

# 2022 Phenom 100/300 Insurance Survey

Thursday, January 19, 2023

**71**

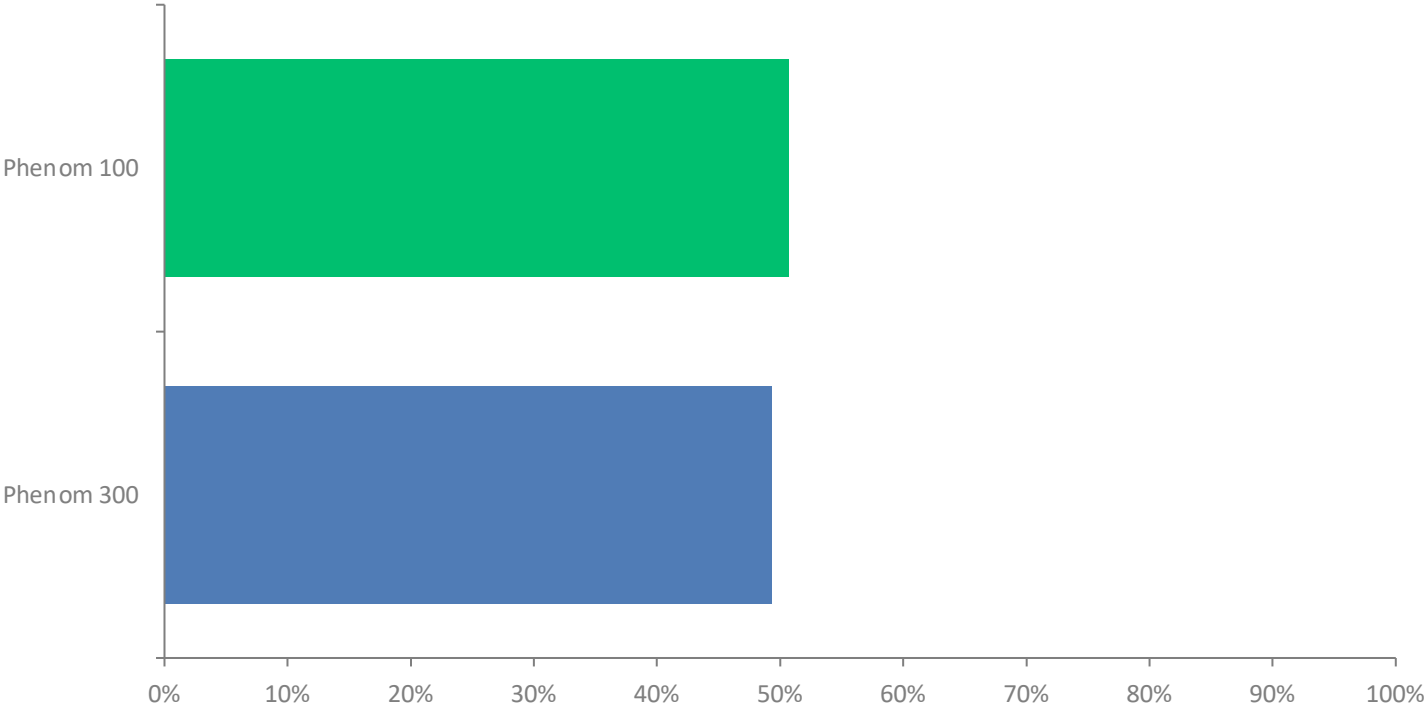
Total Responses

Date Created: Tuesday, November 22, 2022

Complete Responses: 71

# Q1: Type of Aircraft Owned:

Answered: 71 Skipped: 0



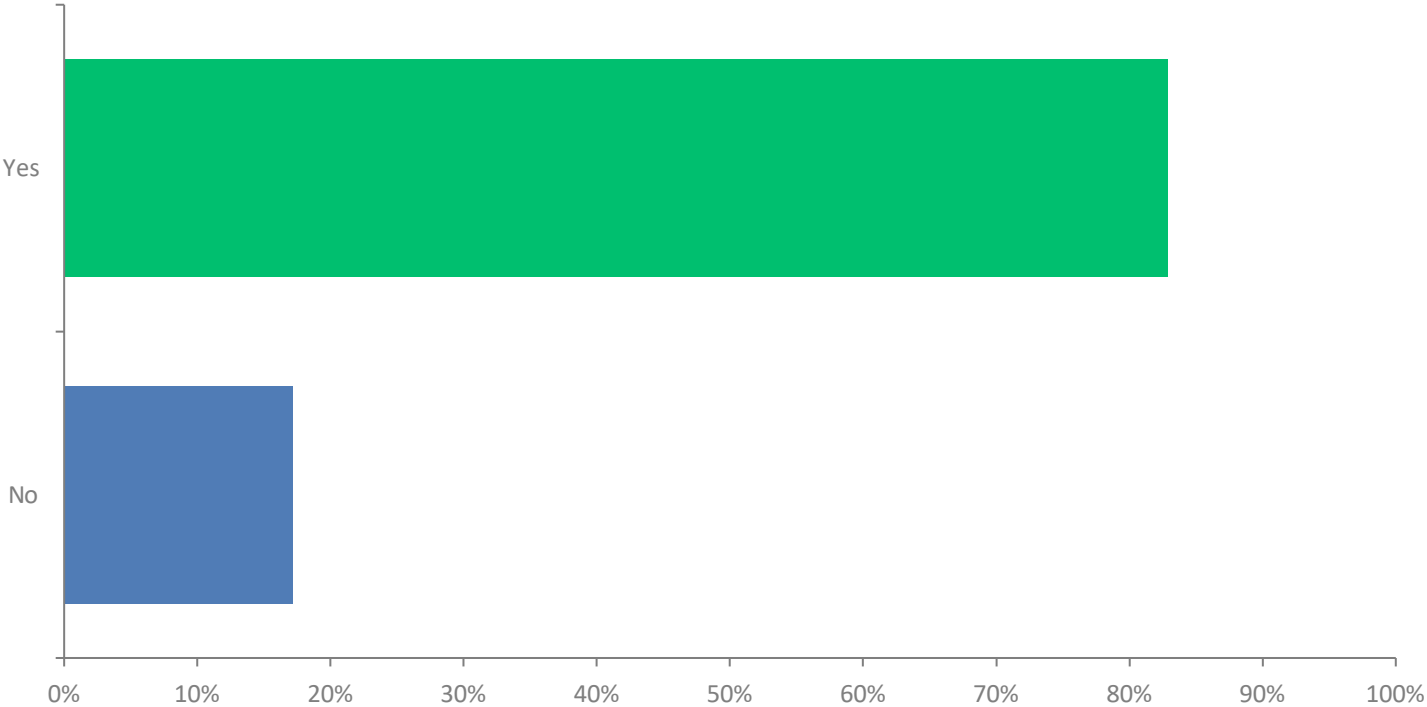
# Q1: Type of Aircraft Owned:

