



LOOK OUTSIDE THE WINDOW !!





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TAG AVIATION ASIA

AIM:

To discuss ...

- **The Needs of Business Aircraft Users**
- **The Role of Government Support for Corporate Aviation**
- **Activity Abroad**
- **Support for Corporate Aviation in Japan .**



Needs of Business Aircraft Users

To Enhance their Business

- Protect Profits
- Ensure Growth
- Allow site access ... to suit their needs
- Attend Meetings ... ^^^ .



Needs of Business Aircraft Users

- **Corporate Structure - asset/tax benefits**
- **Capital Growth / Depreciation (strategy)**
- **Registration, Off-Shore Ownership**
- **Offset cost of ownership – Charter.**



Needs of Business Aircraft Users

Guarantee Security



- Arrival and Departure (City/FBO)
- Passenger Manifest
- Route Selection
- On Board – Catering, Luggage etc.



Needs of Business Aircraft Users

Private Use

- Hospitality options
- Contingency to return ASAP
- Your Choice – available destinations
- Security Benefits – whole group/family.



Government Support for Corporate Aviation

- Where will Corporate Aviation be in 20 years?
- Licence recognition / Validation
- Maintenance Standards and Approvals
- Airfield access – Landing slots.



Government Support for Corporate Aviation

- **Import Duty – new aircraft**
 - spare parts / dangerous goods
- **Ease of Registration (cabotage issues)**
- **Cost of Compliance – International standards**
- **Ease of entry – International Airports.**



Developments in Asia

- **Hong Kong - BAC**
- **China – Facilities at Beijing & Shanghai**
Chongqin , Shenzhen, Hangzhou (FBO stations, VIP Terminals)
- **Korea – VIP Lounge Gimpo IA**
- **Malaysia – Subang**
- **Singapore - Seletar**
- **Australia – FBOs at Most Capital Cities.**



Developments in China

CRITERIA	USA	CHINA	BRAZIL
Territory	9.8million km2	9.6million km2	8.5 million km2
Population	307M	1.338B	198M
GDP	USD 14.3 trillion	USD 7.9 trillion	USD 1.9 trillion
No. of Airports	14,951	477 (160 aviation transp. Airports)	1,877
Flight Hours per year incl. airlines	35+ million	250K	310K
Pilots	Total 613,746 GA Pilots 222,596	Total 17,622 GA Pilots 3,076	Total 61,000
Number of Business Aircraft	22,200	80	490

Developments in Asia

- Today 172 Corporate aircraft China/HK/Macau
- 132 in China
- Gulfstream alone have 60 A/C in China and HK
- HK and Seletar limited by parking capability.



Developments in China

2008

CAAC listed the promotion of General Aviation development as one of the eight aspects in the institutional innovation of the Civil Aviation Industry



Developments in China

2008

CAAC listed measures include

Support of private aircraft procurement by ordinary citizens,

**Streamlining of the procedures relating to aircraft import,
airworthiness management and aircraft registration.**



Developments in China

22nd Sept 2009

In local Chinese news:

“Beijing is encouraging ownership and use of private jets as the Government has promised to cut down duties and taxes on the purchase from 21-23% to 6% by 2010.”



Constraints in China

- **Entry and Exit**
- **Route Structure and Priority**
- **Military Airspace and Authority**
- **Infrastructure and Airport Access**
- **Regulatory support**
- **Maintenance support .**



IMMEDIATE Government Support ?

- **Dedicated Airport (Farnborough)**
- **Rapid approval process**
- **Dedicated Facilities (FBOs) to include QIC**
- **Adequate slots to encourage growth (not limit it)**
- **Appropriate parking with easy access.**



THANK YOU

