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Charter Report

ASIA PACIFIC REGION

2020



Jason Zhang

*Operations Manager and Designated
Airworthiness Inspector,
Bermuda Civil Aviation Authority*

Thomas Dunstan

*Director General,
Bermuda Civil Aviation Authority*

COMMENTARY & INTERVIEWS

Contributed By:





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✉: marketing@kingleaderclub.com

☎: 4000-528-666



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PUBLISHER'S NOTE

Last year was a good year for charter in the Asia-Pacific region as it benefitted from a general increase across the board in business jet flights throughout the region. 2019 saw 7.33% YoY growth in flight activity per month on average. Consequently, in only three months of 2019 did the number of charters flights decrease from 2018, with overall flight activity growth into double digits in the Asia-Pacific region for five months of 2019. Interestingly, 2019 also saw 77% of the charter flights performed by either long-range or large cabin aircraft, with G6000s the most in demand, thus in keeping with known Asian preferences. But they didn't go very far, with 61% of the flights being less than 2 hours. The year ended very strong for charter as well, with the actual percentage of charter flights vs total flying increasing September through December versus 2018. All this activity bodes well for 2020 and the industry was upbeat.

July 2020 saw most countries in Asia in lockdown, with severe travel restrictions in place on passengers and even crews. Charter activity throughout the whole Asia-Pacific region since early May has now shrunk to a pitiful less than 10 flights per day; the high point being 170 flights / day in 2019. 2020 in Asia had started out ok but as immigration, quarantine and transit policies were forced to adapt, given the ever-evolving stages of the COVID-19 pandemic, the toll on charter flight activity has been severe. Initially in January and early February 2020 the coronavirus outbreak led to a spike in charter flight activity vs 2019 as people sought to leave the Asia-Pacific region and escape. But through March, as Asian countries started to close their borders, charter activity fell off that proverbial cliff and went from 130 flights per day to just 50. Then any life left in the charter market in Asia was snuffed out as the COVID-19 situation worsened through April and early May and went global. The type of charter flying has changed drastically too. Cargo charter flights were initially in high demand, to where today most are repatriation flights, or one-way charters carrying passengers simply returning home.

A resounding 60% of our interviewees for ASG's 2020 Charter Report are optimistic about the future of the charter market in the Asia-Pacific region, 30% are still waiting to see and just 10% pessimistic. This optimism comes about as the Coronavirus has in a strange backhanded way exposed the benefits of business aviation to a whole new spectrum of potential charter customers. These are customers that seek to minimize their health risks by flying alone, in a cabin environment of their own making, with a crew that they have vetted themselves and through less used FBO terminals. Other causes for optimism are that any recovery in commercial airline service is much further off into the future, thus demand for charter services will recover first and the expectation is demand will be stronger than normal.



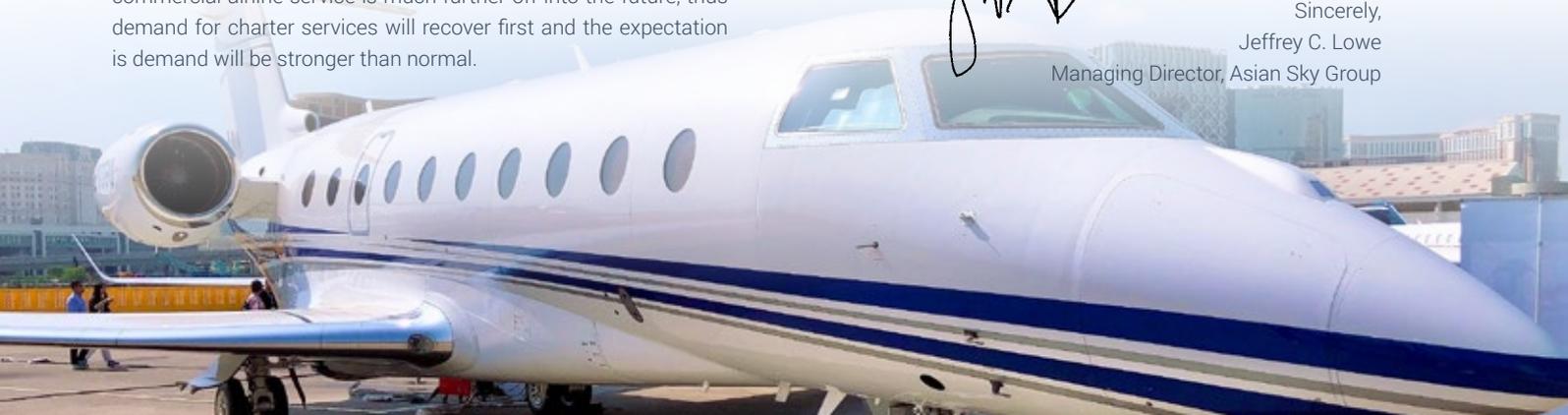
Past, present and future: we cover it all in this issue of ASG's Charter Report. This edition we have Special Features covering the Impacts of COVID-19 on the Market which includes flight activity, travel restrictions and cargo activity; Illegal Charter – outlining the differences between illegal and legal charter operations; Charter Flight Activity which includes top routes, average flight hours, aircraft models used and more before and during COVID-19. And, all the expect detailed metrics from ASG on the composition of the charter fleet in the Asia-Pacific region.

To complement the data, the Charter Report features interviews and commentary from BCAA discussing the benefits of the Bermuda aircraft registry; Sino Jet sharing information on Sino Jet Academy and its onboard service; King Leader Club speaking on its membership program; Amber Aviation offering a look into operating a business jet during COVID-19; Air Charter Service giving insight on the air cargo industry during COVID-19; and law firm HFW speaking on illegal charter.

As always, we hope this edition of the Charter Report is informative and useful

A handwritten signature in black ink that reads "Jeffrey C. Lowe". The signature is written in a cursive, flowing style.

Sincerely,
Jeffrey C. Lowe
Managing Director, Asian Sky Group



FOREWORD

Dear all,

It is my pleasure to provide the foreword and introduction to the Asian Sky Group Asia Pacific Charter Report.

This year has brought unprecedented challenges globally, particularly for the aviation industry. As we have all been adjusting and adapting to new ways of business, I recognize the hard work that has taken place to make sure that our industry survives the effects of this pandemic. My heart goes out to those who have felt and continue to feel the impact.

At the Bermuda Civil Aviation Authority (BCAA), it has been our focus to maintain high standards of safety oversight, whilst continuing to provide timely regulatory services. The challenges we have faced have caused us to review procedures and accelerate planned changes to accommodate the new working environment.

During periods where planes have been grounded and operators have been restructuring fleets, we have continued to work with them and leasing companies to maintain aircraft in an airworthy state.

Although travel restrictions have limited staff movements, our global presence with offices in four different time zones, combined with enhanced use of technology has allowed us to remain readily available to all our customers.

As we look to recover from these recent events, the BCAA offers its support to all our friends and colleagues in the business. Our industry is ever evolving and resilient, and I have confidence that by continuing to focus on goals we can not only adapt, but reinvent, and come out stronger on the other side.



Thomas Dunstan
Director General, Bermuda Civil Aviation Authority



ABOUT THE BERMUDA AIRCRAFT REGISTRY

The Bermuda Aircraft Registry is owned and managed by the Bermuda Civil Aviation Authority (BCAA). BCAA is responsible for the regulation and safety oversight of aviation in Bermuda, and all aircraft on the Bermuda Aircraft Registry. With over 850 registered aircraft, the Bermuda Aircraft Registry is the largest offshore Aircraft Registry in the world.

BCAA offices and Inspectors are strategically located around the world to offer the highest standards in service and customer support. BCAA maintains a world-class reputation by ensuring their clients are at the centre of everything they do.

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EXECUTIVE SUMMARY

Business aviation is a dynamic industry, with one of the most well-known aspects being aircraft charter. In the past, charter has been utilized for business and leisure purposes by HNWIs and corporations. In view of the COVID-19 pandemic and subsequent travel restrictions and quarantine measures implemented across the globe, the charter industry has been thrust into a new light, with charter now crucial for repatriation & medical flights, as well as for the transport of much-needed supplies.

As of June 2020, the Asia-Pacific business jet charter fleet stood at 327 jets – a reduction of six jets (1.8% decrease) from the 333 in 2018. The average age of the fleet is 15.9 years. And, the fleet represents 27% of the total number of business jets in the region.

Despite seeing a decrease to its charter fleet (losing 17 charter aircraft; 18% decrease), Mainland China remained the largest regional charter fleet (in terms of fleet size) with 78 jets as of June 2020. Many of the reductions to the Mainland fleet were in the long-range and large-cabin categories.

Singapore was the main growth driver for all the Asia-Pacific region and saw an increase of 10 charter jets (45% growth) since 2018.

Textron and Bombardier have the largest charter market share – 28% each, followed by Gulfstream (17%) and Embraer (10%). In terms of size category, the region prefers larger sized charter aircraft – large and long-range charter jets represent nearly 50% of the charter jet fleet. However, light sized aircraft saw the largest net addition between 2018 to 2020 – by eight. Most of the additions were to Australia and are mostly used for charter operations within Oceania.

Gulfstream G450, Embraer Legacy 650 and Dassault Falcon 2000, all of which belong to the large-size category, are the most popular charter models in the Asia-Pacific region – 15 jets each.

The past two years have been difficult for regional business jet operators in the Asia-Pacific region, as can be seen from the slowing growth in major markets like Greater China. Still, Deer Jet continued its reign as the largest regional charter fleet operator in 2020. Notably, many charter operators also managed to increase their operational capacity – Sino Jet (by five), OJets (by four), Seletar Jet (by four) and ExecuJet (by three).

In terms of flight activity, the beginning of 2020 saw a significant decrease – both commercial and private, as countries imposed restrictions due to the COVID-19 pandemic. Understandably, there was an upsurge in cargo charter bookings (mostly medical PPE), however, due to travel restrictions, the demand could not be met by the supply. To offset cost lost by the restriction of passenger travel, several airlines reconfigured to fly cargo. This trend is expected to continue as long as travel restrictions are imposed.

Charter flight activity in 2019 was mostly for short-haul leisure flights while charter flights in 2020 have notably been used for long-haul repatriation flights due to COVID-19. Still, the top two charter flight routes in 2020 are: Hong Kong to Shanghai and Hong Kong to Male (Maldives).

Illegal charter is an ongoing issue in the Asia-Pacific charter market, particularly in the current environment. Several operators operate for-profit flights illegally and often advertise these flights at a lower cost. These illegal charters do not have the correct authorizations or operating certificates, and are held to a lower maintenance and safety standard as flights operated for compensation. Regional operators are now working to educate their clients of the risks of illegal charter.





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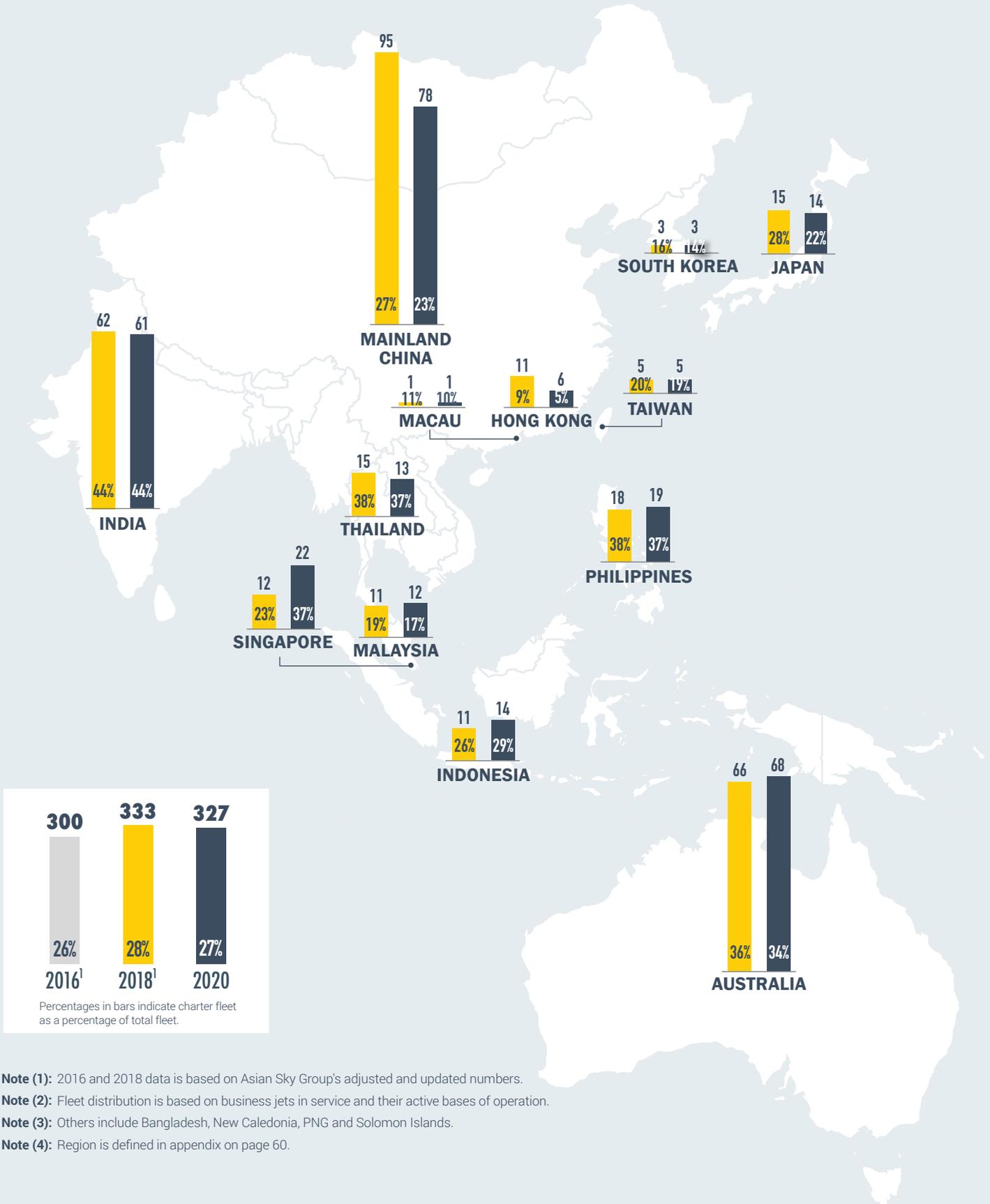
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MARKET OVERVIEW



Note (1): 2016 and 2018 data is based on Asian Sky Group's adjusted and updated numbers.
Note (2): Fleet distribution is based on business jets in service and their active bases of operation.
Note (3): Others include Bangladesh, New Caledonia, PNG and Solomon Islands.
Note (4): Region is defined in appendix on page 60.

There was a total of 327 business jets available for charter operations in the Asia-Pacific region in 2020 – a decrease of six from 333 charter jets in 2018. The charter fleet, which witnessed a growth of 9.9% between 2016 and 2018, has dropped by 1.8% since 2018.

Despite seeing a reduction of 17 charter jets – from 95 in 2018 to 78 since 2018, Mainland China remained the largest business jet charter market in the region. Combined with Hong Kong, Taiwan and Macao, Greater China represents 28% of the total Asia-Pacific charter fleet.

Australia is the second largest charter market and has a fleet of 68 business jets available for charter operations – an increase of two, from 66 in 2018 to 68 in 2020. India (61 charter jets) and Singapore (22 charter jets) were the third and fourth largest charter markets in the Asia-Pacific region, respectively.

South East Asia registered the largest charter fleet growth – with 13 net additions. With a net fleet increase of 10 charter jets, Singapore was the main growth driver for all the Asia-Pacific in the two-year period from 2018 to 2020. Oceania was the only other Asia Pacific region that experienced an increase in its charter fleet from 2018 to 2020 – with an increase of six charter jets (a growth of 8% since 2018).

Greater China saw the largest charter fleet deduction – the charter fleet decreasing by 24%. The Mainland China charter fleet decreased by 17 (22% decrease) – the largest deduction in the Asia-Pacific region and the majority from the long-range and large size categories.

4 4
24% 22%
OTHERS³

4 4
24% 22%
NEW ZEALAND

BUSINESS JET CHARTER FLEET²



LARGEST MARKET

78

MAINLAND CHINA



LARGEST NET FLEET ADDITION

+10

SINGAPORE



LARGEST NET FLEET DEDUCTION

-17

MAINLAND CHINA

GROWTH FOR THE MAJOR MARKETS

REGION ⁴	Net Fleet Growth		Growth Rate	
	2018	2020	2018	2020
Southeast Asia	-1	+13	-1% ↓	16% ↑
Oceania	-	+6	-	8% ↑
East Asia	+3	-1	17% ↑	-6% ↓
South Asia	+2	-2	3% ↑	-3% ↓
Greater China	+29	-22	26% ↑	-24% ↓
TOTAL	+33	-6	9.9% ↑	-1.8% ↓

COUNTRY/REGION	Net Fleet Growth		Growth Rate	
	2018	2020	2018	2020
Singapore	-1	+10	-8% ↓	45% ↑
Indonesia	-2	+3	-18% ↓	21% ↑
New Zealand	+1	+3	25% ↑	43% ↑
Australia	-3	+2	-5% ↓	3% ↑
Philippines	+7	+1	39% ↑	5% ↑
Malaysia	-4	+1	-36% ↓	8% ↑
Taiwan	+1	-	20% ↑	-
South Korea	-	-	-	-
Macao	-1	-	-100% ↓	-
Japan	+3	-1	20% ↑	-7% ↓
India	+1	-1	2% ↑	-2% ↓
Thailand	-1	-2	-7% ↓	-15% ↓
Hong Kong	-1	-5	-9% ↓	-83% ↓
Mainland China	+30	-17	32% ↑	-22% ↓
Others	+3	-	75% ↑	-
TOTAL	+33	-6	9.9% ↑	-1.8% ↓

Rank by 2020 net fleet growth from the largest.



