

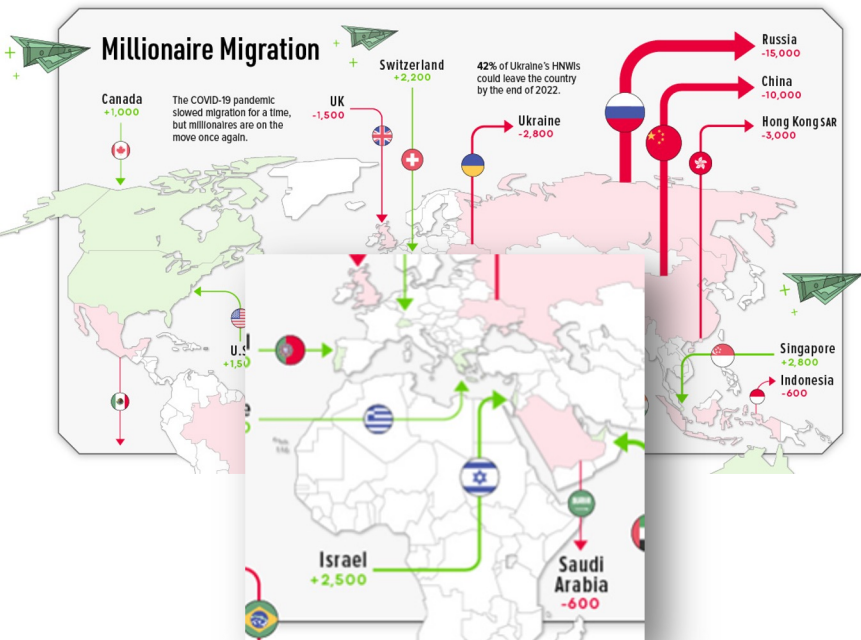


THE ISRAELI BUSINESS JET MARKET 2023



BY RON HOFFMAN, JETSETTER CEO

ISRAEL



Credit visual capitalist - <https://www.visualcapitalist.com/migration-of-millionaires-worldwide-2022/>



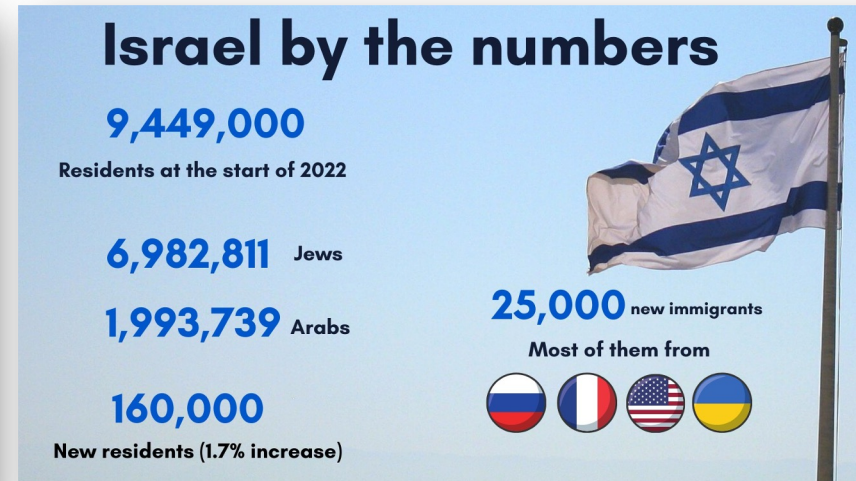
Forbes Technology Innovation Entrepreneurs

Israel flag. By: Shutterstock

Israel is among the top 20 global economies in GDP per capita for the first time

During this year of crisis Israel managed to make the most of its resilience and position itself among the richest economies in the world. So why is that that we don't feel so well-off?

