



AIRCRAFT SALES & ACQUISITIONS



DUNCAN
AVIATION



TAKE ADVANTAGE OF DUNCAN AVIATION'S RESOURCES FOR YOUR AIRCRAFT TRANSACTION

Our Commitment:

To leverage the extensive experience and resources of Duncan Aviation for the benefit of business aircraft sales and acquisition clients worldwide.



9,002+

Unique Aircraft Make, Model, Serial Numbers Touched Enterprise Wide In 2023



699
Learjet



431
Embraer



410
Hawker



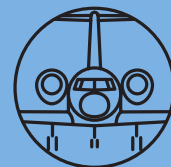
1,516
Cessna



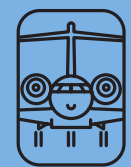
1,001
Falcon



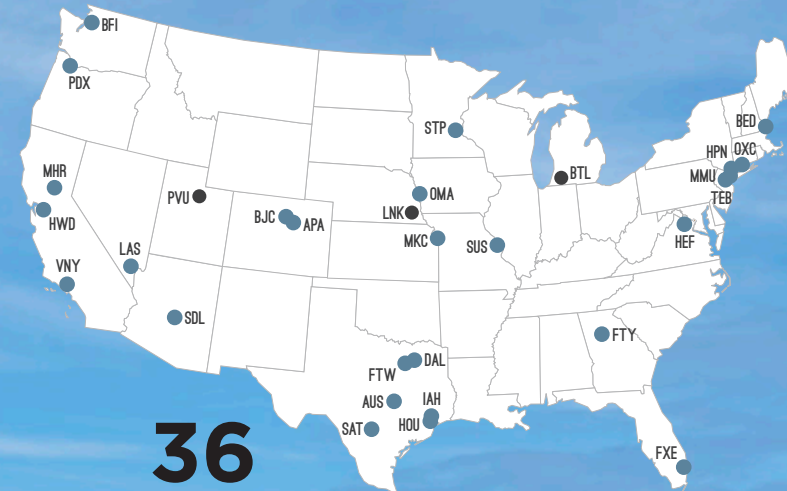
877
Challenger



1,152
Gulfstream



325
Global



36

Locations



96

Aircraft In-house (Daily Average)
BTL, PVU & LNK



In 2023, Worked On Aircraft Based In
86
Countries/Territories

67+

Years Buying, Selling & Supporting Aircraft Owners & Operators

In The Last 36 Months, Duncan Aviation Has Conducted Business With

92%

Of The Fortune 100 Companies That Own Business Aircraft

42,490

Service Relationships Globally

3,500+

Aircraft Sales/Acquisition Transactions

2,900+

Team Members Worldwide Including In-house Tech Reps, Regulatory Support, and Import/Export Experts



MARKET EXPERTS

Our Processes Help Navigate A Complex Marketplace

In this age of digital information, the aircraft marketplace has become inundated with a flood of data, much of it false or misleading. Clients have come to Duncan Aviation looking for assistance to identify truths and opportunities. Duncan Aviation researches the market and has a detailed information-sharing process. The information we provide gives clients better control over their outcomes.

Duncan Aviation's Aircraft Sales and Acquisition representatives have first-hand access to the aircraft marketplace. We have more than 175 aviation experts in-the-field globally, daily making technical, sales and service visits. These resources act as our eyes and ears, providing insight into new market opportunities and exposure to our listed aircraft.



"I recommend the hassle-free aircraft acquisition service provided through Duncan Aviation to others. Duncan Aviation's aircraft acquisition experts provide a great experience. They set you up to negotiate a fair price by analyzing the value of all the different aircraft that are in the market, allowing you to see a true comparison of the options out there. The level of customer service, stick-to-itiveness, get-things-done attitude, and attention to detail stood out to me that first deal... and they keep me coming back."