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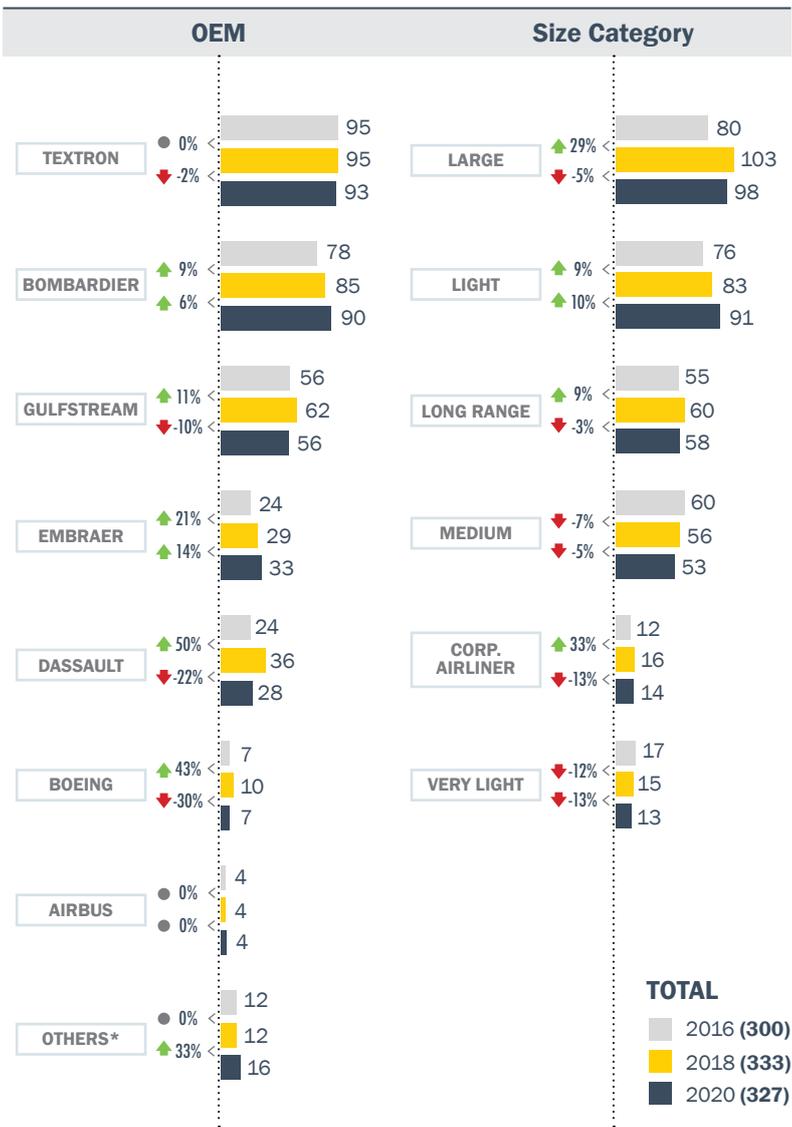
Owned and managed by the Bermuda Civil Aviation Authority.



THE ASIA-PACIFIC BUSINESS JET CHARTER FLEET STOOD AT 327 IN 2020 – A DECREASE OF 1.8% OVER THE TWO-YEAR PERIOD SINCE 2018. THE FLEET HAD A NET DEDUCTION OF NINE AIRCRAFT – THE CULMINATION OF SEVEN NEW-DELIVERIES, 33 PRE-OWNED ADDITIONS, A NET 11 MISSION CHANGE TO CHARTER AND 57 DEDUCTIONS.

NET FLEET GROWTH

▲ Positive ▼ Negative ● No Change



With 93 jets available for charter, Textron remained the most popular OEM in the region. Bombardier came in second with 90 charter jets, followed by Gulfstream and Embraer with 56 and 33 charter jets, respectively. Bombardier and Embraer witnessed an increase of five and four aircraft - a growth of 6% and 14%, since 2018, respectively. Dassault recorded the largest decrease in its charter fleet – by 8 (a decrease of 22%).

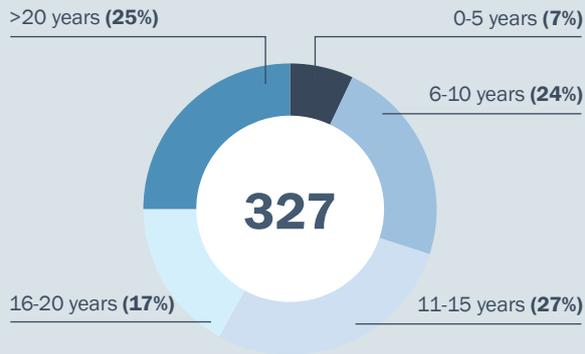
Considering the total fleet in the region, the most popular charter size-category is large-size aircraft, with 98, closely followed by light and long-range aircraft, with 91 and 58, respectively. Light-sized aircraft saw an increase in fleet of eight (an increase of 10%) – the only size segment to witness an increase in the charter fleet since 2018.

The Australian (VH-) registration is the most popular charter fleet registration (79) in the Asia-Pacific region. Mainland China (B-) registration and India (VT-) registration come in second and third with 73 and 61 charter jets, respectively.

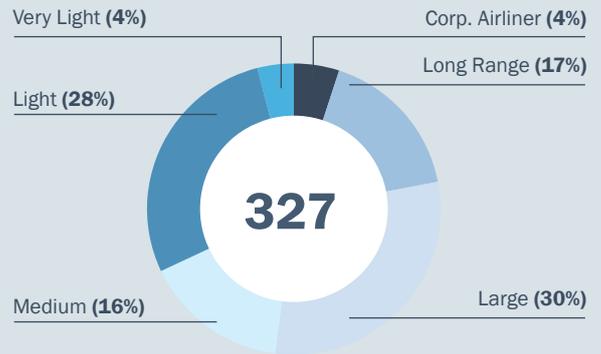
Majority of the Asia-Pacific charter fleet is relatively new - falling in the range of 6- 10 years (24%) and 11-15 years (27%). With an average age of 24 years, Malaysia is home to the oldest charter fleet in the region. South Korea has the youngest – with an average age of just 10 years.

Others*: Other OEMs include Dornier, Fokker, Honda, IAI, Nextant and Pilatus.

CHARTER FLEET BY AGE



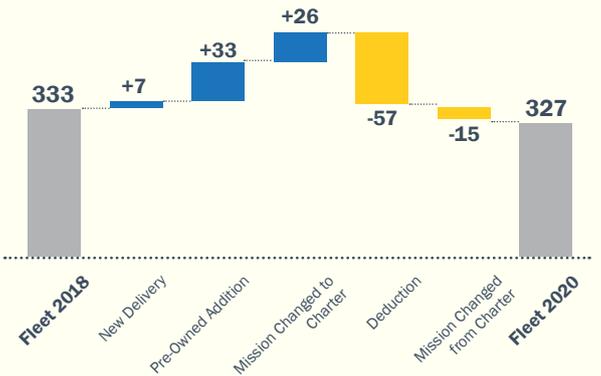
CHARTER FLEET BY SIZE CATEGORY



TOP CHARTER MODELS

CORP. AIRLINER	5 BBJ	3 ACJ319	2 Lineage 1000		
LONG-RANGE	12 G550	12 Global 6000	10 Global 5000	8 G650/ER	6 Global Express XRS
LARGE	15 Legacy 650	15 Falcon 2000 EX	15 G450	14 Challenger 800/850	8 Challenger 604
MEDIUM	11 Hawker 800/XP	9 G200	7 Challenger 300/350	5 Hawker 850XP	5 Citation 680
LIGHT	13 Citation 550	11 Citation 560XL	10 Citation 525A	9 Westwind 1/2	6 Learjet 35/36 A
VERY LIGHT	6 Citation 510	4 Citation 525	3 Phenom 100		

FLEET ADDITIONS AND DEDUCTIONS



The charter fleet decreased by six since 2018. The decrease is attributed to seven new-deliveries, 33 pre-owned additions, a net 11 mission change to charter and 57 deductions. The period from 2018 to 2020 saw a decrease in the number of pre-owned additions to and an increase in the number of deductions from the charter market, as compared to the same period from 2016 to 2018.

The average age of the charter fleet in the Asia-Pacific region is 16 years. The long-range size category has the youngest charter fleet with an average age of 10 years while the light size category has the oldest with an average age of 22 years. With 15 charter jets in operation, G450, Falcon 2000 and Legacy 650 are the most popular charter model in the Asia-Pacific region. Challenger 800/850 comes in second with 14 charter jets. All the top four charter models belong to the large size category. Citation 550 is the most popular light sized charter models with 13 charter jets. Gulfstream G550 and Global 6000 are the most popular long-range charter models – with 12 charter jets each.



MARKET OVERVIEW

A further breakdown of the charter fleet by registration shows that the largest Asia-Pacific charter markets - Mainland China, Australia and India, have a preference for local registrations. 92% of Mainland China's charter fleet is local China "B-" registered, while 100% of Australia's and India's charter fleet is local "VT-"(Australian) and "VH-" (Indian) registered, respectively. Singapore has the largest number of offshore registered charter jets (50% of the charter fleet).

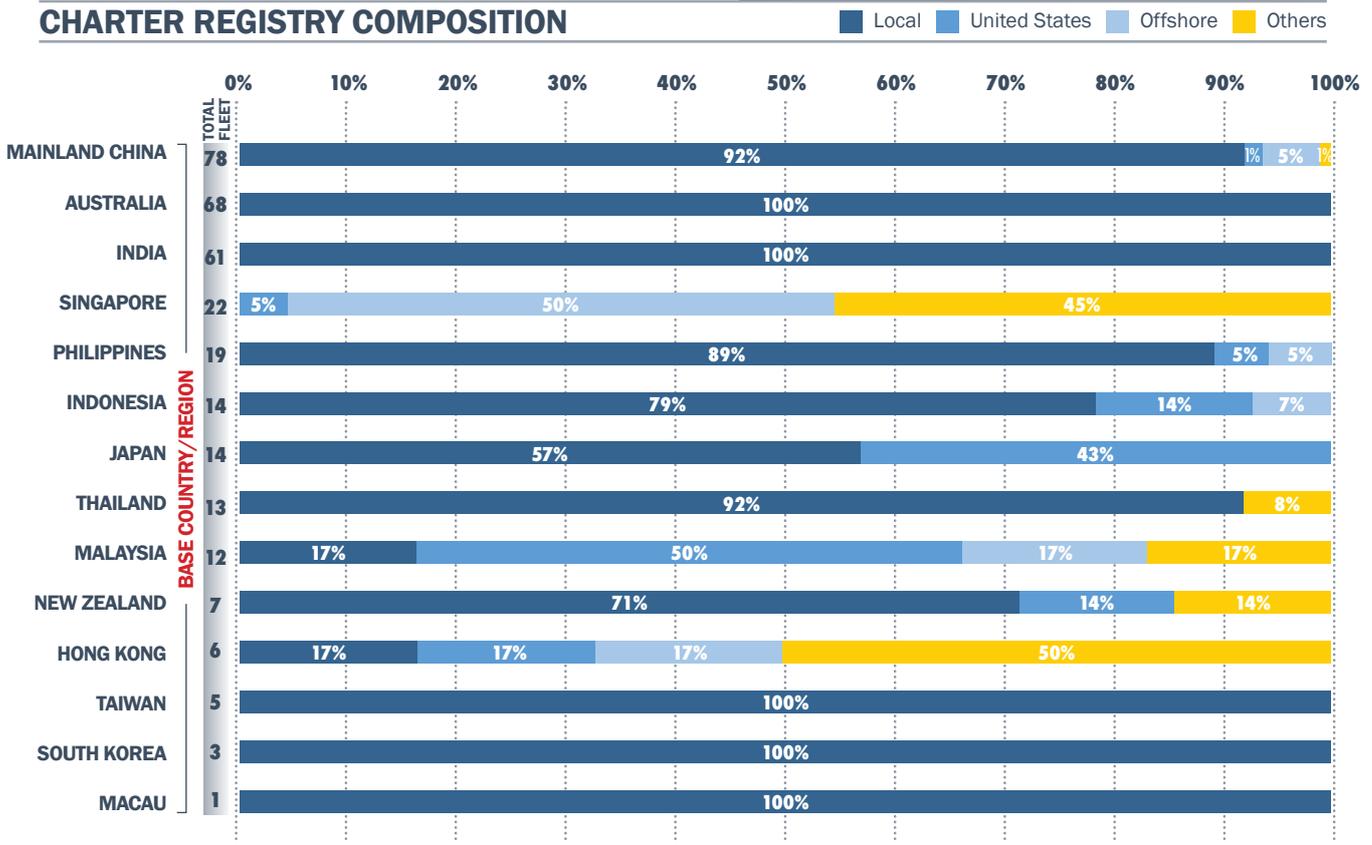
Singapore is also the only country without any local registered charter aircraft. Malaysia has a significant number of business jet

charter jets with US "N" registration – 50% of their charter fleet. Taiwan, South Korea, and Macau are the regions in the Asia Pacific that are completely composed of locally registered charter aircraft.

San Marino is the most popular offshore registration in the region – with 10 charter jets registered with the San Marino "T7-"registration. Malta comes in next with seven charter jets with the Malta "9H-"registration.

OFFSHORE registrations include Cayman Islands, Isle of Man, San Marino, Bermuda, Malta, Guernsey and Aruba.
OTHERS indicate any registration except for Local, US and Offshore

CHARTER REGISTRY COMPOSITION





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THE BERMUDA AIRCRAFT REGISTRY

INTERVIEW WITH **JASON ZHANG**, OPERATIONS MANAGER AND
DESIGNATED AIRWORTHINESS INSPECTOR

Interview by Litalia Yoakum

Bermuda is a United Kingdom Overseas Territory conveniently located in the Atlantic Ocean between the UK and the US and is home to the oldest and largest offshore Aircraft Registry, which consists of over 850 commercial and private aircraft.

Jason Zhang is a Shanghai-based Airworthiness Inspector for the Bermuda Aircraft Registry. He is a licensed and type rated engineer with over 14 years of commercial and business aviation experience in the Asia market. Jason offers both technical and regulatory support for applicants to the Bermuda Aircraft Registry.

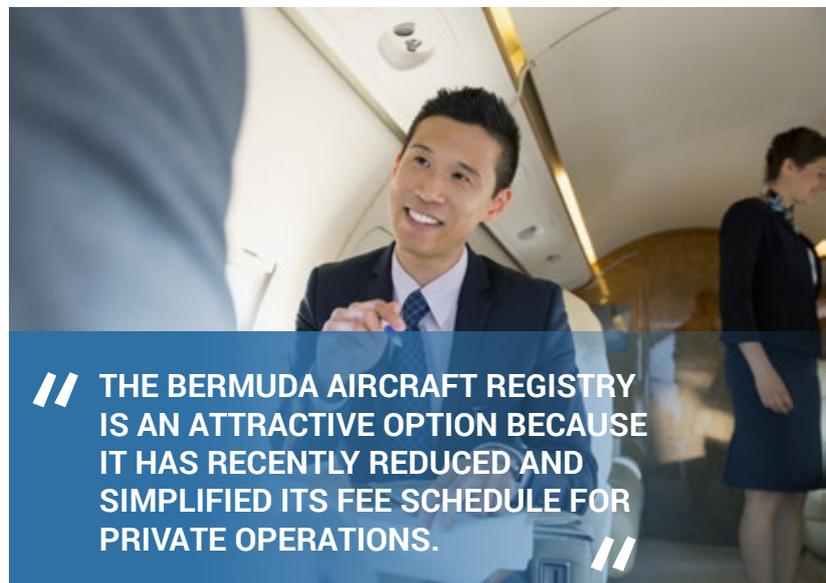
WHAT ARE THE MAIN FACTORS AN OWNER/ OPERATOR SHOULD CONSIDER WHEN CHOOSING AN AIRCRAFT REGISTRY?

There are many choices when selecting an aircraft registry, and many factors to consider. Of course, most registries will offer a similar standard across the board, but there are a few variables to consider.

AOC operational flexibility is important for chartered commercial aircraft, particularly in the Asia-Pacific region.

For both private and commercial other factors to consider are cost benefits (tax and fees) and maintenance requirements. The Bermuda Aircraft Registry is an attractive option because it has recently reduced and simplified its fee schedule for private operations and is eligible for tax benefits.

Aircraft on the Bermuda Aircraft Registry require inspections every other year, as opposed to every year, which helps to further reduce the cost.



// **THE BERMUDA AIRCRAFT REGISTRY IS AN ATTRACTIVE OPTION BECAUSE IT HAS RECENTLY REDUCED AND SIMPLIFIED ITS FEE SCHEDULE FOR PRIVATE OPERATIONS.** //

WHY WOULD ONE DECIDE ON GOING WITH AN OFFSHORE REGISTRY?

Other than cost, offshore registration has a number of other benefits to consider. Most offshore registries have similar offerings with some variables, but here I refer directly to the Bermuda Aircraft Registry.

- **Tax advantages** – Bermuda has zero income, corporate, withholding or capital gains taxes..
- **Political neutrality** – Bermuda is a politically neutral country, a self-governed United Kingdom overseas territory. This may be important to operators for political, corporate or security reasons. In addition to this, Bermuda has economic stability.
- **Asset protection** - The Bermuda Registry also offers asset protection through both the Cape Town Convention and our Aircraft Engine and Mortgage Registers.
- **Customer service** – Bermuda is the largest offshore registry, but still much smaller and more personable than many onshore ones. Our focus is to put the customer experience first.
- **Confidentiality** – Client information is kept safe in accordance with international standards.

WHAT IMPACT DOES AN AIRCRAFT REGISTRY HAVE ON THE AIRCRAFT VALUE?

Where you register your aircraft can have an effect on the value of your aircraft and how quickly you are able to sell it.

Bermuda has an excellent reputation globally for safety, sound regulations and a team of highly experienced staff. These qualities in an aircraft registry provide a comfort factor for a potential buyer.

WHAT ARE THE BENEFITS OF REGISTERING AN AIRCRAFT WITH BERMUDA?

In addition to customer experience and cost benefits, the Bermuda Aircraft Registry has built a team of knowledgeable and highly experienced staff in Airworthiness, Operations and Regulation. Bermuda has a reputation for high standards of regulation, and its aircraft registry is no different. We have a solid international reputation for offering high regulatory standards and excellent service levels. This includes an International Civil Aviation Organization (ICAO) based safety oversight system, which BCAA was audited against last year with extremely positive results.

Another benefit for aircraft owners and lessors is the flexibility of our requirements, such as Type Certificate acceptance. We accept ANAC (Brazil), EASA, FAA and Transport Canada certificates. This helps to minimize the cost of registering an aircraft. Bermuda is also a low-tax jurisdiction with a consumption-based tax regime. Owners registering an aircraft on the Bermuda Aircraft Registry may be in a position to take advantage of favourable tax treatment in their principal place of business.

WHAT VALUE DOES BERMUDA BRING TO OWNERS AND OPERATORS IN MAINLAND CHINA?

The most advantageous benefit for an Operator based in mainland China, or anywhere in Asia, is having an Inspector based in

Shanghai. I am ready and available to make the process more convenient for our clients. The benefit of having someone on the ground saves valuable time and money.

// THE MOST ADVANTAGEOUS BENEFIT FOR AN OPERATOR BASED IN MAINLAND CHINA, OR ANYWHERE IN ASIA, IS HAVING AN INSPECTOR BASED IN SHANGHAI. //

HOW DO YOU SERVE CLIENTS IN THIS REGION?

The Bermuda Aircraft Registry serves all of their clients the same around the world, with a personable service. We understand the customer's needs and we work to make sure they are happy with their experience. We have a team of over 25 highly qualified inspectors, placed strategically around the world. I am native to China, can speak the local dialect and in the right time-zone to service clients in this region.

I think what makes us unique is our first-class customer service. We offer an unparalleled, seamless, client-focused service.

HOW HAVE THE EFFECTS OF COVID-19 AFFECTED THE BERMUDA AIRCRAFT REGISTRY?

Our focus has been to ensure that we can still service clients in a timely manner. We implemented a digital signature format to assist with the turnaround of Certificate renewals and approvals in these circumstances.

We are continuing to work with operators and leasing companies to maintain aircraft in an airworthy state. This is important, particularly at a time like this when many aircraft are parked or only minimally used and operators may be restructuring their fleets.

We recognize that the Coronavirus has had a huge impact on our industry, and we are doing everything we can to assist operators so that they can remain in business.

