

Air Partner comments on private jet flying trends among its corporate clients

As we head into the second half of 2019, Kevin Macnaughton, Air Partner's Managing Director, Charter, comments on the corporate flying trends it has observed across its Private Jets division in 2017, 2018 and 2019 to date.

Sector trends

“While it is certainly true that demand for private jets among corporates declined in the aftermath of the 2008 financial crash, in recent years we have seen appetite build back up in recognition of the efficiency and time-saving it affords organisations’ most senior executives.

In the last two years, our Private Jets division has seen highest demand from the Finance industry in relation to business flying, predominantly to financial centres within Europe. While companies in the finance sector remain one of the largest users of private jets, we have seen a slight decline in 2019 compared to 2017 and 2018. In contrast, we have seen increased flying from management consultancies and wealth management firms over the same period, with demand set to grow further by the end of the year.

With regard to other business sectors, since 2017 we have seen particularly strong year-on-year growth from Engineering, Food & Drink, Electronics, Manufacturing and Pharmaceuticals, and we expect to see these industries charter even more flights in 2019.

The reality is that there are often occasions when scheduled services simply cannot fulfil corporates’ requirements within the desired timeframe, and this is when air charter becomes a necessary business tool rather than a luxury. For example, a CEO looking to visit multiple European destinations within a short period for a multi-destination roadshow can fit in around four stops a day when not restricted to scheduled timetables, ensuring their time is being optimised.”

Destination trends

“For our corporate clients flying out of the UK, Switzerland is currently the most flown-to country for business trips, with Geneva and Zurich the most popular destinations in 2019 to date. Geneva, in particular, has seen a marked increase in popularity, moving from fourth place in 2017 to the top spot in both 2018 and 2019. We have also seen an increase in business flights to the Netherlands, with Amsterdam and Rotterdam climbing to third and sixth place in 2019, respectively.

Meanwhile, there has been a decline in demand for trips to Paris and Dublin among our corporate clients since 2017. Paris now sits at number five, after being the second most popular business destination in 2018 and the most popular in 2017. Following the 2016 Brexit referendum, Dublin jumped to number two, but has since dropped down to fourth place in both 2018 and 2019.”

Most frequented business destinations among Air Partner's corporate clients:

	2017	2018	2019 to date
No.1	Paris	Geneva	Geneva
No.2	Dublin	Paris	Zurich
No.3	Zurich	Zurich	Amsterdam
No.4	Geneva	Dublin	Dublin
No.5	Stockholm	Amsterdam	Paris
No.6	Venice	Madrid	Rotterdam
No.7	Bern	Stockholm	Madrid

ENDS

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About Air Partner:

Founded in 1961, Air Partner is a global aviation services group that provides worldwide solutions to industry, commerce, governments and private individuals. The Group has two divisions: Charter division, comprising air charter broking and remarketing; and the Consulting & Training division, comprising the aviation safety consultancies, Baines Simmons, Clockwork Research and Wildlife Hazard Management, as well as Air Partner's Emergency Planning Division. For reporting purposes, the Group is structured into four divisions: Commercial Jets, Private Jets, Freight (Charter) and Consulting & Training (Baines Simmons, Clockwork Research, Wildlife Hazard Management and Air Partner's Emergency Planning Division). The Commercial Jet division charters large airliners to move groups of any size. Air Partner Remarketing, which is within the Commercial Jet division, provides comprehensive remarketing programmes for all types of commercial and corporate aircraft to a wide range of international clients. Private Jets offers the Company's unique pre-paid JetCard scheme and on-demand charter. Freight charters aircraft of every size to fly almost any cargo anywhere, at any time. Baines Simmons is a world leader in aviation safety consulting specialising in aviation regulation, compliance and safety management. Clockwork Research is a leading fatigue risk management consultancy. Wildlife Hazard Management is a leading Environmental and Air Traffic Control services provider to UK and International airports. Air Partner is headquartered alongside Gatwick airport in the UK. Air Partner operates 24/7 year-round. Air Partner is listed on the London Stock Exchange (AIR) and is ISO 9001:2015 compliant for commercial airline and private jet solutions worldwide.

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