




ASIAN SKY  
GROUP

 ASIAN SKY

# Charter Report



ASIA-PACIFIC  
BUSINESS JET CHARTER REPORT

SUMMER 2016



## 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 is backed by SEACOR Holdings Inc., a publically listed US company (NYSE: "CKH") with over US\$1 billion in revenue and US\$3 billion in assets, and also by Avion Pacific Limited, a mainland China-based general aviation service provider with over 20 years of experience and 6 offices and bases throughout China.

ASG provides its clients with private aviation consulting services such as Sales & Acquisitions, Market Research, Special Projects, Operation Oversight, Completion Management, Audits, Appraisals, and Luxury Charter Services.

The acclaimed Asian Sky Fleet Reports are produced by ASG's Market Research and Consulting team. ASG has a growing portfolio of aviation reports designed to provide valued information so that the reader can make better informed business decisions. Included in the portfolio are Asian Sky Asia-Pacific Fleet Reports for both Civil Helicopters and Business Jets, the Africa Business Jet Fleet Report and the all new industry leading Asian Sky Quarterly magazine.

## CONTRIBUTION

Asian Sky Group would like to acknowledge the generous contributions made by numerous organisations, including charter operators, JETNET LLC, Universal Weather & Aviation and WealthX in providing data for this report.

Should you wish to reproduce or distribute any portion of this report, in part or in full, you may do so by mentioning the source as: "Asian Sky Group, a Hong Kong based business aviation consulting group".

Thank you for your interest in this report. We hope you will find the information useful. If you would like to receive further information about our other aviation services and reports, please contact us at [info@asianskygroup.com](mailto:info@asianskygroup.com).

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Charter is an essential piece of a well-functioning and growing business aviation market. Not only can it provide a flexible and low cost entry point for clients to experience private aviation, but it can also help defray costs for aircraft owners — making a first purchase feasible — or even keeping an owner in his aircraft longer. For existing aircraft owners, charter acts as a supplemental lift during times of need or when an aircraft of a different size and range is required. Charter also makes fractional programs possible, which wouldn't be viable without supplemental lift. As a vital aspect of business aviation, charter impacts all facets of the industry, ultimately helping it develop and grow.

The charter market in the Asia-Pacific region has yet to reach the size and scope necessary to provide cross benefits and industry-wide stimulus. Like the business aircraft market itself in the region, charter is in its infancy and has yet to mature. This is also the case in terms of the charter products available i.e. membership programs and charter tools such as mobile applications. For example, most apps in the region do not provide live fleet updates or have the ability to confirm the flight and pay online, but rather are reduced to a messaging service where the user must “request a call back”.

In Asia, the charter market faces numerous other challenges — infrastructure, airspace, regulations and even finding enough

aviation professionals to support it. This issue is not just isolated to pilots either. There is a shortage of maintenance engineers and dispatchers that the industry must contend with.

For the inaugural issue of Asian Sky Group's Charter Report, as with ASG's renowned Fleet Reports and Asian Sky Quarterly, we will touch on all of these topics and summarize the size, nature, scope and future of the charter industry in the Asia-Pacific region. This report also features a helpful section on operational requirements, when chartering throughout the region.

As ASG's first Charter Report, we hope the material provided will be enlightening and help the industry plan for the future. Thanks to our readers and supporters.

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

# EXECUTIVE SUMMARY

There are 264 charter business jets in the Asia-Pacific region which represents 23% of the total regional fleet. However, only about half of these — by ASG's estimates — are dedicated exclusively to charter. The remaining typically being owner's aircraft, subject to availability (which in most cases is not forthcoming). The leading OEM is Bombardier (28%), with the most preferred aircraft category being the large cabin (30%).

The single aircraft model used the most for charter in the Asia-Pacific region is the Legacy 600 & 650 (18 aircraft) followed by the Gulfstream G550 (15), Hawker 800 (12), Gulfstream G450 (11) and the Challenger 604 and 850 (with 10).

The largest charter fleet is based in India (60), China (57) and Australia (55). Considering the number of millionaires and billionaires as an indicator of potential charter demand, China is by far the most attractive charter market. Not surprisingly, the charter fleet in China is dominated by large cabin and long range aircraft (74%), with Gulfstream and Bombardier's aircraft being 39% and 33% of the fleet respectively.

The charter fleets in the other two big charter markets in the region couldn't be more different than China. In India, mid-size and light category aircraft represent 50% of the charter fleet, with the preferred top three OEMs being Cessna (25%), Hawker (22%) and Bombardier (20%). Top models are the Falcon 2000, the Hawker 850XP and the Citation Excel.

Australia's charter fleet is similar but with even more dominance by the mid-size and light categories representing 55% of the market. The most popular aircraft are from Cessna and Bombardier with 43% and 38% of the fleet respectively. Top models are the Bombardier Challenger 604 and various jets in Cessna's Citation line.

## SPECIAL THANKS TO OUR CONTRIBUTORS:



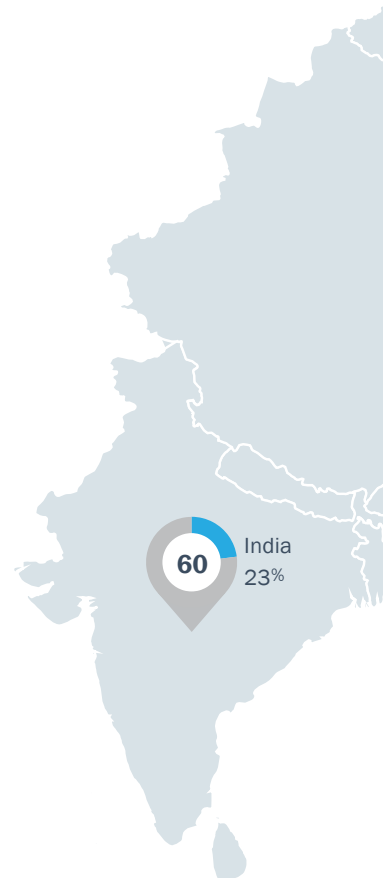


# ASIA-PACIFIC REGION BUSINESS JET CHARTER FLEET




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Total No. of Business Jets in Asia-Pacific Region :	1155
Charter Fleet :	264
	<hr/> <b>23%</b>

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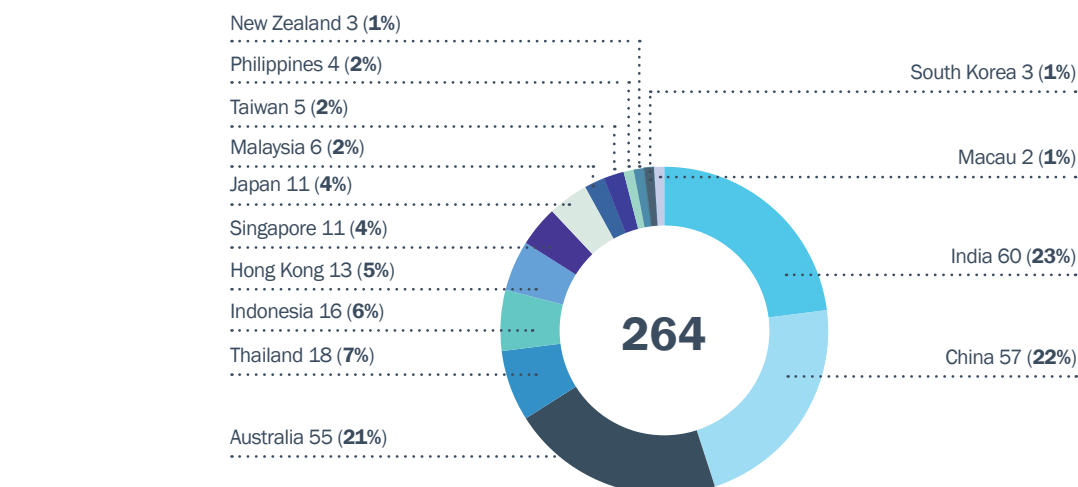


## LEGEND:

-  Total Charter Fleet = 264 Aircraft
-  Number of Charter Aircraft
-  Percentage of Total Charter Fleet in Asia-Pacific Region

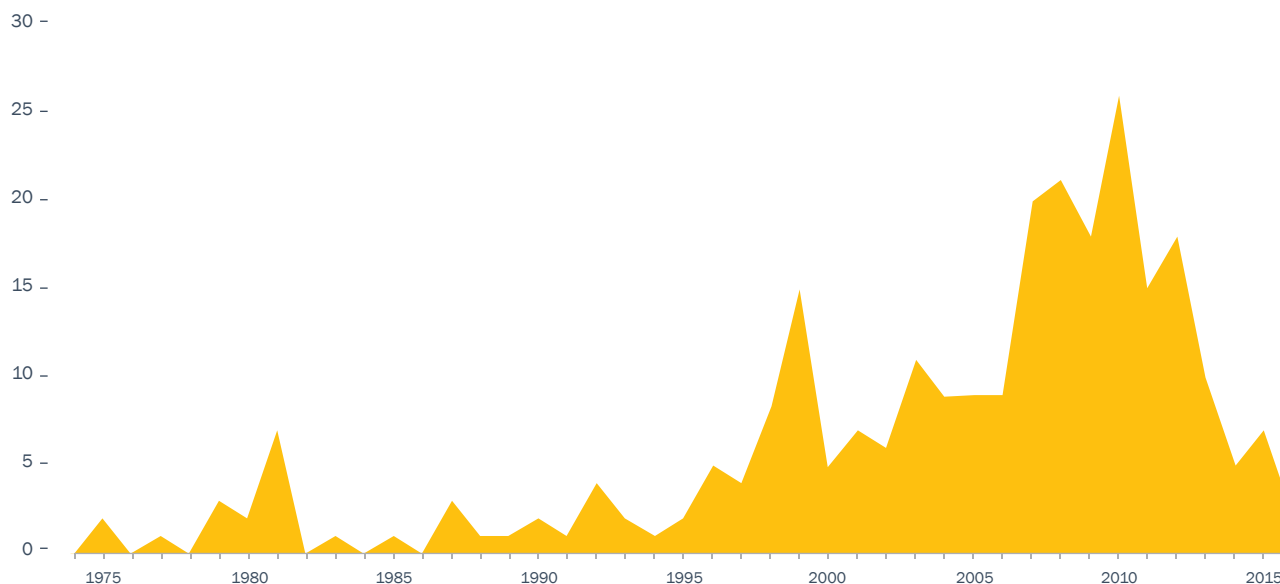


## Charter Fleet by OEM & Country – Asia-Pacific Region



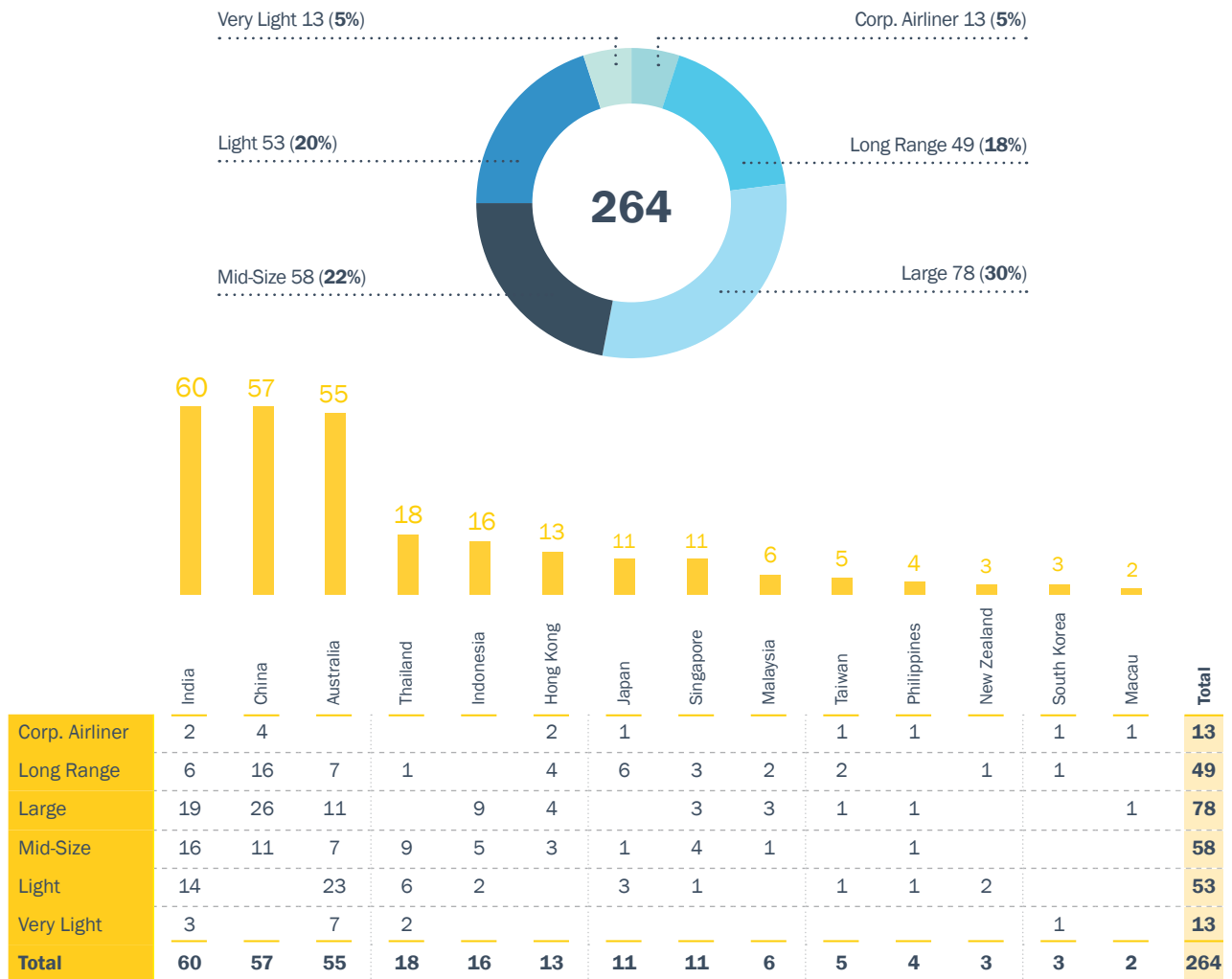
	India	China	Australia	Thailand	Indonesia	Hong Kong	Japan	Singapore	Malaysia	Taiwan	Philippines	New Zealand	South Korea	Macau	Total
Bombardier	12	19	21		2	6	2	7	2	1	1		1		74
Cessna	15		24	6	1		4					1	1		52
Gulfstream	3	22	2	5	1	5	4	3	2	1		1			49
Hawker	13	5	3	7	5			1		1					35
Embraer	5	6	2		7					1					21
Dassault	11	1	1						2		1			1	17
Boeing		4				2							1		7
IAI			2								1	1			4
Airbus	1						1			1				1	4
Dornier											1				1
<b>Total</b>	<b>60</b>	<b>57</b>	<b>55</b>	<b>18</b>	<b>16</b>	<b>13</b>	<b>11</b>	<b>11</b>	<b>6</b>	<b>5</b>	<b>4</b>	<b>3</b>	<b>3</b>	<b>2</b>	<b>264</b>

## Fleet Age Distribution – Asia-Pacific Region





## Charter Fleet by Size Category & Country – Asia-Pacific Region



## Summary – Aircraft Models by Base Country

		India	China	Australia	Thailand	Indonesia	Hong Kong	Japan	Singapore	Malaysia	Taiwan	Philippines	South Korea	New Zealand	Macau	Total
CORP. AIRLINER	BBJ		4				2						1			7
	ACJ318							1			1					2
	ACJ319	1													1	2
	Lineage 1000	1														1
	Dornier 328 Jet											1				1
LONG RANGE	G550	1	12						1		1					15
	Global Express XRS	1	1	4					1	1						8
	Global 6000	1		2			2	2	1							8
	G650							4						1		5
	Global 5000	1	1				1				1					4
	Global Express	1	1	1								1				4
	GV		1		1		1									3
	Falcon 7X	1								1						2
LARGE	Legacy 600/650	3	6	1		7					1					18
	G450		7	1			1		1	1						11
	Challenger 604	2	2	5					1							10
	Challenger 850	1	7				1		1							10
	Challenger 605	1	3				1					1				6
	Falcon 2000	6														6
	GIV/-SP	1		1		1				1						4
	Challenger 600/601			2		1										3
	Falcon 2000LX/LXS	2													1	3
	Falcon 2000EX/EASy	1	1													2
	CRJ100	1														1
	G300						1									1
	Falcon 900LX									1						1
	Falcon 900EX/EASy	1														1
	Falcon 900/C			1												1
MID-SIZE	Hawker 800A/B/XP/XPI	4	2	2	2	1			1							12
	Challenger 300	3	4						1	1						9
	G200	1	2		4		2									9
	Hawker 850XP	6	1		2											9
	Hawker 900XP	1	2			4										7
	Citation Sovereign			3				1								4
	Citation X/+			1	1											2
	G100/G150								1							1
	Hawker 750	1														1
	Hawker 1000B			1												1
	Learjet 60/XR								1							1
	Falcon 50/EX											1				1
	Challenger 350						1									1

		India	China	Australia	Thailand	Indonesia	Hong Kong	Japan	Singapore	Malaysia	Taiwan	Philippines	South Korea	New Zealand	Macau	Total
LIGHT	Citation S/II/Bravo/II/SP	5		3	2											10
	Citation III/VI/VII			4	1	1										6
	Citation CJ2/+	4		1				1								6
	Citation Excel/XLS/+	5														5
	Citation Ultra/V			2				2								4
	Westwind 2			2								1		1		4
	Hawker 400/A/XP				2						1					3
	Citation 500/I/SP			3												3
	Learjet 35/A			2					1							3
	Learjet 45/XR			2												2
	Learjet 36/A			2												2
	Citation Encore+			1												1
	Citation CJ4													1		1
	Citation CJ3				1											1
	Phenom 300					1										1
Learjet 31			1												1	
VERY LIGHT	Citation Mustang			5	1											6
	Citation CJ1/+/M2	1		1									1			3
	Premier I/IA	1			1											2
	Phenom 100	1		1												2
	Total	60	57	55	18	16	13	11	11	6	5	4	3	3	2	264



## Summary – Aircraft Models by Country of Registration

		Australia (VH-)	India (VT-)	China (B-XXXX)	Thailand (HS-)	USA (N)	Indonesia (PK-)	Hong Kong (B-K/B-LXX)	Malta (9H-)	Taiwan (B-XXXXX)	Japan (JA)	New Zealand (ZK-)	South Korea (HL)	Luxembourg (LX-)	Denmark (OV-)	Bermuda (VP-B, VQ-B)	Cayman Islands (VP-C)	Malaysia (9M-)	Macau (B-MXX)	Philippines (RP-C)	Total
CORP. AIRLINER	BBJ			4				1					1			1					7
	ACJ318					1				1											2
	ACJ319		1											1							2
	Lineage 1000		1																		1
	Dornier 328 Jet																		1		1
LONG RANGE	G550	1	1	12						1											15
	Global Express XRS	4	1	1		1		1													8
	Global 6000	1	1			4			2												8
	G650					4						1									5
	Global 5000		1			1		1		1											4
	Global Express	1	1	1									1								4
	GV			1	1			1													3
	Falcon 7X		1												1						2
LARGE	Legacy 600/650	1	3	6			7			1											18
	G450	1		7				3													11
	Challenger 604	6	2	2																	10
	Challenger 850		1	7					2												10
	Falcon 2000		6																		6
	Challenger 605		1	3		1			1												6
	GIV/-SP	2	1				1														4
	Challenger 600/601	2					1														3
	Falcon 2000LX/LXS		2																1		3
	Falcon 2000EX/EASy		1	1																	2
	CRJ100		1																		1
	G300					1															1
	Falcon 900LX														1						1
	Falcon 900EX/EASy		1																		1
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	G200		1	2	4	2															9
	Hawker 850XP		6	1	2																9
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	Hawker 750		1																		1
	Learjet 60/XR	1																			1
	Falcon 50/EX																		1		1
	Challenger 350							1													1



		Australia (VH-)	India (VT-)	China (B-XXXX)	Thailand (HS-)	USA (N)	Indonesia (PK-)	Hong Kong (B-K/BLXX)	Malta (9H-)	Taiwan (B-XXXXX)	Japan (JA)	New Zealand (ZK-)	South Korea (HL)	Luxembourg (LX-)	Denmark (OV-)	Bermuda (VP-B, VQ-B)	Cayman Islands (VP-C)	Malaysia (9M-)	Macau (B-MXX)	Philippines (RP-C)	Total
LIGHT	Citation S/II/Bravo/II/SP	3	5		2																10
	Citation III/VI/VII	4			1		1														6
	Citation CJ2/+	1	4							1											6
	Citation Excel/XLS/+		5																		5
	Citation Ultra/V	2								2											4
	Westwind 2	2				1						1									4
	Learjet 35/A	3																			3
	Hawker 400/A/XP				2					1											3
	Citation 500/I/SP	3																			3
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	Learjet 36/A	2																			2
	Citation Encore+	1																			1
	Citation CJ4											1									1
	Citation CJ3				1																1
	Phenom 300						1														1
	Learjet 31	1																			1
VERY LIGHT	Citation Mustang	5			1																6
	Citation CJ1/+/M2	1	1										1								3
	Premier I/IA		1		1																2
	Phenom 100	1	1																		2
Total		61	60	56	18	16	16	7	6	5	4	3	3	2	2	1	1	1	1	1	264





# FACTORS IMPACTING BUSINESS JET CHARTER IN THE ASIA-PACIFIC REGION

With expanding trade and developing markets, the Asia-Pacific region has seen an increasing demand for business travel including demand for efficient business jet charter. As a relatively new market, business jet owners in the region are now increasingly aiming to mitigate the running costs of operating their aircraft and thus are considering the benefits of chartering. An emergence of mobile apps, media, and websites has made business jet charter easier and more accessible than ever. As the demand and availability of jet charter increases, a number of challenging factors have begun to influence the market.

