

EUROPEAN BUSINESS AVIATION

ECONOMIC VALUE & BUSINESS BENEFITS

MARCH 2018



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Foreword

Since the first Business Aviation aircraft took off in 1927, Business Aviation has grown to be a substantial contributor to the European economy. Alas, this contribution has often been little understood and few organisations have been able to determine the exact economic value and business benefit that the sector truly makes.

This report, together with a detailed academic analysis found on the EBAA website, does exactly that. Commissioned by the EBAA and undertaken by Booz Allen Hamilton in collaboration with Deutsches Zentrum für Luft und Raumfahrt, it sets out a methodology, looks at themes and pulls through data provided by fresh research.

The report divides into two parts. Part 1 focuses on economic growth, business efficiencies and connectivity while outlining the contribution made by this vitally important sector to our communities, businesses and the region. Part 2 focuses on the specific contribution made to individual countries within Europe through engaging infographics and then concludes by doing the same for the entire region.

As a key contributor to the European economy, we hope this report help stakeholders from across the region better understand the true value of Business Aviation.

Juergen Wiese
*EBAA Chairman of
the Board of Governors*



Executive Summary

INTRODUCTION

This report examines the economic impact of the Business Aviation sector on the European economy (EU28 incl. Monaco, San Marino, Gibraltar, Channel Islands, Island of Man, Norway, Switzerland, Liechtenstein). It builds on a piece of analysis published in 2016, undertaken by Booz Allen Hamilton in collaboration with Deutsches Zentrum für Luft-und Raumfahrt (DLR).

The report¹ combines desktop research, expert interviews and well-regarded industry data sets. It aims to quantify the key benefits of Business Aviation, while most previous European studies have only provided qualitative analysis. It therefore addresses gaps in the current academic literature and provides an updated and more comprehensive evaluation of the economic benefits related to Business Aviation in Europe.

In this report, the reader will find the following focus areas:

- **Chapter 1 – Business Aviation Enables Economic Growth**

This chapter outlines the economic impact of the Business Aviation sector on the European economy.

- **Chapter 2 – Business Aviation Enables Business Efficiencies**

This chapter describes the benefits of increased business efficiency and the value of time savings and increased productivity.

- **Chapter 3 – Business Aviation Enables Connectivity**

This chapter examines the economic impact of the enhanced connectivity and efficiency provided by Business Aviation and highlights connectivity insights resulting from the time savings analysis.

- **Chapter 4 – Regional Case Studies on the Impact of Business Aviation Operations**

This chapter provides deeper insight into the economic impacts of business aviation in eight key specific regions, including France (Paris/Île-de-France and Côte d'Azur), the UK (Greater London), Germany (Munich, Stuttgart and Berlin), and Switzerland (Zurich and Geneva).

Finally, we then look at a raft of countries across Europe and examine the economic value and business benefit that arises country by country. This analysis pulls together a range of key data sets and statistics that stakeholders will find to be of interest.

The report brings together desktop research, expert interviews and well-regarded industry data sets and provides an updated and more comprehensive evaluation of the economic value and business benefits related to Business Aviation in Europe.

¹ For further details please view the detailed academic analysis undertaken by Booz Allen Hamilton in collaboration with Deutsches Zentrum für Luft und Raumfahrt on the EBAA website at www.ebaa.org

EXECUTIVE SUMMARY

Business Aviation connects distant and remote regions, spurring investment and the growth of business across Europe. The industry acts as an enabler for regional and national economic development.

These benefits can be quantified in three clear buckets, the synopsis of which is set out below.

Business Aviation Enables Economic Growth

This report quantifies the economic benefits relating to the Business Aviation sector. It examines the direct, indirect and induced impacts of the Business Aviation sector on four indicators: Employment, Output, Gross Value Added (GVA) and Salaries.

Key findings in Chapter 1 include²:

- That a **total of some 374,000 European jobs are either directly or indirectly dependent on the European Business Aviation industry** – a number exceeding the total number of jobs in Cyprus;
- **The industry represents €87 billion in Output, €32 billion in Gross Value Added, which equals the total GVA of Latvia, and €25 billion spent in Salaries;**
- The effect of Business Aviation over the EU28 GVA is about 0.19%;
- **France, Switzerland, Germany and the UK are the main players in the sector**, producing 76% of the total GVA of the industry;
- **Out of the above total, 192,000 of the sector's jobs stem from the operation of business aircraft**, i.e. jobs with aircraft operators, maintenance firms (MROs) and ground handlers/fixed-base operators (FBOs); and
- **Germany, the UK, Switzerland, Italy and France, are the key locations where business aircraft operate. They account for 57% of all direct, indirect and induced jobs in business**

aircraft operation. At the regional level, major centres for Business Aviation activities are Paris (Île-de-France), Greater London and Geneva.

Overall, the total contribution of Business Aviation to the European economy is substantive when examined both in monetary terms and in the sheer volume of jobs in the sector.

Business Aviation Enables Business Efficiencies

At the microeconomic level, Business Aviation provides tangible, valuable benefits to three distinct stakeholder categories: Employers, Employees and Customers/Clients. Using a data analysis approach which compared European Business Aviation flights against the fastest commercial travel alternatives, key efficiencies came to light.

Key findings in chapter 2 include³:

- **Across all European point-to-point flight routes**, when compared with the fastest commercial transportation alternative, **Business Aviation flights save an average of 127 minutes.**
- Although certain long-haul flights (where the flying time is greater than four hours) might be faster with commercial jets due to their higher ground speed, about **20% of Business Aviation flights result in more than five hours of time saved** than their best commercial alternative due to delays avoided and time saved in airport procedures;
- For multi-trip Business Aviation itineraries (where Business Aviation users visit more than one destination in a given day), **Business Aviation saved European businesses**

2/ Source: Booz Allen Hamilton and DLR Analysis. See Chapter 1: Supporting Economic Growth for analysis and see the detailed report on the EBAA website at www.ebaa.org

3/ Source: Booz Allen Hamilton Analysis. See Chapter 2: Enabling Business Efficiencies for analysis and see the detailed report on the EBAA website at www.ebaa.org



approximately €15 million in avoided overnight hotel nights per year; and

- On average, the **productive work time for each employee utilising Business Aviation is increased by around 153 minutes per trip** (representing an increase of about 150%) when compared with the productive work time available on a commercial flight.

The efficiencies that arise from Business Aviation users are clear for employers, employees and customers/clients.

Business Aviation Enables Connectivity

Business Aviation significantly **improves connectivity** across Europe. In chapter 3, the key findings related to connectivity include⁴:

- **Business Aviation in Europe serves 25,280 city or area pairs** not connected by nonstop commercial flights (direct flights), which represent **approximately 31% of total city pairs analysed**. In short, nearly 1 connection

out of 3 is not connected by any direct commercial flight, meaning the connection wouldn't exist without Business Aviation;

- In addition, a high volume of Business Aviation traffic is connecting these areas that lack nonstop commercial aviation connectivity, with **27% of the 800,000 Business Aviation movements** analysed (from 2014) making a direct connection between these pairs;
- For the eight city areas considered, on average, Business Aviation **increased the number of direct connections to a city by more than 450% compared with regularly scheduled commercial aviation**. The minimum increase was seen at commercial aviation hubs like London, followed by Munich and Paris. Zurich, Geneva, and Cote d'Azur – large metropolitan areas – had a more than five-fold increase in the number of destinations directly connected by Business Aviation; and

— 4/ Source: Booz Allen Hamilton Analysis. See Chapter 3: Ensuring Connectivity for detailed analysis

- **Time savings enabled by better connectivity were greater in Eastern Europe and in general in the continent's periphery.**

In addition, we examined the financial, economic and demographic indicators for regions connected by Business Aviation and quantified the economic impact of the time savings and connectivity gains. Key findings included⁵:

- Business Aviation plays a vital role in **connecting regions of different economic strengths**. This is illustrated by an analysis of different European regions based on socio-economic indicators (GDP, GDP per capita, real GVA growth rate, internet penetration and unemployment rate). In most cases, **the time savings benefits connecting two regions of different socio-economic status were higher than the time savings benefits connecting regions of the same socio-economic status**. Providing efficient vital connectivity between regions of different socio-economic status illustrates the indispensable role that Business Aviation plays in the European economy.⁶
- The findings for the improvement in connectivity gains, business efficiencies and time savings across each indicator was



indicative of the flow of capital, goods, services, and market access that is essential in the interconnected European economy.

Finally, Business Aviation yields two additional, important societal benefits to communities in Europe. These are:

- **Business Aviation allows for air ambulances and medical evacuations to be provided to remote regions. According to EBAA data, 12,000 departures⁷ (or 2% of all Business Aviation departures in 2017) were flown to serve medical evacuations representing 50 departures a day; and**
- **Business Aviation** is fully committed to reducing its emissions. Since Business Aviation requires fewer connections and is subject to fewer delays, it represents an optimised travel option from an environmental perspective. According to a report published by the U.S. National Business Aviation Association, globally, Business Aviation contributes only 2% to the overall aviation industry's emissions: <https://www.nbaa.org/ops/environment/>

Business Aviation increases connectivity across Europe and is opening up economic activity in doing so.

Conclusion

Business Aviation has clear and demonstrable benefits for the European economy, for business efficiency and for connectivity across the European region, as well as for individual citizens, whether or not they use Business Aviation themselves. These benefits, often little understood, are clearly outlined and explained in this definitive report.

The table on page 9 summarises the key economic value and business benefits resulting from Business Aviation, capturing those above whilst combining in some additional arguments.

5/ Source: Booz Allen Hamilton Analysis. See Chapter 3: Ensuring Connectivity for detailed analysis

6/ For further details please view the detailed academic analysis undertaken by Booz Allen Hamilton in collaboration with Deutsches Zentrum für Luft und Raumfahrt on the EBAA website at www.ebaa.org

7/ Source: EBAA Business Aviation Industry Data provided by WINGX Advance / Actionable Market Intelligence for Business Aviation (2017)

High-Level Summary of Business Aviation Benefits

Economic and Societal Benefits

- Direct, indirect and induced effects from economic activity of the sector create jobs, income and economic activity
- Potential cost savings compared with business or first-class flights on commercial scheduled services, particularly when several executives are travelling together
- Potential cost savings on overnight accommodations as users may return home at any time instead of being forced to stay overnight in their destinations
- The ability to make more effective use of travelling time in a more private and comfortable environment; for example, holding meetings, reading confidential documents and offering hospitality to clients. For leisure travellers, increased comfort provides for increased relaxation and allows users to be more productive when returning to work
- Perceived advantages in terms of greater security for staff and high-value goods; for example, from terrorism or concerns over lower air safety standards in some countries

Business Efficiencies

- Reduced access time to and from Business Aviation airports as compared with large commercial ones (such as Paris, London, or Moscow) as Business Aviation airports tend to be closer to city centres
- The ability to cover multiple business destinations a lot more quickly with aircraft available to fly whenever the user is ready to depart, as opposed to waiting for commercial departures and limiting the ability to travel to multiple destinations in one day
- Faster travel from origin to destination given the flexibility and convenience of instantly accessible point-to-point air links that avoid the need for connections
- Increased schedule flexibility for users given that Business Aviation aircraft depart when users are ready. Users can wrap up meetings and complete site visits, ensuring all work is completed before departing. With commercial aviation, the airline schedule forces travellers to depart even though work may not yet be completed
- Major time savings to business users from avoiding congested major commercial passenger airports and taking off from small, less busy Business Aviation airports
- Time savings as Business Aviation flights are less susceptible to strikes and other disruptions affecting commercial airlines since most Business Aviation movements are between smaller airports or dedicated Business Aviation airports that have a smaller staff footprint or bottleneck points of failure

Improved Connectivity

- The ability to travel directly to areas not well served by commercial airlines, that is, providing connectivity for business travellers to the global aviation network

Medical Flights

- The ability to provide emergency medical and air ambulance services to communities and regions where hospitals and specialised treatment centres are not always available

Environment

- Provision of access to the international air network of remote and rural regions, where commercial air traffic is not viable



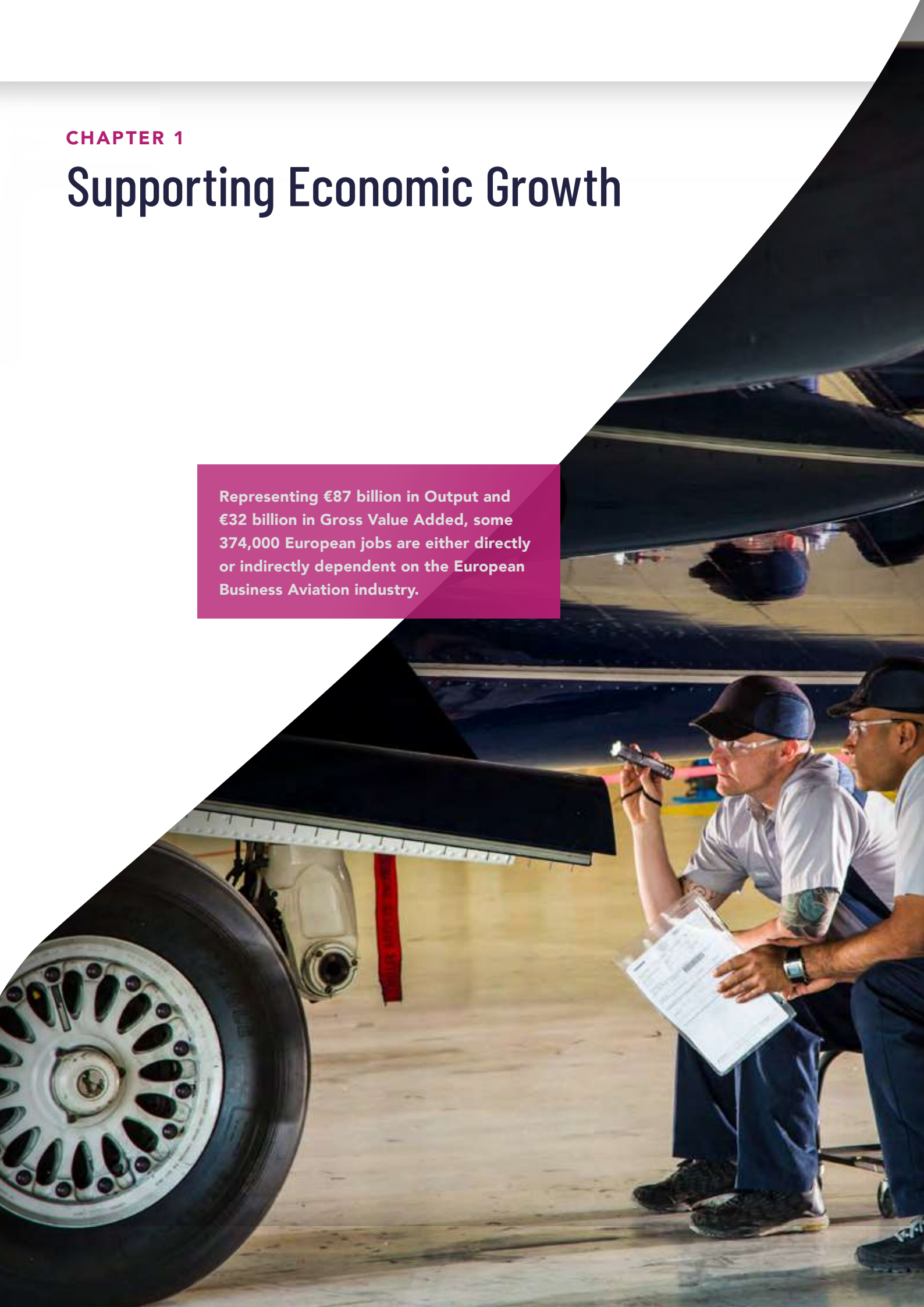
Part 1



CHAPTER 1

Supporting Economic Growth

Representing €87 billion in Output and €32 billion in Gross Value Added, some 374,000 European jobs are either directly or indirectly dependent on the European Business Aviation industry.



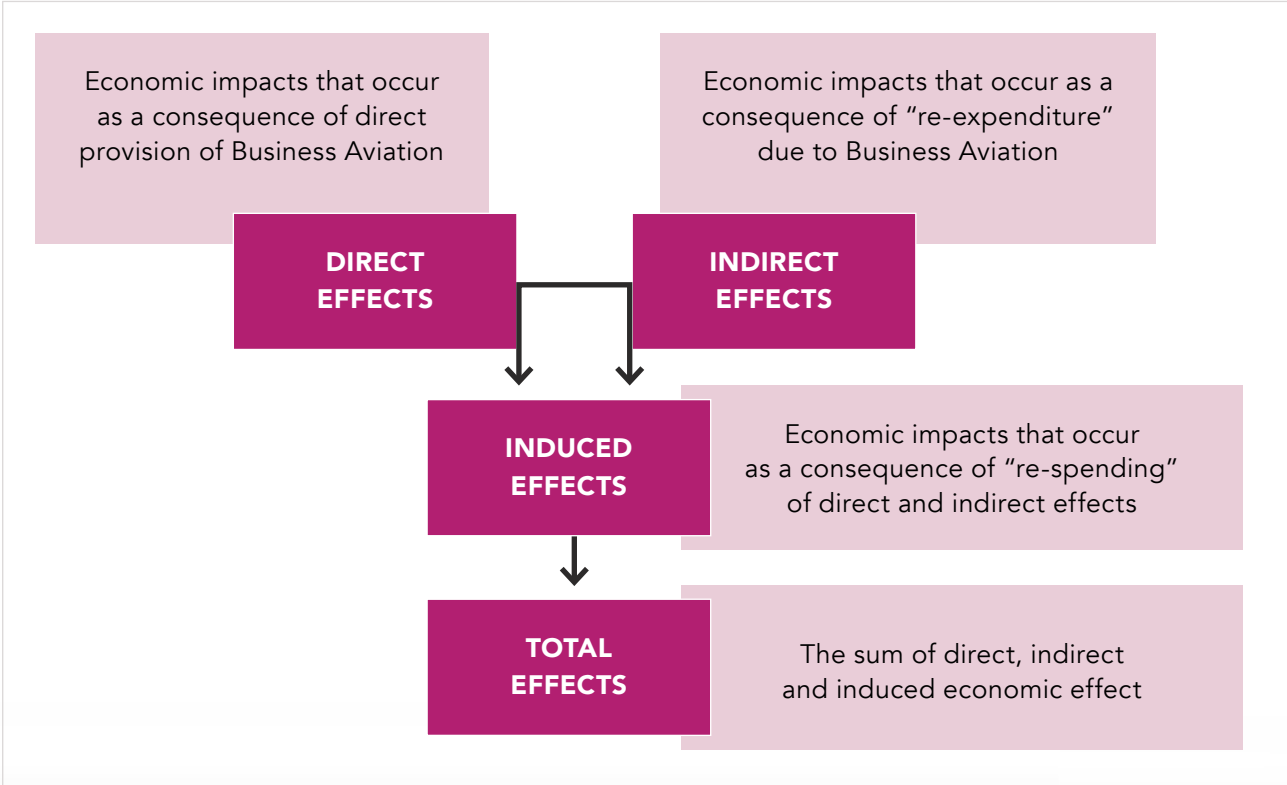
SUMMARY

In this section we quantify the economic benefits relating to the Business Aviation sector. It examines the direct, indirect and induced effects of the Business Aviation sector on four indicators: Employment, Output, Gross Value Added (GVA) and Salaries.

As outlined on page 6, the following key results summarise the key contribution of Business Aviation to the European economy:

- The analysis suggests that a **total of some 374,000 European jobs are either directly or indirectly dependent on the European Business Aviation industry;**
- **The industry represents €87 billion in Output, €32 billion in Gross Value Added, which equals the total GVA of Latvia, and €25 billion spent in Salaries;**
- The effect of **Business Aviation over the EU28 GVA is about 0.19%;**
- **France, Switzerland, Germany and the UK are the main players in the sector, producing 76% of the total GVA of the industry.**
- Out of the above total for jobs, **192,000 of the sector's jobs stem from the operation of business aircraft, i.e. jobs with aircraft operators, maintenance firms (MROs) and ground handlers/fixed-base operators (FBOs);**
- **Germany, the UK, Switzerland, Italy and France, are the key locations where business aircraft operate. They account for 57% of all direct, indirect and induced jobs in business aircraft operation. At the regional level, major centres for business aviation activities are Paris (Île-de-France), Greater London and Geneva.**

Figure 1 / Economic impact studies measure the sum of the direct, indirect, and induced economic impacts to determine the contribution of an activity to the economy as a whole



ANALYSIS

Direct Effects

The Business Aviation sector contributes directly to European Employment, Output, Gross Value Added and Salaries. The industry consists of many small stakeholders, such as aircraft operators, fixed-base operators (FBOs) and maintenance firms, as well as larger stakeholders, such as aircraft manufacturers, who produce a wide range of products for both Business Aviation and Commercial Aviation.

Direct employment values for FBOs, Maintenance, Repair and Overhauls (MROs) and manufacturers were compiled from a variety of sources, such as company websites, financial databases, estimates and direct responses to a research conducted in July 2017. For the aircraft operators, in contrast, employment figures were estimated by multiplying the current aeroplane and helicopter fleet size as reported by Flightglobal's ASCEND ONLINE Fleets identified employees-by-aircraft estimates.

In table 1 below, we outline the key results for direct effects.

Over all Business Aviation segments, direct employment in the European Business Aviation sector in 2017 is an estimated 6% higher than in 2014. In total, 56% of all staff work in the operation of business aircraft (i.e., either with aircraft operators or with MRO or FBO firms), while 44% deal with Business Aviation-related tasks at the aircraft and component manufacturer level.

Indirect Effects

Indirect Effects are defined as impacts on Employment, Output, Gross Value Added and Salaries that result from the purchase of goods and services by Business Aviation sector companies from other European firms. For instance, this could include aircraft manufacturers being supplied with metal, plastic and components, or aircraft operators purchasing fuel or paying commissions to brokers.

In table 2 on page 15, we outline the results for indirect effects.

Table 1 / Direct economic effects of the European Business Aviation sector⁸

INDICATOR	OPERATIONS				AIRCRAFT MANUFACTURERS	TOTAL
	Aircraft Operators	FBO/ Handling	MRO	OPERATIONS TOTAL		
Employees (2014) (Growth)	37,233 (35,362) (5%)	2,683 (1,778) (51%)	11,644 (10,197) (14%)	51,560 (47,337) (9%)	41,238 (40,601) (2%)	92,798 (87,938) (6%)
Output (€)	16.1 billion	0.6 billion	2.4 billion	19.0 billion	26.3 billion	45.3 billion
GVA (€)	3.8 billion	0.3 billion	1.0 billion	5.0 billion	7.3 billion	12.3 billion
Salaries (€)	3.0 billion	0.2 billion	0.4 billion	3.6 billion	8.4 billion	12.0 billion

8/ Source: Estimations based on 2017 employment estimates and on macroeconomic interrelations from the World Input Output Database. See the detailed report on the EBAA website at www.ebaa.org

Table 2 / Indirect economic effects of the European Business Aviation sector⁹

INDICATOR	OPERATIONS				AIRCRAFT MANUFACTURERS	TOTAL
	Aircraft Operators	FBO/ Handling	MRO	OPERATIONS TOTAL		
Employees	100,737	2,749	10,788	114,274	113,337	227,610
Output (€)	16.5 billion	0.4 billion	2.7 billion	19.6 billion	15.8 billion	35.4 billion
GVA (€)	6.7 billion	0.2 billion	1.4 billion	8.2 billion	7.4 billion	15.7 billion
Salaries (€)	4.5 billion	0.1 billion	0.9 billion	5.5 billion	4.6 billion	10.1 billion

Induced Effects

Table 3 shows the **results** for induced economic effects. The induced impact of both the sector's direct and indirect economic activities is the contribution to the economy resulting from

spending by the employees from the sector's value chain, which yields further economic activity and jobs.

Table 3 / Induced economic effects of the European Business Aviation sector¹⁰

INDICATOR	OPERATIONS				AIRCRAFT MANUFACTURERS	TOTAL
	Aircraft Operators	FBO/ Handling	MRO	OPERATIONS TOTAL		
Employees	23,048	712	2,714	26,475	27,161	53,635
Output (€)	2.6 billion	0.08 billion	0.3 billion	3.0 billion	3.4 billion	6.3 billion
GVA (€)	1.5 billion	0.05 billion	0.2 billion	1.8 billion	2.2 billion	4.0 billion
Salaries (€)	1.0 billion	0.03 billion	0.1 billion	1.2 billion	1.4 billion	2.5 billion

Outcome

Considering direct, indirect and induced effects, totals are shown in Figure 2. **The sector's (EU only) total GVA exceeds the total GVA of Latvia and makes a contribution to the European (EU28) GVA of approximately 0.19%.¹¹**

Table 4, on page 16, outlines the direct, indirect and induced effects in greater detail.

