

# Welcome To The IOM Aviation Conference



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# Welcome Address



Presented by: Conference Chairperson



**Dave Edwards**

Chief Executive, Royal Aeronautical Society

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# Business Aviation Data Updates



Presented by:



Richard Koe

Managing Director, WINGX



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# Contents

1. **Global Utilisation Trends – steady despite risks**
2. Aircraft Type – which products in most demand
3. Operator Type – winners and losers in post-Covid market
4. Macro headwinds and tailwinds



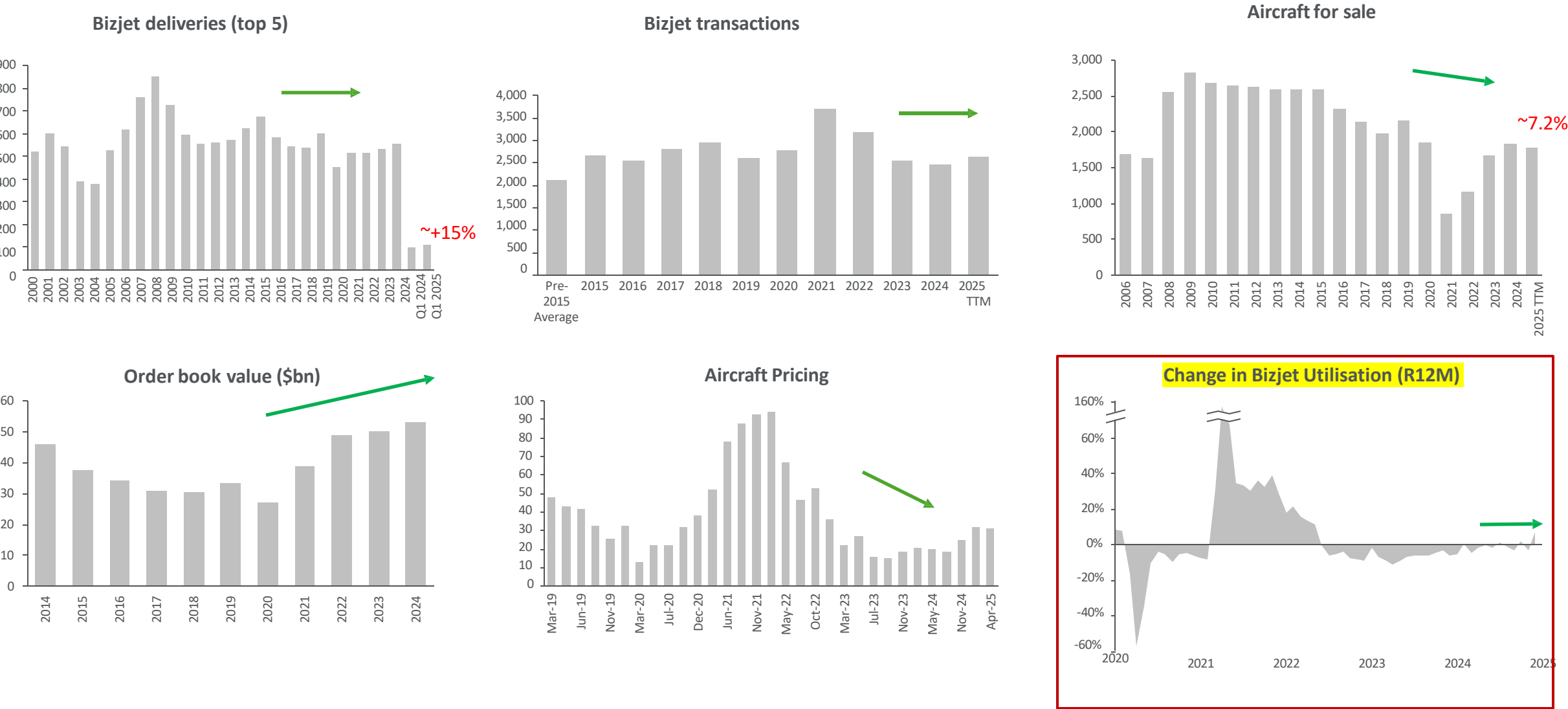
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# Across the board, industry indicators are quite positive

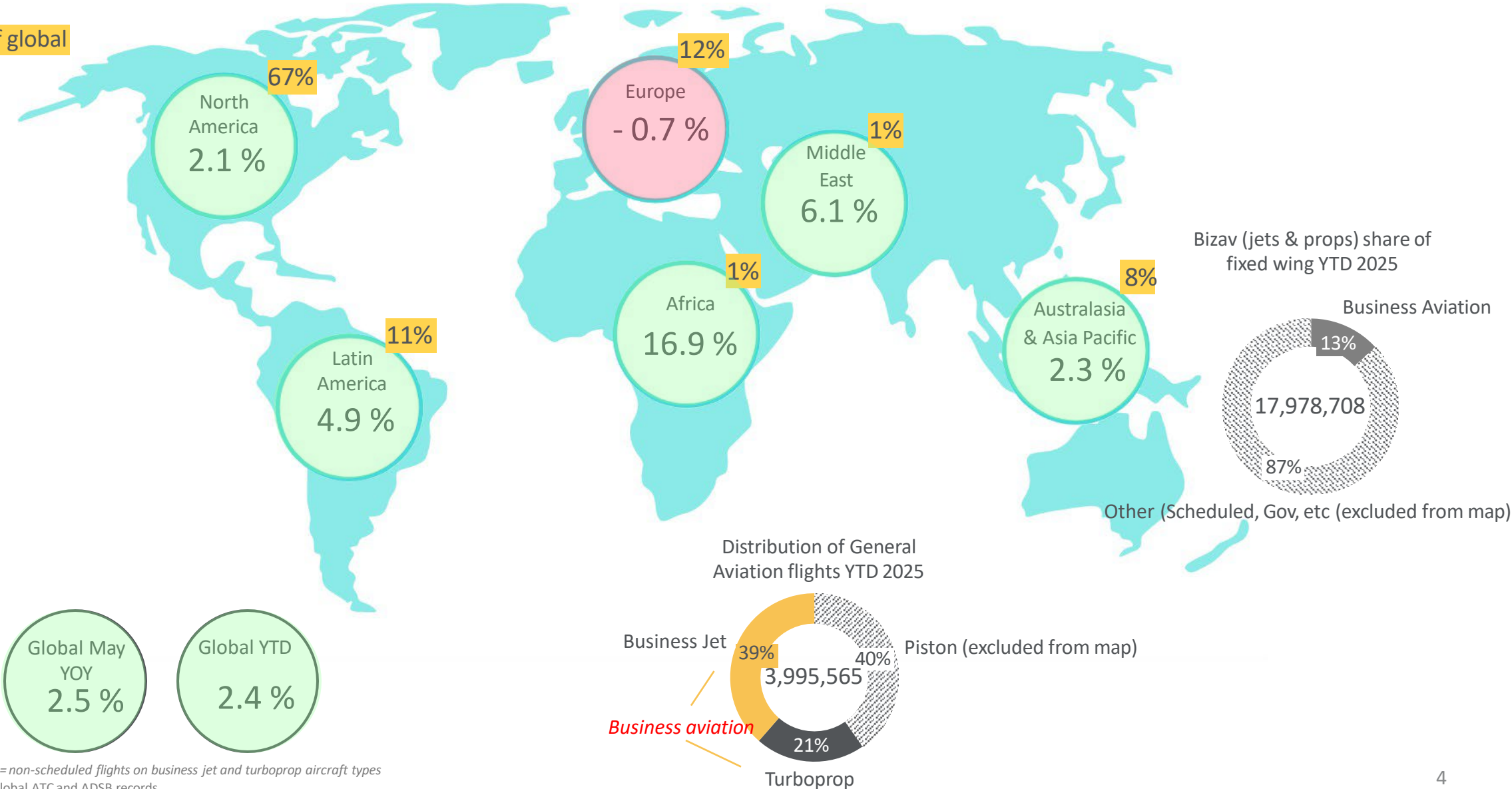
The market has seen improvement across a range of supply and demand – utilisation most of all



# Global Business Aviation Flights Jan-May 2025 vs 2024, by region

Global business aviation flights (2.4M) slightly up YTD

% = share of global

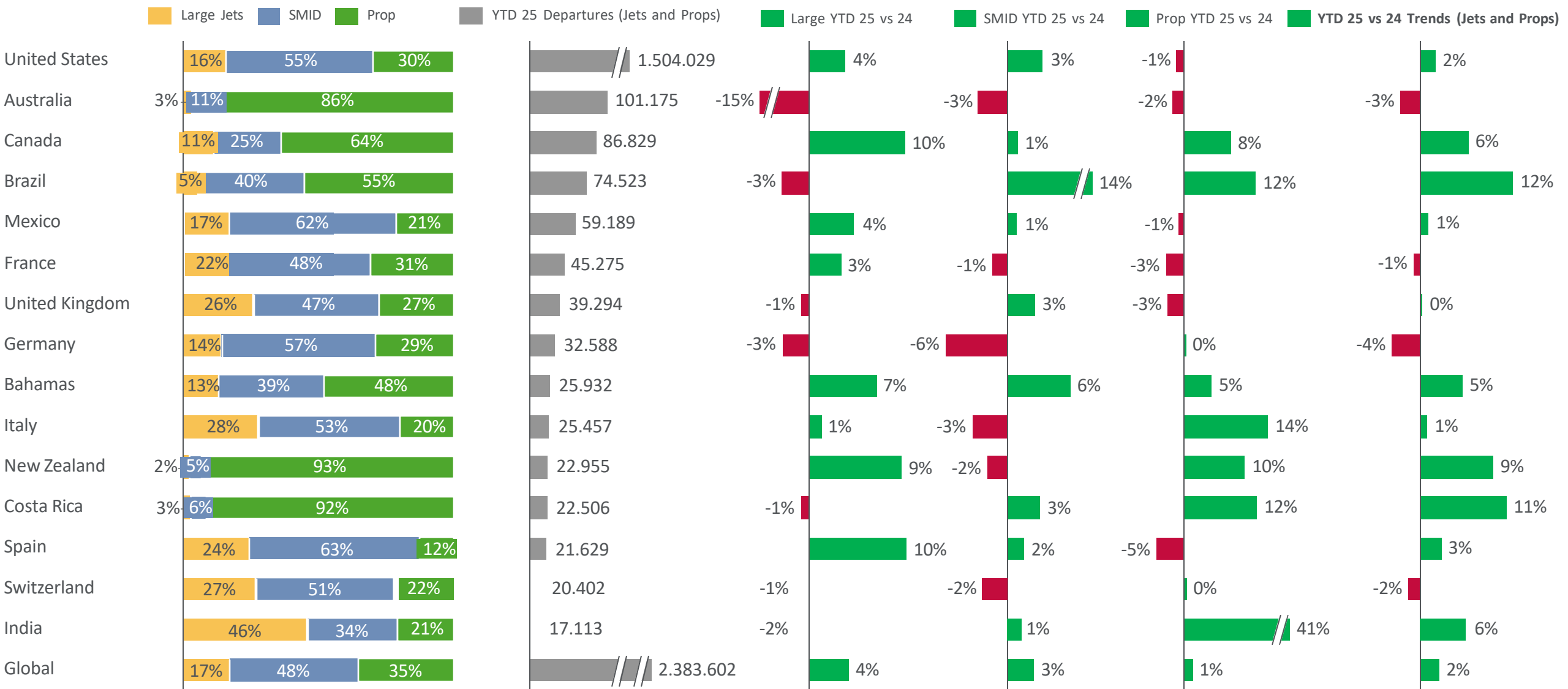


Business Aviation = non-scheduled flights on business jet and turboprop aircraft types

Source: WINGX; Global ATC and ADSB records

# Global Business Aviation Deps: Jan-May 2025 vs 2024, by Country

4 of top 5 markets are up (Brazil / Australia). France, UK, Italy, India stand out as large cabin markets.

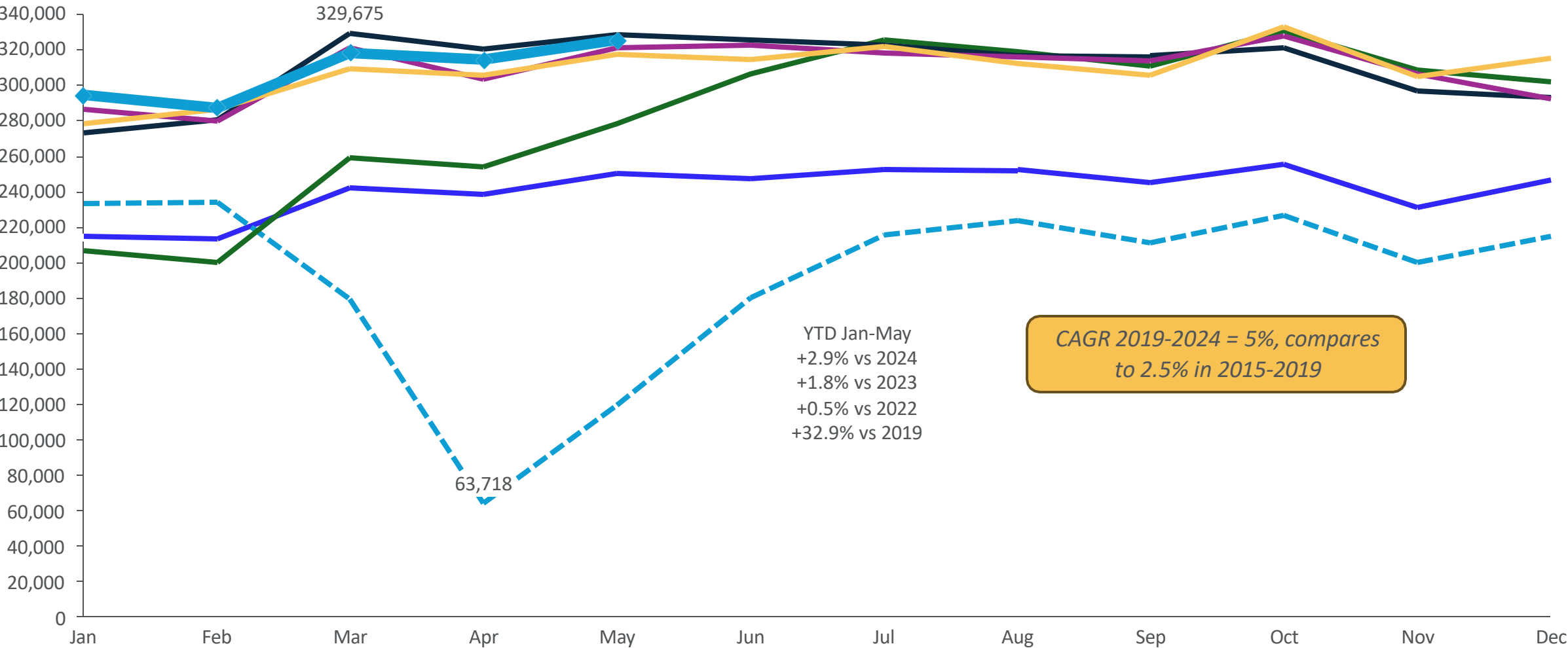
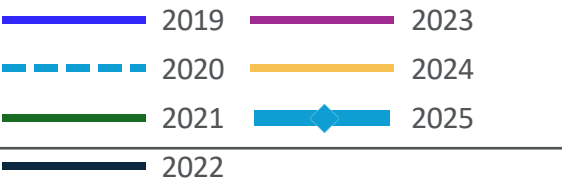


Business Aviation = non-scheduled flights on business jet and turboprop aircraft types  
Source: WINGX; Global ATC and ADSB records

# Global – Comparing Business Jet Monthly Traffic in 2019-2025

Global bizjet traffic gaining 3% vs last year, 0.5% ahead of 2022 peak, well up on 2019

Business Jet Departures



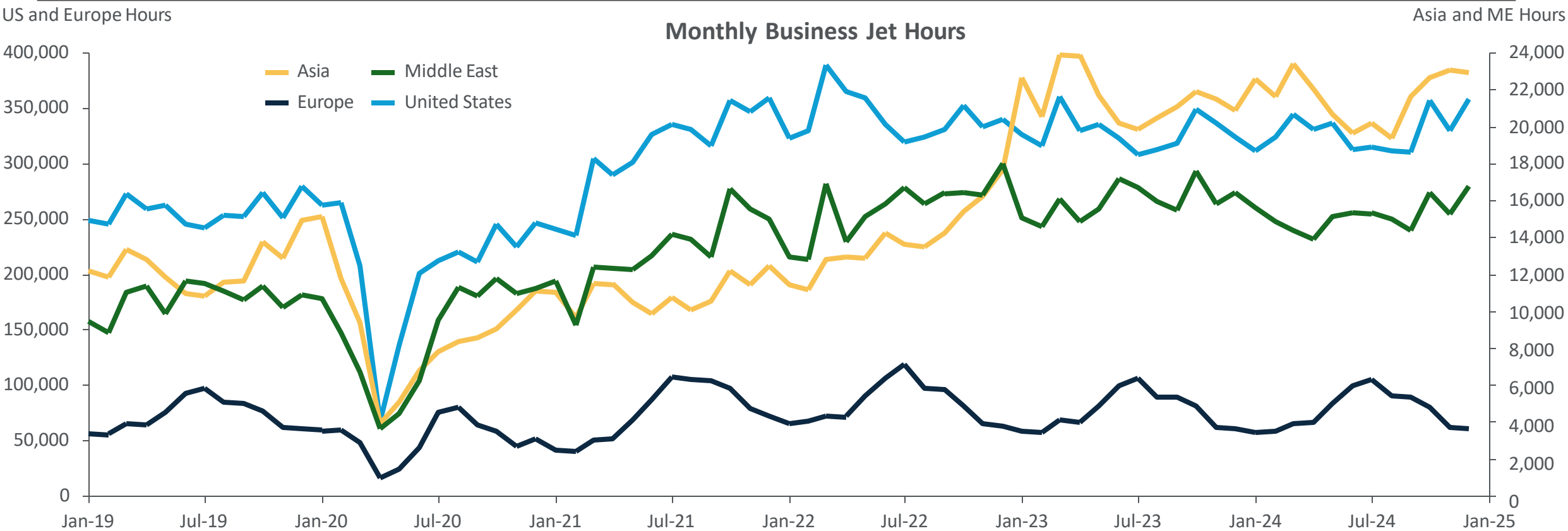
YTD Jan-May  
+2.9% vs 2024  
+1.8% vs 2023  
+0.5% vs 2022  
+32.9% vs 2019

CAGR 2019-2024 = 5%, compares to 2.5% in 2015-2019



# Global – Monthly Hours by Target Region

While the US remains key bizjet market, Asia and Middle East have seen strong growth in activity since pandemic

