

Business Aviation: What's in it for European Citizens?

27th of June 2018





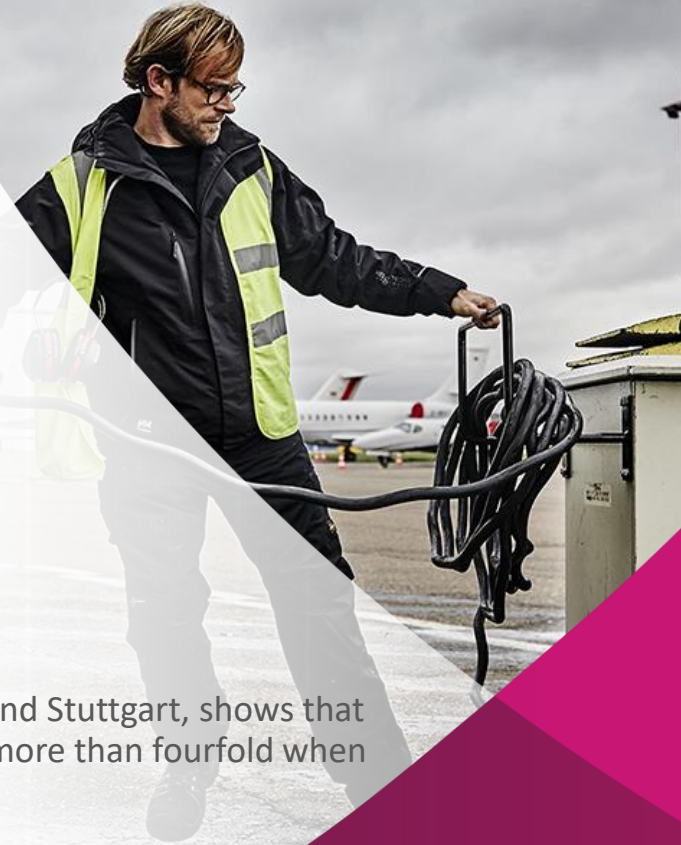
SECTION
01

Regional
Connectivity

Regional Connectivity

EBAA Studies - Connectivity

- Business Aviation improves connectivity, which has a significant economic impact on remote or less connected regions as well as on local companies.
- Business Aviation in Europe serves 25.280 city or area pairs not connected by nonstop commercial flights.
- Nearly 1 connection out of 3, is not connected by any direct commercial flight, meaning the connection wouldn't exist without Business Aviation.
- A study that, amongst others, looked at the connectivity of Paris, Munich and Stuttgart, shows that Business Aviation increased the number of direct connections to a city by more than fourfold when compared with regularly scheduled commercial aviation.



Regional Connectivity

EBAA Studies – Supporting economic growth across Europe

- 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.
- 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.



Regional Connectivity

Facts & Figures (Luxaviation Belgium, Jan-Jun 2018)

- Our fleet of 25 aircraft, covered 2.022 flight legs on a total of 1.010 different routes.
- 527 flight legs connected the world with our Regional Hub at Kortrijk Wevelgem Airport – without any single route ensured by airline
- Top 4 destinations to/from Kortrijk were:
 1. Nice
 2. **London City**
 3. Stuttgart
 4. **Osijek (Klisa)**

Other destinations included: Gdansk, Jerez, Leeds, Hannover, Poznan, Zaragoza and Debrecen.

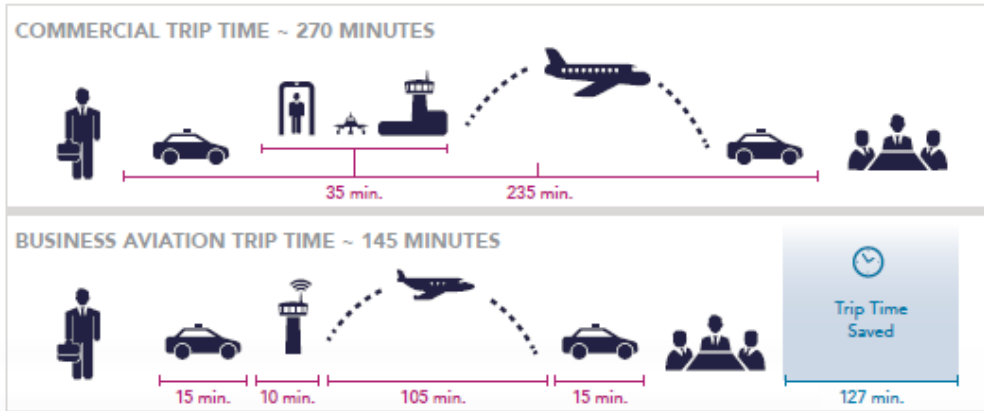
- The majority of our routes have no (direct) alternative via Commercial Aviation.



