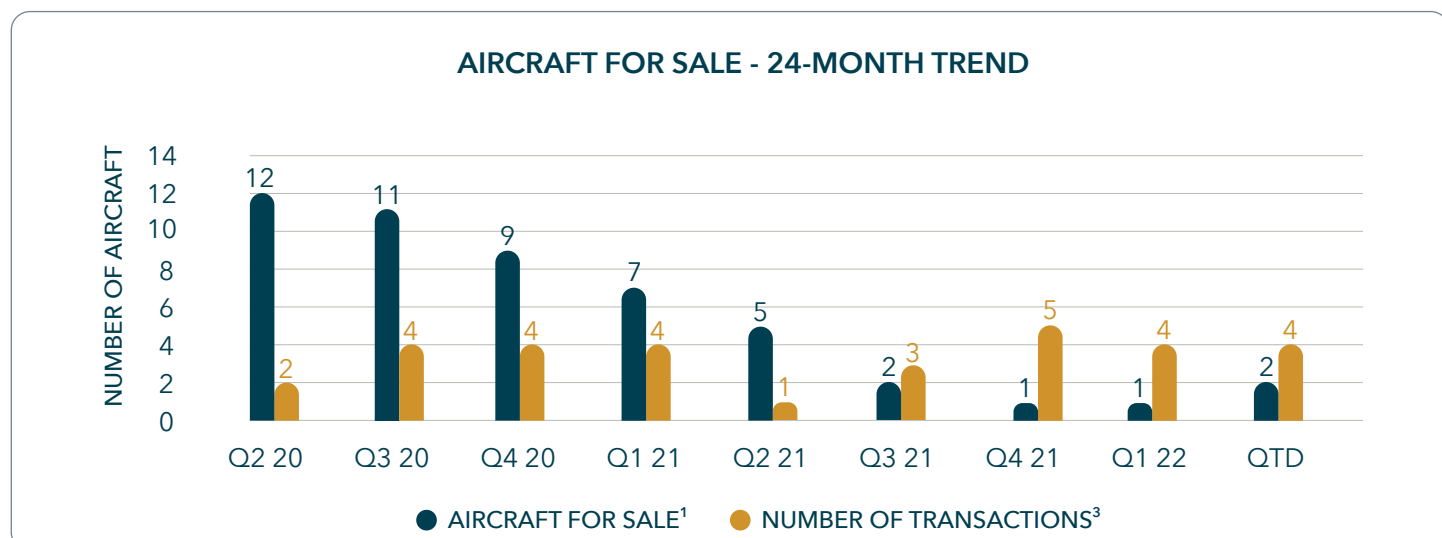
Global

Global 5000 | Pre-Owned Market Report

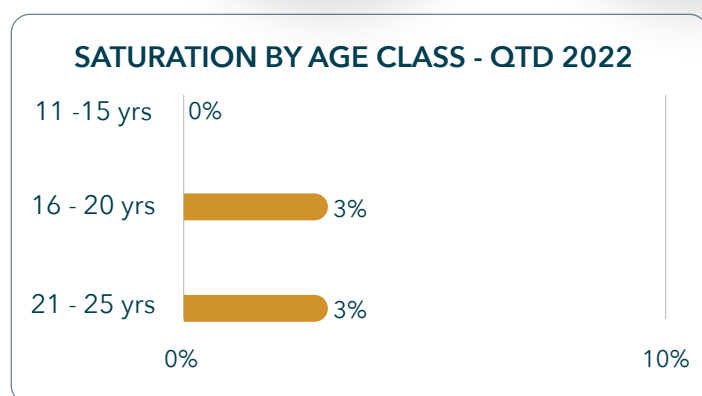
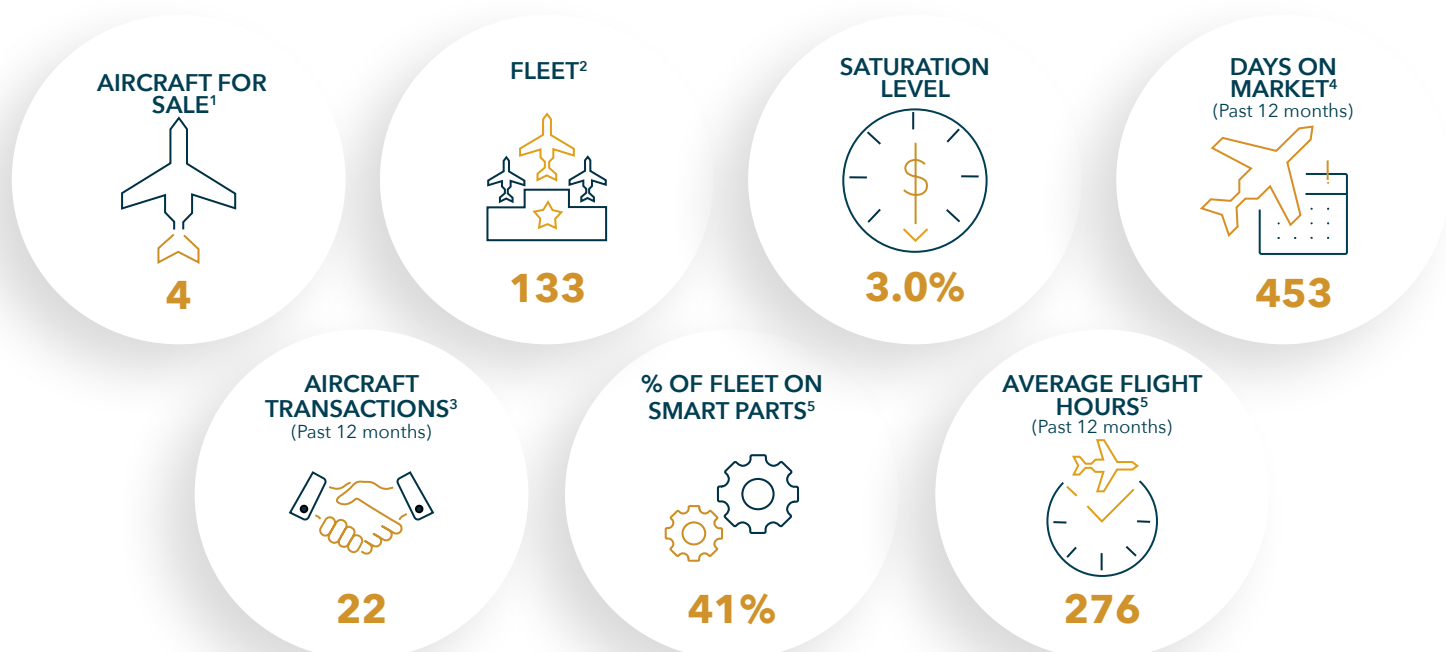


Q2 2022 MARKET UPDATE

The *Global 5000* pre-owned market continued its historically low level of market saturation in Q2 2022 with only 2 aircraft for sale. Sales totaled 4 aircraft for a second quarter. So far a total of 8 aircraft were sold this year- a 60% increase than the same time last year. A significant improvement was seen in the average days on the market which decreased from 216 last quarter to a current average of 144 in Q2 2022. The average flight hours of 240 is an 8% increase since last quarter. The trend on the asking price of aircraft for sale has increased by about 30% at the end of Q2 compared to the end of Q1 2022.