For more information about the Bermuda Aircraft Registry visit www.registerwithbermuda.com



// THE BERMUDA AIRCRAFT REGISTRY HAS A FIRST-CLASS REPUTATION FOR SAFETY AND REGULATION. //



CHARTER OPERATOR OVERVIEW

AS OF JUNE 2020, THE TOP 14 CHARTER OPERATORS IN THE ASIA-PACIFIC REGION OPERATED A TOTAL OF 98 CHARTER JETS, ACCOUNTING FOR 30% OF THE TOTAL CHARTER FLEET IN THE REGION. DEER JET HAD THE LARGEST CHARTER FLEET, OPERATING A TOTAL OF 13 BUSINESS JETS, CLOSELY FOLLOWED BY SINO JET (11 JETS). ACJ CENTRES AND CLUB ONE AIR SHARED THE THIRD RANK WITH EIGHT CHARTER JETS EACH.

The past two years have been difficult for business aviation in the Asia-Pacific region, as can be seen from the slowing growth in major markets like Greater China.

Certain charter operators, however, still managed to increase their operational capacity. Chief among them was Sino Jet, which experienced the largest increase in charter fleet (by five units) since 2018. The company managed to jump five ranks and ended up as the second largest business jet charter operator in the Asia-Pacific region. Singapore operator OJets and Seletar Jets also saw notable increases in their charter fleet - by four units each.

The Greater China charter fleet, which showed promising growth in 2018, failed to live up to the prevailing expectations in 2020, with its charter fleet dropping by 17 units. The decrease in the charter fleet reflects the depressed business aviation market. Starting with the government mandated deleveraging of corporate debt, combined with uncertainty regarding economic prospects caused by the ongoing US-China trade war, a major toll was left on the business jet fleet in the region. With business confidence dwindling and increasing operating losses, many owners and charter operators were forced to reduce their number of aircraft. Notable among these charter operators was Deer Jet. Deer Jet, the largest charter operator in the Asia-Pacific region in 2018, saw a reduction in its charter fleet by 7 units – the largest decrease of all the charter operators in the region.

TOP CHARTER OPERATORS BY FLEET

RANK CHANGE 2018 VS 2020

-	DEER JET	13 (-7)
↑5	SINO JET	11 (+5)
-	ACJ CENTRES	8 (+1)
↓1	CLUB ONE AIR	8
↑10	EXEJUJET	7 (+3)
↑2	TAG AVIATION	7 (+1)
↓2	RELIANCE COM. DEALERS	7
↑18	OJETS	6 (+4)
↓1	ASIAN AEROSPACE	6
↑20	SELETAR JET	5 (+4)
↑9	AIR CHARTER SERVICES	5 (+2)
-	LILY JET	5
-	PACIFIC FLIGHT SERVICES	5
↓7	KING LEADER CLUB*	5 (-2)
↓7	MJETS	5 (-2)

TOP 15 OPERATORS = 31% OF TOTAL FLEET

*Wholly subsidiary of BAA

Australia, with 68 business jets available for charter, had the second largest charter fleet in the Asia-Pacific region in 2020. Some notable Australian operators who experienced an increase in their charter fleet are ACJ Centres (by one) and ExecuJet (by three).

With a fleet of eight charter jets, Club One Air is the largest charter operator in India in 2020, unchanged from 2018. Reliance Commercial Dealers came in second with seven business jets available for charter.

Ojets is the largest business jet charter operator in Singapore – operating a fleet of six jets. Pacific Flight Services and Seletar Jets come in second – both operating a fleet of five charter jets each.

In 2018, both Malaysian operator MJets and Chinese operator BAA had a fleet of seven charter jets each. However, both have experienced a decrease in their charter fleet -by two, and have witnessed a drop of seven ranks in the top 15 charter operators list.

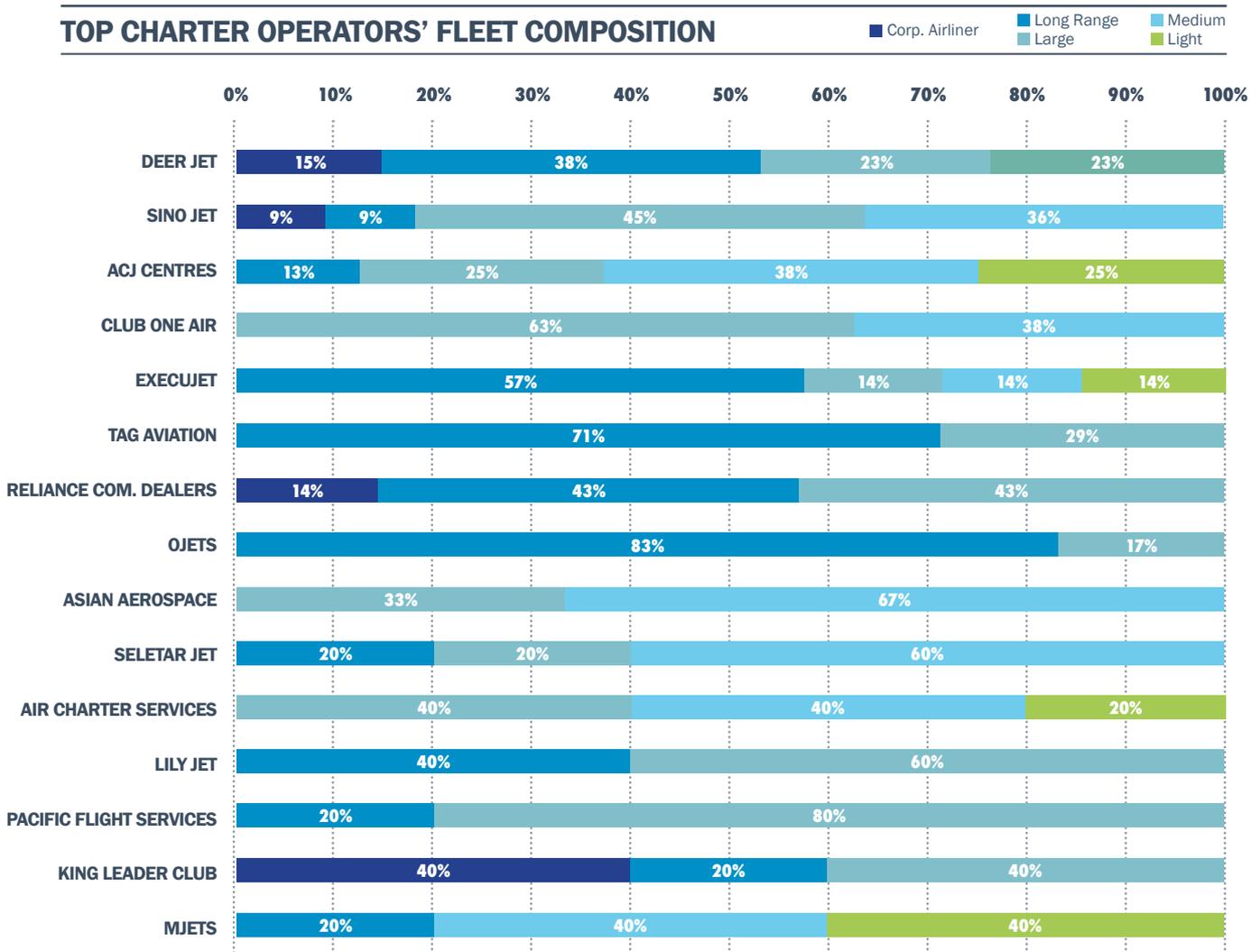
Majority of the top charter operators in the Asia-Pacific region rely on large and long-range aircraft for their charter operations – with 29 jets each. Together, these two size-segments represent nearly 60% of the total 99 charter jets operated by the top 15 charter operators.

OTHER OPERATORS WITH 3 OR MORE JETS

Operator Name	Fleet Size
AIR ONE AVIATION	4
AMBER AVIATION	4
CORPORATE AIRCRAFT CHARTER	4
JETCITY	4
JIANGSU JET	4
PHENIX JET	4
SKYLINE AVIATION	4
AERO ASAHI	3
APEX AIR	3
ASTRO AIR	3
CHALLENGER AERO AIR	3
DONGHAI JET	3
FLYJET	3
KOREAN AIR	3
MERIDIAN	3
NAKANIHON AIR	3
OTT AIRLINES	3
PEL-AIR AVIATION	3
PREMIAIR	3
REVESCO AVIATION	3
ROYAL FLYING DOCTOR SERVICE	3
ROYAL STAR AVIATION	3
VIIKING AVIATION	3



TOP CHARTER OPERATORS' FLEET COMPOSITION





BUILDING A NEW LIFESTYLE CONCEPT

King Leader Club, a wholly owned subsidiary of Business Aviation Asia (BAA) established in 2019, offers a unique set of services to clients seeking exclusive and luxurious travel packages. Through its network of high-end members only-type clubs, and boutique travel agents, King Leader Club creates memorable travel and lifestyle experiences for its clients through private jet charter and customized trips. In an interview with Asian Sky Group, King Leader Club discussed private jet travel during COVID-19 and how the pandemic has and will continue to change the way private jet passengers travel.

HOW HAS COVID-19 CHANGED THE WAY YOUR CLIENTS ARE TRAVELING?

During the early stages of COVID-19, our clients encountered many travel restrictions. Cities such as Beijing, Shanghai, Guangzhou and Shenzhen all saw a significant decrease in flight volume. Because of the virus many of our clients saw public transportation as a hazard, as they were more aware of sanitation, health and safety. This is one of the advantages of a private jet. We've been able to ensure high levels of sanitation, in addition to keeping our passengers safe and secure on each flight. These measures will, undoubtedly, inject new vitality into the charter market.

HOW HAS KING LEADER CLUB CONTINUED TO SUPPORT ITS MEMBERS THROUGHOUT THIS PERIOD?

After the outbreak of COVID-19, King Leader Club launched an emergency response mechanism, including a 14-day trip tracking table, front-line staff, nucleic acid testing used to detect COVID-19 and pre- & post-flight cabin disinfection. Our main goal throughout this time has been to offer reassurance that we are taking all precautions necessary to ensure a safe and smooth flight during this unique period.

At the same time, King Leader Club actively responds to and cooperates with customs and quarantine authorities to complete all kinds of inspection work during the period. During this period, our flight crew and first-line ground support personnel strictly implement all quarantine policies so that every charter passenger can still travel at ease considering all the restrictions implemented.





// SINCE ITS ESTABLISHMENT, KING LEADER CLUB HAS ALWAYS ADHERED TO THE PRINCIPLE OF "CUSTOMER FIRST." //

HOW DO YOU ENSURE EXPECTATIONS ARE MET & EXCEEDED DURING EACH FLIGHT?

Since its establishment, King Leader Club has always adhered to the principle of "customer first" in terms of flight punctuality and customer experience. Our aim is that with every flight our members will have the ultimate luxury experience. This is mainly attributed to our strong operational support, particularly with the advantage of King Leader Club's guarantee of flights. Through this guarantee, we're able to have a deep understanding of each customer's travel habits and, thus, better provide personalized, thoughtful and considerate services for customers.

WHAT ARE YOUR EXPECTATIONS FOR THE CHARTER MARKET AS TRAVEL RESTRICTIONS BEGIN TO LOOSEN?

After months of air travel restrictions, the market is slowly opening, giving the transport industry a positive boost. In my opinion, this is a signal worthy of hope. With the gradual development of policies, the charter business in the next six months will show a trend of gradual recovery. With the change of consumption and travel during this period, I believe that some new charter customers will experience business jet travel with a more positive attitude.

WHAT IS THE PROCESS OF BOOKING A TRIP THROUGH KING LEADER CLUB?

You can go to the official WeChat account of King Leader Club, or dial 4000-528-666, or download the KING LEADER APP for charter flight consultation or customized airline service. In addition, you can follow our official WeChat, TikTok and Weibo accounts for special charter flight information and more info on the club's offerings.

www.kingleaderclub.com

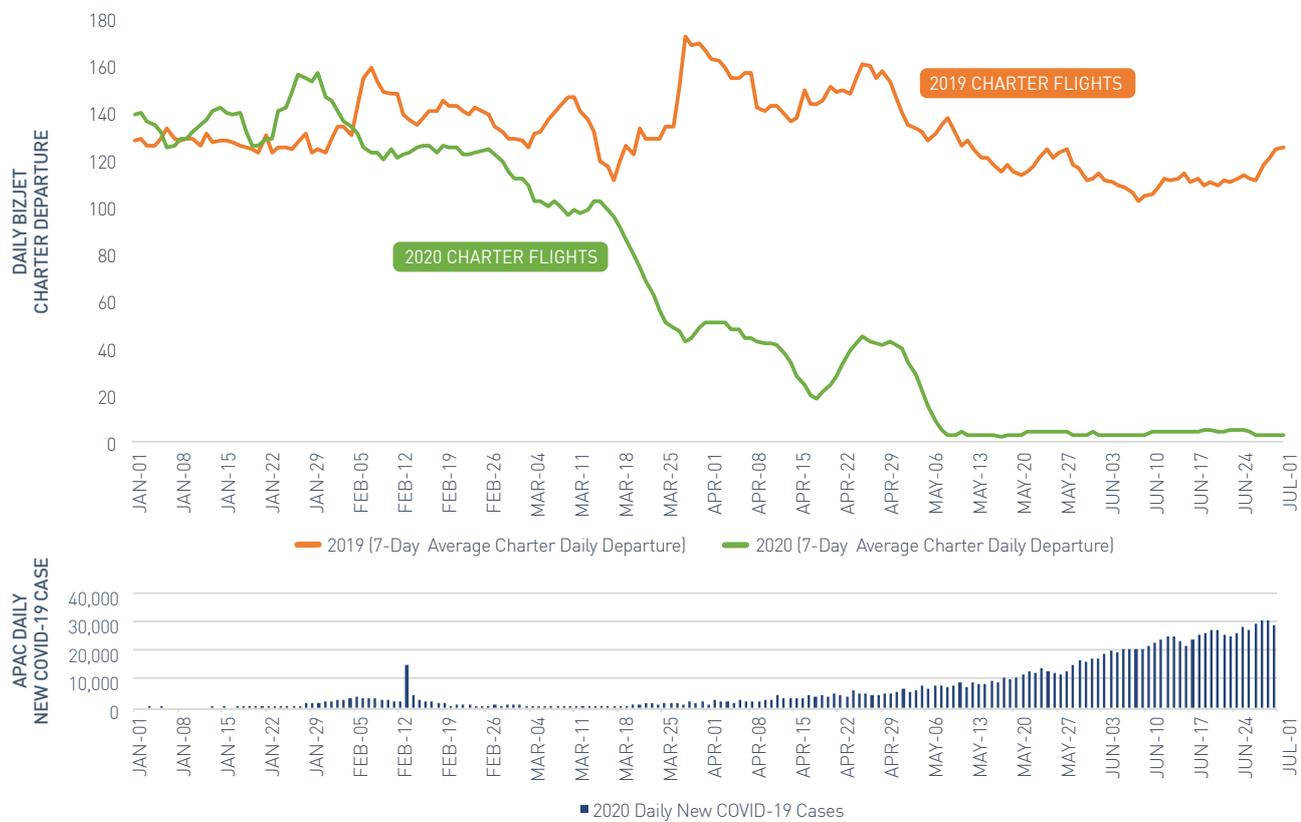


SPECIAL FEATURE:

COVID-19: IMPACT ON CHARTER

Among its various impacts, the COVID-19 outbreak has disrupted aircraft operations around the world. The influence of quarantining and border control policies on the aviation world has been etched into its every tentative stage of transition. As governments enact disease-control measures on modes of travel, the aviation industry finds itself adapting to many changes with regards to international transportation, with many numbers taking a toll.

ASIA PACIFIC FLIGHT ACTIVITY DURING COVID-19



DATA SOURCE: WINGX AND IATA

As immigration, quarantine, and transit policies adapt to the evolving stages of the COVID-19 pandemic, it is imperative to understand its impacts on aviation practices via a per-region overview of government-imposed travel restrictions across the Asia Pacific. While some countries have announced tentative dates for the reopening of business and tourism flights, the international response to the pandemic has ranged from complete closure to certain visa exemptions or repatriation flights. Due to these measures, the business and general aviation industries have witnessed a toll on the number of flight departures in the Asia Pacific.

Flights have fluctuated based on new measures announced. In early January 2020, there were approximately 140 flights / daily – up slightly from the 130 flights / daily in January 2019. Flight levels continued relatively regularly through mid-February, when news of the COVID-19 pandemic began and measures in mainland China began to be implemented. At this point, many charterers looked to

leave the region – particularly charterers in Mainland China. This caused a spike in demand for charter travel – hitting about 160 flights / daily – and the highest point for charter flights throughout the pandemic period.

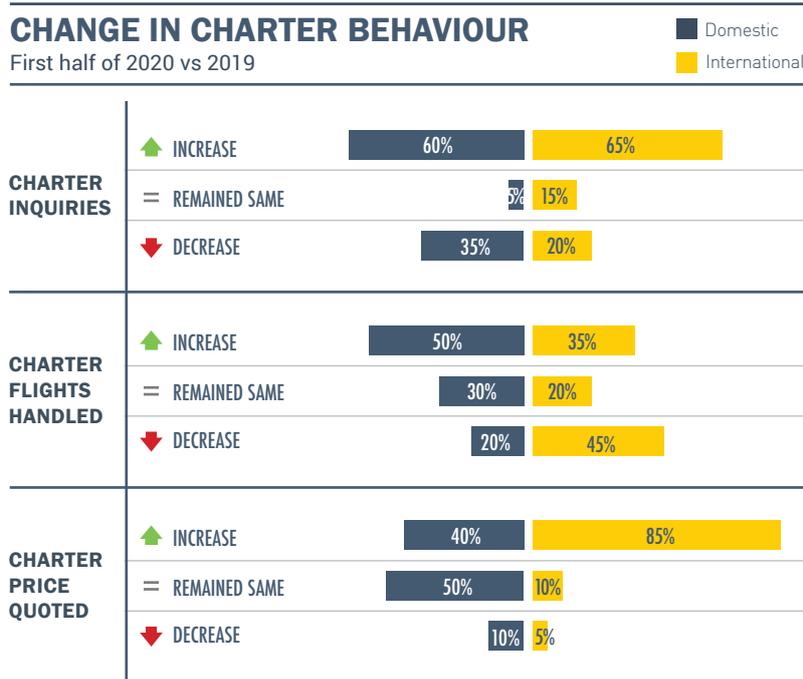
Throughout February, March and April, flight activity declined as countries throughout Asia implemented lockdown measures and began to close their borders. In the typically busy Easter period, 2019 witnessed approximately 170 flights / daily, compared with 2020 which saw only 50 flights / daily.

The region saw another dip in mid-May 2020, with less than 10 flights / daily, as inbound travel restrictions continued to tighten, and the COVID-19 situation worsened. From an operational standpoint, with regulations varying country-to-country throughout the region, chartering a private jet has become trickier as quarantine measures on passengers and crew have come into effect.

Asian Sky Group conducted a survey of regional business jet operators, brokers and other related business to better understand charter demand, flight activity, and levels of business optimism, in light of the COVID-19. The survey covers a month-long period of June to July, with a geographical coverage on Greater China, Southeast Asia, Japan, and South Korea.