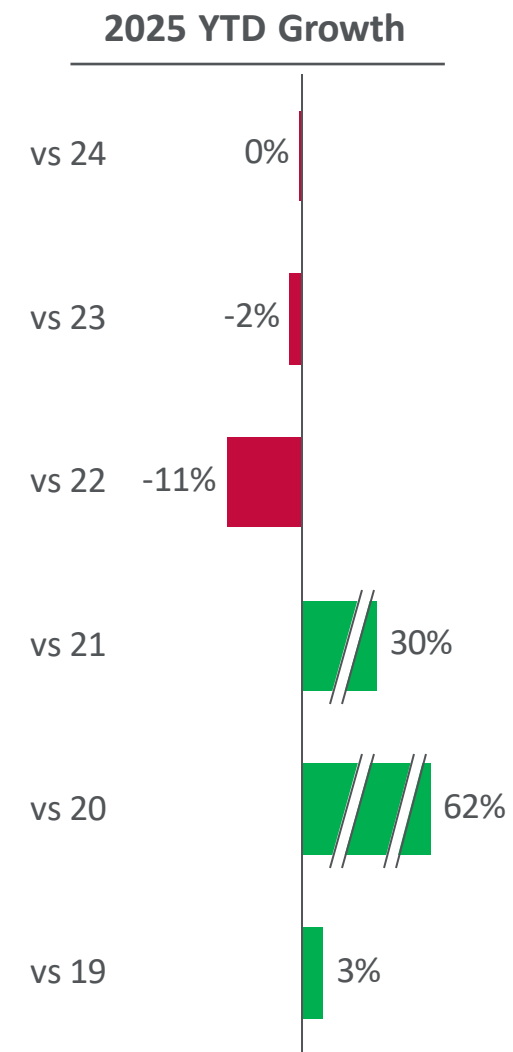
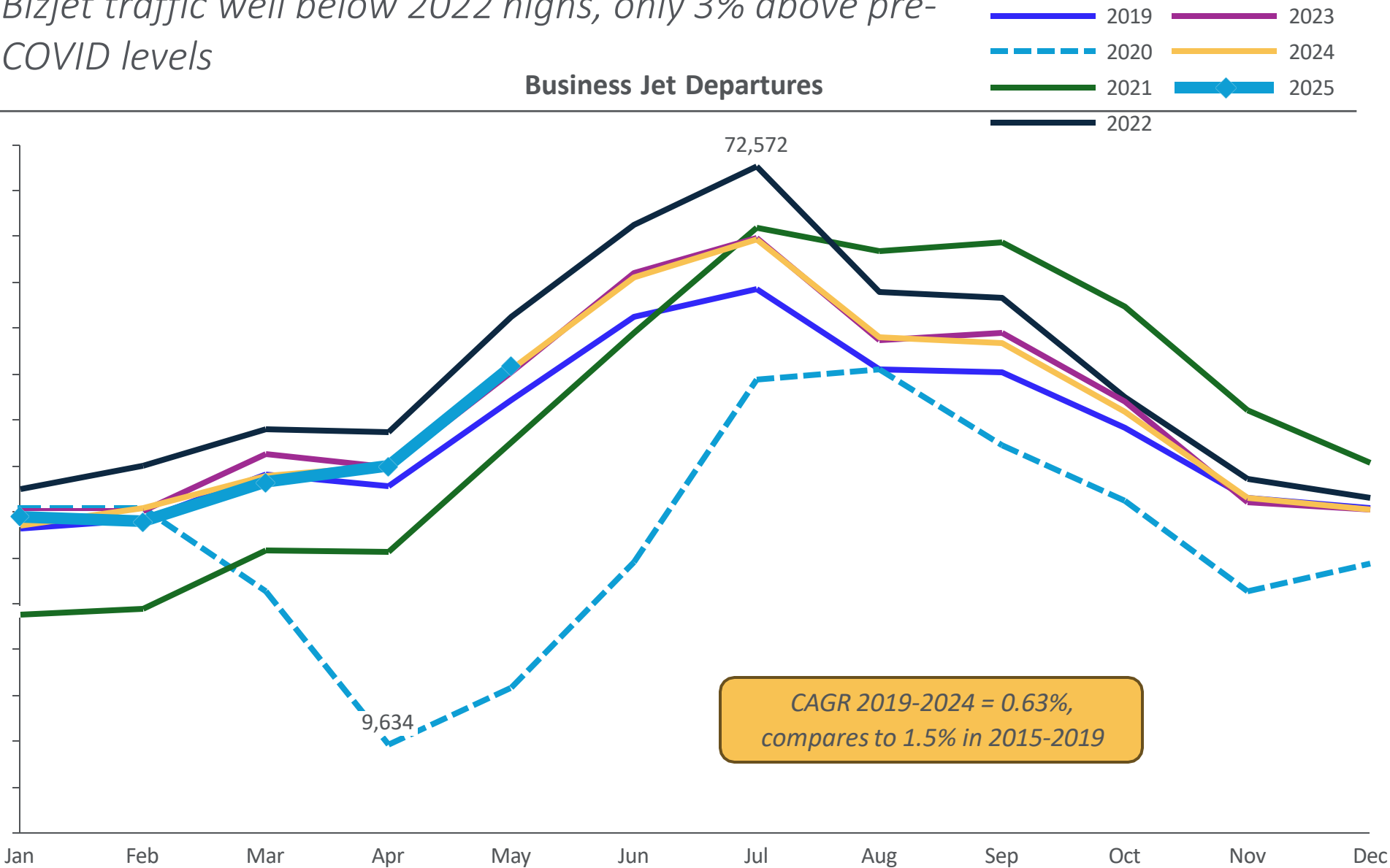


	Hours						Indexed to 2019						CAGR	YOY	Share			
	2019	2020	2021	2022	2023	2024	2019	2020	2021	2022	2023	2024	'19-'24	2024 vs 2023	2019	2023	2024	Δ
Asia	148,834	107,234	131,688	166,281	258,722	259,913	100	72	88	112	174	175	11.8%	0.5%	3.2%	4.2%	4.3%	1.0%
Europe	875,672	629,024	905,975	997,035	924,046	921,280	100	72	103	114	106	105	1.0%	(0.3%)	18.8%	15.1%	15.1%	(3.8%)
Middle East	128,025	106,324	159,316	187,188	191,477	182,744	100	83	124	146	150	143	7.4%	(4.6%)	2.8%	3.1%	3.0%	0.2%
United States	3,088,810	2,502,139	3,747,284	4,103,487	3,943,324	3,945,716	100	81	121	133	128	128	5.0%	0.1%	66.5%	64.4%	64.6%	(1.9%)
Global	4,645,944	3,751,505	5,552,138	6,174,955	6,120,997	6,112,414	100	81	120	133	132	132	5.6%	(0.1%)	100.0%	100.0%	100.0%	-

Bizjets only: Turboprops excluded  
Source: WINGX; Global ATC and ADSB records

# Europe – Comparing Business Jet Monthly Traffic in 2019-2025

*Bizjet traffic well below 2022 highs, only 3% above pre-COVID levels*

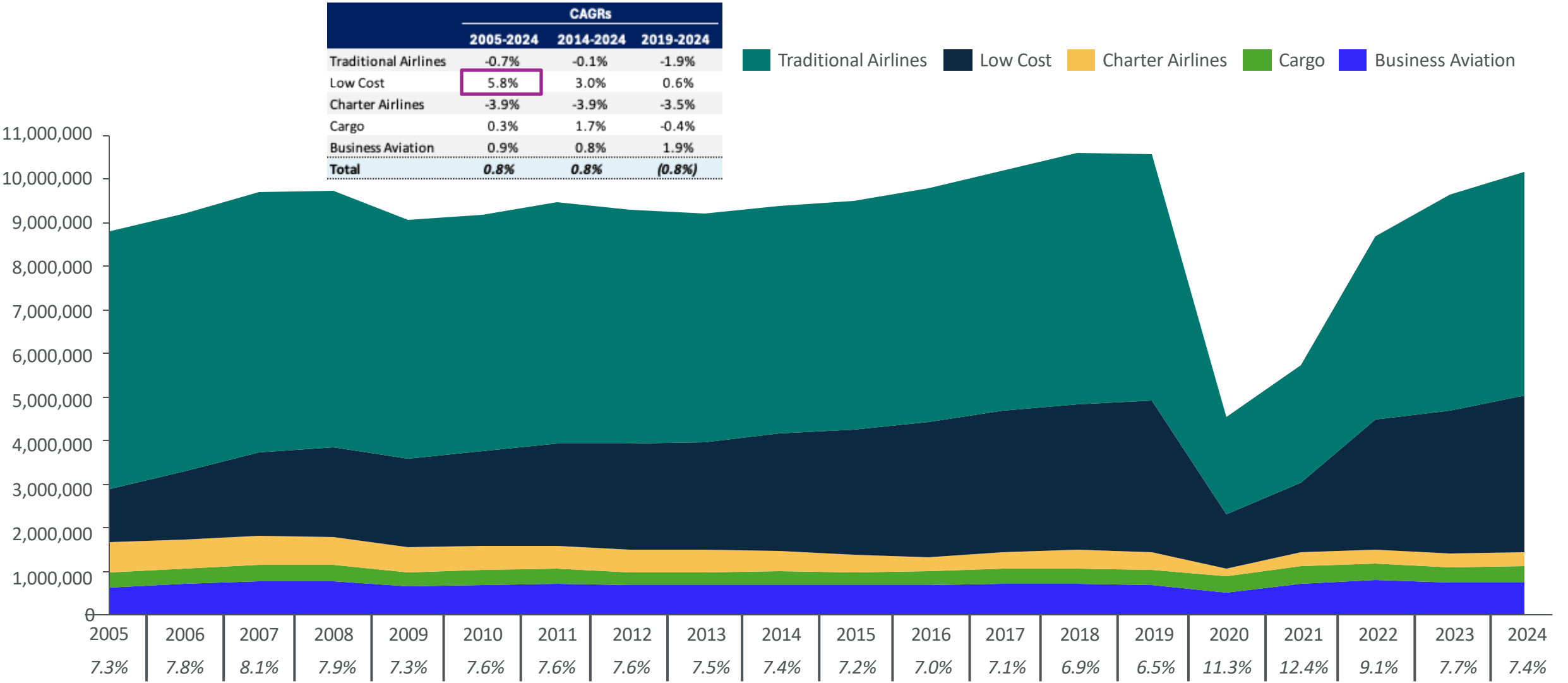


Bizjets only: **Turboprops excluded**, data through May-25

Source: WINGX; Global ATC and ADSB records

# Europe – 20 Years of Air Transport

## Yearly Flights



Bizjets only: Turboprops excluded  
Source: WINGX; Global ATC and ADSB records

# Geopolitical crisis in Europe

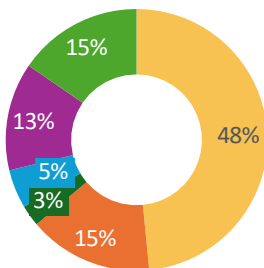
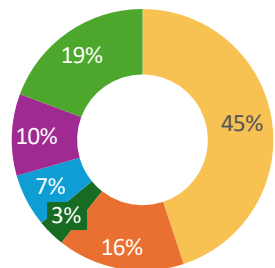
Regional variance and impact of Ukraine War, particularly in large cabin demand

(R/U = 10% in 2019)

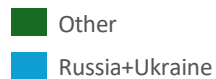
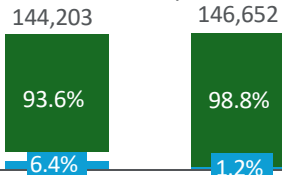
## Bizjet share of sectors

2025 YTD

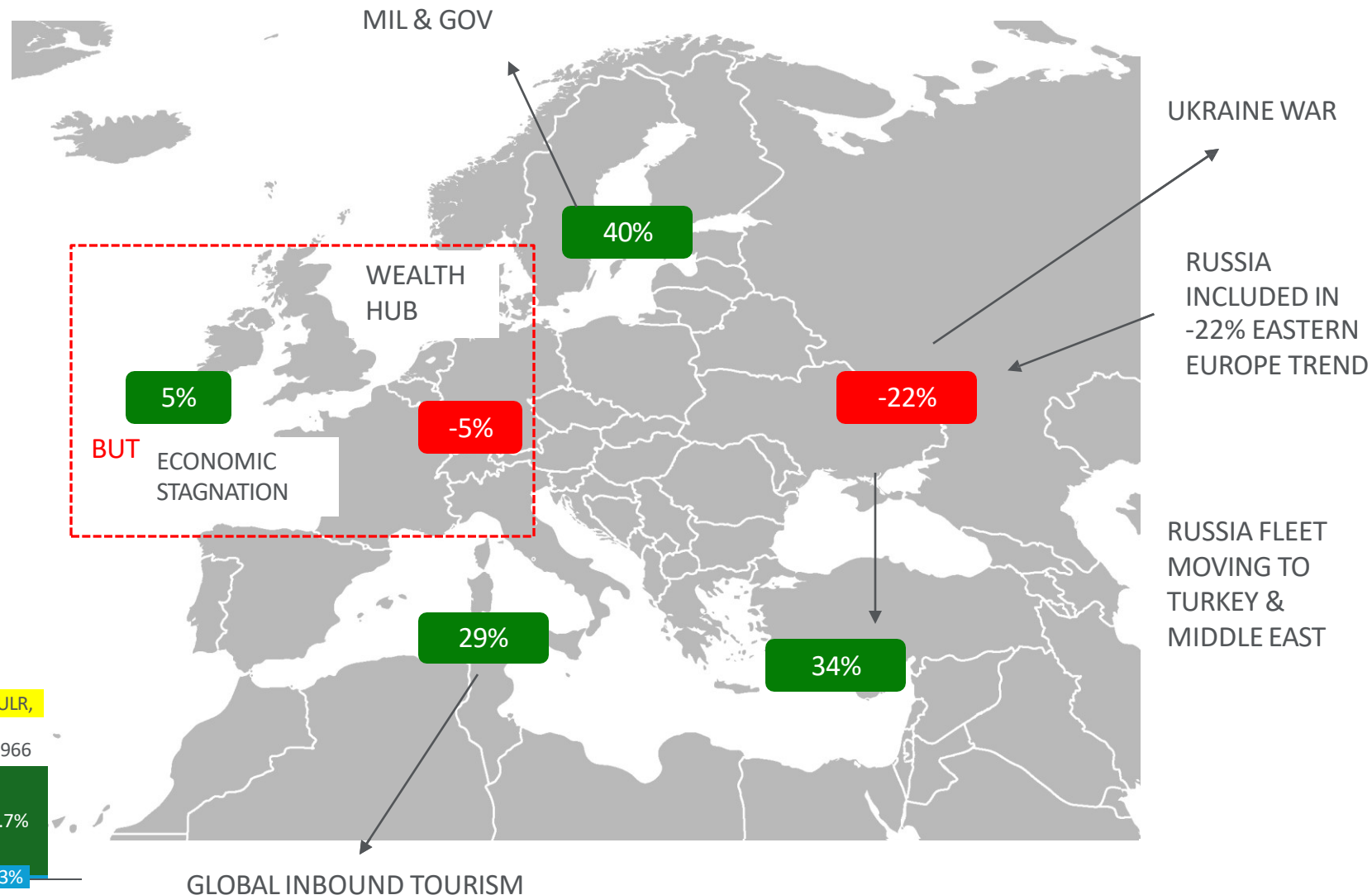
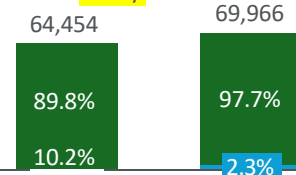
2019 YTD



Europe Jan-Apr all bizjet activity







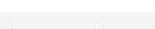
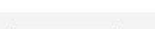
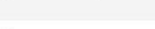
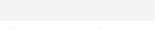


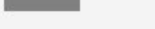
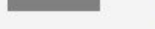


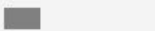



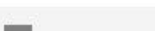
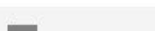
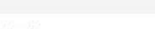
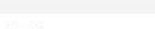


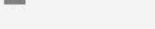
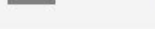




Europe Jan-Apr SMJ, ULR, Heavy activity



# Bizjet activity YTD-May 25 Europe & Middle East by Country




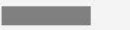


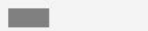



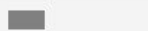



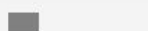



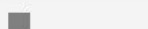
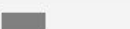


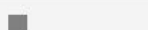
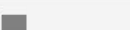


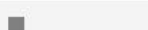
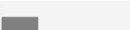


*Germany in bizjet activity recession, while top markets like Italy and Spain are well ahead of 2019 activity levels*

Departure Country	Departures	vs 1Y ago: Departures	Growth vs 6Y ago: Departures	Active Aircraft	Active Operators
France	 31,366	0.0%	-0.6%	 3,230	1,438
United Kingdom	 28,550	1.4%	5.7%	 3,237	1,417
Germany	 23,241	-5.2%	-14.8%	 2,336	1,029
Italy	 20,475	-1.8%	26.8%	 2,603	1,152
Spain	 18,972	3.7%	33.3%	 2,424	1,079
Switzerland	 15,935	-2.1%	4.0%	 2,292	946
Turkey	 9,149	-1.2%	46.6%	 1,234	592
United Arab Emirates	 7,525	7.7%	129.5%	 1,579	763
Austria	 6,062	-3.3%	-8.9%	 1,246	510
Sweden	 5,876	1.6%	71.8%	 716	265
Saudi Arabia	 5,597	21.5%	61.9%	 862	423
Netherlands	 4,454	-2.8%	9.9%	 1,203	480
Belgium	 4,199	6.3%	15.4%	 1,014	392
Greece	 3,827	-3.3%	38.3%	 1,087	493
Portugal	 3,484	1.4%	30.1%	 1,095	514



# Bizjet activity YTD-May 25 Europe & Middle East by City

*London is the key city. Bizjet traffic out of Dubai +162% since 2019, Istanbul bizjet up 85%*

Departure City	Departures	vs 1Y ago: Departures	Growth vs 6Y ago: Departures	Active Aircraft	Active Operators
London (GB)	 18,515	-1.3%	6.0%	 2,861	1,228
Paris (FR)	 9,975	1.0%	4.2%	 2,211	976
Milan (IT)	 6,017	-1.3%	41.5%	 1,469	604
Nice	 5,881	-0.5%	13.1%	 1,400	532
Geneva (CH)	 5,614	-3.4%	-3.9%	 1,440	577
Dubai	 5,248	6.0%	162.4%	 1,319	655
Istanbul	 4,831	4.7%	84.9%	 918	441
Zurich	 4,476	-6.9%	6.6%	 1,350	564
Madrid (ES)	 3,614	6.5%	35.0%	 1,133	501
Munich	 3,315	0.8%	-11.1%	 1,076	462
Rome (IT)	 3,277	-1.1%	28.7%	 1,133	480
Riyadh	 2,829	11.6%	64.3%	 608	293
Mallorca	 2,528	-5.8%	50.7%	 805	305
Amsterdam (NL)	 2,390	-4.5%	14.0%	 884	337
Barcelona (ES)	 2,388	3.8%	26.5%	 960	398

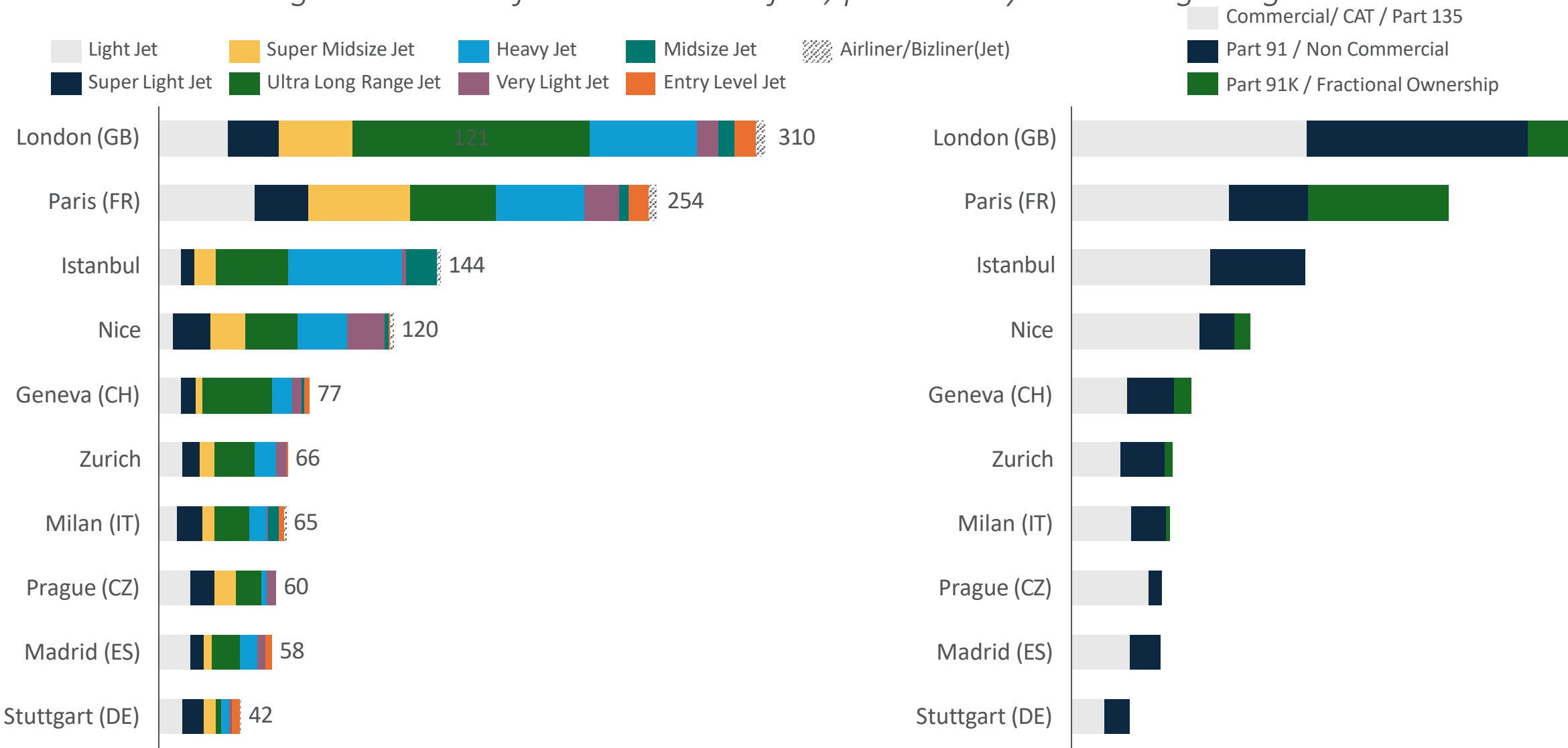
Departure City	Departures	vs 1Y ago: Departures	Growth vs 6Y ago: Departures	Active Aircraft	Active Operators
Moscow (RU)	1,417	-1.5%	-77.8%	173	78