## AIRCRAFT UTILIZATION & OPERATION STRUCTURE

A typical optimized charter utilization for a business aircraft is 40 to 50 hours per month. Meeting these target hours can help rationalize the large investment put into such business jet. In order to keep an aircraft flying at the targeted utilization hours, an operator requires a supportive operation team including maintenance program providers. Maintenance planning and support are an important part of operating a business jet. While this might be easier for larger operators, small operators often face a significant investment for handling complex charter activities in addition to owner flight requirements.

There is increasingly more proactive work required to mitigate issues that will affect charter trips. The refined operational support can often require in-house regional expertise as well as global third party support to supplement the operator's own team when conducting global operations.

## TIMING

As with many industries, jet charter demand fluctuates according to the season. Historically within this region, the time around

Chinese New Year and Western holidays including Christmas, New Years and Easter are busy. Periods around the World Economic Forums, G8, G20, and regional ASEAN meetings also create a higher demand for charter, as well as major sporting events including the Super Bowl, World Cup and Olympics. Summer months are usually relatively slow, as the need for charter shifts to Europe and the US.

The time surrounding a natural disaster will also increase demand in the cargo charter industry, along with wide body passenger aircraft, and helicopters. Tsunamis in Southeast Asia and the recent earthquake in Nepal demonstrated that the first few days of a disaster are crucial, requiring initial search and rescue and moving experts and equipment into disaster areas. These disasters also showed the need for a coordinated effort by Asian governments to engage the private sector for such eventualities as part of an emergency response plan (ERP).

## RESTRICTIONS

Infrastructure status, airspace limitations, and regulations throughout Asia are often the paramount challenges when operating a charter throughout the region. These can also make aircraft utilization targets difficult to attain. Landing and takeoff slots in major Asian cities are becoming increasingly more regulated, requiring operators to be aware of all conditions and requirements far in advance.

For example, foreign-registered aircraft in China are not easily allowed to operate to regional airports and are confined to those under 2438 m (8000 ft) in altitude. In Taiwan, the same passengers must be onboard on all segments of the trip. In Indonesia, all local flights on a foreign-registered non-scheduled aircraft (private or charter) are completely prohibited, bringing to new heights the operational limitations linked to 'cabotage' principles.



Known for their free-market, efficient-regulation and respect of liberties, the cities of Hong Kong, Macau and Singapore are the most charter-friendly locations in the Asia-Pacific region. Although a chronic shortage of parking space and takeoff slots cause difficulties to operators in Hong Kong, being a central location in Asia Pacific, it is still the most convenient, efficient and preferred destination for charter clients.

While governments in this region come to understand the efficiency and productivity that stems from business aviation, the industry can hope for more relaxed restrictions and more flexible business travel in the future.

## CHARTER USERS

There are a number of typical business jet charter clients throughout the region, with casino operators being arguably the largest. Such companies have historically acquired their own aircraft to maximize their chances of attracting highly-roller clientele. The rationalization of costs in the casino segment has arguably played a large role in the recent resurgence of block charter demand (buying blocks of hours at a time) in and out of Singapore, as well as Macau. The Philippines is also beginning to see a need for supplemental block charter.

Fortune 500 and multinational companies are also increasingly becoming regular users of business jet charter services, being typical from the entertainment or real estate industries, government agencies and commodity firms, among others. As the demand from Fortune 500 companies in this region is strengthening, such companies commonly want to ensure operators have all the necessary international-level qualifications. This would include international charter certifications: IBAC's IS-BAO stage I, II, or III, Wyvern Wingman, ARGUS Gold or Platinum, or the Flight Safety Foundation's (FSF) BARS audit. Business jet operators will not have all certifications, but most will have two or three to reassure clients about their efficient and safe flight operations.

## CHARTER PRODUCTS

As the demand for business jet charter increases throughout the Asia-Pacific region, the services continues to evolve, creating numerous options for users. The most popular option for chartering a jet is on-demand, which allows use when needed

with no commitment and a pay-as-you-go structure. To secure preferred rates and availability, block hour programs are becoming increasingly popular, offering a guaranteed discounted rates and priority treatment – or blocks – to be used within a period of time. A number of companies are also offering charter card programs, which requires an initial fee but provides a guaranteed hourly rate. The card program also works on an on-demand basis. As many programs vary in their advantages and conditions, it is best to research which solution is best suited to one's requirements. A description of most prevalent Asia-Pacific membership programs and mobile applications active is presented further in this report.

## AVIATION PROFESSIONALS

While demand for business aviation services rises, there is a growing concern regarding the shortage of aviation professionals in the region. According to the International Civil Aviation Organization (ICAO), "the Asia-Pacific region will need 216,000 new pilots in the next 20 years, more than in any other part of the world, accounting for 40 percent of the global demand." The shortage of aviation professionals also applies to the business aviation industry, and does not stop with pilots.

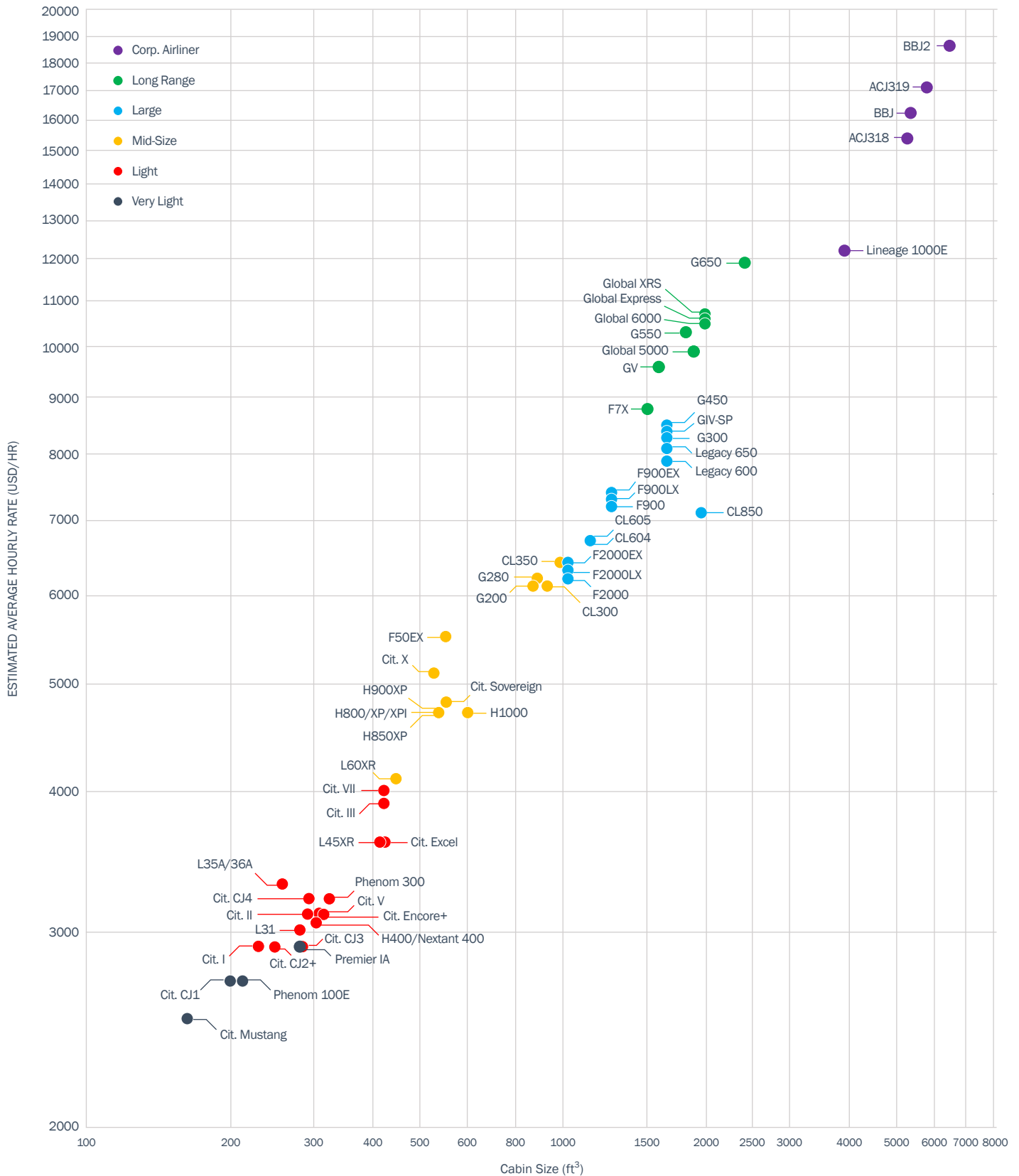
Mechanics and engineers, who tend to flock toward the train and automobile industry, ask for higher salaries in order to join the business aviation industry. The difficulty of employing these types of professionals also creates a burden for companies employing them. The initial investment required to train certified flight crews, mechanics, and dispatchers is not only high, but also does not guarantee that such resources will gather the necessary standards and experience to provide a sustainable base to the local industry.

## BUSINESS AVIATION INDUSTRY

Although challenges within the charter industry will continue to arise, Asia – with its large population and wealth – is in a good position to quickly tackle flexibility issues to empower efficient business travel throughout this rapid-growth region. Organizations including ASEAN and APEC working with the International Civil Aviation Organization (ICAO), the International Business Aviation Council (IBAC) and the Asian Business Aviation Association (AsBAA) continuously raise the importance of improving transportation regulations in an effort to implement efficient solutions.

# AIRCRAFT MODEL POSITIONING

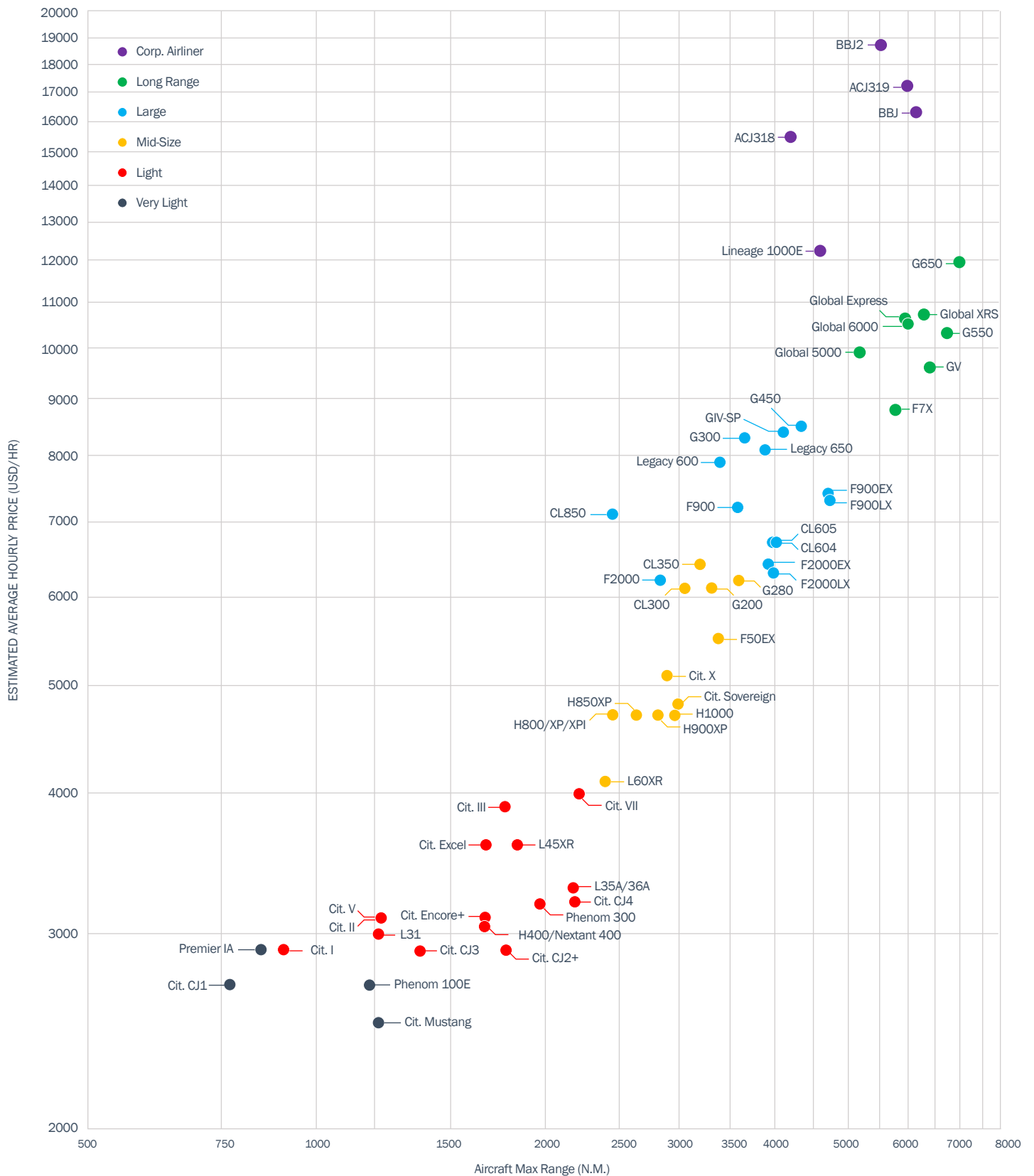
## Asia-Pacific Region Estimated Hourly Charter Rate vs. Cabin Size



- Logarithmic scales are applied to estimated hourly rates axes cabin size and aircraft max range.
- The estimated aircraft charter rate is based on the global average hourly rate with an adjustment for the Asia-Pacific Region.



# Asia-Pacific Region Estimated Hourly Charter Rate vs. Max Range



• Cabin size and range info source: Conklin & de Decker 2016

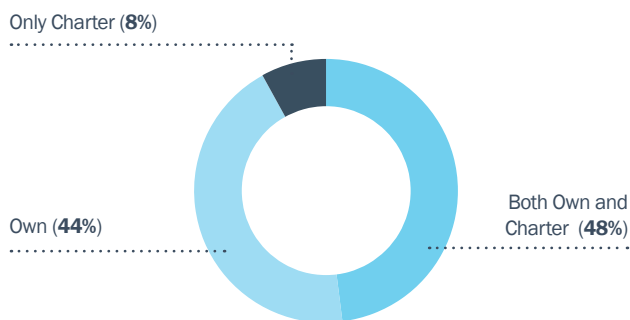






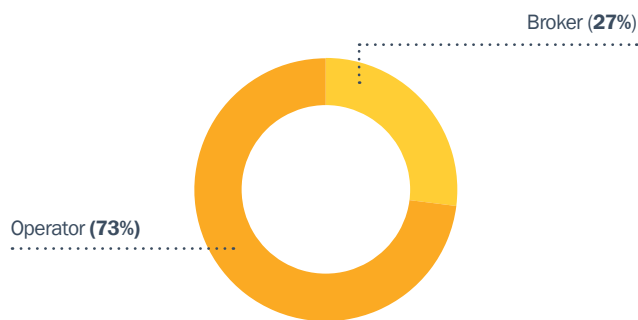
# MARKET SURVEY

## DO YOU OR YOUR CLIENT OWN OR CHARTER A PRIVATE AIRCRAFT?

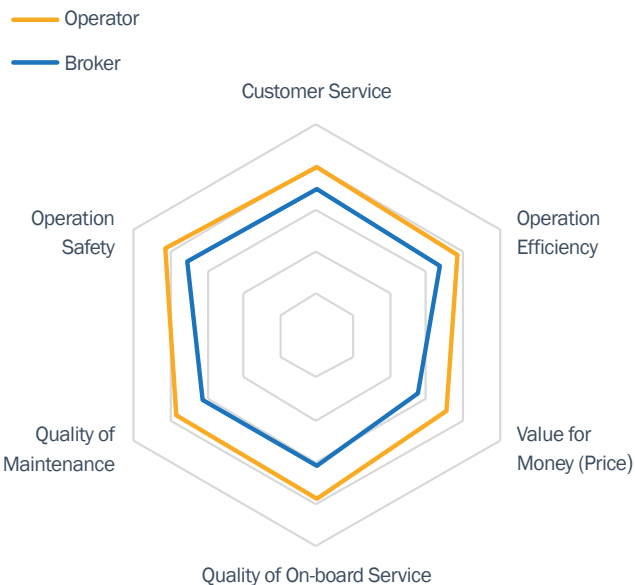


Source: ASG Market Survey 2016 Q2.

## PRIMARY CONTACT WHEN CHARTERING AN AIRCRAFT



## OVERALL SATISFACTION BROKER VS OPERATOR (Outer is better)



- During typical travel, a total 44% of respondents use their own aircraft, while 8% of the respondents chose to charter a private aircraft. The remaining 48% both charter or use their own aircraft.
- When chartering an aircraft, 73% of the respondents contact an operator, while the remaining 27% contact a broker for chartering solutions.



**Scan this QR code**

to take part in our Asia Pacific Market Survey.

(Results will be published in the next issue of Asian Sky Quarterly)







# CHARTER DEMAND

It is thought by many in the private air travel industry that the global increase in the population of high-net-worth individuals (HNW) and ultra-high-net-worth individuals (UHNW) is generating a corresponding new appetite for on-demand private jet charter – that there is a direct correlation between HNW and UHNW growth and charter demand.

Over the past five years, the Asia-Pacific region has produced a growing amount of HNW, each with a worth more than 30 million USD in assets. There are currently 50,000 individuals who enjoy this title in the Asia-Pacific region, with more than 4,000 having joined the '30 Million Club' within the past five years, representing, an annual average growth of 8%.

For UHNW, by 2015 there were a total 665 individuals in the Asia-Pacific region worth each over 1 billion USD in assets. Since 2013, this number has increased by 131, representing an average annual growth of almost 20%.

So despite the effects of the global economic downturn, HNW and UHNW in the Asia-Pacific region seem to be growing and, at home and for both the US and European markets, they maybe the backbone of aircraft charter demand.

Specifically evaluating the Asia-Pacific region, although significant operational challenges and regulation restrictions for charter still exist, all signs that chartering a jet is becoming increasingly common for HNW and UHNW. According to Asian Sky Quarterly's market survey, more than half of the respondents would 'charter an aircraft', and 48% of the respondents who already own a business jet indicated they would still charter a jet. This means that HNW/UHNW in Asia Pacific are embracing private air travel and will be relying on charter more and more.

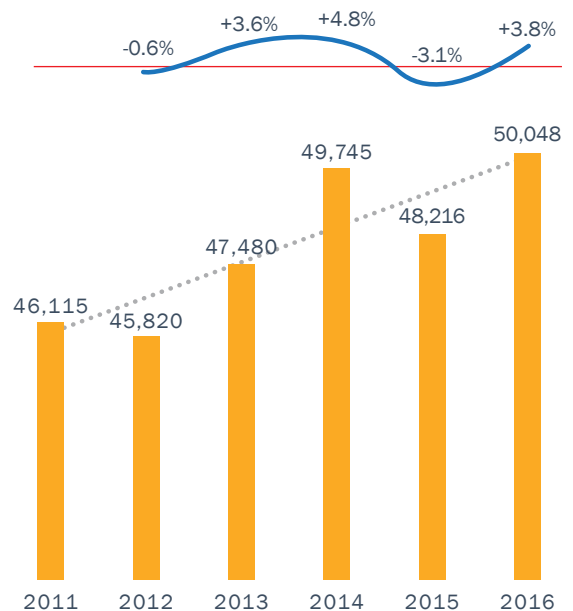
In the individual country profile section in this report, historical data for the total number of HNW and UHNW is presented thus providing a guideline for the growth and potential market size of charter demand in each country.

## ASIA-PACIFIC REGION HNW (30+M USD) POPULATION

Asia-Pacific HNW Population

HNW Population Annual Growth Rate

Linear (Asia-Pacific HNW Population)



Counted countries includes Mainland China, Hong Kong, Taiwan, Japan, India, South Korea, Singapore, Taiwan, Indonesia, Malaysia, Thailand, Philippines, Vietnam, Australia and New Zealand, etc.

Data Source: WealthX and Knight Frank 2016 Wealth Report



# FLYING PRIVATE

## Q&A WITH ENTERTAINMENT ORGANIZATION CFO

**A** GROWING NUMBER OF TOP EXECUTIVES, corporations, and celebrities are flying on private jets. Convenience, mobility, and efficiency of time and productivity add to the list of reasons why flying private is beneficial. Asian Sky Group sat down with the CFO of one of our most active clients of business jet charter to discuss the major role chartering plays in its frequent business trips across the globe.

### **How were you introduced to private aviation and business jet charter?**

Over the past few years, our company came to realize the usefulness of using a private jet. We had a number of friends within our industry speaking highly of the service. We now see it as a useful service that we can enjoy all over the world, particularly in China and Southeast Asia (Malaysia and Thailand) but occasionally on journeys to Japan, the US, and Europe.

### **What are the main reasons your organization uses a private jet charter service?**

Flying private allows the company to reach destinations that are often unreachable via commercial airliners. Some of our projects are filmed in remote locations, so we really have no choice but to find an alternative to flying commercial – which would be unable to get us there. Timing and scheduling is easier and smoother when flying private too. We save a lot of time getting on and off the aircraft. We don't have to wait through lines for baggage and security. We get to our destination much quicker, which gives us more time to focus on projects. The booking process is also faster. I can book a flight for 6 to 12 people on short notice, all on the same flight. This may not always be the case flying commercial. Overall, flying private is convenient and efficient for the company.

