



THE QUARTERLY CALL

The Quarterly Call allows you to track marketplace changes that take place during the year while minimizing the amount of time and effort required for you and your company to stay current on the commercial aircraft markets.

The service consists of a quarterly analysis of the latest developments in airline traffic, airline profits, aircraft orders, backlog, the parked fleet, planned production rates for the prime manufacturers, and a discussion of major events taking place during the quarter.

The presentation is emailed to your offices in a PowerPoint or .pdf format with a follow up conference call (one-on-one with your company). We go through the charts during the telephone call and discuss the implications of the material on future aircraft deliveries over the next two years and beyond.

I typically cover the Boeing and Airbus commercial transport aircraft markets and the Bombardier and Embraer regional jet aircraft markets on a quarterly basis. The contents of The Quarterly Call can be customized to fit your individual needs.

The Schedule for the Quarterly Calls

Market updates will be provided on or about the following dates:

- 1st Call – 3rd week of February
- 2nd Call – 2nd week of May
- 3rd Call – 2nd week of August
- 4th Call – 1st week of November

It saves time. It saves money. All your attendees need is access to a telephone and email. No real need to be gathered together in one room. All the meeting participants get to ask questions and participate in the lively discussions which take place during the call. It's a "travel-free experience" that can be scheduled to meet your timetable and your need for information.

Take a glance at the next page for details on the charts. Please give me call or email me to discuss your needs and pricing. I look forward to hearing from you.

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The Quarterly Call contains the following charts and tables to provide the framework for an informative and “lively” discussion on recent events and future directions for the airline and aircraft manufacturing industries:

Airbus and Boeing Commercial Transport Aircraft Markets

- **Economy Update** (2 charts) - World and U.S. GDP growth rates – quarterly / annual projections.
- **Airline Traffic Update** (4 charts) - U.S., Europe, Asia, and World rpm growth by month.
- **Airline Profit Update** (1 chart) - U.S. Majors quarterly operating profits and yields. Commentary on profitability of non-U.S. airlines.
- **Parked Aircraft Headcount** (1 chart) - total number of aircraft stored or idled by month.
- **Boeing and Airbus Delivery Rates** (two tables) - planned and accomplished delivery rates for the aircraft programs by quarter.
- **Aircraft Orders Update** (1 table) - number of aircraft ordered during the quarter by aircraft type for 100+ PAX turbofan powered aircraft.
- **Aircraft Backlog Update** (1 table) - number of aircraft in firm order backlog for the quarter by aircraft type for 100+ PAX turbofan powered aircraft.
- **Special Topics** (2 to 5 tables or charts) - a selected topic of interest related to the commercial marketplace that relates to developments during the quarter will be highlighted.
- **Summary Update** (1 word chart) - commentary on any changes to the recovery scenario and the next downturn based on the latest market developments.

Bombardier and Embraer Regional Jet Aircraft Markets

- **Airline Traffic Update** (2 charts) - U.S., Europe rpm growth by month.
- **Bombardier and Embraer Delivery Rates** (one table)- planned and accomplished delivery rates for the aircraft programs by quarter.
- **Aircraft Orders Update** (1 table) - number of aircraft ordered during the quarter by aircraft type for regional jets.
- **Aircraft Backlog Update** (1 table) - number of aircraft in firm order backlog for the quarter by aircraft type for regional jets.
- **Special Topics** (2 to 5 tables or charts)- a selected topic of interest related to the regional jet marketplace that relates to developments during the quarter will be highlighted.
- **Summary Update** (1 word chart) - commentary on any changes to the recovery scenario and the next downturn based on the latest market developments