Answered: 71   Skipped: 0

ANSWER CHOICES	RESPONSES	
Phenom 100	50.70%	36
Phenom 300	49.30%	35
TOTAL		71

# Q2: Is this aircraft owner operated?

Answered: 70 Skipped: 1



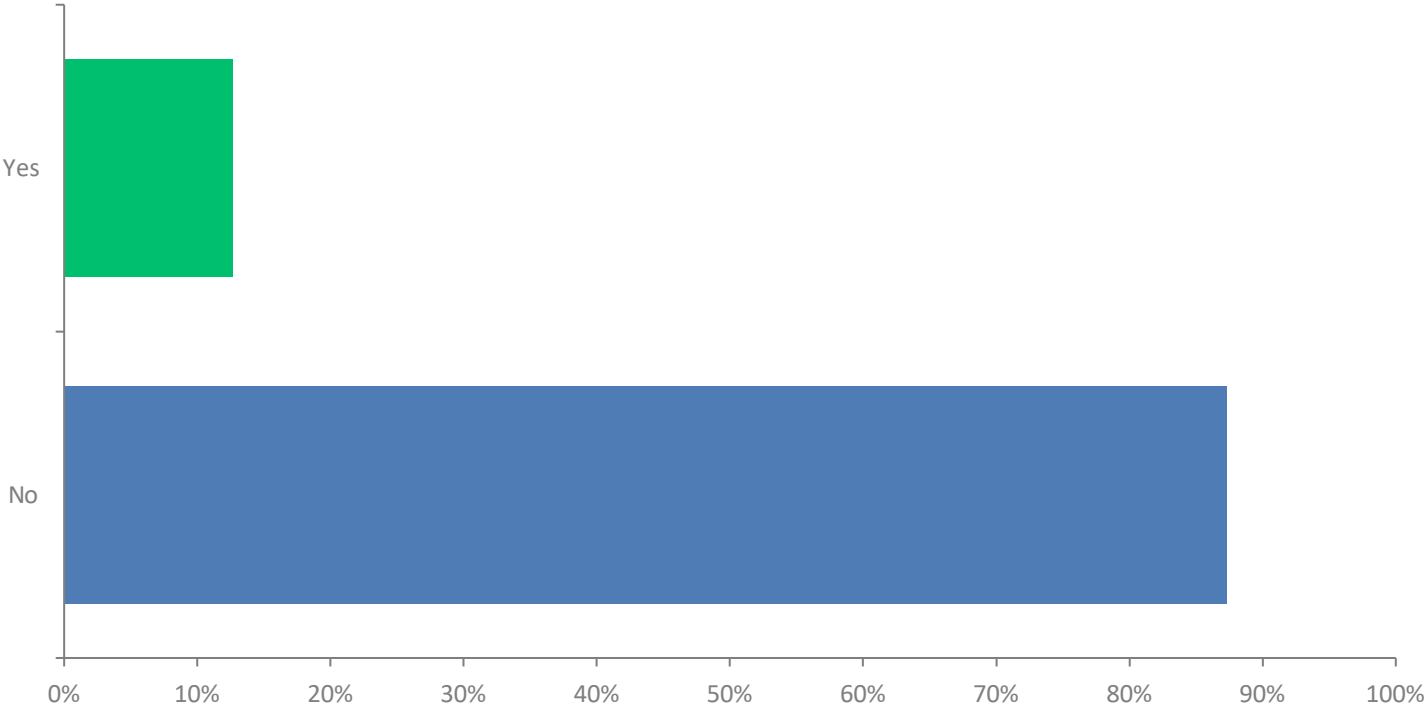
## Q2: Is this aircraft owner operated?