Doug Stussi, Love's Travel Stops and Country Stores

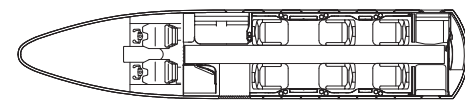
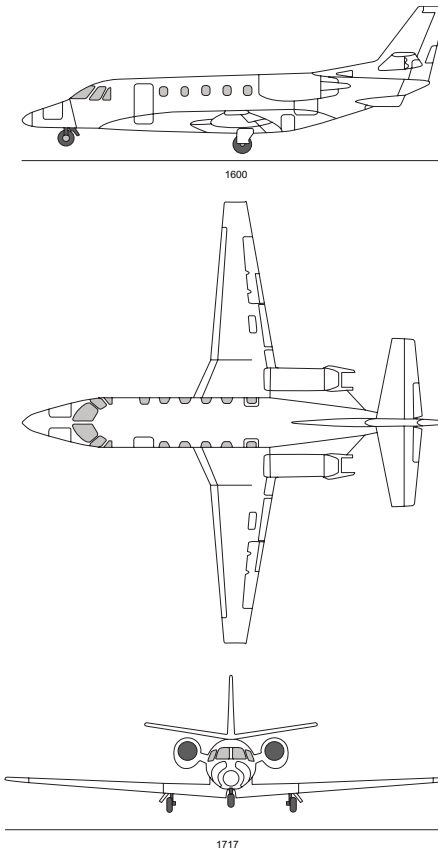


FINDING THE RIGHT SOLUTION FOR YOUR NEEDS

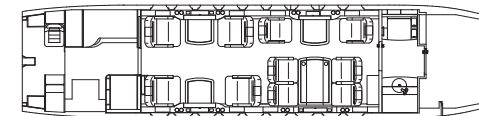
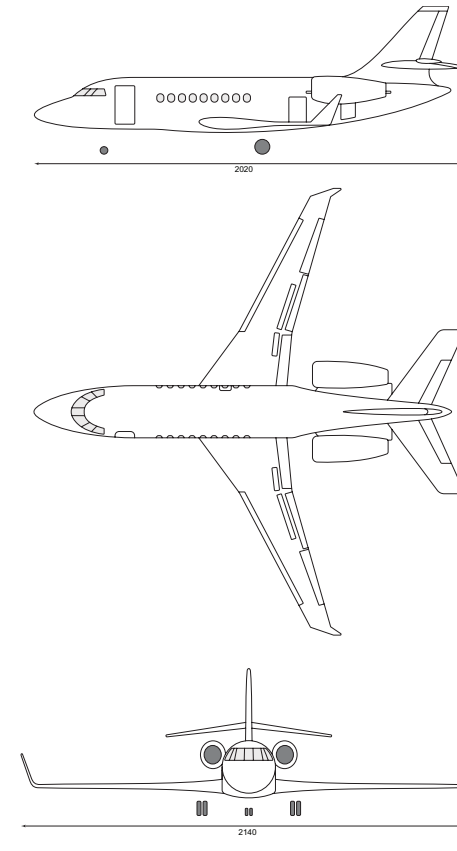
Casting The Net, Far And Wide

Most businesses hire a consultant for major capital expenditures, especially when risk and return on investment are important components in the process. Duncan Aviation has helped hundreds of operators assess their true lift needs so they know the best make, model and configuration for their circumstances. We then use our worldwide contacts to locate available and soon-to-be-available options and determine the true value of the aircraft to find the right one for their needs, at the right price and at the right time.

