



# Aircraft Charter Rates

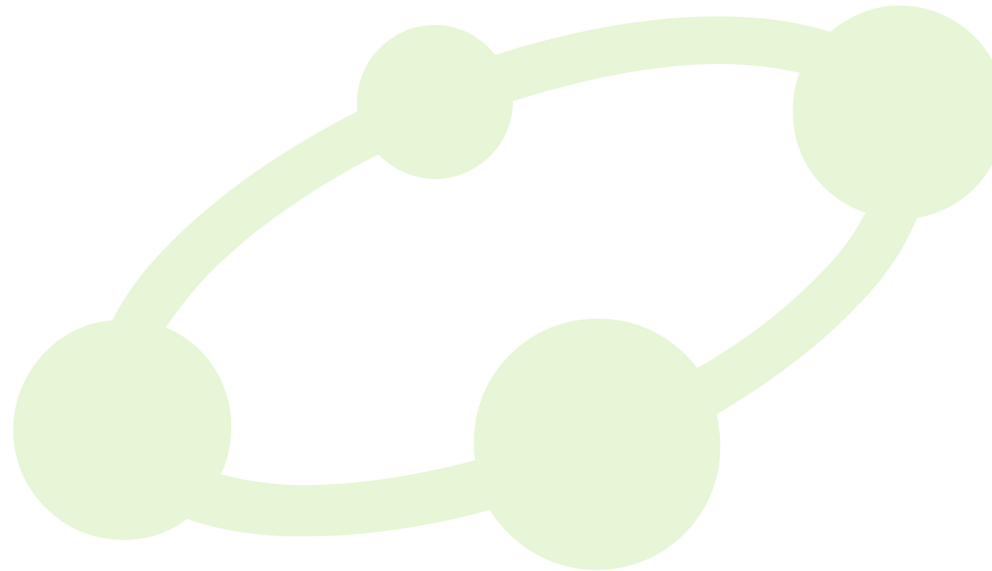
*Statistics from the Avinode Marketplace*

Produced by Avinode on 2019-10-17

ICAO region:

Aircraft type:

Currency:





### How to use this report

Use the Aircraft Charter Fees to understand the fees operators use to setup their aircraft in the Avinode Marketplace.  
Use the Quoted Charter Rates to understand the pricing landscape and trends:

- Have this aircraft in your fleet? **Benchmark your own aircraft** to understand how competitive your pricing is.
- Looking to acquire this aircraft? Understand **what prices you can expect to charge**.

### Our Data

With over 3,400 aircraft listed in the Avinode Marketplace and thousands of quotes provided through the system every day, Avinode can provide the actionable insight on charter rates that you need.

The report includes two ways of looking at charter rates:

- Page 2: **Aircraft Charter Fees**. Each aircraft listed in the Avinode Marketplace has pricing information provided by the operator. This data is used to calculate the unconfirmed price seen when a search is made in the Avinode Marketplace.
- Pages 3 & 4: **Quoted Charter Rates**. When a broker sends a request in the Avinode Marketplace, if an operator accepts the trip, they respond back with a quote with an updated price. This is an excellent proxy for the booked price.

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Have a comment, question or want to explore the possibility for a customized report?  
We can help you find your answers.