Answered: 70   Skipped: 1

ANSWER CHOICES	RESPONSES	
Yes	82.86%	58
No	17.14%	12
TOTAL		70

# Q3: Is the aircraft chartered?

Answered: 71 Skipped: 0



# Q3: Is the aircraft chartered?

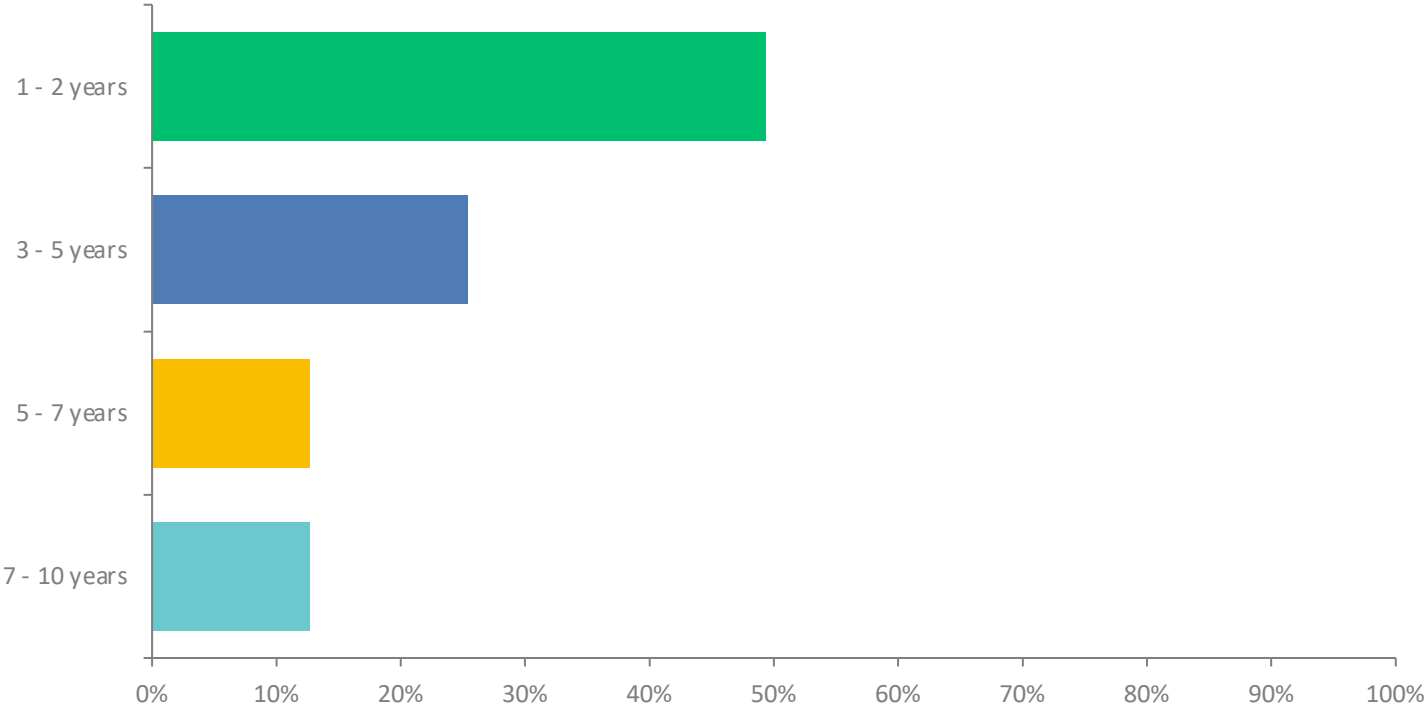
Answered: 71   Skipped: 0

ANSWER CHOICES	RESPONSES	
Yes	12.68%	9
No	87.32%	62
TOTAL		71



# Q4: How many years have you owned the aircraft?

Answered: 71 Skipped: 0



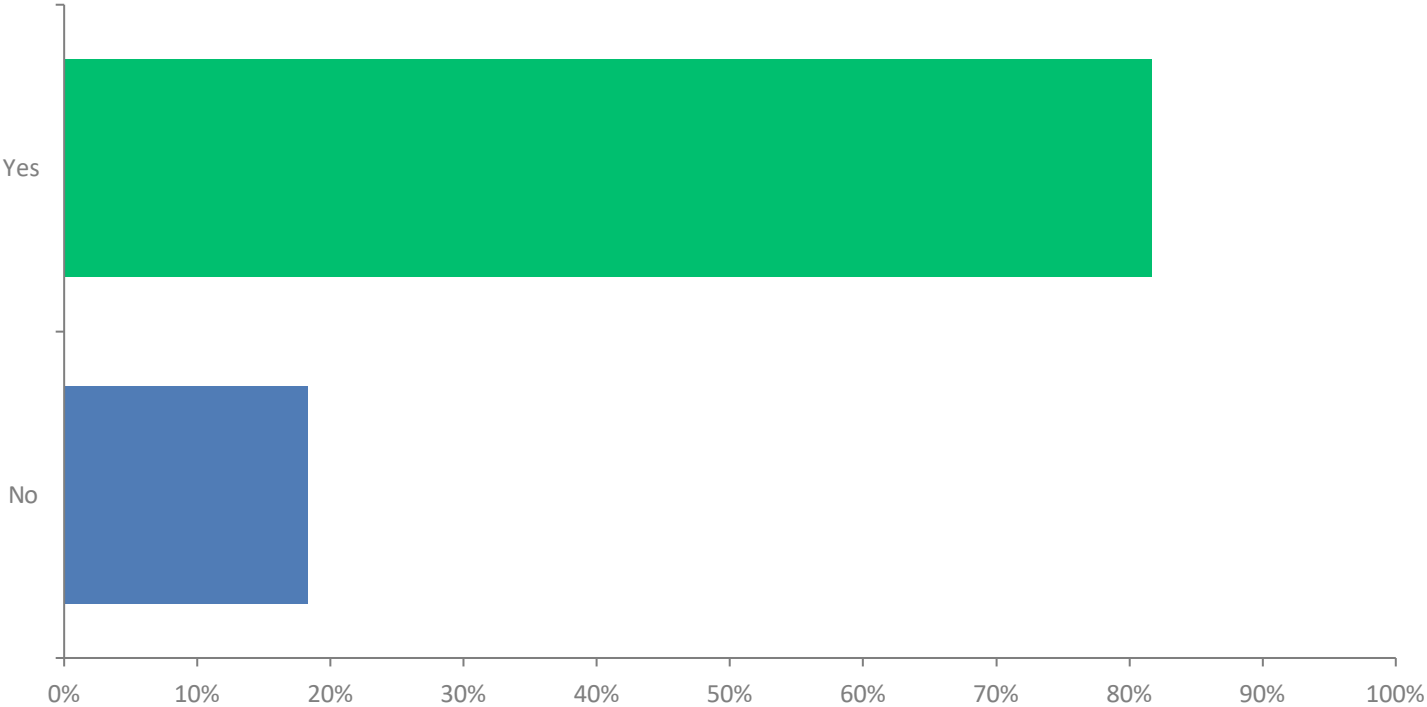
# Q4: How many years have you owned the aircraft?

Answered: 71   Skipped: 0

ANSWER CHOICES	RESPONSES	
1 - 2 years	49.30%	35
3 - 5 years	25.35%	18
5 - 7 years	12.68%	9
7 - 10 years	12.68%	9
TOTAL		71

# Q5: Are you an insured single pilot?

Answered: 71 Skipped: 0



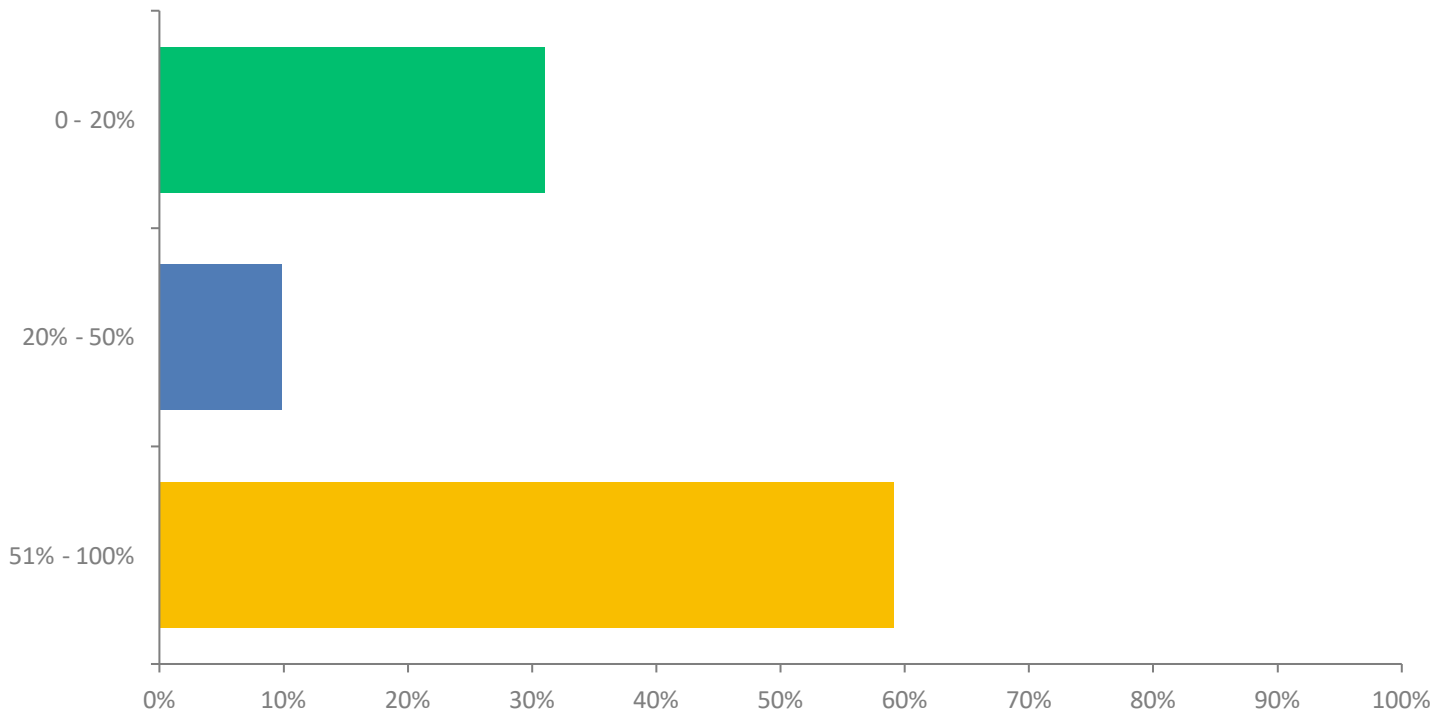
# Q5: Are you an insured single pilot?

