

CorporateJetInvestor

HONGKONG JET

Identify Opportunities in the APAC Business Aviation Market 2024

By Alex Jiao, Chairman of Hongkong Jet



Evocation of YE 2022 & YE 2023's Prediction

- **Market Opportunity**

Mainland China continues to be the market leader while (new) markets are blooming

- **Fleet Number**

Ultimately increase although the market is dropping from the record highs

- **Flight Activity**

Positive trend with significant growth

- **Jet Size**

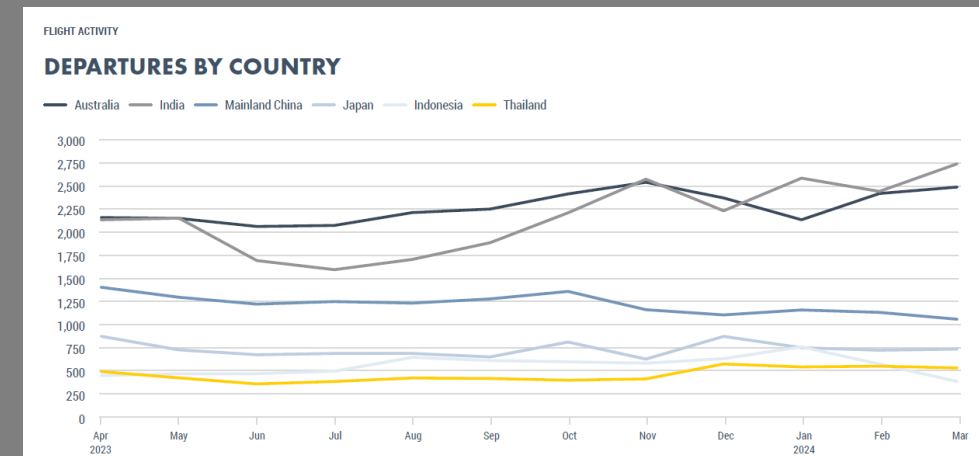
Long range jet continues to dominate the market while other body type jet increase the market share

Mainland China

- Ownership has **been dropped for 3 years in a row**
- **23.6%** market share dominates the APAC market
- **Flight Activity**
 - Departures by County: **Top 3**
 - A slight decline between Oct 2023 – Mar 2024 & Apr 2023 – Sep 2023
 - Stabilized in Q1 2024
- **Infrastructure**
 - 449 general aviation airports
 - The growth of FBO and MRO

YE	No. of Jet	YOY
2019	331	-
2020	346	+4.53%
2021	339	-2.02%
2022	281	-17.11%
2023	272	-3.20%