Bizjets only: *Turboprops excluded*, data through May-25

Source: WINGX; Global ATC and ADSB records

# Top business jet homebase cities in Europe (2024)

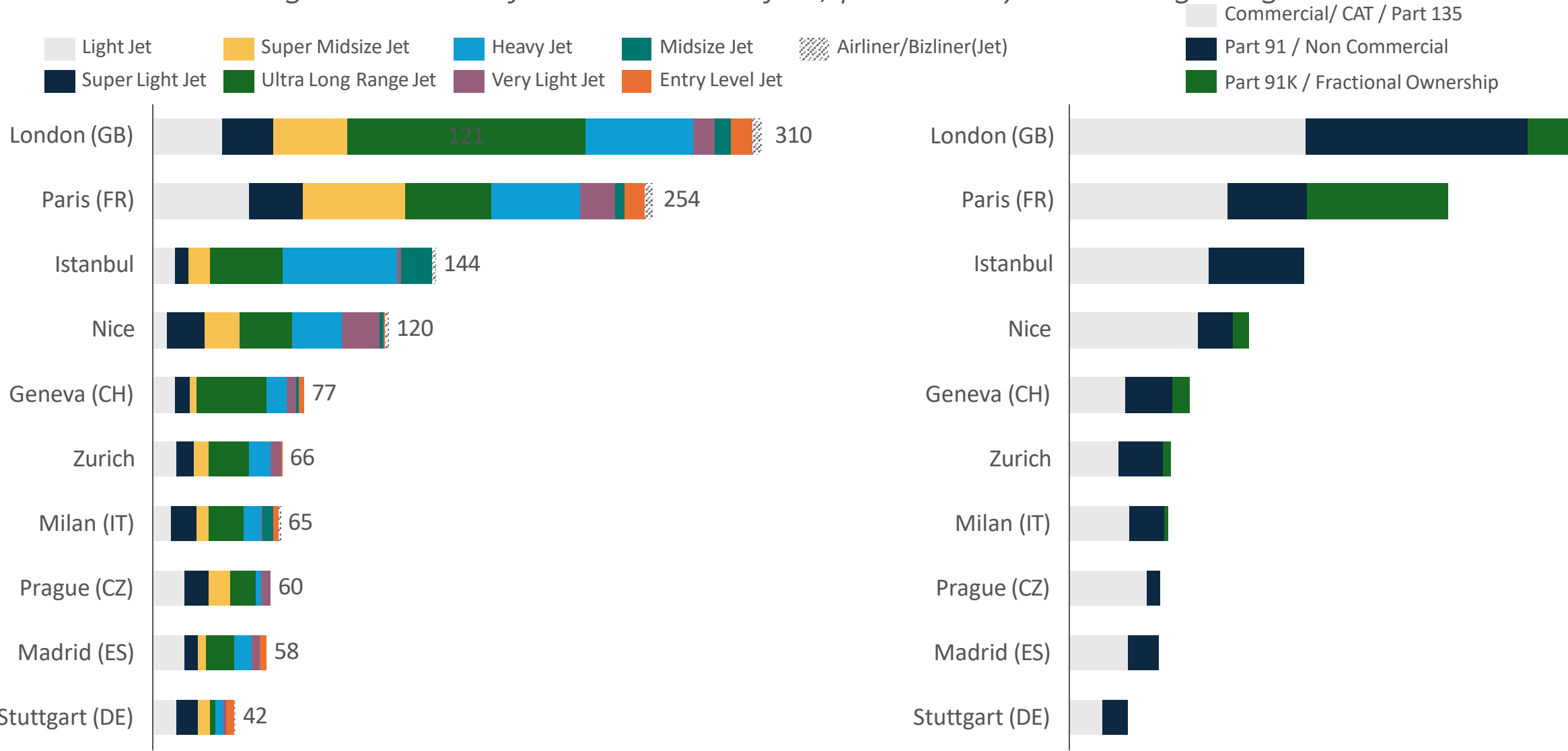
*UK also has the largest number of homebased bizjets, particularly Ultra Long Range*



Bizjets only: **Turboprops excluded**; data through Dec-24  
Source: WINGX; Global ATC and ADSB records

# Top business jet homebase cities in Europe (2024)

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# Contents

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2. **Aircraft Type – which products in most demand**
3. Operator Type – winners and losers in post-Covid market
4. Macro headwinds and tailwinds

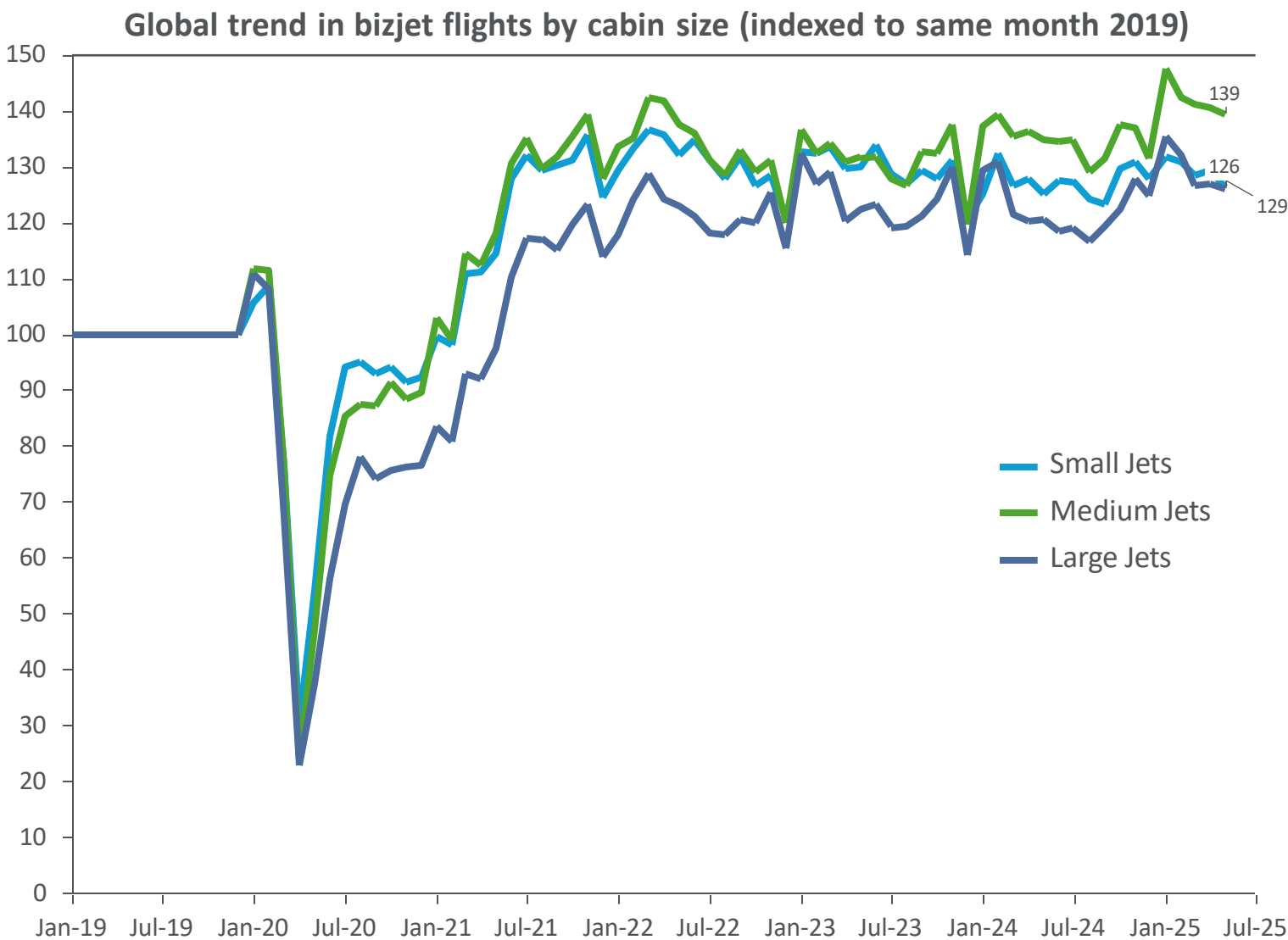


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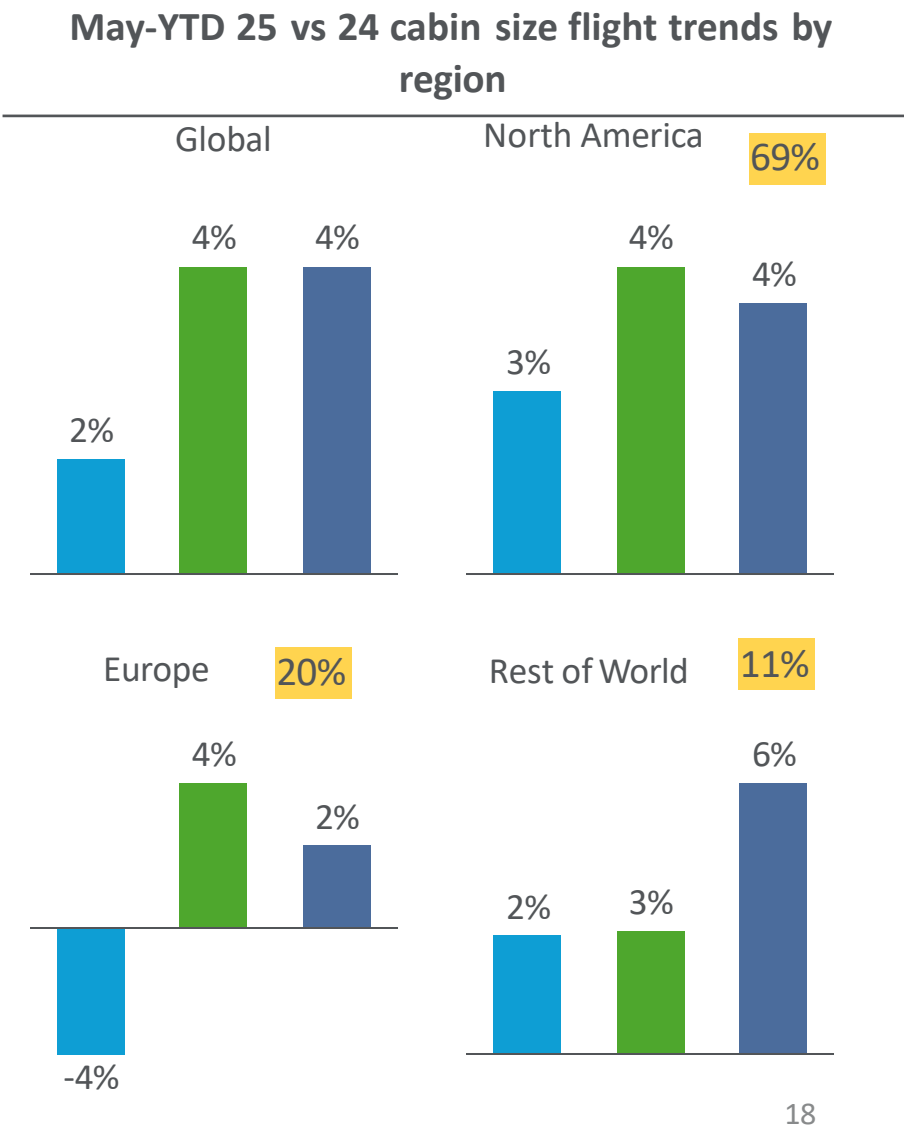


# Business Jet activity by cabin size & region

All segments well up on 2019. Small jet activity trending down in Europe year



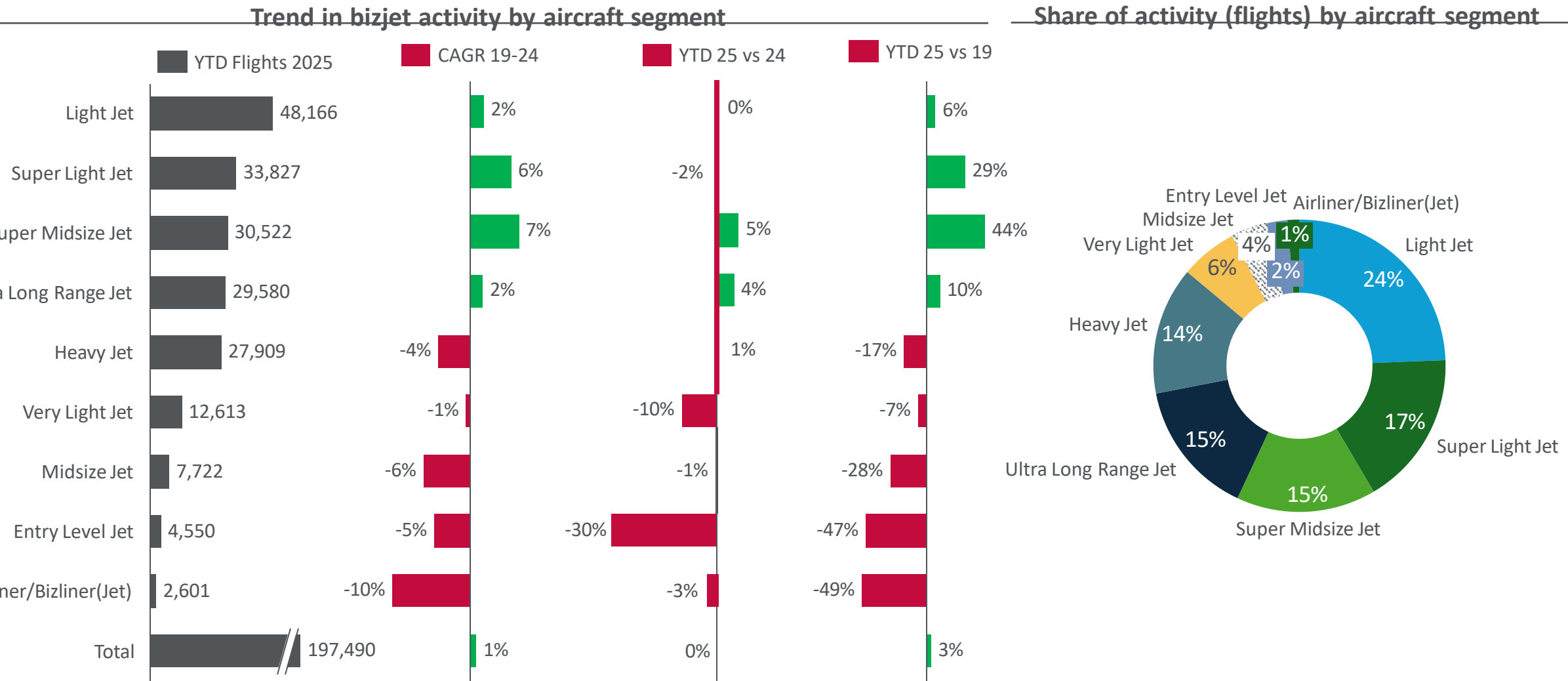
Bizjets only: **Turboprops excluded**, data through May-25  
Source: WINGX; Global ATC and ADSB records





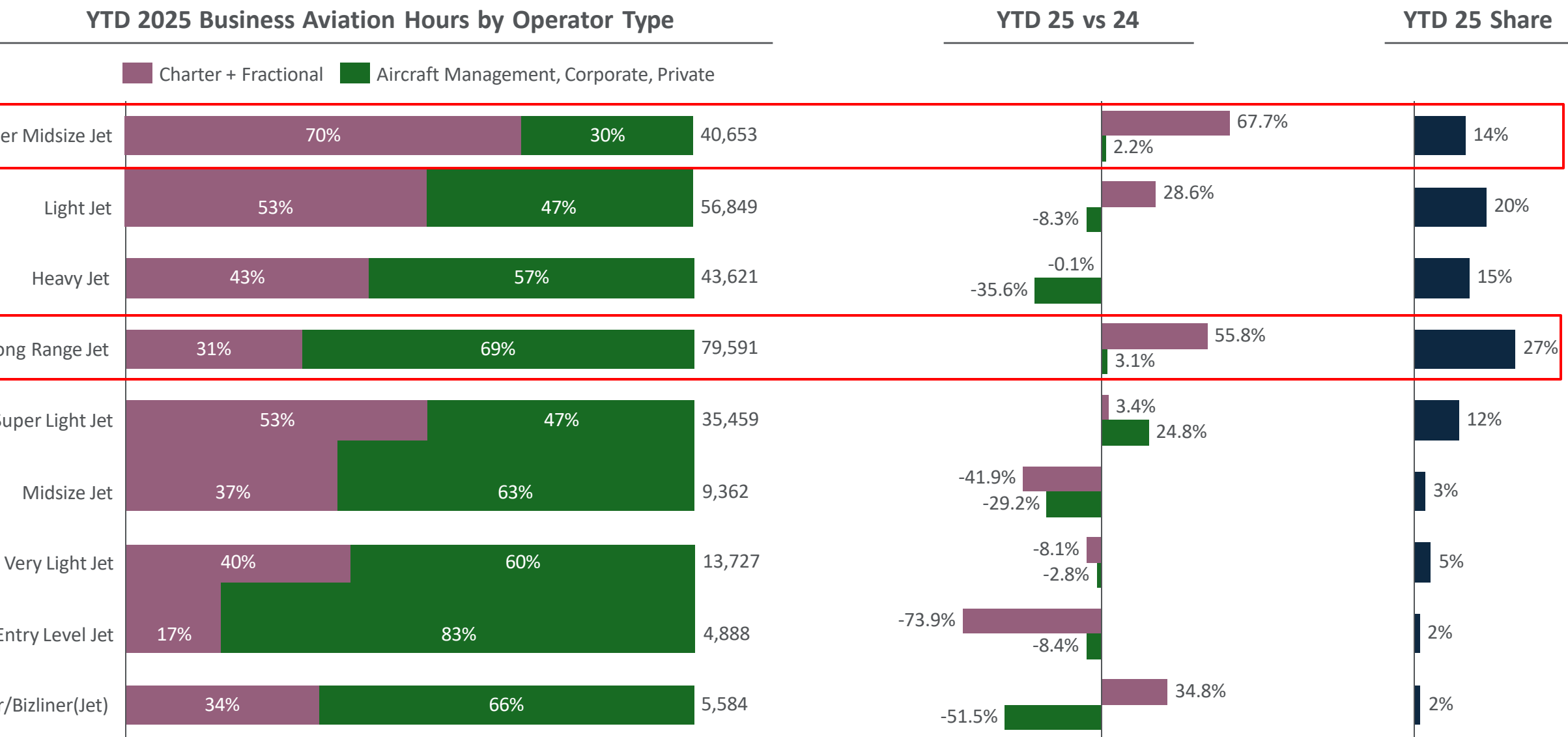
# Europe – Bizjet Segment Activity

Light Jets are key segment in 2025, while Super Light, Super Midsize, and Ultra Long Range are showing strongest growth since 2019



# Europe – Charter + Fractional by Segment – Shares

*Super Midsize is the key segment, ULR also growing fast*

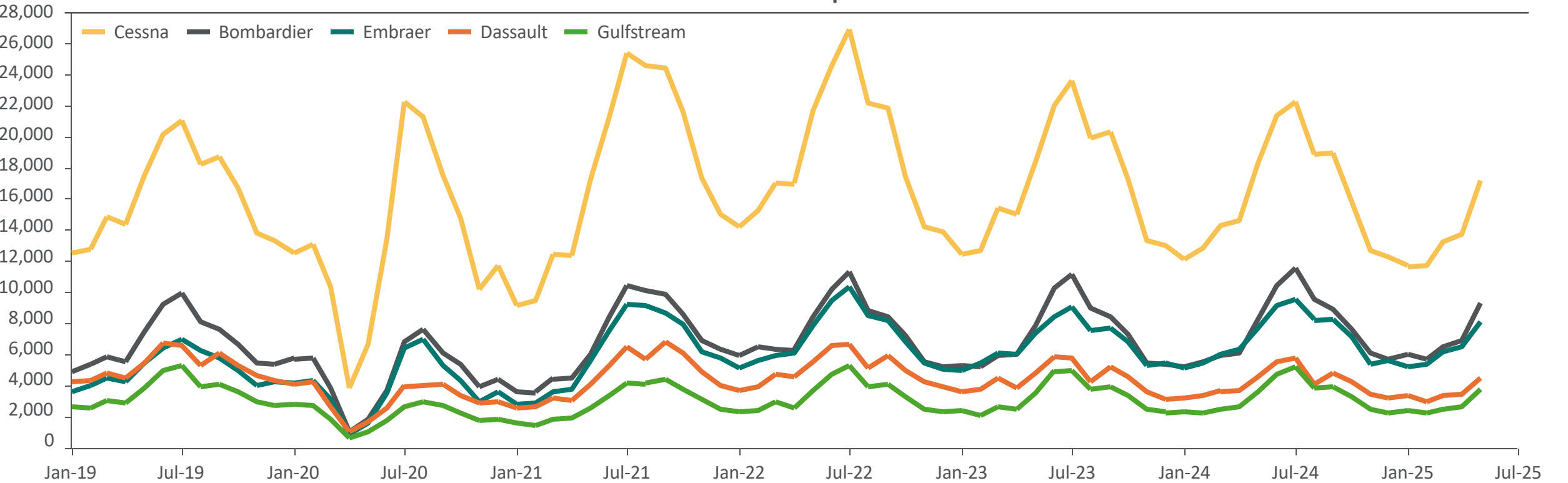


Bizjets only: **Turboprops excluded**, data through May-25  
Source: WINGX; Global ATC and ADSB records

# Europe - Top Bizjet Manufacturers fleet activity

Top 5 OEMs make up 84% of L12M flying in Europe. Growth for Bombardier & Embraer. Dassault index at 76.