Answered: 71 Skipped: 0

ANSWER CHOICES	RESPONSES	
Yes	81.69%	58
No	18.31%	13
TOTAL		71

## Q6: What percentage of the time is the aircraft operated by a single pilot?

Answered: 71 Skipped: 0



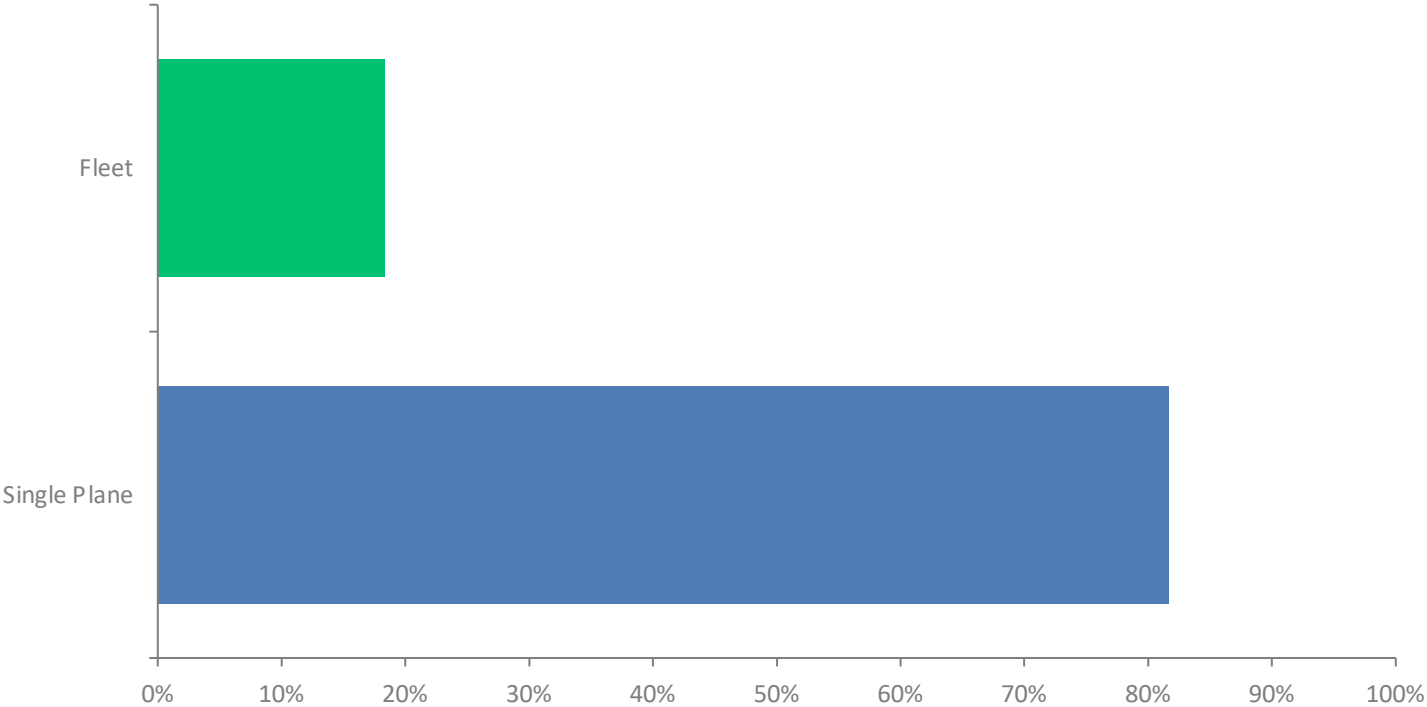
# Q6: What percentage of the time is the aircraft operated by a single pilot?

Answered: 71   Skipped: 0

ANSWER CHOICES	RESPONSES	
0 - 20%	30.99%	22
20% - 50%	9.86%	7
51% - 100%	59.15%	42
TOTAL		71

# Q7: Are you part of fleet or single plane policy?

Answered: 71 Skipped: 0



# Q7: Are you part of fleet or single plane policy?

Answered: 71 Skipped: 0

ANSWER CHOICES	RESPONSES	
Fleet	18.31%	13
Single Plane	81.69%	58
TOTAL		71



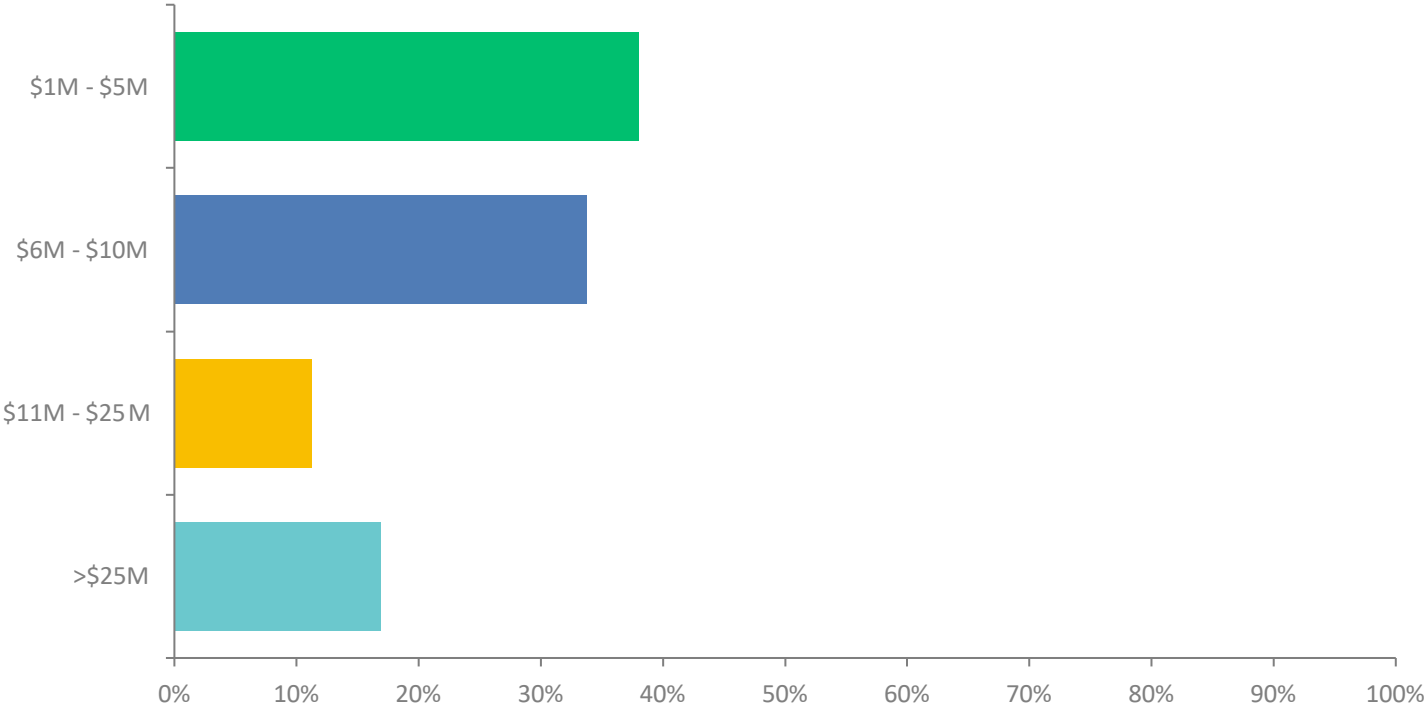
# Q8: What is your insurance cost (hull and liability) this period? (\$0.0 thousands, e.g. 38.0)