9/ Source: Estimations based on 2017 employment estimates and on macroeconomic interrelations from the World Input Output Database. For further details please view the detailed academic analysis undertaken by Booz Allen Hamilton in collaboration with Deutsches Zentrum für Luft und Raumfahrt on the EBAA website at www.ebaa.org

10/ Source: Estimations based on 2017 employment estimates and on macroeconomic interrelations from the World Input Output Database. For further details please view the detailed academic analysis undertaken by Booz Allen Hamilton in collaboration with Deutsches Zentrum für Luft und Raumfahrt on the EBAA website at www.ebaa.org

11/ Source: EUROSTAT GVA Database: <http://ec.europa.eu/eurostat/web/national-accounts/data/main-tables>

Table 4 / Total economic impact of the Business Aviation sector (incl. manufacture) in Europe (2017)¹²

TOTAL SECTOR (INCL. MANUFACTURE)				
2017	Employment	Output (€1000)	GVA (€1000)	Salaries (€1000)
Direct Effects	92,798	45,343,774	12,267,997	11,925,193
Indirect Effects	227,610	35,359,798	15,670,937	10,124,852
Induced Effects	53,635	6,277,761	3,935,835	2,531,216
TOTAL EFFECTS	374,044	86,981,334	31,874,769	24,581,260
OPERATIONS-ONLY				
2017	Employment	Output (€1000)	GVA (€1000)	Salaries (€1000)
Direct Effects	51,560	19,064,003	5,012,333	3,565,102
Indirect Effects	114,274	19,590,668	8,240,960	5,509,425
Induced Effects	26,475	2,923,678	1,759,354	1,172,208
TOTAL EFFECTS	192,309	41,578,348	15,012,648	10,246,735

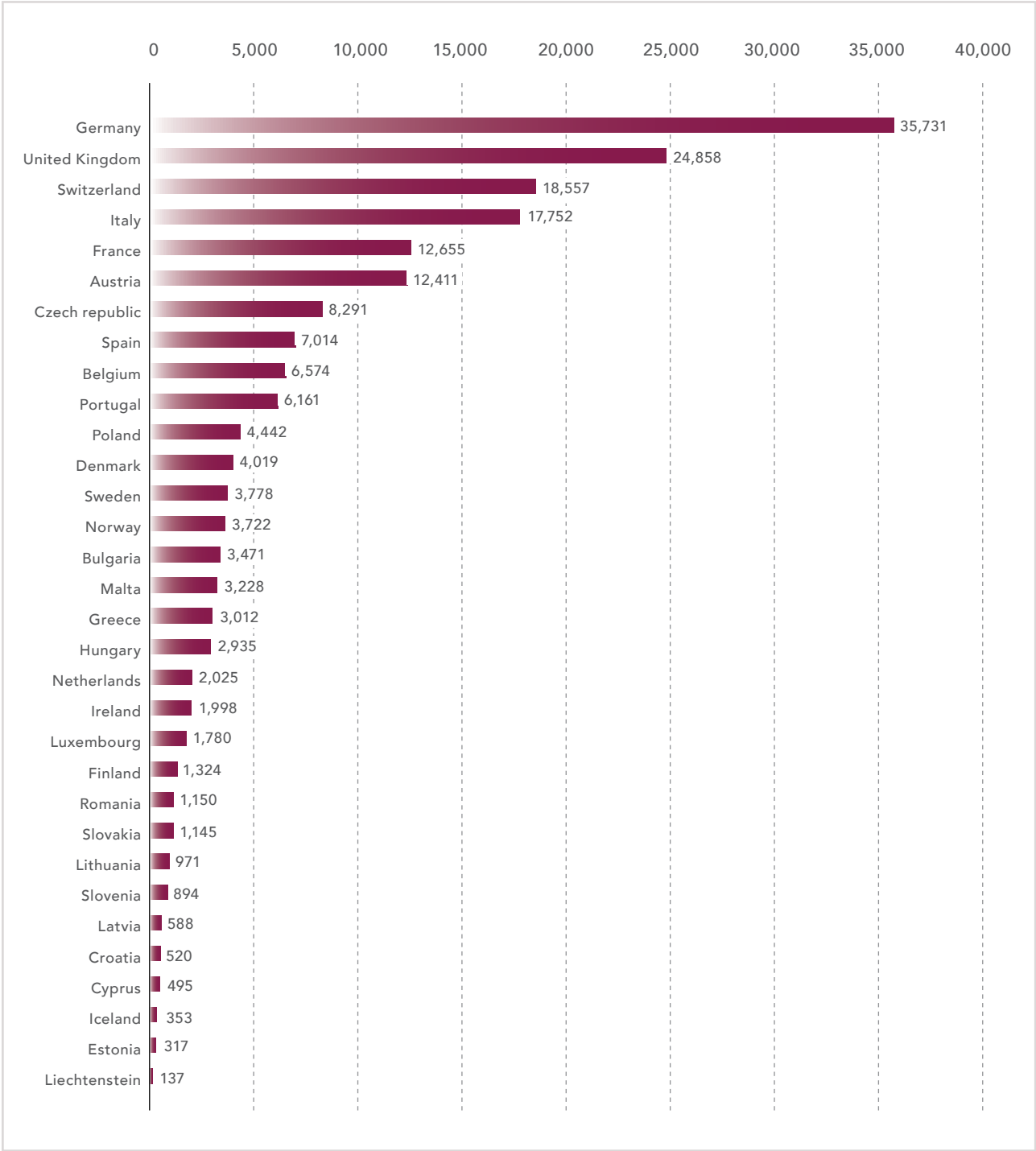


Key economic benefits and impacts of Business Aviation (incl. manufacture of business aircraft and components) is generated in Western Europe. **France, Switzerland, Germany and the UK represent 76% of the total industry GVA in Europe.** These countries enjoy a high share of business aircraft movements and are also home to large MRO firms and important manufacturers of business aircraft and/or components. The latter is especially relevant for France, where major manufacturers are located.

Figure 2 on page 17, outlines the total number of direct, indirect and induced employees in the operation of business aircraft by European country.

^{12/} Source: Estimations based on 2017 employment estimates and on macroeconomic interrelations from the World Input Output Database. For further details please view the detailed academic analysis undertaken by Booz Allen Hamilton in collaboration with Deutsches Zentrum für Luft und Raumfahrt on the EBAA website at www.ebaa.org

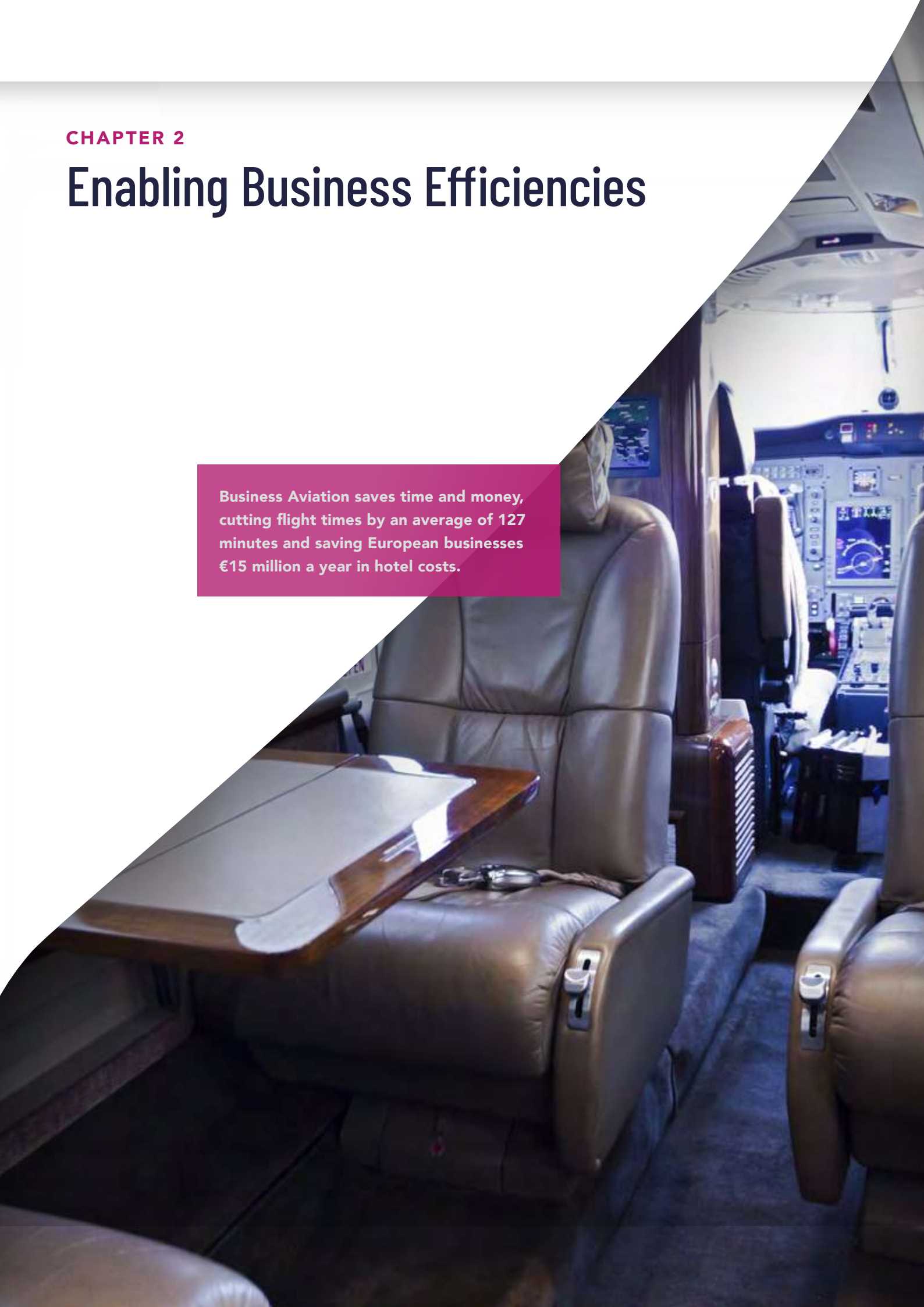
Figure 2 / Total number of direct, indirect and induced employees in the operation of business aircraft (aircraft operators, MRO, FBO) by country, 2017



CHAPTER 2

Enabling Business Efficiencies

Business Aviation saves time and money, cutting flight times by an average of 127 minutes and saving European businesses €15 million a year in hotel costs.



The fact that **Business Aviation makes European companies more efficient** is widely acknowledged. Key efficiencies, as outlined on page 6, include:

- **Across all European point-to-point flight routes**, when compared with the fastest commercial transportation alternative, **Business Aviation flights save an average of 127 minutes**.
- Although certain long-haul flights (where the flying time is greater than four hours) might be faster with commercial jets due to their higher ground speed, about **20% of Business Aviation flights result in more than five hours of time saved** than their best commercial alternative due to delays avoided and time saved in airport procedures;
- For multi-trip Business Aviation itineraries (where Business Aviation users visit more than one destination in a given day), **Business Aviation saved European businesses approximately €15 million in avoided overnight hotel nights per year**; and
- On average, the **productive work time for each employee utilising Business Aviation is increased by around 153 minutes per trip** (representing an increase of about 150%) when compared with the productive work time available on a commercial flight.¹³

Table 5 / Key Business Aviation efficiencies arising for Employers, Employees and Client/Customer Benefits

Employer Benefits	Employee Benefits	Client and Customer Benefits
<ul style="list-style-type: none"> • Increased employee productivity in transit • Increased access to markets underserved by commercial travel • Increased client interaction and satisfaction • Reduced hotel and airfare costs 	<ul style="list-style-type: none"> • Faster travel options for employees • Increased safety and security • Increased comfort and reduced stress when traveling 	<ul style="list-style-type: none"> • Faster access to business partners and support • Seamless connection of partners and vendors through increased transport reliability



13/ For further details please view the detailed academic analysis undertaken by Booz Allen Hamilton in collaboration with Deutsches Zentrum für Luft und Raumfahrt on the EBAA website at www.ebaa.org

ANALYSIS

Stakeholder Benefits – Employers

Business Aviation presents a raft of benefits for employers. The key benefits and the accompanying rationales are outlined below.

Summary of Employer Benefits		
Business Aviation allows for increased productivity in transit and increased productivity from reduced transit times	Business Aviation provides expanded reach to and increased connectedness with current and potential customers	Business Aviation increases client interaction and drives client satisfaction
<ul style="list-style-type: none"> With Business Aviation’s shorter travel times, employees are often more productive as they can work additional hours. This is because of not having to spend time in transits to commercial airports or in layovers between commercial airports. Project teams can work in the privacy of the business aircraft and discuss sensitive topics. On-board facilities are better suited to meetings and collaborative work than public commercial airport areas or flights. 	<ul style="list-style-type: none"> Commercial aviation travel times and published flight schedules limit the number of customers employees can reach in one day (if long travel times are required to get to a site) or on any given day (if no commercial flights are available on that day). Business Aviation enables companies to stay connected with their production sites and suppliers located in remote regions, which enables them to organise their businesses in the most efficient ways and to leverage cost saving potentials. 	<ul style="list-style-type: none"> Face-to-face meetings are tremendously important to driving business. Business Aviation allows this to happen, as does commercial aviation, but with the added benefit of the increased connectivity and reach. Employees can visit multiple sites in a short timeframe which in turn drives customer satisfaction up and increases net returns to the company. Employees can meet many clients in different cities through one-day, multi-city trips. Such travel is often extremely complicated with commercial aviation and can force employees to stay in hotels overnight while traveling instead of returning home.
<p>In short, employers benefit from Business Aviation through increased productivity, increased reach in expanding markets, increased client interaction, and potentially optimised costs</p>		

Employee Benefits

Business Aviation presents a range of benefits for employees. The key benefits and the accompanying rationales are outlined below.

Summary of Employee Benefits		
Business Aviation reduces travel times and allows employees to reach destinations sooner	Business Aviation provides enhanced security for employees	Business Aviation provides employees with increased comfort and reduced stress
<ul style="list-style-type: none"> Direct point-to-point flying allows employees to be more efficient, especially if they can complete the travel schedules in fewer days. Employees more reliably reach their destination at times planned for and expected due to reduced likelihood of travel delays from airport and airspace congestion. 	<ul style="list-style-type: none"> Employees avoid public areas of commercial airports, often resulting in employees to feel more secure. A smaller number of passengers are transported with a Business Aviation flight than a commercial one, allowing greater care and attention afforded to the safety and the security of the crew. 	<ul style="list-style-type: none"> Employees travel in comfortable conditions, often surpassing commercial alternatives. Employees fly point-to-point with no connections and are likely to be using less congested airports with quick check-in and security times. Along with reduced delays, employees have a less stressful traveling experience. The increased comfort and reduced stress drive employee happiness and leads to a higher quality of life when compared to commercial travel.
<p>For employees, Business Aviation promises the ability to return home earlier, increases the perception of safety and security, and allows employees to travel in comfort, empowering a stronger work-life balance</p>		

Stakeholder Benefits – Customers and Clients of Companies using Business Aviation

Business Aviation presents additional benefits for a broader stakeholder group of customers and clients of businesses. The key benefits pertaining to this group are outlined below.

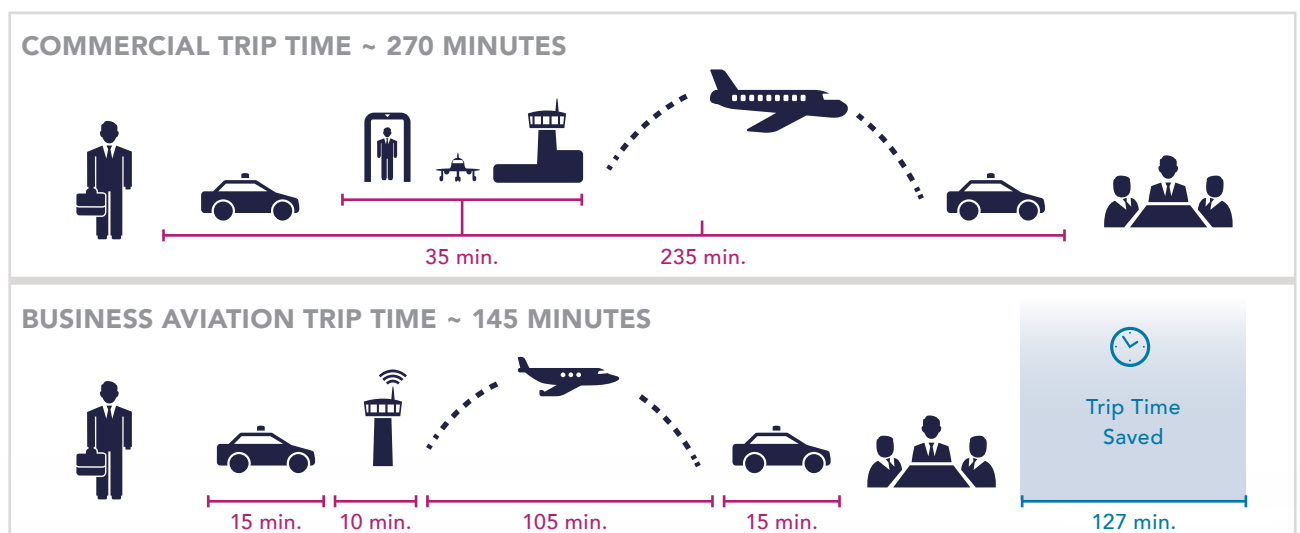
Summary of Stakeholder Benefits	
<p>Business Aviation allows for increased agility in responding to client's needs</p> <ul style="list-style-type: none"> • Third-party contractors, vendors and support staff are much more responsive to any issues arising at an office, plant, or work site; • With no risk of flights being sold out and a reduced chance of delays due to strikes or other disruptions, a business can offer their customers reliable help on-demand for critical operations. For instance, dedicated maintenance personnel can be dispatched to any site at any time, and/or vendors can respond quickly to product difficulties. • Customers of a business may be reassured that their issues are heard as partner executives can quickly respond to emerging problems or explore new directions for work, building the client/vendor relationship. 	<p>Business Aviation allows for the seamless connection of partners and vendors through a transportation schedule that revolves around the business</p> <ul style="list-style-type: none"> • Without the constraints of commercial aircraft schedules and the increased reliability of transportation options, Business Aviation users can stay on-site as long as necessary to work through problems or generate ideas.
<p>For customers and clients, Business Aviation provides business agility and seamless partnerships on a global level, providing a major advantage over other means of travel</p>	

OUTCOME

Time Savings Benefits

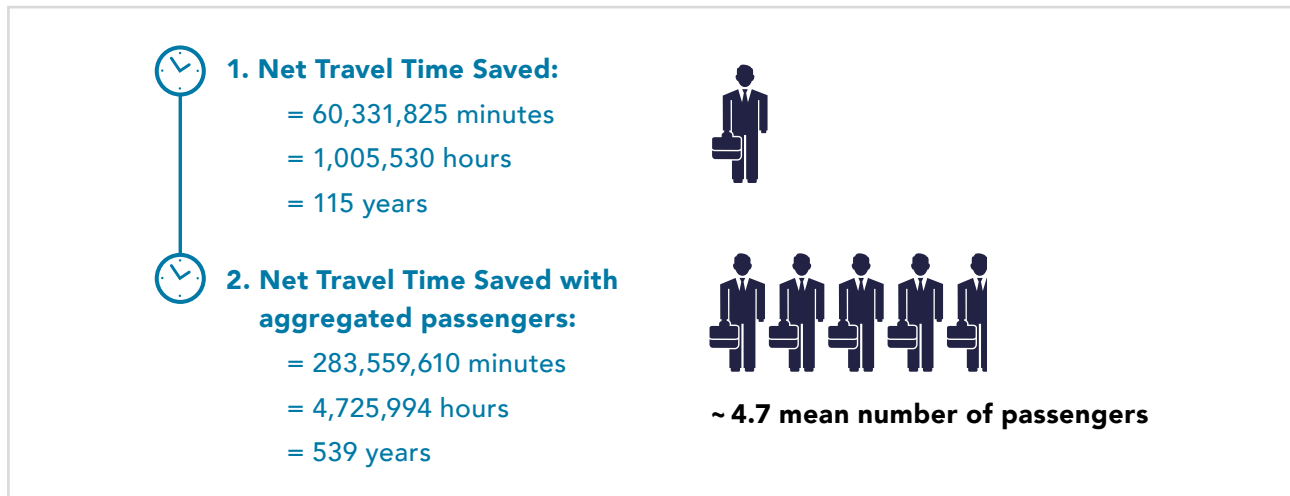
Business Aviation in Europe saves an average of 127 minutes over commercial travel, or just over 2 hours. Figure 3 below outlines how this conclusion is reached and the how the saving arises by using Business Aviation.

Figure 3 / Average travel times for Business and Commercial Aviation, highlighting longer commercial travel time and 127-minute time savings for Business Aviation



Analysis of the data shows that the **aggregated time savings over 800,000 flights is 539 years**, as outlined below in Figure 4.

Figure 4 / Aggregated time savings for users of Business Aviation



Productivity Benefits

Increased productivity is a major benefit of Business Aviation over commercial aviation. Business Aviation allows users to work in privacy and comfort on board business aircraft and reduces unproductive time spent waiting at or transiting through commercial airports.

According to a Harris report in 2009, Business Aviation users are **20% more productive on board than when in the office and are 40% less productive on commercial flights than when in the office**. Whilst this data is based on a US survey there is no reason to believe that results would differ significantly for Europe.

To quantify the increased productivity afforded to users of Business Aviation, the average flight times of Business Aviation when compared to commercial aviation must be considered. European Business Aviation users average approximately **105 minutes in flight**, and it can be assumed that both business and commercial users work immediately after take-off and continue working throughout the whole flight. It may be similarly assumed that surface travel times to and from airports are not productive time, such that it is only the actual flight time that contributes to productive time.

If Business Aviation users are 20% more productive in flight than in the office, they generate $105 \text{ minutes} \times 1.2 = 126 \text{ minutes}$ of

productive work time per flight. Further, as Business Aviation users save an average of 127 minutes over commercial aviation, they may spend an additional 127 minutes of productive time in the office before or after their Business Aviation trip. **In total, Business Aviation users generate 253 minutes of productive time by taking a business flight.**

The average commercial flight time is 163 minutes, of which $163 \text{ minutes} \times 0.6 = 98 \text{ minutes}$ may be considered productive time, given the 40% productivity penalty reported by Harris. Recall Rome2Rio reports total flight times, such that commercial flight times include layover times. Layover time is unlikely to be spent working, such that the 98-minute estimate of commercial travel productive time is generous and the productivity advantage of Business Aviation over commercial aviation is likely to be larger than estimated here.

It may be assumed that commercial aviation users are not productive when traveling to or from airports or when transiting between them, such that the total productive time of a commercial trip is 98 minutes. Thus, **for every trip, Business Aviation generates, on average, a 251 – 98 = 153-minute productivity advantage over commercial aviation.** In other words, Business Aviation users have 153 more minutes of work time when traveling by Business Aviation.



CHAPTER 3

Ensuring Connectivity

Business Aviation connects diverse regions, bringing people together, driving economic growth and providing essential medical services.



SUMMARY

Business Aviation **improves connectivity**, which has a significant impact on remote or less connected regions as well as on local companies.

As outlined on page 6, key findings on Business Aviation and connectivity benefits include:

- **Business Aviation in Europe serves 25,280 city or area pairs** not connected by nonstop commercial flights, which represent **approximately 31% of total city pairs analysed** in this study. In short, nearly 1 connection out of 3, is not connected by any direct commercial flight, meaning the connection wouldn't exist without Business Aviation;
- In addition, a high volume of Business Aviation traffic is connecting these city areas that lack nonstop commercial aviation connectivity, with **27% of the 800,000 Business Aviation movements** analysed making a direct connection between these pairs.
- For the eight city areas considered, on average, Business Aviation **increased the number of direct connections to a city by more than 450% compared with regularly scheduled commercial aviation**. The minimum increase was seen at commercial aviation hubs like London, followed by Munich and Paris. Zurich, Geneva, and Cote d'Azur – large metropolitan areas – had a more than five-fold increase in the number of destinations directly connected by Business Aviation; and
- **Time savings enabled by better connectivity were greater in Eastern Europe and in general in the continent's periphery**.
- Business Aviation plays a vital role in **connecting regions of different economic strengths**. This is illustrated by an analysis of different European regions based on socio-economic indicators (GDP, GDP per capita, real GVA growth rate, internet penetration and unemployment rate). In most cases, the **time savings benefits connecting two regions of**

different socio-economic status were higher than the time savings benefits connecting regions of the same socio-economic status.