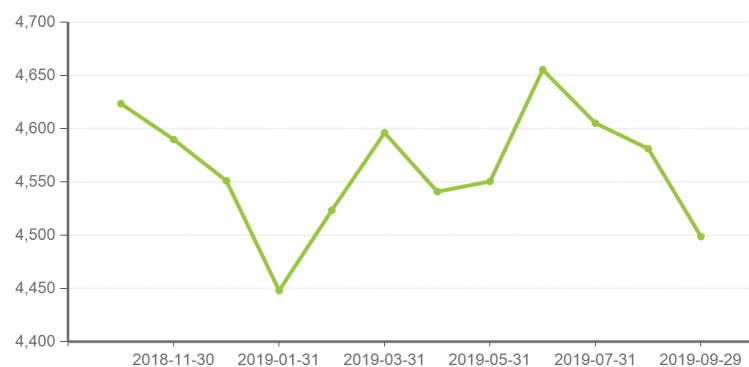
**bi@avinode.com**



## Aircraft Charter Fees (per aircraft listed in the Avinode Marketplace)

| EUR                     | 2018-10-31 | 2018-11-30 | 2018-12-31 | 2019-01-31 | 2019-02-28 | 2019-03-31 | 2019-04-30 | 2019-05-31 | 2019-06-30 | 2019-07-31 | 2019-08-31 | 2019-09-29 |
|-------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Number of aircraft      | 13         | 13         | 13         | 12         | 15         | 15         | 14         | 14         | 14         | 15         | 14         | 13         |
| Number of operators     | 11         | 11         | 11         | 10         | 13         | 13         | 12         | 12         | 12         | 13         | 12         | 11         |
| Taxi rate/h incl. fuel  | 4,624      | 4,590      | 4,551      | 4,448      | 4,524      | 4,596      | 4,541      | 4,551      | 4,656      | 4,605      | 4,581      | 4,499      |
| Ferry rate/h incl. fuel | 4,526      | 4,474      | 4,304      | 4,364      | 4,416      | 4,447      | 4,375      | 4,391      | 4,489      | 4,446      | 4,479      | 4,388      |
| Taxi rate/h excl. fuel  | 4,624      | 4,590      | 4,551      | 4,448      | 4,524      | 4,596      | 4,541      | 4,551      | 4,656      | 4,605      | 4,581      | 4,499      |
| Ferry rate/h excl. fuel | 4,526      | 4,474      | 4,304      | 4,364      | 4,416      | 4,447      | 4,375      | 4,391      | 4,489      | 4,446      | 4,479      | 4,388      |
| Taxi fuel surcharge/h   | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| Ferry fuel surcharge/h  | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| Startup fee             | 375        | 375        | 250        | 0          | 0          | 62         | 81         | 0          | 185        | 52         | 50         | 50         |
| Int. startup fee        | 833        | 833        | 833        | 1,000      | 500        | 361        | 351        | 250        | 448        | 290        | 600        | 600        |
| Night stop fee          | 1,069      | 1,055      | 931        | 1,162      | 1,168      | 1,001      | 864        | 867        | 767        | 930        | 907        | 886        |
| Int. night stop fee     | 1,476      | 1,464      | 1,302      | 1,382      | 1,582      | 1,502      | 1,396      | 1,415      | 1,259      | 1,412      | 1,327      | 1,323      |
| Fuel stop fee           | 1,744      | 1,739      | 1,736      | 1,854      | 1,906      | 2,036      | 2,018      | 2,016      | 1,702      | 2,003      | 2,040      | 1,984      |
| Crew swap fee           | 1,674      | 1,671      | 1,669      | 1,948      | 1,560      | 1,391      | 1,473      | 1,471      | 1,187      | 1,611      | 1,613      | 941        |
| Landing fee             | 1,134      | 1,128      | 1,120      | 1,193      | 1,105      | 1,186      | 1,168      | 1,195      | 1,044      | 1,057      | 745        | 680        |
| Int. landing fee        | 957        | 952        | 943        | 1,002      | 929        | 1,009      | 991        | 1,019      | 867        | 893        | 745        | 680        |
| Parking fee             | 511        | 509        | 508        | 644        | 524        | 707        | 392        | 453        | 603        | 560        | 367        | 335        |
| Default pax fee/leg     | 500        | 500        | 500        |            | 500        | 500        | 500        | 500        | 500        | 500        | 500        | 500        |
| Default pax fee/trip    | 133        | 132        | 131        | 131        | 132        | 133        | 135        | 135        | 132        | 135        | 136        | 137        |