Answered: 71 Skipped: 0

PHENOM 100			PHENOM 300	
MIN	3.5		MIN	1.0
MAX	44.0		MAX	100.0
MEDIAN	30.0		MEDIAN	43.0
AVERAGE	28.6		AVERAGE	48.3

# Q9: How much liability coverage do you have?

Answered: 71 Skipped: 0



# Q9: How much liability coverage do you have?

Answered: 71   Skipped: 0

ANSWER CHOICES	RESPONSES	
\$1M - \$5M	38.03%	27
\$6M - \$10M	33.80%	24
\$11M - \$25M	11.27%	8
>\$25M	16.90%	12
TOTAL		71

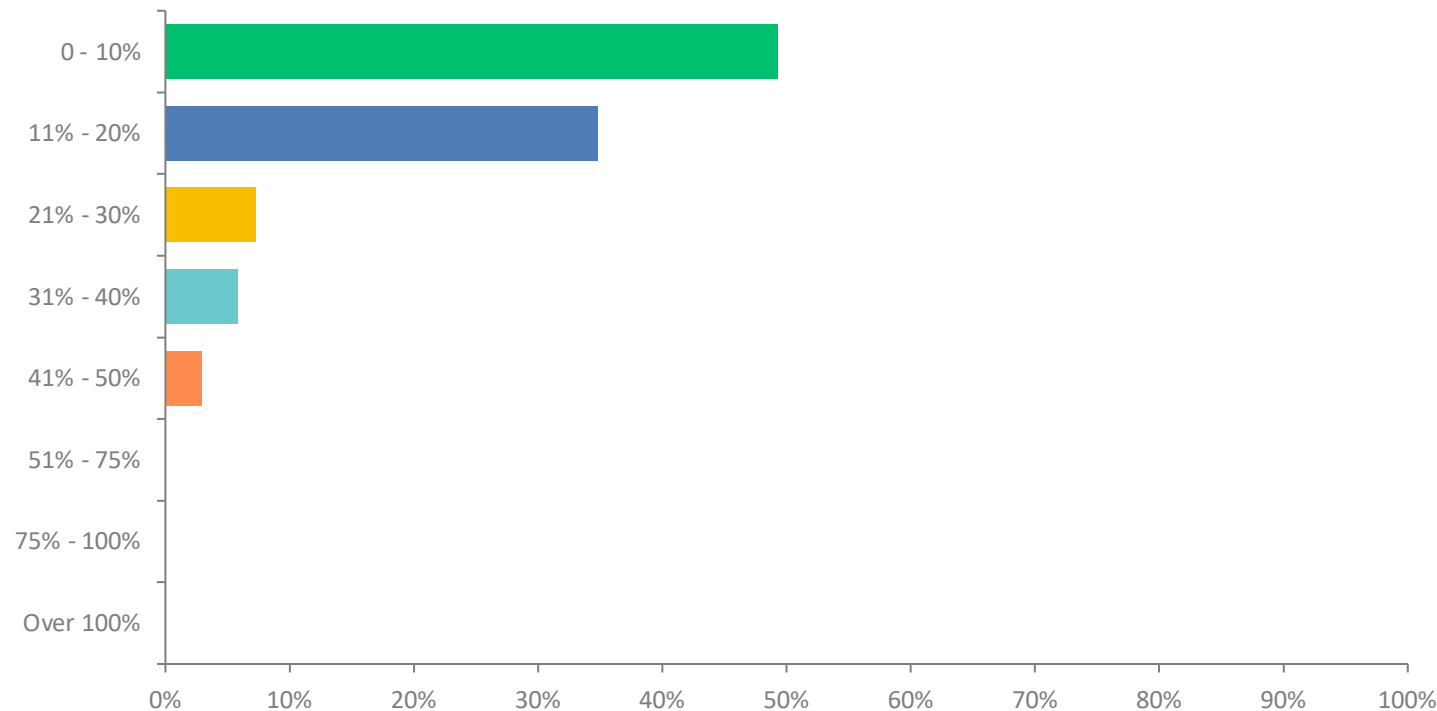
# Q10: What is your hull limit? (\$0.0 millions, e.g. 10.0)