CHANGE IN CHARTER BEHAVIOUR

First half of 2020 vs 2019

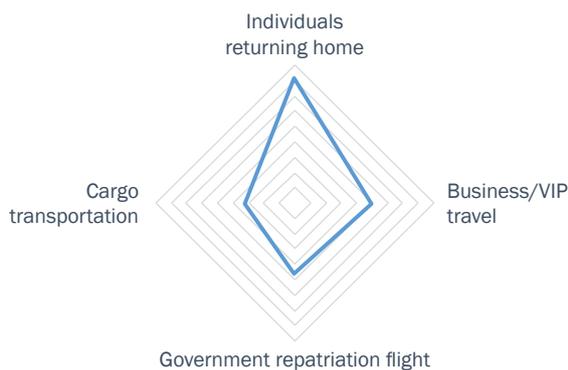


Based on results from the Asia-Pacific business jet operators and brokers surveyed, most interviewees experienced an increased amount of inquiries for both domestic (60%) and international (65%) flights, which may reflect the constantly changing travel restrictions and quarantine measures imposed by Governments worldwide. Still, while inquiries increased, there are some discrepancies regarding the number of both domestic and international flights operated. Of those interviewed, most believe there were an increased number of domestic flights and fewer international flights during the first half of 2020. Regarding charter rates, approximately half of this survey's respondents believe the pricing of domestic charter flights has remained the same, while 40% believe pricing on domestic flights has increased. An overwhelming majority of this survey's respondents (85%) believe pricing on international charter flights has increased.

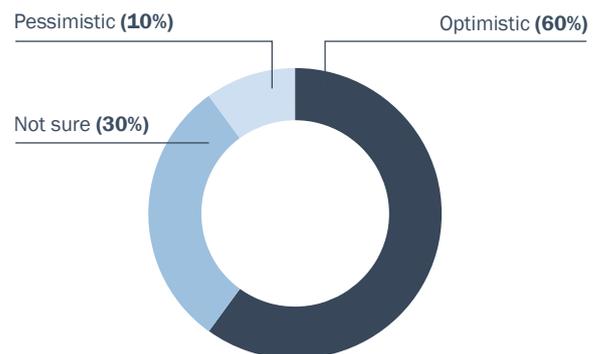
The purpose of charter has varied throughout the pandemic, but the majority of charters appears to be individuals returning to their home countries. In second place are flights conducted for business purposes or for VIP travel. In third place is a number of charters handling the citizen repatriation, as coordinated by the government. Finally, the remaining flights deal with the transportation of cargo.

Among interviewees for the survey, only around 10% expressed pessimism about the fate of business aviation onwards. In contrast, a resounding 60% of interviewees responded that they were optimistic about the future of the aviation industry as it pertains to the evolving global health crisis. In accordance to the ever-changing tides of "these uncertain times," a remaining 30% expressed "uncertainty."

PURPOSE OF CHARTER TRAVEL



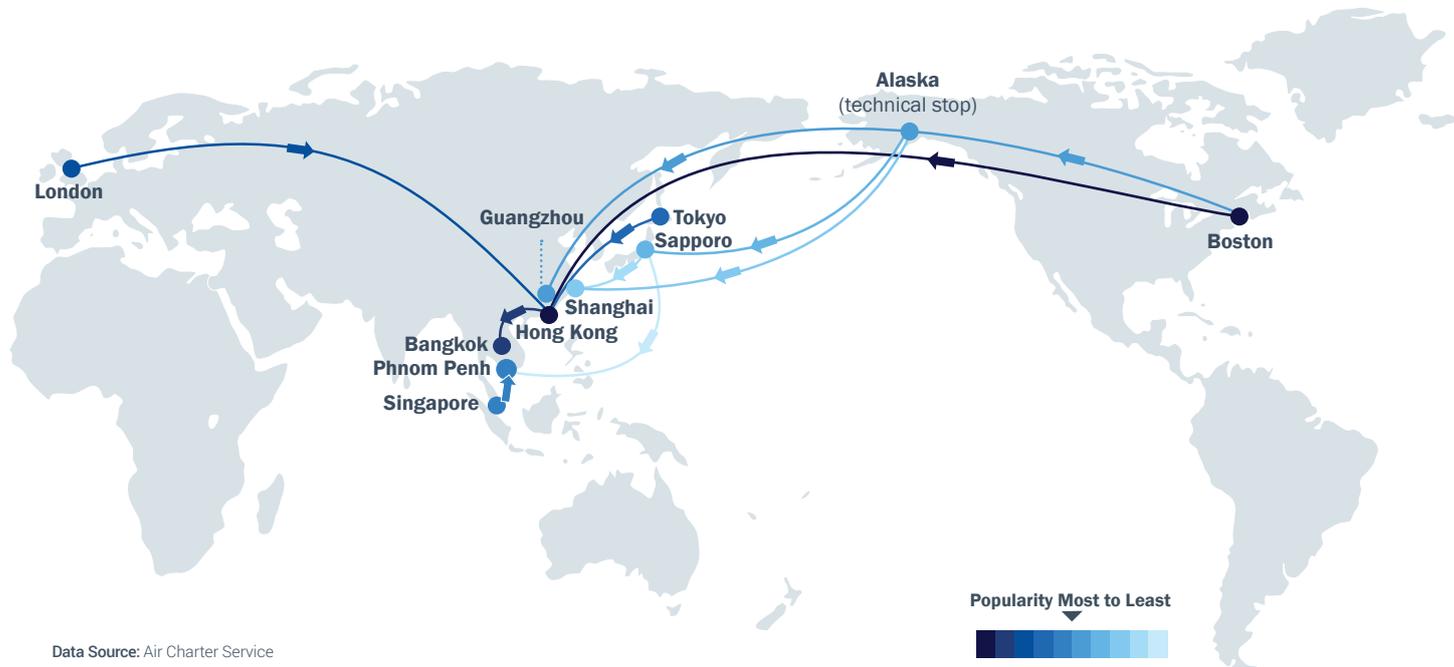
PROSPECT OF FUTURE CHARTER MARKET





POPULAR ROUTES DURING COVID-19

Form February to May 2020



Data Source: Air Charter Service

A look at the above map may reveal connections between popular flights paths and the reasons behind those flights. According to Air Charter Service (ACS), in the early stages of COVID-19, the Asia charter market witnessed a higher demand than normal after the typically busy Chinese New Year holiday. This came as many looked to flee the region.

During the later period of this pandemic – which saw the US and Europe heavily hit - most flights completed were for repatriation efforts, rather than business or travel. March, in particular, saw a high demand for flights returning to the Asia-Pacific region – according to ACS.

As expected, long-haul flights have been much more common during the COVID-19 period rather than regional flights, particularly as Asian countries have implemented strict travel restrictions and quarantine measures.

Enquiries on charter flights are still up, although, the logistics of flying throughout Asia remain tricky. With varying restrictions from country to country each flight requires more support and logistics. Once countries begin to open up, ACS expects to see stronger than normal demand for charter from different types of customers.



// WE EXPECT TO SEE STRONGER THAN NORMAL DEMAND FOR CHARTERING FROM A NEW BREED OF CUSTOMER + THE REDUCED COMMERCIAL ROUTES AND PERSONS LOOKING TO AVOID COMMERCIAL.

Air Charter Service



AIRCRAFT CARGO CHARTER



Since the start of COVID-19 cargo flights have been crucial in transporting goods, particularly medical supplies and personal protective equipment, to areas in need. As travel restrictions have limited the movement of people, air cargo has seen far fewer restrictions. Still, global supply chains have been interrupted and demand for cargo has seen a spike. Regional Director, Stephen Fernandez, of global air charter brokerage company, Air Charter Service, shared insight on the air cargo market in the Asia Pacific and some of the factors to consider when flying cargo.

AIR CARGO FLIGHT DEMAND IN APAC

Seasonally, the summer months are not a peak time for cargo charters. That said demand for capacity has not fallen by as much as the supply of capacity (due to the lack of commercial airliners flying). Generally, across the board in Asia Pacific, figures are up from the prior year.

There was an enormous spike in bookings in January 2020, with the transport of medical supplies and other materials into China to support efforts to contain the initial COVID-19 outbreak. This continued into the first half of February, but by the second half of the month the market made a 180-degree turn. Medical supplies were then flying out of China.

As the factories on the mainland reopened, commercial cargo joined the scramble to secure capacity out of China. Both intra-Asia and Asia to the world, we've seen a sizeable increase in demand for cargo charters for both medical supplies, and commercial cargo. Underlying the demand for chartered capacity is, of course, the huge reduction in passenger aircraft cargo capacity.

China, Thailand, Malaysia, Singapore, Japan, and Indonesia have been where we have experienced the highest demand. Still, across the region it's above normal.

OPERATIONAL REQUIREMENTS

ACS at the outset was purely a specialist in chartering cargo aircraft. The vast number of years of experience contained within our body of cargo aircraft specialists results in there not being too many things we haven't seen before and know to prepare for.

When planning any cargo charter flight, the following factors determine the appropriate type of aircraft and airline(s):

- Largest piece(s) of cargo amongst the load to be carried;
- Total amount of cargo to be loaded;
- Nature of the cargo, specifically whether it's dangerous goods, live animals, or requires some form of special handling;
- Airport suitability (runway length, pavement strength, equipment to load / offload, etc.);
- Traffic rights.

AIRCRAFT & CREW AVAILABILITY

Cargo aircraft availability on everything from a Boeing 757F-sized aircraft and larger had been severely limited during those early months of the pandemic. In the first half of 2020, it was an enormous challenge with aircraft availability changing hourly. You could have a solution in the morning, and it may be booked a few hours later.



Additionally, there are some restrictions on aircraft types that need to be known prior to cargo flight. For example, in Singapore you can no longer operate Antonov 12s nor can you take in any aircraft with Stage 2 engines, due noise restrictions.

At ACS, we maintain a global record of current availability and pricing which is published for internal use twice a day. Through this we've seen – since the first week of May - demand has reduced availability has returned, and prices are almost back to normal levels.

In terms of crew availability, we've seen instances where certain airline crews have refused to fly to certain locations due to COVID-19. Still, for the most part, crews have been undaunted. The bigger issue has been changing travel restrictions where some countries have required crew to undertake the same quarantine measures as passengers.

CHARTER OPERATORS RECONFIGURING FOR CARGO

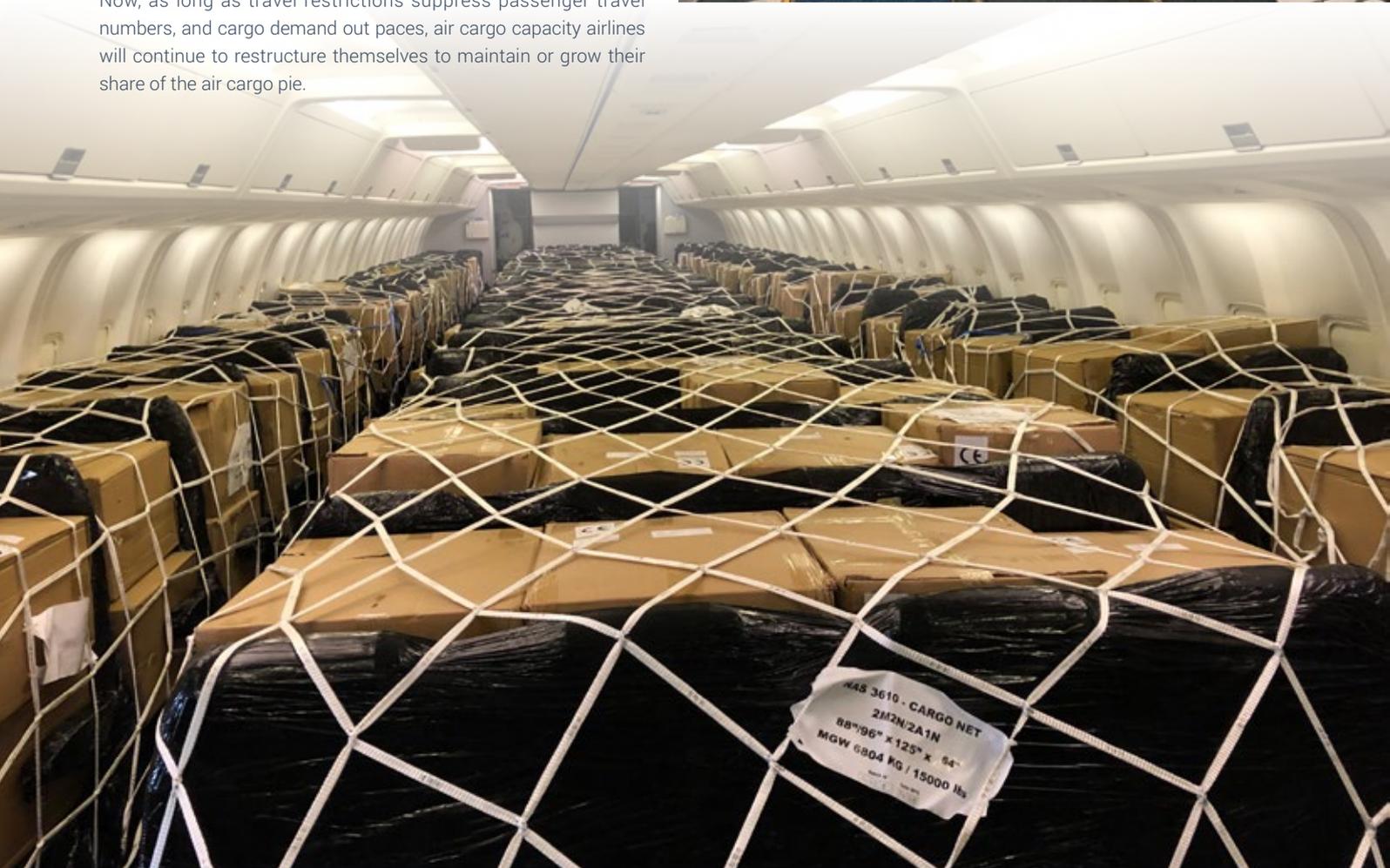
Many passenger airlines were very fast to recognize that there was money to be made flying their aircraft just to carry cargo. However, not a very large number have reconfigured (removed the seats) their aircraft to accommodate more. When cargo aircraft availability was severely limited and prices astronomical there were many cases where chartering a passenger airliner to move just cargo made sense. With more cargo aircraft available and prices almost back to normal in most cases the cargo aircraft is once again the more economical solution.

Now, as long as travel restrictions suppress passenger travel numbers, and cargo demand out paces, air cargo capacity airlines will continue to restructure themselves to maintain or grow their share of the air cargo pie.



ABOUT AIR CHARTER SERVICE

Air Charter Service is a global air cargo charter brokerage, which offers a full range of cargo aircraft, from small jets for urgent packages, to large freighters for outsize cargo, as well as onboard courier service.



445 3610 - CARGO NET
2M2N/2A1N
88"96" x 125" x 54"
MGW 6804 KG / 15000 lbs

RESTRICTION & REGULATION

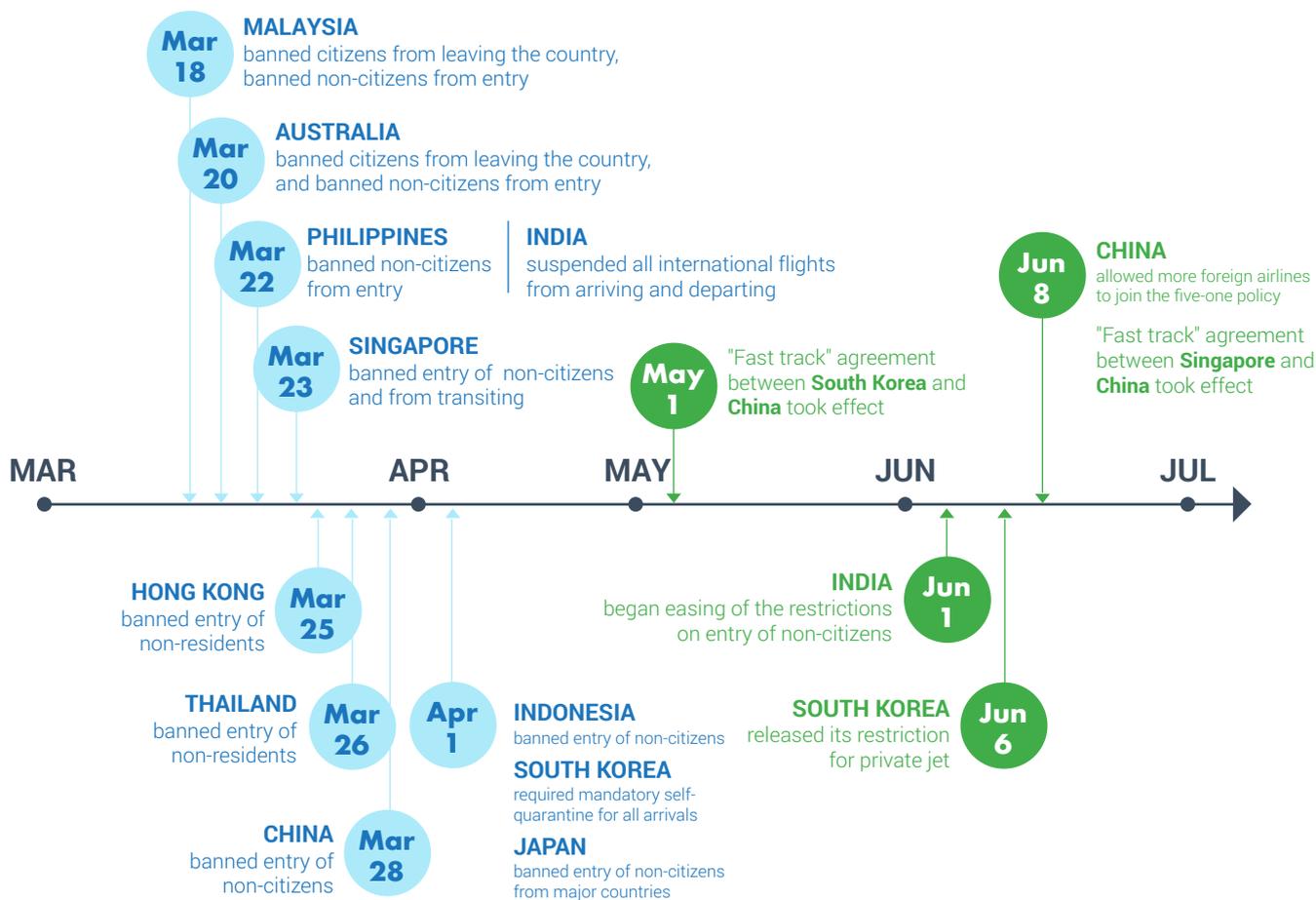
Beginning March 2020, widespread regulations began echoing across the Asia Pacific. Among Asian countries, Singapore was among the first to introduce preventative measures targeting international travelers. In March 16th, Singapore imposed a 14-day quarantine on travelers from ASEAN countries, Japan, Switzerland, and the U.K. On March 18th, Macau prohibited the entrance of all non-Macau residents, except for Mainland China, Hong Kong, and Taiwan residents. Malaysia introduced a full travel ban. South Korea expanded its list of restricted regions to include Mainland China, Hong Kong, Macau, Japan, Italy, Iran, and Russia. Nearing the end of March, Japan and Singapore tightened its borders, Australia introduced domestic flight restrictions, South Korean airports limited GA parking due to grounded commercial jets, and the 2020 Tokyo Olympics deferred for a year following pull-outs by multiple countries. However, the end of March also witnessed an increase in humanitarian flights from China, as well as the opening of select Chinese airports, with flights requiring permission from the CDC and with regulations varying per case.