Business Jet Departures

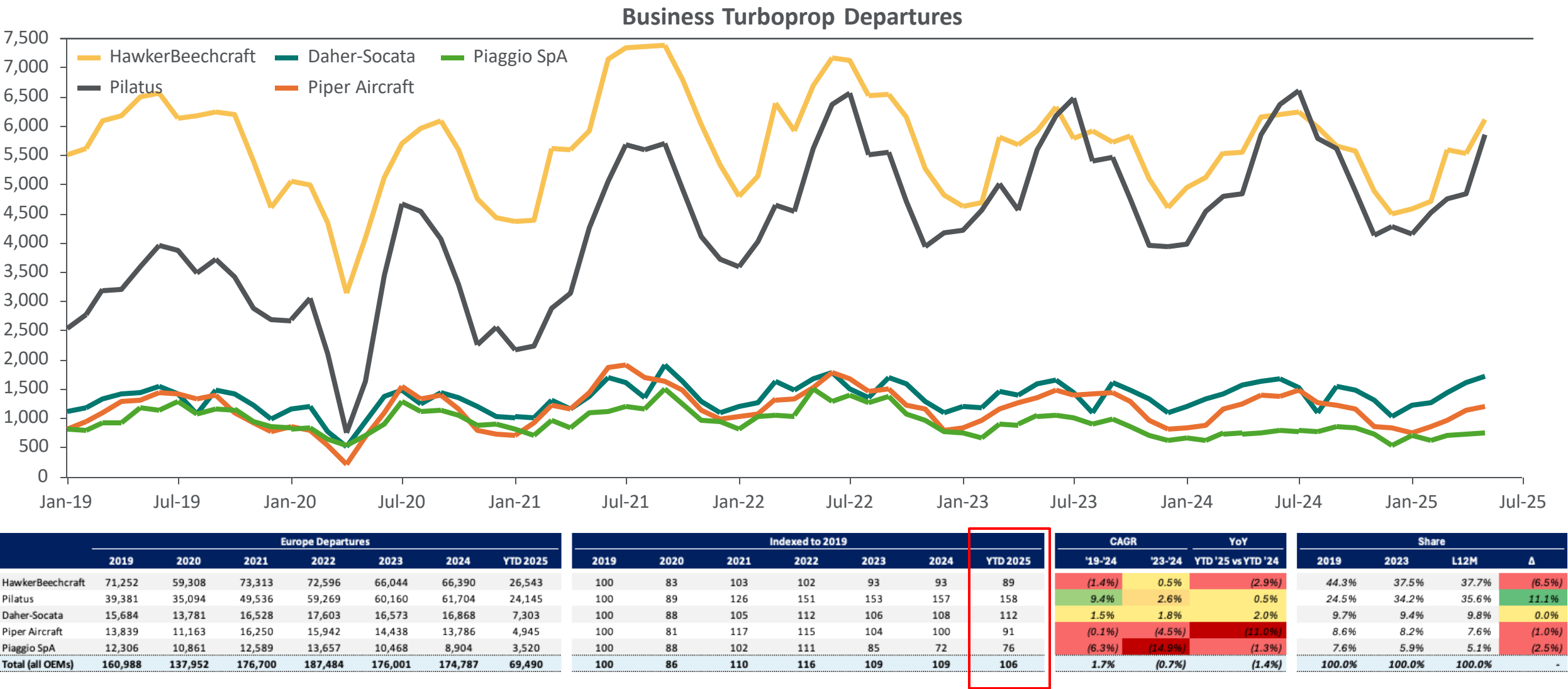


Europe Departures							Indexed to 2019							CAGR			YoY		Share			
	2019	2020	2021	2022	2023	2024	YTD 2025	2019	2020	2021	2022	2023	2024	YTD 2025	'19-'24	'23-'24	YTD '25 vs YTD '24		2019	2023	L12M	Δ
Cessna	194,214	157,829	210,294	226,429	203,686	194,571	67,702	100	81	108	117	105	100	94	0.0%	(4.5%)	(6.3%)		37.1%	36.8%	34.7%	(2.4%)
Bombardier	81,642	56,464	82,959	90,485	87,472	91,076	34,480	100	69	102	111	107	112	118	2.2%	4.1%	10.7%		15.6%	15.8%	17.2%	1.6%
Embraer	60,562	47,301	73,299	84,606	80,448	84,157	31,509	100	78	121	140	133	139	144	6.8%	4.6%	2.6%		11.6%	14.5%	15.5%	3.9%
Dassault	62,438	37,655	55,076	60,046	53,163	49,710	17,662	100	60	88	96	85	80	76	(4.5%)	(6.5%)	(4.5%)		11.9%	9.6%	8.9%	(3.0%)
Gulfstream	42,655	24,828	34,977	40,152	39,126	39,063	13,606	100	58	82	94	92	92	91	(1.7%)	(0.2%)	2.2%		8.1%	7.1%	7.2%	(1.0%)
Total (all OEMs)	523,572	385,285	543,691	600,040	553,373	548,501	197,490	100	74	104	115	106	105	103	0.9%	(0.9%)	(0.4%)		100.0%	100.0%	100.0%	-

Bizjets only: Turboprops excluded, data through May-25  
Source: WINGX; Global ATC and ADSB records

# Europe – top Busiest Turboprop Manufacturers



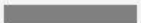













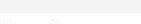



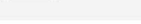



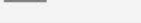



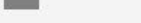

*Pilatus top performer amongst TP manufacturers in Europe, 9% 2019-2024 CAGR, gaining 11% market share of TP flying since 2019*



Turboprops only: Bizjets excluded, data through May-25  
Source: WINGX; Global ATC and ADSB records

## Europe – Bizjet Type focus YTD-May 25

*Citation Excel narrowly beating the Phenom 300 as most active bizjet in Europe YTD, but down 7.5% vs 2024, while also less active vs 2019 YTD. Watching demand as new platforms come in (ie G700, etc.)*

Aircraft Type	Departures	vs 1Y ago: Departures	Growth vs 6Y ago: Departures	Active Aircraft	vs 1Y ago: Tails	Growth vs 6Y ago: Tails
Cessna-Citation Excel / XLS	 17,641	-7.5%	-11.8%	 163	-1.8%	-9.4%
Embraer-Phenom 300	 17,161	3.6%	73.4%	 133	-5.0%	37.1%
Bombardier-Challenger 300 / 350	 10,827	12.4%	41.5%	 182	6.4%	15.9%
Pilatus PC-24	 10,815	11.6%	1,315.6%	 109	6.9%	289.3%
Cessna-Citation Latitude	 9,407	-1.2%	124.4%	 75	5.6%	114.3%
Bombardier-Global Express/6000/6500	 8,191	7.0%	-11.0%	 522	1.6%	11.3%
Cessna-Citation CJ2	 8,109	0.4%	-10.7%	 89	-13.6%	-23.9%
Bombardier-Challenger 600/601/604/605/650	 7,565	14.5%	-2.3%	 301	0.0%	-9.3%
Cessna-Citation Mustang	 7,082	-8.8%	-14.7%	 95	-8.7%	-18.8%
Dassault-Falcon 2000	 6,664	-13.5%	-25.5%	 181	-1.6%	-21.3%
Embraer-Legacy 600 / 650	 5,994	-2.0%	-9.2%	 144	0.0%	-6.5%
Embraer-Legacy 500 / Praetor 600	 5,601	22.0%	519.6%	 86	30.3%	273.9%
Gulfstream-G600/650	 5,233	2.1%	56.6%	 553	9.9%	102.6%
Cessna-Citation CJ1 / CitationJet / 525	 4,497	-29.7%	-47.0%	 97	-22.4%	-37.4%
Gulfstream-GV/500/550	 4,338	-1.3%	-17.9%	 509	-5.7%	-1.0%



# Contents

1. Global Utilisation Trends – steady despite risks
2. Aircraft Type – which products in most demand
3. **Operator Type – winners and losers in post-Covid market**
4. Macro headwinds and tailwinds



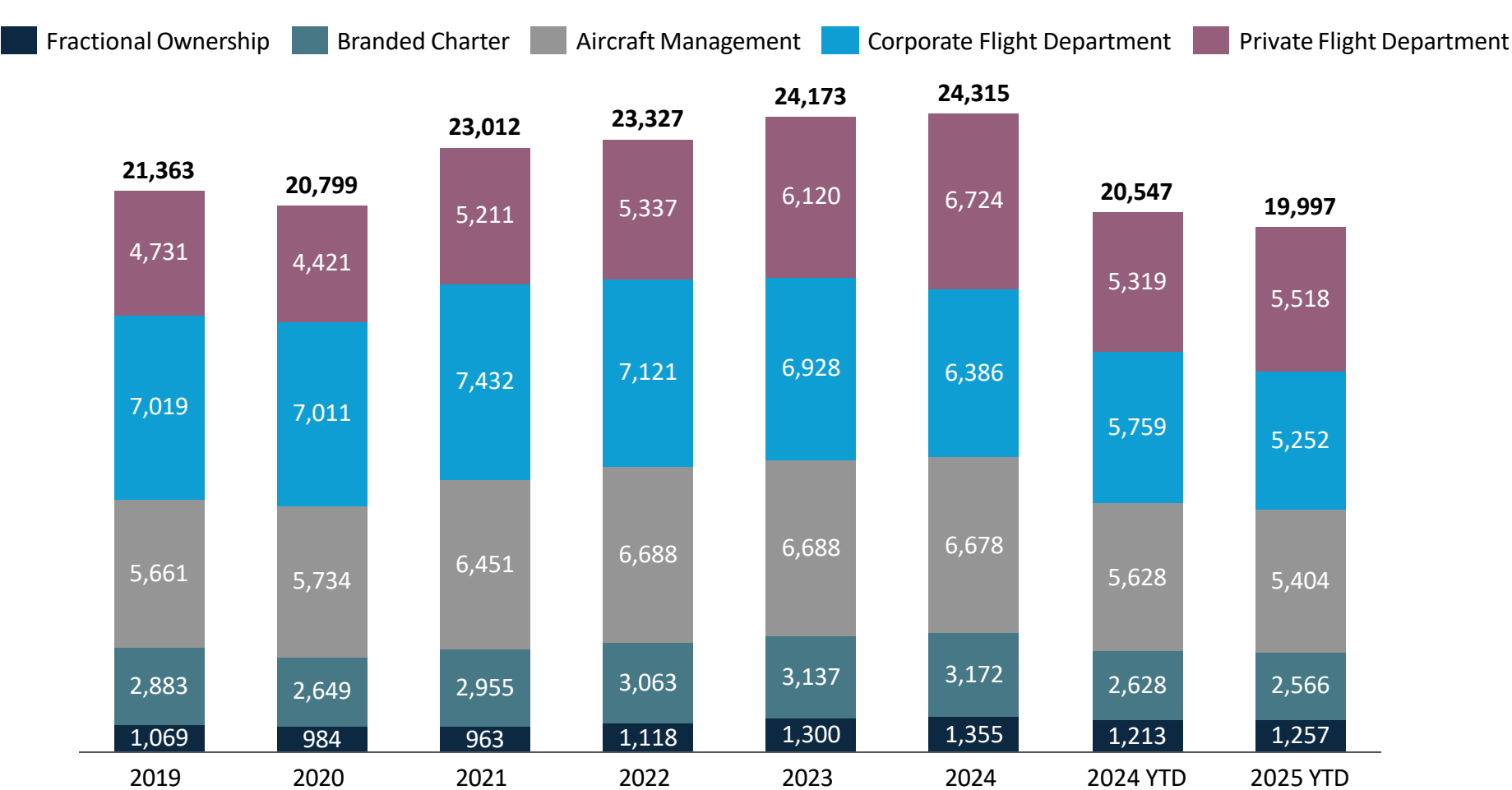
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# Operator Type: growth in active bizjet fleet since Covid

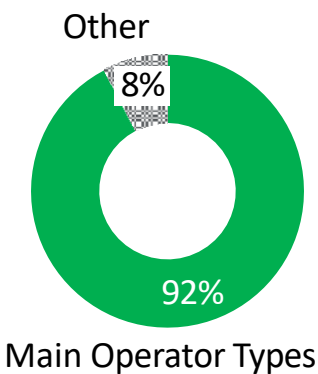
*Shift to Fractional: upgrade from charter; shift from corporate; industry newcomers; long lead times*

Size of Global Business Jet Active Fleet



Growth in Fleet

	CAGR '19-'24	YTD '25 vs '24
Fractional	+4.9%	+3.6%
Charter	+1.9%	(2.4%)
Management	+3.4%	(4.0%)
Private	+7.3%	+3.7%
Corporate	(1.9%)	(8.8%)

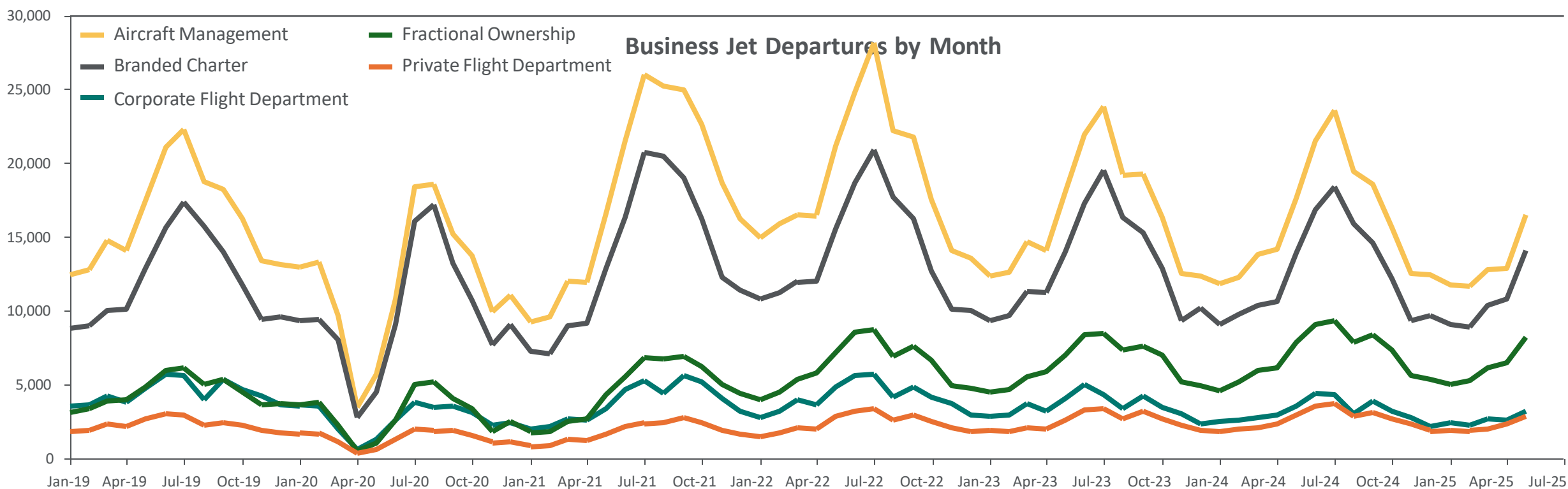


92% of active tails  
YTD belong to main  
5 Operator Types

Bizjets only: Turboprops excluded, data through May-25  
Source: WINGX; Global ATC and ADSB records

# Europe – Activity by Operator Type

*In Europe, significantly weaker corporate activity vs 2019. Weak growth in Charter, very strong in Fractional*



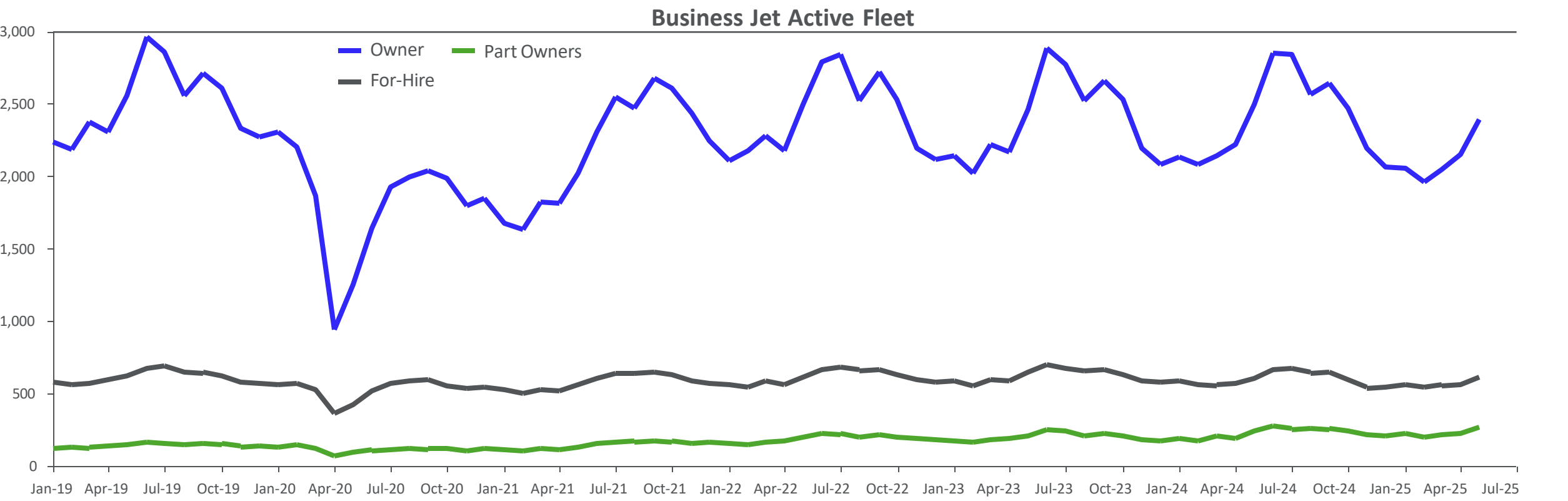
	Europe Departures							Indexed to 2019							YTD 2025	CAGR		YoY		Share			
	2019	2020	2021	2022	2023	2024	YTD 2025	2019	2020	2021	2022	2023	2024	YTD 2025		'19-'24	'23-'24	YTD '25 vs YTD '24	2019	2023	L12M	Δ	
Aircraft Management	194,926	143,111	214,821	227,421	197,580	193,801	65,641	100	73	110	117	101	99	92	(0.1%)	(1.9%)	(6.1%)	37.2%	35.7%	34.6%	(2.6%)		
Branded Charter	144,315	117,224	162,080	168,032	156,691	150,869	53,293	100	81	112	116	109	105	105	0.9%	(3.7%)	(0.9%)	27.6%	28.3%	27.5%	(0.1%)		
Corporate Flight Department	53,355	32,369	45,153	49,709	42,574	38,097	13,125	100	61	85	93	80	71	65	(6.5%)	(10.5%)	(8.6%)	10.2%	7.7%	6.7%	(3.5%)		
Fractional Ownership	53,395	35,766	55,010	75,038	76,602	82,793	31,111	100	67	103	141	143	155	162	9.2%	8.1%	4.3%	10.2%	13.8%	15.4%	5.2%		
Private Flight Department	27,473	16,494	21,630	28,627	29,848	31,448	11,050	100	60	79	104	109	114	101	2.7%	5.4%	(1.7%)	5.2%	5.4%	5.7%	0.5%		
Total (all OTs)	523,572	385,285	543,691	600,040	553,373	548,501	197,490	100	74	104	115	106	105	103	0.9%	(0.9%)	(0.4%)	100.0%	100.0%	100.0%	-		