Answered: 71   Skipped: 0

PHENOM 100				PHENOM 300	
MIN	1.7			MIN	1.7
MAX	5.0			MAX	100.0
MEDIAN	2.5			MEDIAN	8.0
AVERAGE	2.8			AVERAGE	10.3

# Q11: By how much did your insurance increase this year?

Answered: 69 Skipped: 2



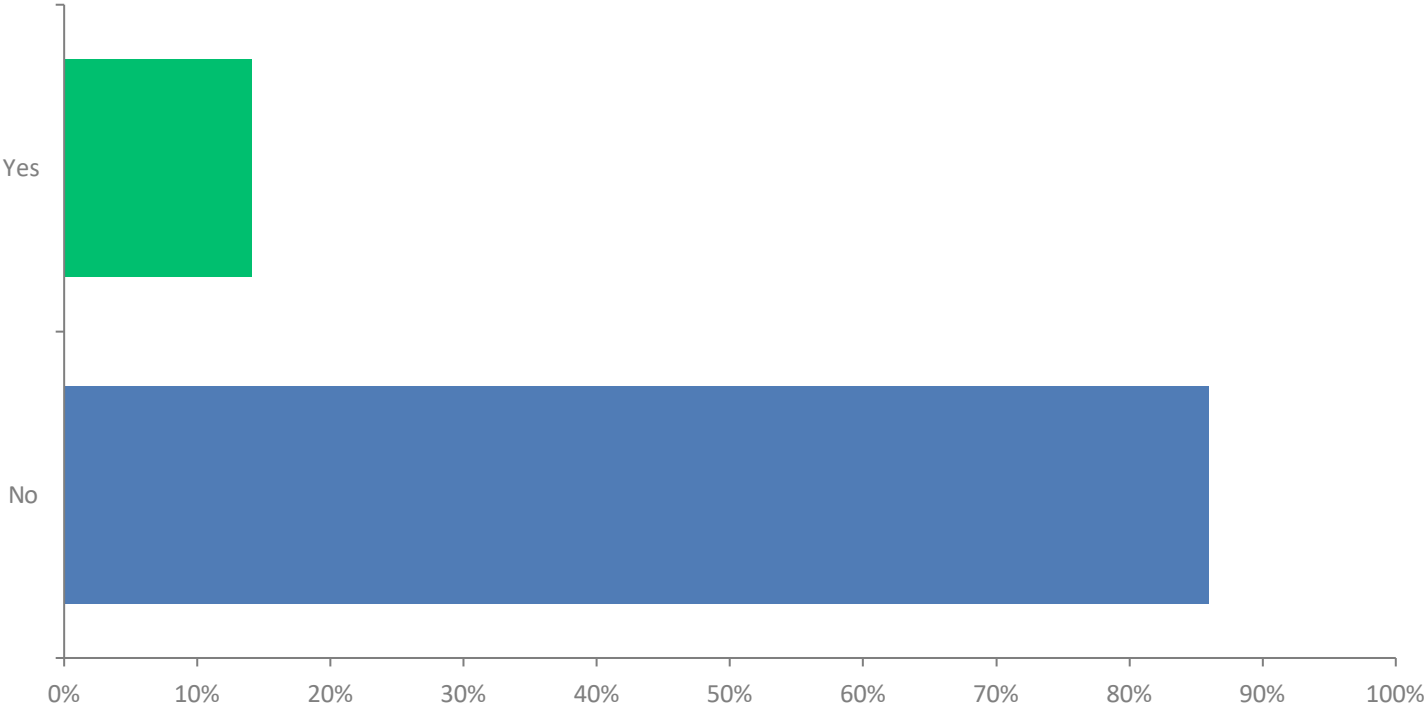
# Q11: By how much did your insurance increase this year?

Answered: 69   Skipped: 2

ANSWER CHOICES	RESPONSES	
0 - 10%	49.28%	34
11% - 20%	34.78%	24
21% - 30%	7.25%	5
31% - 40%	5.80%	4
41% - 50%	2.90%	2
51% - 75%	0%	0
75% - 100%	0%	0
Over 100%	0%	0
TOTAL		69