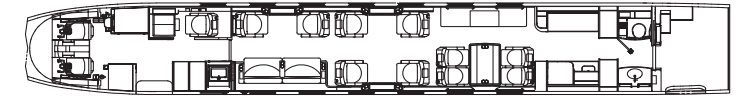
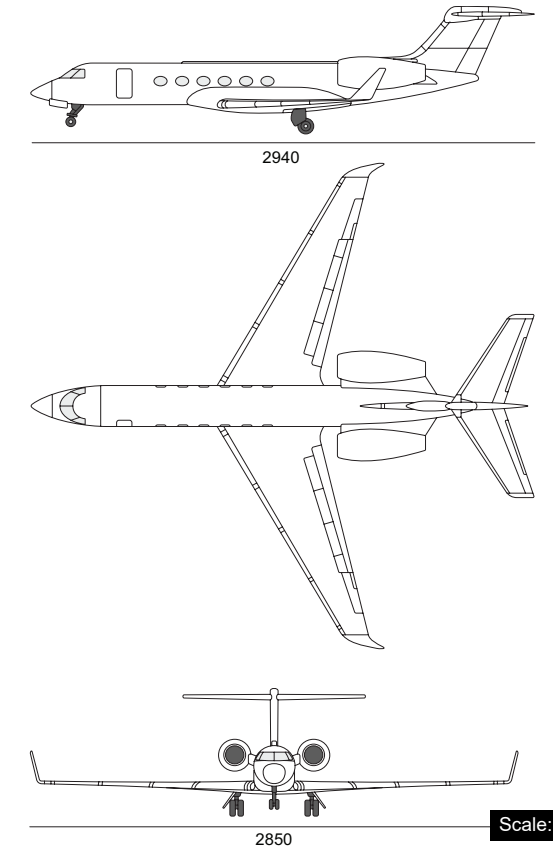
Citation 560XLS



Falcon 2000LX



Gulfstream GV-SP



Scale: 1:100

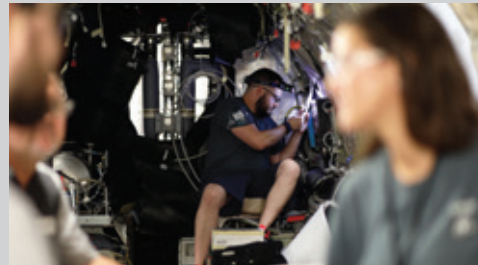
All measurements in centimeters.

"I hire people who are considered experts, especially on a decision as complex as purchasing an aircraft. I wanted to have the confidence that I had made the best decision for my company. As a result, I think we bought the best plane out there for the most competitive price."

Breck Collingsworth, Resort Lifestyle Communities

The best decisions are supported by the best analysis. Duncan Aviation consults our clients in the following areas:

- Mission profiling and budgeting
- Aircraft selection and fleet
- Fractional vs. Charter vs. Whole Aircraft
- Management company vs. in-house flight department



KNOWLEDGEABLE PEOPLE WITH COMPREHENSIVE RESOURCES

Your Team Of
Authorities On
Every Aspect Of
Business Aviation

Every aircraft transaction has unique circumstances and business nuances. Trusted advisors can only provide optimum aircraft transaction recommendations when they have access to timely and accurate information. According to Duncan Aviation customers, this is also an area where we shine. With more than 2,600 aviation experts who work in and understand all aspects of business aviation, we have quick access to expertise that allows clients to look at all potential options and quickly respond to market changes and opportunities with confidence and control.



Through the years, Duncan Aviation has conducted more than 3,500 aircraft transactions. We have developed a solid reputation as one of the best tip-to-tail business aircraft service and support organizations in the world. Our expertise in all areas of aircraft service and support make our team even more valuable to individuals and companies looking to sell or acquire business aircraft.



PRE-PURCHASE EVALUATIONS AND SUPPORT

Representing Your Interests

Whether an Aircraft Sales & Acquisitions customer chooses to have a pre-purchase evaluation completed at Duncan Aviation or not, our team will represent you and your interests during this evaluation and the subsequent negotiations to ensure the best transaction experience possible.

Duncan Aviation is globally recognized as a leader in pre-purchase evaluations, performing more than 65 every year. We have developed our own knowledge-based checklists for these events that are dependent on the aircraft make and model.



Duncan Aviation can perform pre-purchase evaluations at our full-service facilities in Battle Creek, Michigan; Lincoln, Nebraska; and Provo, Utah.