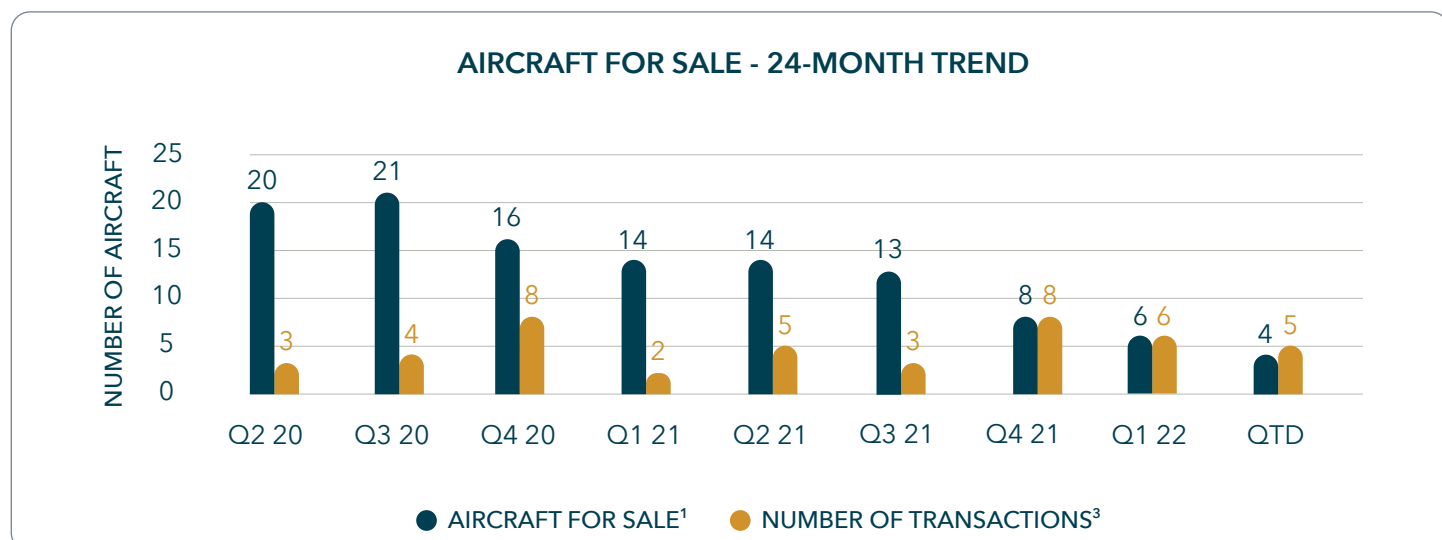


Global Express | Pre-Owned Market Report

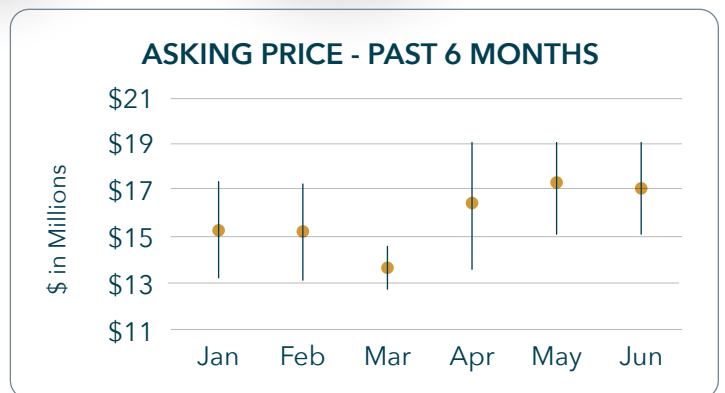
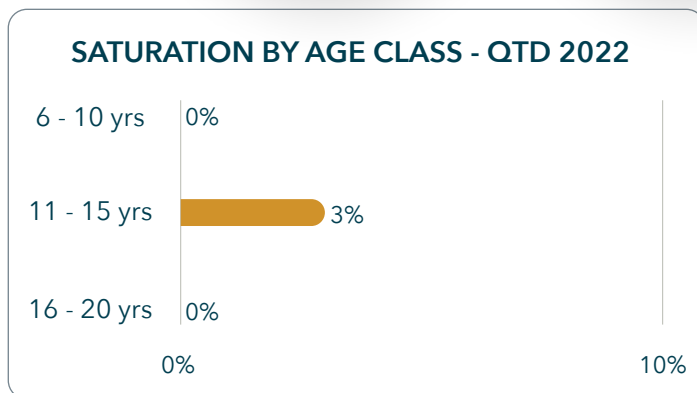
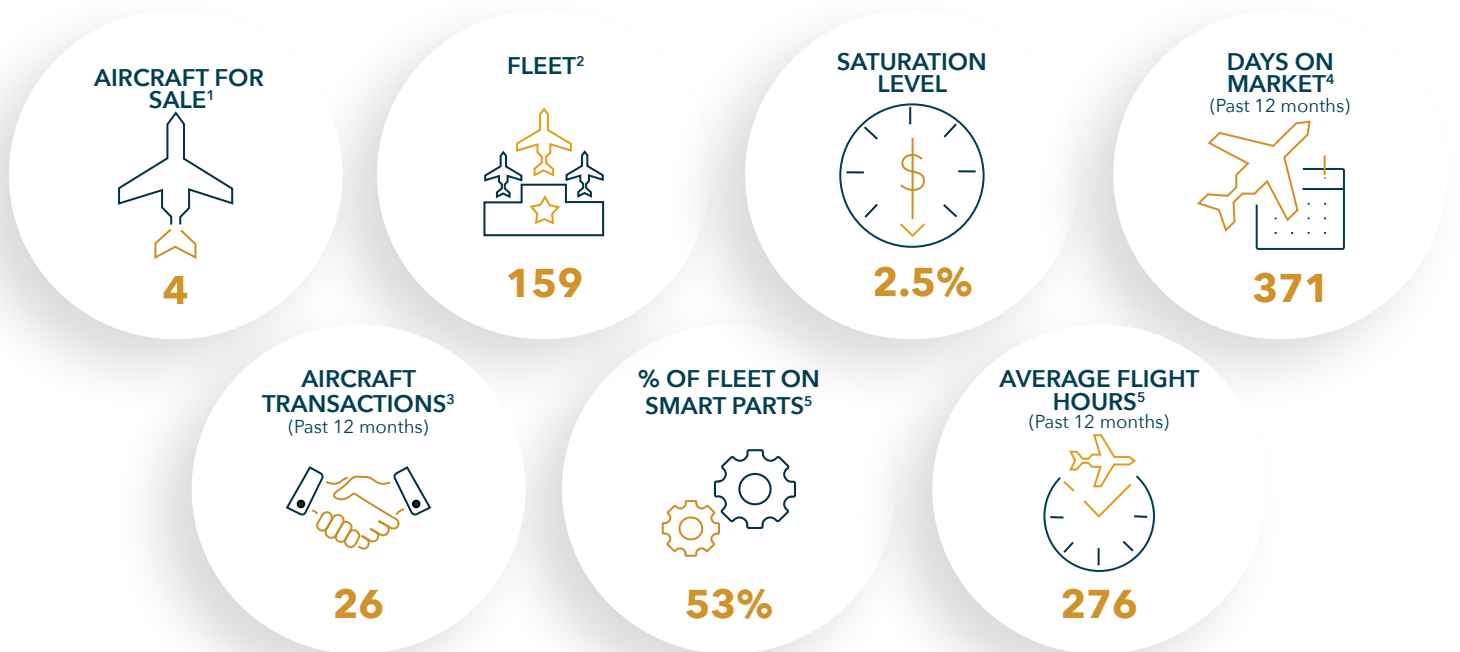


