

An aerial photograph of a white business jet flying over a landscape. The image is heavily blue-tinted. The jet is positioned in the upper right quadrant, flying towards the lower left. The landscape below shows a winding road or path through fields. The overall composition is clean and professional.

Opening doors to more business pilot training

CJI Latin America, April 28, 2026

Overview

The Business Pilot

A closer look.

Options for Trainees

Training availability and accessibility.

Elements of a Good Training Experience

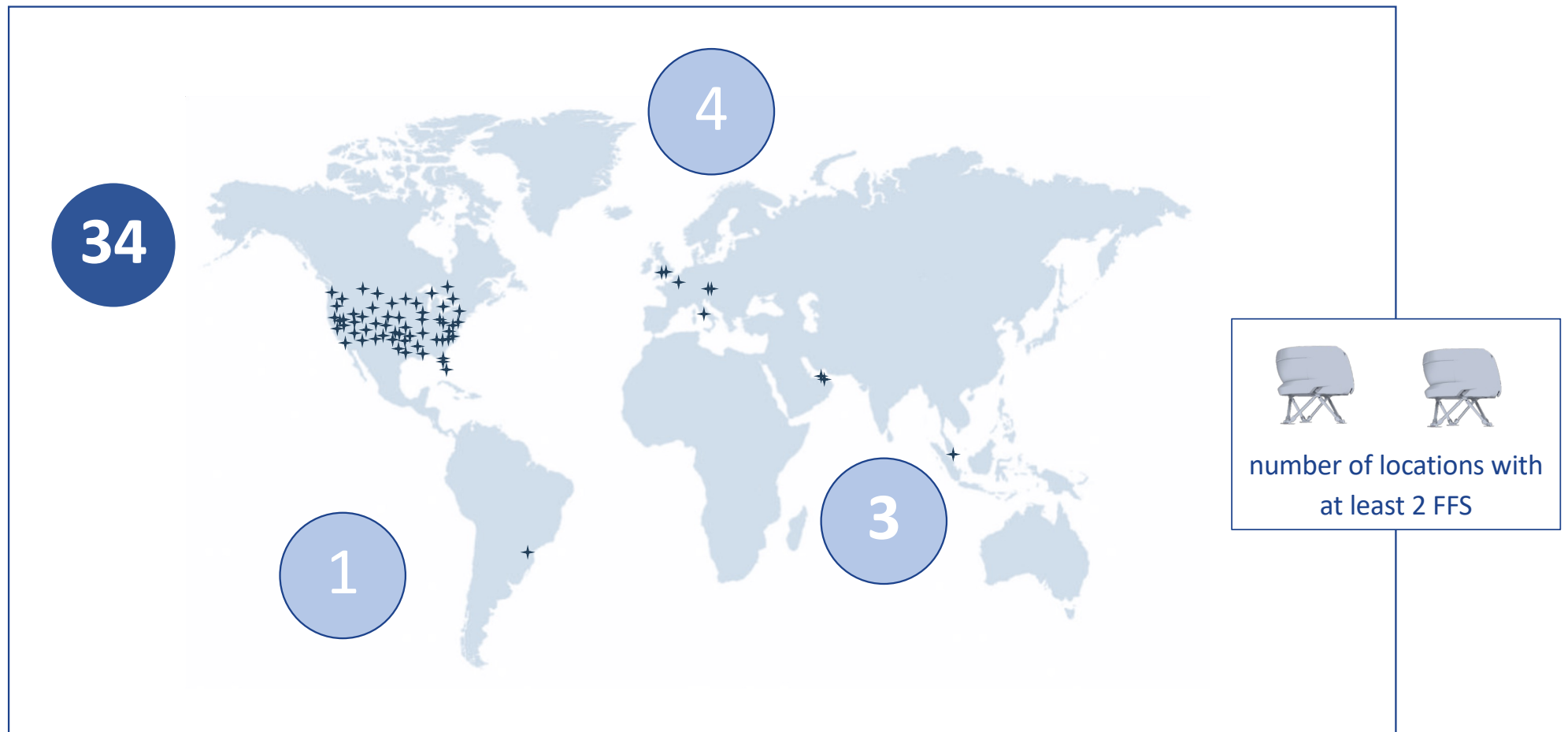
A holistic approach.