In April, Japan introduced new restrictions on the U.S. and removed the overnight option for U.S. crew, but its airports nevertheless remained viable options for crew rest as long as aircraft crew

rested onboard. Other countries, such as China, South Korea, and Thailand, also offered rest stops, while supporting cargo and humanitarian missions.

May witnessed Seoul becoming a major tech stop in the region, but entrances into Korea or Japan were challenged by long waiting hours and limited hotels. The next month continued many of the same regulations, but in the end of May, Cambodia was notable for allowing the entrance of foreign nationals under qualifying circumstances—including requirements for a visa, medical insurance, and a medical certificate.

June saw the loosening of travel restrictions in the Asia Pacific—in contrast to areas such as North America, which continued to tighten its borders. Mainland China has largely remained open for humanitarian, cargo, and repatriation flights, and has scheduled for the easing of restrictions on travel between the mainland and Hong Kong. Taiwan has allowed arrivals by residents, diplomats and business travelers. A number of countries have also announced an upcoming renewal of visas. Additionally, Singapore and China have been preparing for the establishment of travel “fast tracks” to facilitate official and essential business movement between the two countries, and many other countries have been following suit.





AUSTRALIA

Compared to other Asian Pacific countries, Australia was quick to stem the growth of the pandemic. Early to announce restrictions, Australia imposed a mandatory 14-day quarantine on all returning nationals and forbade the entrance of non-citizens in early March of 2020. Nearing the end of March, Australia introduced domestic flight restrictions so as to slow the spread of COVID-19 within its own borders. Australia has succeeded so far in "flattening the curve," and has recently outlined a three-step plan to further limit COVID-19's spread and remove baseline restrictions, involving the eventual reopening of businesses and community associations.

HONG KONG

Following the initial outbreak in Wuhan, Hong Kong imposed an immediate ban on visitors traveling from Hubei province in early January of 2020. Currently, Hong Kong bans the entry of all foreigners with exception of Mainland China, Macau, and Taiwan residents, although a 14-day home quarantine is still required. Transit services were suspended for a time, before the Hong Kong Government resumed air transit and transfer services in phases.

INDIA

In comparison to other countries, India's immigration restrictions were among the most stringent. Beginning from the mandatory 14-day quarantine policy announced on March 2nd of 2020, India expanded regulations to include a nation-wide lockdown on March 24th. The Indian government seems to have eased some restrictions, at the detriment of its ability to contain the spread of the pandemic. The Indian government has resumed domestic flights on May 25th, disregarding the steady climb in the rate of infections across the country.

INDONESIA

Similar to other Asian countries, Indonesia has denied the entry of all non-citizens. Indonesia requires every citizen traveling from foreign countries to undergo a 14-day quarantine and present a health certificate issued by medical authorities from their respective countries. On April 24th of 2020, Indonesia banned all air travel for two weeks, resuming air travel in early May. However, as Indonesia relaxed its travel restrictions, the rate of confirmed cases made a steep climb.

JAPAN

Japan's regulations have been relatively loose. Japan is among the few countries in the Asia Pacific that allows entry for foreign nations, with exception of those on its no-entry list. On April 7th of 2020, Japan announced a state of emergency, introducing a national lockdown to slow the spread of the pandemic. In April, Japan introduced new restrictions on the U.S. and removed the overnight option for U.S. crew, but its airports nevertheless remained viable options for crew rest as long as aircraft crew

rested onboard. After successfully reducing the rate of confirmed cases, Japan withdrew from its state of emergency on May 14th. Currently, the Japanese government is considering the reopening of entry points for business travelers.

MAINLAND CHINA

China announced an early ban on all nonresident foreign nationals, while slowing domestic travel via lockdowns of Hubei province. The end of March also witnessed an increase in humanitarian flights from China, as well as the opening of select Chinese airports, with flights requiring permission from the CDC and with regulations varying per case. The country has largely remained open for humanitarian, cargo, and repatriation flights. Currently, domestic flight levels have resumed to 60% of its pre-pandemic status.

MALAYSIA

Malaysia has announced a full ban on all overseas travel by Malaysians. Meanwhile, all foreigners with or without Malaysia residency may still leave the country, but without the ability to return. Similar to other Southeast Asian countries, Malaysia has imposed a 14-day quarantine on all Malaysians returning from overseas travel (prior to the travel ban) in designated quarantine centers.

PHILIPPINES

The Philippines reported its first suspected case of COVID-19 in January of 2020. In order to mitigate the spread of COVID in the country, several disease-control measures were imposed on March 7th. Since March 19th, all foreign nationals are denied entry into the Philippines with only a few exceptions. May 15th witnessed considerations on easing the lockdown.

SINGAPORE

Among Asian countries, Singapore was among the first to introduce preventative measures targeting international travelers. Due to the outbreak in communities of foreign workers in Singapore, authorities imposed immediate measures. In March 16th, Singapore imposed a 14-day quarantine on travelers from ASEAN countries, Japan, Switzerland, and the U.K. On March 18th, Macau prohibited the entrance of all non-Macau residents, excepting residents of Mainland China, Hong Kong, and Taiwan.

THAILAND

On April 3rd of 2020, Thailand announced that no passengers were allowed entry into the country except Thai nationals, with the only persons exempted being the Prime Minister, officials in the Ministry of Foreign Affairs, or diplomats. Thailand announced a state of national emergency on March 26th, but authorities have been considering the easing of restrictions, following the international trend in the Asia Pacific.

COUNTRY PROFILES

IN-DEPTH ANALYSIS AND DATA

ON MAJOR ASIA-PACIFIC
BUSINESS JET MARKETS

- 1 HISTORICAL DATA ON FLEET SIZE & GROWTH
- 2 BREAKDOWN BY OEM, SIZE CATEGORY & REGISTRATION
- 3 OPERATIONAL CHALLENGES & GOVERNMENT INITIATIVES
- 4 OPERATOR ANALYSIS
- 5 DELIVERIES & DEDUCTIONS

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TAILORED, FLEXIBLE, TRANSPARENT SERVICES

INTERVIEW WITH **YANG HONGJIE**, SENIOR MANAGER, OPERATION;
ZHOU XIAOZHOU & LI MINGHAO, CHARTER SALES TEAM

Interview by Litalia Yoakum

Amber Aviation prides itself on being able to provide tailored, flexible, and transparent services for all aspects of business jet management. The COVID-19 pandemic has pushed the company and its team to take these values even more to heart – being flexible during times when the operating environment has been restrictive, being transparent for the sake of its clients to allow them to understand the current environment and tailoring new solutions to each individual case.

Asian Sky Group spoke with Yang Hongjie of Amber Aviation's Aircraft Operations Team, along with Zhou Xiaozhou and Li Minghao of the Company's Charter Sales business, who all discussed the need to stay flexible and adapt, while providing quality service during this unprecedented period.



Li Minghao
Charter Sales



Zhou Xiaozhou
Charter Sales



Yang Hongjie
Senior Manager, Operation

MEET **YANG HONGJIE**, SENIOR MANAGER; AIRCRAFT OPERATIONS

Currently leading Operation Platform at Amber Aviation; Yang Hongjie brings over 15 years of business aviation experience to the department, where she handles flight applications and ground coordination. Throughout the years, she has developed solid relationships with air traffic control personnel, Chinese military and various airport authorities, which allow her to stay in the know and gives her additional insights as to the ins and outs of operating a business jet throughout the region.

Yang Hongjie joined the team in 2017 and now enjoys Amber Aviation's desire to be a pioneer of the industry, as they continuously look at new ways to evolve.

AMBER AVIATION CHARTER SERVICES

Amber Aviation currently has a fleet of 12 business jets. Its charter fleet includes the Falcon 900LX, Global Express, Challenger 605 and F2000LX, all of which have a Part-135 commercial operating license. The aircraft are based in Beijing, Shanghai, Shenzhen and Macao, and are under a combination of domestic and foreign registrations.



HOW HAS AMBER AVIATION DEALT WITH THE EVER-CHANGING TRAVEL RESTRICTIONS?

Since the outbreak, the biggest challenge for us has been to meet the changing requirements of epidemic prevention and control in various countries and regions. This has had a direct and major impact on the operational restrictions on aircraft.

In order to deliver accurate and reliable information to our passengers, our Operation Team constantly updates procedures for epidemic prevention and control measures – implemented across the region. We then seek contact with local customs, quarantine & immigration officials to obtain firsthand reliable information. This information plays a vital role in the development of the customer's itinerary and ensures the precise implementation of each of our flights, ensuring safe and smooth operation.

IS THERE A FLIGHT THAT STANDS OUT DURING THIS PERIOD?

The most memorable story I have was in late March when we needed to pick up customers from central US. We received the clients request on the 22nd at 17:25 and we took off at 11:18 from Hong Kong on 23rd -- in less than 18 hours. Member from different departments were actively involved and there were numerous factors to consider from the crew, epidemic prevention material preparation, flight permits, ground service arrangements at various airports, etc.

However, our original planned route was to transfer passengers back to Hong Kong on the 25th, then bring them back home through another available aircraft. It was not until the aircraft landed at the US airport that the Hong Kong Government – on the 25th – announced its border closure. Our team immediately planned to divert the flight to the Macau airport, but the next day Macau closed its border, as well.

We started our contingency plan by replacing the previous flight crew team with a backup crew team so that we could perform the flight to directly fly back to mainland China. During this whole trip, any small change could affect the flight. This required our operation team, flight team, security team and crew to work closely, which ultimately paid off as the passenger ended up back home safely. This flight was reflective of our team spirit. We worked against the clock and faced many challenges, but

won the acknowledgement of the customer, which made all our efforts worth it.

HOW DOES AMBER AVIATION STAY COMPETITIVE IN THE CHARTER MARKET?

Amber's charter services benefit from its operating security system, flexible mission applications, and local Chinese and foreign crewmembers, which means we don't have added visa challenges when flying local or international. And, most important, is that we meet all requirements of Part-135 regulations which ensures a safe flight and operation.

I believe our clients chose us for their charter flights for various reasons. Our flight quotations are clear and transparent, which come with a standardized contract, to bring customers a sense of security and at the same time we have a certain degree of flexibility, which makes for smooth communication and cooperation.

For each charter flight, we hold ourselves responsible and accountable. When encountering any special circumstances or unexpected situations, we consider the customer's perspective, then actively seek solutions. For example, when an aircraft encounters technical issues we are quick to arrange evacuation, while looking for alternative transportation. If we can't eliminate the issue with a short turnaround we provide an alternative solution immediately to minimize the impact to the customer.

HOW HAS THE CHARTER FLIGHT EXPERIENCE CHANGED FOR CLIENTS?

The changing prevention and control requirements means there are now more factors to consider when flying. Clients are now required to show a relevant health certificate, and health code, as well as the past 14 days of residence history prior to flying. This documentation needs to be presented several times during the boarding process. To a certain extent this brings some inconvenience to the passengers.

In response to this situation, we inform passengers of the most updated information and requirements in the relevant travel areas as soon as we are able to do so. We assist passengers with registering the QR code and other health applications to efficiently complete the declaration.



In the early stage of the outbreak, we set up an epidemic prevention and control office. For each mission our crew is equipped with adequate protective equipment and they are required to protect themselves during the whole flight. We've developed a professional on-board disinfection process, strictly operated after each the flight. We also promptly inform guests of the protective measures taken by our crew.

According to our operational experience during this period, the biggest demands for guest travel during the outbreak are health and flight safety.



WHEN DO YOU EXPECT THE CHARTER MARKET TO FULLY RECOVER?

This may be the most difficult question the industry is facing right now. Understanding the opportunities and challenges the industry is facing, we are confident in the recovery of the charter market.

Because of the the restrictions brought on by the pandemic, resulting in the international operations left at a standstill, the current market demand is for repatriation and personnel transfer only, which is not the traditional sense of charter flights. The stagnation of international operations means the market is relying only on domestic flights to restore the entire charter market to the original level, which will be very difficult.

Of course, we are also pleased to see that with China's economic gradually returned to normal, domestic charter demand is gradually restored, which has boosted our confidence.

At present, the entire industry is looking forward to the global outbreak to be ceased, when international flights can be restored. We expect that the charter flight demand will be fully released by then and we are prepared for this moment.

ABOUT AMBER AVIATION

Amber Aviation was established in February 2017, obtaining a CAAC general aviation operating license in June and a CAAC Part 135 operating certificate in August of the same year. As a testament to the company's achievements within a short period of time, Amber Aviation was named the fastest growing business jet company for three consecutive years in 2017, 2018 and 2019.

Headquartered in Shenzhen, the company has Hong Kong and Macao subsidiaries, as well as branches in Beijing, Shanghai, and operational bases in Tianjin and Ningbo. The company's core business units are aircraft management and charter services. To complement this business, it also provides operational support, crew support, and aircraft maintenance support.

Mr. Chang Qiusheng founded Amber Aviation, after a career full of firsts within China's business aviation industry. Deemed the country's first business jet business management personnel, Mr. Chang Qiusheng established the Air China business jet division, followed by Business Aviation Asia (BAA) – which grew to become the largest business jet management fleet in Asia at that time.

He then founded Amber Aviation to reshape the current industry, based on the values of "tailored, flexible, professional, open and transparent".

www.amber-aviation.com



OEM OVERVIEW

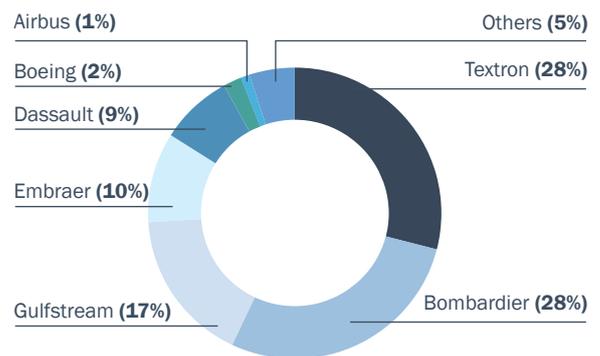
THERE WAS A TOTAL OF 327 BUSINESS JETS AVAILABLE FOR CHARTER OPERATIONS IN THE ASIA-PACIFIC REGION IN 2020. TEXTRON AND BOMBARDIER WERE THE MARKET LEADERS – WITH A CHARTER FLEET OF 93 (28.4%) AND 90 (27.5%), RESPECTIVELY. GULFSTREAM, WITH A CHARTER FLEET OF 56 (17%) CAME IN THIRD. TOGETHER, THE TOP THREE OEMS ACCOUNTED FOR 73% OF THE CHARTER FLEET IN THE ASIA-PACIFIC REGION.

With 31 jets for charter, Textron is the most popular charter OEM in Australia. Textron also has a large presence in India – with 23 Textron-built charter jets in operation in the country. However, it is not very popular in Mainland China, a region which prefers large and long-range aircraft. Bombardier and Gulfstream are the top charter OEMs in Mainland China – operating a fleet of 27 and 25 charter jets, respectively.

The Gulfstream G450, Falcon 2000EX and Embraer Legacy 650 are the most popular charter models in the Asia-Pacific region, with 15 jets each. The most popular Textron and Bombardier charter models are Citation 550 (13 jets) and Challenger 800/850 (14 jets).

Mainland China is also home to the largest corporate airliner charter fleet in the region (six charter jets) – which is again a reflection of the region’s preference for larger sized aircraft. Boeing BBJ is the most popular corporate airliner used for charter in the Mainland China. Mainland China also has a Lineage 1000 available for charter – one of only two in the Asia-Pacific region, with the other in operation in India.

CHARTER FLEET BY OEM



The average age of the regional charter fleet is 16 years. The Textron charter fleet is the oldest and has an average age of nearly 19 years. Embraer, with an average charter fleet age close to 10 years, has the youngest fleet in the region. Embraer is also the only OEM with an average charter fleet age of less than 10 years.

FLEET BY OEM AND BASE COUNTRY/REGION

	Mainland China	Australia	India	Singapore	Philippines	Indonesia	Japan	Thailand	Malaysia	New Zealand	Hong Kong	Taiwan	South Korea	Macau	Others	Total
Textron	4	31	23	1	6	5	7	8	1	3		1			3	93
Bombardier	27	17	11	14	7		1		5	2	3	2	1			90
Gulfstream	25	2	3	4	3	2	5	4	3		2	2	1			56
Embraer	11	4	9	3		6										33
Dassault	6	5	14					1		1				1		28
Boeing	4					1			1				1			7
Airbus	1		1		1						1					4
Others		9			2		1		2	1					1	16
Total	78	68	61	22	19	14	14	13	12	7	6	5	3	1	4	327

TEXTRON

MOST POPULAR
Citation 550(Bravo/II/IISP)

AVERAGE AGE OF FLEET
19

	Australia	India	Thailand	Japan	Philippines	Indonesia	Mainland China	New Zealand	New Caledonia	Malaysia	Taiwan	PNG	Singapore	Total
Citation 500/501(I/IISP)	1	1												2
Citation 510(Mustang)	2	1	1					2						6
Citation 525(M2/CJ1/+)	4													4
Citation 525A(CJ2/CJ2+)	2	5		2					1					10
Citation 525B(CJ3/CJ3+)												1		1
Citation 525C(CJ4)									1					1
Citation 550(Bravo/II/IISP)	7	3	3											13
Citation 560(Encore/+)	1													1
Citation 560(V/Ultra)	2			3										5
Citation 560XL(Excel/XLS/XLS+)		5			4		2							11
Citation 650(III/VI/VII)	4									1				5
Citation 680(Sovereign/+)	1			2				1					1	5
Citation 750(X/X+)	1		1											2
Citation S550(SII)	1													1
Hawker 400	1	2									1			4
Hawker 700/750		1												1
Hawker 800/XP	3	2	1		2	1	2							11
Hawker 850XP	1	2	2											5
Hawker 900XP		1				4								5
Total	31	23	8	7	6	5	4	3	2	1	1	1	1	93

BOMBARDIER

MOST POPULAR
Challenger 800/850

AVERAGE AGE OF FLEET
16

	Mainland China	Australia	Singapore	India	Philippines	Malaysia	Hong Kong	Taiwan	New Zealand	South Korea	Japan	Total
Challenger 300/350	2			2	2	1						7
Challenger 600/601		1			1	2						4
Challenger 604	1	2	1	2					2			8
Challenger 605	5			1								6
Challenger 650	1		1									2
Challenger 800/850	13			1								14
Global 5000	1		3	1		2	1	2				10
Global 6000	1	2	4	2			2				1	12
Global Express		2	1	1								4
Global Express XRS	2	2		1						1		6
Learjet 31 A		1			3							4
Learjet 35/36 A		5	1									6
Learjet 40 XR					1							1
Learjet 45 XR		2	1									3
Learjet 60 XR	1		2									3
Total	27	17	14	11	7	5	3	2	2	1	1	90