### **What are the differences between flying commercial and flying private?**

Time is one of the main differences. We save a lot of time going to and from our destination. Service on board is also more personal.

Whatever we need, it will always be taken care of and tailored to our liking. Great service is provided for everything from the food onboard to the handling of luggage to the visas. There's very little we have to think about as far as the flight process.

Another important aspect is also the privacy flying private offers. If we need to handle any sort of business onboard, we can be certain that this business will remain confidential. This is also another reason that flying private is efficient. We can still work, if needed, without disruptions.

### **How do you justify using a private jet for business purposes?**

Business aviation is a valuable tool for business. It helps us travel more efficiently. Although some may believe it is too expensive, we feel it is great value for the money we are paying. We save on overall convenience and efficiency. There is no time wasted and this is important for a company that needs to get things done and not worry about small details. This really helps us to run our projects smoother.

### **What is the next step in the development of your private aviation usage?**

At the moment our traveling is not enough us to justify purchasing an aircraft. However, as our company continues to grow and as we do more and more projects across the globe, it is safe to say we will continue to use private jet charter services. For us, the on-demand service works well. We can book when we want to go where we want. Card programs are something we are also willing to consider in the future.



# CHARTERING BUSINESS JETS IN THE ASIA-PACIFIC REGION

Despite a slowing growth of GDP for Asia-Pacific countries, the demand for charter is still growing. This is because of rising demand from corporations who are increasing their international activities, increased market awareness to charter and owners realizing the true running costs of owning an aircraft leading them to charter the aircraft out to differ costs. Regional operators should be aware of the operational requirements, particularly for foreign-registered aircraft, performing charter flights in the region. Various levels of cabotage enforcement rules, lack of qualified and experienced maintenance support, aircraft overnight parking restrictions, and long lead times for permit request all become key factors in a charter operations — some of which will be identified in this report country by country. While each destination has different rules, operators can expect the following documentation to be required for chartering in all countries throughout the region.

## APAC Charter Standard Document Requirements:

- Air Operator's Certificate
- Operations specifications
- Aircraft Certificate of Registration
- Aircraft Certificate of Airworthiness
- Noise certificate to show the aircraft complies with ICAO noise standards
- Insurance certificate
- Confirmation the aircraft is equipped with TCAS II meeting ICAO ACAS II standards
- Name and address of charterer
- Crew and passenger details; full names, document number, expiration date, date of birth, nationality

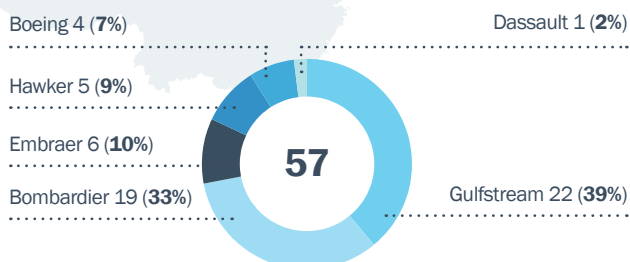
Aviation governing bodies can change the rules and requirements without prior notice at any time. This can affect not only the local charter market, but any foreign-registered aircraft chartering a jet into the particular country.

Foreign-registered aircraft performing a charter should be aware of cabotage restrictions. This is the carriage of passengers or cargo — by a foreign registered aircraft — between two airports within the same country. Cabotage regulations vary from country to country, with penalties that can extend from small fines to seizure of aircraft.

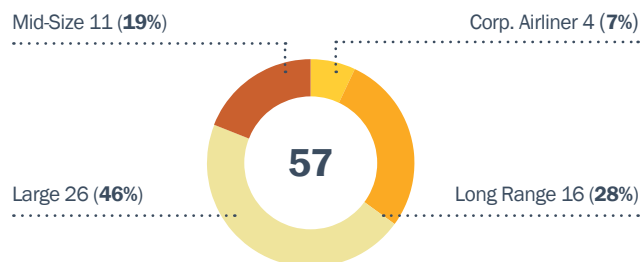
57

CHINA

## Breakdown by OEM



## Breakdown by Size Category



## Charter Operators By Model

Registration  
Country

China  
Hong Kong



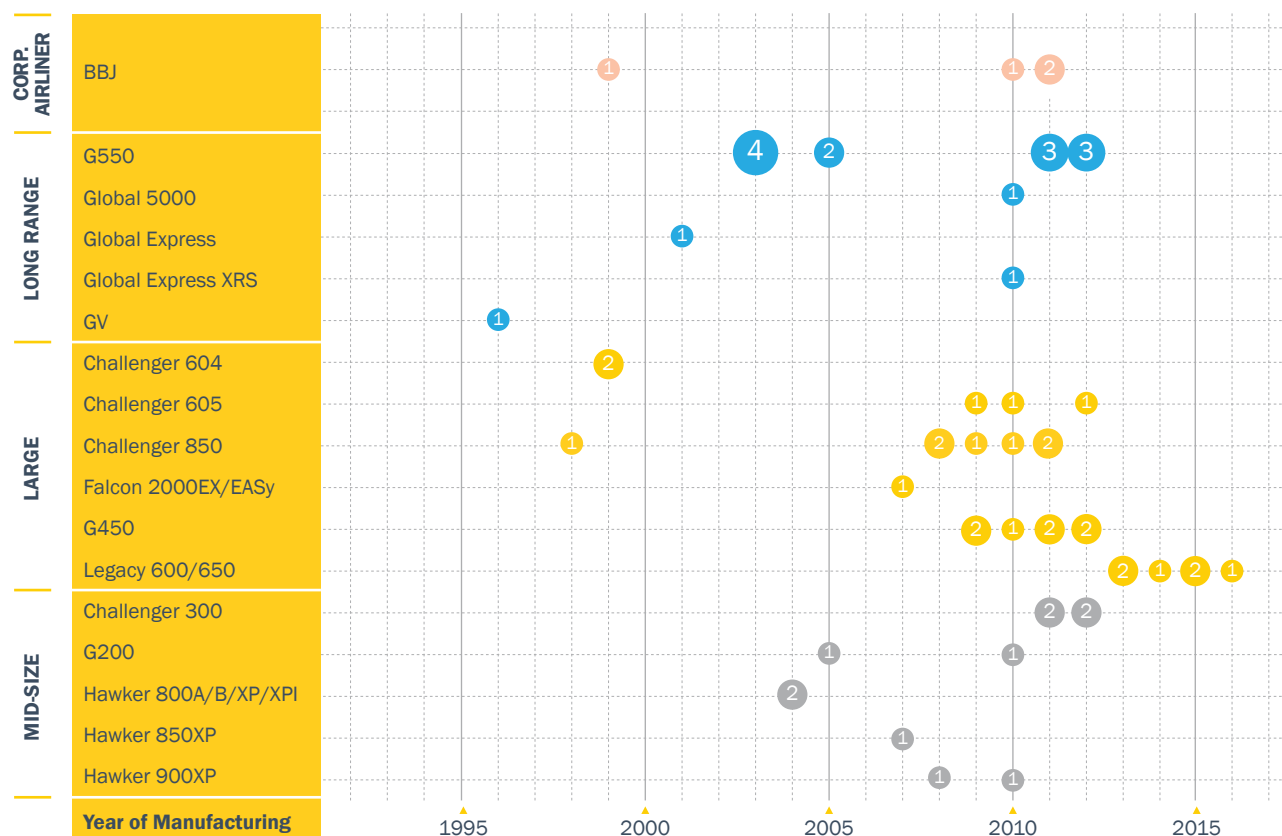
	Deer Jet	Zibo Lily Jet	Nanshan Jet	Donghai Jet	Sino Jet	Alipoints Jet	Astro Air	China Eastern	Freesky Aviation	Hanergy Jet	Hanhwa Business Jet Airlines	NetJets China	Star Jet	Minsheng International Jet	Beijing Airlines	Good Jet	TAG Aviation Asia	Vista Jet	Global Jet International	Total
G550	7		1			1				2			1							12
G450	2		3			1	1											1		7
Challenger 850		4							2									1		7
Legacy 600/650					3			2						1						6
BBJ	2		1												1					4
Challenger 300				2							2									4
Challenger 605		1		1												1				3
Challenger 604		2																		2
G200		1											1							2
Hawker 800A/B/XP/XPI												2								2
Hawker 900XP	1						1													2
Global Express XRS		1																		1
Hawker 850XP	1																			1
GV	1																			1
Global 5000																	1			1
Falcon 2000EX/EASy																		1		1
Global Express		1																		1
<b>Total</b>	<b>14</b>	<b>10</b>	<b>5</b>	<b>3</b>	<b>3</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>57</b>

## Local Brokers

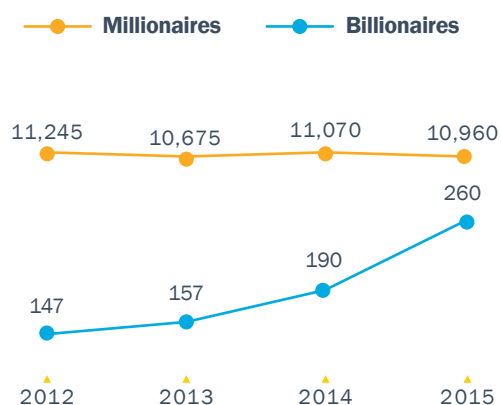
Company Name	Location	Company Name	Location
Air Charter Service China	Beijing	Chapman Freeborn Airchartering	Beijing
ASA South China	Shanghai	Deer Jet Company	Beijing
Asia Jet Partners	Shanghai	Dream-jets	Beijing
AVICUS Group	Shanghai	Global Wings	Beijing
Capital Jet Company	Beijing		



## Age Distribution by Model

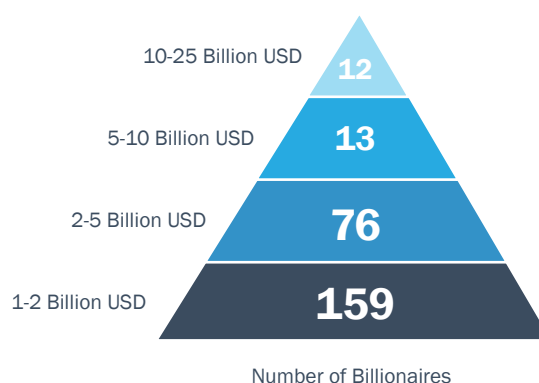


## High Net Worth Population



Source: WealthX and Knight Frank 2016 Wealth Reports

## 2015 Billionaires: 260



The Mainland China business jet fleet is the second largest in the Asia Pacific region, with 306 jets as of the first quarter of 2016. 19% (57) of those are available for commercial charter, which is made up of a majority of aircraft under 10 years old. The Mainland China business jet charter fleet is second behind India. The biggest operator in Mainland China — Deer Jet — is also the largest operator in the region, with 14 jets. This Chinese market typically favors larger and long range aircraft, leaving manufacturers Bombardier and Gulfstream with by far the biggest market share in the charter market segment the country. All but one jet in the charter fleet are registered locally.

Beijing is the dominant business jet destination in the country, however, high demand has created parking, landing, and takeoff slot issues in recent years. The new Beijing Daxing International Airport is expected to be ready in 2018. Shanghai is second in demand and offers high-quality FBO facilities at its Hongqiao airport. Shanghai is also home to Asia's biggest business aviation trade show, ABACE held annually in April.

For foreign registered aircraft, landing permits for China are now being processed much faster than they were prior to 2013, when the Civil Aviation Administration of China (CAAC) required five

working days to process permits. The application process is now easier with sponsor letter requirements no longer in place for most operations in the country. There are no clear regulations regarding cabotage, therefore foreign operators are free to pick up passengers on domestic legs.

- Permit lead time: 3 business days
- Multiple stops: limited to 6 sectors within China (includes in and out legs as part of the 6 sectors)
- Beijing Parking Restriction: 24 hours
- Shanghai Hongqiao Parking Restriction is 72 hours, and also restricts flight arrivals from the E/NE direction; The aircraft must land at Pudong airport

### JJ Chen – Astro Air Co.

#### What are the current trends of the business jet charter market in Mainland China?

From the second half of 2015, the business jet charter market is getting better and there is increased interest, consequently flying hours are up. Charterers are flying in about equal proportion domestically and internationally.

#### What are some of the main challenges the Mainland China market faces?

Although the market is available, the business involvement (infrastructure, charges, regulations) have not kept up with this. There are not enough airports and charges related to business aviation are around some of the highest in the world.



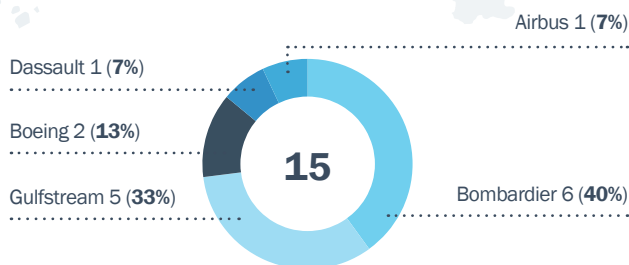
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HONG KONG

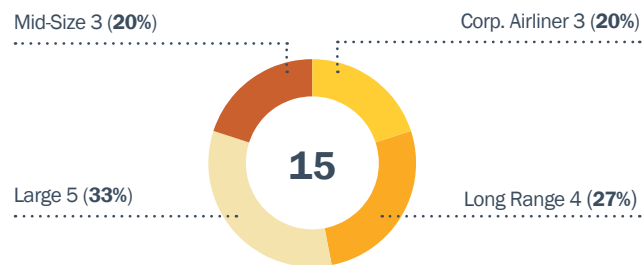
2

MACAU

## Breakdown by OEM



## Breakdown by Size Category



## Charter Operators By Model

Registration  
Country



	Vista Jet	Asia Jet Partners	Metrojet	Global Jet	Executive Jet Management	Hongkong Jet	Macau Jet International	Tag Aviation Asia	Whitewind	Total
G200		2								2
BBJ			1			1				2
Global 6000	1								1	2
ACJ319				1						1
Challenger 350	1									1
Challenger 605	1									1
Challenger 850	1									1
Falcon 2000LX/LXS							1			1
G300		1								1
G450								1		1
Global 5000					1					1
GV			1							1
<b>Total</b>	<b>4</b>	<b>3</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>15</b>

## Local Brokers

### Company Name

### Location

Air Charter Service  
ANJET  
Apertus Aviation  
ASA South China  
\*Asia Jet Partners  
Asia Pacific Aviation  
CEVA Logistics  
Global Airlift Solutions (Asia)  
Hunt & Palmer Hong Kong, Ltd  
JetSolution Aviation Group

Hong Kong  
Hong Kong  
Hong Kong  
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Hong Kong

### Company Name

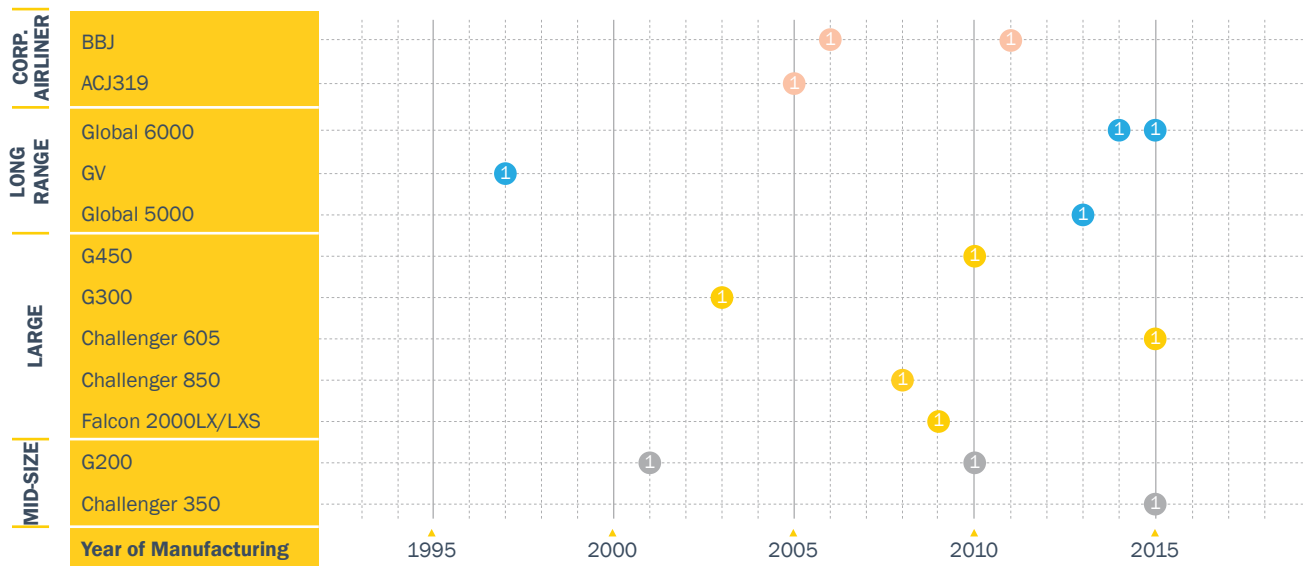
### Location

L'Voyage  
M2 Aviation Consultancy  
Mayjets  
\*Metrojet  
Pacific Aviation Marketing  
Princejets  
\*Sino Jet  
Sky Projects International  
\*Vistajet

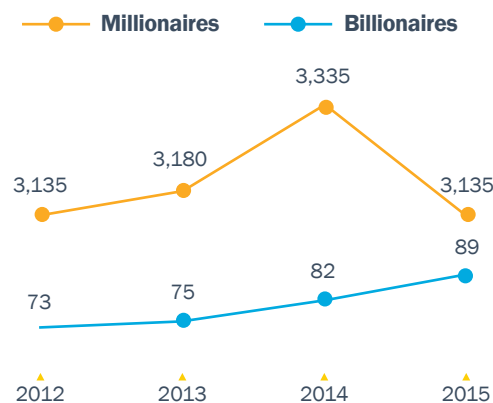
Hong Kong  
Hong Kong  
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Hong Kong

\* indicates operator doing charter brokerage business.

## Age Distribution by Model

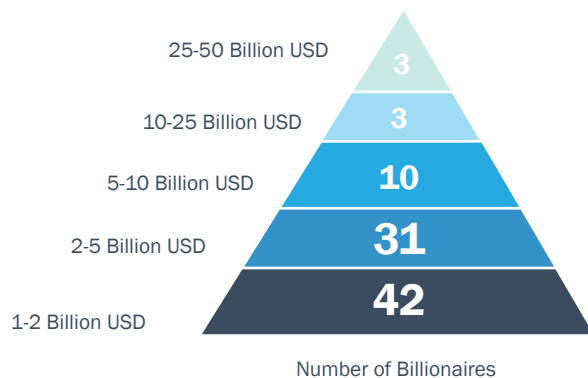


## High Net Worth Population



Source: WealthX and Knight Frank 2016 Wealth Reports

## 2015 Billionaires: 89



## Hong Kong

Of the 135 business jets in Hong Kong, 10% (13) of those are available for charter. A majority of charter jets in this market are newer models, aged 10 years or less. VistaJet is a major player, with a floating fleet of four jets. With a considerable fleet size, Hong Kong is home to numerous brokers including Air Charter Service (ACS), Asia Jet, and L'Voyage. Hong Kong was one of the first jet charter markets to flourish with Metrojet being the first charter operator to offer such a service in 1997. As the industry has grown, so has the number of Hong Kong aviation companies being registered due to the low tax environment, free market economy, and availability of a dual language and skilled work force.

For foreign-registered aircraft chartering into Hong Kong, an application must be made through the Hong Kong Civil Aviation Department E-filing System (CADSTAT). With routing restrictions due to a heavily congested airspace in the Pearl River Delta – encompassing Shenzhen, Zhuhai, Macau and Hong Kong airport – filing flight plans may need corrections and can potentially delay charterers. Congestions within Hong Kong's airspace means as little as six take-off or landing slots are available daily for business aviation, with the rest taken by passenger and cargo airlines. Permit lead time for both Hong Kong and Macau is 72 hours.

## Macau

With only 12 business jets in Macau, there are two jets available for charter. There are more landing and takeoff slots available than Hong Kong which is 1 hour away by boat.

### Jeffrey Chiang – Asia Jet

#### What are the current trends of the business jet charter market in Hong Kong?

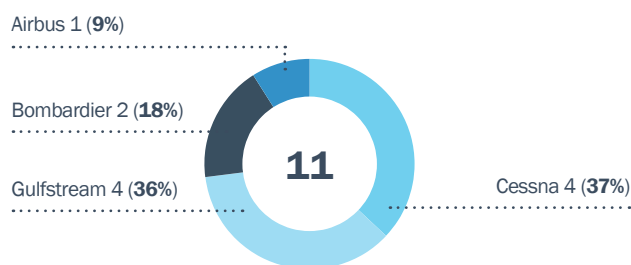
The market is still dominated by larger cabin aircraft. It is still slow compared to last year, but activity is picking up in the second half of the year with events happening in the region which should bolster demand.

#### What are some of the main challenges the Hong Kong market faces?

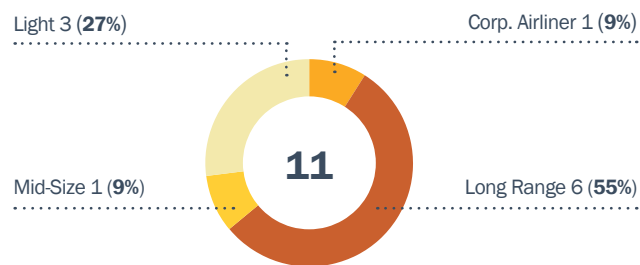
The main challenges are the operational restrictions: runway and movement capacity (with a 2-runway system), slot issues and private jet priority over commercial/freight carriers, airport parking, and curfews. Other challenges would be the increased competition from Chinese operators, which takes a slice out of what would normally be reserved for local operators.