Bizjets only: Turboprops excluded, data through May-25

Source: WINGX: Global ATC and ADSB records

# Europe – Active Fleet by full/part owner vs for-hire

Owners still bulk of market in Europe, but part-owners (Fractional) clearly seeing strongest growth

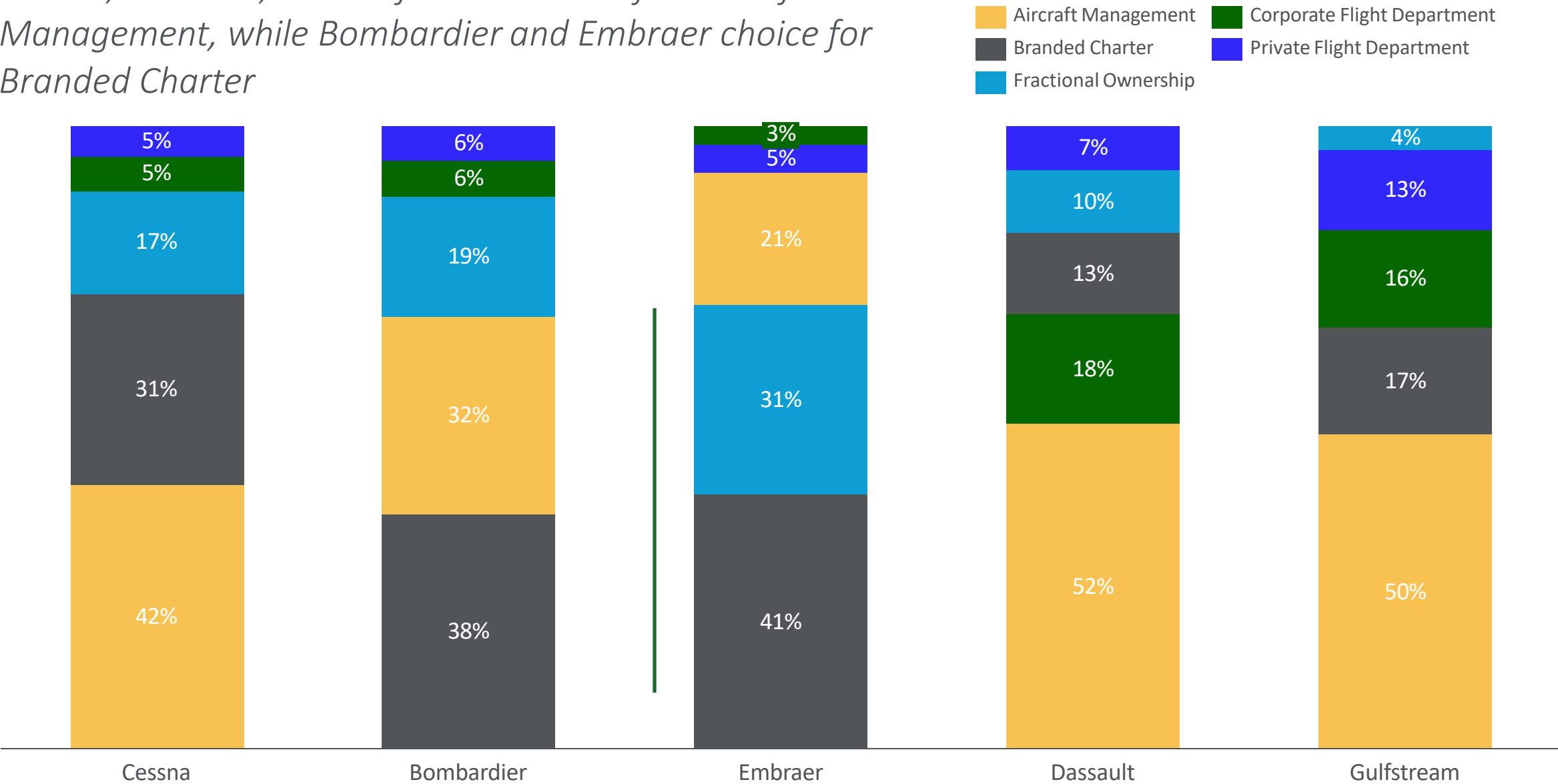


	Europe Active Fleet							Indexed to 2019							CAGR		YoY
	2019	2020	2021	2022	2023	2024	YTD 2025	2019	2020	2021	2022	2023	2024	YTD 2025	'19-'24	'23-'24	YTD '25 vs YTD '24
Owner	5,137	3,927	4,606	5,447	5,299	5,308	3,641	100	76	90	106	103	103	96	0.7%	0.2%	(4.2%)
For-Hire	989	862	980	1,044	1,044	993	775	100	87	99	106	106	100	97	0.1%	(4.9%)	(1.3%)
Part Owners	242	214	266	335	377	429	343	100	88	110	138	156	177	179	12.1%	13.8%	9.6%
Total (all OTs)	7,250	5,716	6,624	7,728	7,582	7,647	5,641	100	79	91	107	105	105	105	1.1%	0.9%	1.3%

Owner: AC Mgmt, Private, Corporate  
For-Hire: Branded Charter  
Part Ownership: Fractional  
Bizjets only: **Turboprops excluded**, data through May-25  
Source: WINGX: Global ATC and ADSB records

# Europe – OEMs Flown by Operator Types (L12M)

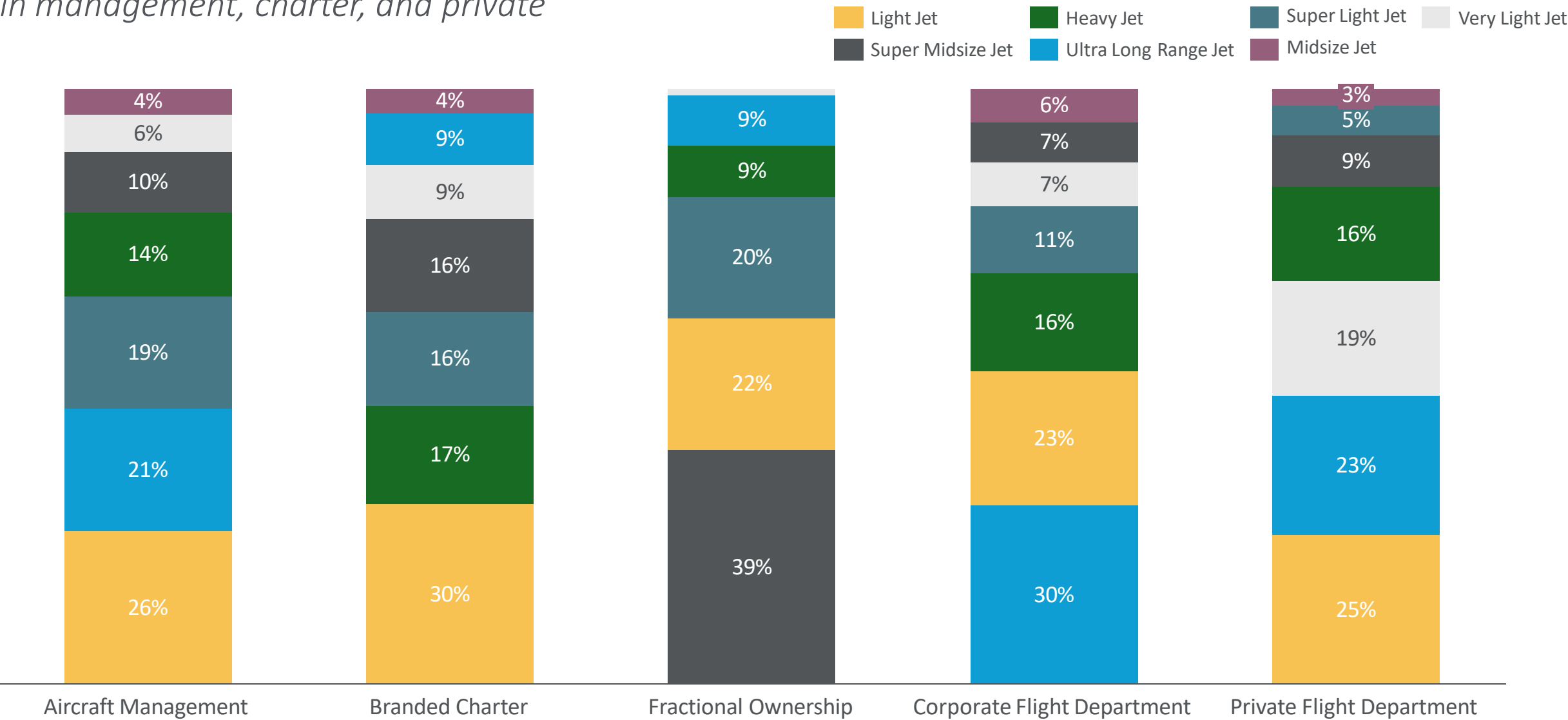
*Cessna, Dassault, and Gulfstream choice for Aircraft Management, while Bombardier and Embraer choice for Branded Charter*





# Europe – Aircraft Segments Flown By Operator Type (L12M)

*Note the large share of **SMJ** in Fractional, **ULR** in corporate, **LJ** in management, charter, and private*

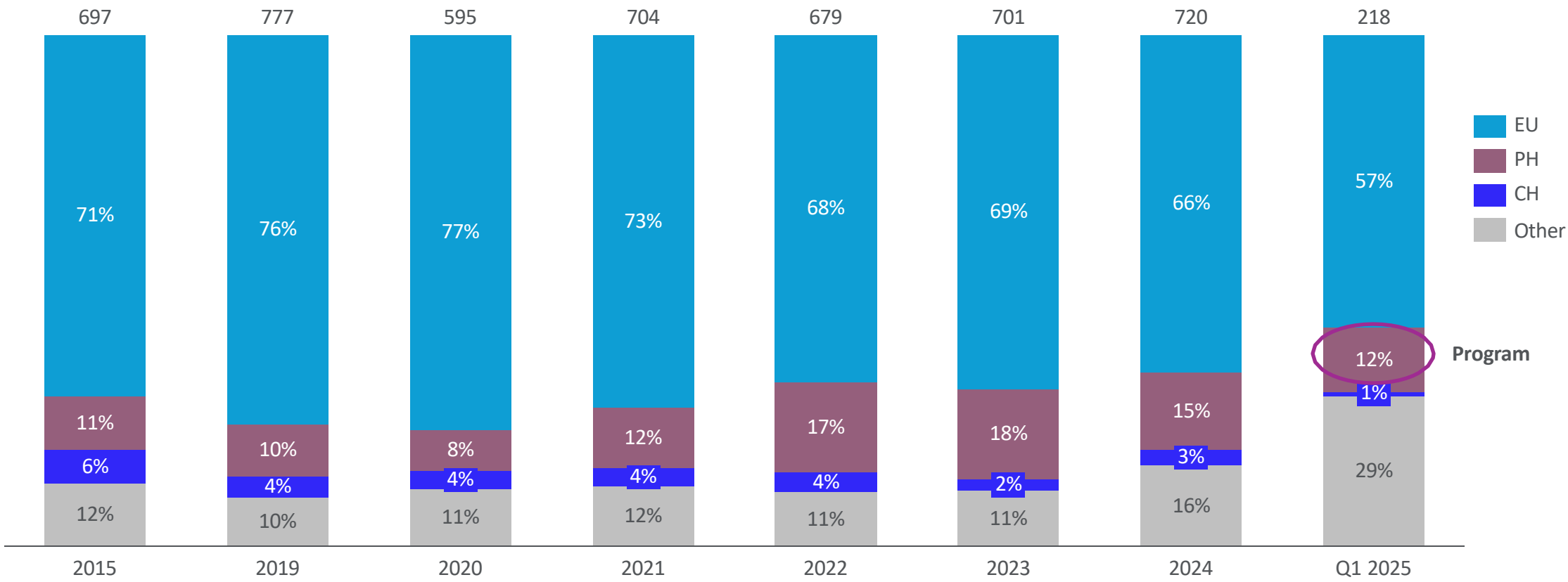


Bizjets only: **Turboprops excluded**, data June-24 through May-25  
Source: WINGX; Global ATC and ADSB records

# Global deliveries by Recipient type

*Program Holders have taken increasing share of deliveries, may now be slowing down?*

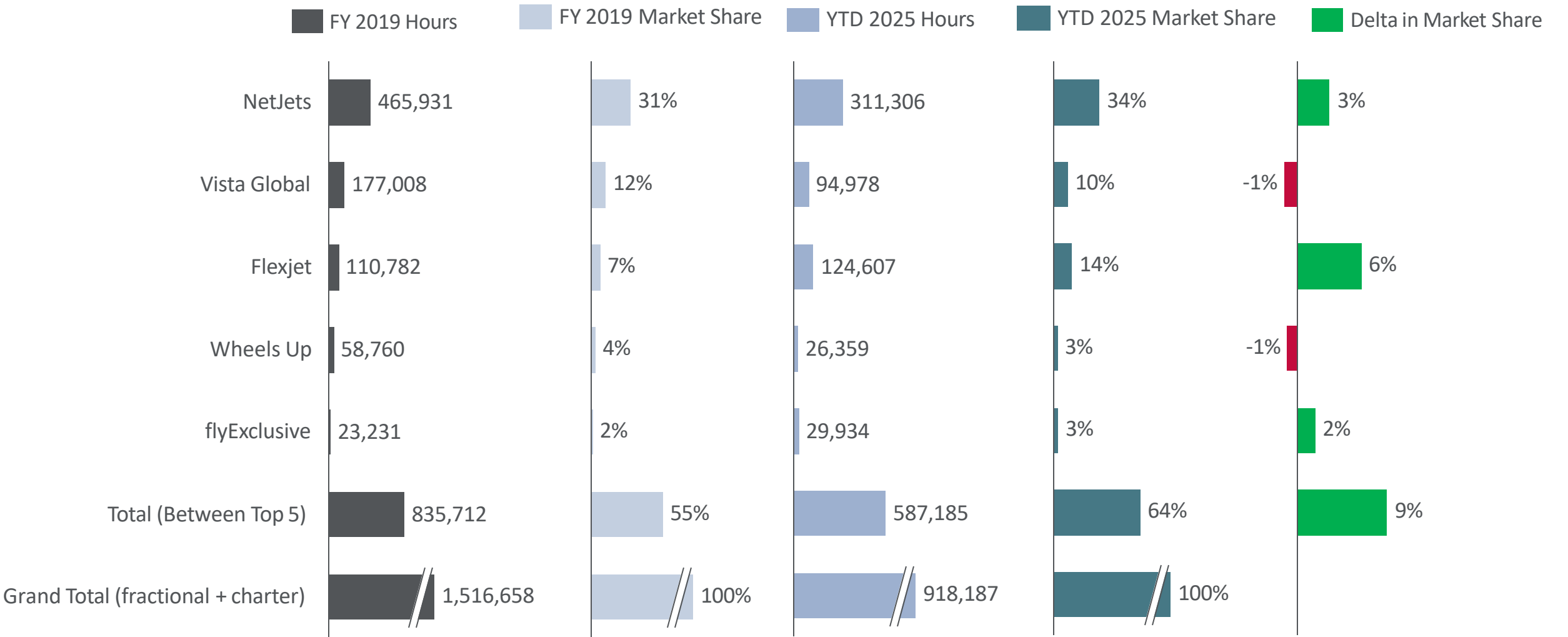
Global, business jet deliveries by recipient, 2015-2025



EU = End User (JETNET) = Private and Corporate Flight Department (WINGX)  
 CH = Charter Company (JETNET) = Branded Charter (WINGX), may include Aircraft Management (WINGX)  
 PH = Program Holder = Fractional  
 Other (JETNET) = Government, Military, Ambulance, may include Aircraft Management (WINGX)

# Competing carriers: change in **global** share of fractional and charter market

*In the last 6 years the leading commercial operators have increased share of hours from 55% to 64% of hours*



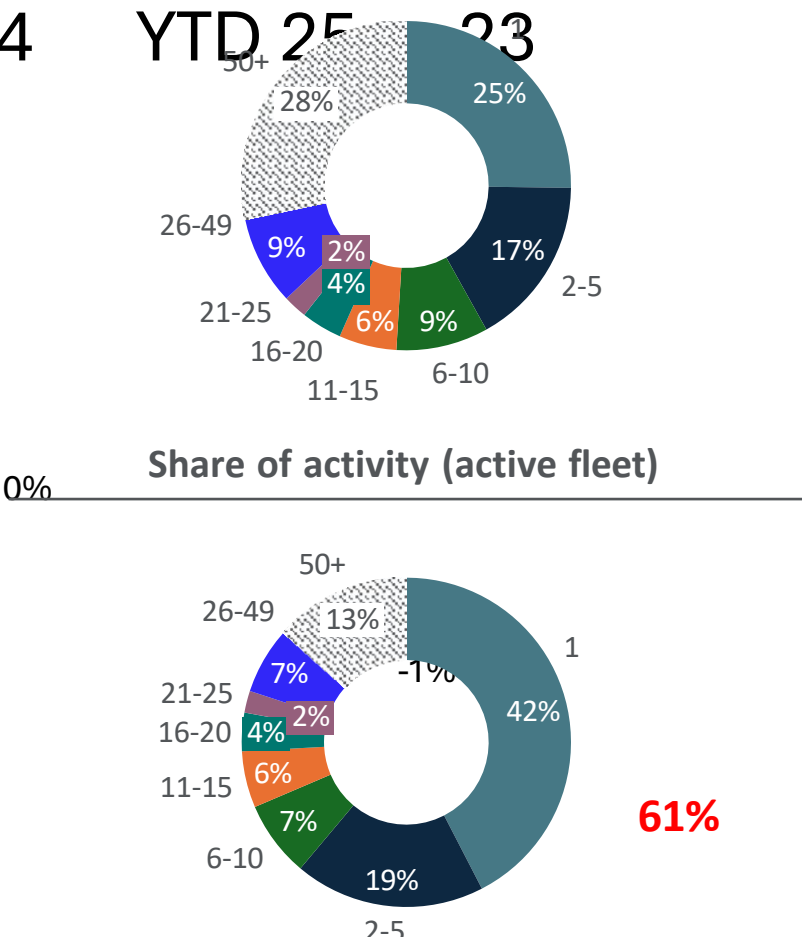
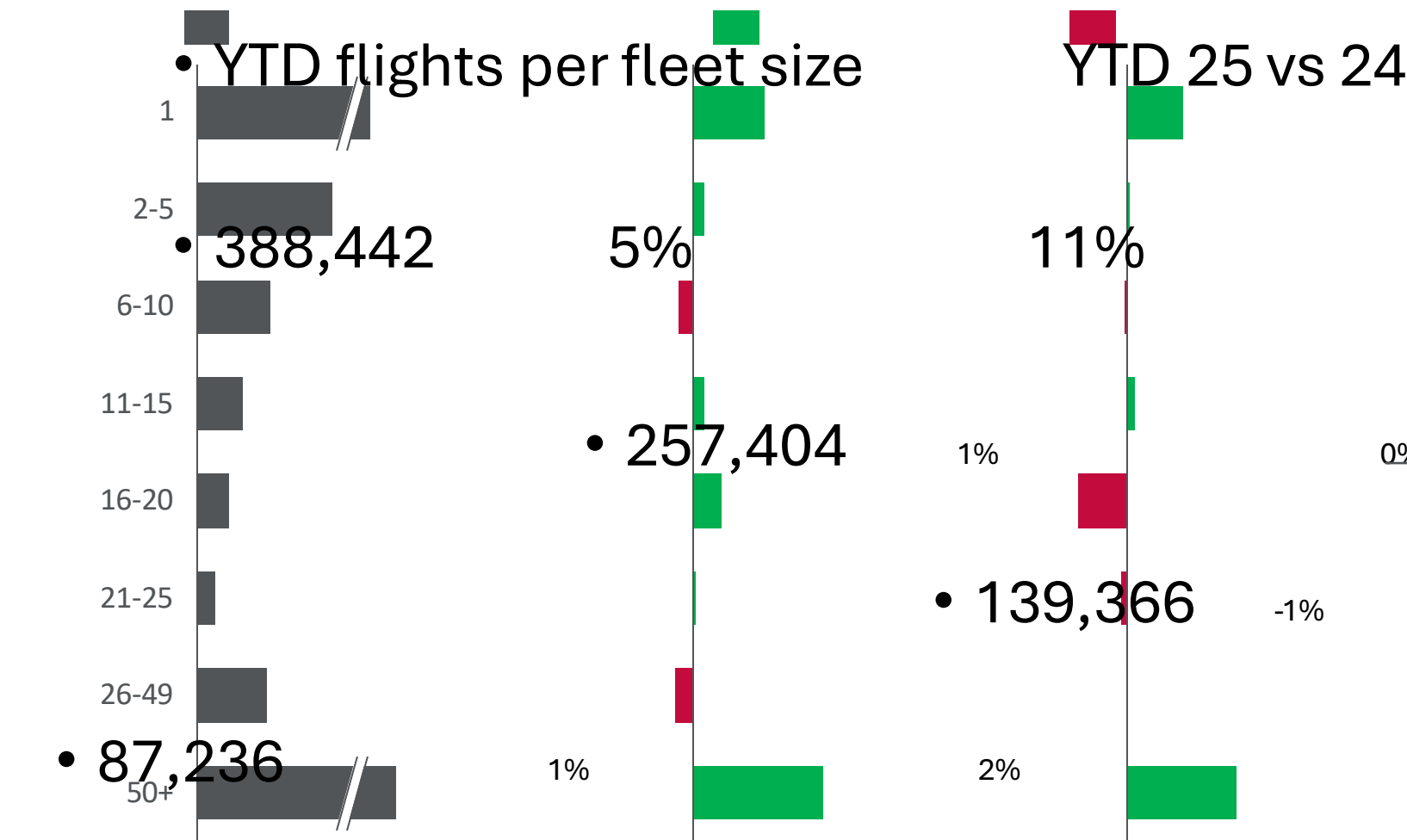
*\*combined fractional and branded charter hours  
 Bizjets only: **Turboprops excluded**, data through May-25  
 Source: WINGX; Global ATC and ADSB records*

