

EMERGING TRENDS IN BUSINESS AVIATION

Inmarsat Aviation & CJI Survey 2022



BUILT TO FLY

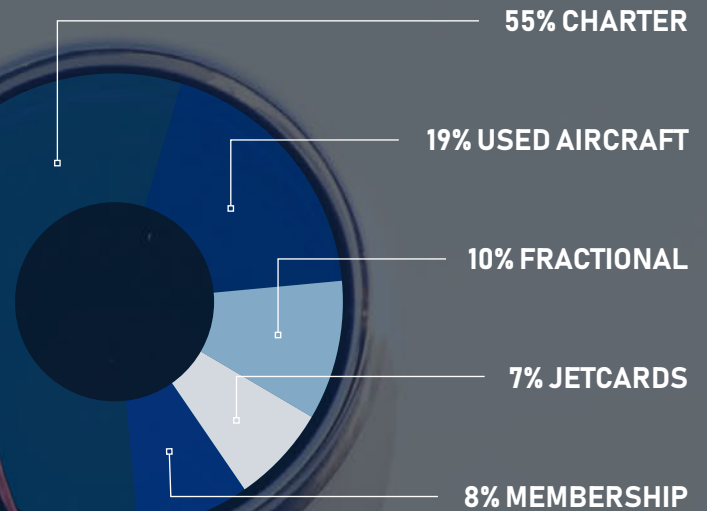

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Inmarsat and Corporate Jet Investor (CJI) recently surveyed business aviation professionals about their thoughts on industry trends over the next year and beyond.

Read on to discover key highlights from the survey results.

55% of respondents believe charter flights will continue to dominate the next 12 months

Q. Where will we see the biggest demand in the industry over the next 12 months?



50%

New entrants will move past charter and fractional in favour of pre-owned

30%

Business aviation will be increasingly used by new entrants

20%

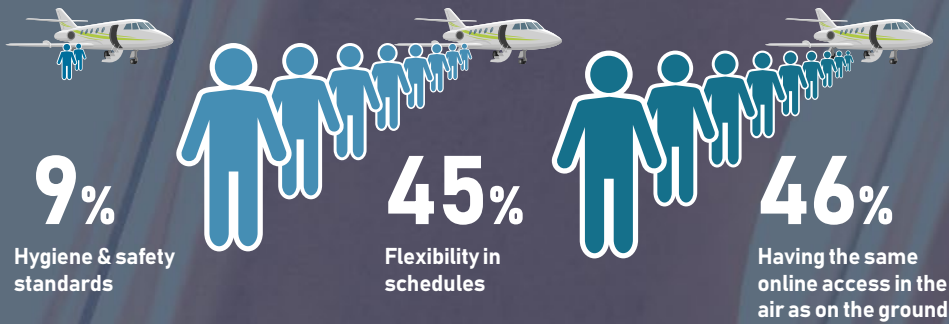
There is a risk that the current long lead times in business aviation make it less attractive and may reduce the number of entrants

50% felt that in the future, many would go on to buy used private jets

Q. Which of the following statements do you most agree with when it comes to new entrants over the next 12 months?

Flexibility and connectivity are key to the future of the principal experience

Q. Which of the following do you believe will become more important to principals in the next 12 months?



86% of respondents felt that in the next 12 months, business aviation would be seen as a legitimate business asset



Q. To what extent do you agree that business aviation is no longer just a luxury asset, but should rather be seen as an asset class in itself due to its status as a serious corporate tool?

Q. What value would enhanced connectivity bring to your aircraft?

45%

Improve principal experiences



21%

Contribute to revenue for charter flight packages



20%

Future-proof your aircraft investment



14%

Enhance re-sale value of your asset



Q. Which of the following do you believe would significantly enhance the value and capability of your aircraft?

45%

Simple software upgrade to improve in-flight connectivity capability

42%

Enhancement of interior decoration and styling

3%

Increased baggage storage options

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