Credit forbes- <https://forbes.co.il/e/israel-is-among-the-top-20-global-economies-in-gdp-per-capita-for-the-first-time/>



Israel by the numbers

9,449,000
Residents at the start of 2022

6,982,811 Jews

1,993,739 Arabs

25,000 new immigrants
Most of them from

160,000
New residents (1.7% increase)

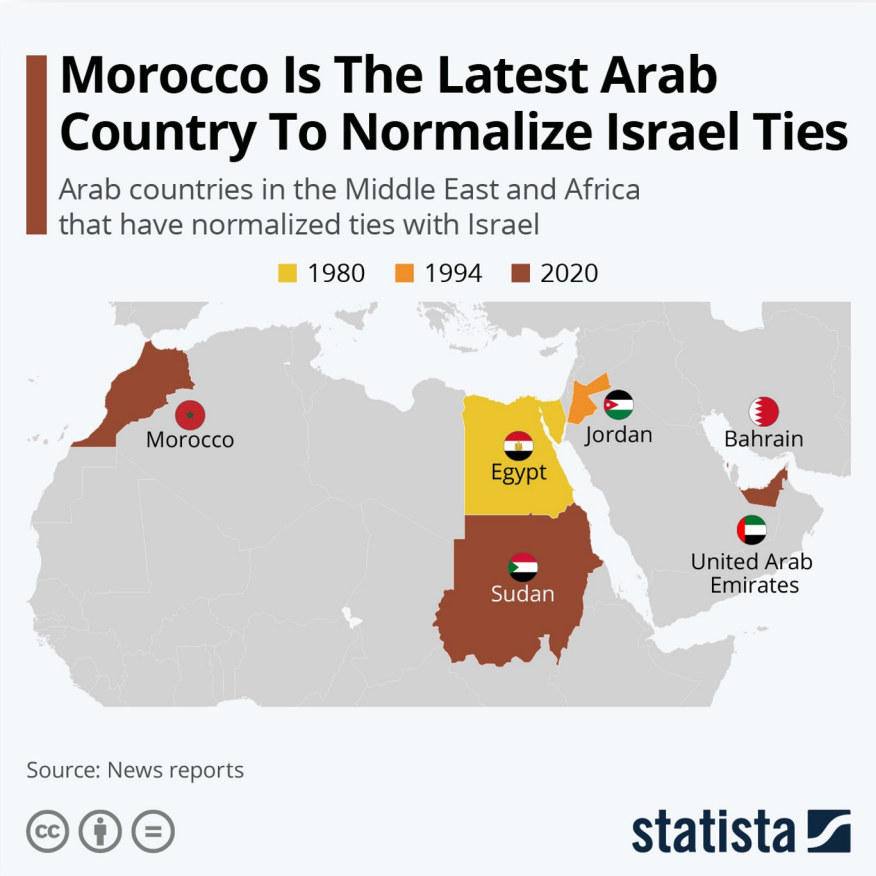
Most of them from: Russia, France, USA, Ukraine

Credit - Israeli embassy cyprus - <https://embassies.gov.il/nicosia-en/NewsAndEvents/Pages/Israeli-population-at-the-start-of-2022.aspx>

Immigration target

Economic strength

A growing population



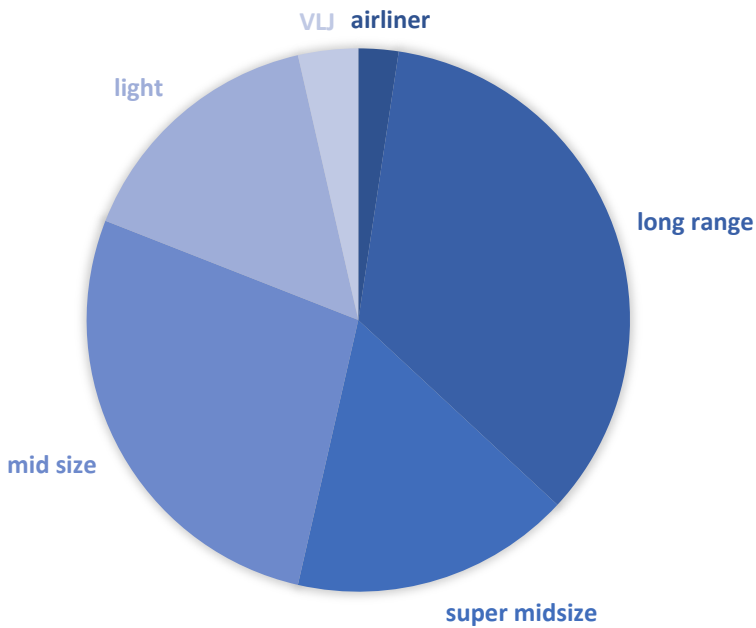
Credit – statista - <https://www.statista.com/chart/23754/arab-countries-that-have-normalized-ties-with-israel/>