Average Taxi rate/h, incl. fuel



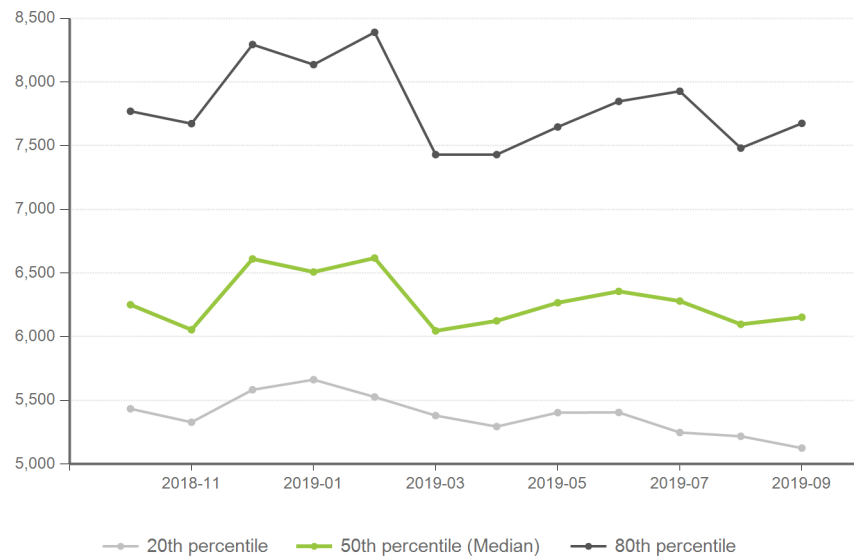
Please note: All prices reflect the state of the market on the specified date and might be affected by currency fluctuations when the aircraft are priced in different currencies. Prices will not be shown when there are fewer than three different operators, for reasons of privacy and reliability.



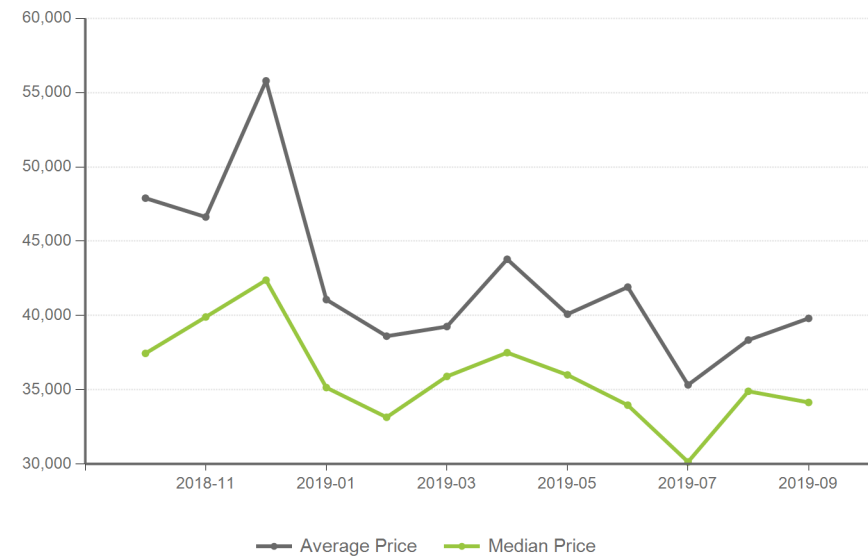
## Quoted Charter Rates *(Actual quotes for all trips sourced in the Avinode Marketplace)*