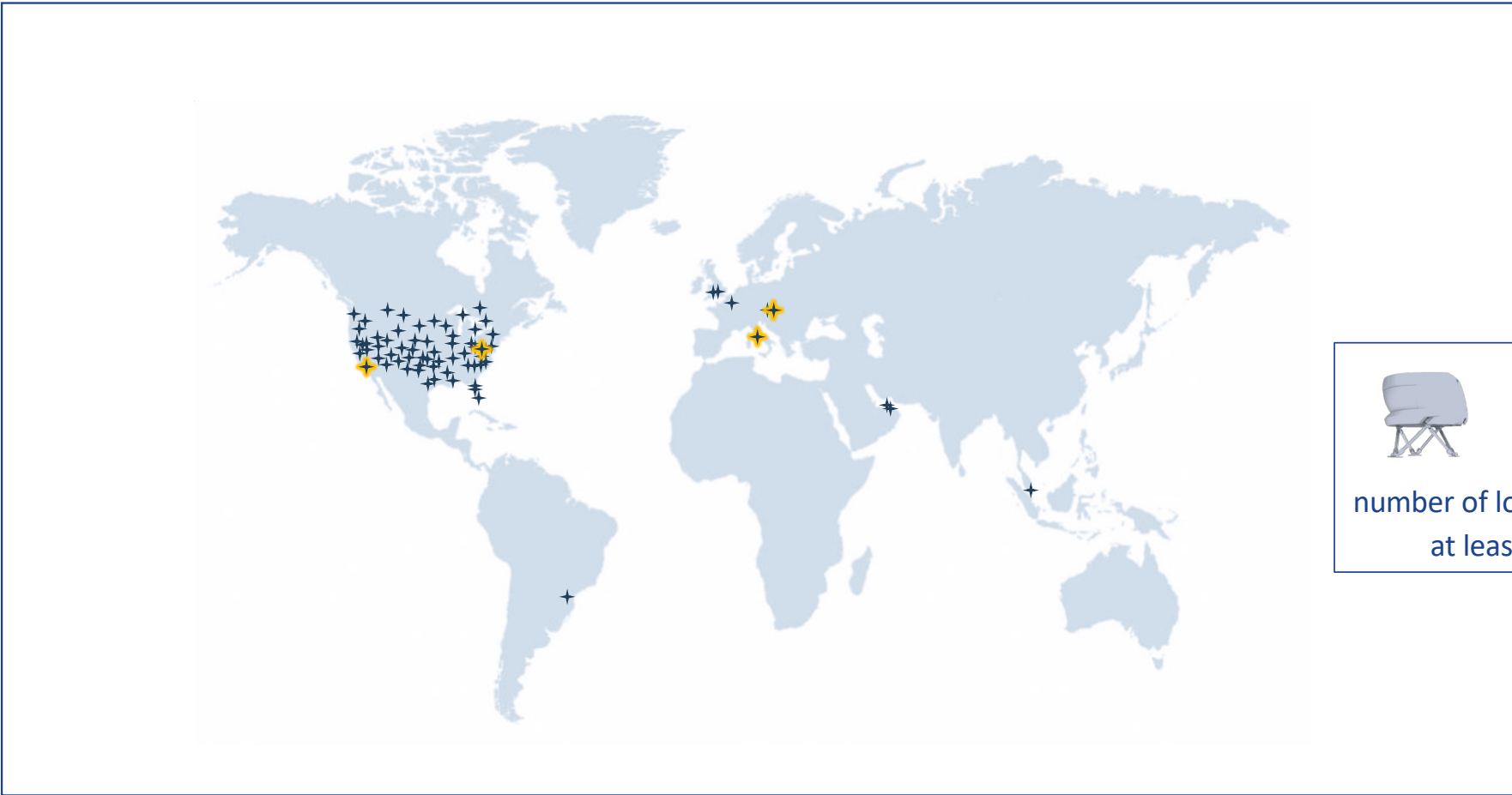


	Crew selection	
a larger number of applicants, a neutral screening process		different policy per operator, personal relationships might matter
600-800 hours per year, faster acquisition of experience, longer period on type & with the employer	Flying experience	some business pilots only log 70-150 hours per year, changing type and company more often
daily changing crew composition, enlarged crews on long-haul	Crew composition	fixed crew during entire duty period, often same crew all year long
duty days change every month, 2-3 days off every week	Roster	unpredictable schedule & last-minute flights up to 18 days on
often flying the same routes repeatedly, hassle-free as everything is arranged in advance	Destinations	flying into smaller or more challenging airports, requires strong adaptability, less support staff
Insulation behind armoured doors	Passenger expectations	extremely high service level, no cockpit door

