



# Aircraft Charter Rates

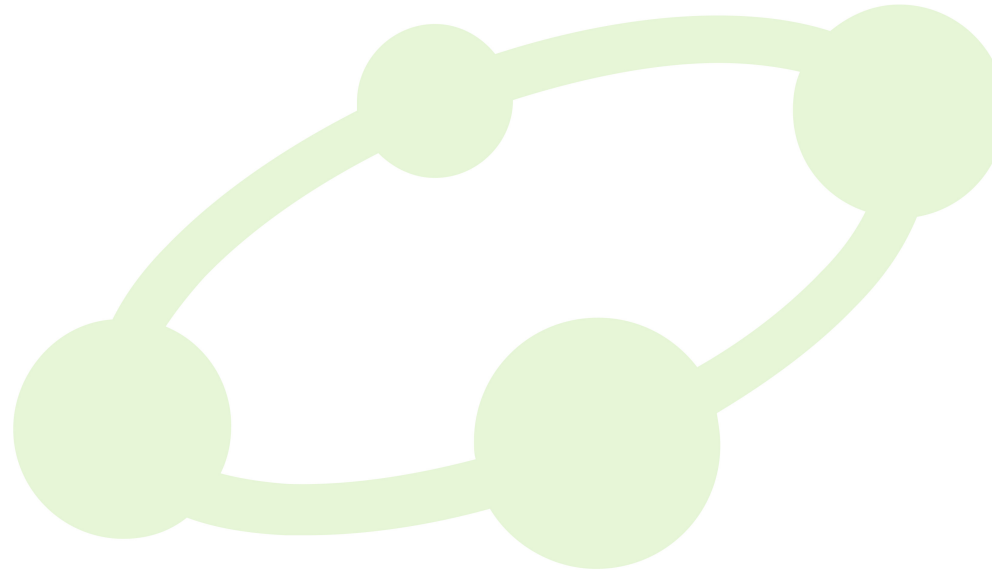
*Statistics from the Avinode Marketplace*

Produced by Avinode on 2019-11-26

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.

---

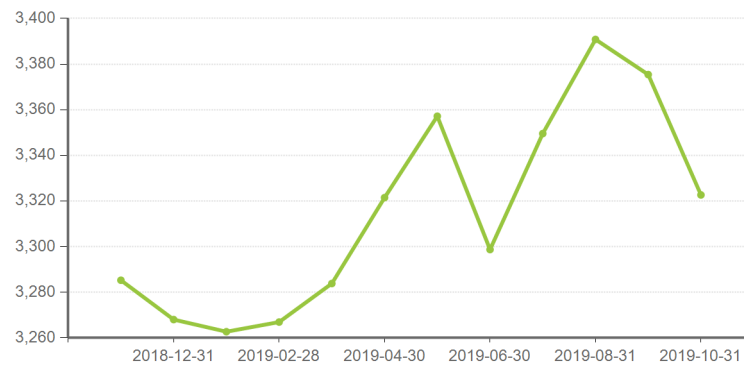
Have a comment, question or want to explore the possibility for a customized report?  
We can help you find your answers.