## Breakdown by OEM



## Breakdown by Size Category



## Charter Operators By Model

Registration  
Country

USA  
Japan

	Asia Jet Partners	Jet Aviation	Nakanihon Air Service	Aero Asahi	Shizuoka Air Commuter	Avjet	Total
G650	2	1				1	4
Global 6000	2						2
Citation Ultra/V			2				2
Citation CJ2/+					1		1
ACJ318		1					1
Citation Sovereign				1			1
<b>Total</b>	<b>4</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>11</b>

## Local Brokers

### Company Name

### Location

Air Charter Service Japan  
Air Partner (Japan)  
Japan Aviation Service (JAS)

Nagawa  
Tokyo  
Tokyo

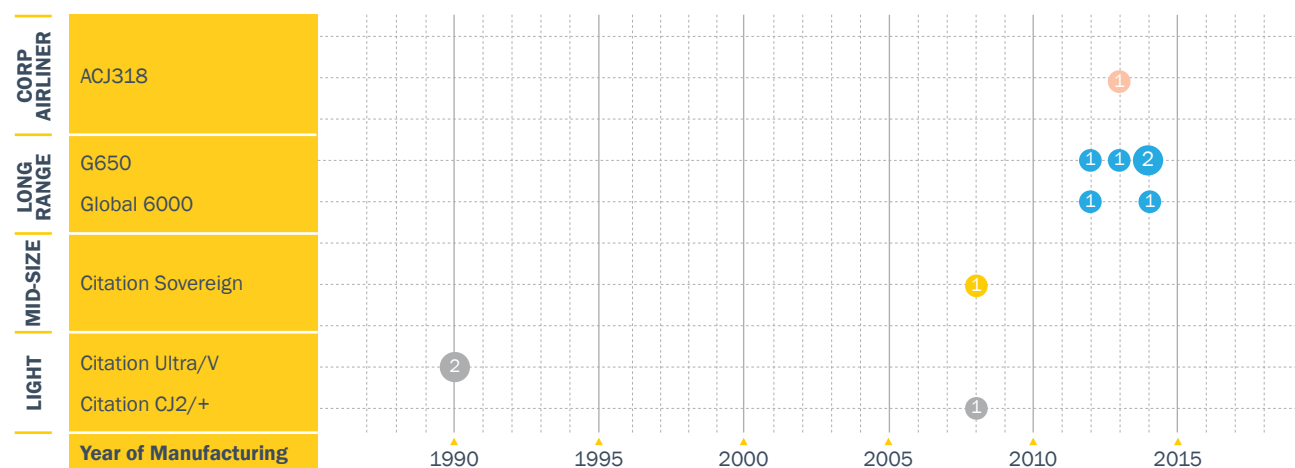
### Company Name

### Location

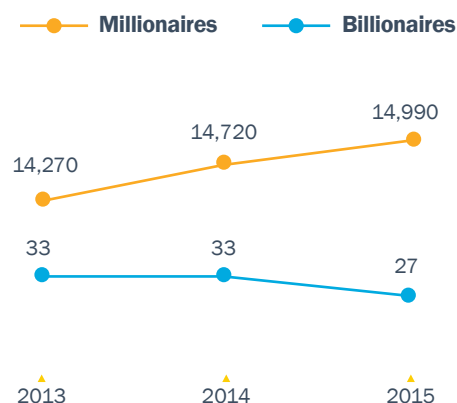
Japan Jet Charter  
Marubeni Aerospace Corporation

Tokyo  
Tokyo

## Age Distribution by Model



## High Net Worth Population



Source: WealthX and Knight Frank 2016 Wealth Reports

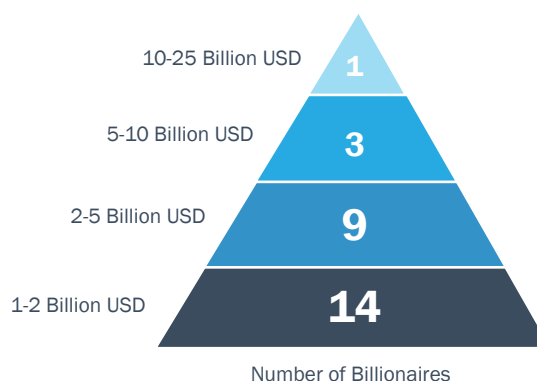
The local charter market offers 11 charter jets, 24% of the total business jet fleet in Japan. 64% of these jets are corporate or long range jets that were manufactured within the last five years. Cessna does particularly well in Japan, with the third largest fleet of charter business jets outside of Australia and India.

The main issues facing the Japanese charter market are a high costs of labor, high taxation, and a lack of business aviation-friendly regulations and facilities across major cities which create barriers for those wanting to enter the local market. Upcoming events including the Rugby World Cup in 2019 and the 2020 Olympics provide the country with opportunities and motivation to improve infrastructure to cater to business and general aviation (GA). It is essential that the industry finds a way to reduce costs substantially, so that the business jet charter market can develop further and become more competitive.

Because delays for landing permits and aircraft parking approvals vary depending on the type of general aviation operation, foreign-registered aircraft planning to operate in Japan should be aware of any trips to the country well ahead of time. As congestion at major airports can be considerable, it's recommended that all approvals be obtained as soon as a schedule is known. The Japan Civil Aviation Bureau (JCAB) requires a charter contract before processing of a charter permit. The contract must indicate the charter price and be signed by both the operator's representative and the customer (principal passenger).

- Permit lead times for International and Domestic sectors: For business 3 days (24 hours for executive passengers with an urgent business purpose); For leisure 10 days

## 2015 Billionaires: 27



### Chie Matsuoka – Marubeni Aerospace Corporation

#### What are the current trends of the business jet charter market in Japan?

New customers (including prospective customers) are increasing, including both business users and leisure users.

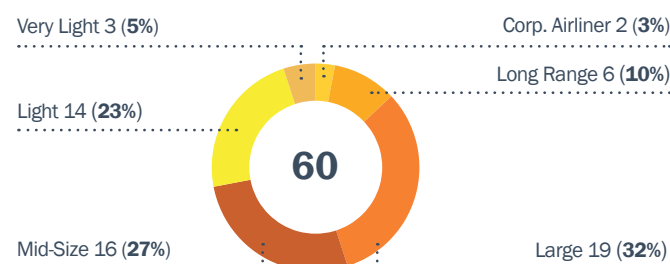
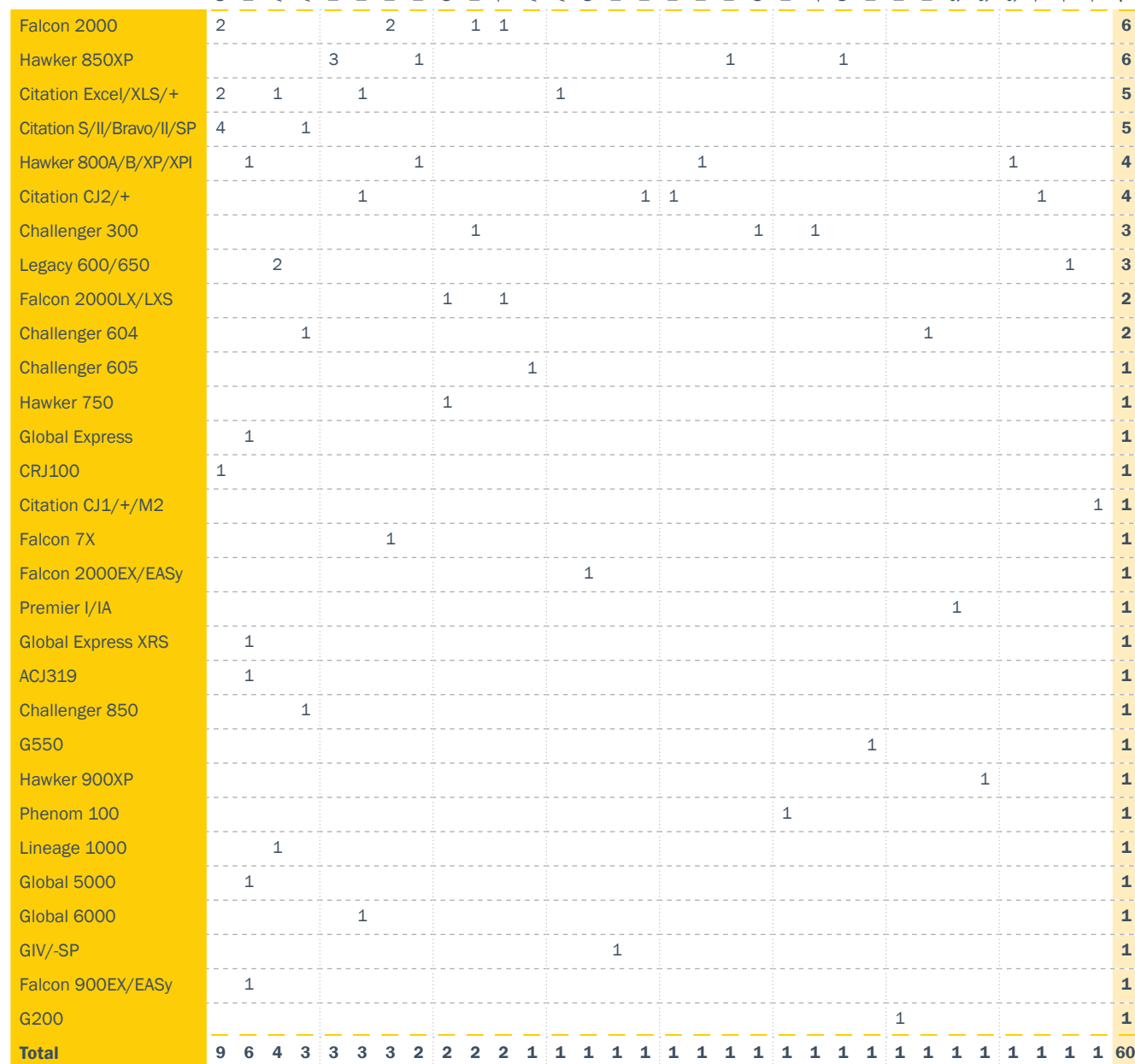
#### What are some of the main challenges the market in Japan faces?

A number of restrictions exist regarding operating business jets in Japan. In the charter market, one of the main challenge therefore is expanding the number of Japanese registered business jets for domestic operations.

There are only few JA registered business jets you can charter in Japan as only a few operators have their AOC for business jets. Japan Civil Aviation Board (JCAB) has set very strict requirements to issue the AOC for business jet operators, which should protect the market to expand for local registered charter aircraft.

One of the main reasons foreign-registered aircraft might hesitate to come to Japan is the permit process. Japan requires a number of documents to charter into the country. Limited slot/spot availability also continues to be an issue at the Haneda airport. JCAB has eased regulations for general aviation but it has not answered all the demands or requests from business aircraft operators.

### Breakdown by Size Category

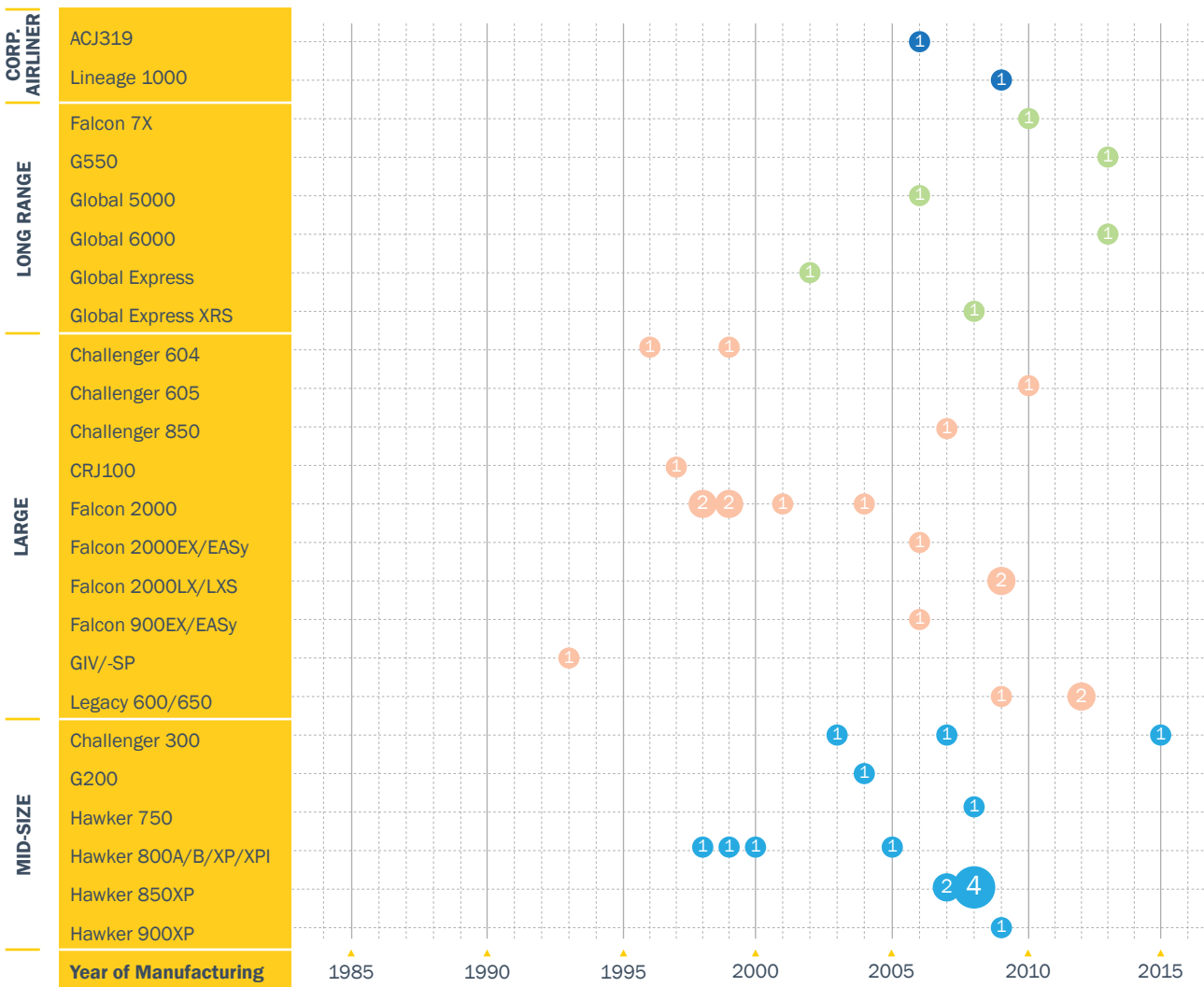
Registration  
Country

## Local Brokers

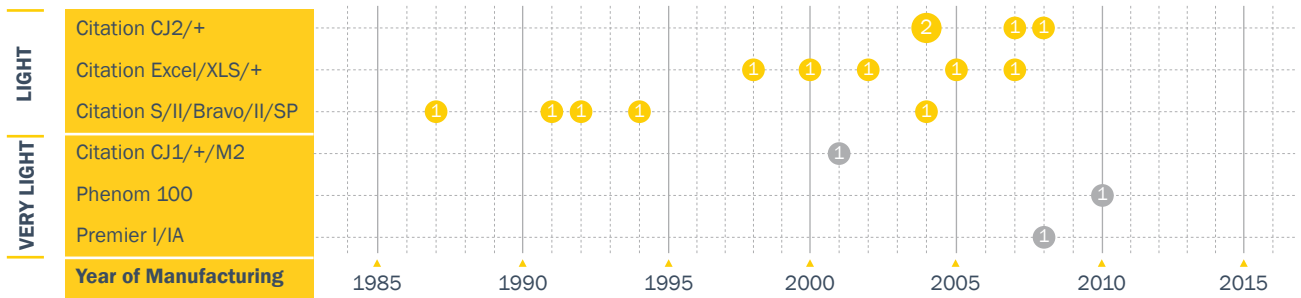
Company Name	Location	Company Name	Location
ACS India	Mumbai	Flying Machine	Mumbai
AeroSource	Bangalore	Foresee Aviation Private	New Delhi
Air Charters India	New Delhi	Hi Flying Aviation	Mumbai
Air Partner	New Delhi	Hunt & Palmer Air Charter India	New Delhi
Aircraft Search and Aviation Professionals	New Delhi	IFOS Aviation Services	New Delhi
Air Titan	Chennai	International Jet Charters	New Delhi
Akinos Flights	Hyderabad	Jet Set Go	Delhi
Aloft Aviation	Mumbai	JetSmart - IndJets India	Bangalore
AR Airways	New Delhi	Jettech Aviation	New Delhi
Arrow Aircraft Sales & Charters	New Delhi	K-Air	Kochi
Aurea Aviation	Mumbai	KuBase Aviation	New Delhi
BookMyCharters	Mumbai	Leo Air	Mumbai
Chapman Freeborn Airchartering	New Delhi	Nexus Flight Operations Services India	Mumbai
Commercial and Business Aviation Services	Bangalore	Quasaar Aviation	Gujarat
Daks World Aviation	New Delhi	Quick Aviation Services	New Delhi
Eagles Eyes & Atari Airways	New Delhi	*Simm Samm Airways	Mumbai
Excel Aviation Services	Delhi	Tanair Aviation Services	Delhi
Empire Aviation	Bangalore	Vision Aviation	New Delhi
Enthral Services and Aviation	Mumbai		

\* indicates operator doing charter brokerage business.

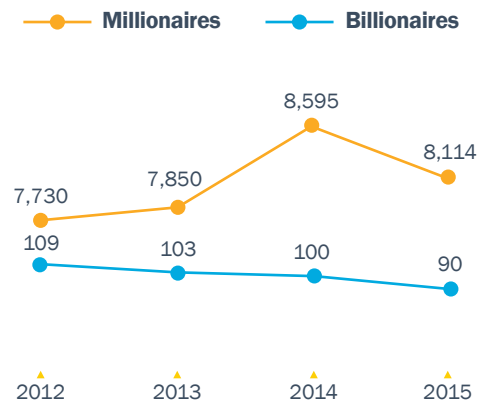
## Age Distribution by Model





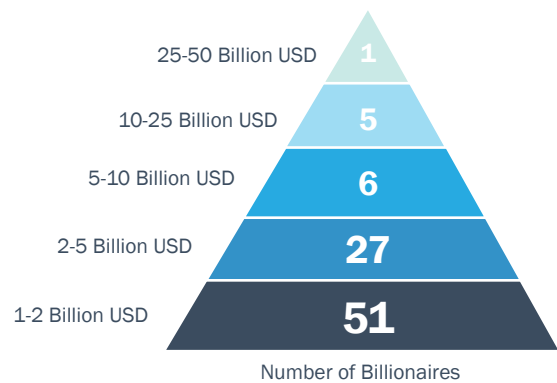


## High Net Worth Population



Source: WealthX and Knight Frank 2016 Wealth Reports

## 2015 Billionaires: 90



The Indian charter fleet is the largest in Asia Pacific, with 60 business jets (40% of India's total business jet fleet) operating locally. The fleet ranges in size with the majority in the large and mid-size and light categories. Manufacturers Hawker and Dassault's aircraft do exceptionally well in this charter market, with their largest charter fleets located within the country. The largest local charter operator is Club One Air with nine jets. There are also a large number of small operators offering only one aircraft which is the direct result of legislation that reduces import duties if an aircraft is imported for charter operations.

India has a strong potential for growth in the charter market as the new Indian middle/upper class wealth would benefit from dependable, easy-to-order, on-demand charter services. Unfortunately there are a number of obstacles standing in the way, with the biggest being the difficult regulatory environment which prevents any beneficial foreign investment from being made toward its business aviation charter market.

Foreign registered operators planning to land in India should be aware that flight planning requirements depend on where you're flying to and whether your destination is a civilian or military airfield. Lead times can be lengthy and operators should make sure they are aware of all rules. For example, a 15-20 day notice must be given to the authorities for any flights operating to military stations. Authorities are also strict with revisions, requiring a 6-8

hour notice for any changes in landing or overfly permits during business hours and an 8-10 hour notice for revisions outside of business hours. Frequent revisions in landing permits at military stations will not be permitted by authorities and the passenger count cannot be changed once it's approved. Foreign-registered aircraft are also not allowed to stay more than 14 consecutive days in India. A special permission to stay longer must be requested by the operator and obtained from the ministry. Aircraft carrying more than 15 passengers will be considered a tourist charter and a tourist charter clearance company has to be involved in order to obtain the permission from the ministry. This process can take up to one month.

- Landing permit lead time: 3 business days if the flight is originating from a non-PRC nation and 7 days if flight is originating from a PRC nation (China, Pakistan, Afghanistan, Iran, Iraq). This list may change at times per government assessment.
- Overflight/technical stop lead time: 1 business day for non-PRC flight origination and 3 business days when embarking from a PRC nation.