Q2 2022 MARKET UPDATE

The *Global Express* pre-owned market saw a notable increase in sales activity through Q2 2022 with 11 sales year to date compared to 7 sales during the same period last year. The inventory of aircraft for sale decreased to only 4 aircraft, 81% lower than the peak of 21 aircraft in Q3 2020. With this significant reduction of market saturation, the average asking price has continued to increase by about 41% at the end of Q2 compared to end of Q1. Also increasing is the average number of flight hours from 262 in Q1 to the current average of 276 hours.

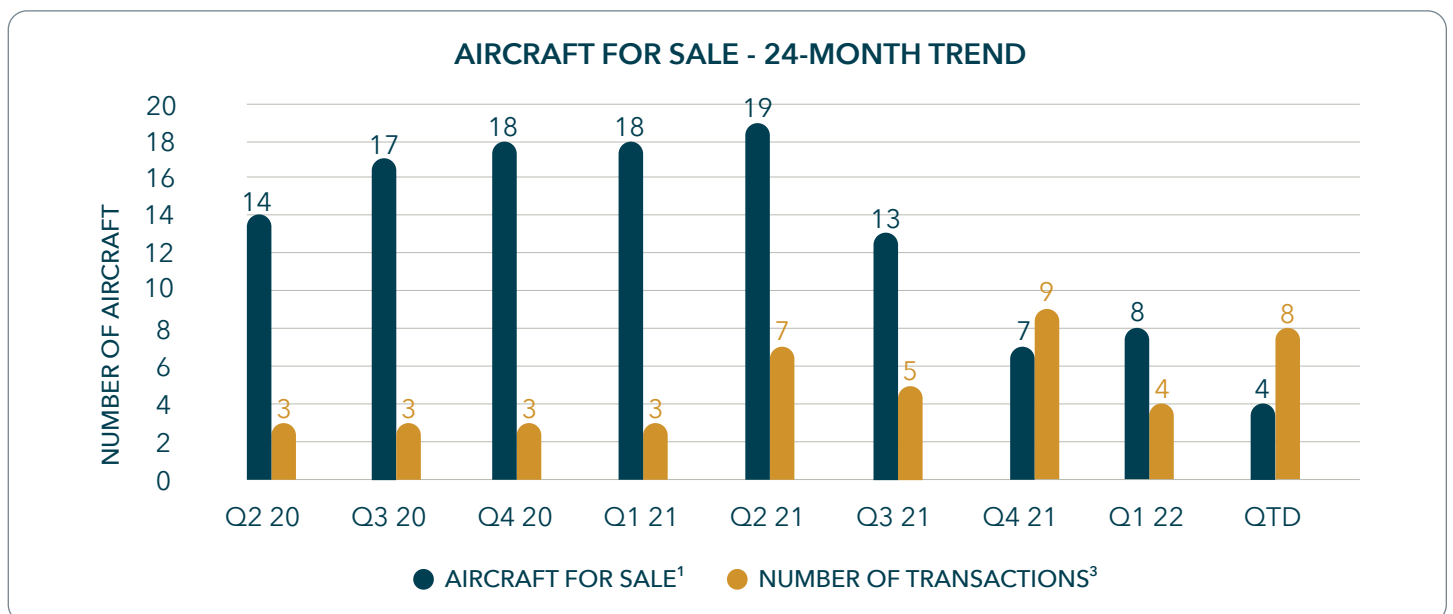


Global XRS | Pre-Owned Market Report



Q2 2022 MARKET UPDATE

The *Global XRS* pre-owned market in Q2 saw a significant number of sales, 8 aircraft in total. Year to date, the total number of sales represents a 20% increase compared to the same quarter last year. The saturation levels decreased by 50% from last quarter to a total of only 4 aircraft on the market. Average flight hours also increased from 265 in March to 276 in June.





Challenger

Challenger 300 | Pre-Owned Market Report

AIRCRAFT FOR SALE¹



17

FLEET²



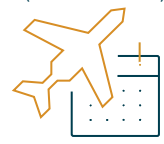
450

SATURATION LEVEL



3.8%

DAYS ON MARKET⁴
(Past 12 months)



92

AIRCRAFT TRANSACTIONS³
(Past 12 months)



44

% OF FLEET ON SMART PARTS⁵



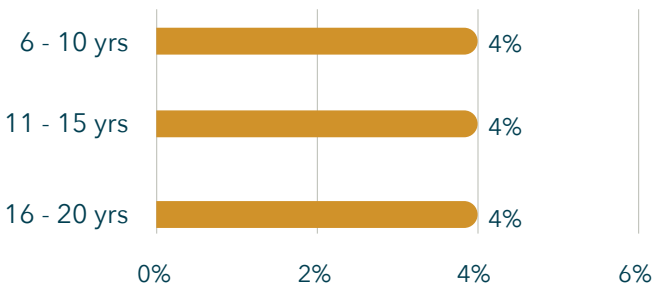
46%

AVERAGE FLIGHT HOURS⁵
(Past 12 months)