**bi@avinode.com**

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

EUR	2018-11-30	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	2019-09-30	2019-10-31
Number of aircraft	104	106	104	106	98	101	88	91	90	91	88	81
Number of operators	66	67	64	64	60	61	56	59	59	60	60	55
Taxi rate/h incl. fuel	3,285	3,268	3,263	3,267	3,284	3,322	3,357	3,299	3,350	3,391	3,375	3,323
Ferry rate/h incl. fuel	3,272	3,258	3,255	3,314	3,333	3,357	3,385	3,332	3,389	3,429	3,429	3,262
Taxi rate/h excl. fuel	3,048	3,037	3,036	3,045	3,069	3,100	3,137	3,087	3,145	3,179	3,183	3,148
Ferry rate/h excl. fuel	3,034	3,023	3,023	3,040	3,062	3,078	3,098	3,056	3,114	3,145	3,161	3,084
Taxi fuel surcharge/h	237	231	227	222	215	221	220	211	205	212	192	175
Ferry fuel surcharge/h	238	235	233	274	270	279	288	276	275	284	268	179
Startup fee	211	214	281	229	260	225	228	224	219	253	303	101
Int. startup fee	780	795	759	811	1,041	981	989	995	940	1,064	1,112	1,198
Night stop fee	675	669	681	688	683	687	675	662	663	668	692	681
Int. night stop fee	875	868	866	875	1,144	851	869	854	860	859	873	858
Fuel stop fee	729	710	739	755	832	794	810	813	788	838	932	931
Crew swap fee	1,784	1,946	2,029	2,019	1,435	1,841	2,133	1,764	2,038	1,883	1,924	2,075
Landing fee	381	362	346	357	373	360	356	350	357	366	369	356
Int. landing fee	640	642	650	745	793	746	737	709	696	760	743	731
Parking fee	444	420	411	430	475	496	349	353	375	423	500	602
Default pax fee/leg	67	66	67	85	85	85	84	82	82	79	211	211
Default pax fee/trip												

Average Taxi rate/h, incl. fuel

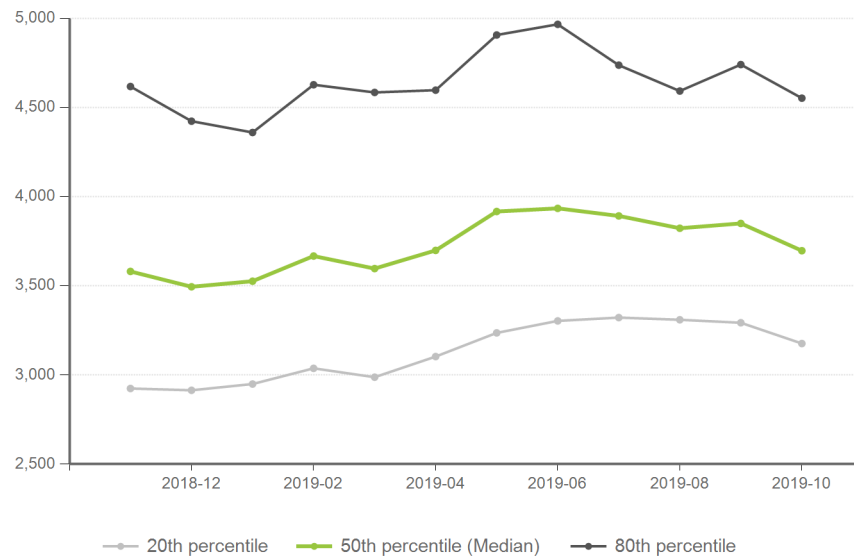


Please note: All prices reflect the state of the market on the specified date and might be affected by currency fluctuations when the aircraft are priced in different currencies. Prices will not be shown when there are fewer than three different operators, for reasons of privacy and reliability.

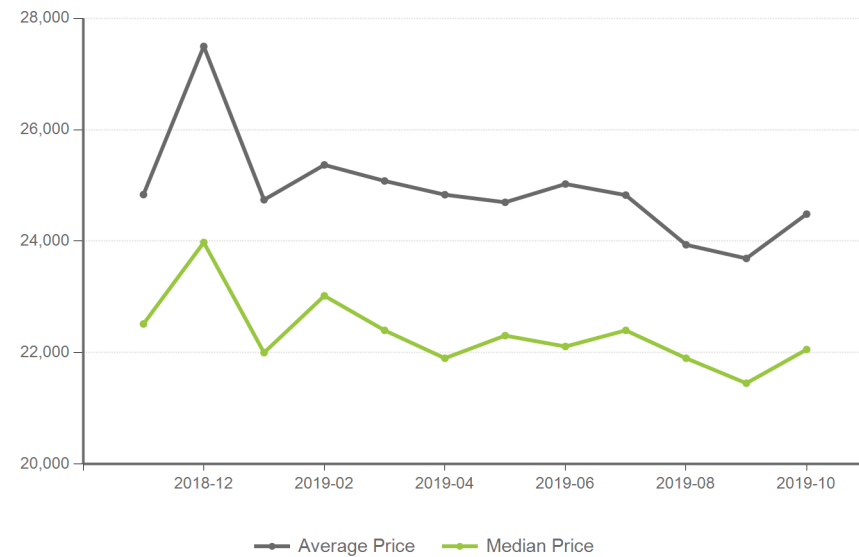
## Quoted Charter Rates *(Actual quotes for all trips sourced in the Avinode Marketplace)*