Providing efficient vital connectivity between regions of different socio-economic status illustrates the indispensable role that Business Aviation plays in the European economy;

- The findings for the improvement in connectivity gains, business efficiencies and time savings across each indicator was indicative of the flow of capital, goods, services, and market access that is essential in the interconnected European economy. It can be hypothesised from the analysis that **Business Aviation is at the very least a large enabler, if not a core driver of economic progress by providing the efficient connections that facilitate this exchange;**
- **Business Aviation allows for air ambulances and medical evacuations to be provided to remote regions. According to EBAA data, 12,000 departures¹⁴** (or 2% of all Business Aviation departures in 2017) were flown to serve medical evacuations representing some 50 departures a day; and
- **Business Aviation** is fully committed to reducing its emissions. Since Business Aviation requires fewer connections and is subject to fewer delays, it represents an optimised travel option from an environmental perspective. According to a report published by the U.S. National Business Aviation Association, globally, Business Aviation contributes only 2% to the overall aviation industry's emissions: <https://www.nbaa.org/ops/environment/>

Business Aviation therefore increases connectivity across Europe. It brings together areas of the continent that would otherwise have limited connectivity and as a result is opening gateways to economic activity.¹⁵

14/ Source: EBAA Business Aviation Industry Data provided by WINGX Advance / Actionable Market Intelligence for Business Aviation (2017)

15/ For further details please view the detailed academic analysis undertaken by Booz Allen Hamilton in collaboration with Deutsches Zentrum für Luft und Raumfahrt on the EBAA website at www.ebaa.org

ANALYSIS & OUTCOME

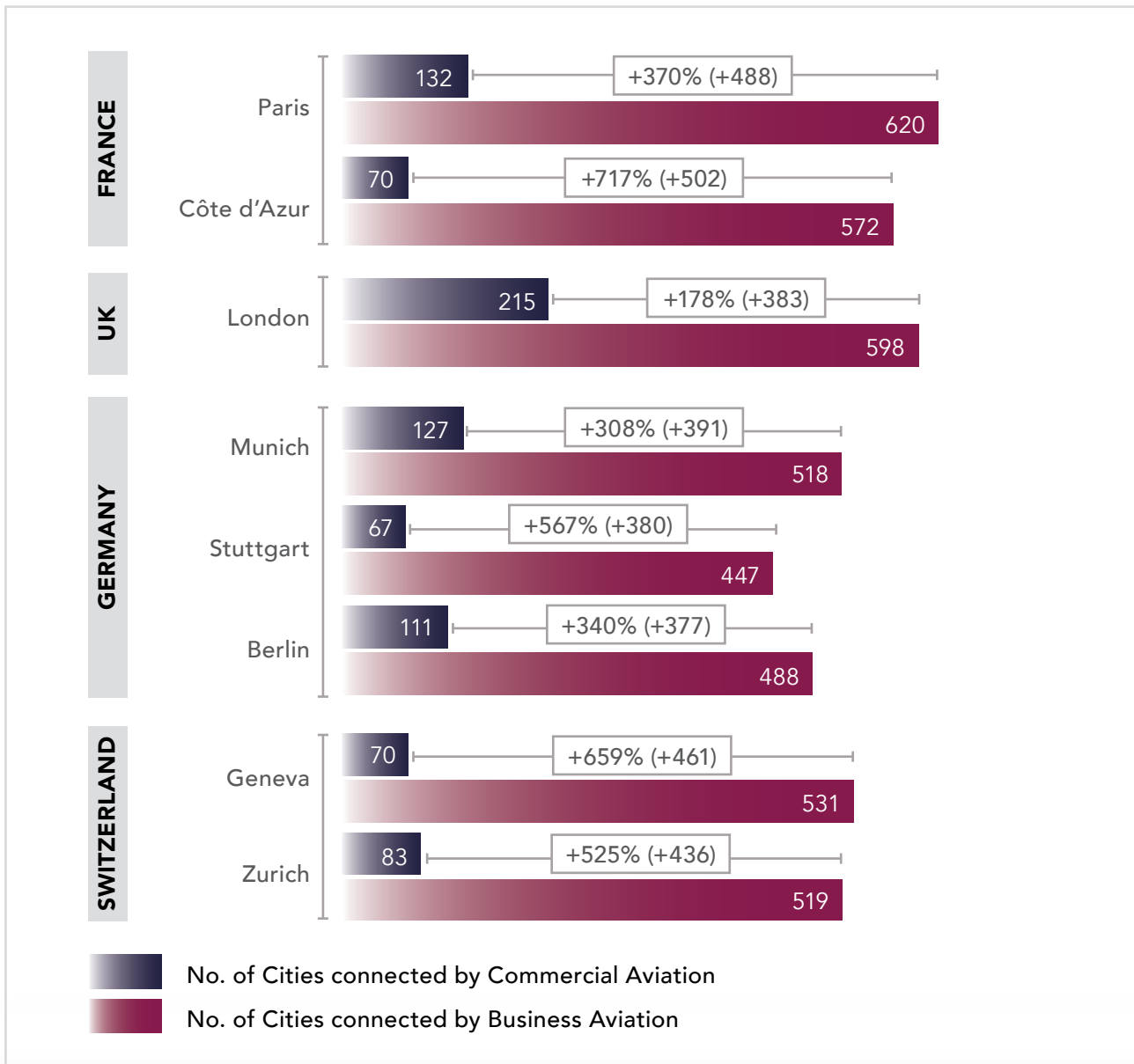
General European Connectivity

25,280 European city pairs that make up part of the Business Aviation network are never connected (any day of the week) by nonstop commercial services, as outlined by Figure 5 below. The value of Business Aviation to these communities is clear – Business Aviation keeps these cities efficiently connected to the European and global economies where commercial aviation

may not always be viable. These airport pairs represent 31% of all pairs: a sizeable proportion of the European aviation landscape.

Further, of the over 800,000 Business Aviation itineraries (markets) analysed, 27% did not have nonstop commercial service on any day of the week. These markets benefit most from Business Aviation and allow employees traveling in these markets to be much more efficient and agile in their business travel.

Figure 5 / Number of destinations connected to cities, over a one-year sample (2014 data), by regularly scheduled non-stop commercial aviation flights vs destinations connected by Business Aviation flights (within Europe)





The connectivity enhancements provided by Business Aviation for large metropolitan city-areas to other European destinations bolsters the vital role played by Business Aviation in the European Aviation landscape. Even large city centres with commercial aviation hubs like London, Paris, Munich, Berlin are connected by Business Aviation to between 377 to 488 additional destinations within Europe. The increment is even higher for metropolitan areas like Stuttgart, Geneva, and Zurich (between 388 and 461 additional destination) which are large cities but do not have major commercial aviation hubs. The highest incremental connectivity is for Cote d'Azur which is connected to 502 additional destinations (a seven-fold increase). It should be noted here that each destination in this analysis refers to a city-area that can be served by more than regional or Business Aviation airport, i.e. the analysis counts a single city being served by multiple airports as a single destination.

Societal Benefits

It should be noted that while the connectivity Business Aviation provides is fundamentally important to the European economy, this connectivity also provides significant societal benefits, such as allowing air ambulances and medical evacuations in remote regions of Europe. This enables important services to society by ensuring that critically ill or injured patients or organs can be transported quickly and safely between medical centres, even to and from the most remote locations. Flexibility and speed are key here, which makes the option that aircraft are available 24/7 and can be dispatched within 1 to 1.5 hour notice invaluable. Business Aviation

operators can mobilise specialist medical teams as required, which can include experts in the fields of cardiology, paediatrics, neo-natal and intensive care. Aircraft are typically equipped with the most advanced medical technology and can be adapted to suit the needs of a patient. This includes carrying infant incubators or intensive care equipment.

Based on EBAA data, about 12,000 ambulance flights are operated each year in Europe, which is about 30 such flights per day and represents 2% of all Business Aviation flights. The European airports with the highest number of ambulance departures are Zurich, London Oxford, Le Bourget and Biggin Hill.

Economic Impact of Connectivity

To quantitatively assess the economic impact of the efficiency and connectivity benefits of Business Aviation, the following economic indicators were examined: GDP, GDP per capita, Real GVA growth rate, Percentage of Internet Penetration, and Unemployment Rate. The time savings observed across the gradients for each economic indicator created an alternative perspective of the role played by Business Aviation in the flow of capital, goods, and services and its function as an enabler of economic progress, enhanced connectivity, and societal impact.

In addition, Business Aviation provides substantial connectivity across diverse regions as measured by GDP. The following case studies outline how and where Business Aviation, provides connectivity and economic benefits across Europe.

CASE STUDY 1 – UNITED KINGDOM – “THE HIGHLAND BENEFIT”

Introduction

The economy of the Scottish Highlands has traditionally depended on fishing and crofting; crofting being a small-scale farming that is specific to the Scottish Highlands.

These industries are highly seasonal. Additionally, the region has typically lagged the rest of the United Kingdom in economic development (referred to as the “Highland Problem” of economic backwardness within the region). While recent efforts have been made by the UK and EU to spur economic development, the Highland region continues to be designated as a “transitional” area that still requires support in development.

In contrast, the London metropolitan region is a highly developed and populated area; with a population of ~5 million, it is similar to that of the entire country of Scotland, in which the Highland region is located.

Business Aviation Connectivity Benefits

The Inverness Airport, located in the North of Scotland, is a vital transport hub for the Highlands and neighbouring islands as it connects them to key destinations across the UK and Europe by offering a range of scheduled flights and Business Aviation services.

From April 2016 to March 2017, 2,105 business aviation operations were carried out at Inverness Airport. This represented more than 39% out of all Business Aviation movements operated by the 10 other airports owned by the Highlands and Islands Airports Limited (HIAL) company, located in the Scottish Highlands, the Northern Isles and the Western Isles.

More specifically, the flight route from RAF Northolt in Outer London (West and North West) to the Inverness Airport, flown multiple times in the year, saved an average of 211 minutes of travel time over commercial aviation. This sample itinerary not only illustrates well the efficiency and connectivity gains provided by Business Aviation, but also the potential of Business Aviation to connect smaller regions to the trade and financial centres of Europe. On one hand, the Highlands area and neighbouring Islands gain exposure to the naturally larger offering of goods and services that a region with a large GDP can inherently provide through this route. On the other, the London metropolitan region gains an additional foothold and sphere of influence in an area where the low total GDP may represent an opportunity to enter a previously untapped or confined market. Therefore, the economies of both regions stand to economically benefit from the capital flows generated from this flight route.

CASE STUDY 2 – UNITED KINGDOM – FARNBOROUGH AIRPORT

Introduction

Farnborough airport was the UK’s first airfield and used to be a successful centre of aviation research. It was owned and operated by the British Ministry of Defence until 1991 when its research activity on-site began to decline.

Business Aviation Connectivity Benefits

The UK government chose TAG Aviation to develop the decaying airport into a thriving Business Aviation centre to boost the economic situation of the area. Approximately 220 million British pounds were invested in the development of Farnborough airport. TAG Aviation has generated employment in its various

departments: charter services, aircraft management, maintenance services, FBO handling and training. TAG Aviation employs 200 employees in Farnborough airport alone to provide services for its 23,000 yearly operations and trains over 300 pilots per year in their training facilities.* The airport activities also stimulate the local economy by contributing to contractors, hotels and security services among other sectors. It currently accommodates almost 8,000 jobs. With indirect/induced effects, the total employment supported by this complex locally is estimated at almost 9,600 jobs and 12,000 in the region. This forms one of the largest employment centres in the North Hampshire/Surrey area.

CASE STUDY 3 – SLOVENIA

Introduction

Within the Western Slovenia region, Ljubljana serves as the capital of Slovenia and is also the country's largest city. In general, although Western Slovenia's employment rate is very high, the nature of work in the region is generally labour-oriented with a distribution of 60-80% in services, 20-30% in industry, and a small percentage in agriculture. The high proportion of industry and manufacturing jobs within the economy's labour force lends itself to a healthy relationship with a region such as Paris, in which less than 10% of the labour force is involved in industry. As indicated by the difference in GDP per capita, the regional economies of both Île-de-France and Western Slovenia benefit from their comparative advantages in production – Western Slovenia benefits from increased access to wealthier offering of goods and services than offerings available locally while the economy of Île-de-France can tap into more efficient and concentrated manufacturing capabilities not available locally.

Business Aviation Connectivity Benefits

The route from Ljubljana Jože Pučnik Airport serving Ljubljana, Slovenia to Paris-Le Bourget Airport in Le Bourget, France represents a Medium-High GDP Gradient, with a GDP per capita of €28,500 in 2015, while Paris is located in the NUTS 2 region of Île-de-France, with GDP per capita of €50,900 in 2015. In effect, the GDP per capita of the Île-de-France destination is a little over twice that of the Western Slovenia region.

Similar flights along the High-Medium GDP per capita gradient constituted the greatest proportion of all Business Aviation flights at 37% and had an average time savings of 177 minutes per route flown. As illustrated by the sample itinerary, these routes and gradient crossings represent an important function for the economy that are not currently served well by commercial aviation. Business Aviation is thus playing a very important role in the economic exchange by connecting efficiently across these gradient crossings.

CASE STUDY 4 - DAVOS

Introduction

Whenever major events occur, the tourism and business-related traffic of a specific area tends to naturally increase. Business Aviation often plays an important part in this increased traffic connectivity, providing new logistical possibilities to the persons attending an event, and indirectly supporting wealth creation. For European-based events, the role of Business Aviation has been highlighted in several cases where economic and activity peaks were observed.

Business Aviation Connectivity Benefits

In 2016, the World Economic Forum in Davos attracted more than 1,000 Business Aviation movements, with an average of 220 arrivals and departures carried out per day at Davos airports. On the busiest day, 170 arrivals and 104 departures were operated via Business Aviation. In total, 440 individual aircraft were handled over the four days, which enabled

delegates mainly from Germany, France and the UK to attend this world-class event. For Davos airports, this represented an increase of 98% of Business Aviation activities compared to their regular movements.

Comparable patterns were observed in various European areas during major events. During the Monaco Grand Prix in 2015, Business Aviation movements grew up to 118% compared to the "business as usual" activities. Similarly, the airport of Le Mans-Arnage, the closest airport to the 24 hours of Le Mans' circuit, records an increase of +300% of its Business Aviation traffic during the automobile race in June. This represents around 360 flights, and accounts for 40% of the annual Business Aviation traffic of this airport located in a fairly remote area. These examples illustrate well the role played by Business Aviation during major events, which enables an increased connectivity in various European areas, and as a result, indirectly participates in generating wealth.

CHAPTER 4

Business Aviation in Key European Regions

Business Aviation drives strong economic value and business benefits in France, Germany, the UK and Switzerland.



FRANCE

CASE STUDY 1 – PARIS

With Le Bourget airport, the Pontoise and Toussus-Le-Noble airfields, and the Issy-les-Moulineaux heliport located close to downtown Paris, the Paris region is a key European location for Business Aviation.¹⁶

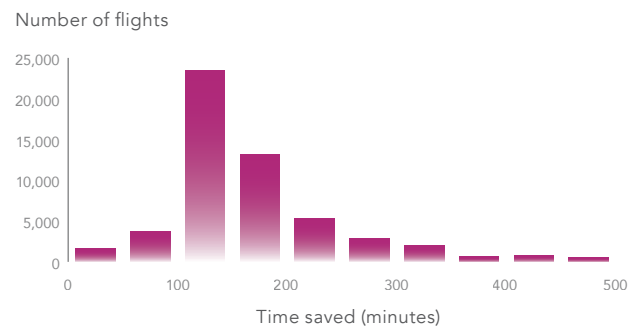
Business Aviation Enables Economic Growth

In total, about 183 business aeroplanes and helicopters are based here, safeguarding about 1,283 direct jobs with aircraft operators. Along with 98 and 887 direct jobs with FBO's and MRO's, respectively, the project team estimates a total of 2,268 direct employees in Business Aviation, which secure a further 2,686 indirect and induced jobs. The resulting total of 4,954 direct, indirect and induced jobs accounts for about 39% and 2.6% of all jobs in the operation of business aircraft in France and Europe, respectively.

Regional jobs	Aircraft operators	FBO	MRO	National Share	
Direct	1,283	98	887		39%
		2,268		European Share	
Indirect		2,182			2.6%
Induced		504			
TOTAL		4,954			

Business Aviation Enables Business Efficiencies

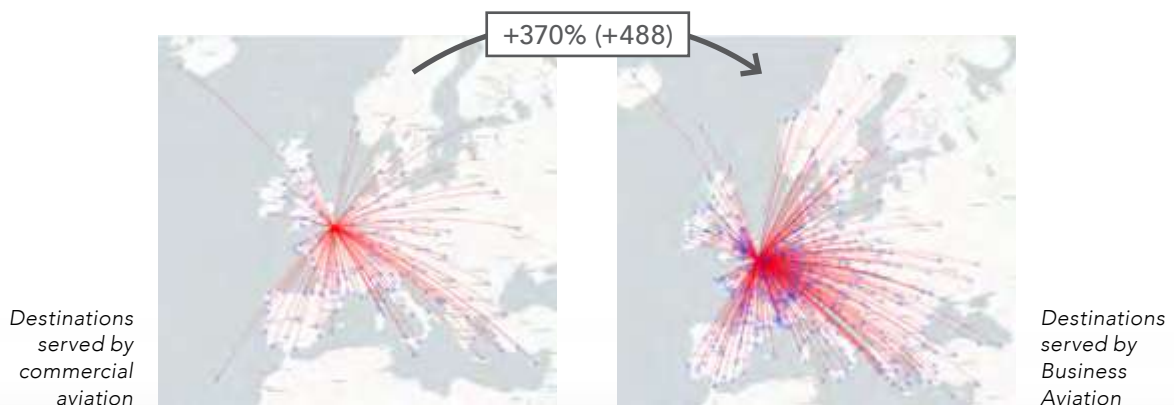
The average time savings offered by Business Aviation over the fastest commercial alternative for flights where either the origin or destination was Paris was 179 minutes, and the median time savings was 147 minutes over 64,348 flights. The distribution of time saving was as follows:



Business Aviation Enables Connectivity

For the Paris area over a one-year sample (2014 data), Business Aviation adds 488 destinations (an increase of 370%) of point-to-point connectivity as compared with regularly scheduled non-stop commercial aviation (which connects Paris to 132 destinations).

^{16/} For further details please view the detailed academic analysis undertaken by Booz Allen Hamilton in collaboration with Deutsches Zentrum für Luft und Raumfahrt on the EBAA website at www.ebaa.org



FRANCE

CASE STUDY 2 - CÔTE D'AZUR

With Nice, Cannes and St. Tropez airports, the Côte d'Azur is another important location for Business Aviation operations in France.

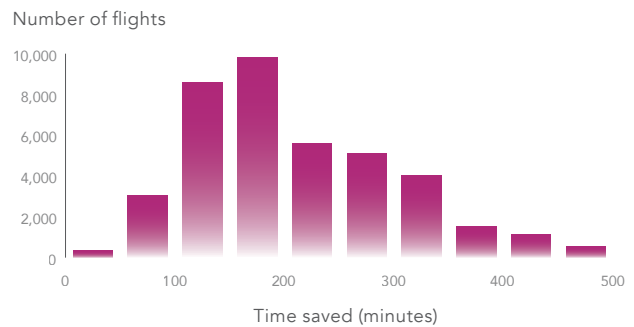
Business Aviation Enables Economic Growth

As the following tables illustrate, about 6% of the national business aircraft fleet is based on the French Riviera. Considering also FBO activities, a total of 276 direct jobs in Business Aviation can be estimated for the region which yield in a total number of about 624 direct, indirect and induced employees (about 5% of the national total).

Regional jobs	Aircraft operators	FBO	MRO	National Share
Direct	210	67	-	
		276		
Indirect		280		European Share
Induced		67		
TOTAL		624		

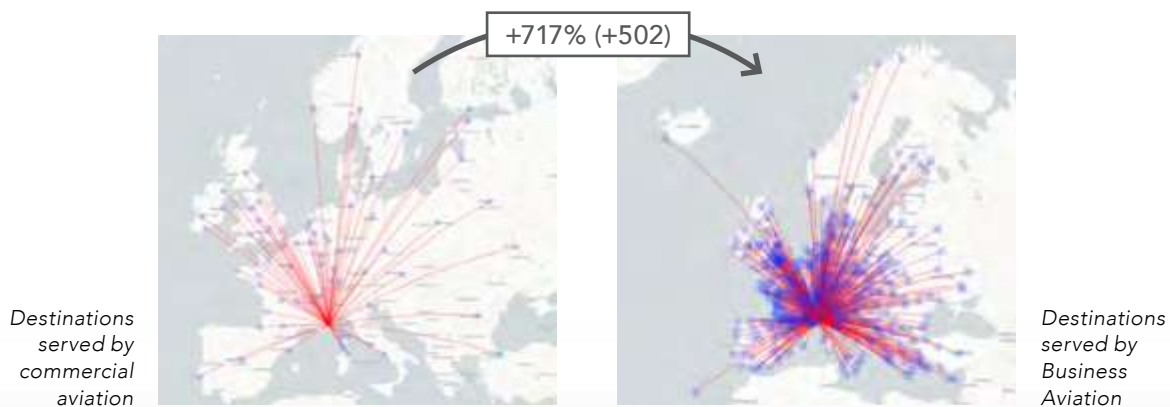
Business Aviation Enables Business Efficiencies

The average time savings offered by Business Aviation over the fastest commercial alternative for flights where either the origin or destination was Côte d'Azur was 224 minutes, and the median time savings was 196 minutes over 46,639 flights, the distribution of time savings is as follows:



Business Aviation Enables Connectivity

For the Côte d'Azur area, over a one-year sample (2014 data), Business Aviation adds 502 destinations (an increase of 717%) of point-to-point connectivity as compared with regularly scheduled non-stop commercial aviation (which connects Côte d'Azur to 70 destinations). This is the highest connectivity gain among the 8 city areas considered.





GERMANY CASE STUDY 3 - BERLIN

Berlin, Germany's capital, provides two international airports, Schönefeld and Tegel. In addition to these, noteworthy Business Aviation activities are also handled at Schönhagen Airfield in Trebbin/ Brandenburg, located some 30-45 minutes South-West of Berlin.

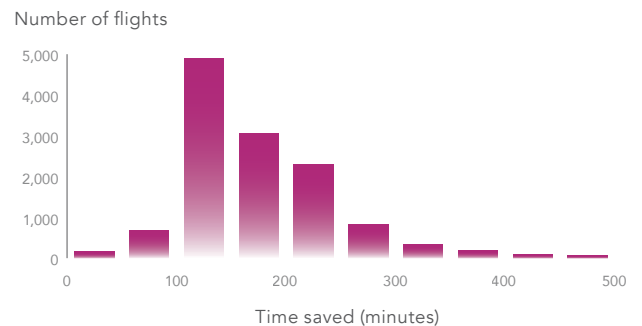
Business Aviation Enables Economic Growth

In total, about 49 business aeroplanes and helicopters are based in and around Berlin (5% of the nationwide figure), generating about 322 direct jobs with aircraft operators. Berlin further accounts for 50 jobs with FBO's and a remarkable 409 employees with MRO's. With the resulting total of 2,475 direct, indirect and induced jobs, Berlin represents about 7% of all German employees in the operation of business aircraft, MRO and FBO.

Regional jobs	Aircraft operators	FBO	MRO	National Share
Direct	322	50	409	7%
	781			
Indirect	1,332			European Share 1.3%
Induced	362			
TOTAL	2,475			

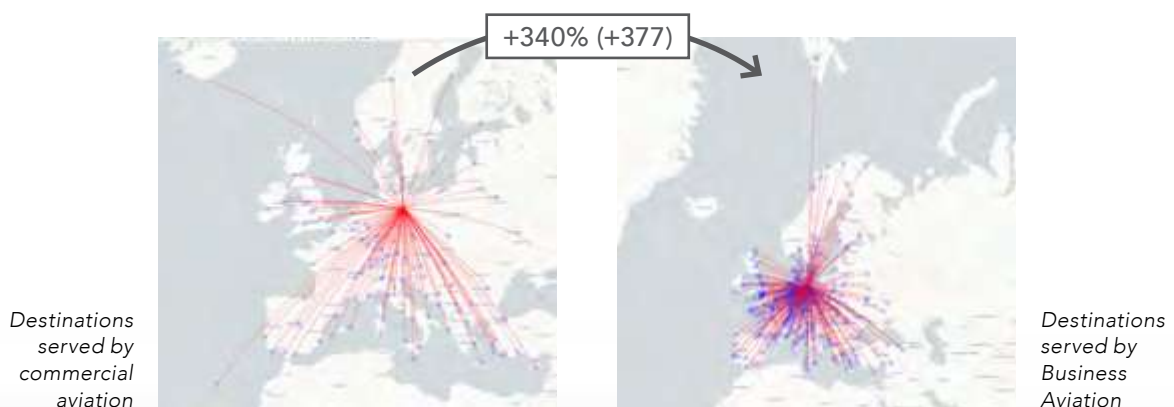
Business Aviation Enables Business Efficiencies

The average time savings offered by Business Aviation over the fastest commercial alternative for flights where either the origin or destination was Berlin was 177 minutes, and the median time savings was 155 minutes over 15,250 flights, the distribution of time savings is as follows:



Business Aviation Enables Connectivity

For the Berlin area, over a one-year sample (2014 data), Business Aviation adds 377 destinations (an increase of 340%) of point-to-point connectivity as compared with regularly scheduled non-stop commercial aviation (which connects Berlin to 111 destinations).





GERMANY CASE STUDY 4 - MUNICH

A considerably more important location for Business Aviation activities than the German capital is Munich and its surroundings in Bavaria. We have allocated the following airports, airfields and cities with aviation-related activities to Munich: Munich Airport, Oberpfaffenhofen Airport, Pullach, Augsburg Airport, Oberhaching, Hallbergmoos, Landshut.

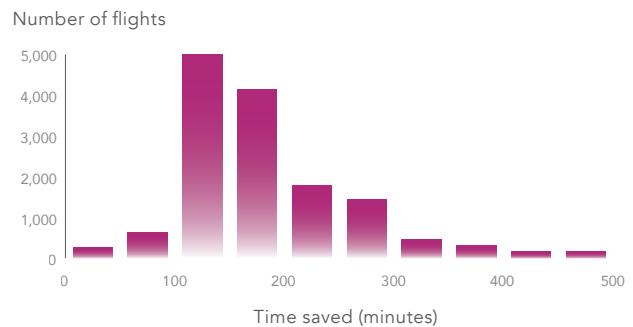
Business Aviation Enables Economic Growth

As the following tables illustrate, about 13% of the national business aircraft fleet is based in and around Munich. Considering also FBO services and significant MRO activities, a total of 1,341 direct jobs in Business Aviation can be estimated for the region which yield in a total number of about 4,888 direct, indirect and induced employees (about 14% of the national and 2.5% of the European totals, respectively).

Regional jobs	Aircraft operators	FBO	MRO	
Direct	863	45	432	National Share 14%
	1,341			
Indirect	2,850			European Share 2.5%
Induced	697			
TOTAL	4,888			

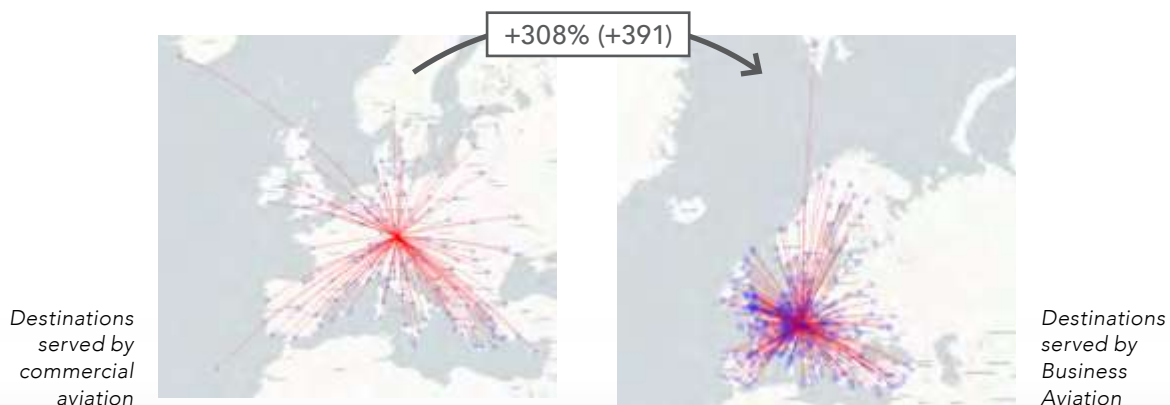
Business Aviation Enables Business Efficiencies

The average time savings offered by Business Aviation over the fastest commercial alternative for flights where either the origin or destination was Munich was 189 minutes, and the median time savings was 165 minutes over 16,959 flights, the distribution of time savings is as follows:



Business Aviation Enables Connectivity

For the Munich area, over a one-year sample (2014 data), Business Aviation adds 308 destinations (an increase of 391%) of point-to-point connectivity as compared with regularly scheduled non-stop commercial aviation (which connects Munich to 127 destinations).