# Q12: Was coverage reduced?

Answered: 71 Skipped: 0



# Q12: Was coverage reduced?

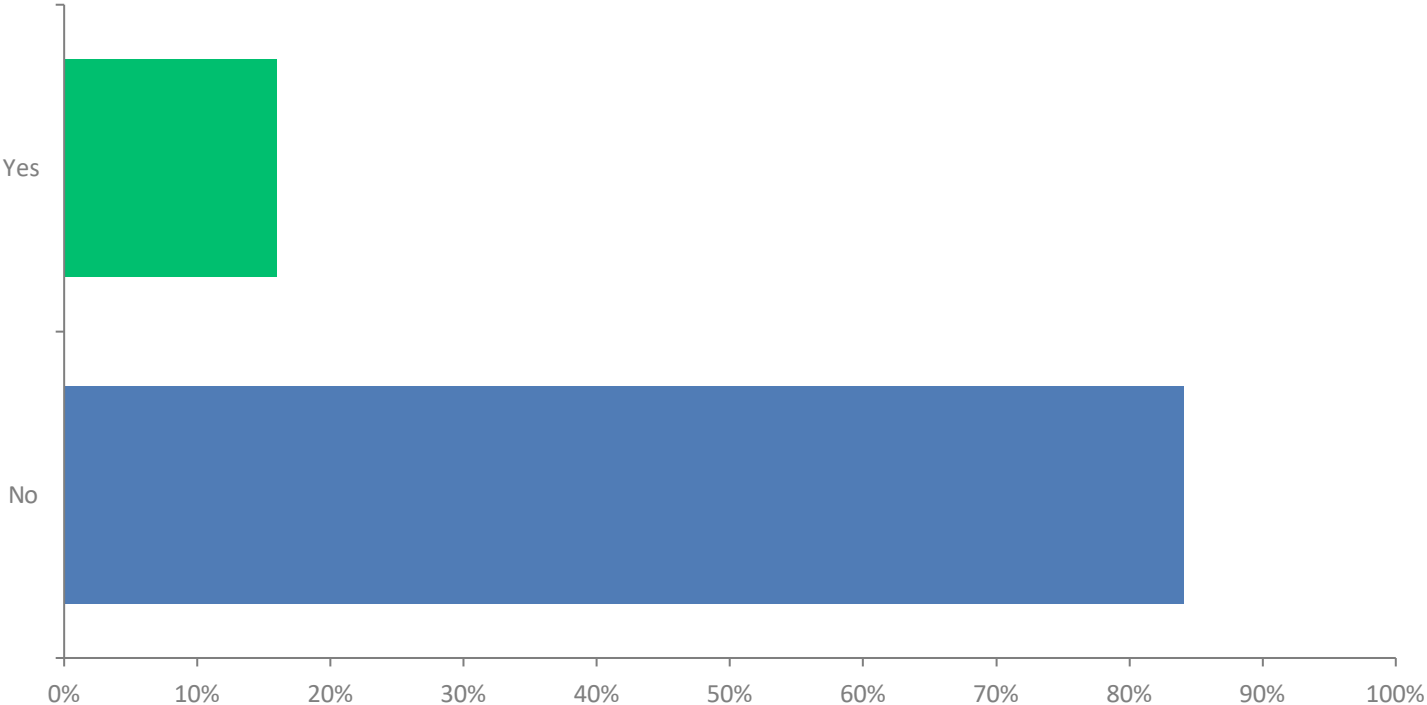
Answered: 71 Skipped: 0

ANSWER CHOICES	RESPONSES	
Yes	14.08%	10
No	85.92%	61
TOTAL		71



# Q13: Is your liability limit lower when operating a single pilot than crew?

Answered: 69 Skipped: 2



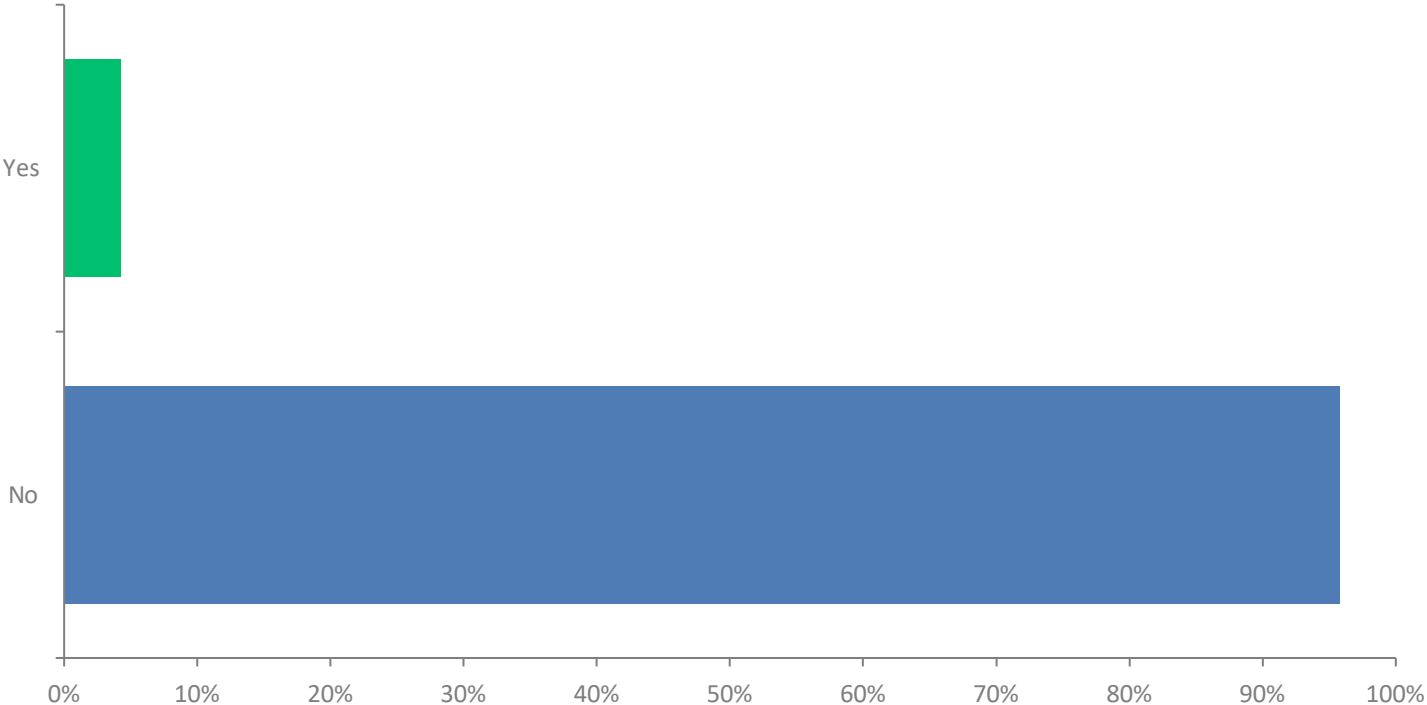
# Q13: Is your liability limit lower when operating a single pilot than crew?

Answered: 69   Skipped: 2

ANSWER CHOICES	RESPONSES	
Yes	15.94%	11
No	84.06%	58
TOTAL		69

# Q14: Have you had any claims in the last five years?

Answered: 71 Skipped: 0



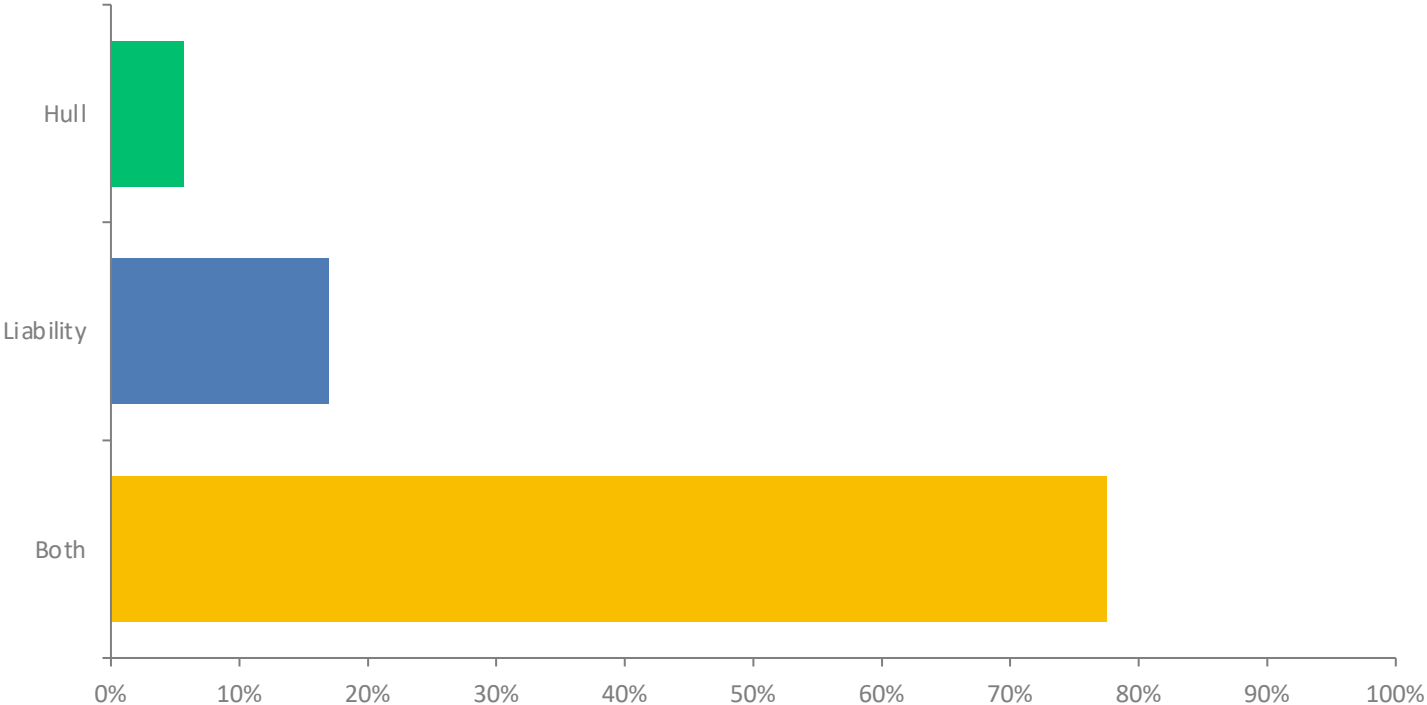
# Q14: Have you had any claims in the last five years?