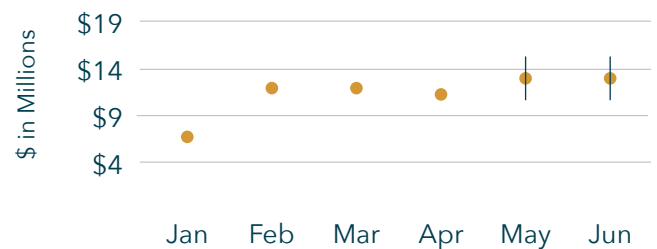


360

SATURATION BY AGE CLASS - QTD 2022



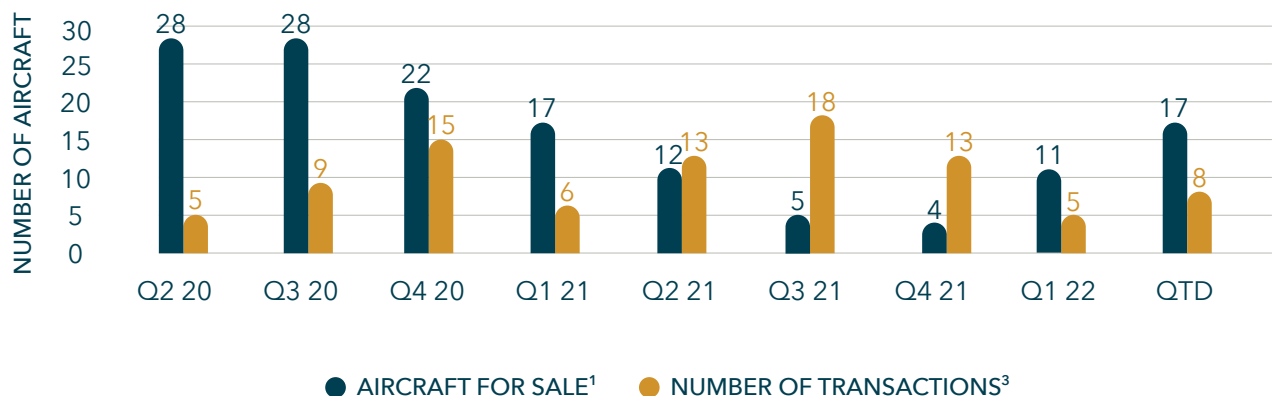
ASKING PRICE - PAST 6 MONTHS



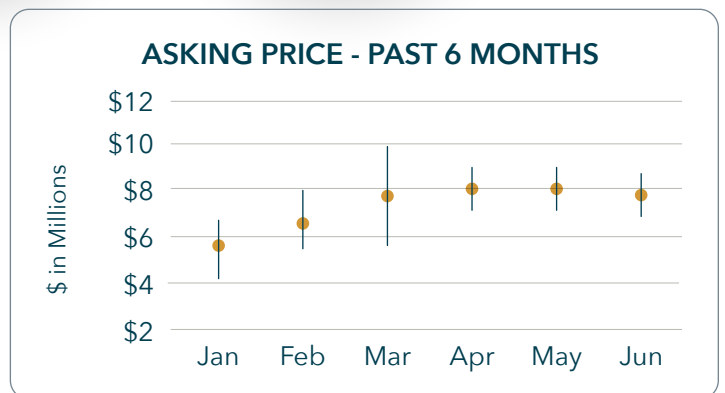
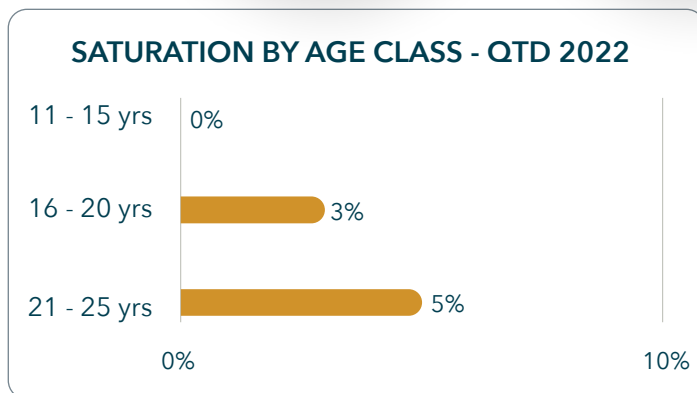
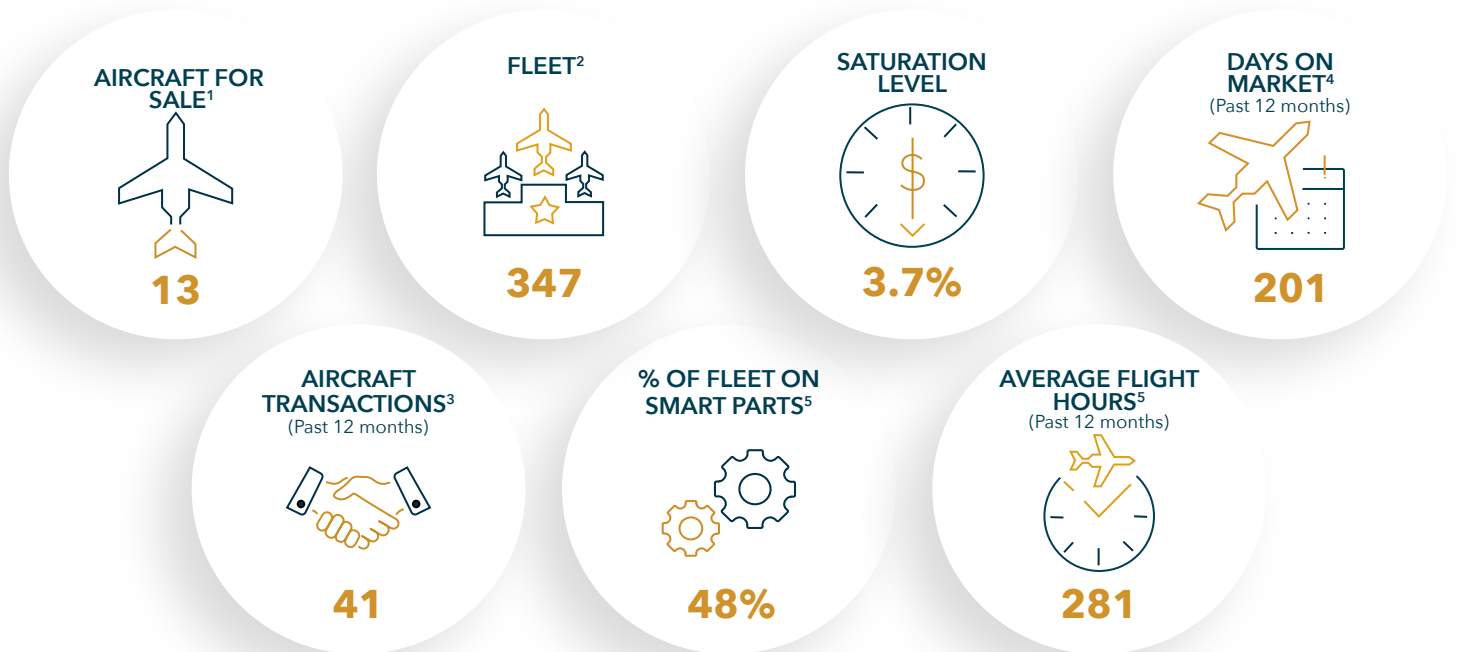
Q2 2022 MARKET UPDATE

The *Challenger 300* pre-owned market had a significant increase of sales in the second quarter compared to Q1 2022. Sales transactions increased by 60% for a total of 8 aircraft sold in Q2 2022. There was also an increase in market saturation for two consecutive quarters. The 17 aircraft for sale represents a 55% increase from last quarter. With the strong sales activity, the average days on the market decreased to 92 days. The annual average flight hours continued to increase and rose 4% since last quarter to a total of 360 hours.

