

# Home base Switzerland: pros, cons and topical issues from the airline and business aviation perspectives

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# Business Aviation Switzerland



# Some Numbers



# Global Business Aviation Fleet

- 2014: 34'755 Aircraft
- 2015: 35'682 Aircraft
- Growth Rate: 2.7%

# Business Aviation Fleets Ranking

Rank	Country	Total	Executive	Jets	Turboprops
1	USA	19'894	94	12'301	7'499
2	Brasil	1'611	4	799	808
3	Canada	1'335	10	524	801
4	Mexico	1'305	10	890	405
5	Venezuela	764	1	326	437
6	Germany	637	8	400	229
7	Australia	590	2	193	395
8	UK	517	14	339	164
9	South Africa	435	3	158	274
10	France	410	7	213	190
14	Switzerland	269	7	178	84

# Forecast Business Jets 2015-2024



Region	Deliveries	Revenue	Annual growth
North America	3'900	\$ 96 bn	2%
Europe	1'525	\$ 50 bn	7%
China	875	\$ 33 bn	13%
South America	850	\$ 24 bn	3%
CIS	510	\$ 16 bn	6%
Middle East	400	\$ 15 bn	7%
Asia Pacific	355	\$ 14 bn	6%
South Asia	310	\$ 12 bn	12%
Africa	275	\$ 7 bn	5%

## Europe's Top 10 Business Aviation Airports

Rank	Airport	Movements
1	Paris Le Bourget	51'186
2	Geneva	35'484
3	Nice Cote d'Azur	31'474
4	London Luton	27'718
5	Moscow Vnukovo	24'758
6	Zurich	24'100
7	London Farnborough	22'496
8	Milan Linate	20'310
9	Rome Ciampino	17'344
10	Vienna Schechat	15'942

Geneva and Zurich are key business aviation destinations.

# Value Creation Business Aviation

- Europe: EUR 10.4 billion
- Switzerland: EUR 800'000'000 (plus EUR 1 billion revenues from Pilatus)
- Important for swiss economy (strong presence of international firms and HNWIs – needs: flexibility, time gain, access – hyper competitive environment)



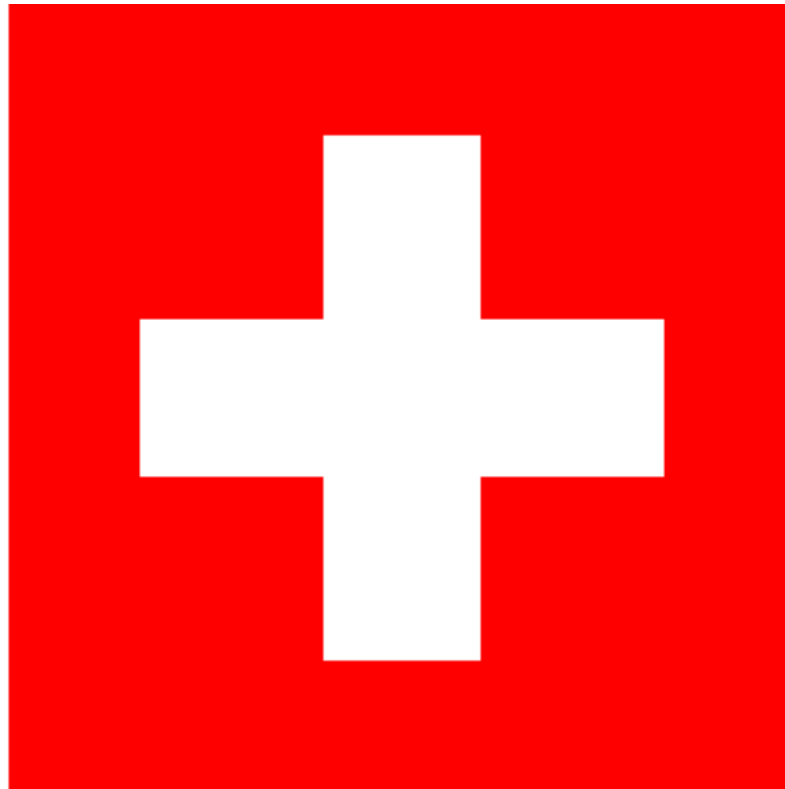
# PROS & CONS



# PRO: Location



# PRO: Stable legal, political and economical environment



## PRO: Stable legal, political and economical environment

- Reliable and efficient legal system
- High regulatory standards (international safety, maintenance standards)
- Secure mortgage register
- Safe and reliable enforcement of security rights
- Neutral nationality register prefix
- Insurance requirements
- High quality standards
- Highly professional and experienced financial institutions
- Healthy and strong economy

# PRO: BAZL



## PRO: BAZL

- High level of experience
- High service levels (helpful, reliable and responsive)
- Excellent international reputation

## PRO: VAT

- Swiss VAT: 8%
- Commercial: Zero rate

## PRO: Technical Know How

- Third largest number of manufacturer-affiliated MRO companies in Europe (manufacturer approved service centers)
- Own Business aircraft manufacturer (Pilatus)
- Very high service quality in general – well known worldwide



PRO

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PRO

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PRO

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## CONS

- Increasingly busy and pricey airports (limited take-off and landing slots availability)
- No cabotage (negotiations blocked)
- Swiss VAT Law re aircraft still not 100% clear (but: new guideline issued)

# Future

- More business aircraft
- Online booking technology
- New business models arising (fly victor, jet smarter, globeair etc.) – not yet fully mature in view of usability
- Private Jet Charter more attractive and accessible
- Airport Dübendorf (new business aviation center)
- Basel Mulhouse (big potential)
- More legal certainty re VAT and customs

## Conclusions

- Switzerland is one of the leading jurisdictions for business aviation worldwide
- Great potential for business aviation in Europe and particularly Switzerland in the future
- BUT: WE NEED TO DO MORE!
- **The Future of Business Aviation in Switzerland is bright!**

Thank you for your attention!

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