Answered: 71   Skipped: 0

ANSWER CHOICES	RESPONSES	
Yes	4.23%	3
No	95.77%	68
TOTAL		71

# Q15: Is your primary insurance concern hull, liability or both?

Answered: 71 Skipped: 0



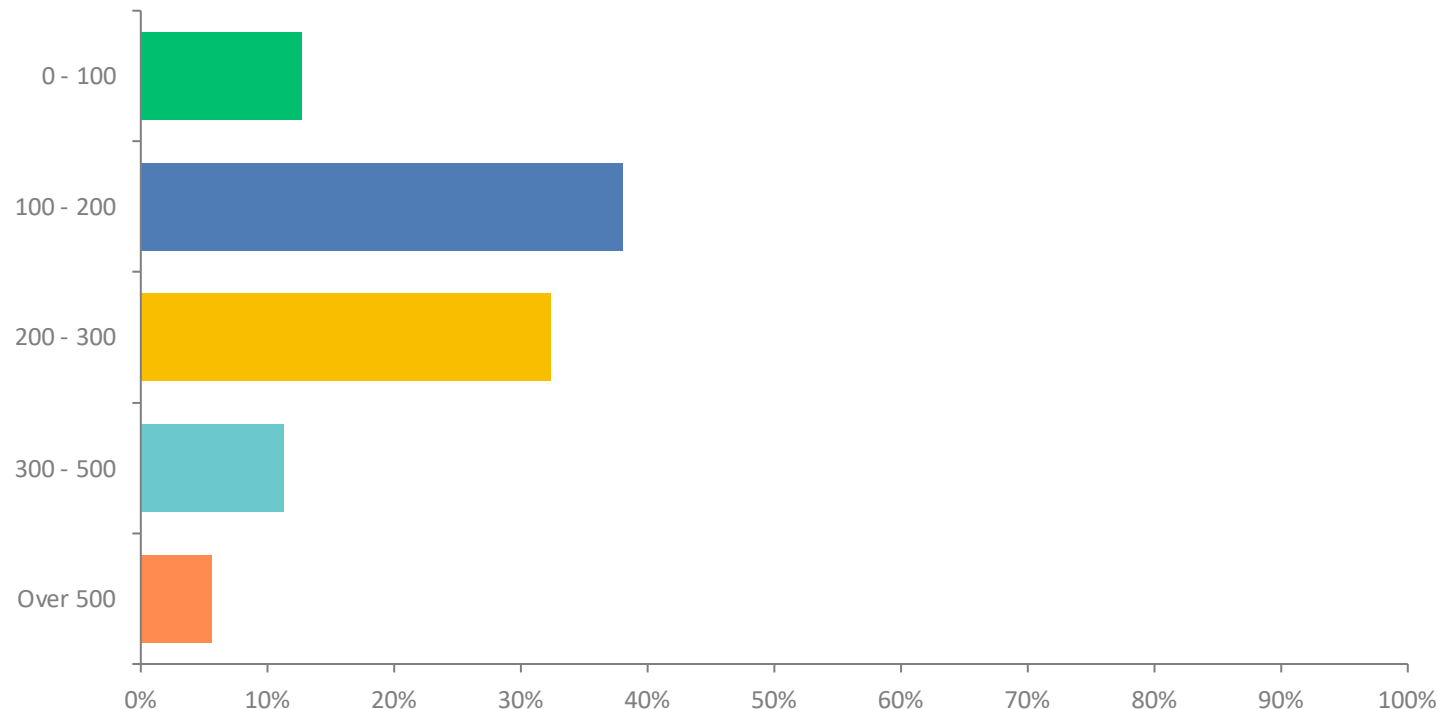
# Q15: Is your primary insurance concern hull, liability or both?

Answered: 71   Skipped: 0

ANSWER CHOICES	RESPONSES	
Hull	5.63%	4
Liability	16.90%	12
Both	77.46%	55
TOTAL		71

# Q16: What are the approximate total hours of operation per year?

Answered: 71 Skipped: 0



# Q16: What are the approximate total hours of operation per year?

Answered: 71   Skipped: 0

ANSWER CHOICES	RESPONSES	
0 - 100	12.68%	9
100 - 200	38.03%	27
200 - 300	32.39%	23
300 - 500	11.27%	8
Over 500	5.63%	4
TOTAL		71



# Q17: If you would like to share any additional comments please do so here:

Answered: 71 Skipped: 0

1	Aircraft will be conformed to a 135 cert, ops specs predicate two crew. 11 aircraft on fleet policy.
2	Every year about 20% up, even have more hours...
3	I'm a pilot hired by the owner, but only 1,100 hours, so I assume they are considering us 'owner-flown' rather than 'pro-pilot'. Hull value is low (\$2m) but we don't really care about that, we just want more liability. Last year we initially insured two-pilot with only \$2m liability at \$14.0k. This year they allowed single pilot at \$22k, but kept the \$2m liability limit. I think what I really want is 'split liability' where we could be insured with two pilots at some reasonable liability number (\$10m, \$50m?) and then liability lowered to \$2m if flying single pilot. It's also been frustrating how little they will tell me about insurability as I get more experience. I want to know what it would take to get \$10m liability - what are their criteria? 2500hrs total time? 500 time in type? It's a black box to me, and I wish they could tell us more about how additional experience will help, or not. I've considered
4	getting a 135 SIC job just to build a bunch of hours but not sure how much that will help.
5	Premium increase from \$18.4k to \$ 27K
6	Over the last two years, we've gone from one carrier, Starr to four carriers, each taking part of the exposure.
7	I'm 67 years old and they require a 1st class medical to operate single pilot.
8	\$50,000 DEDUCTIBLE ON HULL NOT IN MOTION, RIDICULOUS
9	We chartered last year and now single operator so our insurance went from large fleet to single. I also went over 71 years old and can not get single pilot from any of insurance companies even in excellent health. Thinking about self insuring if there is a
10	group interested.
11	We do not fly single pilot and therefore didn't request or have insurance that would allow it. Claim (2021) was a bird strike on the leading edge of the wing. Minor claim but still a claim. We did raise our hull limit from 8 to 9mm last year and kept our
12	100mm liability limit the same.
13	Opted for single pilot coverage this policy- single pilot premium was \$35K, single pilot 54K. Part 91 with professional pilots.
14	For single pilots, I think you should also ask folks' total time and time in type.
15	Premium stayed the same but my liability went from \$1.0m to \$5.0m.
16	Quoted single Pilot was 90k. Even just for empty legs, maintenance positioning or whatever.
17	The whole industry is nothing but a scam.
18	My hull limit is \$5M. This is what drove me to purchase a 2011 airframe as that was the maximum hull value I could insure for
19	single pilot operation. Liability is also limited to \$5M.
20	My hull is capped at \$5M due to providers above \$5M. At the same time my carrier only will provide up to \$5M liability single pilot which this year I have. I no longer have a split policy for crew since they cap out at \$5M and I was told another \$5M would
21	be cost prohibitive at around \$38k a year. My overall premiums did go down this year from 68k to 62k with higher liability.
22	50 Mil single pilot. We presented the underwriters with an in house training program for qualified copilots, when once trained,
23	our limits remain at 100M.