AIRCRAFT FOR SALE - 24-MONTH TREND

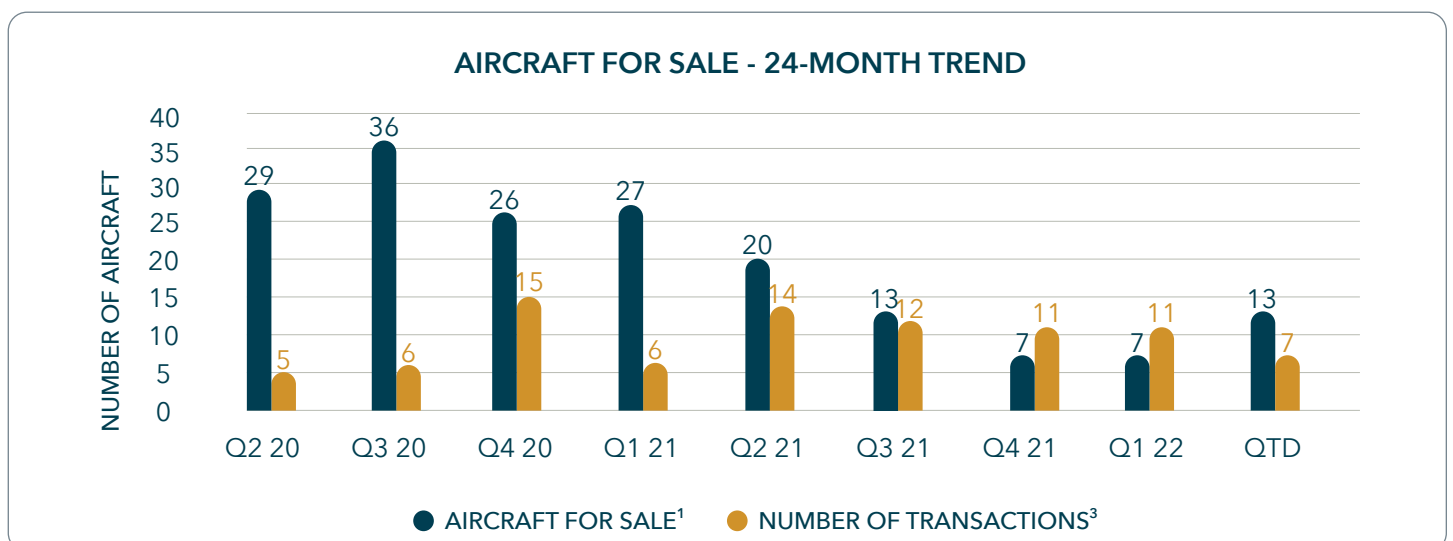


Challenger 604 | Pre-Owned Market Report

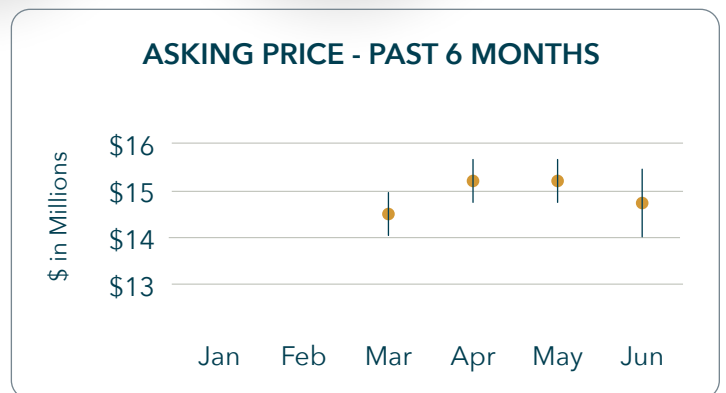
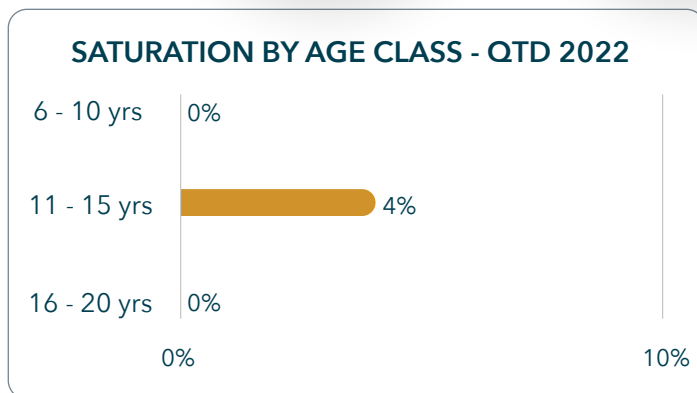
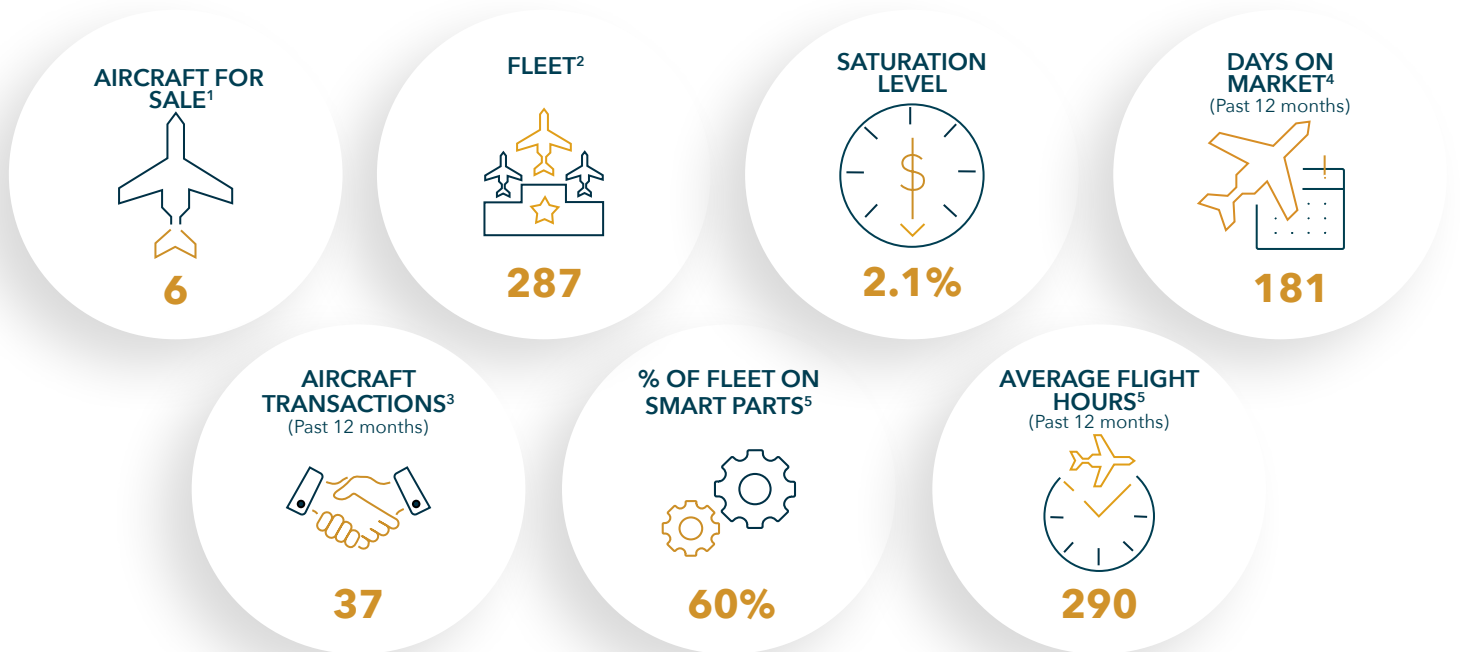


Q2 2022 MARKET UPDATE

The *Challenger 604* pre-owned market increased in market saturation for the first time since Q1 2021. The number of aircraft for sale increased from 7 aircraft in Q1 2022 to a current total of 13. The year to date number of transactions fell by 10% compared to the same time in 2021 but remained high at 41 within the past 12 months. The Challenger 604 average flight hours increased from 271 last quarter to a current 281, in line with the continued number of sales.