Duncan Aviation is well-versed in the nuances of cross-border transactions. We have FAA Designated Airworthiness Representatives and International Compliance Officers conduct more than 25 import/export transactions annually. Roughly 20% of our business comes from outside the United States.



COMPLETION, REFURBISHMENT AND CUSTOMIZATION

Setting The Stage
For Your Crowning
Achievement

Many of the aircraft we help clients buy require very little additional work before they are put into service for the new owner. If the best aircraft, however, is not exactly what the customer wants, Duncan Aviation's comprehensive tip-to-tail services can exceed those expectations upon delivery. Tip-to-tail services can often be bundled into special brokerage and support services packages.





SUPPORTING CLIENTS LONG AFTER THE SALE IS DONE

Respected
Worldwide

Duncan Aviation has been selling business aircraft for more than 67 years. As a family owned business, we have a passion and love for aviation. Every decision we make is for the long-term good of our company, our clients, and our industry. It is our goal that each client we help will not only return to us, but tell others about us. So long after your work with us is complete, we will be there to help with your next solution and goal. After all, we have a reputation to uphold.

"Duncan Aviation recently helped us purchase a pre-owned Falcon 7X and sell a Falcon 2000 EASy. The guidance we received through the complex, international sales transaction resulted in our purchase of the aircraft well below market value. A good contract was also negotiated on the sale of our aircraft, minimizing financial exposure and netting an above-market price. The ongoing support Duncan Aviation has provided our flight department has been invaluable and exceeded all expectations."

Errico Auricchio, President,
BelGioioso Cheese, Inc.





A STAPLE IN BUSINESS AVIATION

Innovating In A
Dynamic Market
We Helped Create

The name Duncan Aviation is synonymous with the world's finest corporate and private aircraft. We are rooted in the vision that prompted our founder, Donald Duncan, to invest his future in the concept of the "business aircraft." When the Learjet was introduced, the Duncan Aviation Aircraft Sales & Acquisitions team helped demonstrate how this remarkable aircraft could add hours and flexibility to the day. By transforming lifestyles and contributing to the success of our clients, Duncan Aviation played a large role in creating an industry we love.



Today, Duncan Aviation has three maintenance, repair and overhaul facilities, nearly 30 avionics satellites and engine Rapid Response launch sites across the U.S. The company has team members and representatives located throughout the world, conducting business with operators from 96 countries.



Duncan Aviation was founded in 1956 by Donald Duncan. In 1965, the company took delivery of its first Learjet 23.





ETHICS AND INTEGRITY

A Trusted Brand

Great brands like Duncan Aviation survive the test of time. The relationships we build with our clients are based on mutual trust, often developed over decades. They include a commitment to maintaining the highest ethical standards and service. Our Aircraft Sales & Acquisitions team guides and advises clients on the best options that meet their needs, and helps them navigate the often turbulent transaction waters while providing exceptional ongoing, after-sales support.



As a founding member of IADA (the International Aircraft Dealers Association), Duncan Aviation helped develop IADA's Code of Ethics.

"At Duncan Aviation, they have high quality people with high standards and excellent work ethic. Their aircraft sales team in particular is helpful, honest and up-front whether you are buying or selling."