GERMANY

CASE STUDY 5 - STUTTGART

Although much less well-known outside Germany (unlike Berlin, Hamburg, Munich, Frankfurt or Cologne) the city of Stuttgart is located in the heart of Germany's industrial economy.

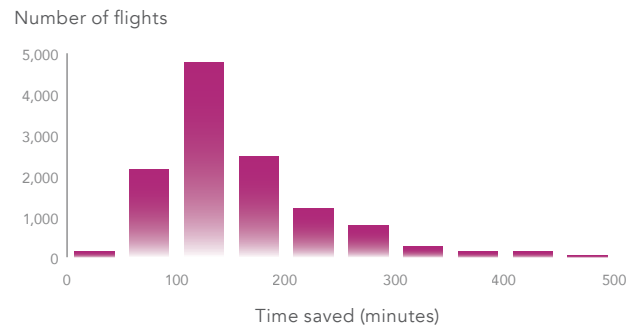
Business Aviation Enables Economic Growth

The result of the data collection for this study indicates that about 9% of Germany's Business Aviation fleet is located in or around Stuttgart (Stuttgart, Filderstadt, Neuhausen), representing about 706 direct jobs in the sector (not including manufacture). If indirect and induced employment is added, Stuttgart region accounts for about 2,886 Business Aviation employees, which means a national share of 8% (and a European share of about 1.5%).

Regional jobs	Aircraft operators	FBO	MRO	National Share
Direct	607	14	85	
	706			
Indirect		1,777		European Share 1.5%
Induced		403		
TOTAL		2,886		

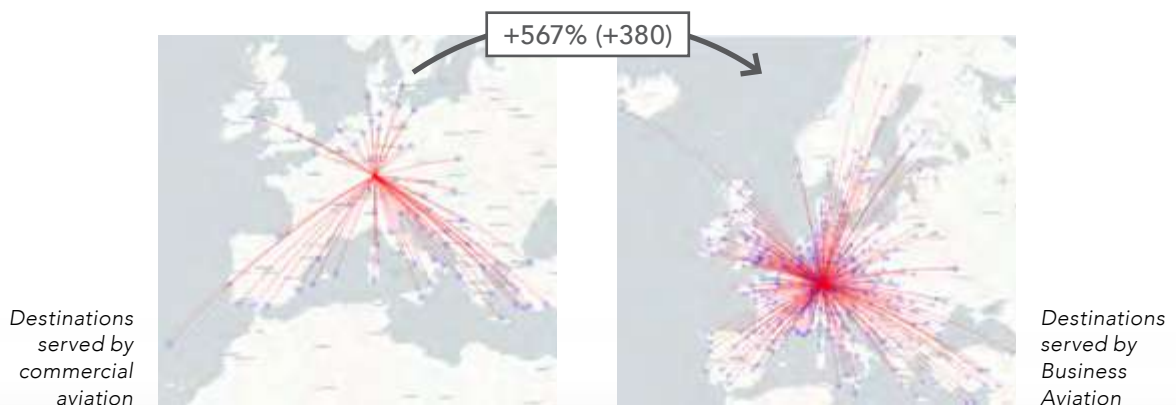
Business Aviation Enables Business Efficiencies

The average time savings offered by Business Aviation over the fastest commercial alternative for flights where either the origin or destination was Stuttgart was 160 minutes, and the median time savings was 138 minutes over 13,986 flights, the distribution of time savings is as follows:



Business Aviation Enables Connectivity

For the Stuttgart area, over a one-year sample (2014 data) Business Aviation adds 380 destinations (an increase of 567%) of point-to-point connectivity as compared with regularly scheduled non-stop commercial aviation (which connects Stuttgart to 67 destinations).





THE UNITED KINGDOM CASE STUDY 6 – LONDON

About 50% of UK business aviation activities are concentrated in Greater London. Apart from the international airports Heathrow, Gatwick, Stansted, Luton, City and Southend, the following airports and airfields are included in the Greater London area: Biggin Hill Airport, Farnborough Airport, London Oxford Airport, London Ashford Airport, Stapleford Aerodrome, and Elstree.

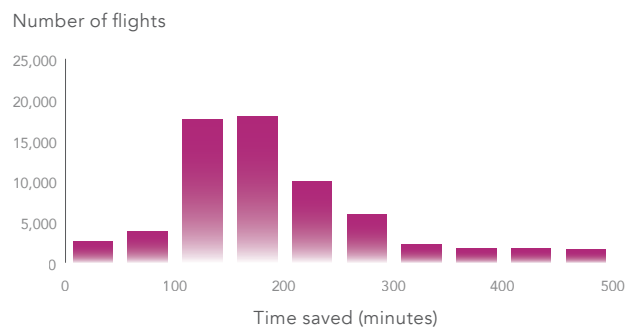
Business Aviation Enables Economic Growth

About 448 business aeroplanes and helicopters are based in Greater London (45% of the nationwide figure), generating 3,086 direct jobs with aircraft operators. The London area accounts for 4,278 direct jobs in Business Aviation, generating a further 6,468 indirect and 1,779 induced employees along the value chain. Nationally, London holds 50% of Business Aviation’s direct, indirect and induced employment, and 6.5% of the European share, making it Europe’s most important Business Aviation location.

Regional jobs	Aircraft operators	FBO	MRO	National Share
Direct	3,086	269	923	
	4,278			
Indirect	6,468			European Share 6.5%
Induced	1,779			
TOTAL	12,525			

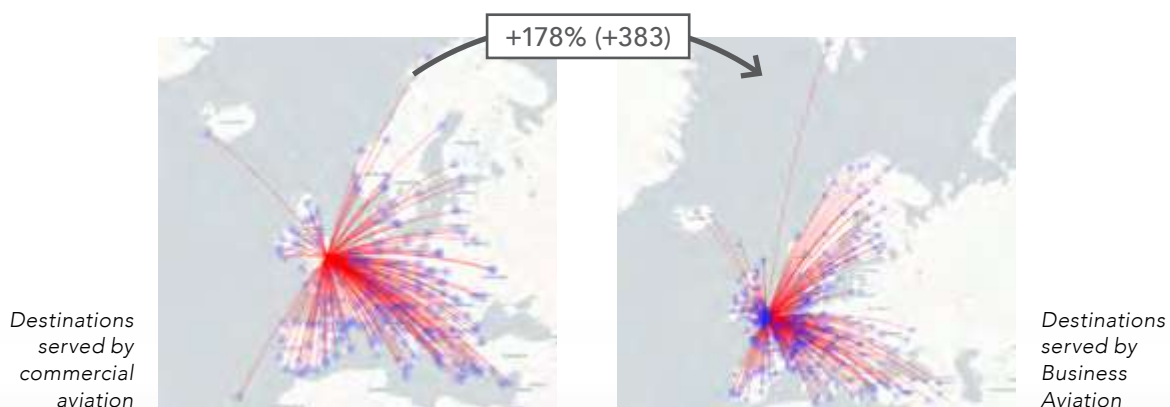
Business Aviation Enables Business Efficiencies

Average Business Aviation time savings over the fastest commercial alternative, where either the origin or destination was London, were 205 minutes. Median time savings were 171 minutes over 87,729 flights.



Business Aviation Enables Connectivity

From 2015 to 2016, Business Aviation added 383 direct destination links (a 178% increase), whereas regularly scheduled commercial aviation only added 215 destinations. This modest connectivity increase compared with the eight regions is expected, as London is an international hub for commercial aviation and serves as an important bridge between transcontinental flights and European destinations.





SWITZERLAND CASE STUDY 7 – ZURICH

When it comes to Business Aviation activities, the Zurich region in Northern, German-speaking Switzerland consists of the international airport Zurich-Kloten and nearby airfields and locations Birrfeld, Dubendorf and Glattbrugg.

Business Aviation Enables Economic Growth

In total, about 79 business aeroplanes and helicopters are based in and around Zurich (19% of the nationwide figure), generating about 556 direct jobs with aircraft operators.

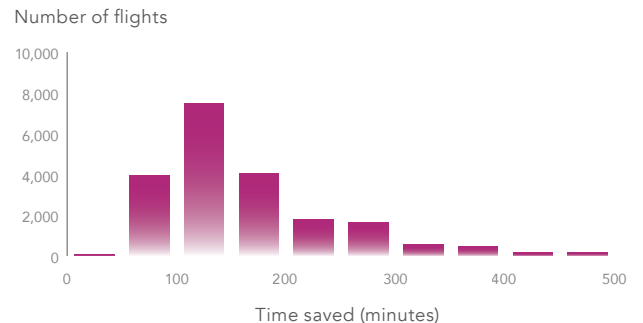
Along with 65 jobs with FBO's and 158 employees in the MRO segment, the Business Aviation segment employs a total of 779 people in and around Zurich.

With the resulting total of 3,319 direct, indirect and induced jobs, the region accounts for about 18% of all Swiss employees in the Business Aviation value chain, which makes a Europe-wide share of 1.7%.

Regional jobs	Aircraft operators	FBO	MRO	
Direct	556	65	158	National Share 18%
	779			
Indirect	2,099			European Share 1.7%
Induced	441			
TOTAL	3,319			

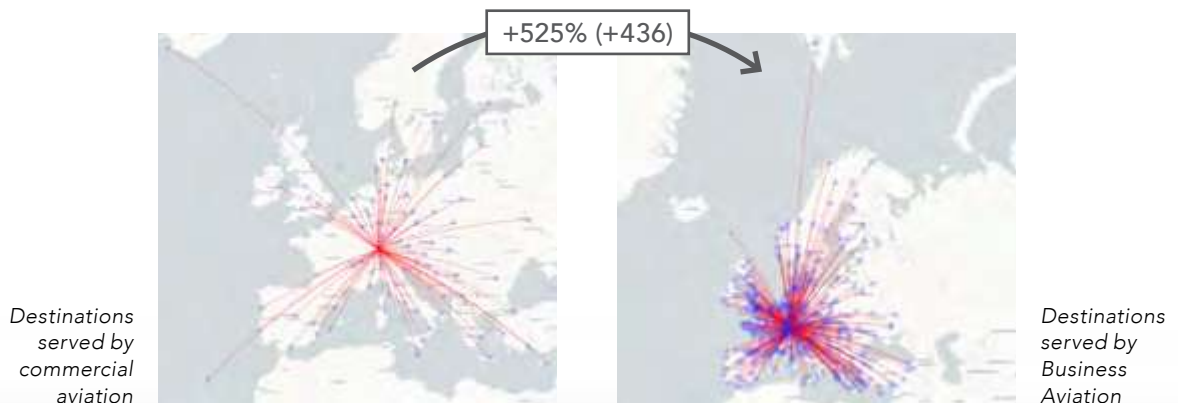
Business Aviation Enables Business Efficiencies

The average time savings offered by Business Aviation over the fastest commercial alternative for flights where either the origin or destination was Zurich was 175 minutes, and the median time savings was 137 minutes over 23,908 flights, the distribution of time savings is as follows:



Business Aviation Enables Connectivity

For the Zurich area, over a one-year sample (2014 data), Business Aviation adds 436 destinations (an increase of 525%) of point-to-point connectivity as compared with regularly scheduled non-stop commercial aviation (which connects Zurich to 83 destinations).





SWITZERLAND

CASE STUDY 8 – GENEVA

The Geneva region, to which we also include Annemasse Airfield in France, is an even more important location for Business Aviation in Switzerland than Zurich.

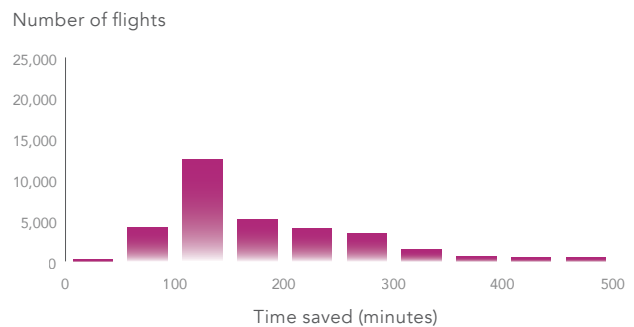
Business Aviation Enables Economic Growth

With about 22% of the Swiss Business Aviation fleet being based in Geneva and a considerable number of MRO jobs, the region accounts for about 1,226 direct jobs in the sector, which yields about 4,752 total employees along the value chain, representing 26% and 2.5% of the national and European totals, respectively.

Regional jobs	Aircraft operators	FBO	MRO	National Share 26%
Direct	657	35	534	
	1,226			
Indirect	2,940			European Share 2.5%
Induced	586			
TOTAL	4,752			

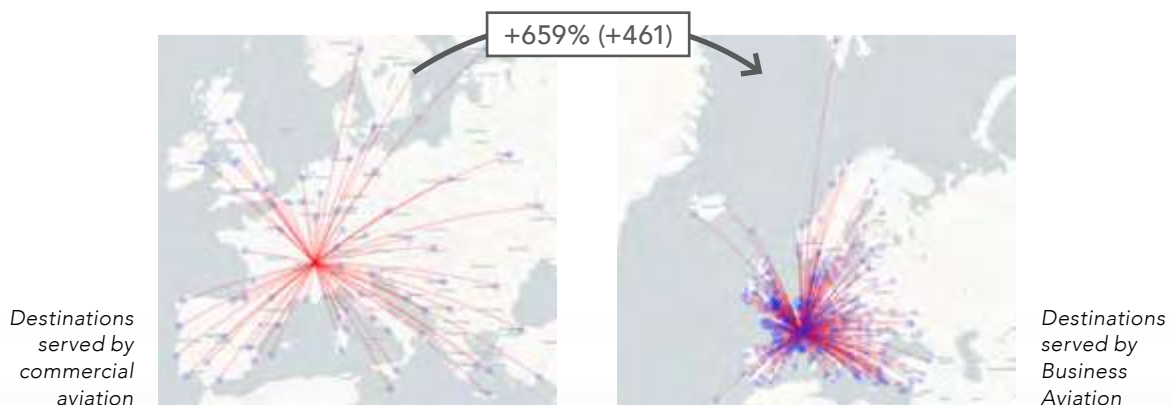
Business Aviation Enables Business Efficiencies

The average time savings offered by Business Aviation over the fastest commercial alternative for flights where either the origin or destination was Geneva was 188 minutes, and the median time savings was 148 minutes over 37,320 flights, the distribution of time savings is as follows:



Business Aviation Enables Connectivity

For the Geneva area, over a one-year sample (2014 data), Business Aviation adds 461 destinations (an increase of 659%) of point-to-point connectivity as compared with regularly scheduled non-stop commercial aviation (which connects Geneva to 70 destinations).







Part 2



CHAPTER 5

Business Aviation by European Country

Business Aviation drives economic value and business benefits across Europe; the EU28, Switzerland, Norway and Iceland have been ranked accordingly across the following infographics.



8.6 MILLION INHABITANTS

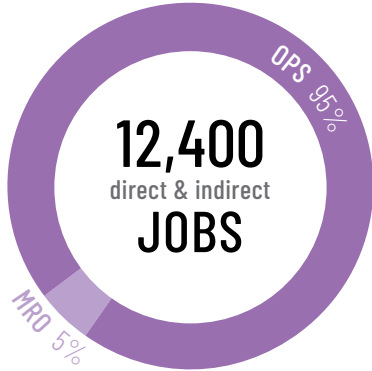
83,900 KM²

GDP / INHABITANT (PPS): 130

EU index = base 100

AUSTRIA

ECONOMIC IMPACT



€2.95 billion

Output of the BizAv Sector

26 Airports with BizAv traffic in 2017



BIZAV FLEET

- Bizliners: 3 (1.5%)
- Heavy Jets: 57 (28.8%)
- Midsized Jets: 47 (23.7%)
- Light Jets: 53 (26.8%)
- Turboprops: 38 (19.2%)

BASED FLEET: 198

Registered fleet: **206**

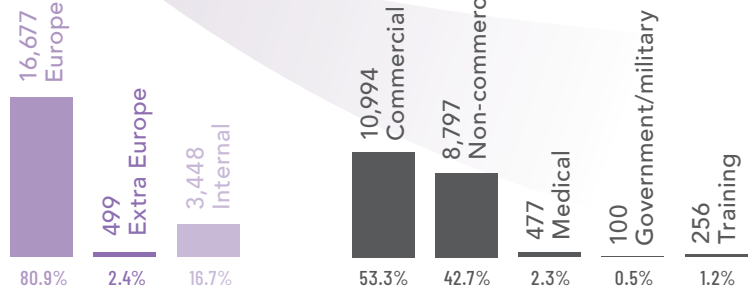
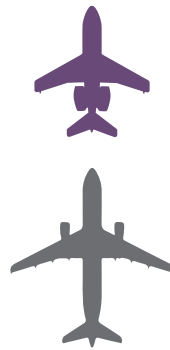
Most common Aircraft:
Challenger
300

OE-

MARKET SHARE Number of departures

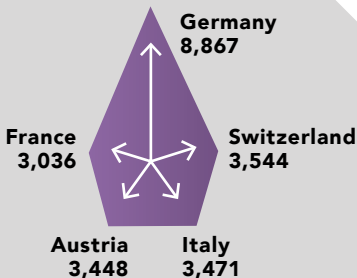
Business Aviation **12%**

- Traditional airlines 65.8%
- Low cost airlines 18.8%
- Charter 1.6%
- Cargo 1.9%



TOP 5 MARKETS TO AND FROM AUSTRIA

(No. of flights)



BIZAV DEPARTURES IN 2017

+6%
vs. 2016

20,624
Total departures
in 2017

8th
(EU28 + CHE, ISL, NOR)

TOP 5 CITY PAIRS (No. of flights)

Vienna — Klagenfurt	541
Vienna — Innsbrück	539
Vienna — Moscow	495
Salzburg — Zürich	482
Vienna — Salzburg	469

TOP AIRPORTS (No. of departures)

Vienna Schwechat	7,576
Salzburg W.A. Mozart	4,365
Innsbrück International	3,172
Linz International	1,737
Klagenfurt Wörthersee	1,493



BELGIUM

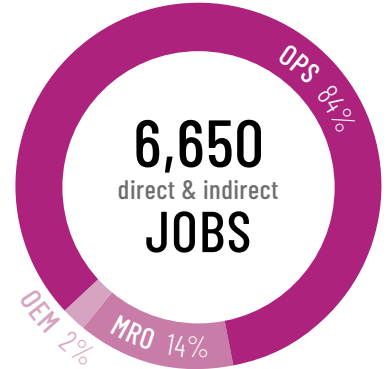
11.3 MILLION INHABITANTS

30,500 KM²

GDP / INHABITANT (PPS): 119

EU index = base 100

ECONOMIC IMPACT



€1.85 billion

Output of the BizAv Sector

18 Airports with BizAv traffic in 2017

BIZAV FLEET

Bizliners: 1 (1.0%)
Heavy Jets: 21 (20.6%)
Midsize Jets: 17 (16.7%)
Light Jets: 23 (22.5%)
Turboprops: 40 (39.2%)

BASED FLEET: **102**

Most common Aircraft:

PC-12 NG

00-

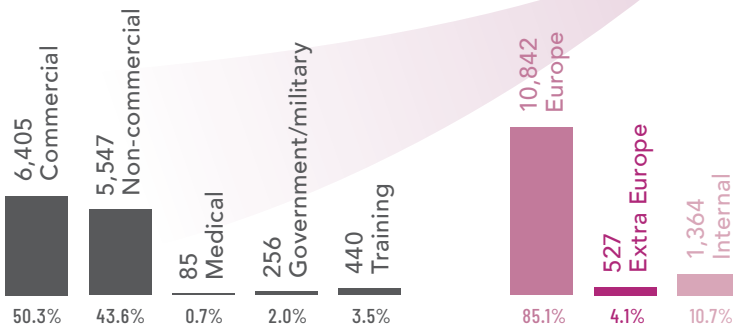
Registered fleet: **76**

MARKET SHARE

Number of departures

7.1% Business Aviation

56.5% Traditional airlines
23.2% Low cost airlines
1.1% Charter
12.0% Cargo



BIZAV DEPARTURES IN 2017

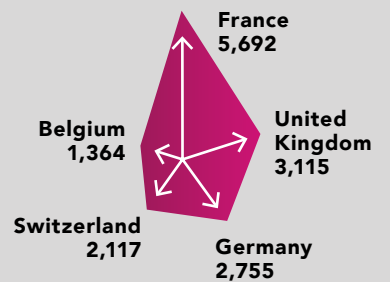
12th
(EU28 + CHE, ISL, NOR)

12,733
Total departures
in 2017

+2.4%
vs. 2016

TOP 5 MARKETS TO AND FROM BELGIUM

(No. of flights)



TOP AIRPORTS (No. of departures)



TOP 5 CITY PAIRS (No. of flights)

Brussels — Paris	540
Brussels — Geneva	408
Brussels — Kortrijk	186
Brussels — Farnborough	182
Antwerp — Amsterdam	181

7.2 MILLION INHABITANTS

111,000 KM²

GDP / INHABITANT (PPS): 47

EU index = base 100

BULGARIA

ECONOMIC IMPACT



€191 million

Output of the BizAv Sector

10 Airports with BizAv traffic in 2017



BIZAV FLEET

- Bizliners: 1 (4.5%)
- Heavy Jets: 2 (9.1%)
- Midsized Jets: 2 (9.1%)
- Light Jets: 7 (31.8%)
- Turboprops: 10 (45.5%)

BASED FLEET: 22

Registered fleet: 19

Most common Aircraft:

Avanti II

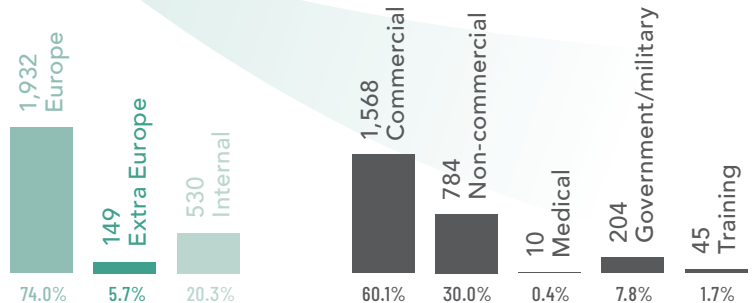
LZ-

MARKET SHARE Number of departures

Business Aviation **5.2%**

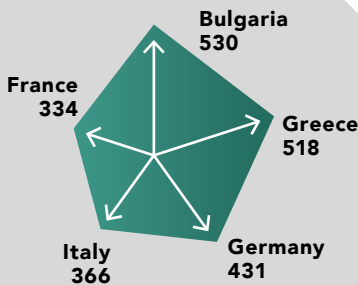


- Traditional airlines 40.9%
- Low cost airlines 33.3%
- Charter 18.2%
- Cargo 2.5%



TOP 5 MARKETS TO AND FROM BULGARIA

(No. of flights)



BIZAV DEPARTURES IN 2017

+3.3%
vs. 2016

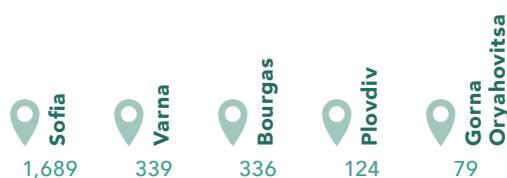
2,611
Total departures
in 2017

25th
(EU28 + CHE, ISL, NOR)

TOP 5 CITY PAIRS (No. of flights)

Varna — Sofia	161
Sofia — Makedonia	122
Sofia — Belgrade	107
Sofia — Vienna	98
Sofia — Nice	88

TOP AIRPORTS (No. of departures)





CROATIA

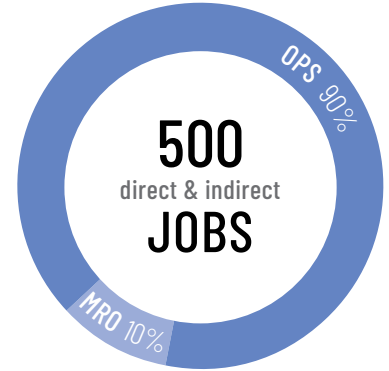
4.2 MILLION INHABITANTS

56,500 KM²

GDP / INHABITANT (PPS): 59

EU index = base 100

ECONOMIC IMPACT



€45 million

Output of the BizAv Sector



11 Airports with BizAv traffic in 2017

BIZAV FLEET

- Bizliners: 0 (0.0%)
- Heavy Jets: 1 (8.3%)
- Midsized Jets: 0 (0.0%)
- Light Jets: 5 (41.7%)
- Turboprops: 6 (50.0%)

BASED FLEET: 12

Registered fleet: **11**

Most common Aircraft:

CJ2

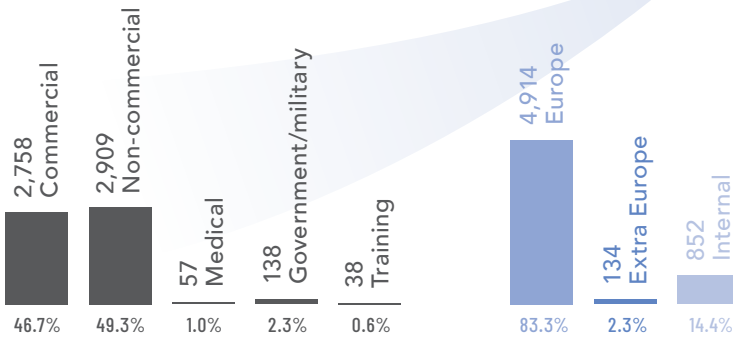
9A-

MARKET SHARE

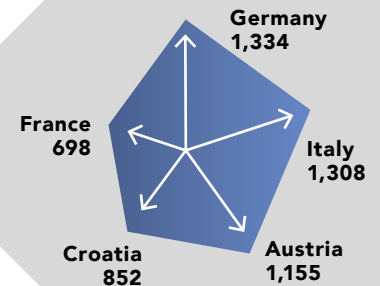
 Number of departures

10.5% Business Aviation

- 59.8% Traditional airlines
- 25.9% Low cost airlines
- 2.6% Charter
- 1.2% Cargo