| EUR                        | 2018-10 | 2018-11 | 2018-12 | 2019-01 | 2019-02 | 2019-03 | 2019-04 | 2019-05 | 2019-06 | 2019-07 | 2019-08 | 2019-09 |
|----------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg. price                 | 47,897  | 46,626  | 55,790  | 41,071  | 38,609  | 39,255  | 43,786  | 40,089  | 41,912  | 35,331  | 38,351  | 39,807  |
| Median price               | 37,450  | 39,900  | 42,377  | 35,150  | 33,150  | 35,900  | 37,500  | 36,000  | 33,966  | 30,145  | 34,900  | 34,151  |
| Avg. taxi time (h)         | 6.0     | 5.6     | 6.4     | 5.0     | 4.2     | 4.4     | 5.4     | 4.5     | 4.9     | 3.9     | 4.4     | 4.5     |
| Avg. ferry time (h)        | 2.8     | 2.7     | 2.9     | 2.4     | 2.1     | 2.6     | 2.6     | 2.7     | 2.8     | 2.8     | 3.2     | 2.9     |
| Avg. taxi %                | 67.9%   | 67.0%   | 68.6%   | 67.0%   | 66.1%   | 62.6%   | 67.2%   | 62.1%   | 63.5%   | 58.6%   | 58.5%   | 61.2%   |
| Avg. total flight time (h) | 8.8     | 8.3     | 9.3     | 7.4     | 6.3     | 7.0     | 8.0     | 7.2     | 7.6     | 6.7     | 7.6     | 7.4     |
| Price/h 80th percentile    | 7,770   | 7,673   | 8,294   | 8,136   | 8,390   | 7,430   | 7,430   | 7,647   | 7,848   | 7,927   | 7,481   | 7,675   |
| Price/h 50th percentile    | 6,251   | 6,054   | 6,611   | 6,508   | 6,618   | 6,046   | 6,124   | 6,267   | 6,356   | 6,280   | 6,098   | 6,153   |
| Price/h 20th percentile    | 5,434   | 5,329   | 5,583   | 5,663   | 5,527   | 5,381   | 5,294   | 5,404   | 5,405   | 5,248   | 5,219   | 5,126   |

Price per Hour



Price per Trip

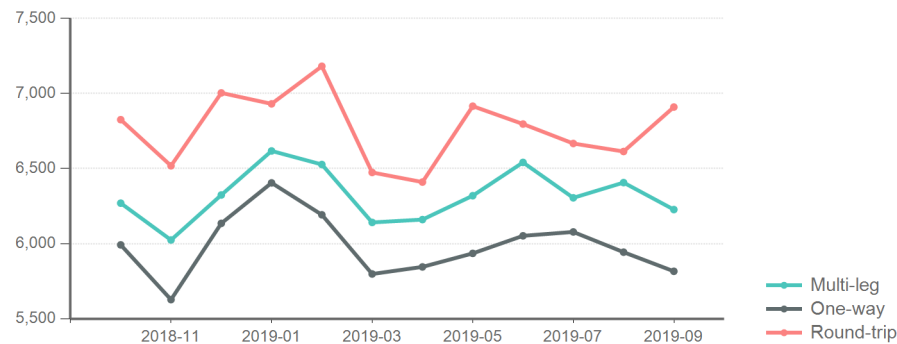




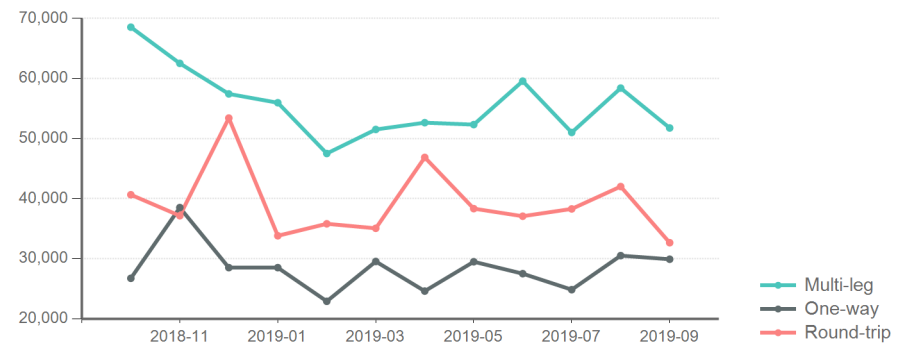
### Quoted Charter Rates (Actual quotes per trip type)