EUR	2018-11	2018-12	2019-01	2019-02	2019-03	2019-04	2019-05	2019-06	2019-07	2019-08	2019-09	2019-10
Avg. price	24,837	27,496	24,744	25,369	25,081	24,834	24,698	25,027	24,827	23,936	23,691	24,487
Median price	22,514	23,977	22,000	23,021	22,400	21,900	22,306	22,110	22,400	21,900	21,451	22,056
Avg. taxi time (h)	4.6	4.9	4.8	4.6	4.6	4.7	4.4	4.3	4.3	4.4	4.3	4.6
Avg. ferry time (h)	2.9	3.8	3.0	2.9	3.1	2.8	2.6	2.7	2.8	2.8	2.4	2.6
Avg. taxi %	61.6%	56.2%	61.8%	61.5%	60.0%	62.2%	63.1%	61.4%	60.3%	61.5%	64.3%	63.8%
Avg. total flight time (h)	7.4	8.7	7.8	7.5	7.6	7.5	6.9	6.9	7.2	7.2	6.7	7.1
Price/h 80th percentile	4,617	4,423	4,360	4,627	4,584	4,597	4,906	4,966	4,737	4,592	4,740	4,552
Price/h 50th percentile	3,580	3,494	3,526	3,667	3,596	3,698	3,917	3,934	3,892	3,823	3,850	3,697
Price/h 20th percentile	2,924	2,914	2,949	3,037	2,987	3,103	3,236	3,303	3,322	3,309	3,293	3,176

Price per Hour



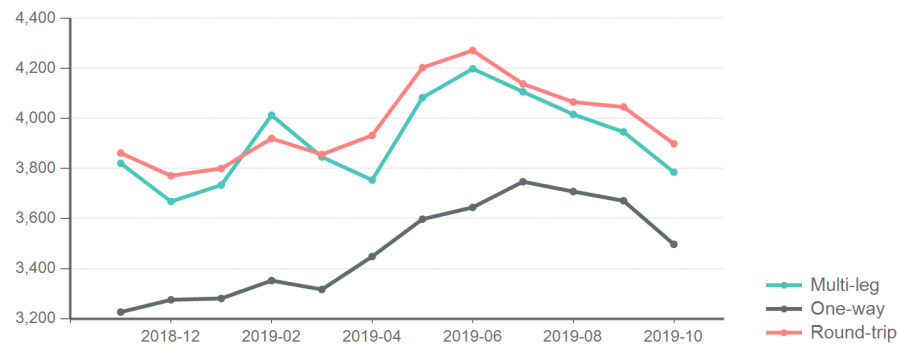
Price per Trip



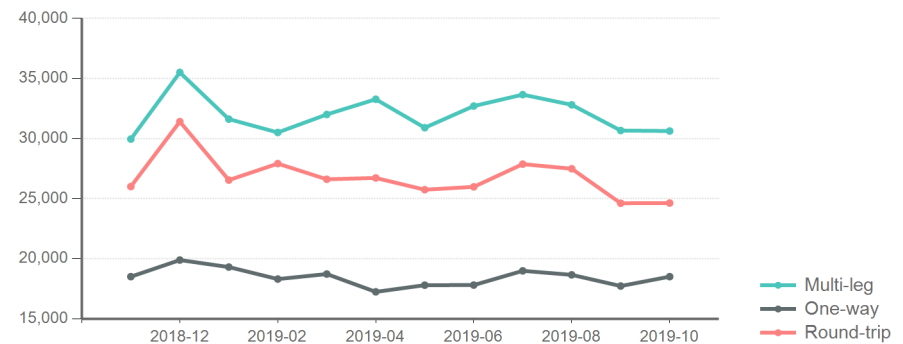
## Quoted Charter Rates (Actual quotes per trip type)

