Asia's Business Jet Fleet Added Only 24 Aircraft

亚翔航空：2017年亚洲公务机机队仅增加24架

The tale of two markets continues for business aviation in Asia Pacific, with a thriving pre-owned market (both buying and selling) but a stable to flat picture for nearly all new aircraft manufacturers except for an ebullient Gulfstream, according to Hong Kong business aviation consultants Asian Sky Group.

The region's business jet fleet posted net growth of 2.1% in 2017, for a net increase of 24 aircraft to a total of 1,179.

Imports amounted to 115 business aircraft (54 new and 61 pre-owned), while 91 business jets left the region, largely drawn by the appetite of the U.S. market for quality used aircraft.

"We are seeing the market cheer as we move further and further into a seller's territory with the percentage of the fleet for sale decreasing and prices rising," says Jeffrey Lowe, Managing Director of Asian Sky. "But our 'Mood & Intentions' survey highlights optimism flattening out and purchase intentions subsequently diminishing, although it frankly couldn't climb much higher after being on the rise since 2Q/3Q 2016, and purchase intentions are changing only minimally."

Asian Sky today is releasing the most comprehensive study of Asia Pacific's business jet markets in its annual *Fleet Report, Year End 2017*, available at **Booth H2706**.

"From our 'Market Dynamics' section," Lowe continues: "the oversupply that existed in the market is getting burned down further now - good aircraft at good prices are selling - and, with less supply, asking prices are firming up and even increasing.

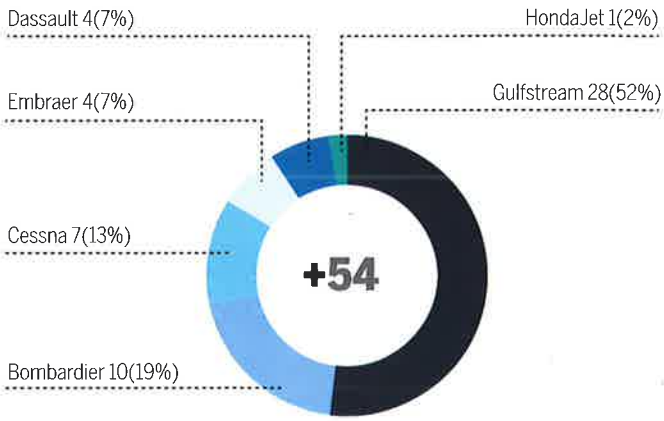
"Consequently, we are moving deeper into seller's territory, as seen from our 'Market Trend' lines, and sellers are hanging on to their aircraft longer waiting for that better deal."

Interestingly, the 54 new aircraft added to the Asia Pacific fleet last year were worth an estimated $2.7 billion, while the 61 pre-owned additions were worth less than half of that, at $1.2 billion.

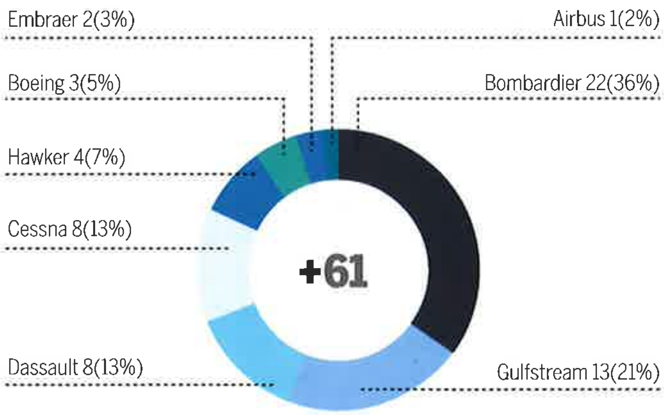
The OEM with the most additions was Gulfstream, which outperformed all others with 28 new deliveries, accounting for 52% of total new deliveries. It also had the largest deductions from the fleet, however, with 26 aircraft (29% of total deductions).

Bombardier had 10 new deliveries (19%) into the region, along with 22 deductions(24%), but had the largest number of pre-owned additions with 22(36% of total pre-owned additions), followed by Gulfstream with13 (21%).

New Deliveries by OEM
Fleet Size(Units)



Pre-owned Additions by OEM
Fleet Size(Units)



Asian Sky illustrates the dynamics of the Asia-Pacific fleet in 2017.

根据亚翔航空发布的《2017年亚太地区公务机机队报告》，截至2017年年末，亚太地区现役公务机的总数为1179架，较2016年增长2.1%。2017年亚太地区共增加115架公务机，另有91架由于退役、售出亚太地区或变更运营地等原因而退出运营，从而使机队总体呈现24架的净增长。新增的机队包括54架新交付公务机和61架二手公务机，较2016年增长5.5%(2016年共有56架新交付公务机和53架二手公务机)。公务机队数量的增加与全球市场趋势一致，主要体现在二手公务机市场交易的活跃性。

从新交付飞机的角度来看，湾流在众多飞机制造商中表现最佳，在2017年共有28架新交付公务机，占亚太地区新交付飞机总数的52%。但同时，湾流也是机队数量减少最多的制造商，共减少33架(占机队减少总数的29%)。同年，庞巴迪有10架新交付公务机（占新交付机队总数的19%），另有22架公务机离开机队(占机队减少总数的24%)。就新增的二手公务机而言，庞巴迪的机队数量最多，共22架(占二手公务机增加总数的37%)。其次是湾流，共增加13架二手公务机(占21%)。