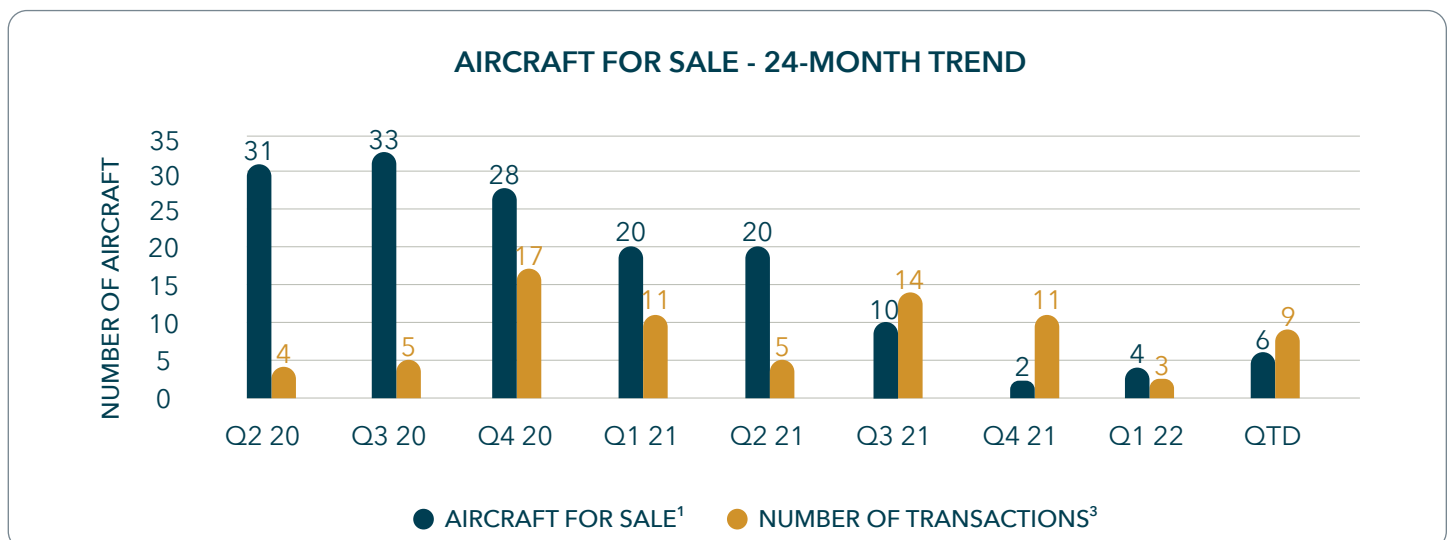


Challenger 605 | Pre-Owned Market Report



Q2 2022 MARKET UPDATE

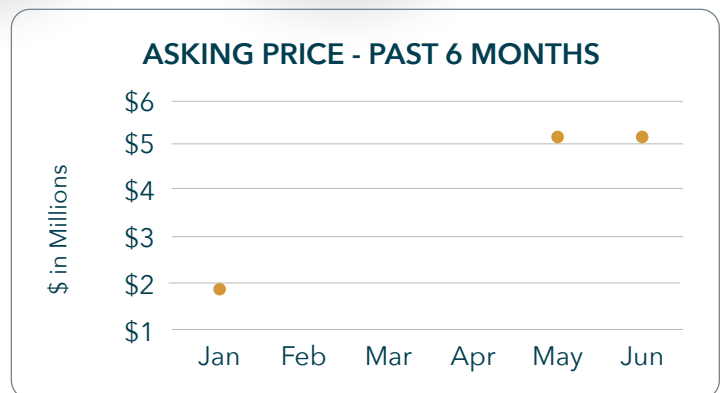
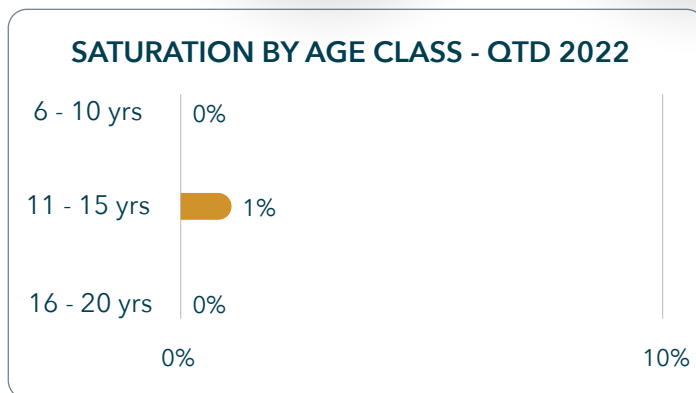
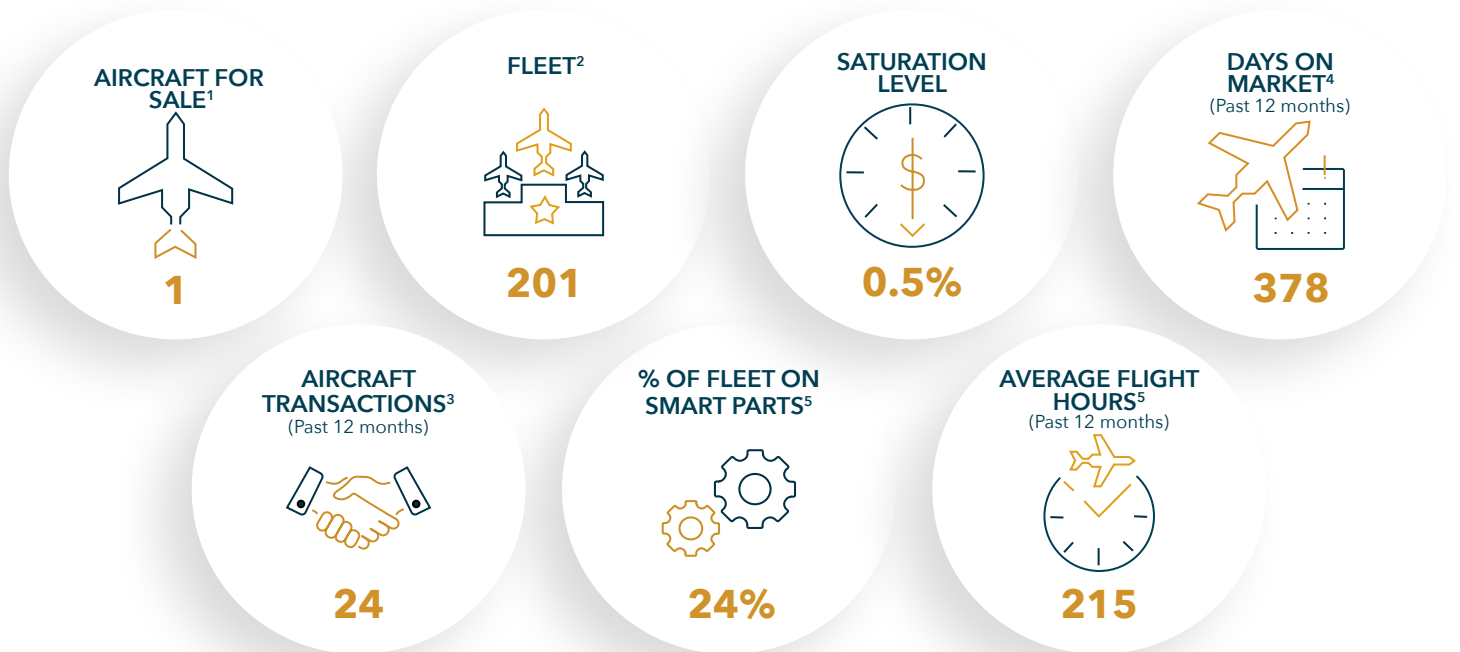
The *Challenger 605* pre-owned market performed very well in Q2 2022 with the total transactions increasing from 3 in Q1 to 9 in Q2. Saturation levels increased slightly but remain low at only 2.1%. This represents 14 less aircraft for sale compared to the same quarter last year. Average flight hours saw an increase from 278 in March to 290 in June.