Source: Global Sky Media's Asia-Pacific Business Jet Fleet 2020, 2021, 2022



Source: WINGX's Asia Pacific Business Jet Flight Activity Q1 2024 Review

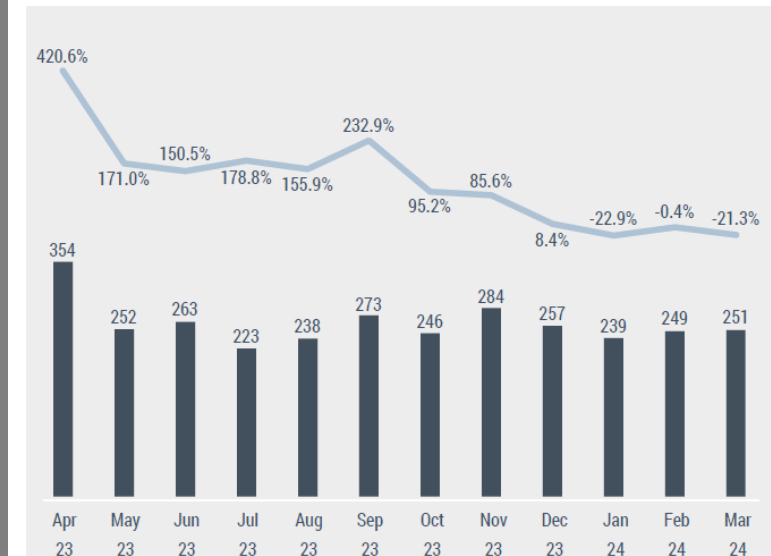
Hong Kong SAR

- 2-digit drop in % is recorded of the ownership
- Ownership decrease 4 years consecutively
- **Only 4.68%** market share the APAC market
- **Flight Activity**
 - Departures by City: **Top 8**
 - 3-month negative YOY is recorded
- Expansion of Hong Kong FBO and airport runway
- Wing-to-Wing Transfer Service initiated by HKIA

YE	No. of Jet	YOY
2019	121	-
2020	120	-0.83%
2021	99	-17.5%
2022	64	-35.6%
2023	54	-15.6%

Source: Global Sky Media's Asia-Pacific Business Jet Fleet 2020-2023

Hong Kong (Hong Kong Intl.)



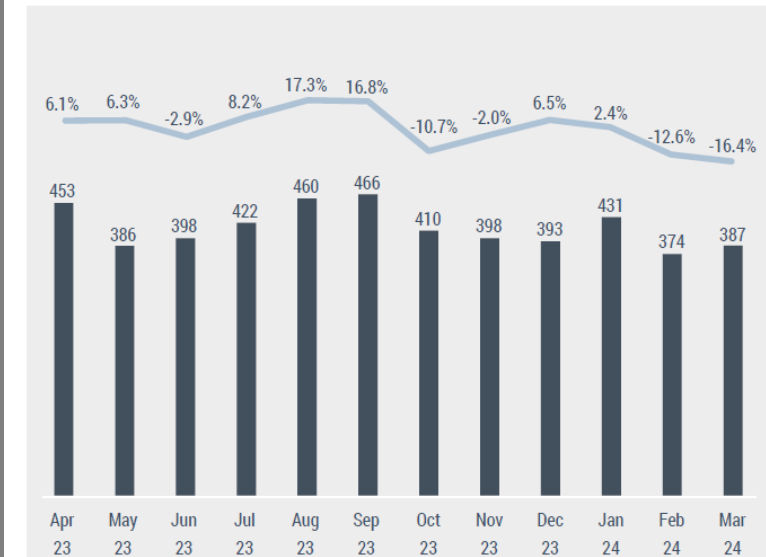
Singapore

- Ownership **increase 3 years consecutively**
- **6.4%** market share of the APAC market
- **Flight Activity**
 - Departures by City: **Top 1**
 - Q1 2024 Top 10 Routes:
 1. *Singapore – Jakarta*
 6. *Singapore – Kuala Lumpur*
- FBO and MRO Facility
- World's 4th wealthiest city

YE	No. of Jet	YOY
2019	61	-
2020	61	-
2021	63	+3.28%
2022	66	+4.76%
2023	74	+12.12%

Source: Global Sky Media's Asia-Pacific Business Jet Fleet 2020, 2021, 2022

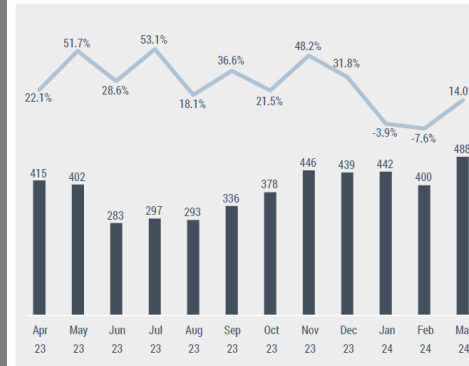
Singapore (Seletar, Changi)