| EUR        |                            | 2018-10 | 2018-11 | 2018-12 | 2019-01 | 2019-02 | 2019-03 | 2019-04 | 2019-05 | 2019-06 | 2019-07 | 2019-08 | 2019-09 |
|------------|----------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| One-way    | Median price               | 26,730  | 38,500  | 28,500  | 28,500  | 22,900  | 29,530  | 24,600  | 29,485  | 27,500  | 24,835  | 30,500  | 29,900  |
|            | Avg. taxi time (h)         | 2.5     | 3.0     | 2.6     | 2.4     | 2.0     | 2.5     | 2.4     | 2.4     | 2.2     | 2.0     | 2.4     | 2.6     |
|            | Avg. ferry time (h)        | 3.0     | 3.4     | 3.0     | 2.8     | 2.3     | 3.0     | 2.9     | 3.0     | 2.9     | 2.6     | 3.1     | 3.2     |
|            | Avg. total flight time (h) | 5.5     | 6.4     | 5.5     | 5.1     | 4.4     | 5.4     | 5.3     | 5.4     | 5.1     | 4.7     | 5.5     | 5.8     |
|            | Price/h 80th percentile    | 7,374   | 6,553   | 8,000   | 7,967   | 8,018   | 6,977   | 6,920   | 6,908   | 7,450   | 7,799   | 7,188   | 7,057   |
|            | Price/h 50th percentile    | 5,992   | 5,627   | 6,135   | 6,404   | 6,192   | 5,798   | 5,845   | 5,935   | 6,052   | 6,078   | 5,943   | 5,816   |
|            | Price/h 20th percentile    | 5,173   | 5,141   | 5,370   | 5,735   | 5,141   | 5,145   | 5,047   | 5,033   | 5,184   | 5,124   | 5,133   | 4,865   |
| Round-trip | Median price               | 40,638  | 37,141  | 53,400  | 33,806  | 35,800  | 35,050  | 46,850  | 38,324  | 37,061  | 38,278  | 42,000  | 32,650  |
|            | Avg. taxi time (h)         | 5.6     | 5.9     | 7.5     | 5.4     | 5.2     | 4.5     | 6.2     | 4.7     | 4.1     | 4.2     | 4.5     | 4.3     |
|            | Avg. ferry time (h)        | 2.0     | 1.7     | 2.6     | 1.8     | 1.5     | 1.8     | 1.8     | 1.8     | 2.1     | 2.3     | 2.6     | 1.8     |
|            | Avg. total flight time (h) | 7.6     | 7.6     | 10.1    | 7.1     | 6.7     | 6.3     | 8.0     | 6.5     | 6.2     | 6.5     | 7.0     | 6.1     |
|            | Price/h 80th percentile    | 8,527   | 8,195   | 8,584   | 8,867   | 9,168   | 8,331   | 7,811   | 8,467   | 8,650   | 8,524   | 8,427   | 8,690   |
|            | Price/h 50th percentile    | 6,825   | 6,518   | 7,003   | 6,931   | 7,181   | 6,474   | 6,410   | 6,915   | 6,796   | 6,667   | 6,613   | 6,909   |
|            | Price/h 20th percentile    | 5,727   | 5,507   | 5,884   | 5,561   | 5,844   | 5,564   | 5,542   | 5,907   | 5,817   | 5,662   | 5,471   | 5,466   |
| Multi-leg  | Median price               | 68,526  | 62,500  | 57,420  | 55,950  | 47,500  | 51,500  | 52,632  | 52,310  | 59,550  | 51,000  | 58,384  | 51,750  |
|            | Avg. taxi time (h)         | 9.8     | 7.8     | 9.2     | 7.1     | 5.4     | 6.1     | 7.7     | 6.3     | 8.2     | 5.6     | 6.5     | 6.7     |
|            | Avg. ferry time (h)        | 3.5     | 3.0     | 3.2     | 2.8     | 2.6     | 3.1     | 3.1     | 3.4     | 3.4     | 3.3     | 3.8     | 3.5     |
|            | Avg. total flight time (h) | 13.4    | 10.8    | 12.4    | 9.9     | 7.9     | 9.3     | 10.8    | 9.7     | 11.6    | 8.9     | 10.3    | 10.2    |
|            | Price/h 80th percentile    | 7,441   | 7,537   | 7,605   | 8,389   | 7,766   | 6,946   | 7,378   | 7,045   | 8,091   | 7,377   | 7,564   | 7,648   |
|            | Price/h 50th percentile    | 6,270   | 6,024   | 6,324   | 6,617   | 6,527   | 6,141   | 6,160   | 6,319   | 6,541   | 6,305   | 6,406   | 6,227   |
|            | Price/h 20th percentile    | 5,589   | 5,422   | 5,635   | 5,618   | 5,766   | 5,682   | 5,505   | 5,270   | 5,603   | 5,446   | 5,515   | 5,264   |