Franklin Graham, Samaritan's Purse





BUSINESS AIRCRAFT SERVICE & SUPPORT

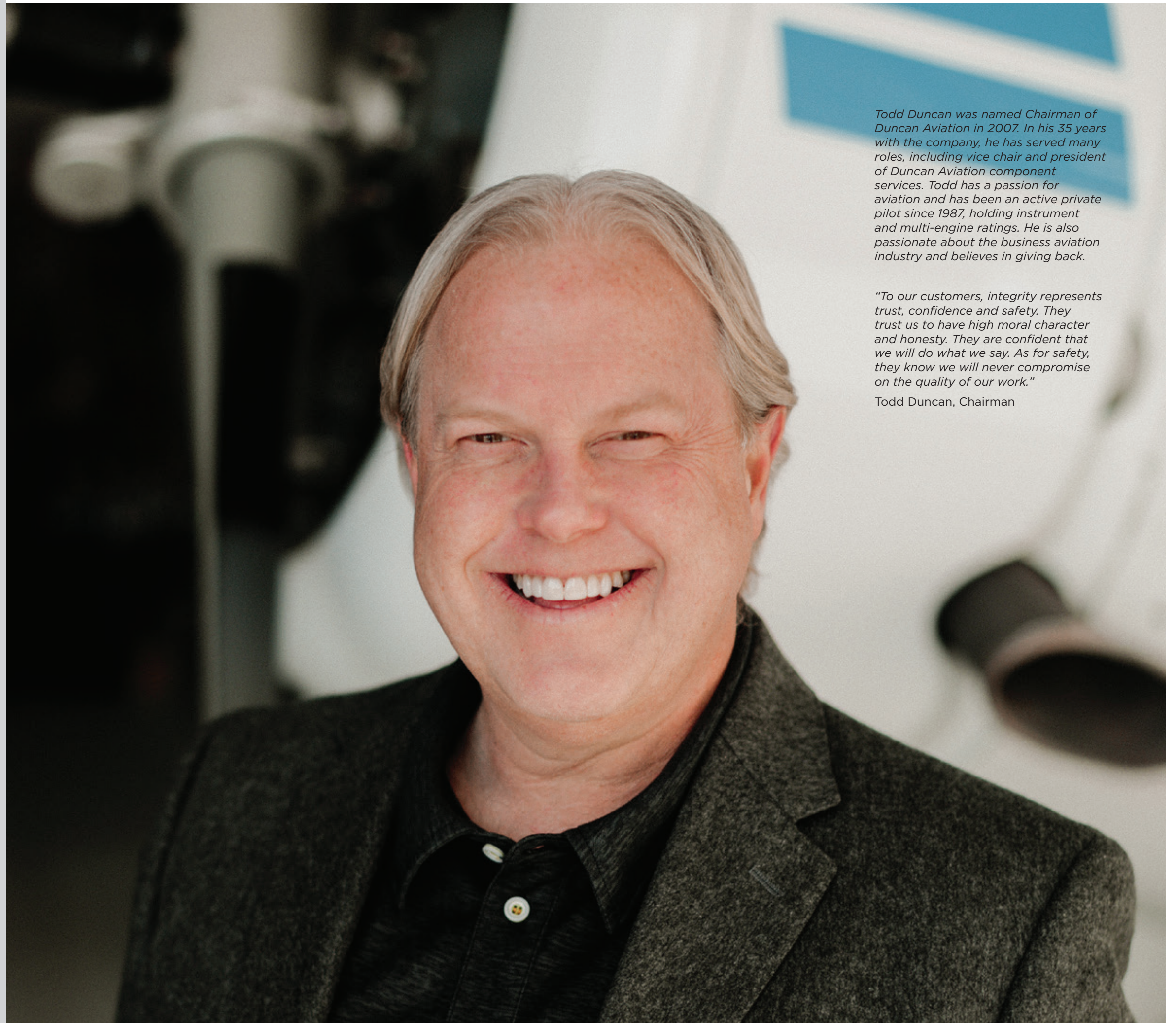
Aircraft Acquisition

Aircraft Sales

Pre-Purchase
Evaluations &
Support

Interior & Paint
Customization

www.DuncanAviation.aero



Todd Duncan was named Chairman of Duncan Aviation in 2007. In his 35 years with the company, he has served many roles, including vice chair and president of Duncan Aviation component services. Todd has a passion for aviation and has been an active private pilot since 1987, holding instrument and multi-engine ratings. He is also passionate about the business aviation industry and believes in giving back.

"To our customers, integrity represents trust, confidence and safety. They trust us to have high moral character and honesty. They are confident that we will do what we say. As for safety, they know we will never compromise on the quality of our work."

Todd Duncan, Chairman