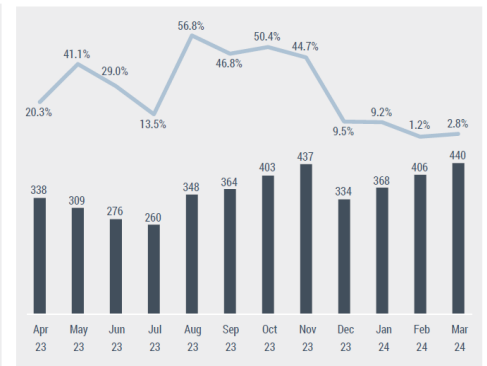
India

- Ownership **increase 3 years consecutively**
- **13.08%** market share of the APAC market
- **Flight Activity**
 - Departures by County: **Top 1/2**
 - Departures by City: **Top 2 – Mumbai**
 - Top 4 – New Delhi**
 - Q1 2024 Top 10 Routes: 5/10
- **Infrastructure**
 - 100 new airports in smaller cities by 2030

Mumbai (Chhatrapati Shivaji)



New Delhi (Indira Gandhi)



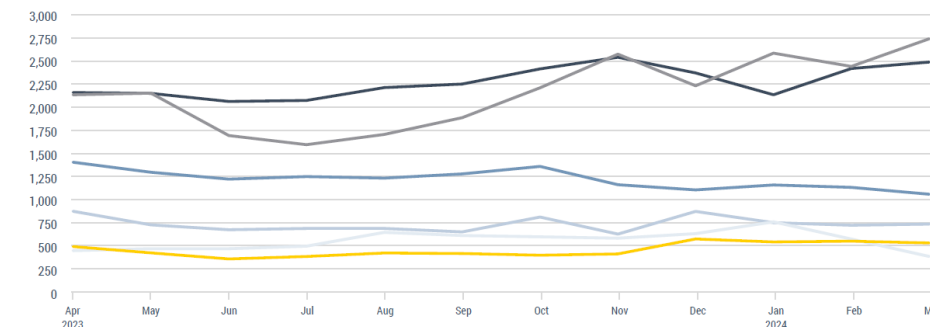
2021	140	+2.13%
2022	144	+2.86%
2023	151	+4.86%

Source: Global Sky Media's Asia-Pacific Business Jet Fleet 2020, 2021, 2022

FLIGHT ACTIVITY

DEPARTURES BY COUNTRY

— Australia — India — Mainland China — Japan — Indonesia — Thailand



Malaysia & Indonesia



YE	No. of Jet	YOY
2019	63	-
2020	57	-9.52%
2021	50	-12.28%
2022	49	-2%
2023	45	-8.16%



YE	No. of Jet	YOY
2019	49	-
2020	48	-2.04%
2021	48	-
2022	52	+8.33%
2023	56	+7.69%

Japan & S.Korea



YE	No. of Jet	YOY
2019	63	-
2020	57	-9.52%
2021	65	+14.04%
2022	76	+16.92%
2023	81	+6.58%



YE	No. of Jet	YOY
2019	21	-
2020	17	-19.05%
2021	20	+17.65%
2022	20	-
2023	23	+15%