GULFSTREAM**MOST POPULAR**
G450**AVERAGE AGE OF FLEET**
12

	Mainland China	Japan	Singapore	Thailand	India	Philippines	Malaysia	Taiwan	Indonesia	Hong Kong	Australia	South Korea	Total
G III							1						1
G IV/GIV-SP/G400						1			1		1		3
G100/G150			2		1	1							4
G200	5			3	1								9
G280	3												3
G450	10					1	1			2	1		15
G550	7		2		1			1	1				12
G650		3											3
G650ER		2					1	1				1	5
GV/GV-SP				1									1
Total	25	5	4	4	3	3	3	2	2	2	2	1	56

EMBRAER**MOST POPULAR**
Legacy 650**AVERAGE AGE OF FLEET**
10

	Mainland China	India	Indonesia	Australia	Singapore	Total
ERJ135		1				1
Legacy 600			3	1	3	7
Legacy 650	7	5	3			15
Lineage 1000	1	1				2
Phenom 100		2		1		3
Phenom 300	3			1		4
Phenom 300E				1		1
Total	11	9	6	4	3	33

DASSAULT**MOST POPULAR**
Falcon 2000 EX**AVERAGE AGE OF FLEET**
16

	India	Mainland China	Australia	New Zealand	Thailand	Macau	Total
Falcon 20-5			1				1
Falcon 2000 EX	12		1	1		1	15
Falcon 50 EX			1				1
Falcon 7X		4			1		5
Falcon 900/B EX	2	2	2				6
Total	14	6	5	1	1	1	28

BOEING**MOST POPULAR**
BBJ**AVERAGE AGE OF FLEET**
13

	Mainland China	Indonesia	South Korea	Malaysia	Total
BBJ	3	1	1		5
BBJ 787-8	1				1
Boeing 737				1	1
Total	4	1	1	1	7

AIRBUS**MOST POPULAR**
ACJ319**AVERAGE AGE OF FLEET**
12

	Philippines	Mainland China	Hong Kong	India	Total
ACJ318	1				1
ACJ319		1	1	1	3
Total	1	1	1	1	4

LEGAL & ILLEGAL CHARTERS

IN ORDER TO HIRE OR OPERATE AN AIRCRAFT FOR CHARTER THE AIRCRAFT MUST HAVE THE PROPER CERTIFICATION, ACCORDING TO AVIATION AUTHORITIES. THIS CAN HAVE SEVERAL NAMES BUT IS OFTEN KNOWN AS PART 135-CERTIFIED OR A AIR OPERATOR'S CERTIFICATE (AOC). WITHOUT THIS CERTIFICATION, THE CHARTER FLIGHT IS DEEMED ILLEGAL AND THE CONSEQUENCES CAN BE DIRE – WHETHER THE ACT WAS INTENTIONAL OR NOT. BEFORE OPERATING OR FLYING ON A CHARTER FLIGHT, IT IS IMPORTANT TO UNDERSTAND THE DIFFERENCE BETWEEN A LEGAL AND AN ILLEGAL CHARTER.

DIFFERENCE BETWEEN LEGAL AND ILLEGAL CHARTER (TABLE AND SHORT PARAGRAPHS)

A charter certificate holds the operator, pilot, crew and passengers to a higher standard than would apply to those providing their own transportation (which would be flying with a Part 91 or non-commercial certificate), as the Part 135 holder is essentially liable for those on board. In general, this is to promote safety for all on board and, because the aircraft is flying more frequently, ensures maintenance is kept up at a higher standard.

ASPECT	LEGAL CHARTER (Part 135/ Commercial)	ILLEGAL CHARTER (Part 91/Non-Commercial)
Availability	Guaranteed	Can be suspended by authority
Maintenance Standard	High	Low
Operation Rule	More restricted	Less restricted
Cabotage	Restricted	Less restricted
Insurance	Covered	Not Covered
Crew Qualification	High	Low
Crew Rest Period	Long	Short
Crew Training	More Frequent	Less Frequent

AVAILABILITY

If it is found that a Part 91-certified aircraft is flying for compensation, regulators may cancel the flight.

MAINTENANCE STANDARD

Because Part 135 aircraft are flying for hire, or compensation, the aircraft must be maintained in accordance with the manufacturer's approved maintenance program to be considered airworthy. It then follows a strict and approved inspection program. For example, a Part 135 holder is expected to perform a 100-hour inspection for every 100 hours.

With a Part 91 certificate, aircraft are subject to less stringent maintenance standards, as it is expected that passengers have not compensated the pilot or operator for the flight. As such, aircraft owners are required to establish their own inspection programs, often resulting in an annual inspection.

OPERATIONAL RULES

In addition to maintenance standards, there are a number of different operational limitations and factors to consider. A Part 135 aircraft must be able to land within 80% of a runway length, which impacts the access to a number of typically smaller airports. A Part 91 aircraft can typically land at most airports, according to the aircraft's own requirements.

In terms of weather, a Part 135 can only conduct instrument approaches into an airports with onsite weather reporting facilities, which may impact when a flight can depart and land. A Part 91 aircraft may begin an instrument approach into any airports, meaning the pilot makes the decision on whether a landing or departure can happen.

CABOTAGE

Operating in a foreign country presents varying limitations for each certification, based on the country.

For example, in Thailand a domestic flight must be a Thai-registered Part 135 aircraft to operate the flight. A Part 91 Thai/non-Thai-registered aircraft can, however, operate if it is a flight that is not being compensated for.

Another example is: A Non-Taiwan (B-registered) aircraft cannot perform a flight originating from Taiwan. Thus, a flight from Taiwan (TPE) to New York (JFK) must be operated by Taiwan (B-registered) aircraft.

The main reason for such limitations is to protect the interest of the local private jet industry.

INSURANCE

While Part 91 aircraft does indeed have insurance, this can often cause confusion among passengers. Insurance on a Part 91 aircraft generally only covers the owner and his non-revenue guests. As such, the insurance company has the right to decline payment should there be an accident.

Because a Part 135 aircraft is specifically used for-hire, the certificate holder assumes legal liability. Consequently, Part 135 holders take the extra necessary steps to ensure all bases are covered while traveling.

CREW

Once again, crew onboard a Part 135 flight undergo more training and are held to a higher standard than those on a Part 91 flight because the crew is transporting cargo or passengers.

Part 135 holders have a strict limit on the duration of active crew duty days and the number of hours they may fly. Additionally, pilots are required to attend training sessions every six months.

HOW TO ENSURE YOU ARE FLYING ON A LEGAL CHARTER.

AOC CHECK

- Obtain a copy of Air Operators Certificate (AOC)
- Check if the operator is qualified to operate a Part 135 or Part 91 aircraft/commercial or private aircraft
- Obtain the official document of the list of aircraft under the AOC
- Check if the charter aircraft registration number is Part 135 or Part 91/commercial or private aircraft

CREW QUALIFICATION CHECK

- Obtain pilot profile
- Check the total hours flown by the pilot on the specific aircraft to understand if it meets the regulatory requirement under the appropriate authority
- Check with the operator on the crew's work and rest arrangement on the specific charter flight to understand if it meets Part 135/commercial operation requirement under the appropriate authority

PERMIT CHECK

- Confirm with the operator that the charter is going to be declared as a Part 135 operation / revenue flight
- Ask for proof from the operator before the flight if unsure



WILL COVID-19 BOOST ILLEGAL CHARTER FLIGHTS?

HFW



// ILLEGAL CHARTER OF AIRCRAFT CONTINUES TO PRESENT A SIGNIFICANT CHALLENGE TO BUSINESS AVIATION. //

The impact of Covid-19 on the aviation sector is both unprecedented and well-documented. The dramatic reduction in commercial airline activity and widespread public health emergencies have however provided an opportunity for the private jet charter industry to demonstrate its value. Medical, humanitarian, repatriation and even important business needs have all been met by charter flights during the current pandemic.

Covid-19 has also provided fertile ground for opportunistic fraudsters. Evidence of that was provided by the recent warning from the Air Charter Association and the European Business Aviation Association, which flagged the increase in use by fraudsters of fake websites pretending to be private jet operators so as to steal money from unsuspecting travellers. In a similar vein, any economic downturn following the current pandemic may also prompt unscrupulous brokers or passengers to pursue cheaper illegal flights with private operators looking to make a profit. Risk averse passengers may also be attracted to these operators due to the lower risk of infection on private flights compared to commercial air travel.

More generally, illegal charter of aircraft continues to present a significant challenge to business aviation, with the number of regulatory abuses reportedly on the increase. In a survey conducted last year by the US National Air Transportation Association (NATA), over 90% of respondents said that their business had been negatively impacted by illegal charter operations.

Although the detail of the regulations relating to public and private flights is complicated and varies according to jurisdiction, in general terms the basic rule is straightforward. If an aircraft is operated privately, it should not be used for commercial (public transport) flights, unless an exemption applies. Accordingly, subject to any relevant exemptions, if a passenger provides

valuable consideration (whether by paying money or providing some other benefit) to fly on an aircraft, that constitutes public transport and the operator needs an air operator's certificate (AOC), or a Part 135 certificate under the US Federal Aviation Regulations.

ILLEGAL CHARTER ACTIVITIES

The examples of illegal charter activities cited in the NATA survey focus predominantly on deliberate breaches of the regulations – such as illegal wet leases disguised as dry leases; flights advertised at very low cost; and charter flights sold under the guise of “sales demos” or “flight training”. In addition, many jurisdictions allow flight “cost sharing” between pilots and passengers, which can also be the subject of abuse.

Illegal charter may however happen inadvertently, either due to ignorance, or owing to the complexity of the regulatory exemptions. The practical application of the various regulations can be difficult. Also, rather unhelpfully, there have been instances where different regulators have adopted different interpretations of the same regulation.

The key to avoiding inadvertent illegal operations is to ensure that the structures put in place to manage and operate the aircraft comply with the relevant regulations. This may involve engaging professional advisers to put in place appropriate structures at the outset, or conducting audits to identify the legal operator of the aircraft, or the nature of payments made for use of the aircraft.

THE CONSEQUENCES OF ILLEGAL CHARTER

As illustrated by the results of the NATA survey mentioned above, the clear loser as a result of illegal charter operations are those legitimate operators who have invested significant time and resources in obtaining an AOC or Part 135 certificate. Illegal charter distorts the market, as it evades the high regulatory compliance costs of legal air operations, including proper training and insurance. It also exposes legitimate charter operators to reputational risks, being tarred by the same brush when it comes to negative coverage of accidents or enforcement action incurred by illegal operators.

Unsurprisingly, illegal operators face a number of substantial exposures. These include regulatory penalties, damage to reputation, and possible repossession of the aircraft by a finance lessor for breach of covenant. In addition, in the event of an incident or serious accident, insurance cover will very likely be invalidated by the illegal activity (owing to breach of the policy conditions), and the operator will be directly exposed to significant damages for death, personal injury or ground damage. Pilots operating illegal flights also face exposures, as noted in the FAA's Informational Letter to Pilots issued in May this year.

From a passenger perspective, public flights conducted by the holder of an AOC or Part 135 certificate provide an additional level of operational safety, such as more stringent training requirements for pilots, and stricter maintenance standards. Illegal charter operators may not meet those standards, and will likely have far less safety oversight. This emphasizes the need for passengers to undertake proper due diligence on the operator, or to use a professional air charter broker.

INSUFFICIENT REGULATORY ATTENTION IN ASIA

Anecdotally, illegal flights routinely happen. However, owing to the general lack of data on illegal flights, it is very difficult to understand the extent of the problem. Last year's NATA survey helps to shed some light on this as far as the US is concerned, although the position in Asia remains opaque.

Combatting illegal charter requires:

- A sustained campaign of education to increase awareness of the issue amongst all stakeholders;
- Sufficient resources devoted by regulatory authorities to investigate potential breaches of the regulations;
- Vigorous enforcement of breaches with significant penalties to act as a deterrent; and
- If necessary, changes to legislation in relevant jurisdictions to close any loopholes and/or to make the regulations clearer and more easily applied.

Various awareness campaigns have been launched, for example in the US by NBAA and NATA, and in Europe by EBAA. MEBA and AsBAA are also taking steps to raise the profile of illegal charter operations in the Middle East and Asia respectively. Much though depends on those involved in day to day operations reporting illegal charter, whether by using dedicated hotlines, or otherwise. In the short term, however, widespread reporting seems unlikely: in the NATA survey, half of the respondents said that they did not report their encounters with illegal activities, citing factors such as the potential for repercussions due to the small business aviation community, and the potential loss of customers.

While some regulators are now actively involved in combating illegal operations, more could certainly be done by others, particularly in Asia. This requires resources and effort. Conducting only a handful of ramp checks each year, as has been the case in Hong Kong, is plainly not going to address the issue.

Finally, the penalties need to be genuinely punitive if they are to act as a deterrent. One or two recent cases have demonstrated that tough financial penalties or prison sentences can be imposed. Other measures may also need to be taken, such as revoking the licences of pilots involved in illegal charter or reporting illegal operations to tax authorities for prosecution of non-payment of taxes and possible seizure and sale of the aircraft.

It should not be necessary to await high profile accidents to focus attention on illegal charter. More should be done to combat the issue, particularly in Asia. If regulators turn a blind eye, the risk is that illegal charter will grow in the shadow of Covid-19, as economies slowly emerge from the grip of the present pandemic.

ABOUT THE AUTHOR



GORDON GARDINER
Partner, Hong Kong
D: +852 3983 7710
E: Gordon.Gardiner@hfw.com

Gordon Gardiner is a Partner in HFW's Aerospace team in Hong Kong. He regularly advises on a diverse range of business aviation matters and is part of a global team that provides clients with solutions across the broad spectrum of financing & leasing, commercial contracts, regulatory issues, and disputes.

HFW has more than 600 lawyers working across Asia Pacific, the Americas, Europe and the Middle East. HFW is committed to Asia Pacific, with seven offices and three associations across the region.

HFW has been at the forefront of legal developments in the aerospace sector for more than four decades. With more than 80 specialist aviation lawyers in ten international hubs, HFW provides at the point of delivery the resources of a global team. HFW prides itself in knowing clients' business needs and delivers solutions 24 hours a day.

Recent examples of HFW's business aviation work include advising on:

- Sale and purchase agreements for both new and used business jets
- Acquisition and financing or refinancing by lease or loan of numerous business jets
- Terms and conditions of use for an Asian FBO
- Commercial contracts relating to the services provided by an Asian MRO facility
- Various commercial disputes in relation to aircraft acquisition and aircraft management
- Insured claims arising out of business jet and general aviation incidents and major accidents

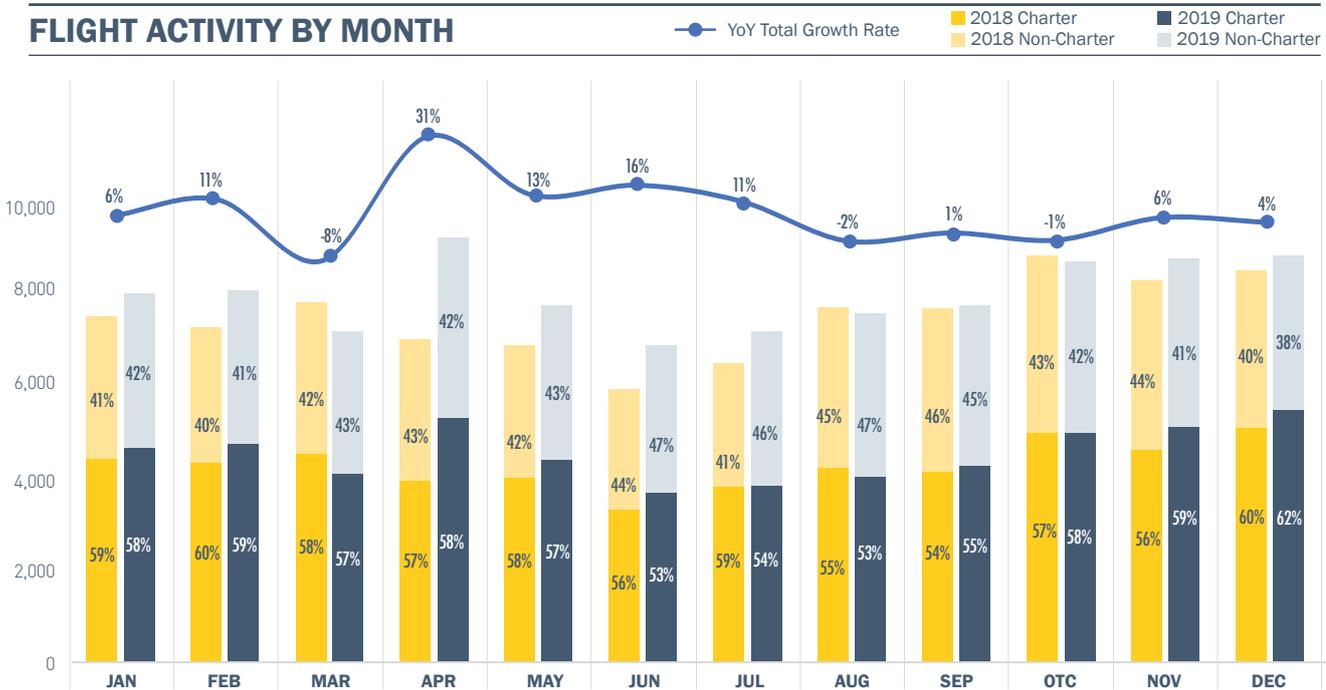
SPECIAL FEATURE:

CHARTER FLIGHT ACTIVITY

Data contributed by WINGX

2019 HAS SEEN A GENERAL INCREASE IN BOTH COMMERCIAL (CHARTER) AND NON-COMMERCIAL BUSINESS JET ACTIVITY AS COMPARED TO THE SAME PERIOD IN 2018. HOWEVER, DESPITE THE INCREASE IN BUSINESS JET FLIGHT ACTIVITY, THE PERCENTAGE OF FLIGHTS DEDICATED FOR CHARTER OPERATIONS HAS REMAINED RELATIVELY SIMILAR. THE HOLIDAY MONTH OF DECEMBER IS THE BUSIEST IN TERMS OF CHARTER ACTIVITY – THE ONLY MONTH WHERE THE PERCENTAGE OF CHARTER FLIGHTS CROSSES 60%.

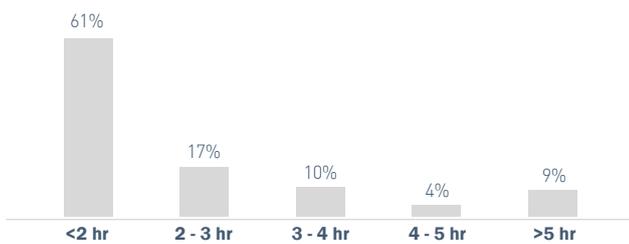
FLIGHT ACTIVITY BY MONTH



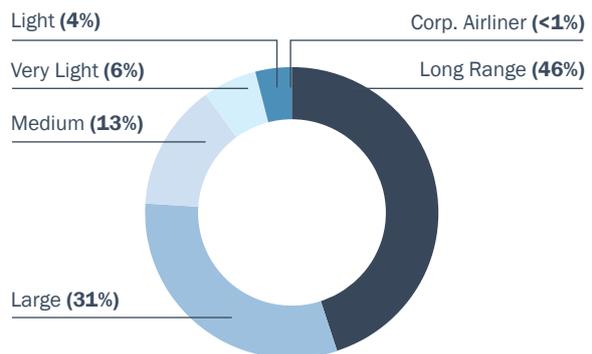
45% of the total charter flights in the region is completed by long-range jets. This is followed by large and medium sized jets, which account for 31% and 14% of the charter flight activity, respectively. Very-light sized aircraft account for 6% of the Asia-Pacific charter flight activity.