EUR		2018-11	2018-12	2019-01	2019-02	2019-03	2019-04	2019-05	2019-06	2019-07	2019-08	2019-09	2019-10
One-way	Median price	18,500	19,883	19,300	18,299	18,717	17,235	17,793	17,799	18,986	18,650	17,720	18,500
	Avg. taxi time (h)	2.8	2.9	2.8	2.7	2.7	2.5	2.6	2.5	2.5	2.5	2.5	2.7
	Avg. ferry time (h)	3.5	3.7	3.6	3.3	3.4	3.1	3.1	3.0	3.0	2.9	2.8	3.1
	Avg. total flight time (h)	6.3	6.6	6.4	6.0	6.1	5.6	5.7	5.4	5.5	5.4	5.4	5.8
	Price/h 80th percentile	4,108	3,962	3,963	4,145	4,162	4,347	4,351	4,384	4,448	4,377	4,412	4,207
	Price/h 50th percentile	3,226	3,275	3,281	3,352	3,317	3,448	3,598	3,645	3,747	3,708	3,671	3,497
	Price/h 20th percentile	2,717	2,702	2,785	2,784	2,817	2,857	2,957	3,110	3,168	3,204	3,151	2,998
Round-trip	Median price	26,000	31,404	26,538	27,908	26,604	26,716	25,738	25,974	27,867	27,483	24,612	24,629
	Avg. taxi time (h)	5.1	5.5	5.3	5.3	5.1	5.1	4.8	4.6	4.9	4.8	4.8	5.0
	Avg. ferry time (h)	2.4	3.5	2.3	2.5	2.7	2.3	1.9	2.1	2.3	2.3	1.8	2.0
	Avg. total flight time (h)	7.5	9.0	7.6	7.8	7.7	7.4	6.7	6.7	7.2	7.1	6.5	6.9
	Price/h 80th percentile	4,962	4,841	4,744	4,833	4,954	4,893	5,363	5,559	5,215	4,967	5,055	4,895
	Price/h 50th percentile	3,862	3,771	3,800	3,920	3,856	3,932	4,203	4,271	4,138	4,066	4,046	3,899
	Price/h 20th percentile	3,244	3,156	3,257	3,327	3,235	3,362	3,509	3,516	3,475	3,477	3,437	3,376
Multi-leg	Median price	29,950	35,500	31,612	30,500	32,000	33,266	30,895	32,700	33,650	32,801	30,662	30,622
	Avg. taxi time (h)	5.8	6.3	6.4	5.8	5.9	6.4	5.8	5.7	5.5	5.9	5.6	6.0
	Avg. ferry time (h)	2.7	4.2	3.1	2.8	3.1	3.0	2.7	2.9	3.2	3.1	2.6	2.7
	Avg. total flight time (h)	8.4	10.5	9.5	8.6	9.1	9.4	8.5	8.6	8.8	8.9	8.2	8.7
	Price/h 80th percentile	4,847	4,598	4,511	4,871	4,575	4,398	4,975	5,123	4,913	4,719	4,886	4,524
	Price/h 50th percentile	3,821	3,668	3,734	4,013	3,846	3,754	4,083	4,198	4,106	4,016	3,946	3,785
	Price/h 20th percentile	3,269	3,101	3,171	3,303	3,193	3,302	3,477	3,556	3,496	3,464	3,453	3,367

Median Price per Hour



Median Price per Trip



## Definitions and Interpretions

### 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 2 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.