## Breakdown by OEM

Gulfstream 5 (28%)

Cessna 6 (33%)

18

Hawker 7 (39%)

## Breakdown by Size Category

Very Light 2 (11%)

Long Range 1 (6%)

Light 6 (33%)

18

Mid-Size 9 (50%)

## Charter Operators By Model

Registration  
Country

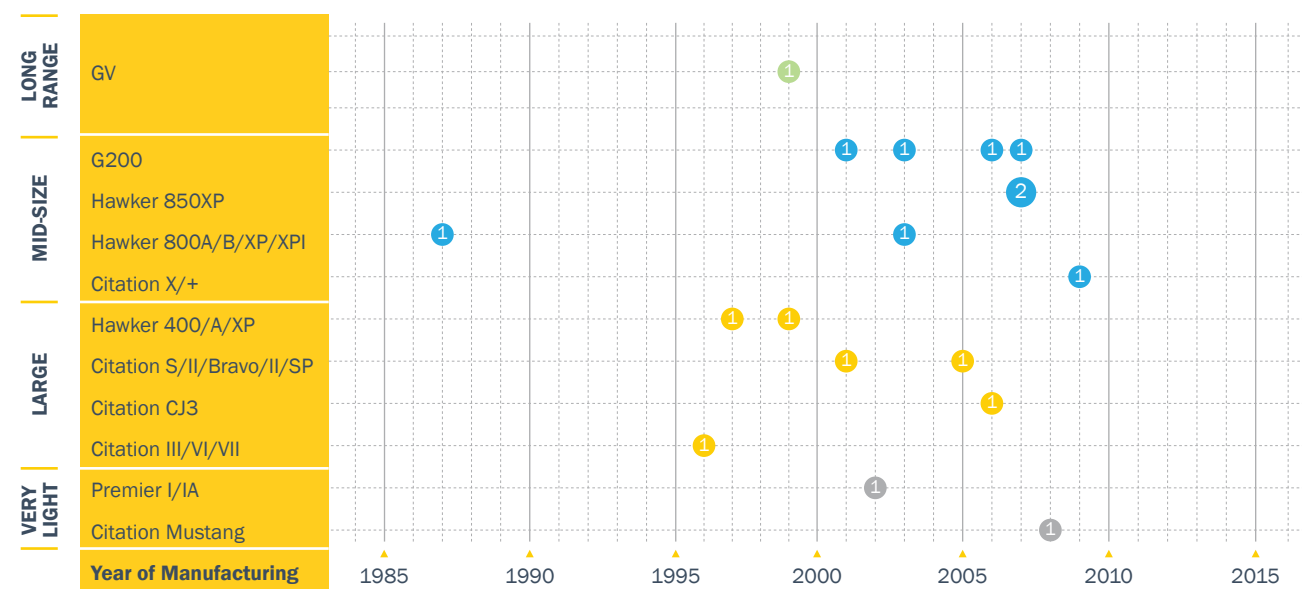
Thailand

	7	3	2	2	1	1	1	1	
	MJETS	AC Aviation	Advance Aviation	Siam Land Flying	H.S. Aviation	Kannithi Aviation	Thai Flying Service	VIPlets	Total
G200	2		2						4
Citation S/II/Bravo/II/SP	2								2
Hawker 400/A/XP		2							2
Hawker 800A/B/XP/XPI				1	1				2
Hawker 850XP		1		1					2
Citation Mustang								1	1
Citation CJ3	1								1
Citation III/VI/VII							1		1
Citation X/+	1								1
GV	1								1
Premier I/IA						1			1
<b>Total</b>	<b>7</b>	<b>3</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>18</b>

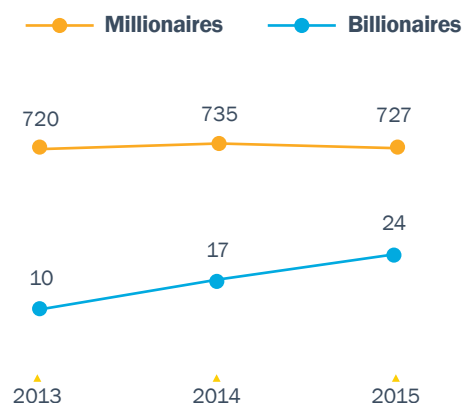
## Local Brokers

Company Name	Location	Company Name	Location
ASA	Bangkok	Orientskys Private Jets	Bangkok

## Age Distribution by Model

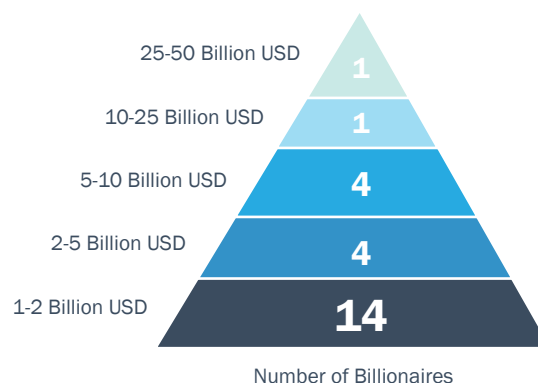


## High Net Worth Population



Source: WealthX and Knight Frank 2016 Wealth Reports

## 2015 Billionaires: 24



Of the 37 business jets based in Thailand, 49% (18) are available for charter, with 50% of those being mid-size jets including the G200, Hawker 850XP, and Citation X+. This market does not have any jets that were manufactured within the last five years, which may indicate a penchant toward practicality and awareness of pricing.

A number of the larger charter operations within Thailand have large corporation shareholder backers. MJets is under the publically-listed Minor Group and CP Group is behind Siam Land Flying. Despite government uncertainty in recent years, the private aviation market in Thailand has overall remained strong. However, since the beginning of 2014, the charter market has seen less demand originating from within Thailand. A 2015 International Civil Aviation Organization (ICAO) ruling putting the Thai registry under close scrutiny due to safety concerns has affected the local commercial charter operators. No new routes are being approved or aircraft are being allowed to fly to certain international destinations during this period, as local charter operators are put into the same category as low cost airline carriers. The government is not issuing any new operating certificates in the interim, which also applies to business jet charter operators.

Foreign-registered aircraft being chartered into Thailand should allow for plenty of lead time. Applications are made easy through the Automated Fixed Telecommunications Network (AFTN), fax, and e-mail but the Civil Aviation Authority of Thailand (CAAT) will not issue landing permit numbers without arrival or departure slot approvals and parking approvals. Operators should note that Chiang Mai International Airport (VTCC) and Phuket International Airport (VTSP) will not allow overnight parking, however passenger pickup and drop off is permitted. Don Mueang International Airport (VTBD) has a maximum parking time of 48 hours.

- Permit lead time: 3-5 days for landing permit, Overfly 2-3 days

### Jaiyavat Navaraj – MJets

#### What are the current trends in the business jet charter market in Thailand?

The business jet charter business in Thailand remains very flat given the belt tightening situation in the country. Actually charter levels are expected to be approximately 5% below last year's. However, the air ambulance business is growing around 40% over last year.

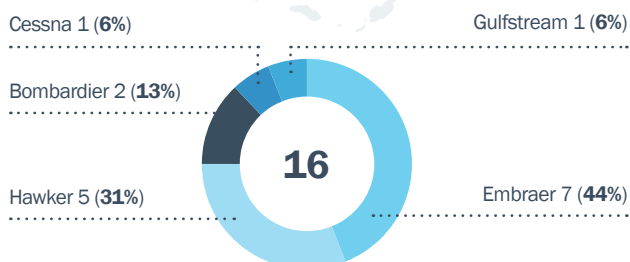
#### What are some of the challenges that keep the market from expanding?

The big challenges remain the unfriendly rules and regulations; the long leadtimes to get landing and overfly permits for many countries in this region; and the scarcity of experienced business jet pilots.

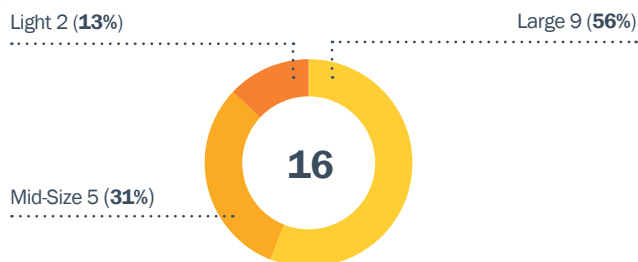
16

## INDONESIA

## Breakdown by OEM



## Breakdown by Size Category



## Charter Operators By Model

Registration  
Country

	Indonesia									
	Premiair	Enggang Air Service	Jhonlin Air Transport	Lionair	Airfast Indonesia	Indonesia Air	Nusantara Air Charter	Transwisata Air	Travira Air	Total
Legacy 600/650	4	1			1	1				7
Hawker 900XP			2	2						4
Challenger 600/601							1			1
Citation III/VI/VII		1								1
Phenom 300	1									1
GIV/-SP								1		1
Hawker 800A/B/XP/XPI									1	1
<b>Total</b>	<b>5</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>16</b>

## Local Brokers

Company Name

Location

ASA PT

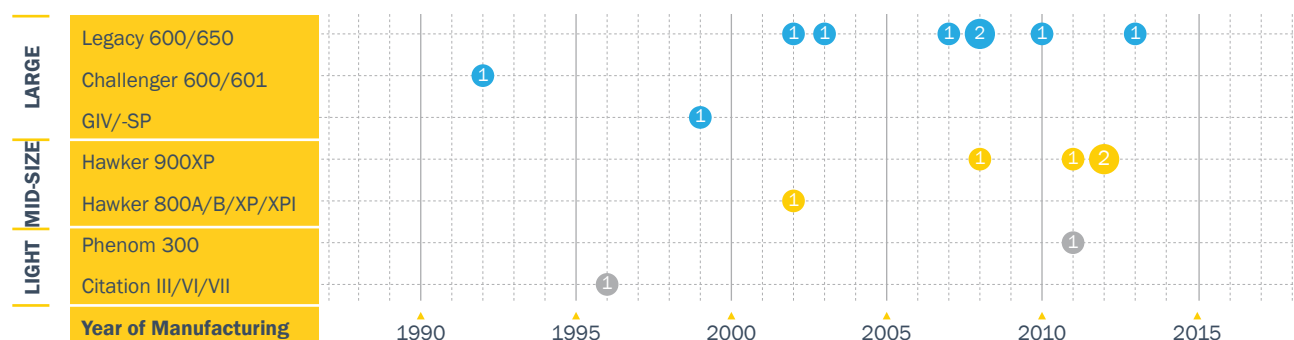
Jakarta

\*Javajet Asia, PT

Jakarta

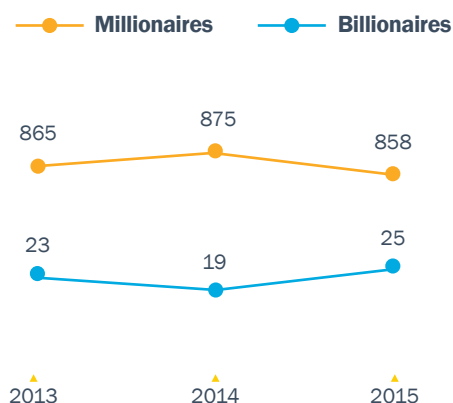
\* indicates operator doing charter brokerage business.

## Age Distribution by Model





## High Net Worth Population



Source: WealthX and Knight Frank 2016 Wealth Reports

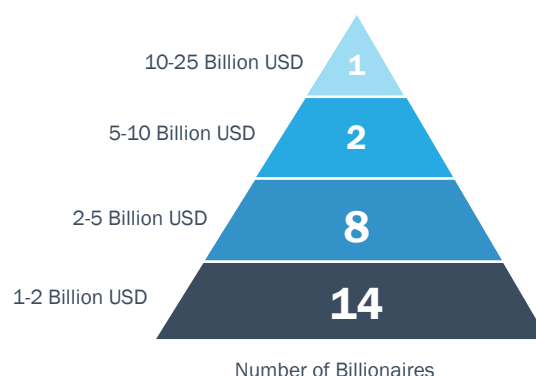
In the last few years, Indonesia has gone through political change that has affected business aviation in the country. The local industry faces a number of issues including infrastructure, safety, and in the overall inflexibility of operating in business aviation. Two airports in Indonesia handle the majority of general aviation flights: Bandara Halim Perdanakusuma (WIHH) and Soekarno-Hatta International (WIII), with Denpasar International (WADD) in Bali also handling an increasing amount of traffic.

With 53 business jets based in the country, 16 (30%) are chartered out commercially. Premiair is the largest operator with 5 charter jets in its fleet, all of which are Embraers. Indonesian charter market favors newer aircraft, in the large to mid-size range.

Operators, with foreign-aircraft, expecting to travel to Indonesia should be aware of the legal decree passed by the Indonesian Government in October 2015. The ruling enforces very restrictive overfly cabotage rules for any foreign-registered aircraft. This essentially prevents any charter, or even private business aircraft operator, from conducting any domestic flight within Indonesia unless they are domestically (PK) registered. Operators would need to fly to another country (e.g. Singapore) before returning to their next stop in Indonesia, or charter with a locally registered aircraft. Consequently, there is an increased demand for local charter solutions with higher local charter costs. However, the entire impact of this decree has yet to be fully assessed.

- Permit lead time: 3 days for landing and overflight

## 2015 Billionaires: 25



### Wando Surtpto – Javajet Asia

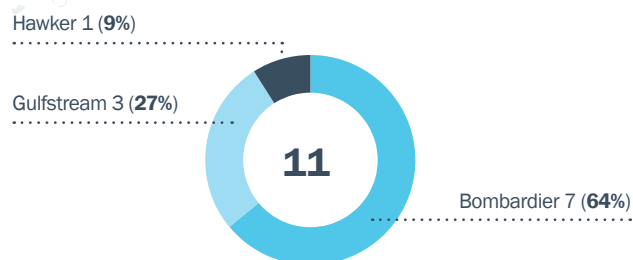
#### What are the current trends of the business jet charter market in Indonesia?

Business is relatively slow in the country. The trend is that most charter aircraft owners are selling their jets, though a couple of them are actually upgrading their jets. After the Indonesian government issued a decree forbidding foreign-registered aircraft from flying within the country, local operators have seen their business double and even triple.

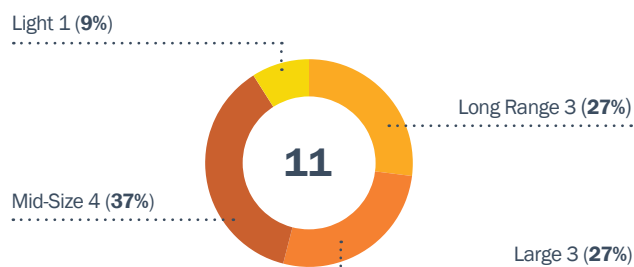
#### What are some of the main challenges the Indonesian business jet charter market faces?

The business climate isn't great, although we are seeing an upward trend. The new government is now 1.5 years into term and starting to take shape. Money is being put into infrastructure spending and not so much on consumption. A few other challenges are impacting this market: operators charging domestic and international flights 10% VAT, the lack of long range aircraft, a high hourly price (which is 25% higher than other countries in Asia) and an EU ban. Many Indonesian charter operators are banned by the EU, which does not allow the aircraft to fly into EU countries. Consequently, some European customers are reluctant to fly on Indonesian planes.

## Breakdown by OEM



## Breakdown by Size Category



## Charter Operators By Model

Registration  
Country

- Australia
- USA
- Malta
- Hong Kong
- Luxembourg

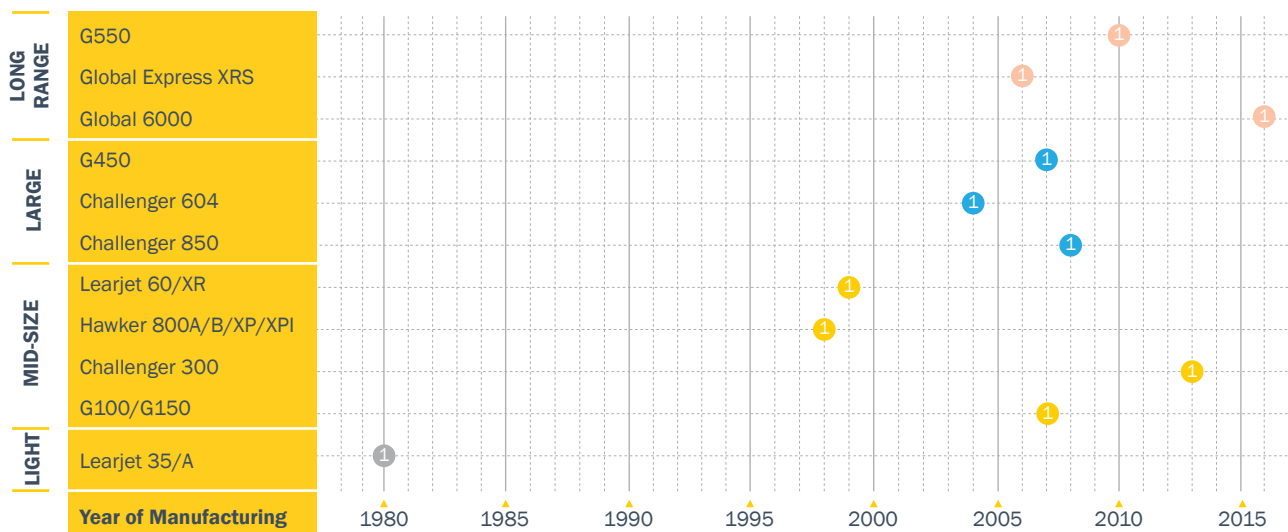
	Chiron Flight Services	Pacific Flight Services	Vista Jet	Asia Pacific Jets	CareFlight Group	Luxaviation	TAG Aviation Asia	Zetta Aviation	Total
Global Express XRS								1	1
Challenger 300						1			1
Learjet 35/A	1								1
Challenger 604					1				1
Global 6000			1						1
Challenger 850			1						1
Hawker 800A/B/XP/XPI				1					1
G100/G150		1							1
Learjet 60/XR	1								1
G450							1		1
G550		1							1
<b>Total</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>11</b>

## Local Brokers

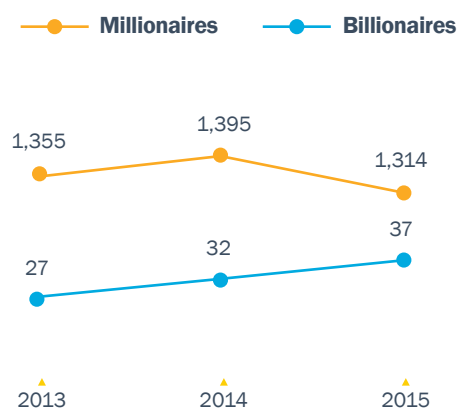
Company Name	Location	Company Name	Location
ASA Group	Singapore	*Hawker Pacific Aircraft Charter	Singapore
Air Partner	Singapore	Myjet Asia	Singapore
Asia Corporate Jet	Singapore	Sing-Jets	Singapore
Chapman Freeborn Airchartering	Singapore		

\* indicates operator doing charter brokerage business.

## Age Distribution by Model

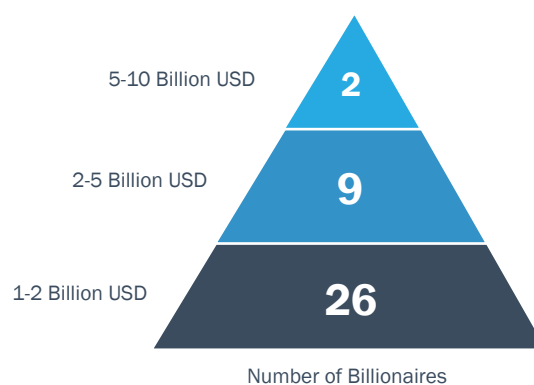


## High Net Worth Population



Source: WealthX and Knight Frank 2016 Wealth Reports

## 2015 Billionaires: 37



Of the 65 business jets in Singapore, 17% (11) of those are used for chartering. The mid-size, large, and long-range categories make up over 91% of this fleet, suggesting a need to fly mostly long distance.

Renowned for hosting major events including the Singapore Grand Prix - F1 and the ATP Women's Tennis Finals, Singapore has a number of interested clientele who enjoy hassle-free block charter programs to accommodate their annual charter needs. All business jets based in Singapore are foreign-registered, as the local aviation registry caters more to commercial aviation.

There are two full-service airports available for general aviation: Singapore Changi (WSSS) and Singapore Seletar (WSSL). While Changi, an international airport, has substantially more commercial traffic than Seletar, it does not have a curfew. The Seletar airport

has restrictive hours, with runway closures occurring between 0001-0700 local time on the first Saturday of every month and between 0001-0200 local time every Wednesday and Saturday.