Despite the fact that large and long-range sized aircraft account for 50% of the charter fleet and nearly 75% of the charter activity in the Asia-Pacific region, the majority of the charter flights are still dedicated for short haul missions and have a flight duration

FLIGHT DURATION



FLIGHT ACTIVITY BY SIZE CATEGORY



TOP 10 CHARTER MODELS



of less than three hours. 61% of the charter flights are below two hours and 17% are between two to three hours. Only 9% of the charter flights in 2019 had a duration of more than five hours.

Among the top 10 business jet models with the most charter activity in 2019, the majority (five) belong to the long-range size segment. Large sized aircraft account for four of the models while the Gulfstream G150 is the only light sized aircraft among the top 10 charter models based on flight activity.

Of the top 10 models based on charter flight activity, Bombardier Global Express/6000 is the most demanded business jet in the Asia-Pacific region. The model group accounts for 25% of the total charter flight activity completed by the top 10 models. Gulfstream GV/550 comes in second, in terms of flight activity, closely followed by the Bombardier Challenger 600 series.

In terms of average flight hours per flight, Gulfstream G650/ER and Bombardier Global Express/6000 flights have the longest duration - approximately three hours each. The Gulfstream GV/550 comes in next - with an average flight duration of 2.7 hours. Interestingly, none of the top charter models have a flight duration of more than three hours, an indication that long haul charter flights are relatively uncommon in the Asia-Pacific region.

36% of the total charter flight activity in 2019 was completed by Bombardier manufactured business jets. Gulfstream comes in second with 27%, followed by Dassault and Embraer - with 15% and 8%, respectively. Cessna, Learjet and Hawker account for 6%, 4% and 3%, respectively.





CREATING A TAILORED EXPERIENCE

Cindy Tse, Director of Cabin Services at Sino Jet, spoke with Asian Sky Group about how Sino Jet focuses on customer services to exceed its clients expectations. The company is focused on the quality of services and led by Cindy, who – through Sino Jet Academy – works with cabin crew to ensure every detailed aspect of service is considered.

WHAT ARE SINO JET'S STRENGTHS IN PROVIDING SERVICE FOR CHARTER CUSTOMERS?

At Sino Jet, we provide a one-stop solution for management clients for various aircraft types. We do this through our strong operational and maintenance knowledge from different departments, serving our client with a hassle-free experience by continuously communicating and educating our clients.

As management clients are seeking more flexible solutions, especially during this pandemic, using our economy of scale which includes a high number of management aircraft, we are able to provide solutions to clients who would like to switch to minimal operations as aircraft are grounded due to travel restrictions. Additionally, our two 24-hour headquarters in Beijing and Hong Kong are able to operate high numbers of flying hours should the client' travel patterns picks up.

CAN YOU TELL ME ABOUT SINO JET'S ONBOARD SERVICES?

We believe that today's workforce will remain in organizations' as long as they are developing skills and meeting or exceeding their

own expectations of personal development. Employees' motivation is therefore tied to education, training, coaching, mentoring and growth opportunity. At Sino Jet, we develop and nurture each employee on an individual basis, that's why our inflight service differs from other competitors.

Trainings are greatly implemented with eastern and western elements. For example, Chinese tea art, one of the ancient Chinese arts that has certainly not been forgotten or discarded is the art of making and serving tea. Also, all corporate flight attendants are examined by WSET wine training, where they gain knowledge of wine, spirits and so on. For our inhouse trainings, we develop different creative games to coach and mentor our flight crew (e.g. Point of View). Through this we are able to understand their strengths and weaknesses to enhance the team spirit and performance.

Each year, we set new KPIs in line with our program, collect clients' feedback, perform regular performance reviews and have regular meetings with our key stakeholders to ensure the quality and expectations are met. We take this all into consideration to ensure Sino Jet's success onboard.

**// BEING A CORPORATE FLIGHT ATTENDANT IS MORE THAN JUST DELIVERING PREMIUM SERVICE, IT IS CREATING A TAILORED EXPERIENCE FOR ALL GUESTS EACH AND EVERY TIME."
- MS. CINDY TSE //**

Cindy was born and raised in Belgium. She started her career with a reputable international airline group and strives to deliver excellent and premium in-flight customer service for over 23 years. To fully equip herself, she earns a degree in Learning & Development and is also a certified Etiquette, Manners and Life Skills Trainer, a Crew Resources Management Trainer, a certified FISH Philosophy Trainer and she has conducted numerous trainings from new inductees to senior management. Cindy has always been a strong believer in continuous learning to not only strive to be better, but to be the outstanding and most unique one in the industry.

Cindy is responsible in formulating and implementing various training courses to motivate all crew members and students of the SJ Academy. She believes that setting a personal development plan is of utmost important in order to groom each individual to its fullest potential.



HEALTH & SAFETY DURING COVID-19

From mid of January when COVID-19 was first detected, Sino Jet has carried out precautionary measures in response to the outbreak of the pandemic.

Sino Jet has since combined the current "Disinfection Guidance" and formulated an advanced version of "Guidance on Aircraft Cleaning and Disinfection" and "Guidance and Procedures for Cleaning and Disinfection on Aircraft" for cabin crew and engineers.

Sino Jet has stepped up measures in how they clean an aircraft and keep flight crews safe. All crews must pass temperature checks, wear N95 masks, gloves and ensure that the aircraft interior is wiped by an antibacterial coating, meaning cleaning the boarding door, its rails, tables, seats, and all interior – which is cleaned before and after every flight. Crews also take the extra measure to self quarantine at home after their trips. The company has also implemented a travel strategy reducing crew repositioning on scheduled airlines to reduce the exposure to COVID-19.

Before boarding, the aircraft is cleaned and sanitized and our crew spray a cleaning spray product to capture surfaces and to prevent any bacteria and virus particles. Passengers also undergo temperature checks before boarding and landing. After each meal, crew provides passengers with new masks and hand sanitizers.

With all the new measures in place, we deliver a clean, safe and healthy environment for all our clients and employees.

SINO JET HAS ALWAYS BEEN PRAISED FOR ITS EXCELLENT SERVICE. HAVE YOU CONSIDERED TO SHARE YOUR SERVICE STYLE?

Yes, this is the reason why we have established Sino Jet Academy to nurture more talent in the professional service industry. Sino Jet Academy is a signature project for education under Sino Jet Management Ltd. and supports our values in the areas of Education, Innovation and Inspiration. We believe in attracting top talent and hope this translates across the industry.

- A Training Hub to Premium In-flight Services: We believe that high quality in-flight services are critical important to private aviation. Sino Jet Academy was formed to meet the growing demand in proper etiquette and hospitality skills.
- Our Responsibility: We have the responsibility to contribute to the industry and nurture talent. We are ambitious in promoting our values and believe in continuous learning.
- Our value: We embrace "Sharing Knowledge to Excel and Succeed" by cultivating and promoting continuous development, therefore, we reassess our course on a regular basis to meet the demands of the clients today.
- Mission: With the increasing demand for private jet service, we continue to attract top talent to the program, retaining its competitive edge in the recruitment and hospitality industries.
- Training Talent Worldwide: The Corporate Jet Crew Program is a very unique course which teaches students about different aspects including luxury food handling, foodplating, aircraft safety, service excellence, the duties and responsibilities of a Corporate Flight Attendant, etiquette, protocol and more.

HOW LONG HAS SINO JET ACADEMY BEEN AROUND?

The Sino Jet Academy was launched in June 2019 and we now hold regular monthly classes. Since then, we've had lots of enquires from international and local clientele. It is now welcomed by many in the aviation community.

- Background of Program Participants: 80% of participants come from either commercial or private operators. The main reason they join the program is to gain a better understanding of business aviation, while others join to for their own personal

development. The other 20% of participants are from other different backgrounds who hope to pursue careers in either the business aviation or hospitality industries or who just seek professional advice in delivering premium hospitality services.

- Benefits to the Community: The community, particularly within business aviation, will see immediate benefits especially since there are not too many training programs in the corporate aviation world.
- Job Opportunities: Upon completion, participants receive a certificate of completion and are granted an initial job interview. The course also provides tailored advice on job interview skills, personal portfolio preparation, professional styling advice and a review on their current resumes. This makes going for an interview much easier and at the same time gives them a better opportunity in any career they wish to pursue.



ABOUT SINO JET:

Sino Jet has dual headquarters in Beijing and Hong Kong, as well as support offices in Shanghai, Guangzhou, Shenzhen, Zhuhai, Chengdu, Zhengzhou, Changsha, Xiamen, and Singapore. The company prides itself on a blended culture; a fusion of East and West.

With a dedicated and knowledgeable team of Client Relation Managers working 24/7, a seamless and personalized stream of communication between clients and the company is ensured. Also supporting the operation are a team of experienced engineers with the knowledge to manage, repair and maintain a wide-range of aircraft.

Sino Jet is the first Chinese business jet operator to obtain IS-BAO Stage 3 certification – The Highest International Safety Standard. This safety certification is in line with the high service standards it sets throughout the company's work. Thus, training on a wide-range of industry segments are arranged to ensure that all our crew are equipped with the safety and service skills to maintain these standards.

MARKET UPDATES:

CHARTER FLIGHT ROUTES

FULL-YEAR 2019

Data contributed by Air Charter Service



Note : Both Popular Charter Flight Routes and Popular Charter Airport do not count Oceania and India.

Popular Charter Airport

Location	Departure - Airport	IATA	Location	Arrival - Airport	IATA
HKSAR	Hong Kong International	HKG	HKSAR	Hong Kong International	HKG
CHINA	Shenzhen Bao'an International	SZX	CHINA	Beijing/Capital	PEK
CHINA	Beijing/Capital	PEK	SINGAPORE	Singapore/Seletar	XSP
SINGAPORE	Singapore/Seletar	XSP	CHINA	Shenzhen Bao'an International	SZX
CHINA	Shanghai Hongqiao International	SHA	CHINA	Shanghai Hongqiao International	SHA
VIETNAM	Khanh Hoa - Nha Trang/Cam Ranh International	CXR	VIETNAM	Khanh Hoa - Nha Trang/Cam Ranh International	CXR
MACAU SAR	Macau International	MFM	MACAU SAR	Macau International	MFM
THAILAND	Don Mueang International	DMK	THAILAND	Don Mueang International	DMK
PHILLIPPINES	Manila/Ninoy Aquino International	MNL	MALAYSIA	Kuala Lumpur/Sultan Abdul Aziz Shah/Subang	SZB
SHANGHAI	Shanghai Pudong International	PVG	CHINA	Guangzhou Baiyun International	CAN

The busiest charter route in Asia Pacific in 2019 was from Hong Kong to Shanghai (HKG-PVG) followed by Hong Kong to Male (HKG-MLE) and Beijing to Hong Kong (PEK-HKG). Charter prices ranged depending on the nautical miles separating the destinations, aircraft model used, availability and demand of the

charter, and the airport specific operating costs. Overall, Hong Kong International Airport (HKG) ranks as the most popular charter airport in the region, followed by Beijing Capital Airport (PEK) and Seletar Airport in Singapore (XSP).

Top 10 Popular Charter Routes

POPULAR ROUTES 1: Highest 10: Lowest	PRICE RANGE Indicative Price in USD	DURATION/DISTANCE	POPULAR MODELS 1: Highest 3: Lowest
1 HONG KONG SHANGHAI	\$\$\$\$ 30K - 50K	1hr 50mins 664nm	1: Hawker 900XP 2: Gulfstream G450 3: Global 6000
2 HONG KONG MALE	\$\$\$\$\$\$\$\$\$\$\$\$ 85K - 95K	5hrs 53mins 2,587nm	1: Challenger 605 2: Falcon 2000 3: Global
3 BEIJING HONG KONG	\$\$\$\$\$\$ 35K - 55K	3hrs 6mins 1,073nm	1: Gulfstream G450 2: Challenger 300 3: Challenger 605
4 DA NANG MACAU	\$\$\$\$\$\$ 35K - 50K	1hr 34mins 496nm	1: Challenger 605 2: Falcon 2000 3: Global 6000
5 JAKARTA KUALA LUMPUR	\$\$\$\$\$ 25K - 40K	1hr 46mins 622nm	1: Gulfstream G150 2: Phenom 300 3: Challenger 605
6 SINGAPORE TOKYO	\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$ 100K - 105K	6hrs 24mins 2,858nm	1: Global 6000 2: Gulfstream G550 3: Global 5000
7 MACAU BANGKOK	\$\$\$\$\$ 35K - 45K	2hrs 36mins 890nm	1: Falcon 2000 2: Challenger 605 3: Hawker 850XP
8 HONG KONG TOKYO	\$\$\$\$\$\$\$\$\$\$\$\$ 65K - 85K	3hrs 37mins 1,569nm	1: Global 2: Challenger 850 3: Gulfstream G450
9 BANGKOK SAMUI	\$\$ 11.5K - 17.5K	48mins 263nm	1: King Air 350 2: Hawker 850 3: Citation X
10 BEIJING SHANGHAI	\$\$\$\$\$ 28K - 38K	1hr 41mins 583nm	1: Challenger 605 2: Global Series 3: Gulfstream G450

Despite nearly half of the Asia-Pacific business jet charter fleet (47%) belonging to the large and long-range size categories, the majority of the charter flights in the region have a flight duration of less than five hours. Among the top 10 popular charter routes in 2019, only two – Singapore to Tokyo (XSP-HND) and Hong Kong to Male (HKG-MLE), had a flight duration of more than five hours - 6 hours 24 minutes and 5hours 53 minutes, respectively.

Charter operators in the region believe that passengers who plan on flying out of the APAC, and have a flight duration of over seven hours, usually opt for flying commercial first class and then utilize local charter services at their destination. Seven of the top 10 busiest charter routes in 2019 were short-haul flights (less than three hours), with an average flight duration of 1 hour 54 minutes.



ASIAN SKY GROUP CHARTER SERVICES



Daniel Tsang recently joined Asian Sky Group as Charter Services Manager.

Tsang, who has worked in the industry for over seven years, started out his aviation career as a flight attendant for Dragonair and later as Chief of Cabin for Finnair. He later moved into a Business Development and Client Relations' role with a general aviation company in Hong Kong. Tsang now credits his keen sense for, and desire to exceed, client expectations to his early years in the cabin, where he handled customer service and came to understand the needs for different types of passengers.

Prior to his first work experience in aviation, Daniel studied aviation at UK-based Coventry University and later earned a Master's Degree in Transport Policy & Planning at the University of Hong Kong. Daniel shared his views on the charter market with the rest of the team at ASG and discussed some of the factor's clients should consider when booking a charter.

THE CHARTER INDUSTRY IS IN A UNIQUE POSITION NOW. CAN YOU TELL US ABOUT IT?

It certainly is. The focus of business jet travel is no longer all about luxury and high-end services but about hygiene and necessity of travel.

In the early stages of the COVID-19 outbreak, we saw a lot of UHNWI fleeing Asia to Europe/America and hoping to get away from the pandemic. In February, we then saw travelers return to Asia. Our clients chose to travel private, as it kept them away from crowds. From April till now, passenger charter demand is declining, as most of the repatriation flight for UHNWI have been completed and travel restrictions have become stricter.

Cargo charter is now a trend we're seeing. Private jet operators, with VIP airliner aircraft such as the BBJ and ACJ, have begun to take on cargo missions to compensate for the loss of passenger flights. More and more private jet brokers are more open minded and accepting toward cargo missions.

CLIENT EXPECTATIONS WILL MOST CERTAINLY CHANGE. HOW IS THE INDUSTRY ADAPTING TO THOSE EXPECTATIONS?

Hygiene is a major concern right now for all travelers, which makes social distancing and disinfection key. Onboard, many clients are requesting minimal contact with cabin crew. Therefore, service is altered. For example, meal services tend to be a one-tray services rather than served course-by-course and crew stay in the galley area as often as possible to maintain distance. There are also many new technologies used to disinfect aircraft. Many operators work with specialized cleaning companies to spray a nano layer of disinfectant in the cabin for extra protection.

Once passengers arrive at their destination, they cannot avoid the quarantine procedures. This is often done in the main terminal as the private jet FBO is often not equipped to handle this.

WHEN CAN WE EXPECT THE MARKET TO RECOVER?

For now, it's difficult to say when a full recovery will happen as the situation is ever-changing. I believe there will be a rebound of the market in the short-term, as travel for many UHNWI and HNWI is essential. This will happen in light of certain regional countries creating 'travel bubbles' or 'Corona Corridors' allowing for travel between two places. Traffic will increase in the coming months, should this happen.

WHAT ARE THE BENEFITS OF TRAVELING ON A PRIVATE JET (PARTICULARLY RIGHT NOW)?

In general, those who travel on private jets enjoy:

- **Privacy:** This applies to departing, while waiting in an FBO and its separate lounge, as well as onboard.
- **Ease of Travel:** No queue or excessive pre-boarding examinations. Passengers can relax in the lounge while designated staff check you in.
- **Luxury:** While each aircraft and its amenities vary, guests can expect catering tailored to each passenger and purchased from 5-Star restaurants. Some aircraft include shower rooms, a master bedroom, dining and living spaces.
- **Flexibility:** Chartering a flight means the private jet can take off in any under-served airport at the time you please, saving you time.

During this time, traveling private is considered a safer option, as passengers are able to avoid health risks from other passengers. Additionally, an aircraft and crew can be selected that have not been in the "hot zone" in the past 14 days.

WHAT ARE SOME FACTORS TO CONSIDER WHEN BOOKING A CHARTER?

- **Legal vs. Illegal:** The legality of charter flights is a major concern in Asia. Some of our clients are unaware of the difference. This is discussed further throughout this report; however, it is essentially the authorities' requirement for certain crew and operators when operating a for-hire flight. A legal charter always has higher safety standards and insurance coverage, while an illegal charter does not.

- **Operator vs Broker:** It's a common misconception that a cheaper price will be given when booked directly with the operator. In some cases, this is the case. However, if you are new to chartering and don't fully understand the ins and outs, booking with an operator will limit your choices and eventually may lead to paying more.
- **Level of Service:** We understand certain operators may provide flights for a cheaper price, but the level of service and safety record is often not up to standard. A vetting of the aircraft, crew and operator is needed. A good broker can assist with this.

IS THERE ANYTHING TRAVELERS SHOULD BE AWARE OF WHEN FLYING IN AND AROUND ASIA?