TOP 5 MARKETS TO AND FROM CROATIA

 (No. of flights)

BIZAV DEPARTURES IN 2017

19th
(EU28 + CHE, ISL, NOR)

5,900
Total departures
in 2017

+12.4%
vs. 2016

TOP AIRPORTS

 (No. of departures)

TOP 5 CITY PAIRS

 (No. of flights)

Zagreb — Losinj	272
Zadar — Bratislava	203
Zagreb — Belgrade	189
Zagreb — Vienna	126
Split — Bratislava	118





CYPRUS

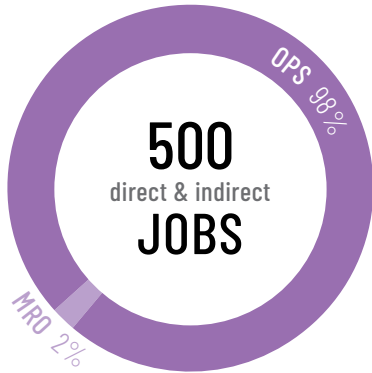
847,000 INHABITANTS

9,300 KM²

GDP / INHABITANT (PPS): 82

EU index = base 100

ECONOMIC IMPACT



€59 million

Output of the BizAv Sector

3 Airports with BizAv traffic in 2017



BIZAV FLEET

- Bizliners: 0 (0.0%)
- Heavy Jets: 4 (30.8%)
- Midsized Jets: 6 (46.2%)
- Light Jets: 1 (7.7%)
- Turboprops: 2 (15.4%)

5B-

BASED FLEET: 13

Registered fleet: 4

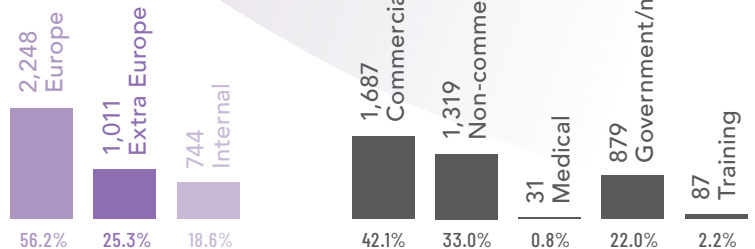
Most common Aircraft:
Falcon 7X

MARKET SHARE Number of departures

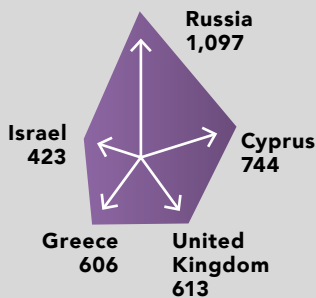
Business Aviation **7.5%**



- Traditional airlines 53.0%
- Low cost airlines 28.6%
- Charter 9.5%
- Cargo 1.5%



TOP 5 MARKETS TO AND FROM CYPRUS (No. of flights)



BIZAV DEPARTURES IN 2017

+4.2%
vs. 2016

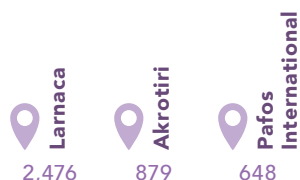
4,003
Total departures
in 2017

23rd
(EU28 + CHE, ISL, NOR)

TOP 5 CITY PAIRS (No. of flights)

Larnaca — Moscow	702
Larnaca — Tel Aviv	284
Akrotiri — Brize Norton	278
Larnaca — Beirut	220
Larnaca — Athens	208

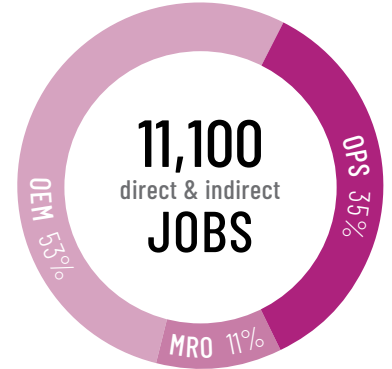
TOP AIRPORTS (No. of departures)



CZECH REPUBLIC

10.5 MILLION INHABITANTS
78,900 KM²
GDP / INHABITANT (PPS): 85
EU index = base 100

ECONOMIC IMPACT



€1.32 billion
Output of the BizAv Sector



46 Airports with BizAv traffic in 2017

BIZAV FLEET

Bizliners: 3 (3.3%)
Heavy Jets: 6 (6.5%)
Midsize Jets: 18 (19.6%)
Light Jets: 30 (32.6%)
Turboprops: 35 (38.0%)

BASED FLEET: 92

Registered fleet: **86**

Most common Aircraft:
PC-12 NG

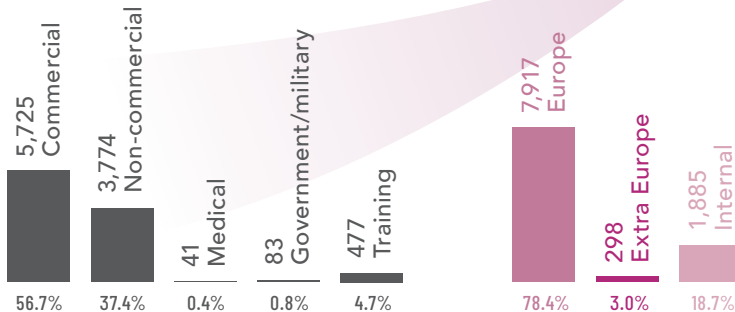
OK-

MARKET SHARE

Number of departures

11.1% Business Aviation

50.2% Traditional airlines
33.4% Low cost airlines
2.2% Charter
3.2% Cargo



BIZAV DEPARTURES IN 2017

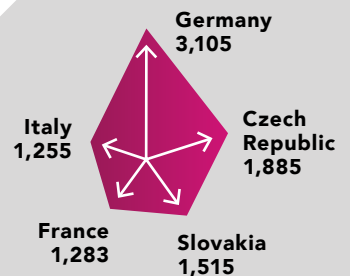
14th
(EU28 + CHE, ISL, NOR)

10,100
Total departures
in 2017

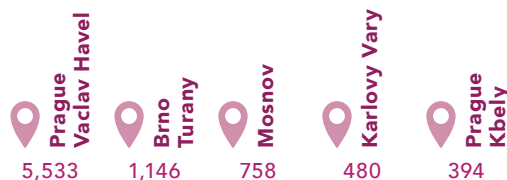
+6.9%
vs. 2016

TOP 5 MARKETS TO AND FROM CZECH REPUBLIC

(No. of flights)



TOP AIRPORTS (No. of departures)



TOP 5 CITY PAIRS (No. of flights)

Prague — Bratislava	777
Prague — Brno	315
Prague — Vienna	273
Prague — Nice	241
Prague — Paris	204



5.7 MILLION INHABITANTS

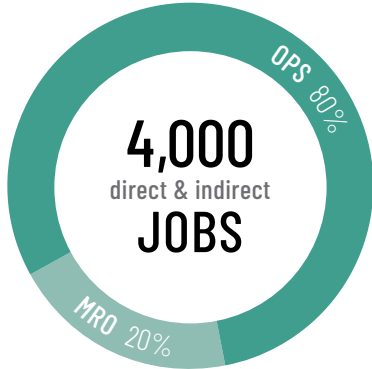
42,900 KM²

GDP / INHABITANT (PPS): 125

EU index = base 100

DENMARK

ECONOMIC IMPACT



€1.17 billion

Output of the BizAv Sector

28 Airports with BizAv traffic in 2017

BIZAV FLEET

- Bizliners: 1 (1.3%)
- Heavy Jets: 23 (30.7%)
- Midsized Jets: 9 (12.0%)
- Light Jets: 23 (30.7%)
- Turboprops: 19 (25.3%)

BASED FLEET: 75

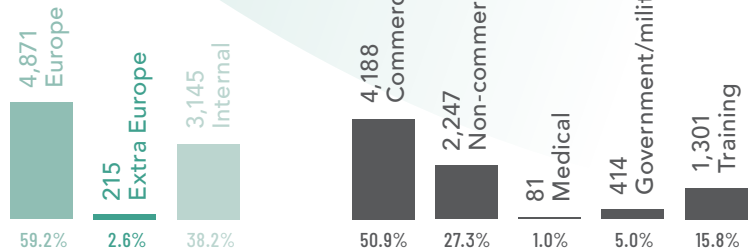
Registered fleet: 77

Most common Aircraft:
Falcon 7X

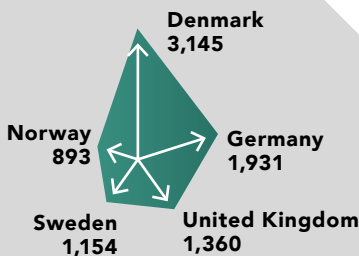
MARKET SHARE Number of departures

Business Aviation **3.5%**

- Traditional airlines 64.3%
- Low cost airlines 23.6%
- Charter 6.1%
- Cargo 2.6%



TOP 5 MARKETS TO AND FROM DENMARK (No. of flights)



BIZAV DEPARTURES IN 2017

+7.1%
vs. 2016

8,231
Total departures
in 2017

16th
(EU28 + CHE, ISL, NOR)

TOP 5 CITY PAIRS (No. of flights)

Copenhagen — Aalborg	151
Aalborg — Oslo	132
Billund — Roskilde	124
Roskilde — Aarhus	123
Billund — Shannon	114

TOP AIRPORTS (No. of departures)



ESTONIA

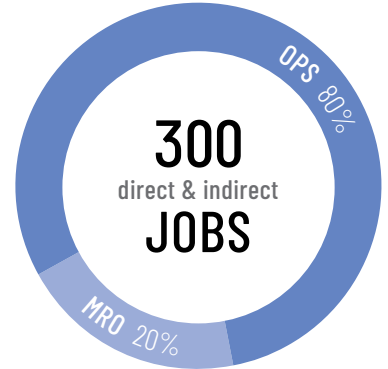
1.3 MILLION INHABITANTS

45,200 KM²

GDP / INHABITANT (PPS): 76

EU index = base 100

ECONOMIC IMPACT



€19 million

Output of the BizAv Sector

6 Airports with BizAv traffic in 2017

BIZAV FLEET

Bizliners: 0 (0.0%)
Heavy Jets: 2 (13.3%)
Midsized Jets: 1 (6.7%)
Light Jets: 6 (40.0%)
Turboprops: 6 (40.0%)

BASED FLEET: 15

Registered fleet: **16**

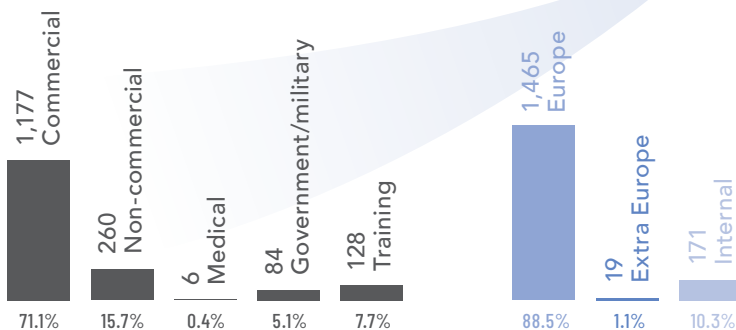
Most common Aircraft:
Jetstream
31

MARKET SHARE

Number of departures

4.3% Business Aviation

68.1% Traditional airlines
19.2% Low cost airlines
4.5% Charter
4.0% Cargo



TOP 5 MARKETS TO AND FROM ESTONIA

(No. of flights)



BIZAV DEPARTURES IN 2017

29th
(EU28 + CHE, ISL, NOR)

1,655
Total departures
in 2017

+55.4%
vs. 2016

TOP AIRPORTS (No. of departures)



TOP 5 CITY PAIRS (No. of flights)

Tallinn — Saint-Petersburg	1,163
Tallinn — Helsinki	120
Tallinn — Moscow Vnukovo	109
Tallinn — Riga	70
Tallinn — Moscow Sheremetyevo	60



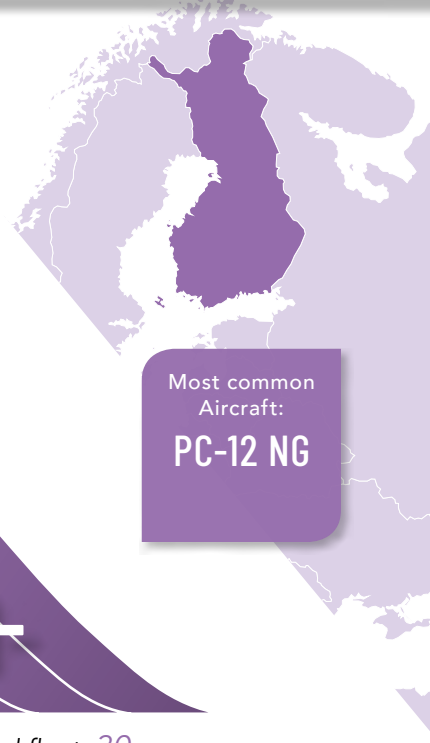
5.5 MILLION INHABITANTS

338,400 KM²

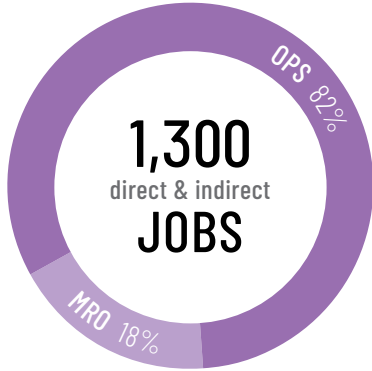
GDP / INHABITANT (PPS): 110

EU index = base 100

FINLAND



ECONOMIC IMPACT



€371 million
Output of the BizAv Sector

27 Airports with BizAv traffic in 2017

BIZAV FLEET

- Bizliners: 0 (0.0%)
- Heavy Jets: 5 (16.7%)
- Midsized Jets: 1 (3.3%)
- Light Jets: 8 (26.7%)
- Turboprops: 16 (53.3%)

BASED FLEET: 30

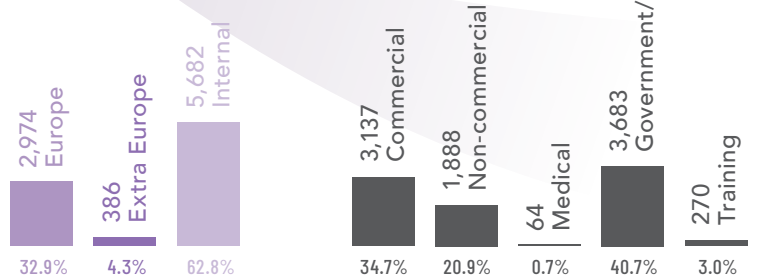
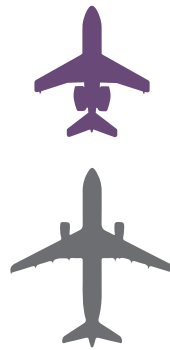
Registered fleet: 30

Most common Aircraft:
PC-12 NG

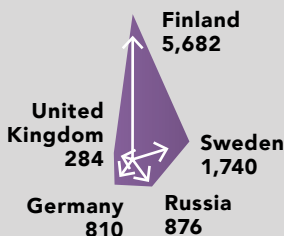
MARKET SHARE Number of departures

Business Aviation **6.5%**

- Traditional airlines 76.1%
- Low cost airlines 12.2%
- Charter 2.4%
- Cargo 2.8%



TOP 5 MARKETS TO AND FROM FINLAND (No. of flights)



BIZAV DEPARTURES IN 2017

+1.6%
vs. 2016

9,042
Total departures
in 2017

15th
(EU28 + CHE, ISL, NOR)

TOP 5 CITY PAIRS (No. of flights)

Helsinki — Jyväskylä	817
Jyväskylä — Tampere	557
Oulu — Rovaniemi	397
Tampere — Helsinki	376
Jyväskylä — Rovaniemi	375

TOP AIRPORTS (No. of departures)



FRANCE

66.4 MILLION INHABITANTS

632,800 KM²

GDP / INHABITANT (PPS): 107

EU index = base 100

ECONOMIC IMPACT

117,850

direct & indirect

JOBS

DEM 77%

OPS 17%
MRO 6%

€28.9 billion

Output of the BizAv Sector



264 Airports with BizAv traffic in 2017

BIZAV FLEET

Bizliners: 7 (1.6%)

Heavy Jets: 60 (13.7%)

Midsize Jets: 63 (14.4%)

Light Jets: 109 (24.8%)

Turboprops: 200 (45.6%)

BASED FLEET: 439

Registered fleet: **347**

Most common Aircraft:

TBM-700A

F-

MARKET SHARE

Number of departures

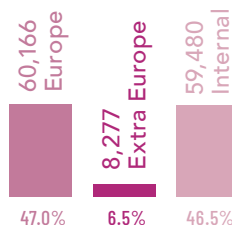
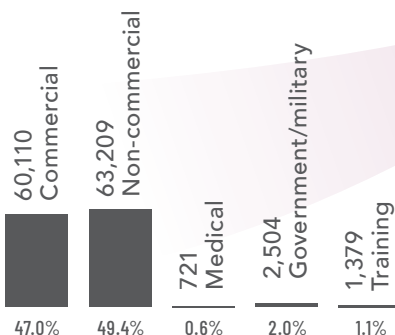
13.4% Business Aviation

49.5% Traditional airlines

31.6% Low cost airlines

1.5% Charter

4.0% Cargo



BIZAV DEPARTURES IN 2017

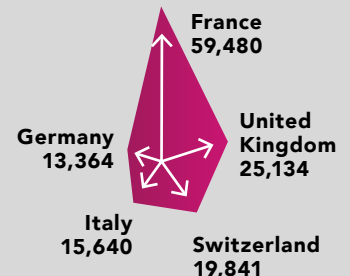
1st
(EU28 + CHE, ISL, NOR)

127,923
Total departures
in 2017

+2.6%
vs. 2016

TOP 5 MARKETS TO AND FROM FRANCE

(No. of flights)



TOP AIRPORTS (No. of departures)



TOP 5 CITY PAIRS (No. of flights)



81.2 MILLION INHABITANTS

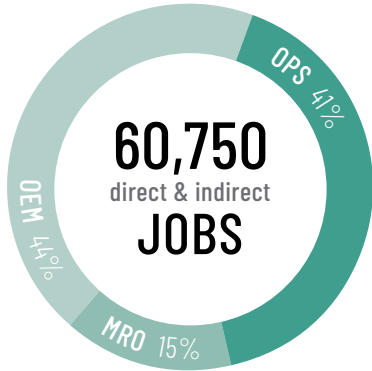
357,300 KM²

GDP / INHABITANT (PPS): 124

EU index = base 100

GERMANY

ECONOMIC IMPACT



€11.8 billion

Output of the BizAv Sector

234 Airports with BizAv traffic in 2017

BIZAV FLEET

- Bizliners: 25 (3.4%)
- Heavy Jets: 75 (10.3%)
- Midsized Jets: 91 (12.5%)
- Light Jets: 281 (38.7%)
- Turboprops: 254 (35.0%)

BASED FLEET: 726

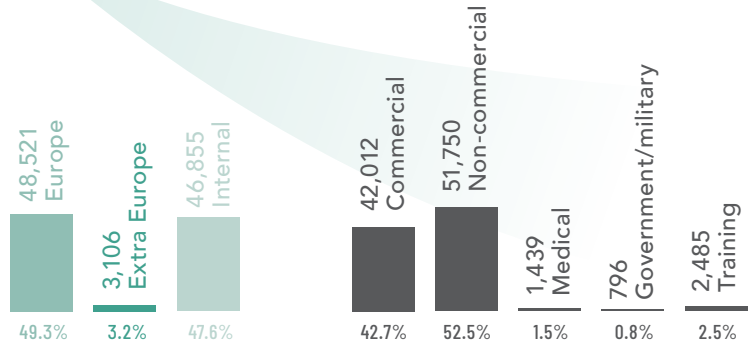
Registered fleet: 668

Most common Aircraft:
Learjet 35A

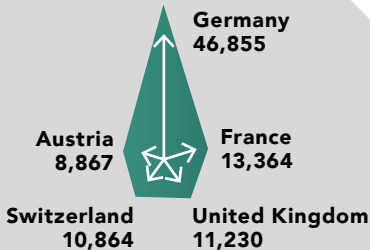
MARKET SHARE Number of departures

Business Aviation **8.2%**

- Traditional airlines 50.3%
- Low cost airlines 34.7%
- Charter 1.9%
- Cargo 4.9%



TOP 5 MARKETS TO AND FROM GERMANY (No. of flights)



BIZAV DEPARTURES IN 2017

+3.5%
vs. 2016

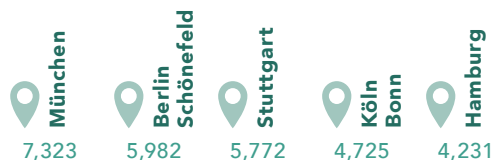
98,482
Total departures
in 2017

2nd
(EU28 + CHE, ISL, NOR)

TOP 5 CITY PAIRS (No. of flights)

- Düsseldorf — Friedrichshafen 573
- Braunschweig — Stuttgart 570
- Westerland Sylt — Hamburg 554
- München — Moscow 474
- München — Paris 473

TOP AIRPORTS (No. of departures)



GREECE

11.9 MILLION INHABITANTS
132,000 KM²
GDP / INHABITANT (PPS): 73
EU index = base 100

ECONOMIC IMPACT



€469 million
Output of the BizAv Sector

45 Airports with BizAv traffic in 2017

BIZAV FLEET

Bizliners: 0 (0.0%)
Heavy Jets: 8 (22.9%)
Midsized Jets: 4 (11.4%)
Light Jets: 7 (20.0%)
Turboprops: 16 (45.7%)

BASED FLEET: 35

Registered fleet: 29

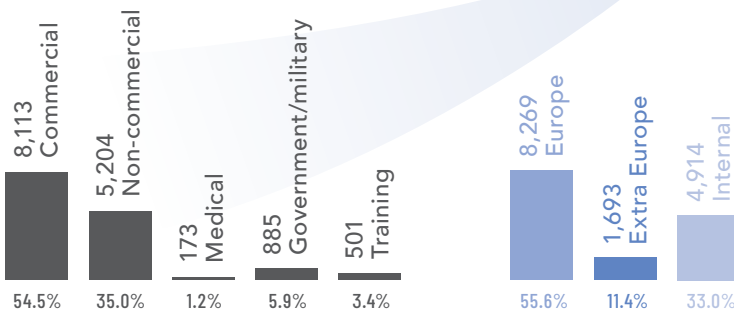
Most common Aircraft:
Cheyenne II

SX-

MARKET SHARE Number of departures

5.4% Business Aviation

58.8% Traditional airlines
24.5% Low cost airlines
8.8% Charter
2.5% Cargo



BIZAV DEPARTURES IN 2017

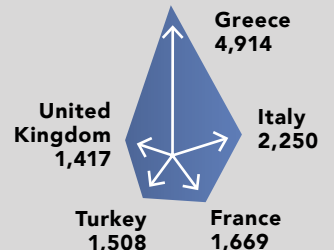
10th
(EU28 + CHE, ISL, NOR)

14,876
Total departures
in 2017

+10.2%
vs. 2016

TOP 5 MARKETS TO AND FROM GREECE

(No. of flights)



TOP AIRPORTS (No. of departures)



TOP 5 CITY PAIRS (No. of flights)

Mikonos — Athens	1,123
Santorini — Athens	370
Athens — Nice	246
Athens — Geneva	232
Athens — Larnaca	208



9.9 MILLION INHABITANTS

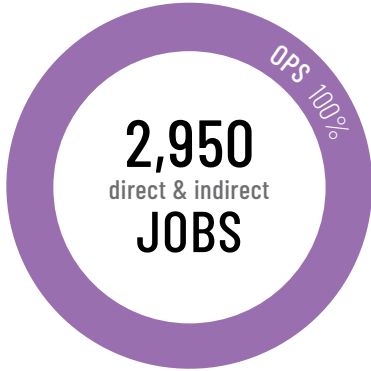
93,000 KM²

GDP / INHABITANT (PPS): 68

EU index = base 100

HUNGARY

ECONOMIC IMPACT



€525 million

Output of the BizAv Sector

19 Airports with BizAv traffic in 2017



BIZAV FLEET

Bizliners: 0 (0.0%)
 Heavy Jets: 1 (4.8%)
 Midsized Jets: 6 (28.6%)
 Light Jets: 6 (28.6%)
 Turboprops: 8 (38.1%)

Most common Aircraft:
Beechjet 400A

BASED FLEET: 21

Registered fleet: 16

MARKET SHARE Number of departures

Business Aviation **5.7%**

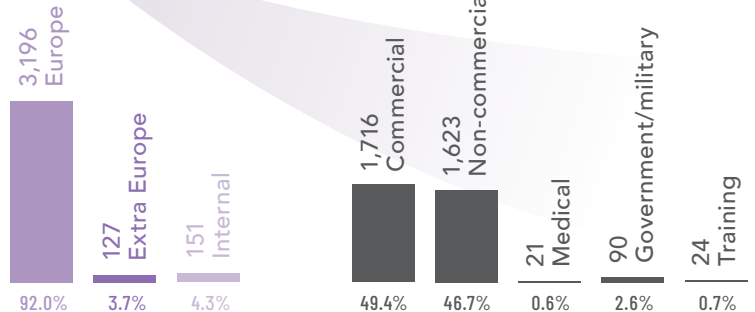


Traditional airlines 36.5%

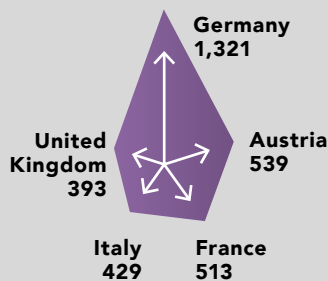
Low cost airlines 49.3%

Charter 3.5%

Cargo 5.1%



TOP 5 MARKETS TO AND FROM HUNGARY (No. of flights)