The business aviation training map



Inbalanced competition



Characteristics of markets with little competition

High Barriers to Entry: High startup costs, lacking transparency, exclusivity agreements and other hurdles prevent new companies from competing.

Price Setting Power: Companies have significant control over the prices they charge and often follow each other's price changes.

Control of supply: To make the best use of own resources, supply of services may not meet the demand. Customers need to book well in advance.

Fewer locations: Location of centers is not influenced by market demand, so customers are forced to travel longer distances.



What is good training?

1. Modern educational technology, interactive courseware, and a structured curriculum
2. High fidelity flight simulators – FFS Level D
3. The training program:
 - Integrating real-world case studies into training programs
 - Emphasizing decision making under pressure
 - Enhancing crew resource management through realistic scenarios
 - Addressing human factors as a central component



Learning material and high-fidelity simulators pave the way – but it is the instructor who is the key to success!

**Instructors should have significant flight experience on type and are familiar with operational requirements in business aviation.
Addressing individual needs of each pilot.**

Aviation Academy Austria

AAA specializes in professional executive pilot training for corporate flight operations, charter companies and private individuals.

The company is focused exclusively on professional training, from solid cadet training on best-in-class training aircraft to business pilot training on modern Level D Full-Flight Simulators (FFS).

What we offer:

- Type Ratings, License Checks, License Renewals
- Recurrent Training
- Upgrade Trainings
- Special Airports like London City
- Simulator Dry Lease
- 130+ Instructors
- Simulator training center located next to the airport of Vienna



Training Devices Simulator Center



Full Flight Simulator

- Qualified as Level D (ANAC, EASA, UK)
- Latest visual systems (RSI XT6)
- Electric motion base
- Manufacturer AXIS Flight Training Systems



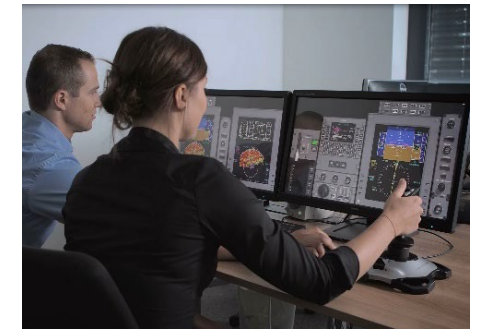
CJ1+ Fixed Base Simulator

- Qualified as FTD2 & FNPT II MCC
- Upgraded visual system (RSI XT5)



Flat Panel Trainer

- FTD 1
- Procedures & Avionics Trainer



PC Trainer & WBT

- FMS Trainer
- Avionics Trainer
- Web Based Trainings

FFS training platforms

Airline Segment

- ✧ ATR 42-300
- ✧ ATR 72-500
- ✧ ATR 72-600

Business Aviation Segment

- ✧ Cessna Citation XLS
- ✧ Cessna Citation XLS+
- ✧ Cessna Citation CJ1+
- ✧ Bombardier Challenger 650
- ✧ Bombardier Challenger 350
- ✧ Bombardier Challenger 3500
- ✧ Embraer Phenom 300E (Q4/26)



AAA is opening doors for Brazilian pilots

Successful in the niche

Personal service concept, no inflexible mass operation, prices in line with the market, strong focus on stability and growth into new markets.

AAA Quality

Type-experienced instructors only – all our instructors know from experience what business pilots need. They create real-life scenarios.

ANAC approved curriculum and Level D Full-Flight Simulators.
Travel support for Brazilian customers – no visa or TSA hassle.

Service and customer focus

Responding quickly to customer requests, tailoring training to customer & pilots' needs, strict performance requirements, long-term customer relationships, transparency in pricing.

Simulator wet- and dry lease.





Thank you!

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