- **Cabotage:** Flying in Europe or in North America is relatively easy as they have open-sky policies and deregulation. However, in Asia, international flights always encounter cabotage issues which means certain country's aircraft are not allowed to operate certain routes due to political or industrial interest. For example, a non-Taiwan registered plane cannot pick up passengers in Taiwan; only Thai-registered aircraft can operate domestic routes in Thailand.
- **Airport Traffic:** Often charterers don't realize how busy airports are in Asia. For example, in Hong Kong, it is extremely difficult to obtain a parking slot during certain hours. In some countries, this may require you to have good relationship with the authorities so that you have a higher chance receive permits and slots in time. Due to the high traffic, ground fees are much higher than in the west, which is one of the reasons why the charter cost is more expensive compared with Europe or America.
- **Financial Situation of the Operator:** In 2019, we saw more than six operators close their business and some are in financial crisis. The charterer should avoid using planes from an operator with such financial records. In unfortunate cases, flights have been cancelled as yet operators were unable to refund the balance due to their own financial problems.
- **Infrastructure:** In Asia, except for international hubs, GA airports are rare and support for private jets is lacking. Thus, for example, a private jet passenger may be expected to use the main terminal (albeit the Fastlane) of an airport. This is often the case in Southeast Asia.

WHY USE A BROKER?

Through Asian Sky Group's Charter Services, we aim to provide a full evaluation of each charter flight helping each of our clients fully understand the options available to them. Particularly for those who don't have the knowledge of chartering a flight, or those who simply don't have the time, we ensure safety standards are met and customer expectations are exceeded.

In general, a broker tends to work with several operators which means a vast knowledge of different aircraft types and operating licenses. A broker can typically help source

all available flights and aircraft available to meet a client's requirements. Because of partnerships and relationships with operators, brokers tend to be able to get a good deal and will handle all of the negotiations to receive favorable terms.

Prior to a flight, a trustworthy broker will ensure all proper permits and takeoff slots are granted in time. Once in the air, the onboard experience is also taken care of, as the broker will generally handle the cabin crew, catering, transport and more.

www.asianskygroup.com/charter

CONTACT:

Daniel Tsang, Charter Services Manager | T: +852 9820 0819 | E: dtsang@asianskygroup.com | Wechat: DanielTsanghk



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CHARTER MOBILE APPS

LOGO	APP NAME	DEVELOPER	COMPANY TYPE	TARGET CLIENT REGION	PLATFORM	MODEL INTRO	QUOTATION	BOOKING	SPECIAL OFFER	SHARING	OTHERS
	Aviation X	AviationX	broker	Mainland China			✓	✓	✓	✓	
	CloudJet	Beijing Cloud Jet	broker	Mainland China		✓	✓	✓	✓	✓	
	iFlyPlus	iFlyPlus	broker	Mainland China	 	✓	✓	✓			
	King Leader	BAA	operator	Mainland China			✓	✓	✓		High-end Travel
	MY TAG App	TAG Aviation	operator	Europe and Asia (excluding Mainland China)	 		✓	✓			Documentation; tracking of flight
	MY-JETS	Nanjing MY-JETS Travel & Tech	broker	Mainland China							
	Private Jet Prices	Air Charter Service	broker	Global	 	✓	✓	✓			
	Touch1	Boju Infor & Tech	broker	Mainland China	 	✓	✓	✓	✓		
	VistaJet	VistaJet	operator	Global	 	✓	✓	✓	✓		
	WoYaoPingJi	GlobalWings	broker	Mainland China	 	✓	✓	✓	✓	✓	
	ZhiPinJi	Qingdao Direct Machine	broker	Mainland China						✓	

Apps no longer available:



assistance of other channels. Although some app functions help customers more easily look for flights to meet their needs or even share the trips with strangers, none seem to be complete substitutes of the original phone/email and website channels.

Among the 16 charter mobile apps available online aimed at Asia-based business jet operators and brokers, 11 of them are currently active. Typically, charter mobile apps provide a range of services from aircraft model introductions, flight quotations, booking, empty leg search, and jet sharing options. However, only a few cover all of the above features, and hence, most of them still require the

Charter mobile apps are facing a few different challenges. Firstly, the market demand of the apps remains low, which thus lacks the prerequisite for economies of scale. In addition, not only does mobile app development require heavy manpower and capital input, but most apps do not attract and acquire external traffic easily.

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FOR ULTIMATE TRAVEL
EXPERIENCE



DANIEL TSANG
Charter Services Manager

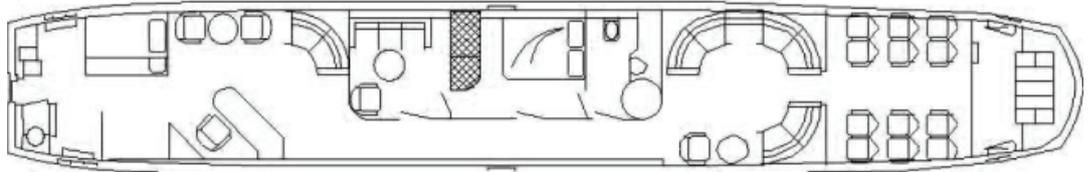
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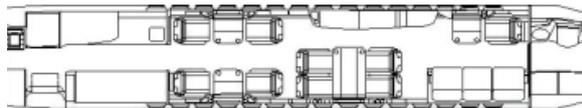
CHARTER MODEL OVERVIEW

CABIN SIZE BY CATEGORY

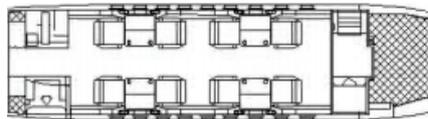
CORP. AIRLINER
18-28 PAX
4500-6800 N.M.



LONG RANGE
12-16 PAX
5000-7000 N.M.



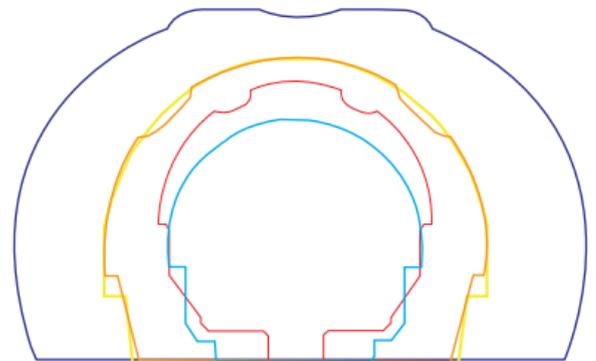
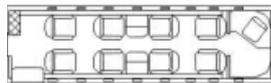
LARGE
8-10 PAX
3200-4500 N.M.



MEDIUM
6-8 PAX
2200-3200 N.M.



LIGHT
4-6 PAX
1500-2200 N.M.



— Corp. Airliner — Long Range — Large — Medium — Light

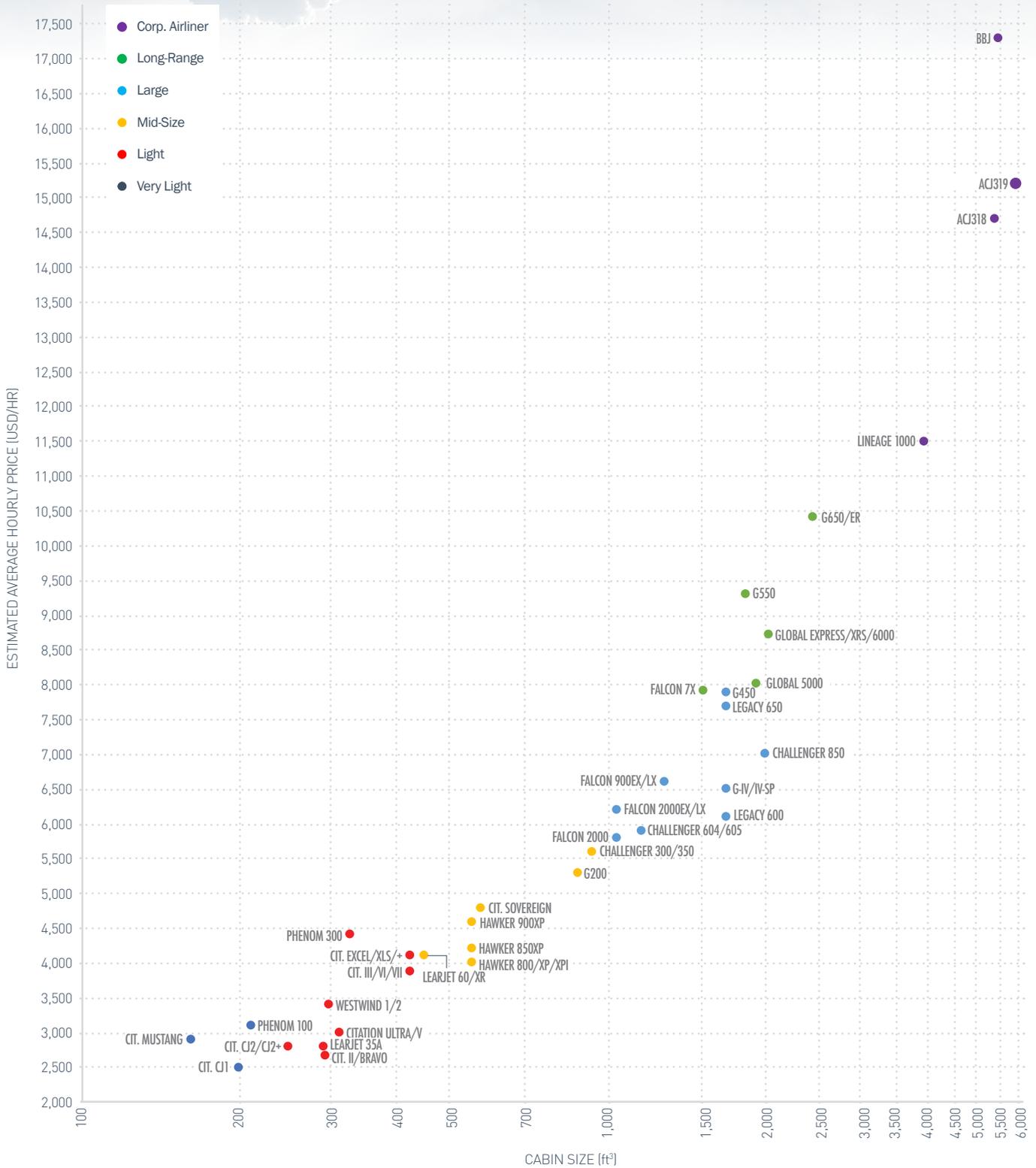
GEOGRAPHICAL COVERAGE BY CATEGORY- FROM HONG KONG



Source: Conklin & de Decker

— BBJ — G650 — Falcon 2000LX — Citation Sovereign — Phenom 300

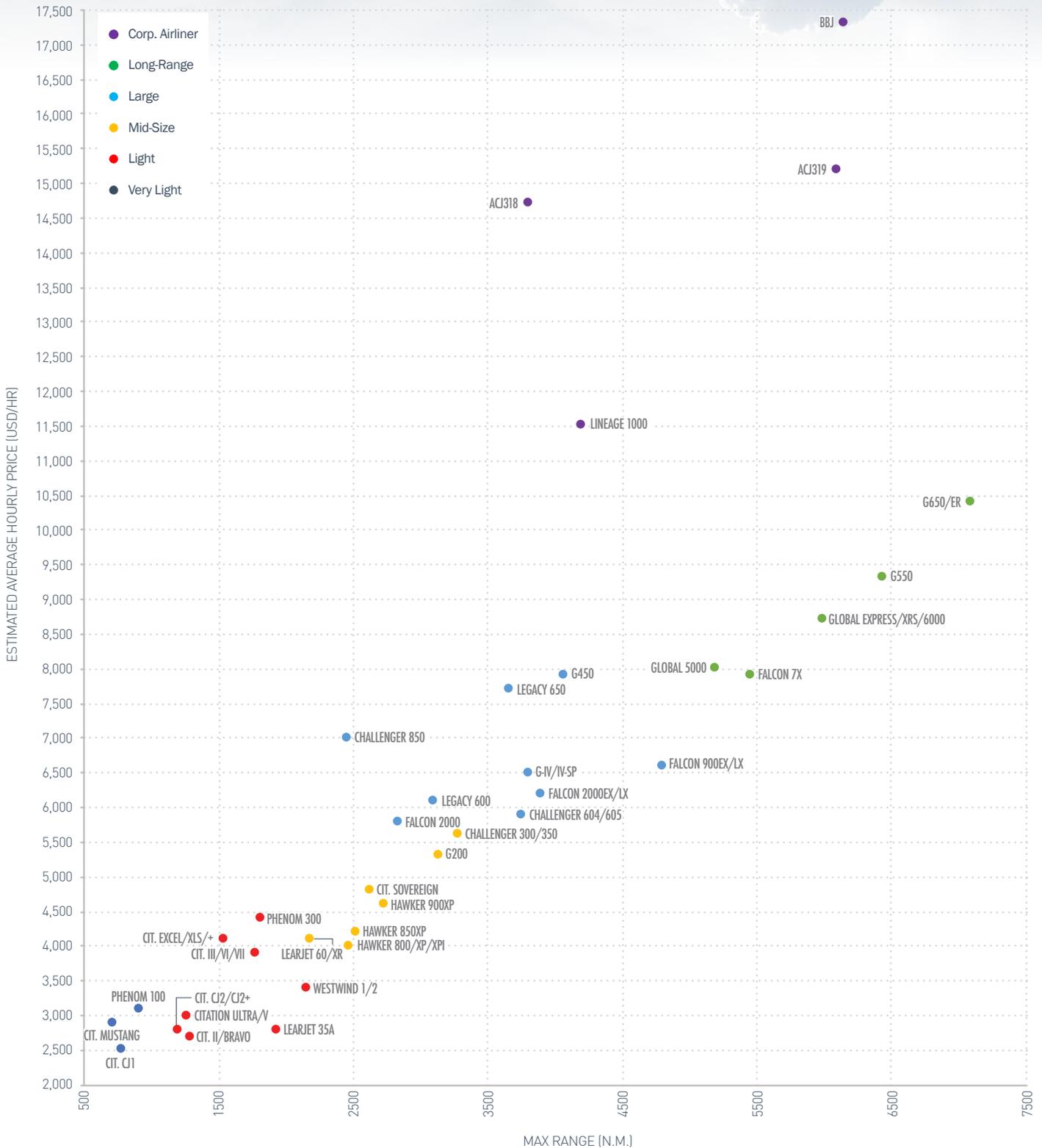
ESTIMATED HOURLY CHARTER RATE VS. CABIN SIZE



NOTE:

- The estimated hourly rate is for reference use only, actual rate may differ depended on aircraft and market condition
- The estimated hourly rate does not include airport charges, handling fee, tax or other service fees.

ESTIMATED HOURLY CHARTER RATE VS. RANGE



NOTE:

- Logarithmic scales are applied to aircraft cabin size.
- The estimated hourly rate is for reference use only, actual rate may differ depending on aircraft and market condition.
- The estimated hourly rate does not include airport charges, handling fee, tax or other service fees.

DIRECTORY: REGIONAL SERVICE PROVIDERS



As a guide to aviation service providers in the Asia-Pacific region, ASG's Directory delivers potential customers with a quick and easy way to find the top providers, including contact information and service scope.

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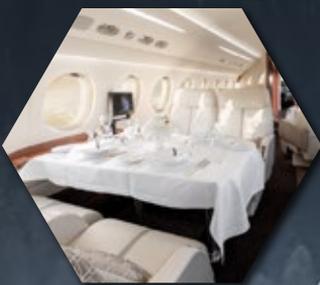
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- CAMO oversight
- Asset acquisition and sale

Contact Details

General Line: +603 7845 1888
inquiry@asiajet.com.my

Alvin Bok (Business Development):
+6016 415 2305
abok@asiajet.com.my

Stutijn van Till (CEO):
+6018 987 6888
svantill@asiajet.com.my



APPENDIX

REGION BREAKDOWN

EAST ASIA

Japan
South Korea

OCEANIA

Australia
Cook Islands
French Polynesia
Marshall Islands
New Caledonia
New Zealand
Papua New Guinea
Solomon Islands

SOUTHEAST ASIA

Brunei
Cambodia
Indonesia
Malaysia
Philippines
Singapore
Thailand
Vietnam

GREATER CHINA

Hong Kong
Macau
Mainland China
Taiwan

SOUTH ASIA

Bangladesh
India

SIZE CATEGORIES

CORP. AIRLINER

ACJ318
ACJ319
BBJ
BBJ 787-8
Boeing 737
Fokker 100
Lineage 1000

LONG RANGE

Falcon 7X
G550
G650
G650ER
Global 5000
Global 6000
Global Express
Global Express XRS
GV/GV-SP

LARGE

Challenger 600/601
Challenger 604
Challenger 605
Challenger 650
Challenger 800/850
Dornier 328JET
ERJ135
Falcon 2000 EX
Falcon 900/B EX
G III
G IV/GIV-SP/G400
G450
Legacy 600
Legacy 650

MEDIUM

Challenger 300/350
Citation 680(Sovereign/+)
Citation 750(X/X+)
Falcon 20 -5
Falcon 50 EX
G200
G280
Hawker 700/750
Hawker 800/XP
Hawker 850XP
Hawker 900XP
Learjet 60 XR

LIGHT

Citation 500/501(I/ISP)
Citation 525A(CJ2/CJ2+)
Citation 525B(CJ3/CJ3+)
Citation 525C(CJ4)
Citation 550(Bravo/II/IISP)
Citation 560(Encore/+)
Citation 560(V/Ultra)
Citation 560XL(Excel/XLS/XLS+)
Citation 650(III/VI/VII)
Citation S550(SII)

G100/G150
Hawker 400
HondaJet ELITE
Learjet 31 A
Learjet 35/36 A
Learjet 40 XR

Learjet 45 XR
Nextant 400XT/XTi
Phenom 300
Phenom 300E
Pilatus PC-24
Westwind 1/2

VERY LIGHT

Citation 510(Mustang)
Citation 525(M2/CJ1/+)
Phenom 100



ABOUT ASIAN SKY GROUP

ASIAN SKY GROUP (ASG), headquartered in Hong Kong with offices throughout Asia, has assembled the most experienced aviation team in the Asia Pacific region to provide a wide range of independent services for both fixed and rotary-wing aircraft. ASG also provides access to a significant customer base around the world with the help of its exclusive partners.

ASG provides its clients with the following services:

**Aircraft Sales & Acquisition | Aviation Consulting
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The acclaimed Asian Sky Fleet Reports are produced by ASG's market research and consulting team, in collaboration with **Asian Sky Media** – a branch of ASG focusing on media and publications.

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CONTACT

Telephone: +852 9199 7751

www.asianskygroup.com | www.asianskymedia.com

For advertising opportunities, please contact:

✉ sales@asianskygroup.com

MARKET RESEARCH

Jessie Ran, Commercial Director

mran@asianskygroup.com

Casper Zhuang, Senior Commercial Analyst

cjong@asianskygroup.com

Avinava Sengupta, Commercial Analyst

asengupta@asianskygroup.com

EDITOTIAL

Litalia Yoakum, Communications Director

lyoakum@asianskygroup.com

Juliette Wu, Summer Intern

DESIGN

Aya Leung, Senior Graphic Designer

aleung@asianskygroup.com

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CONTACT DETAILS

Website:

www.amber-aviation.com

Email:

info@amber-aviation.com

Tel: + (852) 2217 5600 /
+ (86) 755 2777 7875