# Global – leading fleet operators flying a lot more

Note solid growth in single tails, largest fleet operators seeing strongest growth. Emphasis on fleets with 50+ tails only accounting for 13% of active fleet, but flying 28% of all bizjet flight hours

Trend in bizjet activity by fleet size

Share of activity (departures)



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# Big picture Headwinds and Tailwinds in next 12M

*Industry trends positive, macro negative...uncertainty across industry, trade, macro, geopolitical*

Key Factors	Trends & Insights last 2-3Y	Next 12M outlook	Significance	Direction
Customer Behavioural factors	The industry has retained bizav newcomers attracted by convenience & protection during Covid pandemic.	Some erosion (cost, also <health concern), but other elevated risks (security, cyber) likely to increase influx of newcomers to bizav.	Newcomers 	
Macro stability & Economic growth	Black Swan events – Pandemic, Ukraine, Gaza – have raised geo-political risks and destabilized economic conditions.	Unpredictable and volatile, with tariffs symptomatic of broader geopolitical realignment, slower growth or recession likely.	Interest rates 	
Airline services	Slow and partial recovery in airline services & connectivity was key factor in bringing new users to bizav since pandemic.	Airline rebuild is cautious and will not restore reach and consistency, provides opportunity for provision of non-scheduled options.	Premium cabin 	
Ultra Wealth Creation	Pandemic period accelerated 10Y phase of wealth creation, abetted by easy money, emerging markets and strong equity markets.	Equity market corrections directly impacting bizjet demand, QE era over, inflation concerns, although AI could renew growth	Stock market 	
Regulation, Taxes, and Optics	Bizav recovered from post-GFC toxic image during pandemic but then exposed to accentuating climate critique.	At least in the US, favourable Trump treatment may relieve climate optics. But corporate ownership getting more toxic.	Luxury taxes 	
Supply chains	Double whammy from lockdowns then Ukraine war, raising costs and complexity across aircraft production, ops and MRO.	Trump tariffs significantly deepen supply chain challenges, may reorder in long term but short term lots of disruption & cost.	Operating costs 	

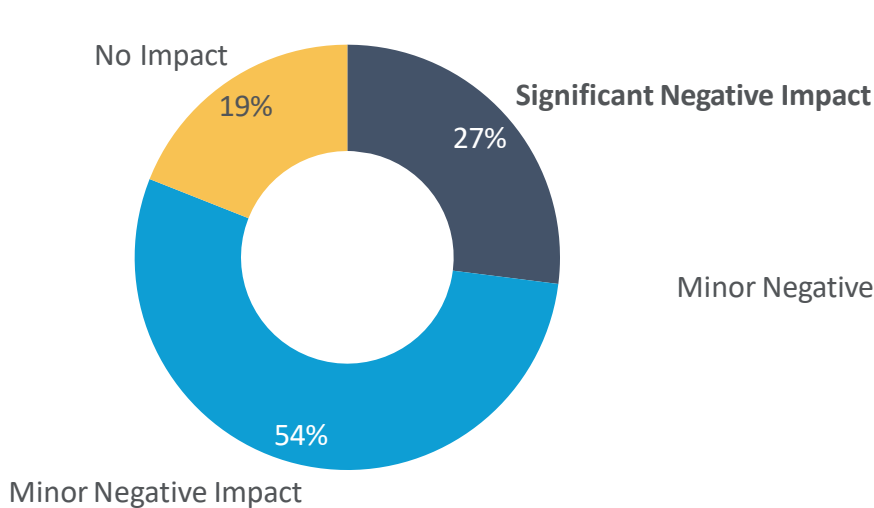


# Impact on Tariffs on New Aircraft Demand

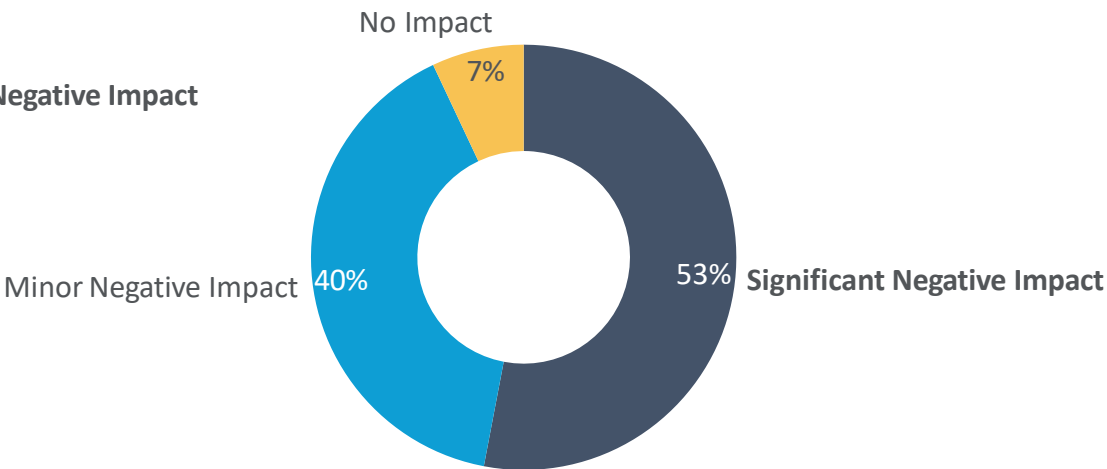
*“Do you think the potential for much higher global tariffs will negatively impact new aircraft demand?”*



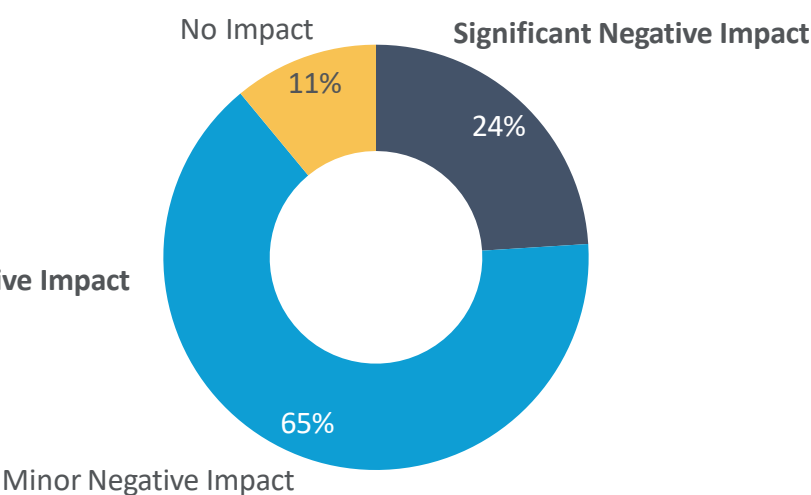
March Survey



April Survey



June Survey



## Q1 2025 indices

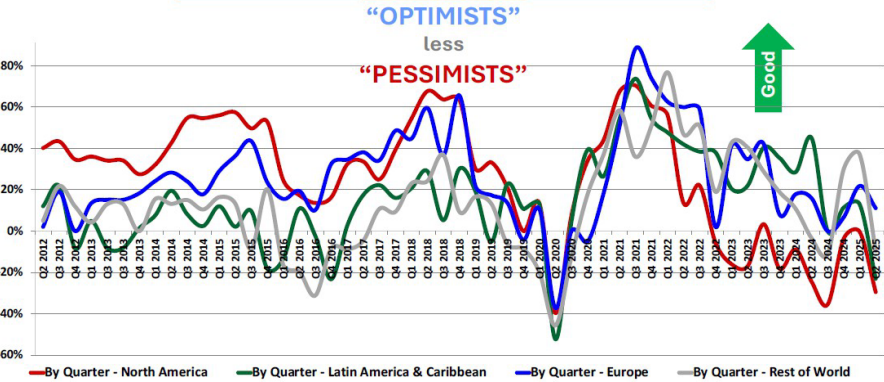
- Jet transactions rose to **620 in Q1 2025**, up from **454 in 2024**
- Large jets led growth **with 173 units**, followed by **mid-size at 159** and **light jets at 288**.
- Average **asking price for jets fell to \$6.86M**, down from **\$7.28M in 2024**.
- Large jet prices rose to \$13.04M, **mid-size dropped** to \$7.02M, and light jets increased to \$3.88M.
- Average DOM increased from 174.75 in 2024 to 259.78 in 2025 (**48% increase**)
- Median DOM also rose, from 120.5 to 148
- Average year of mid-size jets sold in Q125 was **2005 vs 2022** in Q124

# H1 2025 economic wobbles – impact on Sentiment Surveys (Barclays and JETNET)

“Over the next 12 months, do you expect overall business conditions to improve, stay the same or deteriorate?”

## Outlook: JETNET

“How would you describe the current market conditions for business aviation?”



Source: JETNET IQ Surveys; note: Q2 2025 JETNET IQ Survey (in-progress; n = 244 business aircraft owner / operator respondents to date)

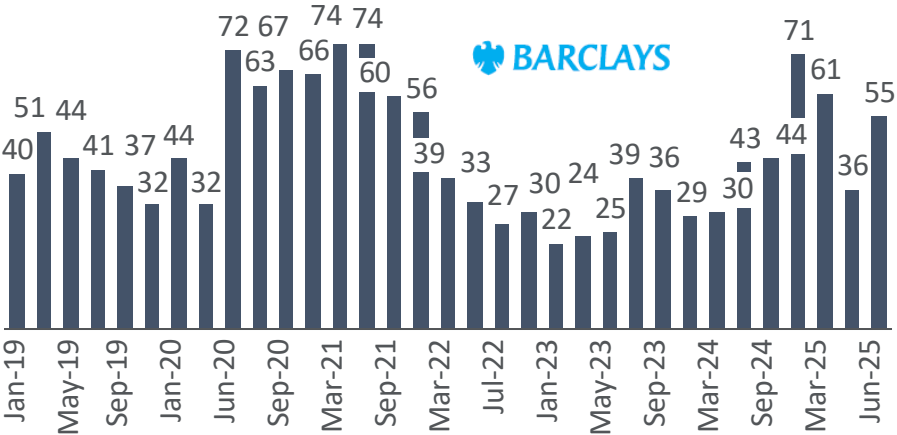
## Current Market Sentiment



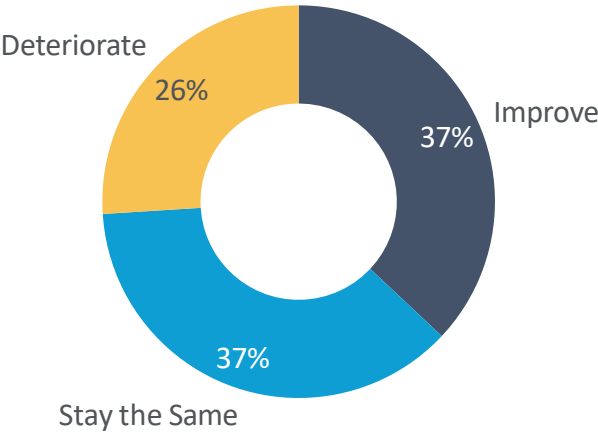
Only 33% of respondents believe the industry is past the low point in Q225

Source: Q2 2025 JETNET IQ Survey (in-progress; n = 244 business aircraft owner / operator respondents to date)

## Outlook: Barclays



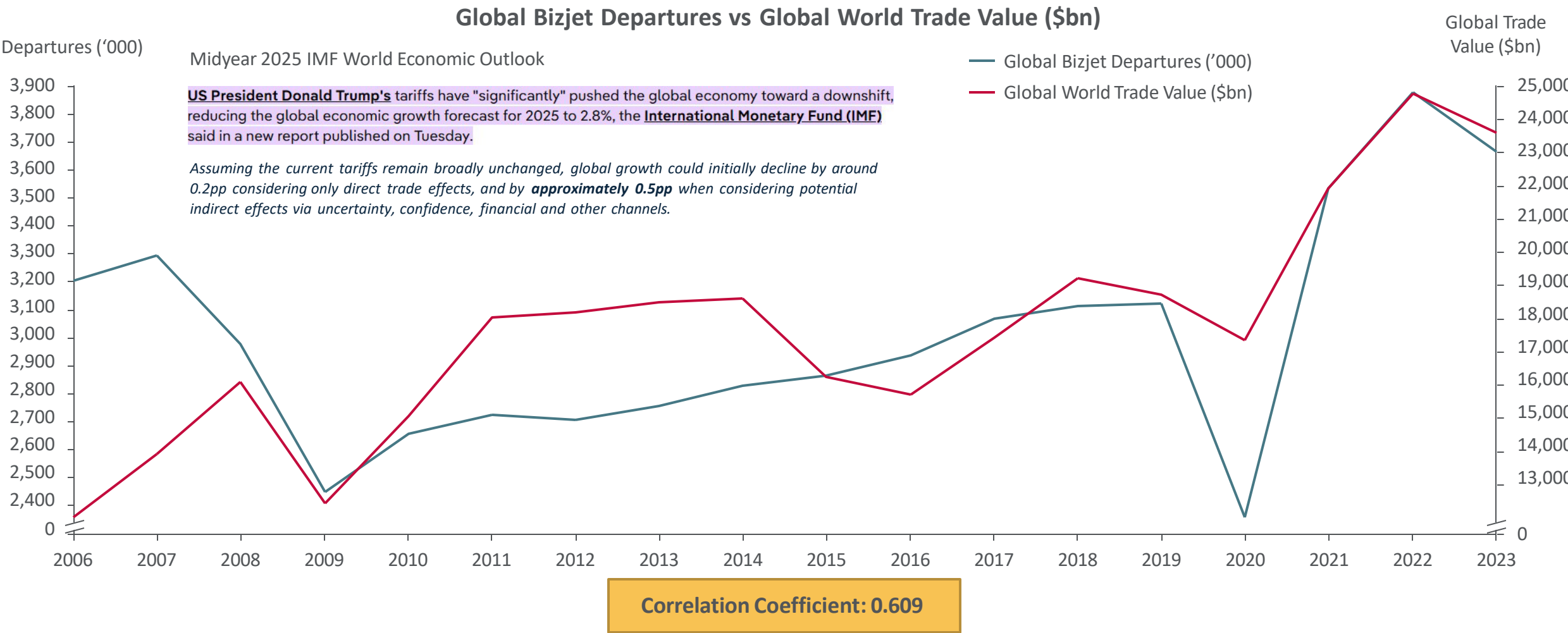
“Score at 55 in June increased vs April, reflective of an improving 12-month outlook”



Source: Barclays Research

# Historic correlation: World Trade Value vs Bizjet Activity

Global trade has slowed since 2010 vs previous decades. Ups and downs broadly correlating to bizjet activity.