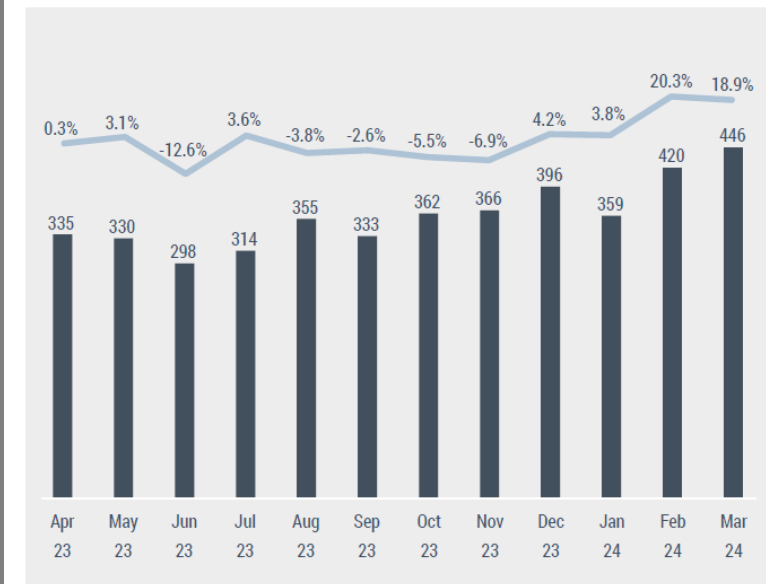
Australia

- Positive recorded of the ownership
- 18.48% market share of the APAC market
- Second-large market
- The light and very light carrier market
- **Flight Activity**
 - Departures by County: **Top 1/2**
 - Departures by City: **Top 2**
 - Q1 2024 Top 10 Routes:
3. Sydney – Melbourne

YE	No. of Jet	YOY
2019	198	-
2020	211	+6.57%
2021	209	-0.95%
2022	212	+1.44%
2023	213	+0.47%

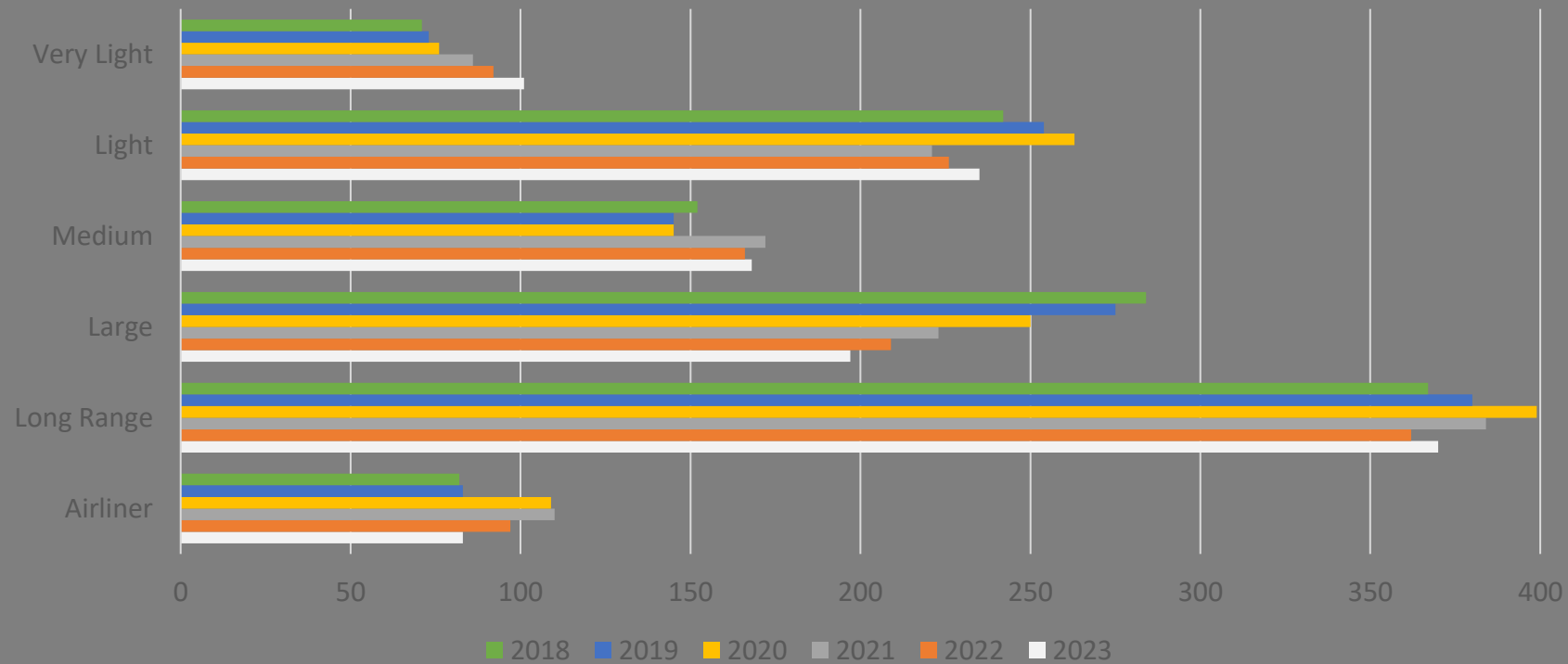
Source: Global Sky Media's Asia-Pacific Business Jet Fleet 2020, 2021, 2022