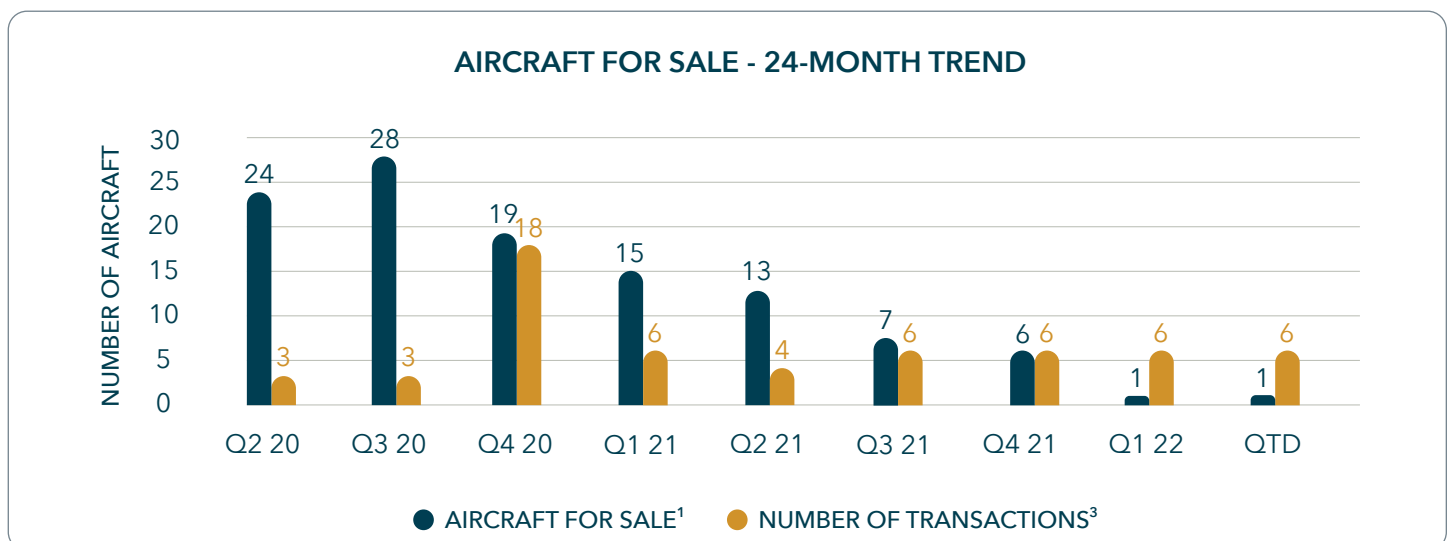
Learjet

Learjet 45XR | Pre-Owned Market Report

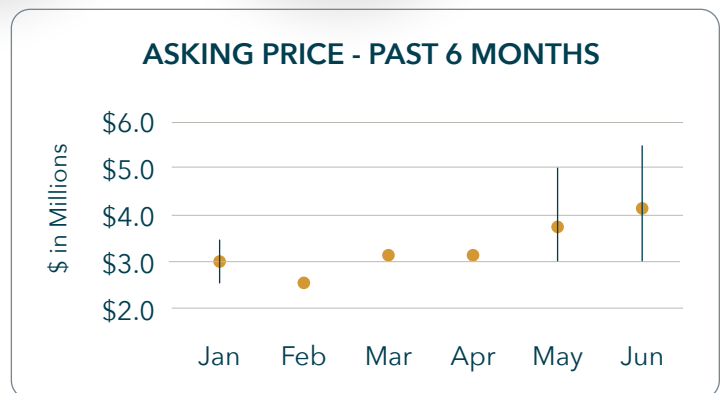
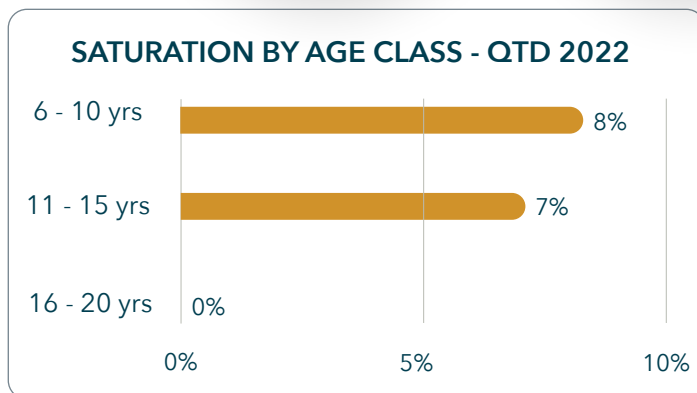
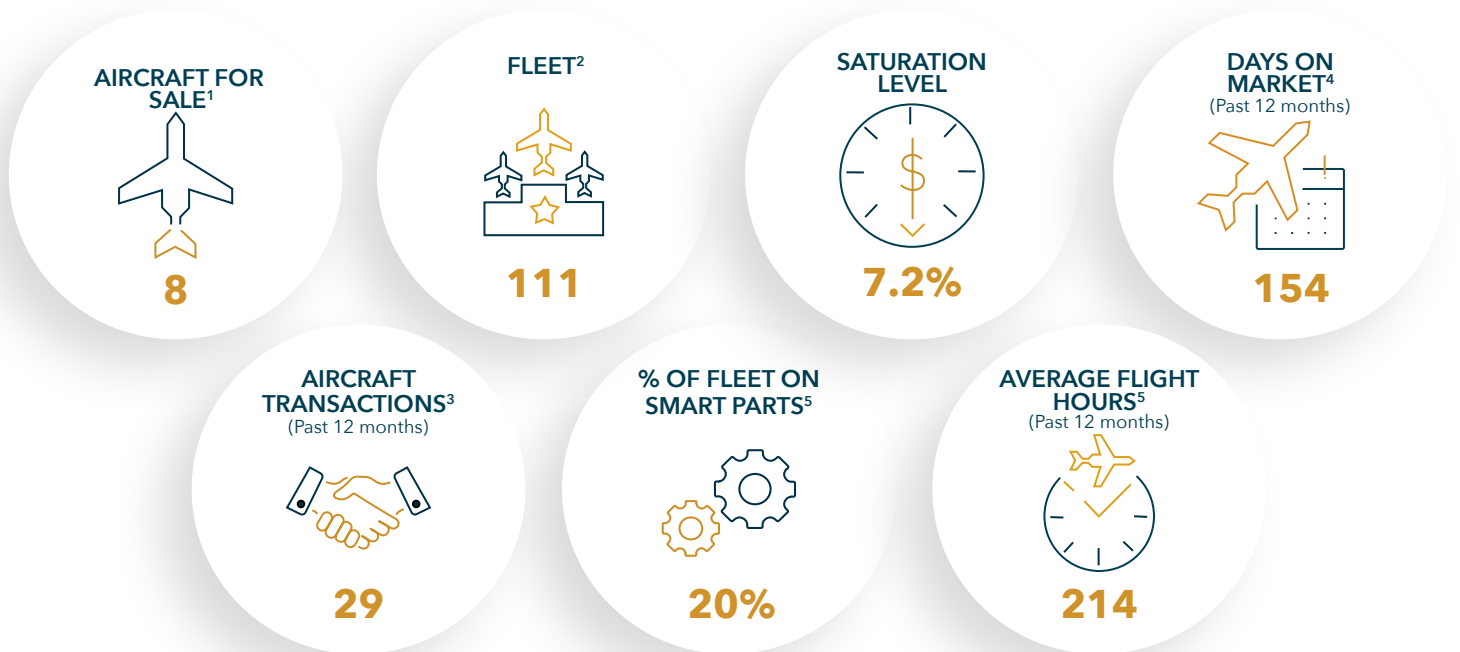


Q2 2022 MARKET UPDATE

The *Learjet 45XR* pre-owned market had a total of 6 sales for the 4th consecutive quarter in a row. The inventory of aircraft for sale remained at 1 since last quarter. This is down by about 96% from the pandemic peak in Q3 2020. Another favorable improvement to the market are the days on market which decreased from 405 last quarter to 378 in Q2 2022.

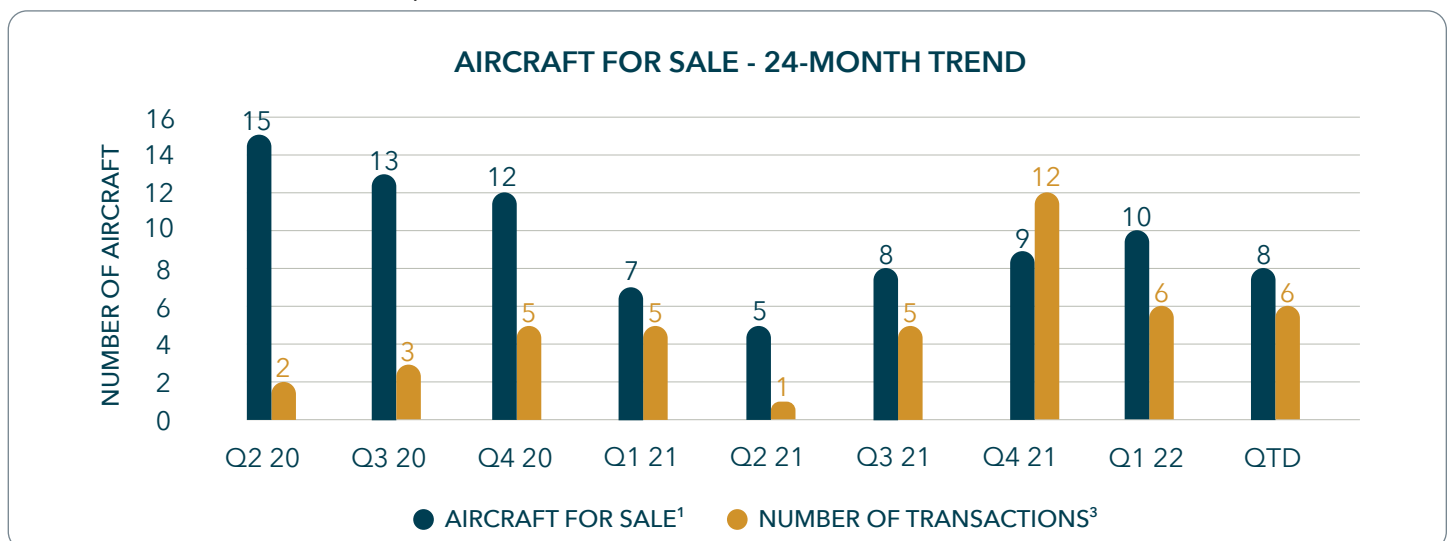


Learjet 60XR | Pre-Owned Market Report



Q2 2022 MARKET UPDATE

The *Learjet 60XR* pre-owned market had 6 sales in the Q2 2022 which is significantly better than the single transaction in Q2 of 2021. Overall, the number of transactions doubled year to date compared to the same time in 2021. The saturation level decreased by 20% compared to last quarter for a total of only 8 aircraft on the market. The average days on the market for the last 12 months of sales has slightly increased from 144 days last quarter to 154 currently. The average asking price has seen a continuous increase since April where it was \$3 million to a current 4.1 million in June.



Appendix

SOURCES

- 1 Data sourced from **Jetnet**: <https://www.jetnet.com/>
- 2 Data sourced from **Cirium**: <https://www.cirium.com/>
- 3 Data sourced from **Amstat**: <https://amstatcorp.com/>
- 4 Data sourced from **Aircraft Post**: <https://www.aircraftpost.com/>
- 5 Bombardier Internal Analysis



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For more information, visit the [Bombardier Pre-Owned website](#)



BOMBARDIER

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Our Pre-Owned Market Report addresses a variety of Bombardier's Pre-Owned aircraft market indicators. Most of the quantitative data and information in this report is extracted from third party data providers and Bombardier research. All financial figures are in U.S. dollars unless otherwise stated.