Note: Excluding Turboprops, data through 2023  
Source: WINGX, Global ATC and ADSB records, World Trade Organization

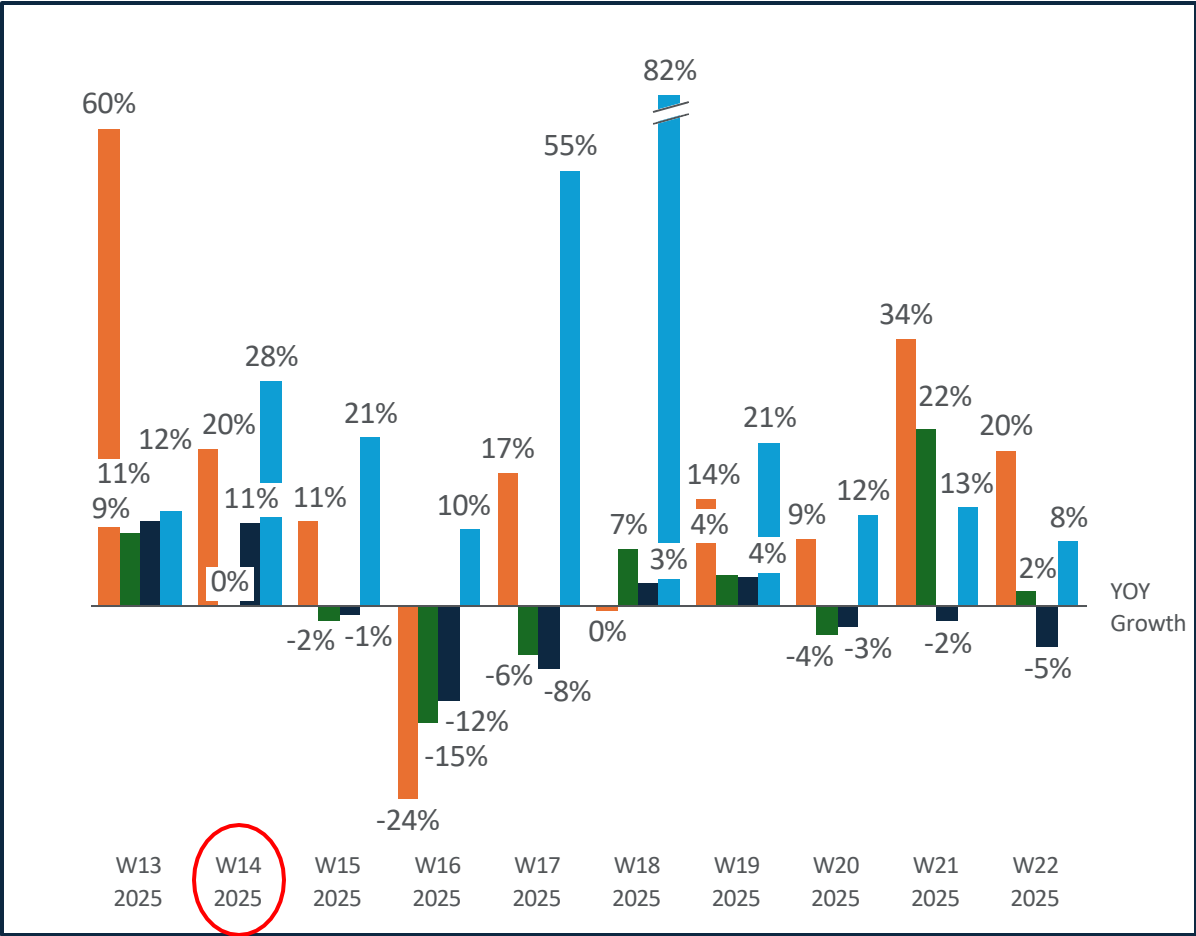
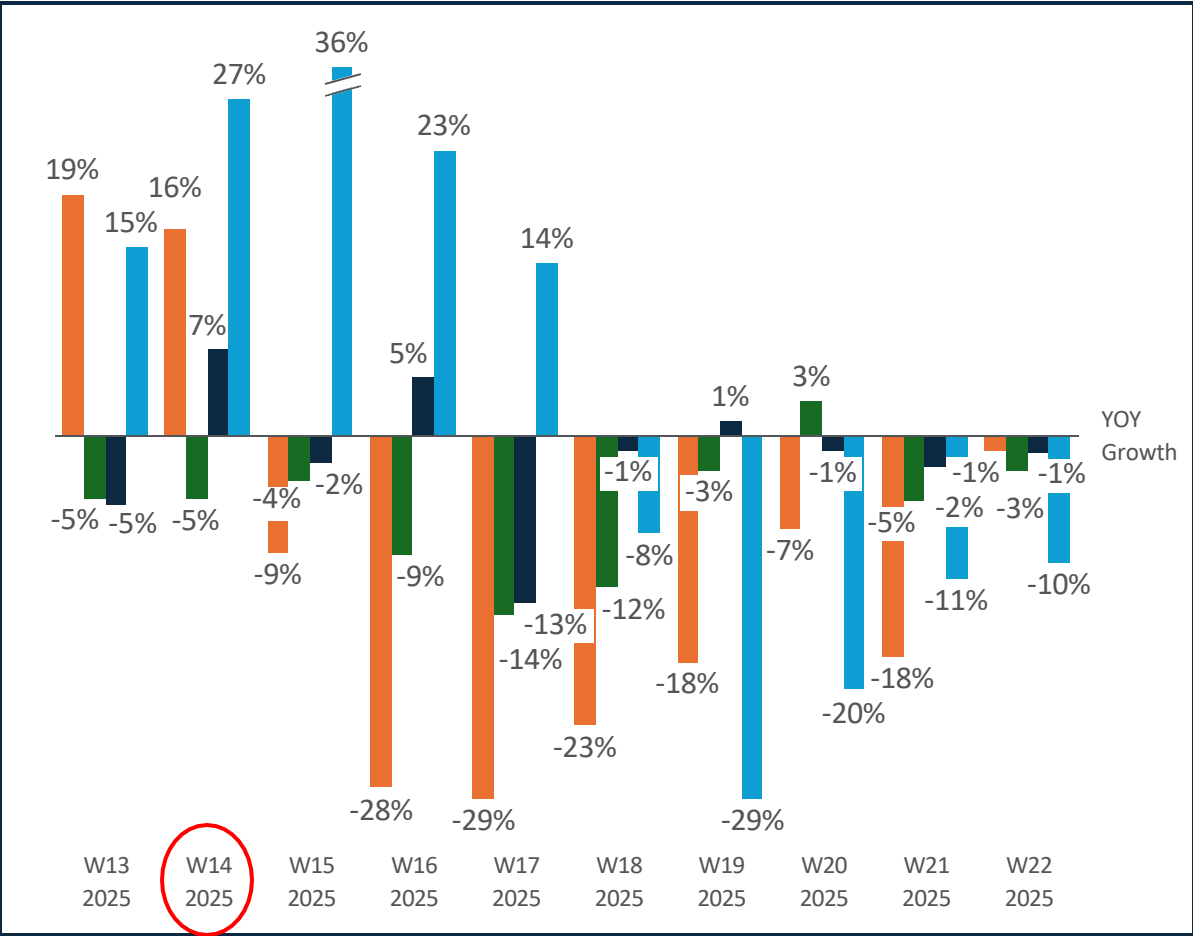
# Headwinds from tariffs – more evident in Cargo but not straightforward

Outbound cargo departures weekly YOY trend

Cargo flights to the US

MexicoCanadaGermanyChina

Global Cargo Flights (Excluding to the US)

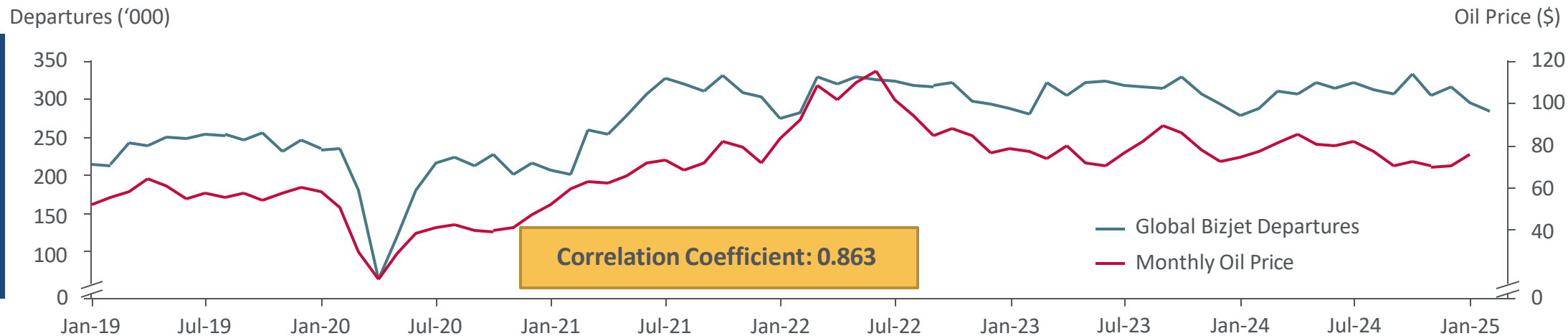


Liberation  
Day

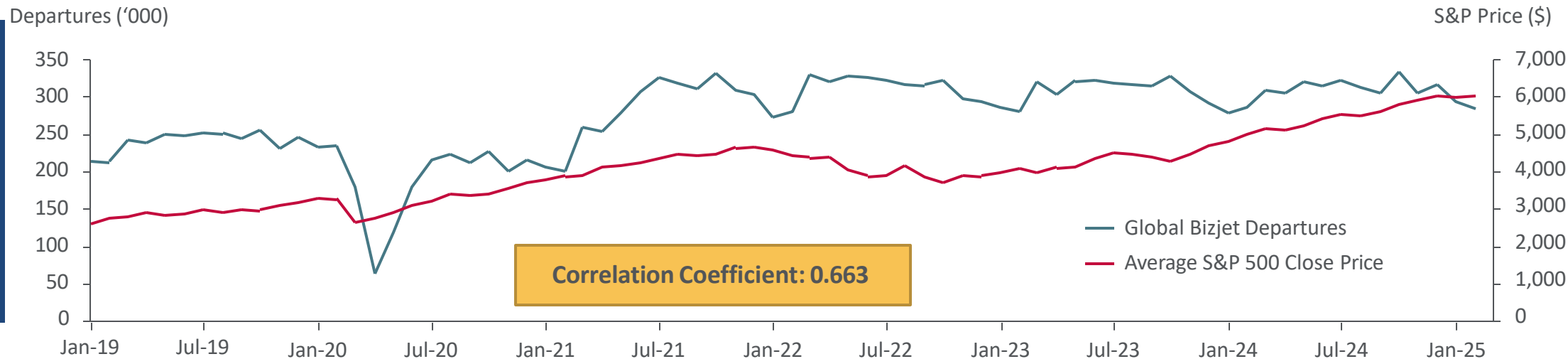
# Broader concern is instability - Crude Oil Price and S&P 500 correlations

Strong positive correlation to oil price (energy companies benefit?). As with DJ, bizjet activity correlates to S&P

Global  
Departures  
vs Crude  
Oil Price



Global  
Departures  
vs S&P500



Note: Excluding Turboprops, data through Feb-25  
Source: WINGX, Global ATC and ADSB records, Energy Information Administration, WSJ

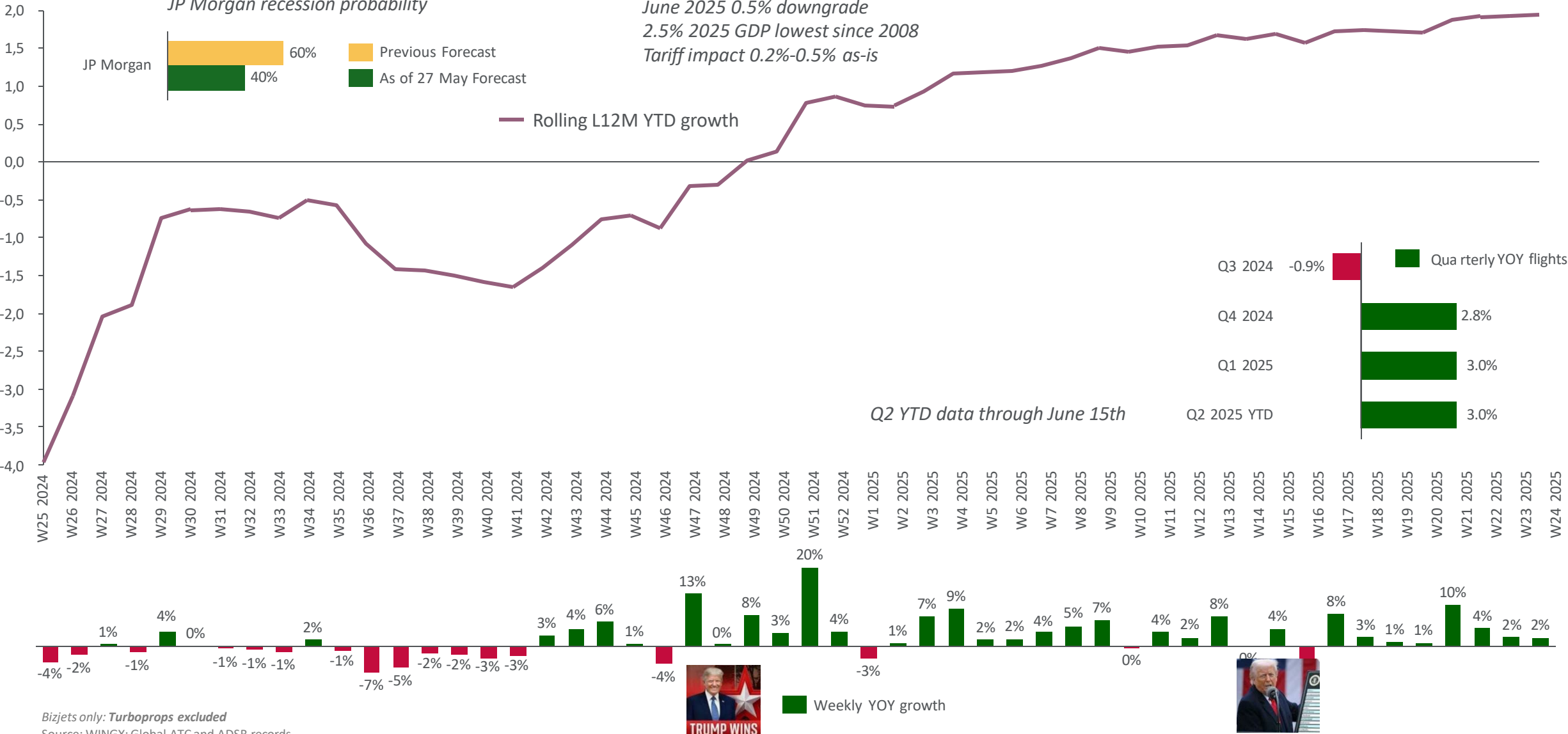
# Actual change in bizjet traffic so far this year...little to see

J.P.Morgan



JP Morgan recession probability

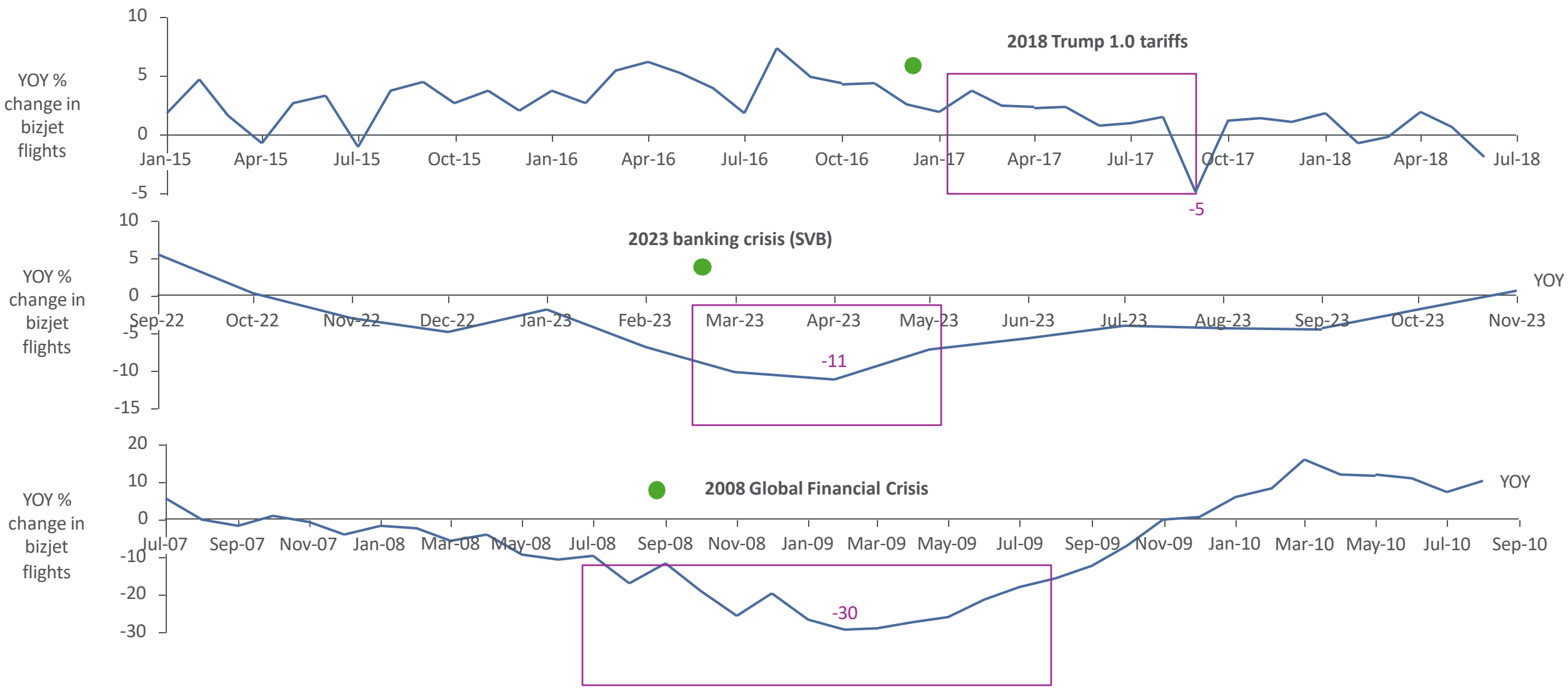
June 2025 0.5% downgrade  
2.5% 2025 GDP lowest since 2008  
Tariff impact 0.2%-0.5% as-is



Bizjets only: Turboprops excluded  
Source: WINGX; Global ATC and ADSB records



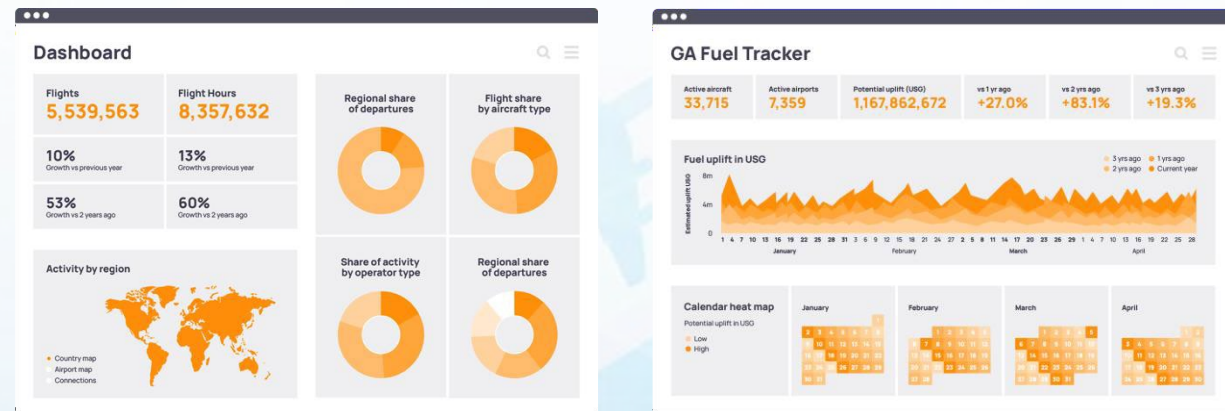
# Demand sustainability: lagged effect of previous exogenous shocks on US bizjet



Bizjets only: **Turboprops excluded**; data through Apr-25  
Charter = AOC flights (also Part 135)  
Source: WINGX; Global ATC and ADSB records

WINGX Advance GmbH  
Lilienstrasse 11  
20095 Hamburg  
Germany

[office@wingx-advance.com](mailto:office@wingx-advance.com)  
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Request a demo of WINGX dashboards.

Presented by:  
Richard Koe, Managing Director of WINGX

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# Rise In Fractional Ownership



Presented by:



Marc Bailey

CEO,  
BBGA



Jonathan Clough

UK Director,  
Jetfly



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# Coffee & Pastries Break

10:15 – 10:45



Please make your way to the sidebars flanking the main hall.

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# What Does the Gold Standard In Business Aviation Look Like?



