

## Study highlights strong US business aviation finance market

#ACJ #ACJTwoTwenty #NBAA

**LAS VEGAS: EMBARGOED UNTIL 02.00 OCTOBER 23, 2024** — In a new survey of U.S.-based business aviation financiers and private jet brokers commissioned by Airbus Corporate Jets (ACJ), 84% expect the business finance and leasing market to grow over the next two years. Furthermore, 82% of those surveyed expect access to business aviation finance to increase between now and 2027.

Over the next five years, 73% of those surveyed expect the market share of the business aviation finance market from specialist lenders to increase - 17% believe it will grow dramatically. Just 12% expect their market share to fall, and 15% anticipate it won't change.

Operating leases – where the lessor takes the title of an aircraft and leases it back to the buyer – are expected to grow in popularity over the next five years. Three out of four business aviation financiers and private jet brokers expect demand for these to rise.

Nine out of ten (91%) business aviation financiers and brokers interviewed believe business aviation finance rates will become more attractive between now and 2026.

When it comes to larger business aircraft, demand is increasing at a faster rate than for smaller jets, and 35% of business aviation financiers and brokers believe this means they should hold their value better. However, 63% expect changes in their valuation to be in line with the business aviation market in general.

As demand for larger business jets is increasing at a faster rate than the market as a whole, 63% of those surveyed believe it will become easier to secure financing for them compared to midsize or smaller jets.

“Aircraft financing is key to supporting growth in the business aviation sector,” says Chadi Saade, President, ACJ. “Our research suggests that the business aviation market is set to continue to expand and access to finance will become more available. In particular, as demand for larger business aircraft increases, it may become easier to secure financing against them.”

ACJ offers a range of large business aircraft. The recently launched ACJ TwoTwenty is carving out a whole new market segment – ‘The Xtra Large Bizjet.’

The ACJ TwoTwenty offers twice the cabin real estate compared to similarly priced ultra long range (ULR) business jets, combined with market-leading fuel efficiency and unrivaled reliability. It occupies the same parking footprint as competitive ULR jets and can take off from the same airports, but the ACJ TwoTwenty operating costs are one-third less.

With a range of up to 5,650 nm (more than 12 flight hours), the ACJ TwoTwenty can meet the requirements of 99.9% of all U.S. departures,<sup>2</sup> connecting city pairs including Los Angeles to London, Miami to Buenos Aires, and New York to Istanbul.

As with all ACJ aircraft, the ACJ TwoTwenty is capable of flying with up to a 50% blend of kerosene and sustainable aviation fuel (SAF) while keeping to the technical specifications of Jet A. All Airbus commercial aircraft and helicopters will be capable of operating with 100% SAF by 2030. This capability will play an essential role in the sector’s decarbonization journey.

More than 200 Airbus corporate jets are in service worldwide.








**Contacts for the media**

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| Justin Dubon<br>Airbus<br><a href="mailto:justin.dubon@airbus.com">justin.dubon@airbus.com</a> | Courtney Woo<br>Airbus<br>+19725225486<br><a href="mailto:courtney.woo@airbus.com">courtney.woo@airbus.com</a> | Richard Thomas<br>Perception A<br>+1 (415) 858-3421<br><a href="mailto:richard@perceptiona.com">richard@perceptiona.com</a> |
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**Notes to Editors:**

1. Airbus Corporate Jets commissioned the independent research company Pureprofile to survey 50 business aviation financiers, and 50 private jet brokers in the U.S. The study was conducted in August 2024.
2. Airbus Corporate Jets analysis of WingX data, January 2024.

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