

THE PREMIER FLEET FORECASTING TOOL FOR THE COMMERCIAL AVIATION INDUSTRY

Summary of Global Fleet Forecaster Methodology

- Analysis of the Ascend Online Fleets database, which provides access to full histories of over 100,000 aircraft by serial number. This enables the tracking of orders, cancellations, deferrals, deliveries, sales/leases, conversions, storage and retirements; in effect every major event in the aircraft fleet.
- Historical analysis of orders and deliveries highlights trends relating to aircraft size (seats or cargo capacity), technology (e.g. twin engined), operator type (e.g. Low Cost Carrier), region and country, which can provide guidance as to the popularity of certain sizes/classes of aircraft.
- Review of the firm orders backlog to provide the best short-term guide to deliveries, especially as the current market has record levels on order.
- Manufacturers' production rates, both current and planned are taken into account; these are sometimes made public and in other cases estimates are made.
- Analysis is made of options and letters of intent held by customers for future orders, as well as any announced fleet plans.
- The current fleet of each region is reviewed by type and age, to determine potential demand for replacement and growth
- Ascend takes a view on the benefits of new technology and the desire for more fuel efficient aircraft. The potential launch of all-new programmes is taken into account.
- Ascend has a forecast of traffic and load factors which translates into Available Seat Kilometres (ASKs) and the number of aircraft required in the fleet. The total deliveries and retirements required can then be judged from the future fleet requirements.
- For each region, the historical fleet growth in the fleet of RJs, narrowbodies and widebodies is analysed in five and ten year periods. This is considered in terms of actual aircraft numbers, the total seat capacity and the average seat size.
- The forecast takes into account the age of potential conversion candidates, announced conversions, the available converters and recent trends. It also predicts what future types may be converted (e.g. A330, 777).
- To forecast retirements, each region's fleet is analysed with relation to age, known replacements plans and the backlog.
- Ascend also reviews other forecasts produced in the industry, including those from Boeing, Airbus, Rolls-Royce, the FAA, IATA, regional manufacturers, engine manufacturers and suppliers. Their results are compared to ascertain trends and opinions about the future market development.