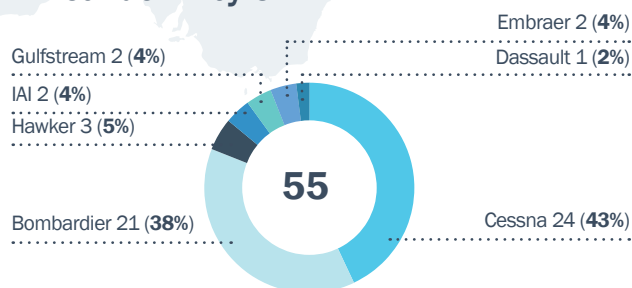
- Landing permit lead time: 7 working days
- Overflight permit lead time: 2 working days



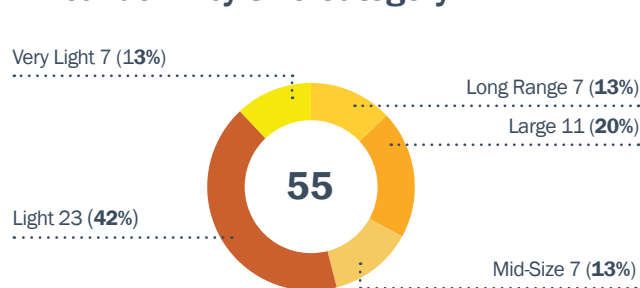
55

## AUSTRALIA

## Breakdown by OEM



## Breakdown by Size Category



## Charter Operators By Model

Registration  
Country

Australia

USA

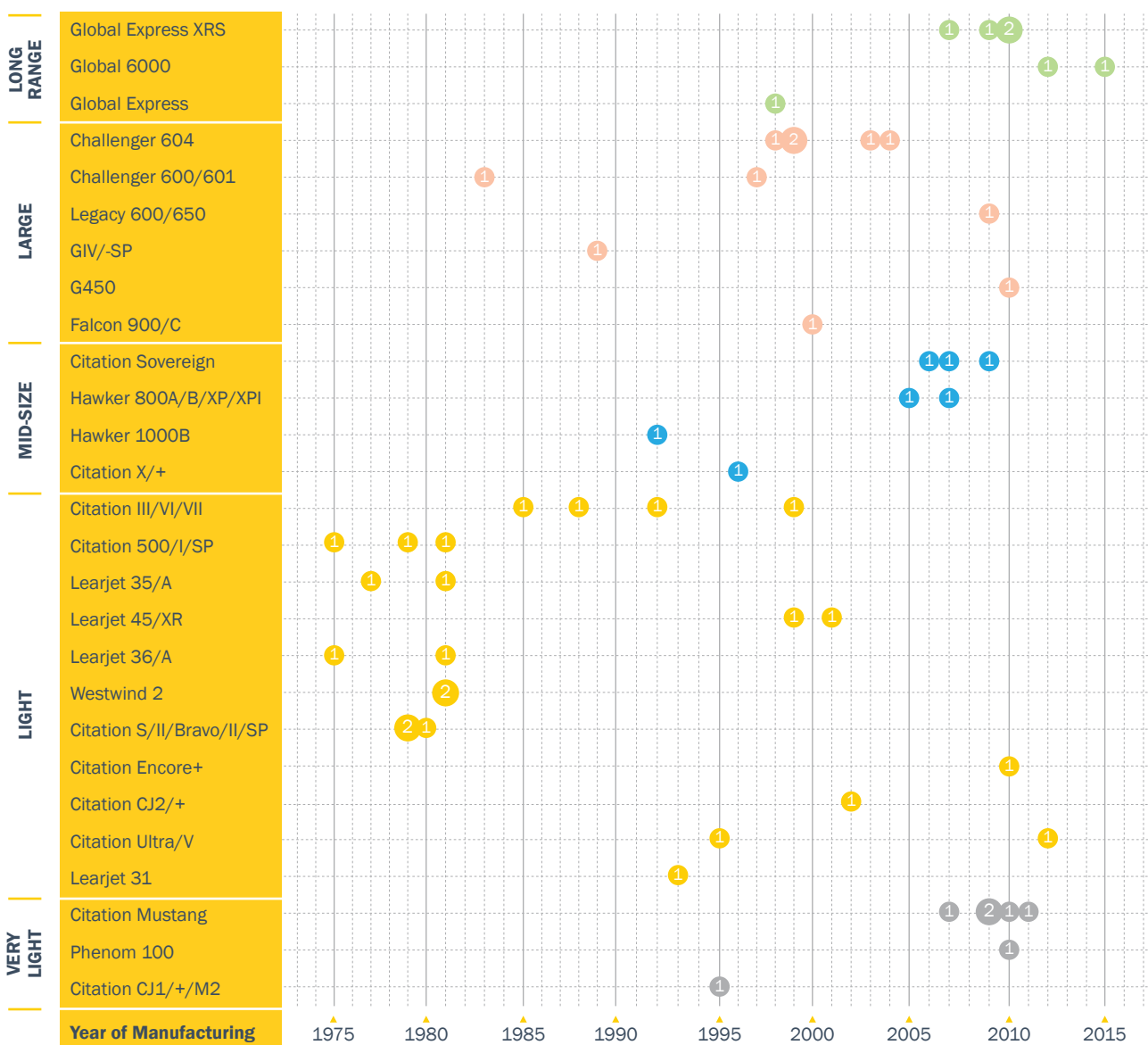
	8	6	5	5	4	4	3	3	2	2	2	2	1	1	1	1	1	1	1	1	
	ExecuJet	Flight Options	Australian Corporate Jet Centres	Pel-Air Aviation	Maxem Aviation	Revesco Aviation	Air National Australia	Edwards Aviation Australia	CareFlight Group	Business Aviation Solutions	Shortstop Jet Charter	Southern Cross Jets	AustAir Jet	Australian Air Services	Avwest	Capital Jet Resources	Erceg Aviation	Executive Airlines	Jet City	SCT Logistics	Skypac Aviation
Challenger 604	3						1			1											5
Citation Mustang		3															1				1
Citation III/VI/VII	1	1						1		1											4
Global Express XRS	4																				4
Citation 500/I/SP			1										1	1							3
Citation Sovereign			1															1		1	3
Citation S/II/Bravo/II/SP		1			1	1															3
Challenger 600/601					1	1															2
Citation Ultra/V		1	1																		2
Global 6000							1								1						2
Hawker 800A/B/XP/XPI			2																		2
Learjet 35/A				2																	2
Learjet 36/A				2																	2
Learjet 45/XR									2												2
Westwind 2				1												1					2
Citation CJ1/+/M2								1													1
Citation CJ2/+								1													1
Citation Encore+					1																1
Citation X/+																		1			1
Falcon 900/C					1																1
G450												1									1
GIV/-SP						1															1
Global Express							1														1
Hawker 1000B										1											1
Learjet 31										1											1
Legacy 600/650											1										1
Phenom 100						1															1
<b>Total</b>	<b>8</b>	<b>6</b>	<b>5</b>	<b>5</b>	<b>4</b>	<b>4</b>	<b>3</b>	<b>3</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>55</b>

## Local Brokers

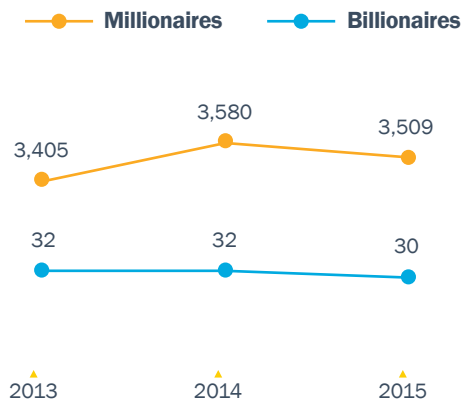
Company Name	Location	Company Name	Location
Adagold Aviation	Brisbane/Cairns	*Hawker Pacific Aircraft Charter	Bankstown
AERgo International	Brisbane	Hunt & Palmer	Arundel BC
Air Charter Service Australia	Sydney	Independent Aviation	North Cairns
Aircharter Network	Miranda	JetCorp Australia	Sydney
Altitude Aviation	Sydney	*NavAir (Skypac Aviation)	Sydney
AusCharter Aviation	Casuarina	Princejets	Carlton
Avmin Air Charter	Brisbane	Quintessentially Australia	Melbourne
Blue Sky Solutions	Pymble	RexJet Executive Charter	Mascot
Business Jet Charter	Melbourne	*Shortstop Jet Charter	Essendon
Chapman Freeborn Australia	Essendon North	Skypac Aviation	Bankstown
*Global Jet International	Bilinga		

\* indicates operator doing charter brokerage business.

## Age Distribution by Model



## I High Net Worth Population



Source: WealthX and Knight Frank 2016 Wealth Reports

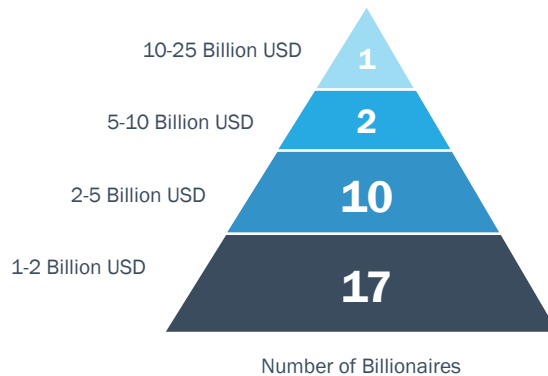
Australia is the third largest jet charter market in the A-P region, behind India and China, with 55 business jets available for charter. This market favors the light and very light size categories, indicating that charter is used primarily for travel within the country. Manufacturers Cessna and Bombardier remain the top charter jet OEMs in the country and both have their largest charter fleet throughout the region in Australia.

The bulk of Australia's charter market demand stems from tourism. Chartered aircraft shuttle up and down the coastal cities and 'island-hop'. They also serve the entertainment industry outside of business and tourism requirements. In the past, growth in the local market was driven by the commodities boom, fueled by the export of natural resources to China. With this sector on the decline over the past two years, business activities levels and correspondingly business jet utilization levels have begun to drop. Consequently, more aircraft are being made available for charter as owners try to defray more operating costs thus increasing the overall charter fleet size and impacting the industry overall. Sydney, Brisbane, Perth, and Cairns dominate the charter demand destinations.

Operators planning on traveling to Australia, with a foreign-registered aircraft, have their choice of a number of full-service airport locations. Peak periods of commercial airline operations should be considered when handling a charter. Australia's Transportation Security Program (TSP) requires commercial and charter flights to submit a TSP for approval to Australian Department of Transportation and Infrastructure. This demonstrates that the operator maintains a high level security management and can take up to 60 days, although it is often done in a couple of weeks.

- Permit lead time up to 7 days for foreign registered aircraft. Much quicker for Australian aircraft.
- Landing restrictions: Operators wishing to operate a charter service to an airport other than Adelaide, Brisbane, Cairns, Darwin, Melbourne, Perth, Sydney, or Gold Coast may need approval from Customs, Immigration, Health and Quarantine authorities.

## I 2015 Billionaires: 30



### Shane Bassett – Hawker Pacific

#### What are the current trends of the business jet charter market in Australia?

The past 12 months has seen a significant shift from the small to mid-size cabin requests to the super mid/heavy cabin charter requests. Also more requests have been received for international destinations including Tahiti and regions in Japan and Indonesia. Generally, Sydney remains the most popular port for arrivals and departures and Hawker Pacific's Sydney FBO has seen an increase in international and domestic movements for the heavy and ultra-heavy cabin aircraft in the past 12 months. There is a steady demand for international artists from the entertainment industry who will travel to Australia commercially and then transfer to a business jet for the national tours including New Zealand.

#### What are the main challenges the market in Australia faces?

The ongoing challenges in the Australian region remains the geographical distance between domestic and international ports. The small population of Australia and the negative local public perception of business travel, deter the use of private charter for many corporate and government officials.

Between 2003 and 2012, Australia experienced one of the largest mining booms in its history. This provided significant growth towards the Fly in Fly Out (FIFO) sector to these remote geographical locations by independent charter companies. High demand for these types of services during the boom saw major domestic airlines begin servicing these remote locations, and some smaller charter companies could not compete.

Today, with the mining boom behind us, demand has decreased significantly domestically and charter operators place a larger reliance on international customers. Companies, like Hawker Pacific, are diversified enough to support and attract international customers where charter is a more mainstream form of transport.

6

## MALAYSIA

Of the 49 business jets in Malaysia, there are only six used for business jet charters and Berjaya Air operates the only Malaysian-registered jet — a Bombardier Challenger 300. Given just this one locally registered aircraft, grey chartering of locally-based foreign private business jets seems to be unofficially tolerated. Consequently, legitimate charter operators have difficulty competing with the ad-hoc availability and 'friendly' prices from these private aircraft owners, thus depressing charter business opportunities in Malaysia.

Foreign-registered charter flights into Malaysia are non-scheduled flights, consequently making them Inclusive Tour Charter (ITC). This allows the aircraft to arrive and disembark passengers, however an itinerary is required and authorities may ask for proof of accommodation.

- Permit lead time: 72 hours

5

## TAIWAN

Taiwan has a relatively small charter market, with five jets available for charter — making up 20% of the local business market. The majority of these are in the large and long range size categories. Of these operating in the local market, all are Taiwan registered.

Operators should be aware of the cabotage rule between Taiwan and China that does not allow foreign registered charter flights to operate between the two locations, meaning if a flight is scheduled between China and Taiwan a third stop would be needed (likely in Hong Kong, Macau or Jeju). Additionally, Non-Taiwanese registered aircraft cannot operate domestically within the country if there are passengers, cargo, or mail onboard. However, ferry flights are permitted between domestic points in Taiwan. Popular business stops in Taiwan include Taipei (RCTP), Kaohsiung (RCKH), and Taipei Songshan (RCSS), with RCTP being the most popular destination for general aviation operations.

- Permit lead time: 72 hours

## Edward Lin — Win Air Business Jet

## What are the current trends in the business jet charter market in Taiwan?

The local market is growing, with an increasing interest from all clientele including the entertainment industry, those living within the country, and from international clients in Hong Kong.

## What are some of the challenges that keep the market from expanding?

There are a few issues that make the market difficult for operators. This includes grey chartering, which makes it difficult to offer competitive pricing. In turn, utilization hours can be challenging to maintain. Costs involved with maintaining an aircraft may then be difficult when utilization hours are not met.

3

## NEW ZEALAND

New Zealand has one of the smallest business jet fleets in the region. There are just three charter jets based in the country, all of which are locally registered.

Foreign-registered aircraft wanting to operate within the country should be aware of the following:

- Permit lead time: 3 business days
- Cabotage rules: same passengers (or less) in and out
- Multiple stops restrictions: Under Civil Aviation Rule (CAR) Part 129: Every charter operator not based in New Zealand conducting

international air transport operations (the carry of passengers or goods for hire or reward) of more than:

- 2 take-offs or landings within New Zealand in any consecutive 28-day period
- 8 take-offs or landings within New Zealand in any consecutive 365-day period

is required to hold a Foreign Air Operator Certificate (except in case of medical emergencies).



4

## PHILIPPINES

The Philippines has a small business jet charter market, with only four jets available for commercial charter. At this time, there are one Bombardier Challenger 605, a Dassault Falcon 50 and an IAI Westwind 2, available through Aviation Concepts. A Dornier 328 Jet is also available through Platinum Skies Inc. Two Philippine-registered Westwind II aircraft are also available for medical flights.

Manila's Ninoy Aquino International Airport (RPLL) is the most popular business destination for the country, complete with a 24-hour Customs, Immigrations, and Quarantine (CIQ). However, recent plans by the new government to ban general aviation (non-scheduled, non-airliner aircraft) from the Manila airport (NAIA) are getting underway. Private jet parking at NAIA is adding to growing congestions at the airport. Operators will need to consider landing in Sangley, Clark or Subic airport instead.

Landing and overflight permits are mandatory for all charter operations, including foreign-owned aircraft, and it is important to note that for all landing permit requests – with the exception of tech stops – a local business contact must be provided. During the application process, operators must provide an abstract of the charter agreement including names and address of the operator, a description of the purpose of the operations, type of aircraft, rates, and a passenger manifest stating the relationship of passengers to each other and to the charter operator. A Civil Aeronautics

Board entry and exit fee of 18,907 PHP must be filed at the time of applications.

- Permit lead time: 3-5 days

### Maximilian Motschmann – International Jet Management Asia Ltd.

#### What are the current trends of the business jet charter market in the Philippines?

The charter market in the Philippines is moving slowly because of existing restrictions in Manila and new initiatives to move GA out of the airport. But alternative solutions are being put together via Clark and helicopter transfer.

#### What are some of the main challenges the market in the Philippines faces?

The major challenge right now is congestion at airports in Manila, Cebu, as well as Kalibo in Boracay. This is snuffing out any growth.

3

## SOUTH KOREA

Most business jet charters in Korea are performed for the country's top companies or chaebols. In recent years, several new charter companies have begun operations in the country. However, ground handling services are expensive.

There are three business jets performing commercial charters in South Korea. The only official charter operator – Korean Air – operates one Boeing BBJ and one Bombardier Global Express. Hanseo University also operates a Cessna Citation CJ1+.

Foreign-registered aircraft operating in South Korea should be aware of the following:

- Permit lead time: 72 hours

### S.D. Lim – Korea Business Air Services Co. (KBAS)

#### What are the current trends of the business jet charter market in Korea?

Charter demand in Korea is increasing and the industry is moving to address this. However, there is still no specialized charter company established in Korea as of yet – so no local players.

#### What are some of the main challenges the market in Korea faces?

Two of the main issues the charter industry faces in Korea are inconsistency and unreliability, which is very harmful to short term and midterm opportunities. Charter companies that are active in Korea haven't maintained their marketing efforts or they have overstated their capabilities which has harmed perceptions of the overall industry.

# JET CHARTER MEMBERSHIPS

Business Jet charter memberships have long existed in America and other European countries. As different companies structure their services around membership packages, more variety of choices are available for customers to choose from. The current leader globally is NetJet's Marquis Jet Card, which charges just over \$100,000 for 25 hours of flight time.

There are several advantages of having a jet charter membership. Once a program is chosen, it allows users the freedom from choosing from a variety of providers for each trip. Services are provided with guaranteed annual contract rates. The booking process is convenient, since there is only one number to contact and flight availability is guaranteed, with some contractual restrictions. Some cards may even offer added benefits including meals, upgrades, or a larger aircraft with a pre-arranged interchange rate.

Along with the rise of popularity of charter services in Asia, charter programs have become more common. Hence in this section, we present an overview of nine memberships programs which offer a range of benefits to their members across the Asia-Pacific region.



## Asia Jet

Hong Kong ([www.asiajet.com](http://www.asiajet.com))

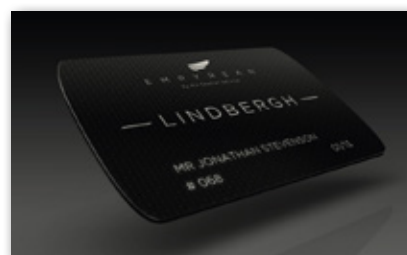
Established in 2008, Hong Kong-based Asia Jet is a full-service company which offers on-demand aircraft charter, Jet Card membership, consultancy and aircraft management services. Both the Black Card and Corporate Card offer access to the entire Asia Jet and global network fleet, with at least three Gulfstream G200/G300 dedicated for card members at preferential prices, as well as priority on availability, fixed hourly rates and discounts for qualifying round trips and additional savings through affiliated partners. The Black Card entitles members to a 5% hourly rate discount and up to 40 flight hours on a Gulfstream G200. Corporate Card members have additional perks including a 7.5% hourly rate discount at up to 80 flight hours on a Gulfstream G200. Corporate Card members also have further priority on availability and empty legs. The membership fee is a one-time payment in USD at purchase.



## Air Charter Service

Hong Kong ([www.aircharter.com.hk](http://www.aircharter.com.hk))

Founded in 1990 in the UK, Air Charter Service (ACS) is now responsible for 10,000 charter contracts a year. As a result of access to over 50,000 aircraft worldwide, global procurement, and local market knowledge, the company is able to provide efficient and bespoke air charter solutions. Showcasing an unparalleled level of service, ACS offers the Lindbergh Card — a pre-paid jet card that allows you to fly anywhere in the world on almost any aircraft you desire. Developed by the company's jet card division, Empryrean, this card offers clients the ability to travel anywhere in the world at any time through a one-line e-mail. With money held in a trust account, there are no strict timeframes for usage and investment is fully refundable at any time. With its competitive hourly costs and increased flight times, the Lindbergh Card offers regular flyers a greater amount of freedom in the skies. All deposits are paid up front.





## Deerjet

China ([www.deerjet.com/charter](http://www.deerjet.com/charter))

Business aviation company Deer Jet, headquartered in China, is a pioneer of charter flight services. Since its inception in 1995, Deer Jet has expanded its jet fleet to 54 aircraft of which 14 are available for charter, making it the largest charter fleet in the Asian-Pacific region.

Deer Jet offers three types of charter cards: Feixiang Card, Youxiang Card and Aoxiang Card. The flight hours included are 10, 25 and 50 hours respectively. The hourly rate is based on a G550, but is exchangeable proportionally to use a Hawker, G450, BBJ or ACJ aircraft. Youxiang Card and Aoxiang Card memberships offer the chance to exchange hours for use of an Artemis yacht. These members are also entitled to enjoy a one-year Global Medical charter rescue service. All membership fees are to be paid in full at the moment of purchase. It has no term of validity and is transferrable to others. Upfront payment is required, in RMB.



## JetSetGo

India ([www.jetsetgo.in](http://www.jetsetgo.in))

India's first online private jet and helicopter charter marketplace, Jet Set Go, offers no hidden costs and only net prices. Memberships are exclusive, without nationality restrictions, requiring an invitation by the company for those who use on-demand services of at least 50 hours during a six-month period. Once clients are accepted into this program, they are entitled to concierge services, free empty leg seats, the same dedicated cabin crew for every flight (regardless of destination), and heavily reduced rates. No fee is required for this membership and clients are treated to complimentary transport services when flying commercial. To qualify as a member, 100 hours of charter flights have to be utilized within a year. Members have access to 32 aircraft and of those, 11 are exclusive.



## L'Voyage

Hong Kong ([www.lvoyage-aero.com](http://www.lvoyage-aero.com))

Recognized as Asia's fastest-growing private jet charter consultancy with up to 200% growth in 2014, L'VOYAGE offers charter services through on-demand and a membership program. The company has access to a range of aircraft from light jets to VIP airliners and arranges around 3000 hours of chartered flights per year.

For its membership program, the hourly rate for jets is based on the Challenger 605 and is contingent on aircraft location, operator, and owner. Two Global 6000 and a Global Express are dedicated to charter and membership. Members can choose a different aircraft at a fixed rate, including a Global Express, Global 6000, Challenger 300 and Gulfstream G450. All membership deposits are paid up front in USD and are fully refundable. Membership flights can be booked easily with an SMS, email, or voice call and all members are entitled to a 24/7 concierge service.



