

mba REDBOOK:

Q1 2018 Aircraft Value Updates and Insights

February 8, 2018

What's Driving Values in Q1 2018? REDBOOK's ISTAT Certified Appraisal Team Has the Latest:

mba helps leaders in all facets of the aviation industry solve some of their toughest problems and capture their greatest opportunities. Our people are committed to our clients' success and focused on achieving essential advantages on their behalf.

mba provides solutions:

Valuation: mba provides a wide range of valuation services to improve your business decisions. These services include Tangible Assets, Intangible Assets and Enterprise Valuations.

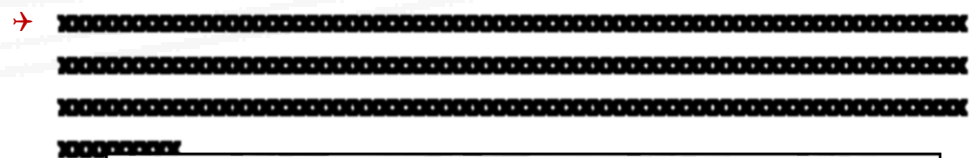
Analytical: Recognized as a premier aviation consulting firm, mba's team brings over 150 years of combined industry experience to public and private clients.

Asset Management: mba's Asset Management Team is comprised of seasoned aviation professionals encompassing years of experience within flight operations, engineering, and maintenance.

Safety & Compliance Solutions: mba is a trusted and independent auditing firm, fully prepared to guide you through the audit and corrective action process.

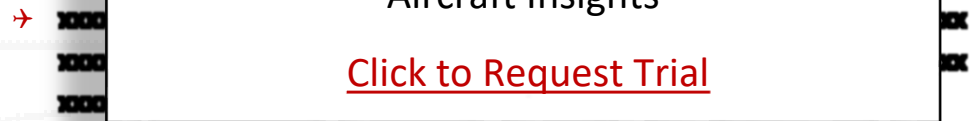
Relying upon the current market conditions and the aircraft transactions that have occurred at the end of 2017 and into the first quarter of 2018, mba has updated and released the Q1 2018 values on REDBOOK. Below you will find the highlights from the update and a look into the most highly traded aircraft of the year.

- The E2-190, A319neo, 737 MAX 9, and 787-10 have been added to REDBOOK with deliveries commencing in 2018 for all four types.
- Mid-vintage 737-800 market values continue to see heightened demand, with market values upwards of 2.0% over base.
- The spread for new build neo/MAX aircraft over the ceo/NG expands as last-off-the-line aircraft are discounted, widening the delta.
- Large regional aircraft remain stable with market values matching base in most cases.
- A350-900 and 787-9 market values saw a market increase of 1.0% above base as operator and lessor appetites remain strong.



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President & CEO



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Lindsey Webster
Director – Asset Valuations



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Kim Seward
Manager – Asset Valuations



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What is mba up to?



News:

Morten Beyer & Agnew recently released a daily aviation commercial podcast series, *mba Air Tracker*. Tune in everyday to listen to members of the mba team cover top industry news, data, aircraft orders and deliveries, traffic, earnings, and related finance information for investors and industry professionals.



Upcoming Events:

[2nd Annual Korea Airfinance Conference](#), February 27 – 28, 2018:

Join our Chief Operating Officer, **David Tokoph**, as he speaks about the *Residual Value Outlook and Lease Rate Trend* on **Wednesday, February 28, 2018 at 11:30 KST**



[SFIG Vegas 2018](#), February 25 – 28, 2018:

Join our Director of Business Valuations & Economic Analysis, **Kathryn Peters**, at the Structured Finance Industry Group Conference in Las Vegas. If you would like to schedule a meeting, please email kpeters@mba.aero



[2018 HAI Heli-Expo](#), February 26 – March 1, 2018:

Join our Manager of Asset Valuations, **Kim Seward**, at the 2018 Heli-Expo in Las Vegas hosted by Helicopter Association International. If you would like to schedule a meeting, please email kseward@mba.aero



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