BIZAV DEPARTURES IN 2017

+10.6%
vs. 2016

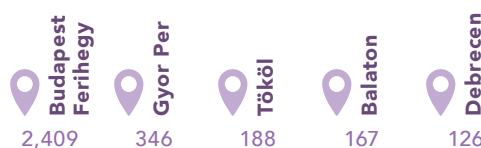
3,474
Total departures
in 2017

24th
(EU28 + CHE, ISL, NOR)

TOP 5 CITY PAIRS (No. of flights)

Budapest — Vienna	177
Budapest — Prague	134
Budapest — Belgrade	129
Budapest — Geneva	123
Budapest — Nice	112

TOP AIRPORTS (No. of departures)





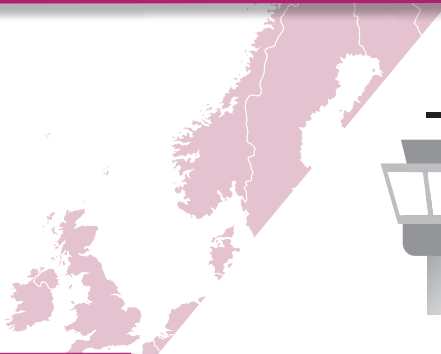
ICELAND

333,000 INHABITANTS

103,000 KM²

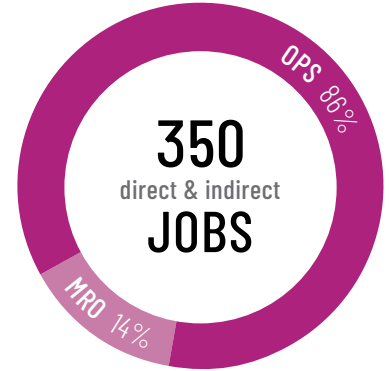
GDP / INHABITANT (PPS): 123

EU index = base 100



4 Airports with BizAv traffic in 2017

ECONOMIC IMPACT



€109 million

Output of the BizAv Sector

Most common Aircraft:

KingAir B200

BIZAV FLEET



Registered fleet: 8

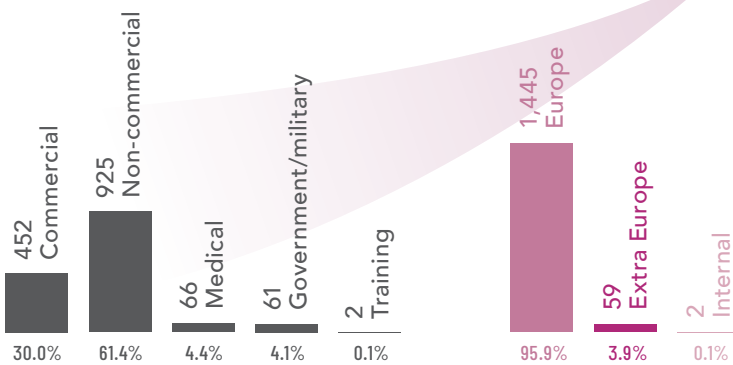
- Bizliners: 0 (0.0%)
- Heavy Jets: 0 (0.0%)
- Midsized Jets: 0 (0.0%)
- Light Jets: 0 (0.0%)
- Turboprops: 8 (100.0%)

BASED FLEET: 8

MARKET SHARE Number of departures

6.6% Business Aviation

- 48.1% Traditional airlines
- 40.8% Low cost airlines
- 0.9% Charter
- 3.6% Cargo



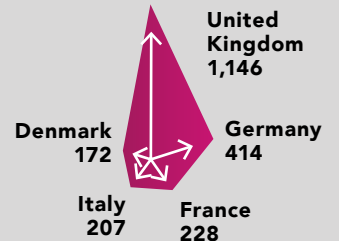
BIZAV DEPARTURES IN 2017

30th
(EU28 + CHE, ISL, NOR)

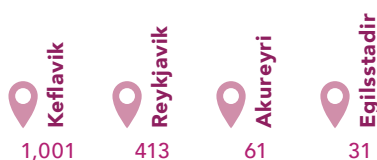
1,506
Total departures
in 2017

+7.3%
vs. 2016

TOP 5 MARKETS TO AND FROM ICELAND (No. of flights)



TOP AIRPORTS (No. of departures)



TOP 5 CITY PAIRS (No. of flights)



4.6 MILLION INHABITANTS

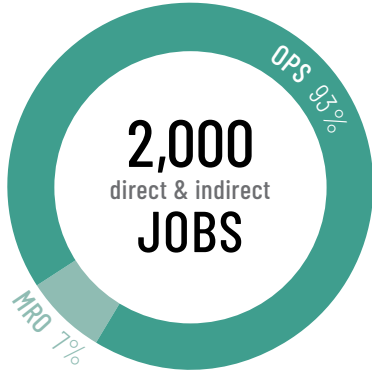
69,800 KM²

GDP / INHABITANT (PPS): 134

EU index = base 100

IRELAND

ECONOMIC IMPACT



€666 million

Output of the BizAv Sector

12 Airports with BizAv traffic in 2017

BIZAV FLEET

- Bizliners: 0 (0.0%)
- Heavy Jets: 11 (37.9%)
- Midsized Jets: 4 (13.8%)
- Light Jets: 7 (24.1%)
- Turboprops: 7 (24.1%)

BASED FLEET: 29

Registered fleet: 20

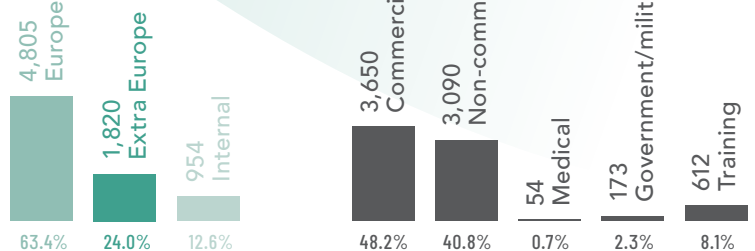
Most common Aircraft:

Learjet 45XR

MARKET SHARE Number of departures

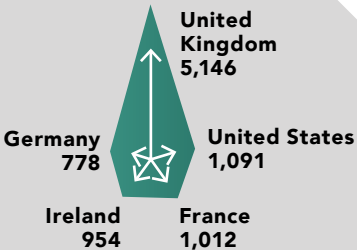
Business Aviation **4.6%**

- Traditional airlines 53.1%
- Low cost airlines 37.6%
- Charter 2.3%
- Cargo 2.5%



TOP 5 MARKETS TO AND FROM IRELAND

(No. of flights)



BIZAV DEPARTURES IN 2017

+7.3%
vs. 2016

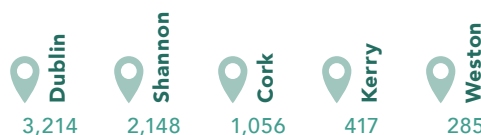
7,579
Total departures
in 2017

17th
(EU28 + CHE, ISL, NOR)

TOP 5 CITY PAIRS (No. of flights)

Dublin — London Luton	389
Dublin — Farnborough	342
Kerry — Wellesbourne Mountford	215
Dublin — Northolt	207
Dublin — Stansted	195

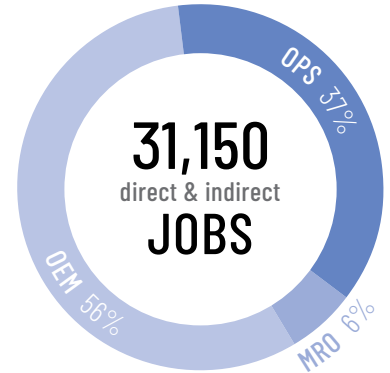
TOP AIRPORTS (No. of departures)



ITALY

60.8 MILLION INHABITANTS
 302,100 KM²
 GDP / INHABITANT (PPS): 96
 EU index = base 100

ECONOMIC IMPACT



€6.22 billion
 Output of the BizAv Sector

98 Airports with BizAv traffic in 2017

BIZAV FLEET

- Bizliners: 5 (2.9%)
- Heavy Jets: 32 (18.8%)
- Midsized Jets: 23 (13.5%)
- Light Jets: 41 (24.1%)
- Turboprops: 69 (40.6%)

BASED FLEET: 170

Registered fleet: 141

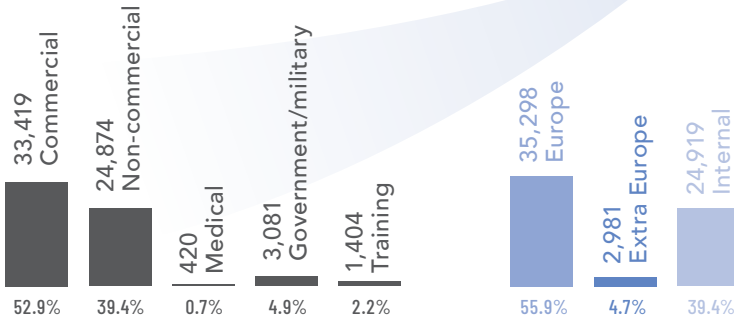
Most common Aircraft:
Avanti

MARKET SHARE

Number of departures

7.9% Business Aviation

- 44.9% Traditional airlines
- 42.4% Low cost airlines
- 1.4% Charter
- 3.4% Cargo



BIZAV DEPARTURES IN 2017

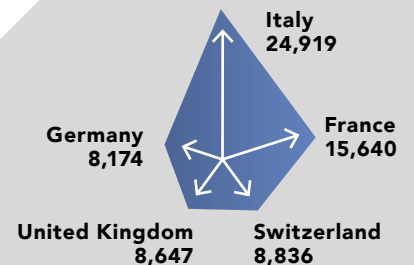
4th
 (EU28 + CHE, ISL, NOR)

63,198
 Total departures
 in 2017

+3.7%
 vs. 2016

TOP 5 MARKETS TO AND FROM ITALY

(No. of flights)



TOP AIRPORTS (No. of departures)



TOP 5 CITY PAIRS (No. of flights)

Milano — Roma	1,508
Milano — Paris	1,086
Milano — Nice	845
Milano — Geneva	763
Olbia — Nice	648

2.0 MILLION INHABITANTS

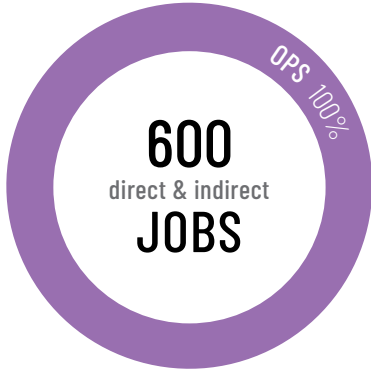
64,600 KM²

GDP / INHABITANT (PPS): 64

EU index = base 100

LATVIA

ECONOMIC IMPACT



€67 million

Output of the BizAv Sector

5 Airports with BizAv traffic in 2017



BIZAV FLEET

Bizliners: 0 (0.0%)
 Heavy Jets: 2 (18.2%)
 Midsized Jets: 4 (36.4%)
 Light Jets: 4 (36.4%)
 Turboprops: 1 (9.1%)



Most common Aircraft:
Legacy 650

BASED FLEET: 11

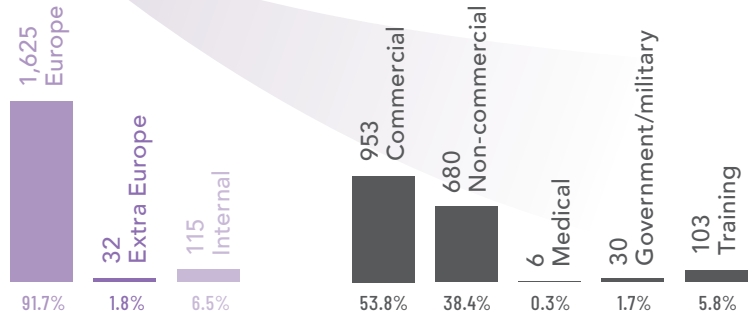
Registered fleet: 7

MARKET SHARE Number of departures

Business Aviation **4.0%**



Traditional airlines 18.0%
 Low cost airlines 73.6%
 Charter 2.5%
 Cargo 2.0%



TOP 5 MARKETS TO AND FROM LATVIA

(No. of flights)



BIZAV DEPARTURES IN 2017

+9.4%
vs. 2016

1,772
Total departures
in 2017

28th
(EU28 + CHE, ISL, NOR)

TOP 5 CITY PAIRS (No. of flights)

Riga — Moscow Vnukovo	515
Riga — Moscow Domodedovo	320
Riga — Moscow Sheremetyevo	129
Riga — Saint-Petersburg	123
Riga — Nice	89

TOP AIRPORTS (No. of departures)



LITHUANIA

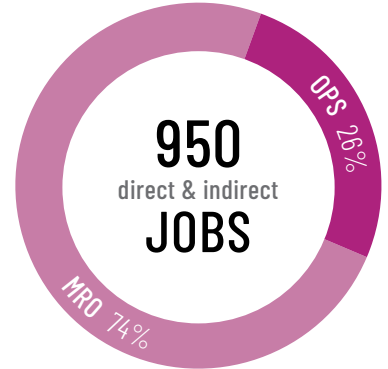
2.9 MILLION INHABITANTS

65,300 KM²

GDP / INHABITANT (PPS): 75

EU index = base 100

ECONOMIC IMPACT



€88 million

Output of the BizAv Sector

7 Airports with BizAv traffic in 2017

BIZAV FLEET

- Bizliners: 3 (27.3%)
- Heavy Jets: 1 (9.1%)
- Midsized Jets: 6 (54.5%)
- Light Jets: 1 (9.1%)
- Turboprops: 0 (0.0%)

BASED FLEET: 11

Registered fleet: **9**

Most common Aircraft:

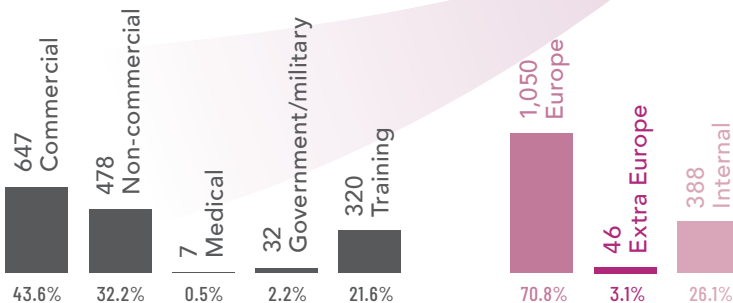
Hawker 800XP

LY-

MARKET SHARE Number of departures

3.6% Business Aviation

- 39.0% Traditional airlines
- 47.9% Low cost airlines
- 6.9% Charter
- 2.7% Cargo



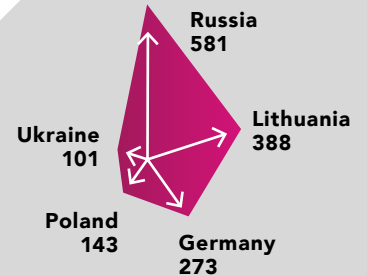
BIZAV DEPARTURES IN 2017

31st
(EU28 + CHE, ISL, NOR)

1,484
Total departures
in 2017

+1.4%
vs. 2016

TOP 5 MARKETS TO AND FROM LITHUANIA (No. of flights)



TOP AIRPORTS (No. of departures)



TOP 5 CITY PAIRS (No. of flights)

Vilnius — Saint-Petersburg	197
Vilnius — Moscow Vnukovo	139
Vilnius — Minsk	57
Vilnius — Moscow Ostafyevo	50
Vilnius — Riga	49

562,000 INHABITANTS

2,600 KM²

GDP / INHABITANT (PPS): 266

EU index = base 100

LUXEMBOURG

ECONOMIC IMPACT



€529 million

Output of the BizAv Sector

1 Airports with BizAv traffic in 2017

BIZAV FLEET

- Bizliners: 7 (7.7%)
- Heavy Jets: 21 (23.1%)
- Midsized Jets: 6 (6.6%)
- Light Jets: 14 (15.4%)
- Turboprops: 43 (47.3%)

BASED FLEET: 91

LX-

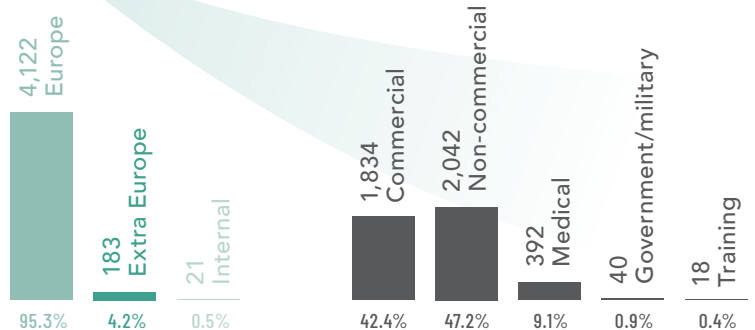
Registered fleet: 77

Most common Aircraft:
PC-12 NG

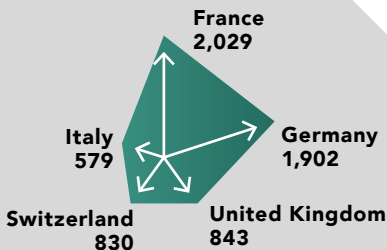
MARKET SHARE Number of departures

Business Aviation **12.1%**

- Traditional airlines 64.7%
- Low cost airlines 4.7%
- Charter 3.1%
- Cargo 15.4%



TOP 5 MARKETS TO AND FROM LUXEMBOURG (No. of flights)



BIZAV DEPARTURES IN 2017

+2.4%
vs. 2016

4,326
Total departures
in 2017

20th
(EU28 + CHE, ISL, NOR)

TOP 5 CITY PAIRS (No. of flights)

Luxembourg — Paris	506
Luxembourg — Geneva	355
Luxembourg — Düsseldorf	228
Luxembourg — Zürich	188
Luxembourg — Maastricht	181

TOP AIRPORTS (No. of departures)

Luxembourg
4,326

EBA
EUROPEAN BUSINESS
AVIATION ASSOCIATION

MALTA

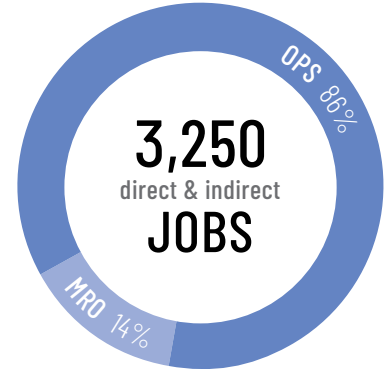
429,000 INHABITANTS

300 KM²

GDP / INHABITANT (PPS): 84

EU index = base 100

ECONOMIC IMPACT



€511 million

Output of the BizAv Sector

1 Airports with BizAv traffic in 2017

BIZAV FLEET

Bizliners: 6 (4.6%)
Heavy Jets: 76 (58.0%)
Midsized Jets: 28 (21.4%)
Light Jets: 13 (9.9%)
Turboprops: 8 (6.1%)

BASED FLEET: 131

Most common Aircraft:

Global 6000

9H-

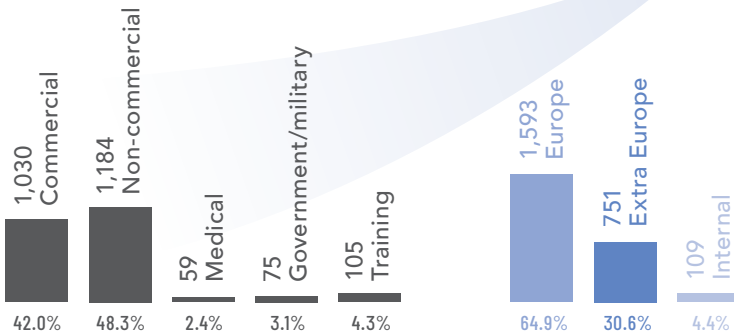
Registered fleet: 148

MARKET SHARE

Number of departures

8.9% Business Aviation

43.2% Traditional airlines
40.5% Low cost airlines
4.9% Charter
2.5% Cargo



BIZAV DEPARTURES IN 2017

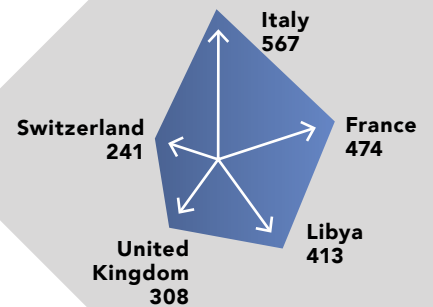
26th
(EU28 + CHE, ISL, NOR)

2,453
Total departures
in 2017

+23.2%
vs. 2016

TOP 5 MARKETS TO AND FROM MALTA

(No. of flights)



TOP AIRPORTS (No. of departures)

Luqa
2,453

TOP 5 CITY PAIRS (No. of flights)

Luqa — Misrata	236
Luqa — Benina	143
Luqa — Nice	143
Luqa — Roma	124
Luqa — Geneva	113

16.9 MILLION INHABITANTS

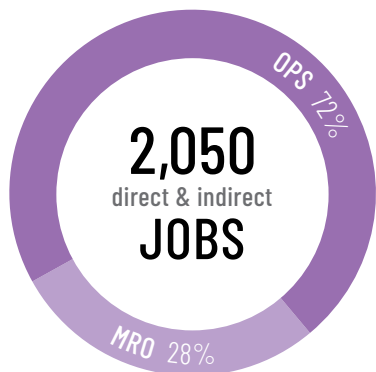
41,500 KM²

GDP / INHABITANT (PPS): 131

EU index = base 100

THE NETHERLANDS

ECONOMIC IMPACT



€529 million

Output of the BizAv Sector

20 Airports with BizAv traffic in 2017



BIZAV FLEET

- Bizliners: 2 (2.6%)
- Heavy Jets: 13 (16.7%)
- Midsized Jets: 5 (6.4%)
- Light Jets: 19 (24.4%)
- Turboprops: 39 (50.0%)

BASED FLEET: 78

Registered fleet: 66

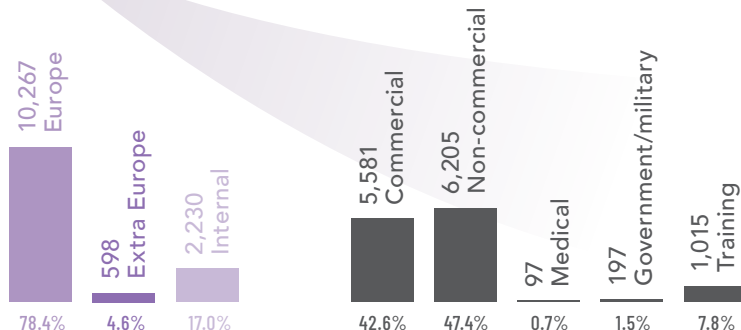
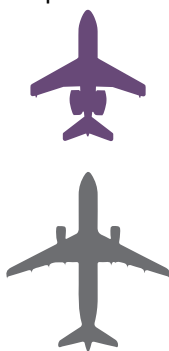
Most common Aircraft:
Jetstream
32

PH-

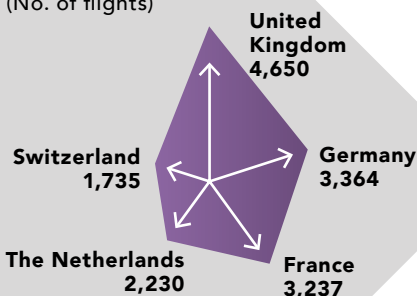
MARKET SHARE Number of departures

Business Aviation **3.9%**

- Traditional airlines 59.5%
- Low cost airlines 28.0%
- Charter 6.2%
- Cargo 2.5%



TOP 5 MARKETS TO AND FROM THE NETHERLANDS (No. of flights)



BIZAV DEPARTURES IN 2017

+3.3%
vs. 2016

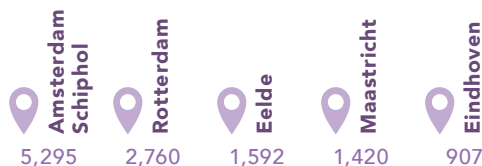
13,095
Total departures
in 2017

11th
(EU28 + CHE, ISL, NOR)

TOP 5 CITY PAIRS (No. of flights)

Amsterdam — Paris	449
Amsterdam — London Luton	416
Amsterdam — Nice	355
Amsterdam — Farnborough	347
Lelystad — Eelde	279

TOP AIRPORTS (No. of departures)



NORWAY

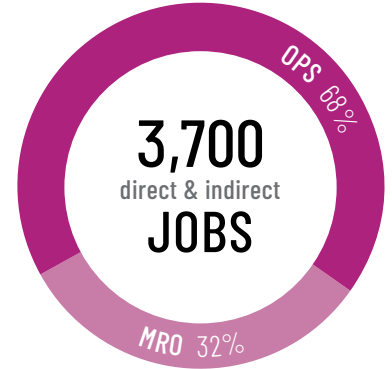
5.2 MILLION INHABITANTS

323,700 KM²

GDP / INHABITANT (PPS): 160

EU index = base 100

ECONOMIC IMPACT



€1.18 billion

Output of the BizAv Sector

61 Airports with BizAv traffic in 2017

BIZAV FLEET

Bizliners: 0 (0.0%)
Heavy Jets: 6 (15.0%)
Midsized Jets: 6 (15.0%)
Light Jets: 3 (7.5%)
Turboprops: 25 (62.5%)

BASED FLEET: 40

Registered fleet: **40**

Most common Aircraft:

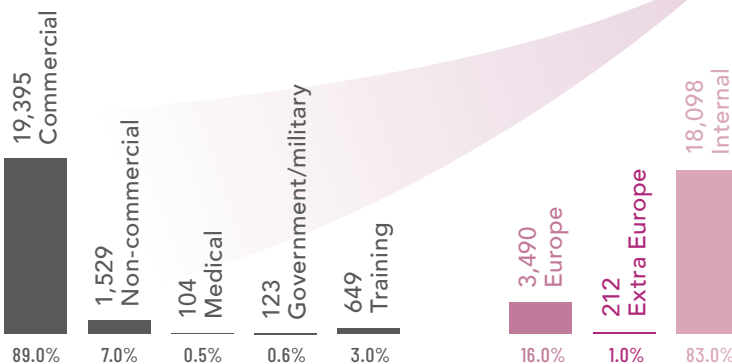
KingAir B200

LN-

MARKET SHARE Number of departures

5.5% Business Aviation

63.0% Traditional airlines
20.5% Low cost airlines
9.0% Charter
2.1% Cargo



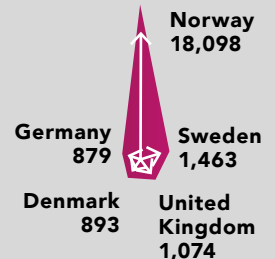
BIZAV DEPARTURES IN 2017

7th
(EU28 + CHE, ISL, NOR)

21,800
Total departures
in 2017

-1.3%
vs. 2016

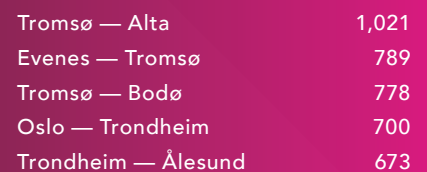
TOP 5 MARKETS TO AND FROM NORWAY (No. of flights)



TOP AIRPORTS (No. of departures)



TOP 5 CITY PAIRS (No. of flights)



38.0 MILLION INHABITANTS

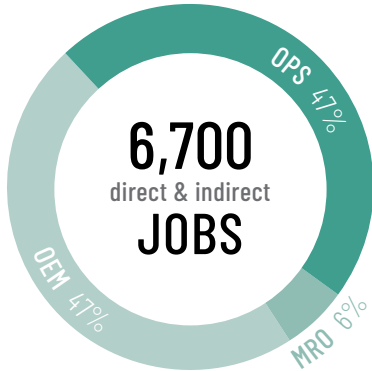
312,700 KM²

GDP / INHABITANT (PPS): 68

EU index = base 100

POLAND

ECONOMIC IMPACT



€586 million

Output of the BizAv Sector

62 Airports with BizAv traffic in 2017

BIZAV FLEET

- Bizliners: 0 (0.0%)
- Heavy Jets: 6 (10.2%)
- Midsized Jets: 11 (18.6%)
- Light Jets: 16 (27.1%)
- Turboprops: 26 (44.1%)

BASED FLEET: 59

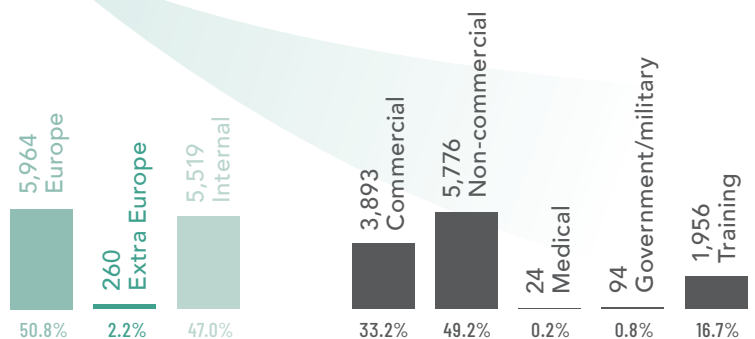
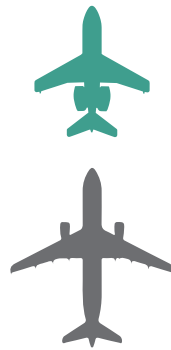
Registered fleet: 55

Most common Aircraft:
PC-12 NG

MARKET SHARE Number of departures

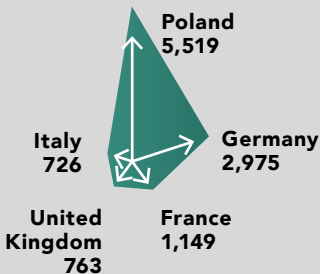
Business Aviation **4.7%**

- Traditional airlines 49.7%
- Low cost airlines 36.3%
- Charter 7.1%
- Cargo 2.1%



TOP 5 MARKETS TO AND FROM POLAND

(No. of flights)



BIZAV DEPARTURES IN 2017

+12.7%
vs. 2016

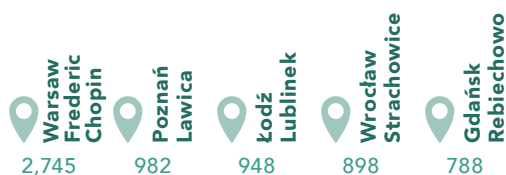
11,743
Total departures
in 2017

13th
(EU28 + CHE, ISL, NOR)

TOP 5 CITY PAIRS (No. of flights)

Olsztyn — Clermont-Ferrand	237
Warsaw — Gdańsk	210
Warsaw — Wrocław	191
Karków — Warsaw	175
Poznań — Warsaw	172

TOP AIRPORTS (No. of departures)



PORTUGAL

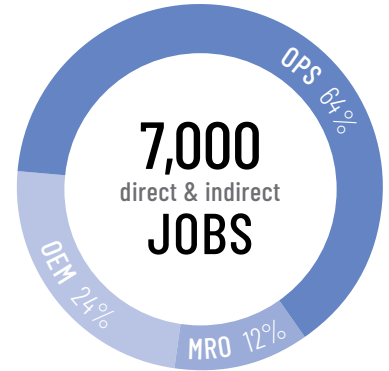
10.4 MILLION INHABITANTS

92,200 KM²

GDP / INHABITANT (PPS): 78

EU index = base 100

ECONOMIC IMPACT



€969 million

Output of the BizAv Sector

30 Airports with BizAv traffic in 2017

BIZAV FLEET

Bizliners: 2 (1.6%)
Heavy Jets: 42 (32.8%)
Midsized Jets: 55 (43.0%)
Light Jets: 26 (20.3%)
Turboprops: 3 (2.3%)

BASED FLEET: 128

Registered fleet: 127

Most common Aircraft:

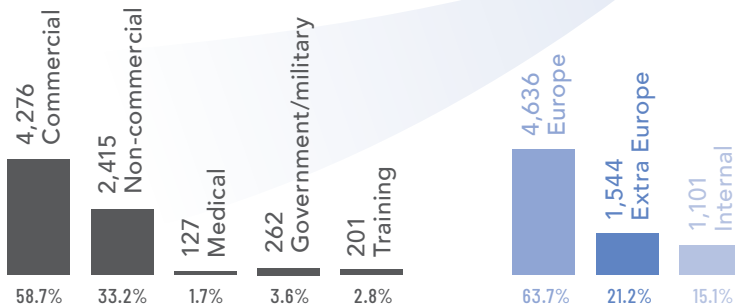
Citation XLS

CS-

MARKET SHARE Number of departures

2.9% Business Aviation

56.8% Traditional airlines
37.0% Low cost airlines
2.0% Charter
1.3% Cargo



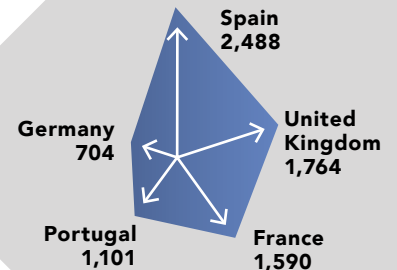
BIZAV DEPARTURES IN 2017

18th
(EU28 + CHE, ISL, NOR)

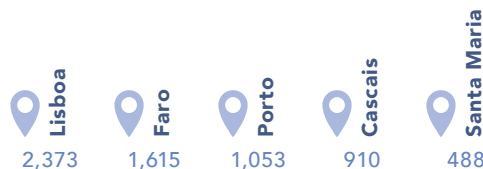
7,281
Total departures
in 2017

+15.0%
vs. 2016

TOP 5 MARKETS TO AND FROM PORTUGAL (No. of flights)



TOP AIRPORTS (No. of departures)



TOP 5 CITY PAIRS (No. of flights)

Lisboa — Viracopos	314
Lisboa — Madrid	234
Lisboa — Paris	165
Porto — Madrid	155
Faro — London Luton	154

19.9 MILLION INHABITANTS

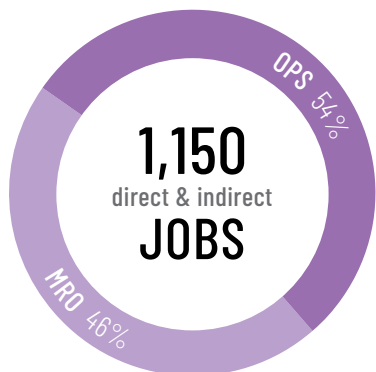
238,400 KM²

GDP / INHABITANT (PPS): 55

EU index = base 100

ROMANIA

ECONOMIC IMPACT



€81 million

Output of the BizAv Sector

16 Airports with BizAv traffic in 2017



BIZAV FLEET

- Bizliners: 1 (6.7%)
- Heavy Jets: 1 (6.7%)
- Midsized Jets: 2 (13.3%)
- Light Jets: 5 (33.3%)
- Turboprops: 6 (40.0%)

Most common Aircraft:

Citation V

YR-

BASED FLEET: 15

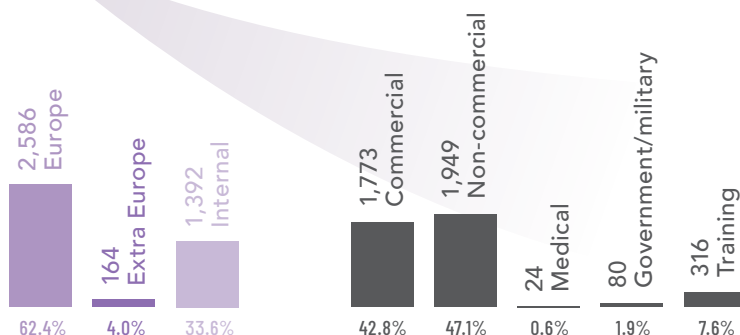
Registered fleet: 17

MARKET SHARE Number of departures

Business Aviation **3.7%**

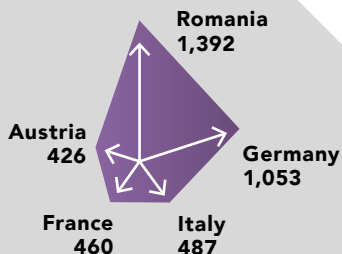


- Traditional airlines 58.5%
- Low cost airlines 31.2%
- Charter 3.4%
- Cargo 3.2%



TOP 5 MARKETS TO AND FROM ROMANIA

(No. of flights)



BIZAV DEPARTURES IN 2017

+11.8%
vs. 2016

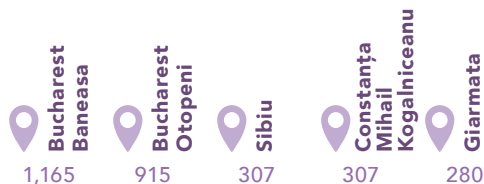
4,142
Total departures
in 2017

21st
(EU28 + CHE, ISL, NOR)

TOP 5 CITY PAIRS (No. of flights)

Bacău — Bucharest	160
Bucharest — Vienna	91
Constanța — Nürnberg	90
Bucharest — Clermont Ferrand	87
Bucharest — Craiova	81

TOP AIRPORTS (No. of departures)





SLOVAKIA

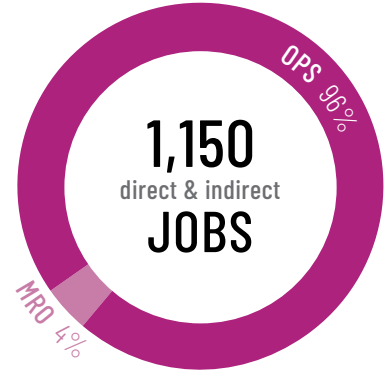
5.4 MILLION INHABITANTS

49,000 KM²

GDP / INHABITANT (PPS): 77

EU index = base 100

ECONOMIC IMPACT



€160 million

Output of the BizAv Sector

17 Airports with BizAv traffic in 2017

BIZAV FLEET

- Bizliners: 4 (21.1%)
- Heavy Jets: 1 (5.3%)
- Midsized Jets: 3 (15.8%)
- Light Jets: 9 (47.4%)
- Turboprops: 2 (10.5%)

BASED FLEET: 19

Registered fleet: **18**

Most common Aircraft:

Premier IA

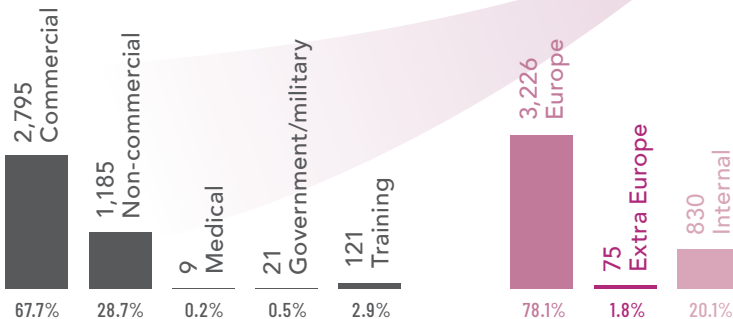
OM-

MARKET SHARE

 Number of departures

23% Business Aviation

- 21.0% Traditional airlines
- 38.4% Low cost airlines
- 11.2% Charter
- 6.4% Cargo



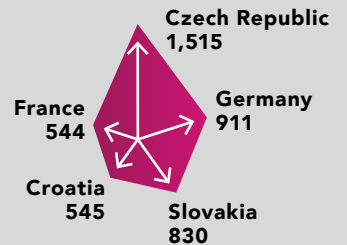
BIZAV DEPARTURES IN 2017

22nd
(EU28 + CHE, ISL, NOR)

4,131
Total departures
in 2017

+3.6%
vs. 2016

TOP 5 MARKETS TO AND FROM SLOVAKIA

 (No. of flights)

TOP AIRPORTS

 (No. of departures)

TOP 5 CITY PAIRS

 (No. of flights)

Bratislava — Prague	777
Poprad-Tatry — Bratislava	337
Bratislava — Nice	282
Bratislava — Moscow	249
Bratislava — Zadar	203

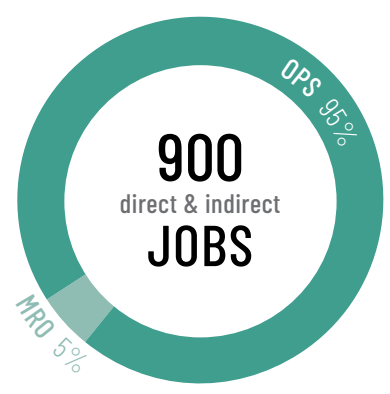




SLOVENIA

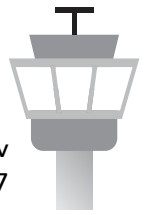
2.1 MILLION INHABITANTS
20,300 KM²
GDP / INHABITANT (PPS): 83
 EU index = base 100

ECONOMIC IMPACT



€127 million
Output of the BizAv Sector

8 Airports with BizAv traffic in 2017



BIZAV FLEET

- Bizliners: 0 (0.0%)
- Heavy Jets: 3 (30.0%)
- Midsized Jets: 1 (10.0%)
- Light Jets: 5 (50.0%)
- Turboprops: 1 (10.0%)



Most common Aircraft:
Citation Excel

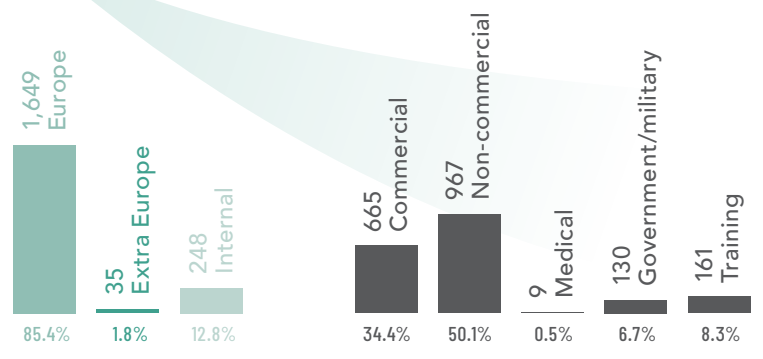
BASED FLEET: 10

Registered fleet: 9

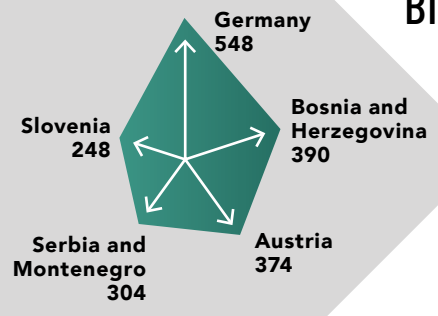
MARKET SHARE Number of departures

Business Aviation **8.6%**

- Traditional airlines 74.4%
- Low cost airlines 7.6%
- Charter 3.7%
- Cargo 5.7%



TOP 5 MARKETS TO AND FROM SLOVENIA (No. of flights)



BIZAV DEPARTURES IN 2017

+19.0%
vs. 2016

1,932
Total departures in 2017

27th
(EU28 + CHE, ISL, NOR)

TOP 5 CITY PAIRS (No. of flights)

Ljubljana — Sarajevo	353
Ljubljana — Belgrade	174
Ljubljana — Geneva	127
Maribor — Graz	78
Ljubljana — Prague	72

TOP AIRPORTS (No. of departures)





SPAIN

46.4 MILLION INHABITANTS

506,000 KM²

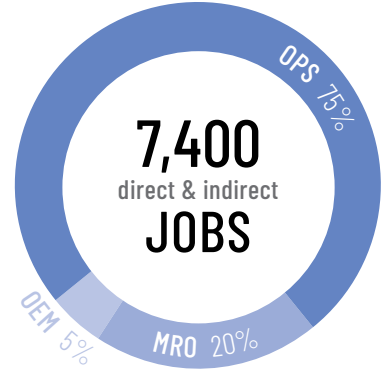
GDP / INHABITANT (PPS): 91

EU index = base 100



62 Airports with BizAv traffic in 2017

ECONOMIC IMPACT



Most common Aircraft:

Citation II

BIZAV FLEET



Registered fleet: **132**

- Bizliners: 4 (2.7%)
- Heavy Jets: 31 (20.8%)
- Midsize Jets: 19 (12.8%)
- Light Jets: 56 (37.6%)
- Turboprops: 39 (26.2%)

BASED FLEET: **149**

€1.38 billion

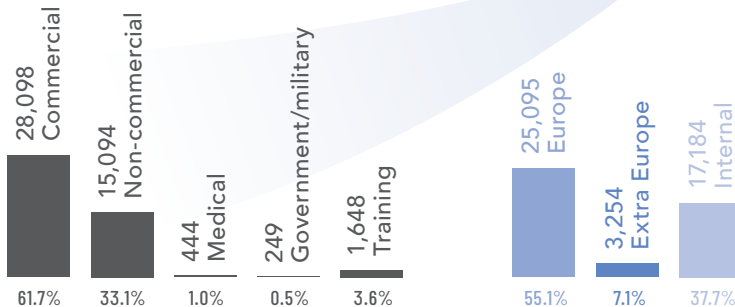
Output of the BizAv Sector

MARKET SHARE

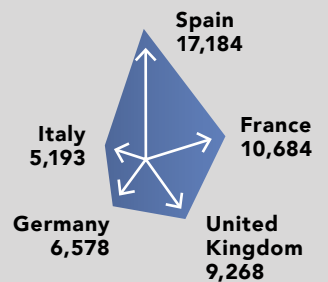
 Number of departures

5.3% Business Aviation

- 38.4% Traditional airlines
- 52.2% Low cost airlines
- 2.5% Charter
- 1.6% Cargo



TOP 5 MARKETS TO AND FROM SPAIN

 (No. of flights)

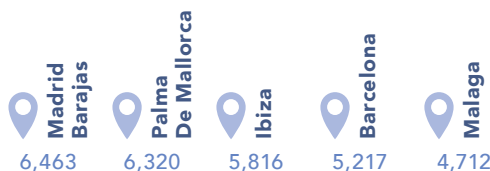
BIZAV DEPARTURES IN 2017

6th
(EU28 + CHE, ISL, NOR)

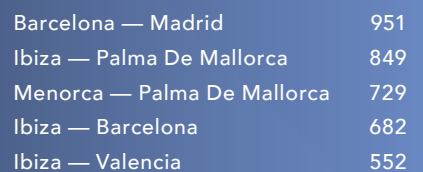
45,533
Total departures
in 2017

+7.5%
vs. 2016

TOP AIRPORTS

 (No. of departures)

TOP 5 CITY PAIRS

 (No. of flights)

9.7 MILLION INHABITANTS

438,600 KM²

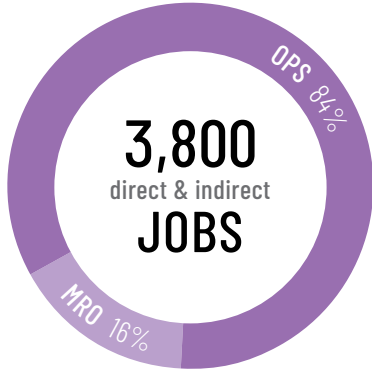
GDP / INHABITANT (PPS): 123

EU index = base 100

SWEDEN



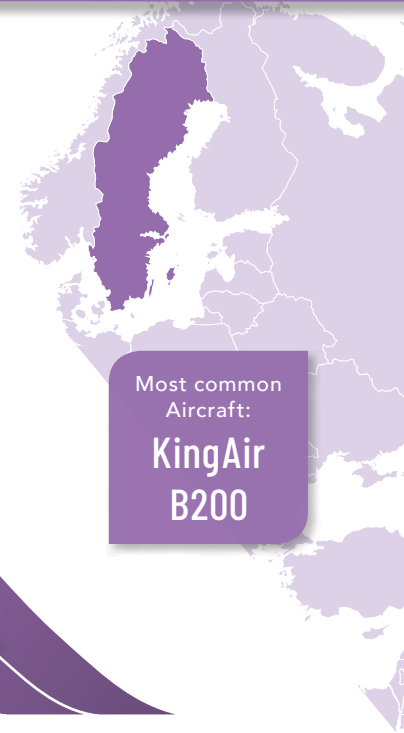
ECONOMIC IMPACT



€1.01 billion

Output of the BizAv Sector

68 Airports with BizAv traffic in 2017



Most common Aircraft:
KingAir B200

BIZAV FLEET

- Bizliners: 0 (0.0%)
- Heavy Jets: 13 (16.0%)
- Midsized Jets: 9 (11.1%)
- Light Jets: 20 (24.7%)
- Turboprops: 39 (48.1%)

BASED FLEET: 81



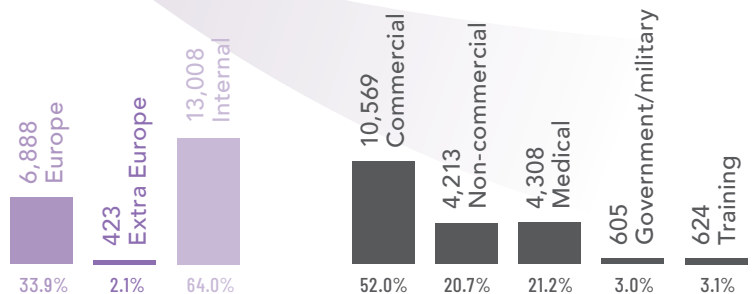
Registered fleet: 79

MARKET SHARE Number of departures

Business Aviation **7.0%**



- Traditional airlines 66.3%
- Low cost airlines 18.2%
- Charter 3.0%
- Cargo 5.5%



TOP 5 MARKETS TO AND FROM SWEDEN

(No. of flights)



BIZAV DEPARTURES IN 2017

+4.1%
vs. 2016

20,319
Total departures
in 2017

9th
(EU28 + CHE, ISL, NOR)

TOP 5 CITY PAIRS (No. of flights)

Luleå — Pajala	985
Luleå — Umeå	791
Göteborg — Stockholm	440
Umeå — Frönsön	335
Gallivare — Luleå	321

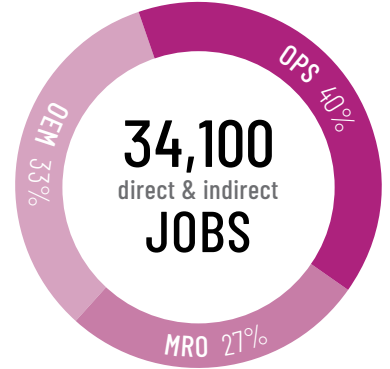
TOP AIRPORTS (No. of departures)



SWITZERLAND

8.3 MILLION INHABITANTS
 41,300 KM²
 GDP / INHABITANT (PPS): 162
 EU index = base 100

ECONOMIC IMPACT



€14.6 billion
Output of the BizAv Sector

36 Airports with BizAv traffic in 2017

BIZAV FLEET

Bizliners: 11 (4.2%)
 Heavy Jets: 86 (32.5%)
 Midsize Jets: 23 (8.7%)
 Light Jets: 49 (18.5%)
 Turboprops: 96 (36.2%)