## Powerfly

India ([www.powerfly.in](http://www.powerfly.in))

Exclusive jet card membership program Power Fly offers clients a versatile fleet of business aircraft including jets, helicopters, and turboprops. Through three different programs — Silver, Gold, and Platinum — members are assured access to 14 aircraft of Deccan and other partners. Clients can choose to buy-in for 12-18 month periods, depending on their tier. Payments are made as per the client's usage requirements and an advance/deposit is paid (in Rupee) with values specific to their respective membership tier.





## Sino Jet

Hong Kong ([www.sinojet.org](http://www.sinojet.org))

Business jet management company, Sino Jet, offers 24/7 flight support for tailor-made itineraries. All flights include ground transportation and accommodation arrangements, as well as fine cuisines and vintage wines provided by five-star hotels.

Sino Jet offers two types of membership: 50 hours and 100 hours. The 100 hours' membership provides further discount to customers. Although block hours are relatively inexpensive, additional charges include airport ground service, onboard internet, satellite phone and meals. Sino Jet operates 28 aircrafts, including three Legacy 650s which are available for block hour charter clients. Full payment is required upon purchase, in USD.



## VistaJet

China, Hong Kong ([www.vistajet.com](http://www.vistajet.com))

Global leader in business aviation, VistaJet – founded in 2004 – operates a wholly-owned, young fleet of over 65 Bombardier Global and Challenger business aircraft. Through a program membership, clients enjoy tailored services at an all-inclusive and fixed hourly rate. Membership also guarantees availability of an aircraft with 24-hour notice, flying to any location (deemed safe). A Member Service team is available round-the-clock to take care of all aspect of flights. The membership fee is a one-time payment when purchased.





# CHARTER MOBILE APPS

Internet technology impacts all aspects of our lives, making certain elements easier, faster, and more accessible. These days that includes chartering a business jet. Mobile applications are the latest technology to hit the charter market offering convenience for both operators and consumers. Customers now have easy access to arranging their trips anywhere and at any time.

Users can expect to see two different types of charter mobile applications. There are those developed by the operators themselves which provides a direct charter service via a mobile application but also helps expand their customer base. Then there are apps developed by charter brokers, which are the most common. Brokers typically build their apps by establishing partnerships with charter operators, thus building their "fleet" and making consumers trust their safety ratings, customer service quality, and professionalism.

ASG downloaded 34 mobile apps that offer business jets charter services and tried each one to find out its capabilities in Asia and to experience the merits and weak points of each app.

In the end, there were only two apps in Asia that allow users to book a trip online and pay for the transaction online. These are Super First Class in China and JetSteals in India. Super First Class, which only functions in Chinese, provides only empty legs online. Government payment limitations only allow clients to pay 20,000 RMB or less via UnionPay and 50,000 RMB or less via Alipay or WeChat (two popular e-payment platforms in China). The mobile app JetSteals similarly provides domestic empty legs online, which the company hopes to expand to international charter in the future. This app allows clients to pay online through five different methods including credit card, debit card, net banking, cash card and mobile payments.

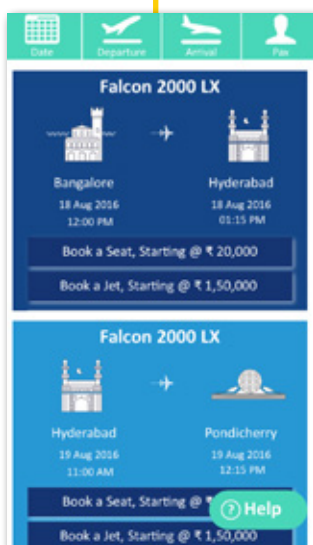
This result illustrates the challenges facing charter apps in Asia. In order to be able to book online, apps require a live feed as to an aircraft's schedule and hence availability. Most operators in the Asia-Pacific region lack this ability or the sophisticated system to provide this. Also the available charter fleet in the Asia-Pacific region is

very small relative to the size of the region. And this fleet is even smaller if you consider only the dedicated charter aircraft as available for an online app. ASG estimates that a majority of the so-called charter fleet in the Asia-Pacific region are actually owner aircraft, only partly available for charter and subject to "owner's approval" before confirming a charter flight. Last but not least, the 3<sup>rd</sup> party costs associated with business jet flying in the Asia-Pacific region are extremely high (more than the aircraft flight costs) and vary dramatically destination to destination. All these issues make a region-wide, online charter "booking" platform extremely challenging, if not impossible.

Examining the other category of charter apps – so not the apps that allow users to start and finish a charter transaction online – we have the mobile apps developed by brokers. These require clients to send a quote, after selecting the itinerary. Clients then need to wait for a return call from the app's service center to confirm the order. While this can be more convenient than calling a service center directly, it does not provide instant results and service centers may prioritize direct calling over enquiries from their mobile applications. Also having a service center within the Asia-Pacific region itself would be a huge benefit.

In this category, there are only 2 mobile apps that have branches within the region. Air Charter Service (ACS) has 18 branch offices worldwide, including Beijing, Hong Kong, Mumbai and Tokyo, while Vistajet has offices located in Beijing and Hong Kong.

## Applications allowing online transactions



## JetSteals

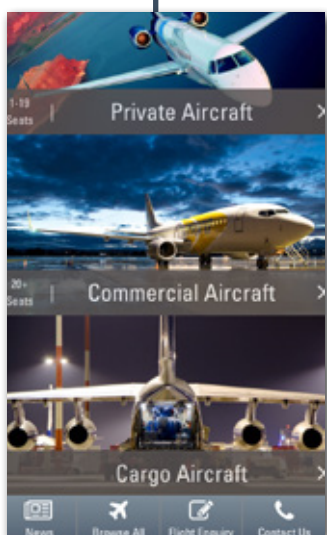
India-based mobile app JetSteals, considered a future potential Uber of Indian skies, is the first online marketplace for private jet and helicopter empty legs in India. The app allows customers to book a charter trip and finish the transaction online. Apart from the payment convenience, this app also offers individual seats, as well as the layout of the seats for users to book. If a specific charter service is sold out, customers will be instantly notified of other options. The app's developer claims that it does not charge commission to either customers or charter operators and it is available on iOS and android system.



## Super First Class (SFC)

Super First Class is the other empty legs booking app in Asia. The app is operated by CAEA Aviation. SFC allows users to not only book individual seats and finish payment online but also request customized charter services by submitting an online order. Although SFC cannot provide an automatic booking service online for customized services, the service center will call the client within an hour. This instant response saves time and simplifies the booking steps. Charter service itineraries through the app are still limited. One example of SFC's scheduled international flights is the Beijing to Tokyo flight, which departs every Monday, Wednesday, and Friday.

## Apps with regional brand offices



## Air Charter Service (ACS)

UK-based charter broker Air Charter Service offers a number of charter aircraft search selections including private charter, group charter and cargo charter worldwide. This app provides users with the ability to access estimates on the go and puts users in contact with a charter expert from one of the global offices, at the touch of a button. However, ACS doesn't provide online payment service and requires customers to send the charter request to the service center and await further contact.





## VistaJet

Charter broker and operator VistaJet owns a fleet of over 60 Bombardier aircraft and provides charter services itself. When booking a flight, the VistaJet app simply sends a request for quote for each specific trip plan. Once confirmed, customers can amend and review existing itineraries, read about the selected, and arrange for a helicopter or a private car to provide ground transportation. Users can also select catering from a wide range of online menus including top local restaurants and hotels for the clients. Payment cannot be made online.

### Other Apps offering Asian Jet Charter Services

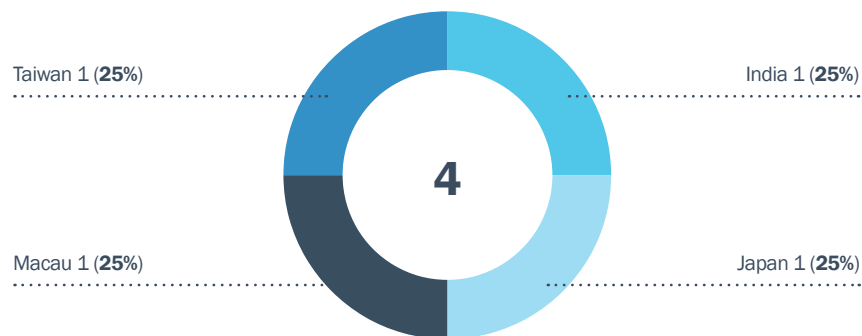
	<b>FlightTime</b> <b>Office Base:</b> USA <b>Type:</b> Broker <b>Main Service Region:</b> Worldwide <b>Jet/Helicopter:</b> Jet		<b>Touch1</b> <b>Office Base:</b> PRC <b>Type:</b> Marketplace <b>Main Service Region:</b> Mainland China <b>Jet/Helicopter:</b> Jet
	<b>Flynar</b> <b>Office Base:</b> PRC <b>Type:</b> Marketplace <b>Main Service Region:</b> Mainland China <b>Jet/Helicopter:</b> Jet		<b>Aviation X</b> <b>Office Base:</b> PRC <b>Type:</b> Marketplace <b>Main Service Region:</b> Mainland China <b>Jet/Helicopter:</b> Jet
	<b>Charterscanner</b> <b>Office Base:</b> UAE <b>Type:</b> Marketplace <b>Main Service Region:</b> Worldwide <b>Jet/Helicopter:</b> Jet		<b>Jet Master</b> <b>Office Base:</b> PRC <b>Type:</b> Marketplace <b>Main Service Region:</b> Mainland China <b>Jet/Helicopter:</b> Jet
	<b>Cloudwings</b> <b>Office Base:</b> PRC <b>Type:</b> Marketplace <b>Main Service Region:</b> Worldwide <b>Jet/Helicopter:</b> Jet & Helicopter		<b>PrivateFly</b> <b>Office Base:</b> UK <b>Type:</b> Marketplace <b>Main Service Region:</b> Worldwide <b>Jet/Helicopter:</b> Jet

Unlike the fast development of charter mobile apps in the U.S. and Europe, the mobile terminals for charter service in Asia are still emerging. Although most charter service companies claim they operate mobile charter apps, the reality is that this field is still in the early stages and most still require a "call for quote". However, as the functions for booking charter services gradually grow and improve, clients can anticipate better mobile apps in the Asia-Pacific region that allow for all facets of your trip to be booked via your mobile device.

# CHARTER FLEET BY OEM

## Airbus

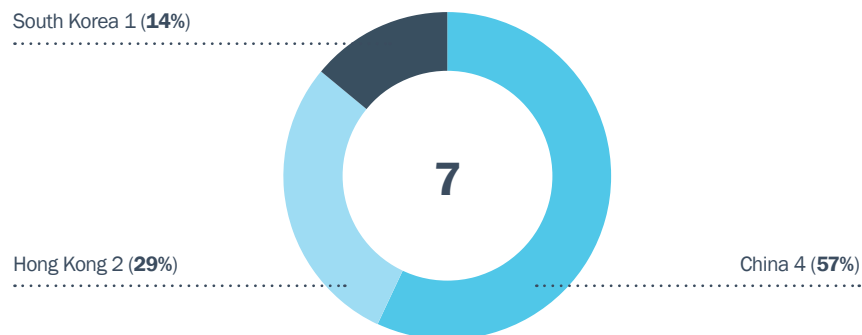
Average  
Age of Fleet:  
**2008**



	India	Japan	Taiwan	Macau	Total
ACJ319	1			1	2
ACJ318		1	1		2
<b>Total</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>4</b>

## Boeing

Average  
Age of Fleet:  
**2008**

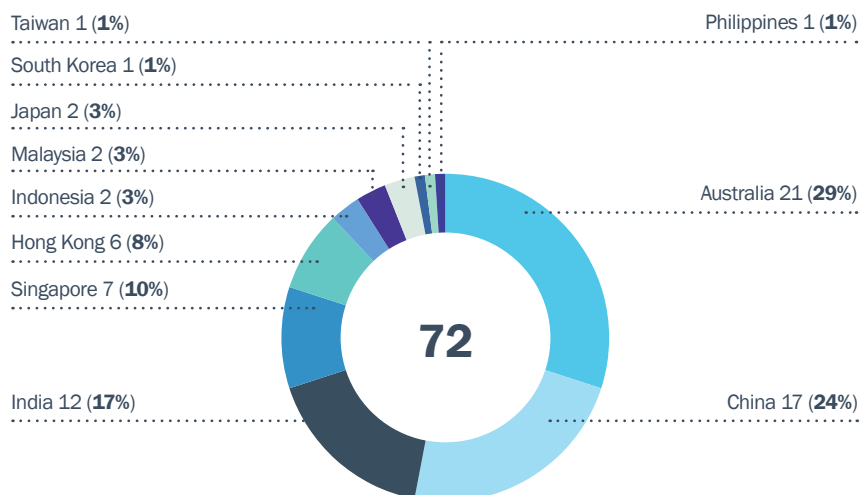


	China	Hong Kong	South Korea	Total
BBJ	4	2	1	7
<b>Total</b>	<b>4</b>	<b>2</b>	<b>1</b>	<b>7</b>



## Bombardier

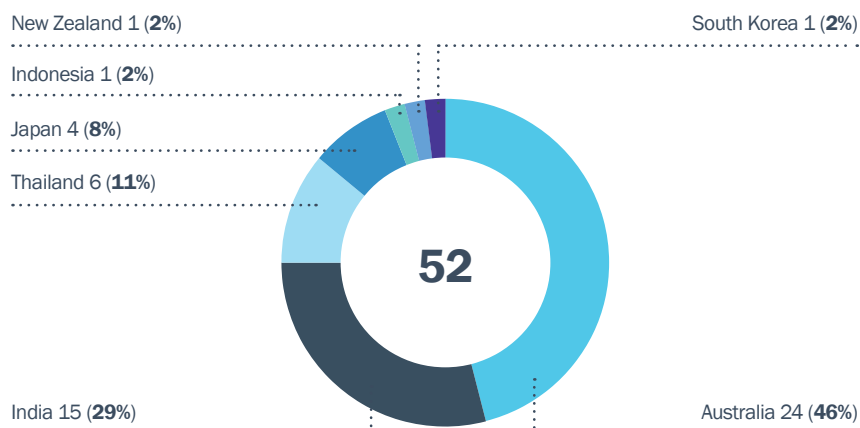
Average  
Age of Fleet:  
**2005**



	Australia	China	India	Singapore	Hong Kong	Indonesia	Malaysia	Japan	South Korea	Philippines	Taiwan	Total
Challenger 604	5	2	2	1								10
Challenger 850		7	1	1	1							10
Global 6000	2		1	1	2			2				8
Global Express XRS	4	1	1	1			1					8
Challenger 300		2	3	1			1					7
Challenger 605		3	1		1					1		6
Global 5000		1	1		1						1	4
Global Express	1	1	1						1			4
Learjet 35/A	2			1								3
Challenger 600/601	2					1						3
Learjet 45/XR	2											2
Learjet 36/A	2											2
Legacy 600/650						1						1
Learjet 60/XR				1								1
Learjet 31	1											1
CRJ100			1									1
Challenger 350					1							1
<b>Total</b>	<b>21</b>	<b>17</b>	<b>12</b>	<b>7</b>	<b>6</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>72</b>

## Cessna

Average  
Age of Fleet:  
**1999**

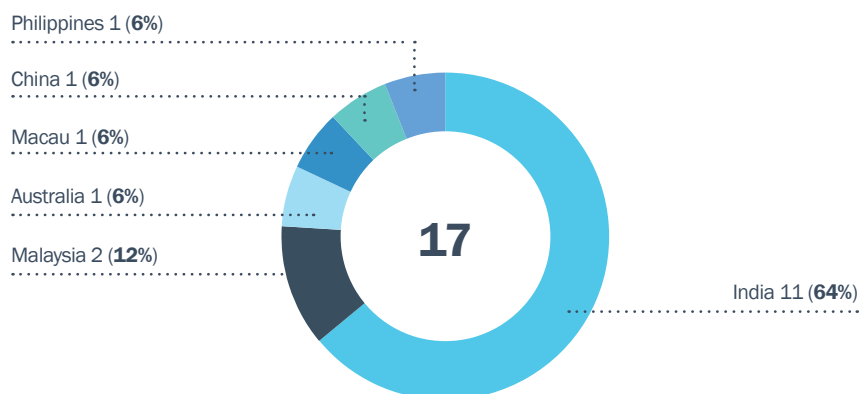


	Australia	India	Thailand	Japan	South Korea	New Zealand	Indonesia	Total
Citation S/II/Bravo/II/SP	3	5	2					10
Citation III/VI/VII	4		1				1	6
Citation Mustang	5		1					6
Citation CJ2/+	1	4		1				6
Citation Excel/XLS/+		5						5
Citation Sovereign	3			1				4
Citation Ultra/V	2			2				4
Citation CJ1/+ /M2	1	1			1			3
Citation 500/I/SP	3							3
Citation X/+	1		1					2
Citation CJ3			1					1
Citation CJ4						1		1
Citation Encore+	1							1
<b>Total</b>	<b>24</b>	<b>15</b>	<b>6</b>	<b>4</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>52</b>



## Dassault

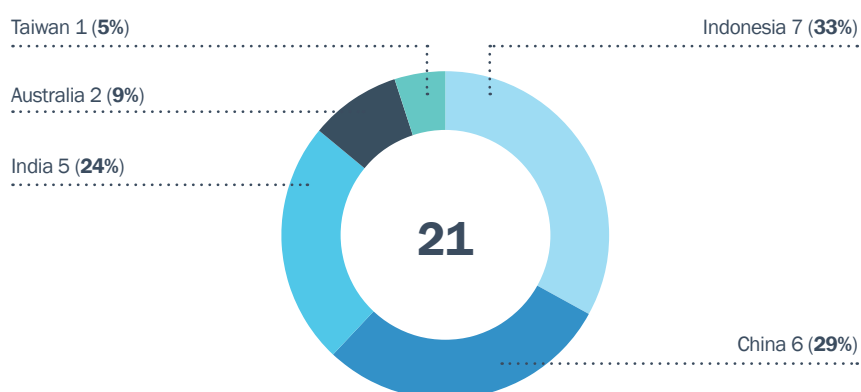
Average  
Age of Fleet:  
**2004**



	India	Malaysia	China	Australia	Macau	Philippines	Total
Falcon 2000	6						6
Falcon 2000LX/LXS	2				1		3
Falcon 7X	1	1					2
Falcon 2000EX/EASy	1		1				2
Falcon 900LX		1					1
Falcon 900EX/EASy	1						1
Falcon 900/C				1			1
Falcon 50/EX						1	1
<b>Total</b>	<b>11</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>17</b>

## Embraer

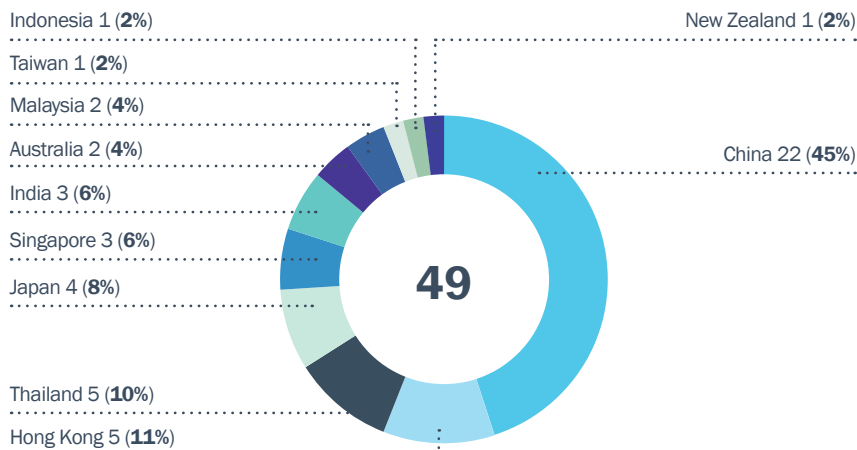
Average  
Age of Fleet:  
**2010**



	Indonesia	China	India	Australia	Taiwan	Total
Legacy 600/650	6	6	3	1	1	17
Phenom 100			1	1		2
Lineage 1000			1			1
Phenom 300	1					1
<b>Total</b>	<b>7</b>	<b>6</b>	<b>5</b>	<b>2</b>	<b>1</b>	<b>21</b>

## Gulfstream

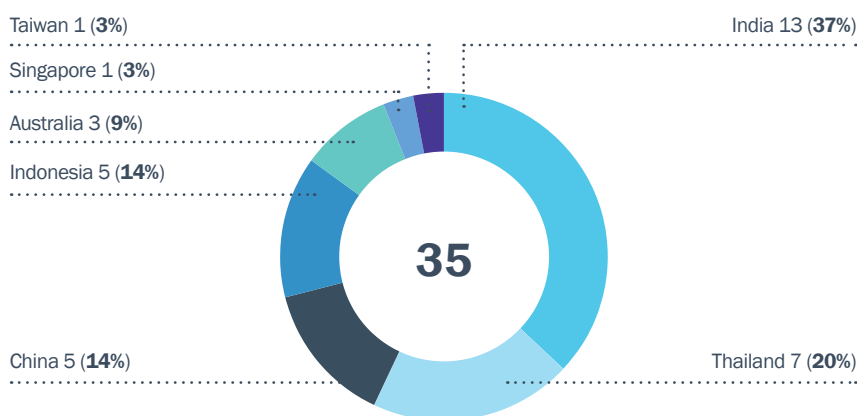
Average  
Age of Fleet:  
**2007**



	China	Hong Kong	Thailand	Japan	India	Singapore	Malaysia	Australia	Taiwan	New Zealand	Indonesia	Total
G550	12				1	1			1			15
G450	7	1				1	1	1				11
G200	2	2	4		1							9
G650				4						1		5
GIV/-SP					1		1	1			1	4
GV	1	1	1									3
G100/G150						1						1
G300		1										1
<b>Total</b>	<b>22</b>	<b>5</b>	<b>5</b>	<b>4</b>	<b>3</b>	<b>3</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>49</b>