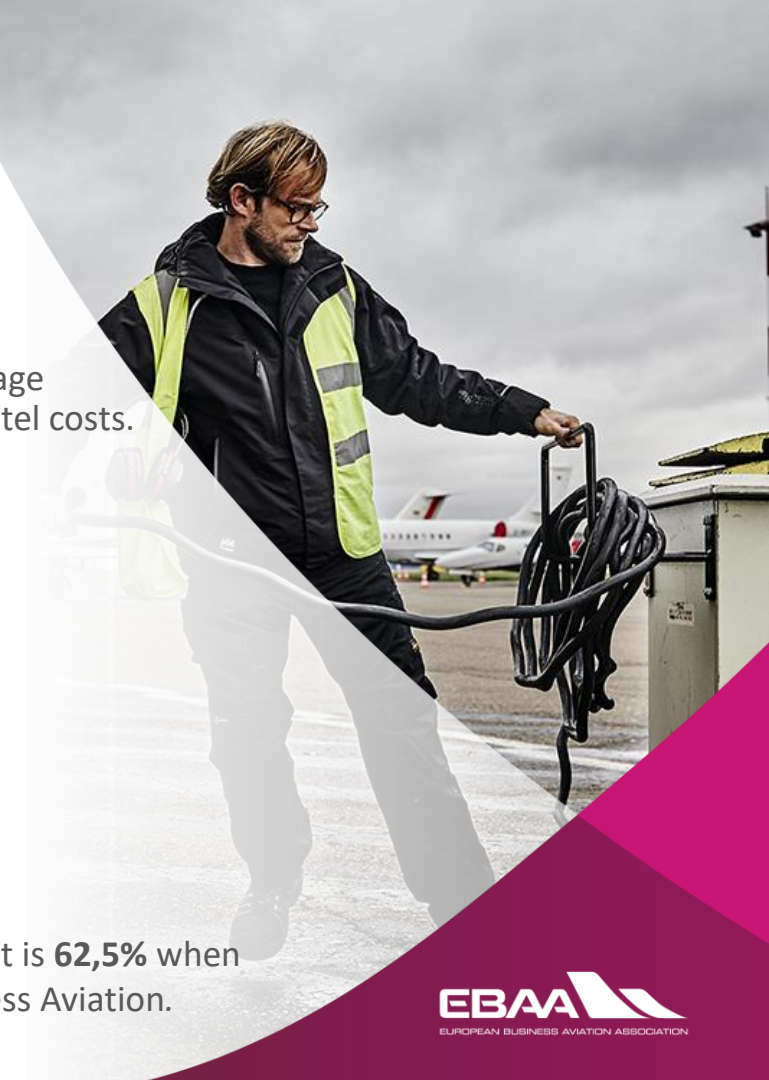
Regional Connectivity

Times Savings

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.

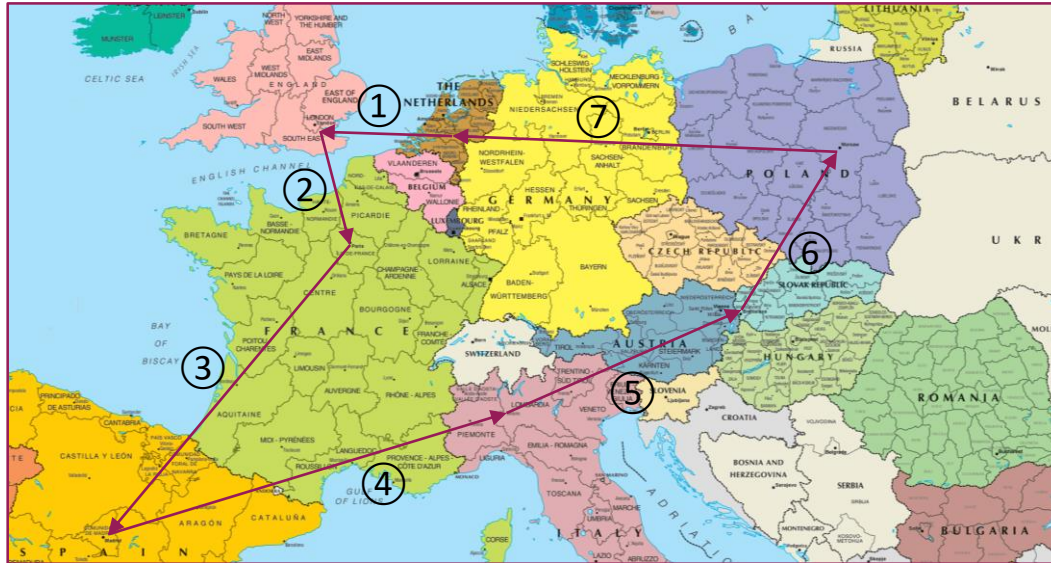


The productivity ratio on a 12-hour workday, with a 1:45 hour flight is **62,5%** when using Commercial Aviation vs. no less than **94%** when using Business Aviation.



Regional Connectivity

Real Case Study – Corporation XYZ EU Tour



Commercial Aviation → minimum 5 days required

- Only 1 direct flight from Eindhoven to Stansted.
- No direct flights from Stansted to Paris.
- Only direct flight to Bratislava is from Milan Bergamo.
- Only 3 flights a week from Bratislava to Warsaw.

Business Aviation → only 2 nights away from family

- 6 country visits in 3 days.
- 2 daily meetings, each one lasts 4 hours.
- Arrive only 15 minutes before departure.
- Full flexibility in case of schedule changes.

Regional Connectivity

Real Case Study – Financials

| Commercial Aviation | | Business Aviation | |
|---|-----------------|-------------------------|-----------------|
| Flight Tickets : | € 14.000 | Aircraft Rental : | € 32.000 |
| Airport Transfers : | € 1.800 | Crew Charges : | € 5.400 |
| Hotel overnights (4) : | € 5.600 | Airport Charges : | € 8.000 |
| Expense Declarations : | € 2.800 | Hotel Overnights (2) : | € 2.800 |
| ----- | | ----- | |
| Total for 7 passengers: | € 24.200 | Expense Declarations : | € 1.400 |
| + 2 extra days of Executive Salary | | ----- | |
| + opportunity cost of time | | Total for 7 passengers: | € 49.600 |

One must not forget to account for the decrease in productivity related to factors such as: fatigue, an unfavorable work-life balance, the loss of time during transfers, check-in, and the inability to focus inside noisy commercial aircraft.

For this specific journey, a lot of time was saved, which can be devoted to family or activities that create actual value for the business and its shareholders.