Median Price per Hour



Median Price per Trip





## Definitions and Interpretations

### Aircraft Charter Fees (page 2):

Data is included for all aircraft that are homebased in the ICAO region selected. Prices will not be shown when there are fewer than 3 operators, for reasons of privacy and reliability. All fees reflect the state of the market on the specified date and might be affected by currency fluctuations where aircraft are priced in different currencies. Figures are mean averages based on every aircraft with data provided.

**Taxi rate/h:** Fee charged per hour of flight with passengers on board.

**Ferry rate/h:** Fee charge per hour of flight with no passengers on board.

**Fuel surcharge** is seldomly used as a separate charge. Instead it is included in the Taxi/Ferry rates.

The flight time used to calculate the per hour fees is the block time.

**Startup fee / Int. startup fee:** Fee charged to start a trip, when in homebased country / away from homebased country.

**Night stop fee / Int. night stop fee:** Fee charged for each overnight on a trip, when in homebased country / away from homebased country.

**Fuel stop fee:** Fee charged for every required fuel stop.

**Crew swap fee:** Fee charged for every required crew swap.

**Landing fee / Int. landing fee:** Fee charged for each landing on a trip, when in homebased country / not in homebased country.

**Parking fee:** Fee charged for every day on the ground on a trip.

**Default pax fee/leg:** Fee charged per passenger per leg.

**Default pax fee/trip:** Fee charged per passenger.

### Quoted Charter Rates (pages 3 & 4):

This data is for all trips quoted through the Avinode Marketplace. It uses statistical measures to provide maximum insight:

**Avg. price:** The mean average price of trips quoted.

**Median price:** The median price of trips quoted.

**Avg. taxi time (h):** The mean average flight time with passengers.

**Avg. ferry time (h):** The mean average flight time without passengers.

**Avg. taxi %:** Percentage of mean average flight time that had passengers.

**Avg. total flight time:** The mean average total flight time.

**Percentiles** are used to better present the expected price range

- **80th percentile:** 80% of analyzed quotes are lower than this number, and 20% are above. This figure represents what would generally be an uncompetitive rate.
- **50th percentile:** Also known as the median. 50% of quotes are lower than this number, and 50% are higher. This figure represents the middle of the market.
- **20th percentile:** 20% of quotes are lower than this number, and 80% are higher. This figure represents what would generally be a very competitive rate.

### Comparing Aircraft Charter Fees (page 2) and Quoted Charter Rates (pages 3 & 4):

The Quoted Charter Rates will be similar but not identical to the Aircraft Charter Fees. This is due to several reasons, including:

- The taxi rate per hour shown in the graph on page 1 is only one part of the quote price. All fees, such as those charged on a per trip basis, will form the quote price that you see on pages 3 & 4.
- On page 2, every aircraft listed in Avinode will affect the statistics equally. If some aircraft are accepting many more requests, they will have a greater impact on the statistics on page 3 & 4.
- Operators may update their quote price from the price calculated from the inputted charter fees, due to market conditions.