Sydney (Kingsford Smith, Bankstown)



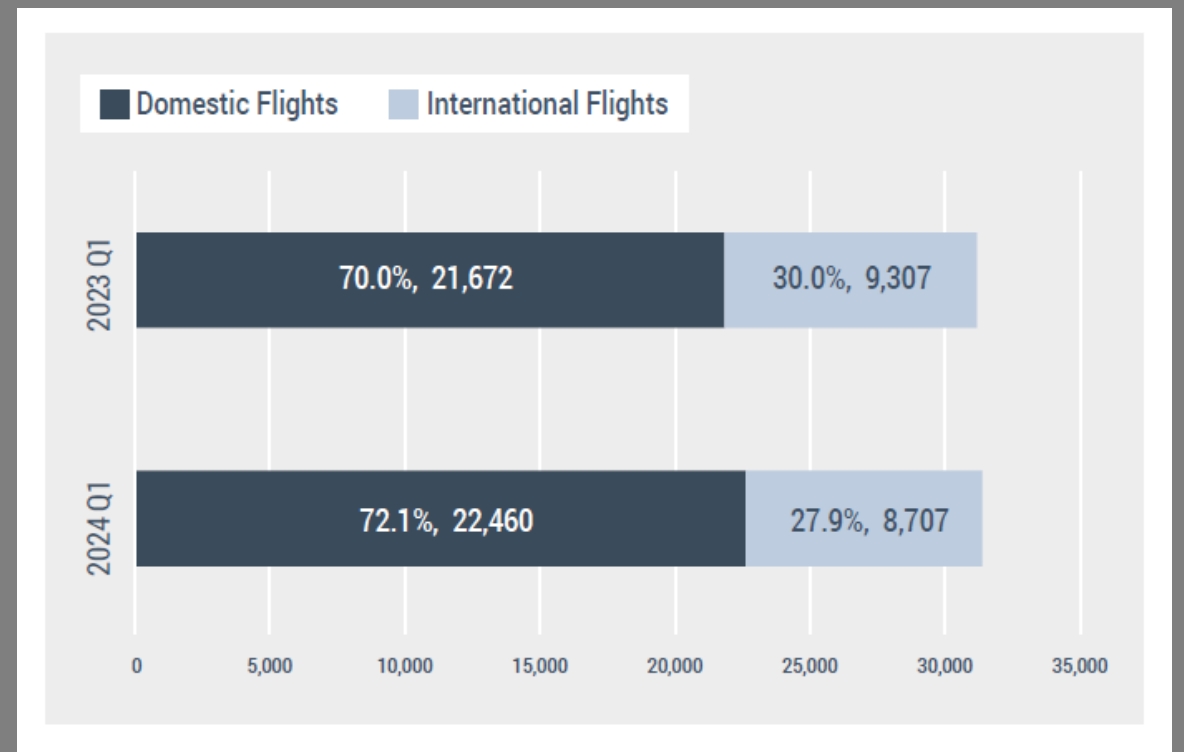
Change of Aircraft Size

APAC's Fleet Size Category from 2018 - 2023



- Light jet: +
- Midsize jet: +
- Large jet: +
- Airline: -

Flight Pattern



Summary

- APAC market is continuously growing
- The market is “dropping” from record highs to a healthy correction for now
- New opportunities are there across the region
- Markets by country require different body type aircraft due to the travel needs

Q&A