## Hawker

Average  
Age of Fleet:  
**2005**



	India	Thailand	China	Indonesia	Australia	Taiwan	Singapore	Total
Hawker 800A/B/XP/XPI	4	2	2	1	2		1	12
Hawker 850XP	6	2	1					9
Hawker 900XP	1		2	4				7
Hawker 400/A/XP		2				1		3
Premier I/IA	1	1						2
Hawker 750	1							1
Hawker 1000B					1			1
<b>Total</b>	<b>13</b>	<b>7</b>	<b>5</b>	<b>5</b>	<b>3</b>	<b>1</b>	<b>1</b>	<b>35</b>

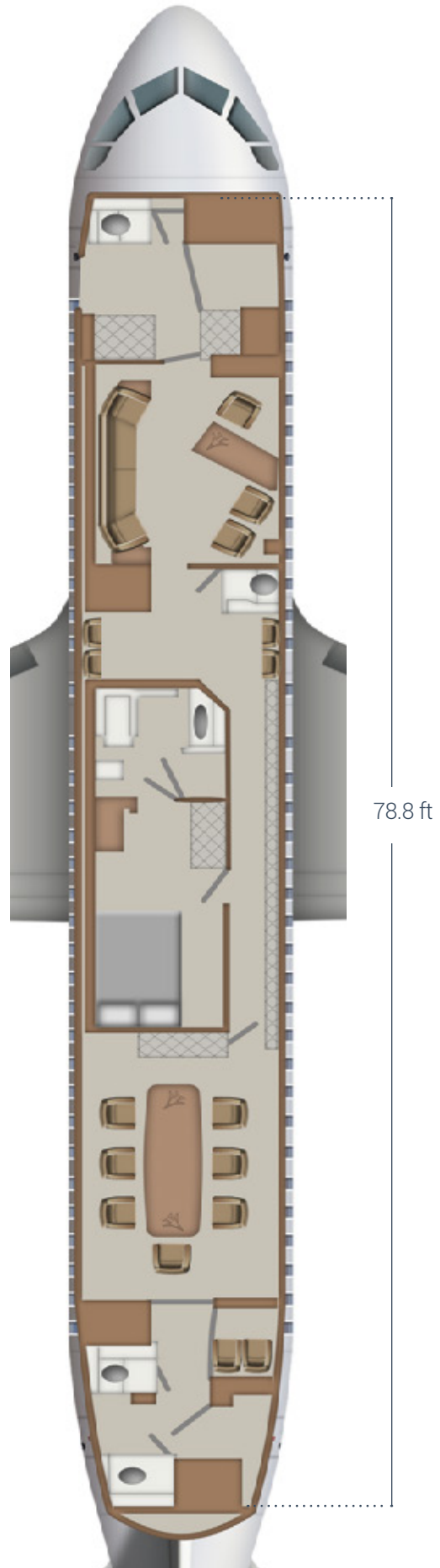
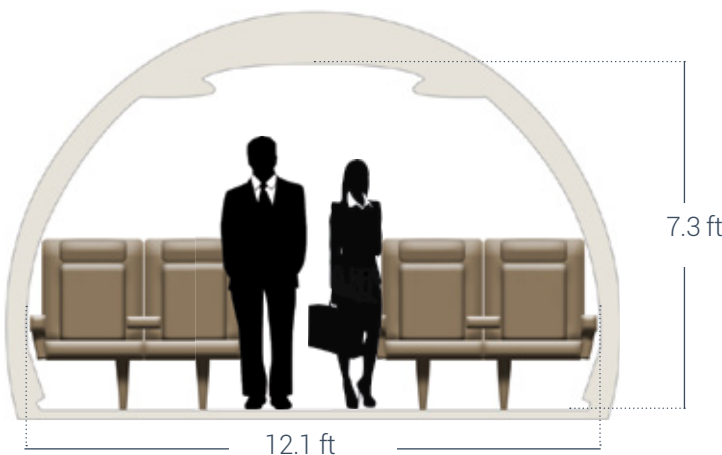


# POPULAR MODELS FOR CHARTER

## Corporate Airliner — Airbus ACJ319



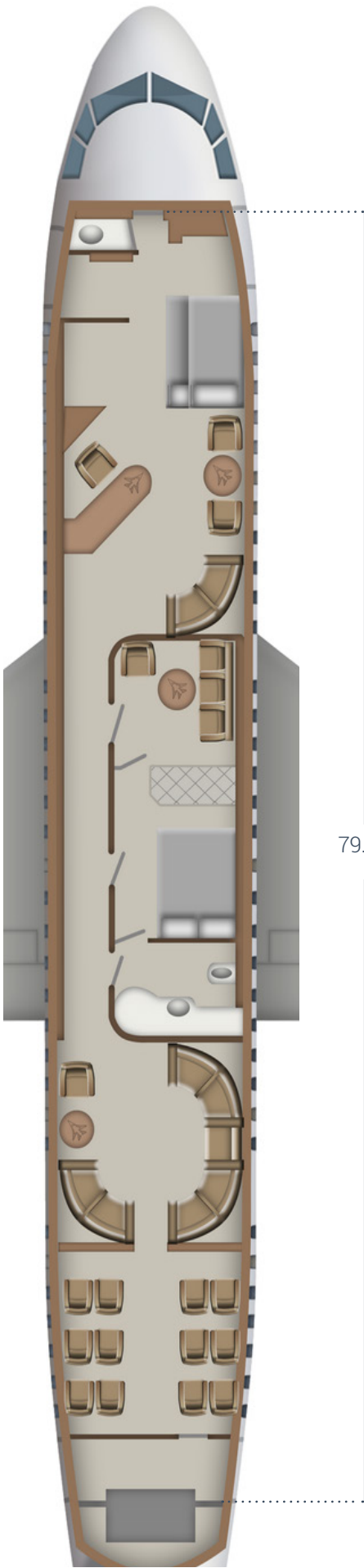
RANGE FROM HONG KONG



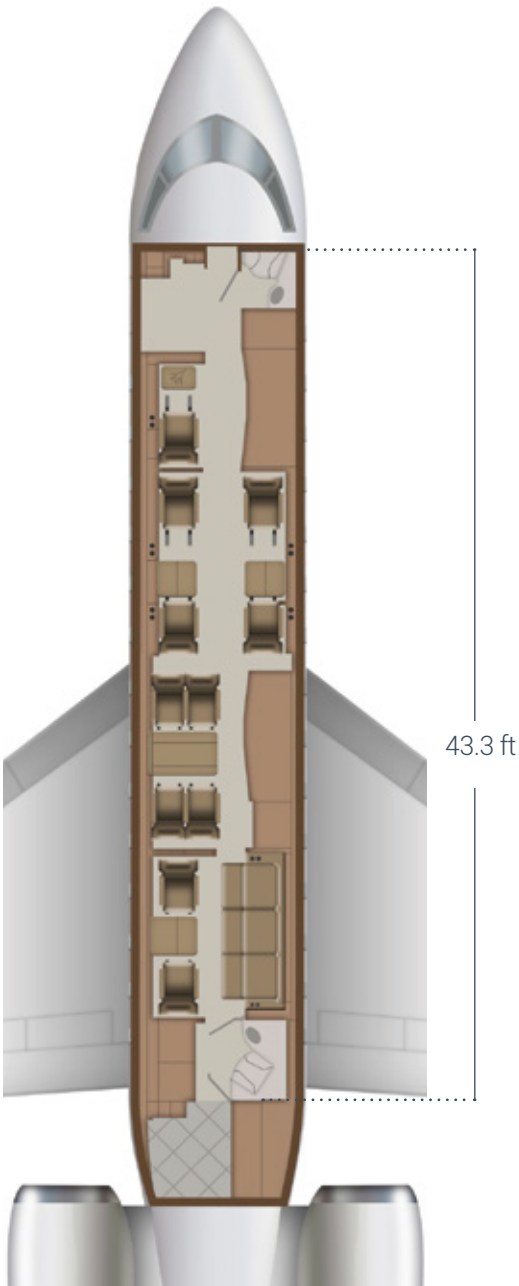
Corporate Airline — Boeing BBJ



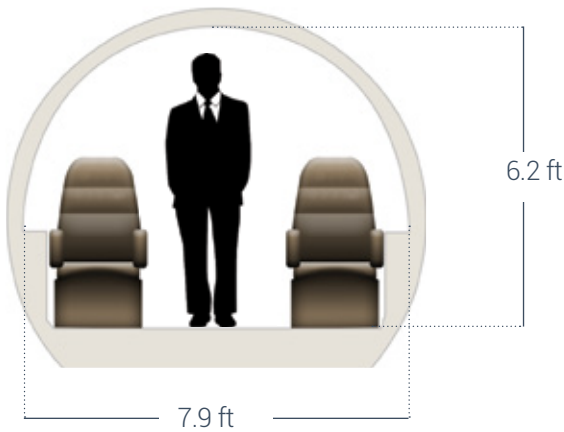
RANGE FROM HONG KONG



**Long Range — Bombardier Global 6000**

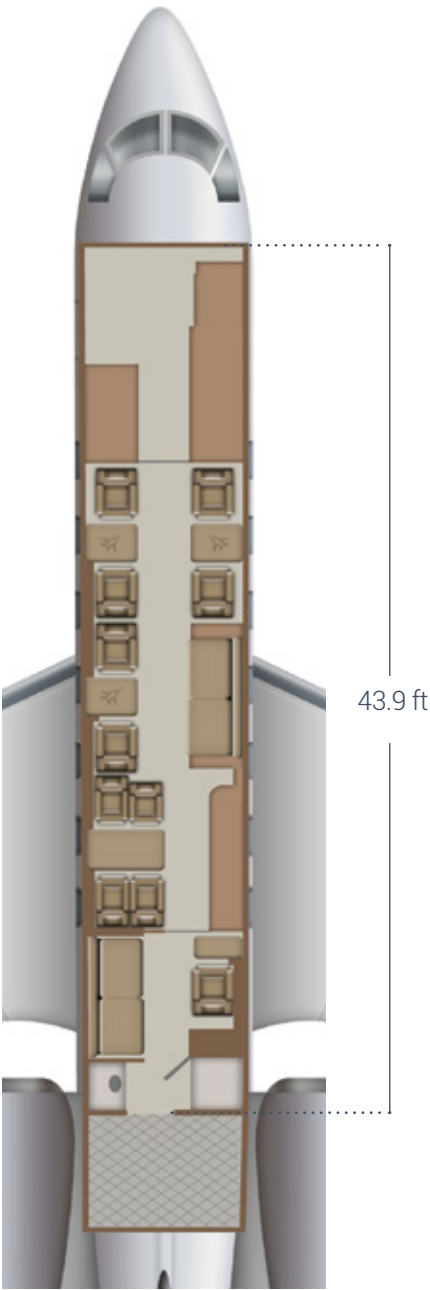


RANGE FROM HONG KONG

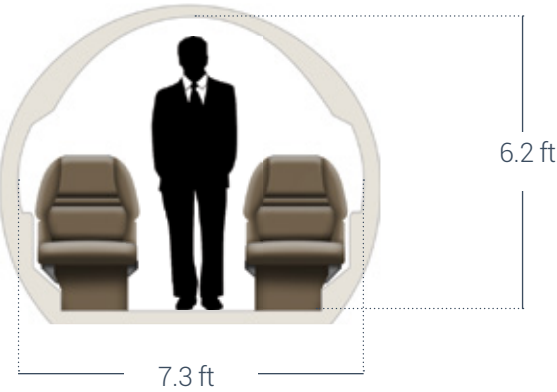




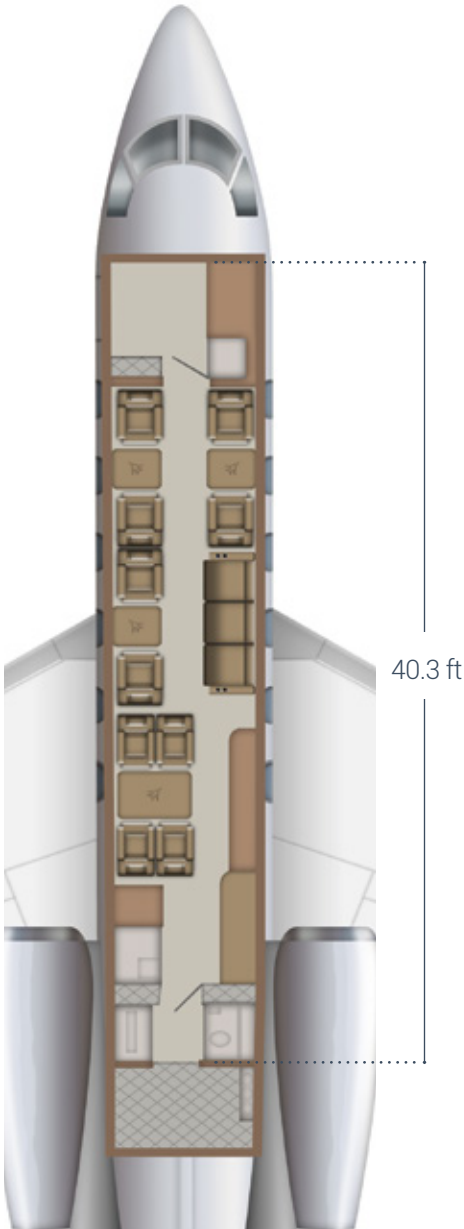
Long Range — Gulfstream G550



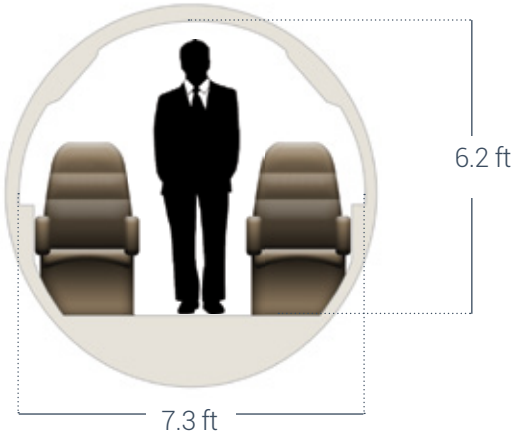
RANGE FROM HONG KONG



**I Large — Gulfstream G450**

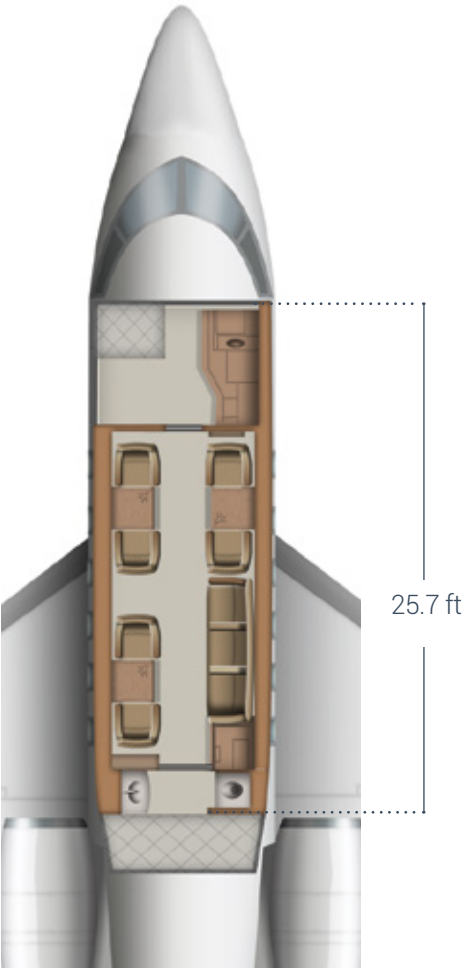


RANGE FROM HONG KONG

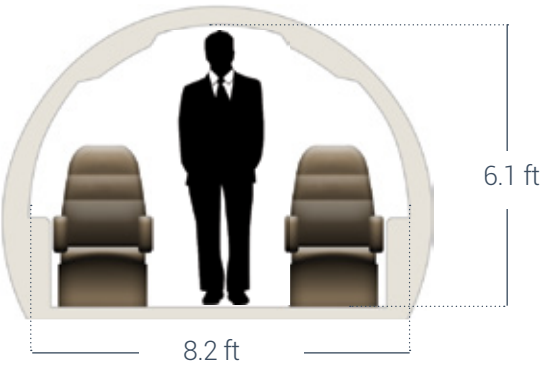




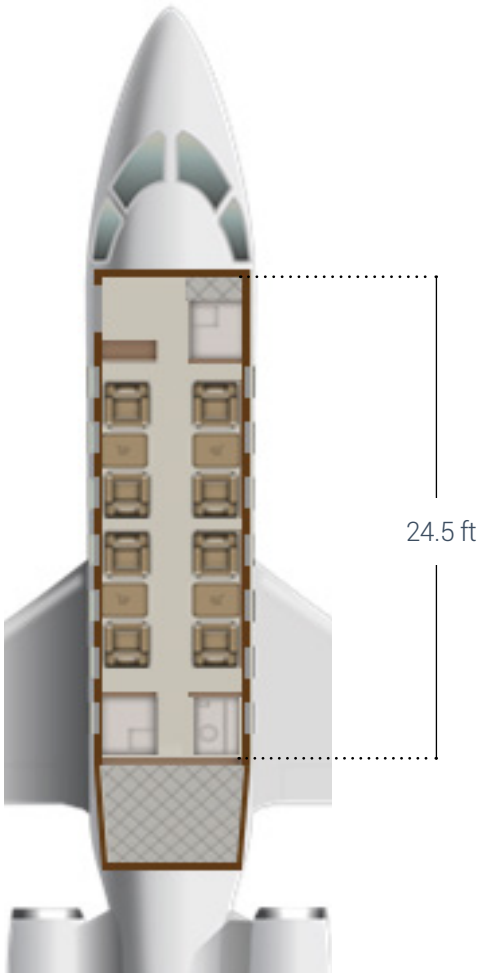
**Large — Bombardier Challenger 605**



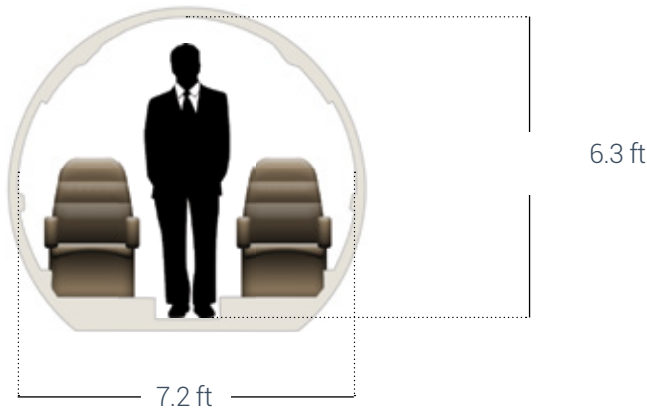
RANGE FROM HONG KONG



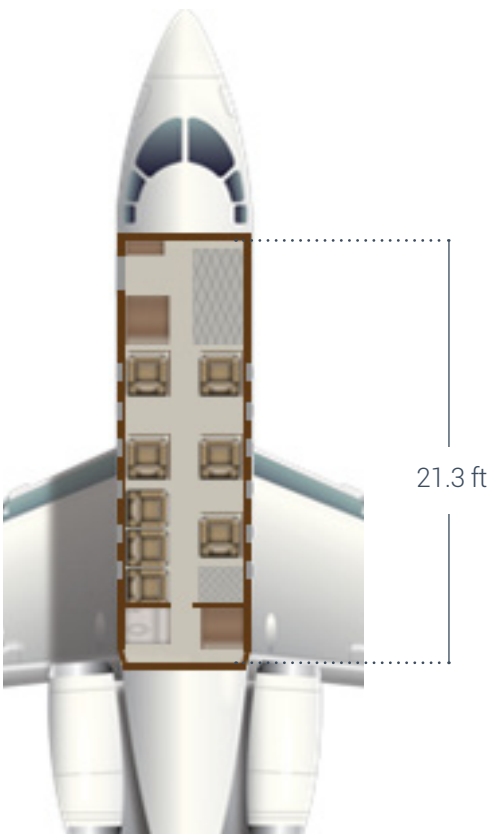
**Mid-Size — Gulfstream G200**



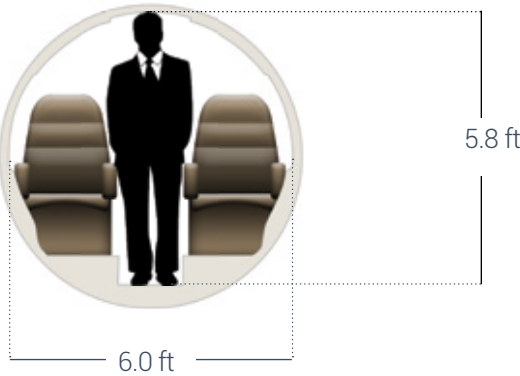
RANGE FROM HONG KONG



Mid-Size — Hawker 850XP



RANGE FROM HONG KONG



Sources: OEM, BCA 2016, Conklin & de Decker 2016.



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