Market distribution 2012

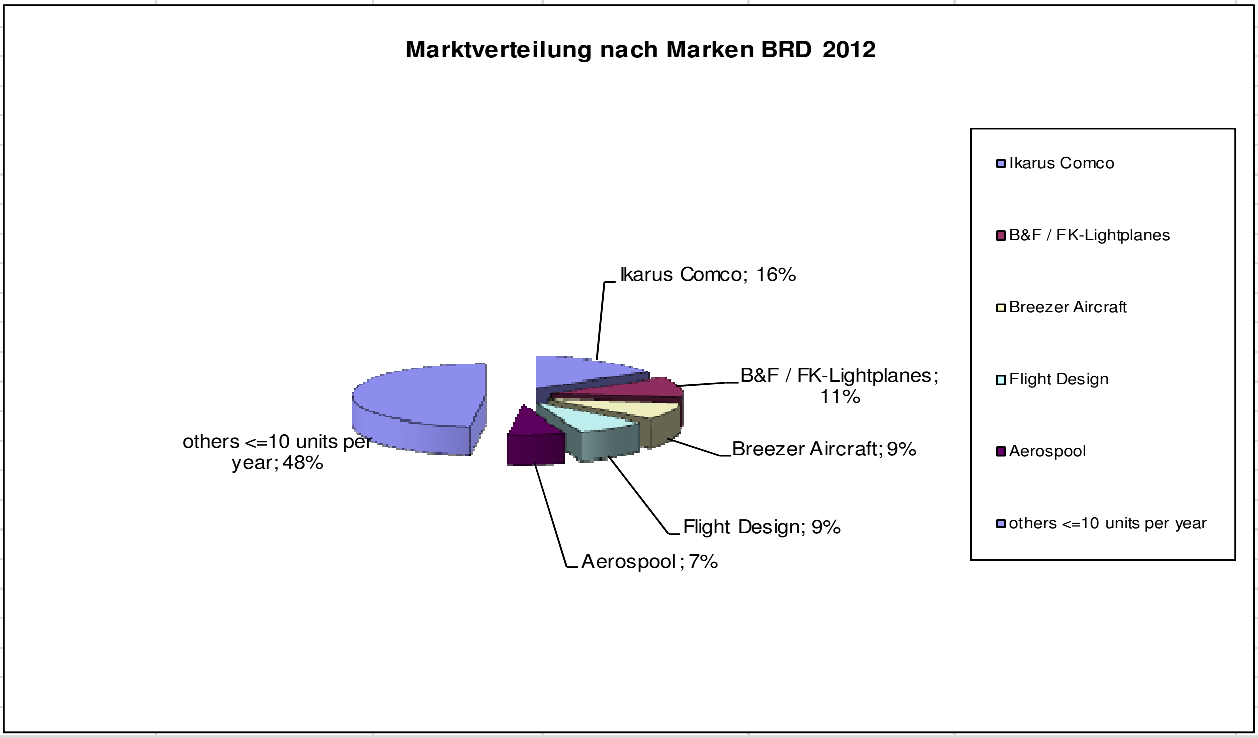
we just received the 2012 registration statistic from German authority's.

The good message at first: for the FK brand is 2012 once again year where it was possible to become number 2 on sales ranking list! Except of year 2010 when FK became the market leader this position was held since 2006.

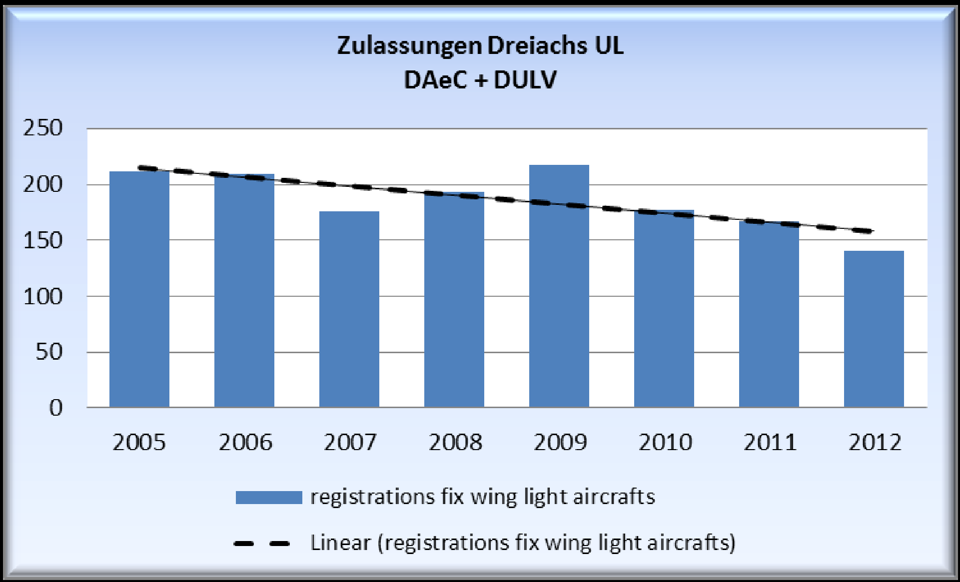
But we need to see also the down side of the market development. The total amount of registrations

2012 market distribution according brands

Ikarus Comco	B&F / FK-Lightplanes	Breezer Aircraft	Flight Design	Aerospool	others <=10 units per year
16%	11%	9%	9%	7%	48%
23	15	13	12	10	68



is scaling down since 8 years now. The only exception was the year 2009 with the so called "Denmark" peak – caused by the special fiscal regulation there which ended in 2009.



This trend is caused probably by several factors. Some of the more important ones could be:

- the continues price increase of the average light aircraft – over proportional to the average income increase
- the modern light aircrafts are having a very long live cycle - leading to a certain market saturation
- the average age of new pilots entering the aviation market is raising from year to year – leading to a reduced quantity of potential buyers

There might be more than that. But respecting the fact that there are only 4 manufacturers/brands which were able to find more than 10 customers a year (out of a 100 Million population in central Europe) the light aviation market is showing very limited perspectives at present.

We hope to see a reversed development in the upcoming year. Nevertheless we can say that the light aviation market trend was doing much better than General Aviation, especially when comparing with the single engine piston aircraft sales since 2007!

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