BASED FLEET: 265

Registered fleet: **152**

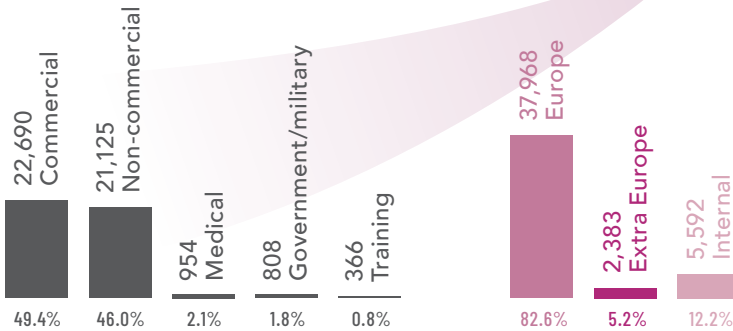
Most common Aircraft:
PC-12 NG

MARKET SHARE

Number of departures

17.6% Business Aviation

62.3% Traditional airlines
 18.8% Low cost airlines
 0.7% Charter
 0.5% Cargo



BIZAV DEPARTURES IN 2017

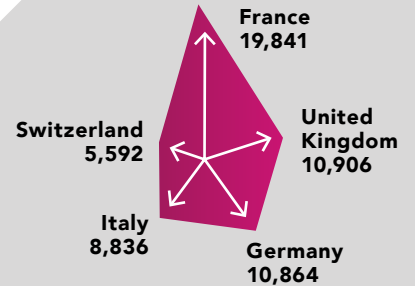
5th
(EU28 + CHE, ISL, NOR)

45,943
Total departures
in 2017

+3%
vs. 2016

TOP 5 MARKETS TO AND FROM SWITZERLAND

(No. of flights)



TOP AIRPORTS (No. of departures)



TOP 5 CITY PAIRS (No. of flights)

Geneva — Paris	3,357
Geneva — Nice	1,811
Geneva — London Luton	1,101
Geneva — Farnborough	1,051
Geneva — Zürich	842





UNITED KINGDOM

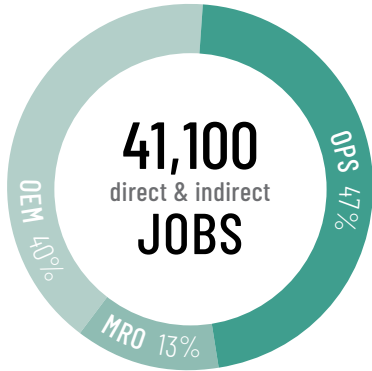
64.9 MILLION INHABITANTS

248,500 KM²

GDP / INHABITANT (PPS): 109

EU index = base 100

ECONOMIC IMPACT



€8.27 billion

Output of the BizAv Sector

146 Airports with BizAv traffic in 2017



BIZAV FLEET

- Bizliners: 14 (2.8%)
- Heavy Jets: 122 (24.5%)
- Midsized Jets: 94 (18.9%)
- Light Jets: 108 (21.7%)
- Turboprops: 160 (32.1%)

BASED FLEET: 498

Registered fleet: 310

Most common Aircraft:

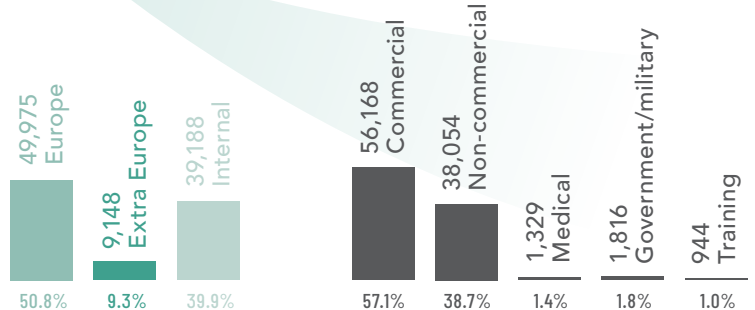
Citation Mustang

MARKET SHARE Number of departures

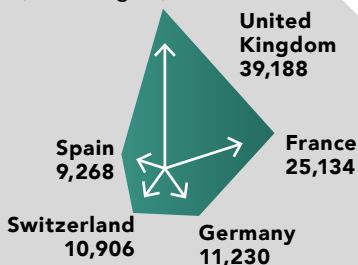
Business Aviation **7.6%**



- Traditional airlines 40.8%
- Low cost airlines 47.9%
- Charter 1.2%
- Cargo 2.5%



TOP 5 MARKETS TO AND FROM UNITED KINGDOM (No. of flights)



BIZAV DEPARTURES IN 2017

+5.3%
vs. 2016

98,311
Total departures
in 2017

3rd
(EU28 + CHE, ISL, NOR)

TOP 5 CITY PAIRS (No. of flights)

London Luton — Paris	1,550
London Luton — Nice	1,443
Farnborough — Paris	1,399
Walney Island — Bristol	1,306
Farnborough — Nice	1,205

TOP AIRPORTS (No. of departures)



EUROPE

523 MILLION INHABITANTS

4.9 MILLION KM²

Most common Aircraft:

PC-12 NG



1,391 Airports with BizAv traffic in 2017

ECONOMIC IMPACT



BIZAV FLEET



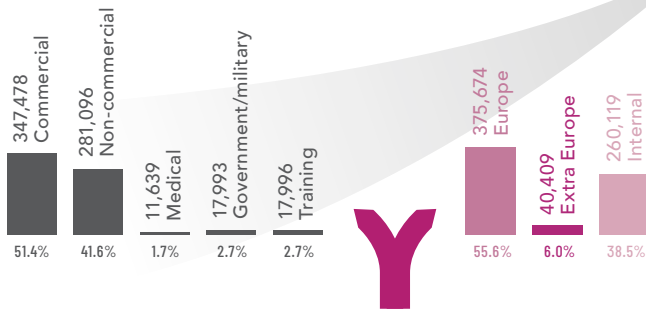
Bizliners: 100 (2.8%)
Heavy Jets: 732 (20.5%)
Midsize Jets: 564 (15.8%)
Light Jets: 955 (26.7%)
Turboprops: 1,222 (34.2%)

BASED FLEET: 3,573

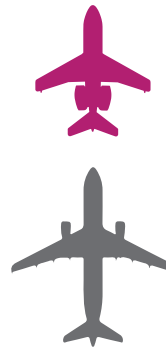
Registered fleet: **3,000**

€86,944,629
Output of the BizAv Sector

BIZAV DEPARTURES IN 2017



MARKET SHARE Number of departures



7.8% Business Aviation

50.5% Traditional airlines
35.5% Low cost airlines
2.9% Charter
3.3% Cargo

+4.6%
vs. 2016

676,202
Total departures in 2017

TOP 20 BUSINESS AIRPORTS IN 2017

(No. of departures)

Paris Le Bourget - FRA	25,918
Nice Côte d'Azur - FRA	17,542
Geneva - CHE	17,086
London Luton - GBR	14,593
Farnborough - GBR	12,207
Zürich - CHE	11,684
Milano Linate - ITA	9,609
Roma Ciampino - ITA	8,193
Vienna Schwechat - AUT	7,576
München - DEU	7,323
Biggin Hill - GBR	7,255
Madrid Barajas - ESP	6,463
Palma de Mallorca - ESP	6,320
Cannes Mandelieu - FRA	6,104
Berlin Schönefeld - DEU	5,982
Ibiza - ESP	5,816
Stuttgart - DEU	5,772
Prague Vaclav Havel - CZE	5,533
Stansted - GBR	5,385
Amsterdam Schiphol - NLD	5,295

TOP 20 COUNTRY PAIRS IN 2017

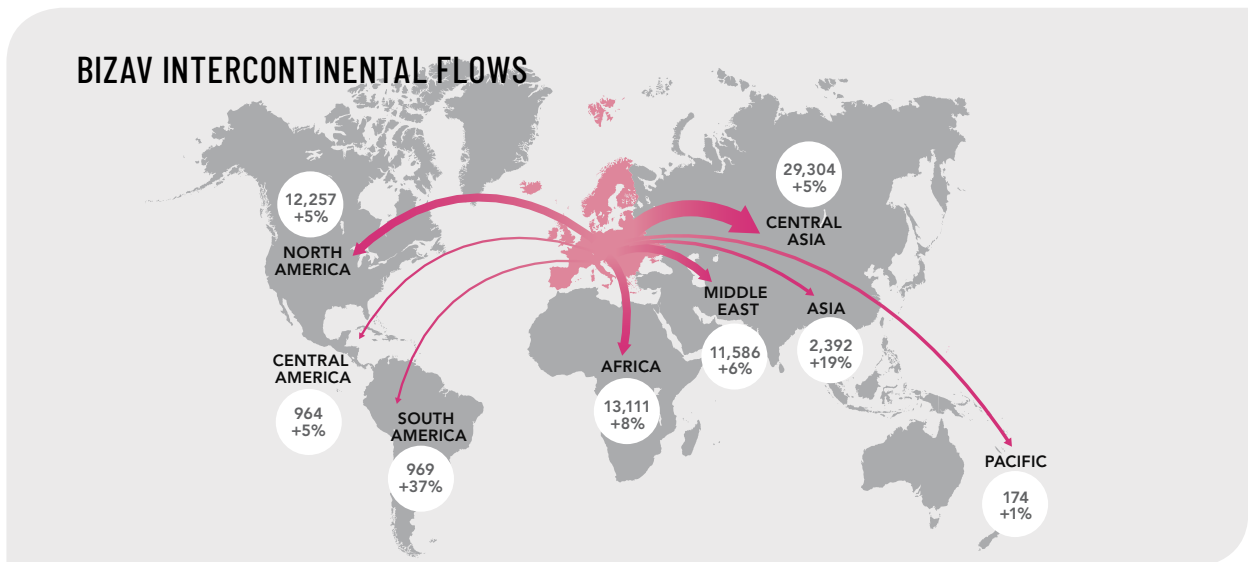
(No. of connections)

Market Type	Country Pair	Connections
International markets	Germany	8,174
	Italy	8,647
	Italy	8,836
	Austria	8,867
	Spain	9,268
	France	10,684
	Germany	10,864
	Switzerland	10,906
	Germany	11,230
	Sweden	13,008
Internal markets	France	13,364
	France	15,640
	Spain	17,184
	Norway	18,098
	France	19,841
	Italy	24,919
	France	25,134
	UK	39,188
	Germany	46,855
	France	59,480

TOP CITY PAIRS IN 2017



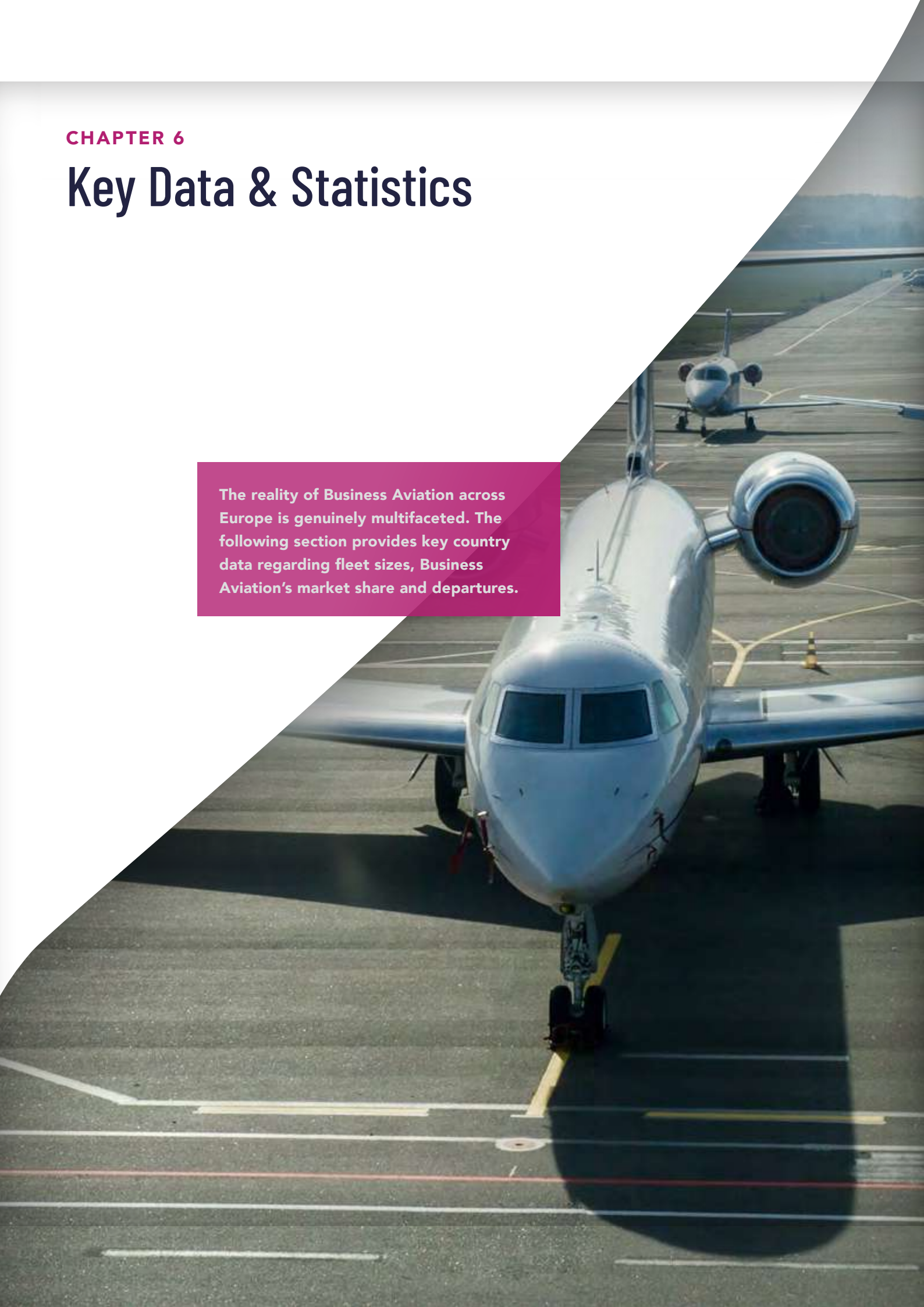
BIZAV INTERCONTINENTAL FLOWS





























































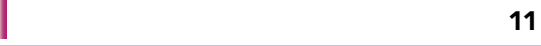



CHAPTER 6

Key Data & Statistics

The reality of Business Aviation across Europe is genuinely multifaceted. The following section provides key country data regarding fleet sizes, Business Aviation's market share and departures.



FLEET

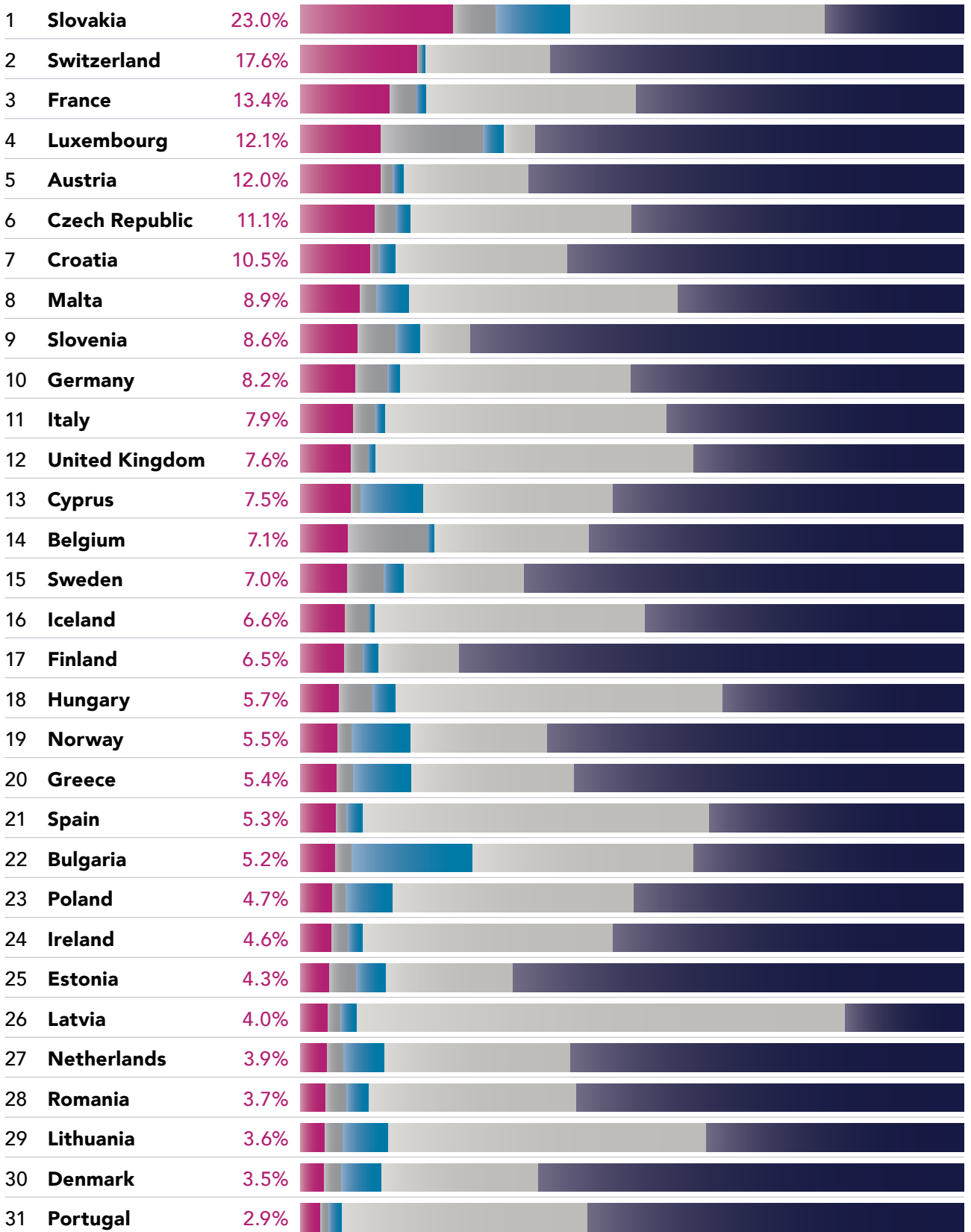
RANK		REGISTERED FLEET	BASED FLEET	FLEET COMPOSITION
1	Germany	668 	726	 65% 35%
2	United Kingdom	310 	498	 68% 32%
3	France	347 	439	 54% 46%
4	Switzerland	152 	265	 64% 36%
5	Austria	206 	198	 81%
6	Italy	141 	170	 59% 41%
7	Spain	132 	149	 74% 26%
8	Malta	148 	131	 94%
9	Portugal	127 	128	 98%
10	Belgium	76 	102	 61% 39%
11	Czech Republic	86 	92	 62% 38%
12	Luxembourg	77 	91	 53% 47%
13	Sweden	79 	81	 52% 48%
14	Netherlands	66 	78	 50% 50%
15	Denmark	77 	75	 75% 25%
16	Poland	55 	59	 56% 44%
17	Norway	40 	40	 37% 63%
18	Greece	29 	35	 54% 46%
19	Finland	30 	30	 47% 53%
20	Ireland	20 	29	 76% 24%
21	Bulgaria	19 	22	 55% 45%
22	Hungary	16 	21	 62% 38%
23	Slovakia	18 	19	 89%
24	Estonia	16 	15	 60% 40%
25	Romania	17 	15	 60% 40%
26	Cyprus	4 	13	 85%
27	Croatia	11 	12	 50% 50%
28	Latvia	7 	11	 91%
29	Lithuania	9 	11	 100%
30	Slovenia	9 	10	 90%
31	Iceland	8 	8	 100%

 Jets  Turboprops

BUSINESS AVIATION MARKET SHARE

RANK
































100%



■ % BizAv
 ■ % Cargo
 ■ % Charter
 ■ % Lowcost airlines
 ■ % Traditional airlines

DEPARTURES - 2017 vs. 2016

RANK

1	France	+2.6%		127,923
2	Germany	+3.5%		98,482
3	United Kingdom	+5.3%		98,311
4	Italy	+3.7%		63,198
5	Switzerland	+3.0%		45,943
6	Spain	+7.5%		45,533
7	Norway	-1.3%		21,800
8	Austria	+6.0%		20,624
9	Sweden	+4.1%		20,319
10	Greece	+10.2%		14,876
11	Netherlands	+3.3%		13,095
12	Belgium	+2.4%		12,733
13	Poland	+12.7%		11,743
14	Czech Republic	+6.9%		10,100
15	Finland	+1.6%		9,042
16	Denmark	+7.1%		8,231
17	Ireland	+7.3%		7,579
18	Portugal	+15.0%		7,281
19	Croatia	+12.4%		5,900
20	Luxembourg	+2.4%		4,326
21	Romania	+11.8%		4,142
22	Slovakia	+3.6%		4,131
23	Cyprus	+4.2%		4,003
24	Hungary	+10.6%		3,474
25	Bulgaria	+3.3%		2,611
26	Malta	+23.2%		2,453
27	Slovenia	+19.0%		1,932
28	Latvia	+9.4%		1,772
29	Estonia	+55.4%		1,655
30	Iceland	+7.3%		1,506
31	Lithuania	+1.4%		1,484

DEPARTURES - BY DESTINATION

Rank	Country	Departures	Europe	Extra-Europe	Internal
1	France	127,923	47.0%	6.5%	46.5%
2	Germany	98,482	49.3%	3.2%	47.6%
3	United Kingdom	98,311	50.8%	9.3%	39.9%
4	Italy	63,198	55.9%	4.7%	39.4%
5	Switzerland	45,943	82.6%	5.2%	12.2%
6	Spain	45,533	55.1%	7.1%	37.7%
7	Norway	21,800	16.0%	1.0%	83.0%
8	Austria	20,624	80.9%	2.4%	16.7%
9	Sweden	20,319	33.9%	2.1%	64.0%
10	Greece	14,876	55.6%	11.4%	33.0%
11	Netherlands	13,095	78.4%	4.6%	17.0%
12	Belgium	12,733	85.1%	4.1%	10.7%
13	Poland	11,743	50.8%	2.2%	47.0%
14	Czech Republic	10,100	78.4%	3.0%	18.7%
15	Finland	9,042	32.9%	4.3%	62.8%
16	Denmark	8,231	59.2%	2.6%	38.2%
17	Ireland	7,579	63.4%	24.0%	12.6%
18	Portugal	7,281	63.7%	21.2%	15.1%
19	Croatia	5,900	83.3%	2.3%	14.4%
20	Luxembourg	4,326	95.3%	4.2%	0.5%
21	Romania	4,142	62.4%	4.0%	33.6%
22	Slovakia	4,131	78.1%	1.8%	20.1%
23	Cyprus	4,003	56.2%	25.3%	18.6%
24	Hungary	3,474	92.0%	3.7%	4.3%
25	Bulgaria	2,611	74.0%	5.7%	20.3%
26	Malta	2,453	64.9%	30.6%	4.4%
27	Slovenia	1,932	85.4%	1.8%	12.8%
28	Latvia	1,772	91.7%	1.8%	6.5%
29	Estonia	1,655	88.5%	1.1%	10.3%
30	Iceland	1,506	95.9%	3.9%	0.1%
31	Lithuania	1,484	70.8%	3.1%	26.1%

DEPARTURES - BY CATEGORY

	Commercial	Non-commercial	Medical	Government / Military	Training
	47.0%	49.4%	0.6%	2.0%	1.1%
	42.7%	52.5%	1.5%	0.8%	2.5%
	57.1%	38.7%	1.4%	1.8%	1.0%
	52.9%	39.4%	0.7%	4.9%	2.2%
	49.4%	46.0%	2.1%	1.8%	0.8%
	61.7%	33.1%	1.0%	0.5%	3.6%
	89.0%	7.0%	0.5%	0.6%	3.0%
	53.3%	42.7%	2.3%	0.5%	1.2%
	52.0%	20.7%	21.2%	3.0%	3.1%
	54.5%	35.0%	1.2%	5.9%	3.4%
	42.6%	47.4%	0.7%	1.5%	7.8%
	50.3%	43.6%	0.7%	2.0%	3.5%
	33.2%	49.2%	0.2%	0.8%	16.7%
	56.7%	37.4%	0.4%	0.8%	4.7%
	34.7%	20.9%	0.7%	40.7%	3.0%
	50.9%	27.3%	1.0%	5.0%	15.8%
	48.2%	40.8%	0.7%	2.3%	8.1%
	58.7%	33.2%	1.7%	3.6%	2.8%
	46.7%	49.3%	1.0%	2.3%	0.6%
	42.4%	47.2%	9.1%	0.9%	0.4%
	42.8%	47.1%	0.6%	1.9%	7.6%
	67.7%	28.7%	0.2%	0.5%	2.9%
	42.1%	33.0%	0.8%	22.0%	2.2%
	49.4%	46.7%	0.6%	2.6%	0.7%
	60.1%	30.0%	0.4%	7.8%	1.7%
	42.0%	48.3%	2.4%	3.1%	4.3%
	34.4%	50.1%	0.5%	6.7%	8.3%
	53.8%	38.4%	0.3%	1.7%	5.8%
	71.1%	15.7%	0.4%	5.1%	7.7%
	30.0%	61.4%	4.4%	4.1%	0.1%
	43.6%	32.2%	0.5%	2.2%	21.6%

SOURCES AND DEFINITIONS (PART 2 ONLY)

SOURCES

Country Data:	EUROSTAT
Economic Impact:	"Economic Impact of Business Aviation in Europe" Booz Allen Hamilton – DLR 2017
Bizav Fleet:	JETNET
Market Share:	EUROCONTROL
Traffic Data:	WINGX ADVANCE

DEFINITIONS

Output:	Quantity of goods or services produced in a given time period by the sector, including sales plus inventory increase and own assets.
OPS:	(Operations) Jobs directly or indirectly dependent on the existence of Business Aviation operations.
MRO:	(Maintenance, Repair and Overhaul) Jobs directly or indirectly dependent on the existence of the Business Aviation Maintenance industry.
OEM:	(Original Equipment Manufacturer) Jobs directly or indirectly dependent on the existence of the Business Aviation Manufacturers industry.
Based Fleet:	The fleet of aircraft permanently based in the country, whatever their registry.
Registered Fleet:	Represent aircraft registered in the national registry, whatever their permanent location.
Internal Flights:	Flights taking off from a European country and landing in the same European country (Cabotage).
Europe Flights:	Flights taking off from a European country and landing in another European country.
Extra-Europe Flights:	Flights taking off from a European country and landing in a non-European country.



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