Presented by:



Andrew Pethen

Head of  
Client Delivery,  
Gama Aviation



Aoife O'Sullivan

Partner,  
The Air Law Firm



Simon Williams

Director of  
Civil Aviation,  
IOM Aircraft Registry



Warren Lovell

VP EU & Africa,  
Leviante Air Group



Paul Doherty

Managing Director,  
ACASS Ireland

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# Risk Management, Market Trends & Political Landscape



Presented by:



**Bruce Norfolk**

Co-founder & CCO,  
Osprey Flight Solutions



**James Moreton**

Client Executive Director,  
Gallagher Speciality



**Melanie Daglish**

Director of Aviation,  
ITIC



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>400

AVIATION INSURANCE  
SPECIALISTS GLOBALLY

PLACING

>\$1.6BN

IN AEROSPACE PREMIUMS  
ANNUALLY

REPRESENTING

>6,000

AEROSPACE CLIENTS

CLIENTS OPERATING IN

>30

sectors, from airlines and airports,  
to ground handlers, refuellers,  
manufacturers and satellite  
operators



REGISTERED IATA  
STRATEGIC PARTNER

SERVICING CLIENTS IN

>90

countries worldwide

>\$2.5bn

IN COMBINED CLAIMS HANDLED  
DURING THE PAST 5 YEARS

>98%

CLIENT RETENTION RATE

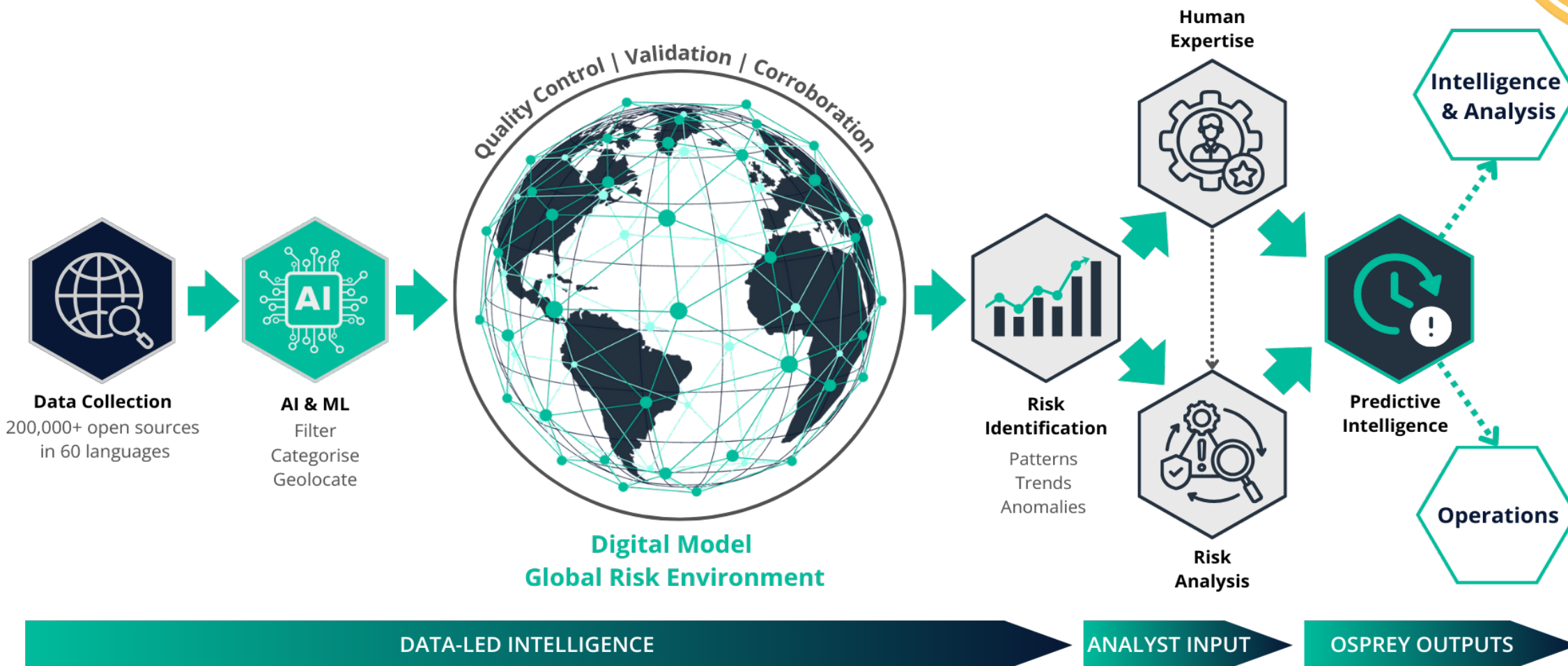
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# The Next Generation of Risk Intelligence

Osprey was established to enable safer and more secure aviation.  
We do this by transforming aviation risk management through data, technology, expertise and innovation.



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**1925 – 2024**



**Managed by  
Thomas Miller  
& Co Ltd**

**\$75m**

**Gross annual  
premium**



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# Developing a Risk Management System

The “Best in class” / Gold Standard risk management systems are constantly developing, to identify, assess and manage risks pro-actively and post-incidents



Mitigation strategies include:

- **Risk avoidance:** Changing plans or processes to eliminate the risk.
- **Risk reduction:** Implementing measures to reduce the likelihood or impact of the risk (e.g., process improvements, preventive maintenance)
- **Risk transfer:** Sharing the risk with a third party (e.g., insurance, outsourcing)
- **Risk acceptance:** Acknowledging the risk and deciding to take no further action if it is within acceptable limits.



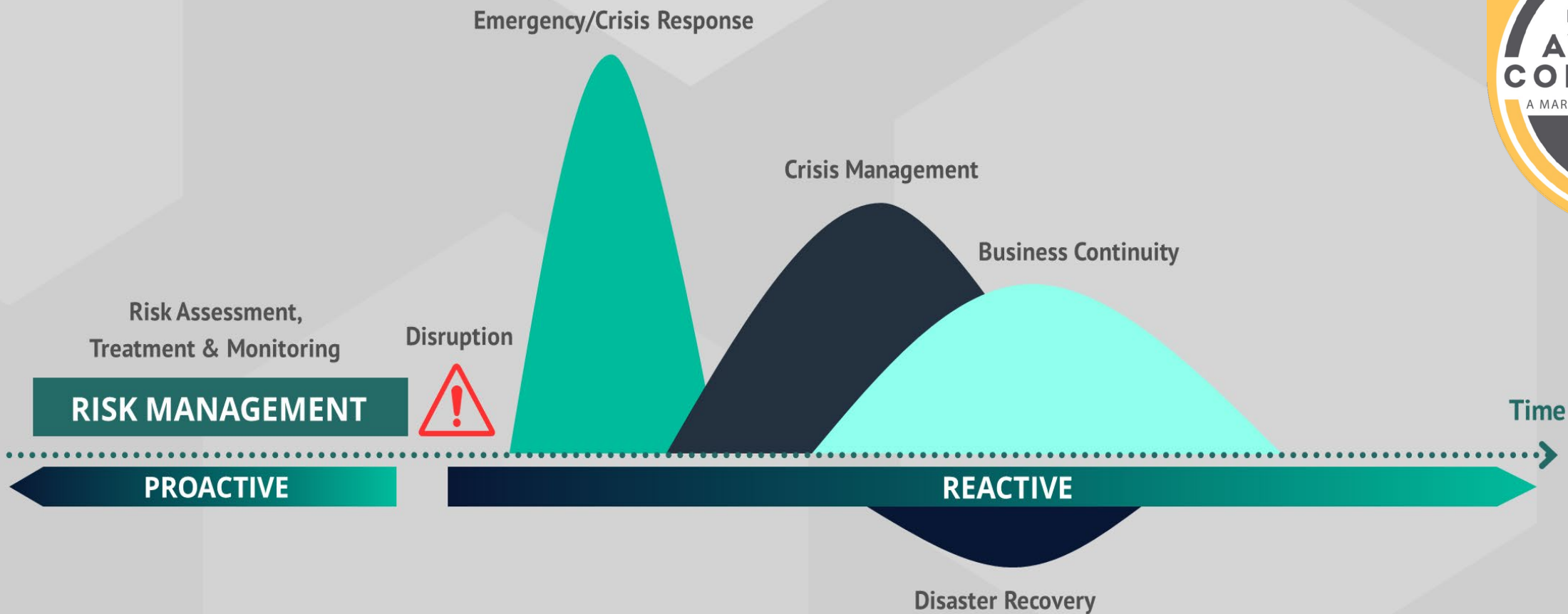
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Emergency/Crisis Response

Your risk  
intelligence  
provider ... Osprey

Risk Assessment,  
Treatment & Monitoring

**RISK MANAGEMENT**

Disruption



Crisis Management

Business Continuity

Time

**PROACTIVE**

**REACTIVE**

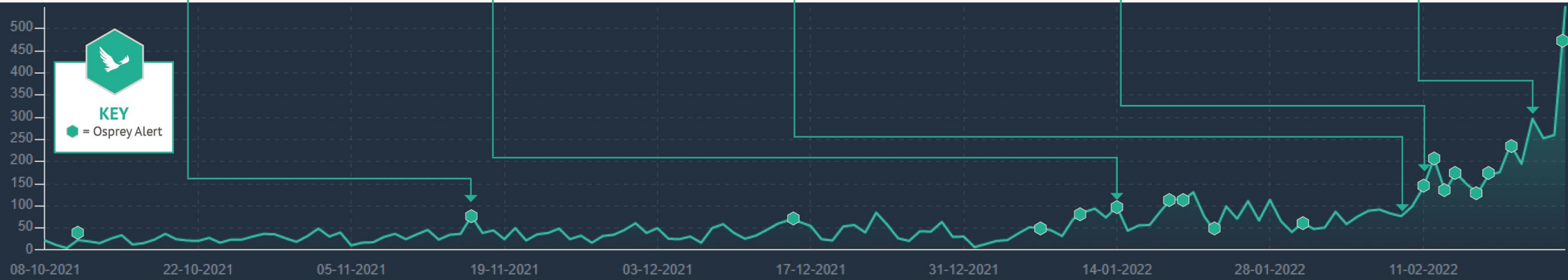
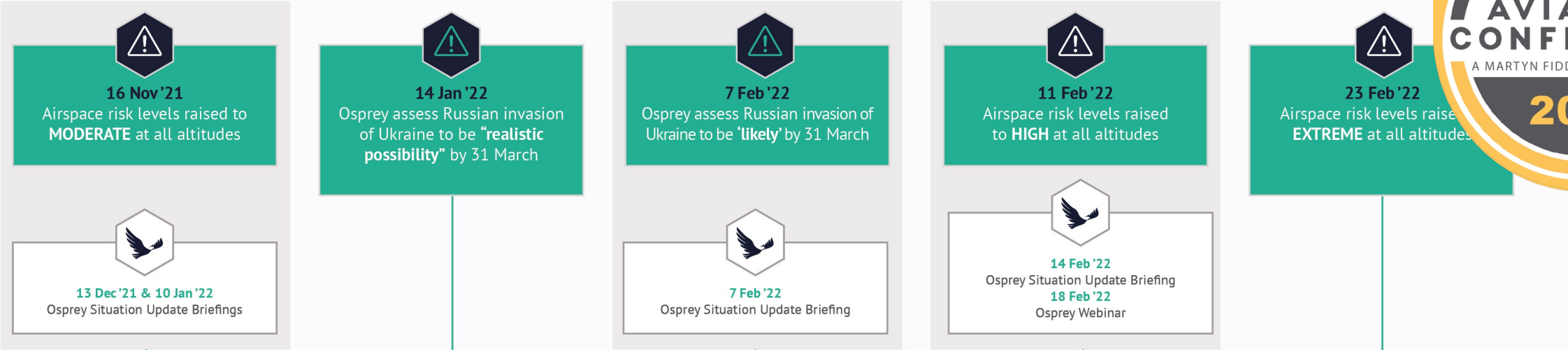
Your insurance partners ... including ITIC



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# Osprey's approach to the Russia-Ukraine conflict



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# AOG



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# Airspace infringements

Following a non-critical airspace infringement, third party claims were presented against the Operator.

Who?

What?

Where?

When?



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# Gold Standard insurance coverages to consider...

- Hull 'All Risks' & Liability
- Employers' Liability
- Life / Keyman Insurance
- Directors & Officers Insurance
- Hull War
- Group Travel Insurance
- Kidnap & Ransom
- Professional Indemnity Insurance



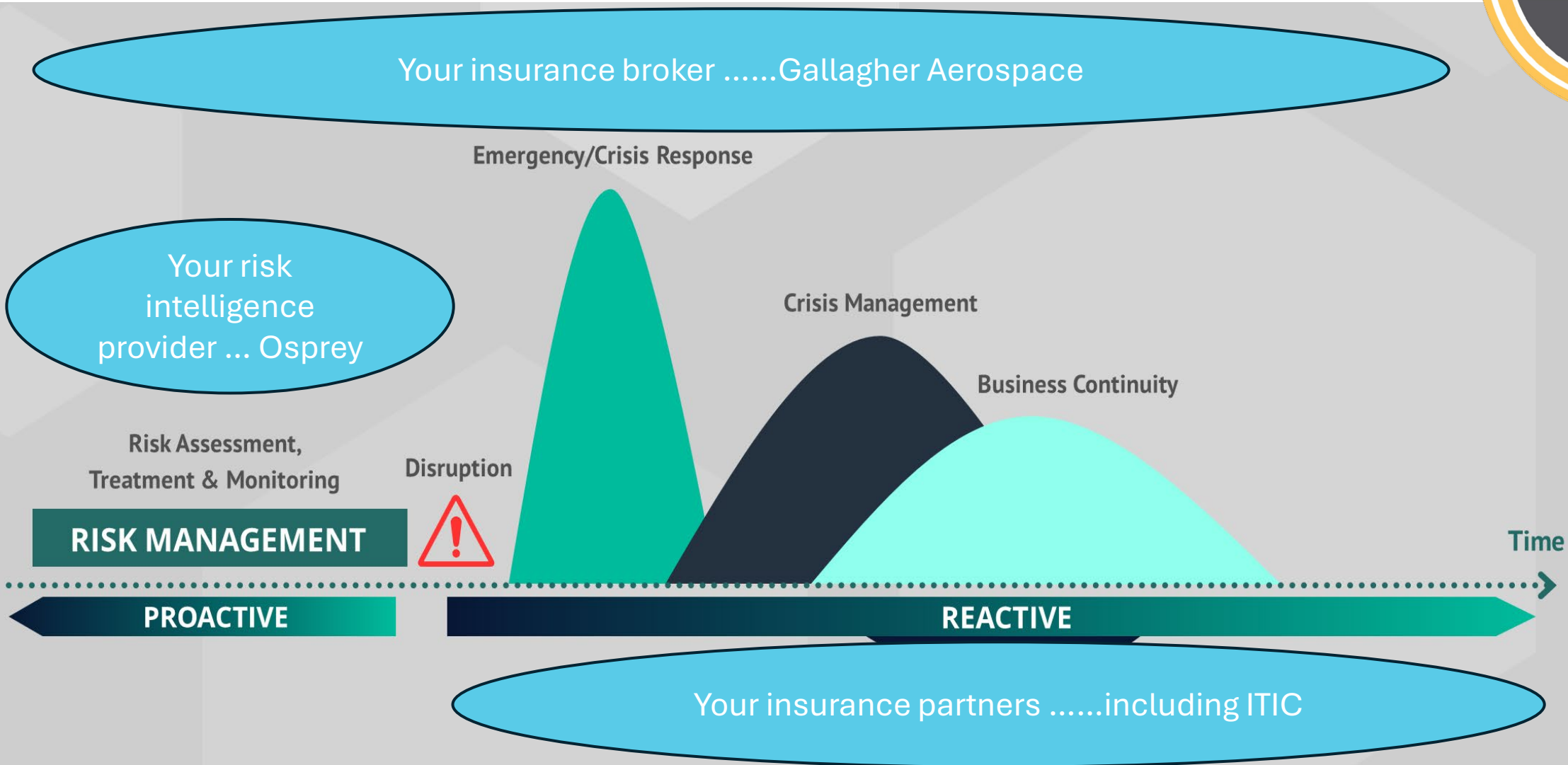
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A pro-active, **GOLD** standard risk management system is a dynamic process, working with experts and techniques to develop scenarios and prepare contingency plans

Your aviation insurance brokers and carriers and risk intelligence partners must be integral parts of your future BUSINESS RESILIENCE & SURVIVAL PLAN



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# Any questions?



Bruce Norfolk  
Head of Partnerships



James Moreton  
Client Executive Director



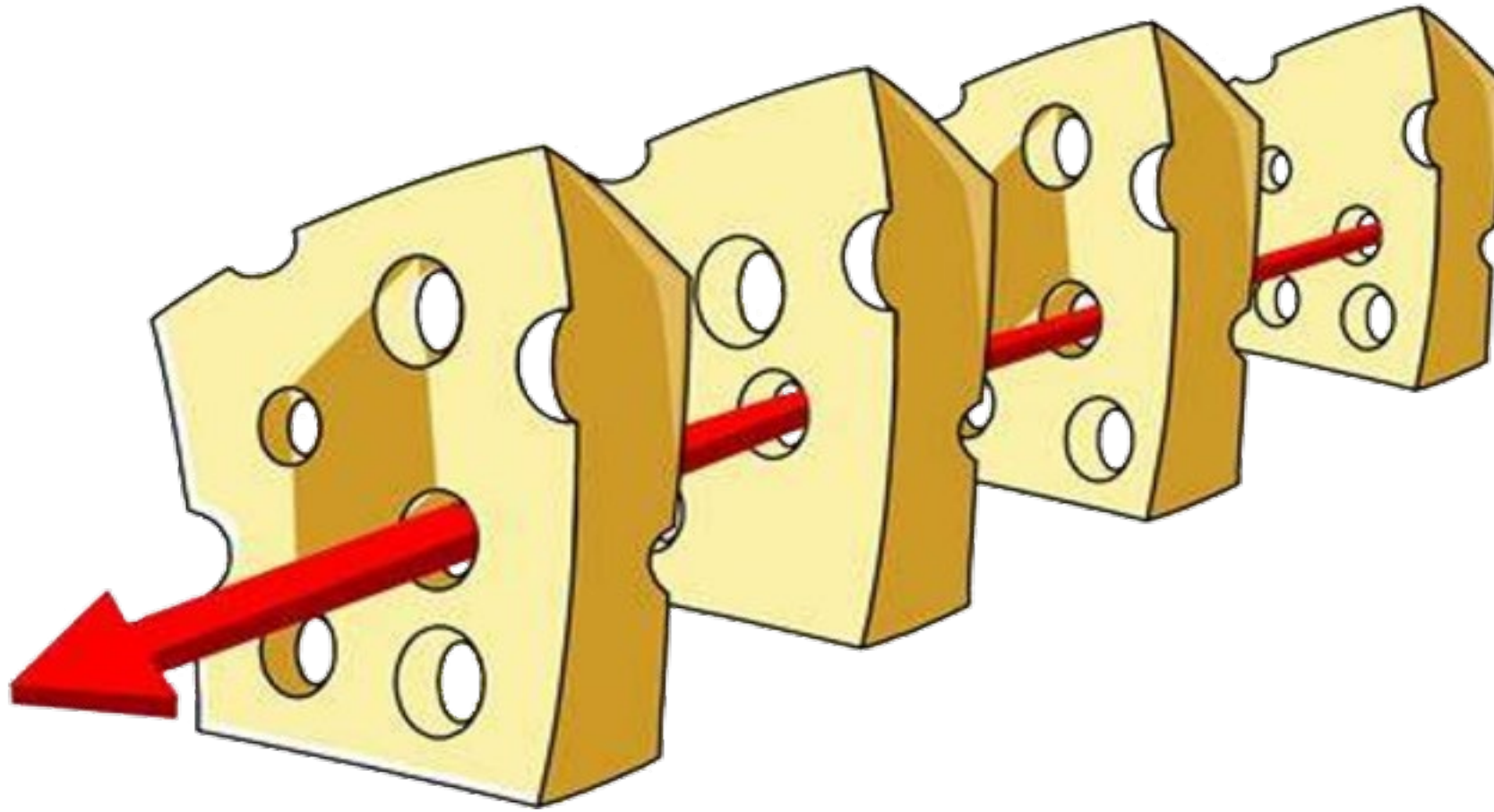
Melanie Daghish  
Director of Aviation

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# Overview

- Prof James Rasen's model is internationally recognised
- Successful operations build resilience, in whatever ways possible, to protect their operations



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# Lunch by Wild Thyme

12:15 – 13:30



Please head to the Colonade Suite

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# Sustainability – Thinking Outside The Box

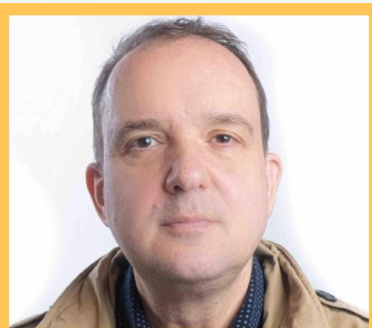


Presented by:



Maureen Gautier

European Programme  
Manager,  
4Air



Dirk Singer

Sustainable Aviation  
Author,  
SimpliFlying



Manuel Toscano

CEO & Founder,  
Ingrid Aviation



Patrick Edmond

Chief Marketing  
Officer,  
Future Energy Global



Declan Fitzpatrick

CEO,  
Irish Aviation  
Authority



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# Sailors Fly Too!



Presented by:



Lindsey Oliver

Managing Director,  
BBGA



Adrian Parcell-Jones

Tax Director,  
Martyn Fiddler



Simon Davies

VP Sales,  
Global Jet Capital



Ian Hughes

Partner,  
HFW



Andy Blundell

Managing Director,  
Close Brothers

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# Coffee & Ice Cream Break

15:00 – 15:45



Please head to the main entrance

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# Associations 'Working Together'



Presented by:



**Dave Edwards**

Chief Executive,  
Royal Aeronautical  
Society



**Robert Baltus**

COO,  
EBBA



**Marc Bailey**

CEO,  
BBGA



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# Closing Remarks



Presented by:



Dave Edwards

Chief Executive, Royal Aeronautical Society



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