New regional opportunities open up

~ 80

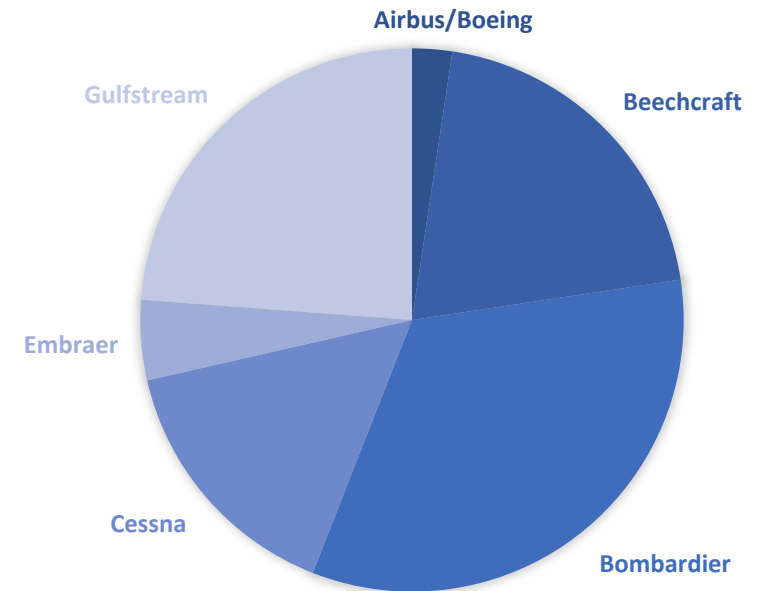
FLEET BY TYPE



Textron 36%
Bombardier 33%
Gulfstream 24%

Mid/Super-Mid 44%
Large+ 37%
Light/VLJ 19%

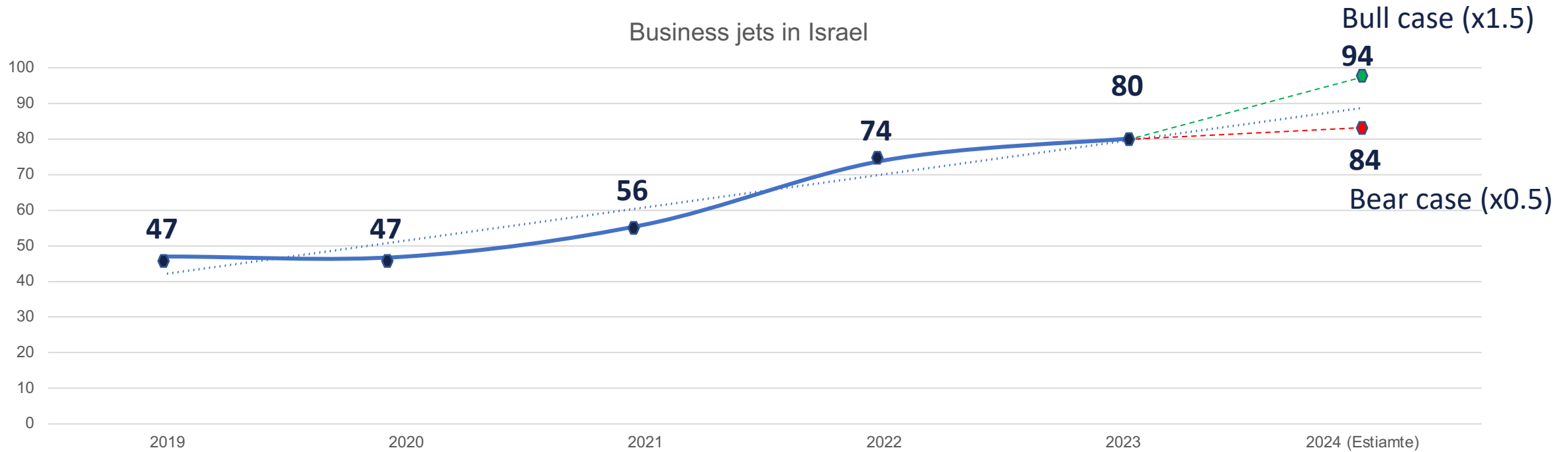
FLEET BY OEM





ISRAEL BUSINESS JET FLEET

~10% Growth



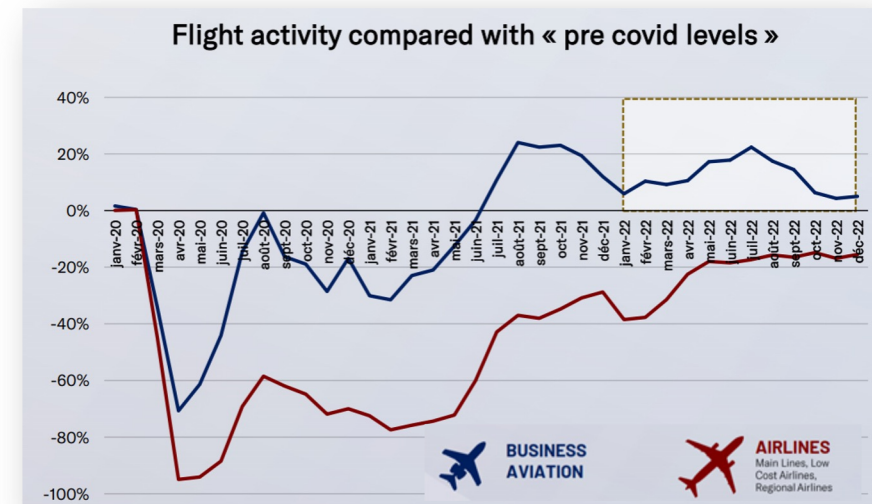
~10% Growth

Startup nation/tech wealth ☐ organic HNWI's growth

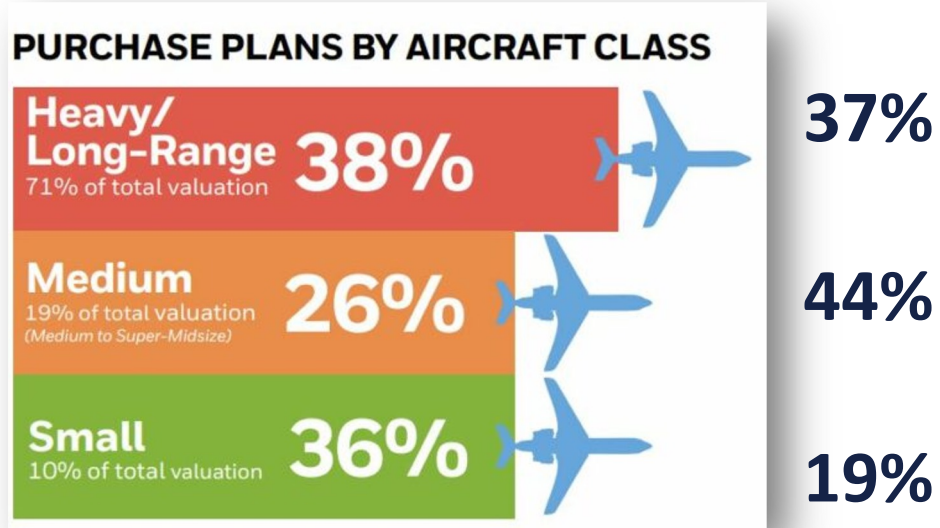
Millionaire migration (Russian/Jewish)☐ inbound HNWI's growth

Limited commercial aviation options ☐ still not back to pre-COVID levels

Attractive pre-owned opportunities☐ incentive for first time owners



ISRAEL MARKET ANOMALIES



credit – flying magazine - <https://www.flyingmag.com/more-strong-growth-forecast-for-bizav-sector-in-2023-onward/>

Larger aircraft category mix

#	Country	Population	# of jets	per capita
1	USA	331 M	14,421	22,953
2	Canada	37.7M	557	67,760
3	UAE	9.8 M	102	96,965
4	Australia	25.5 M	218	116,972
5	Israel	9.4 M	80	118,000
6	Germany	83.8 M	516	162,372
7	Belgium	11.7 M	67	172,979
8	UK	67.8 M	323	210,173
9	France	65.3 M	262	249,136
10	South Africa	59.3 M	119	498,392

Hi fleet per capita ratio

ISRAEL MARKET ANOMALIES



infrastructure and MRO gaps



Few local registered aircraft

Strong growth in HNWI's

☐ more potential new users of business aviation
(charter/fractional/cards/ownership/rotary-wing)

Continues growth in fleet

☐ to meet growing demand

Unique characteristics but part of world community:

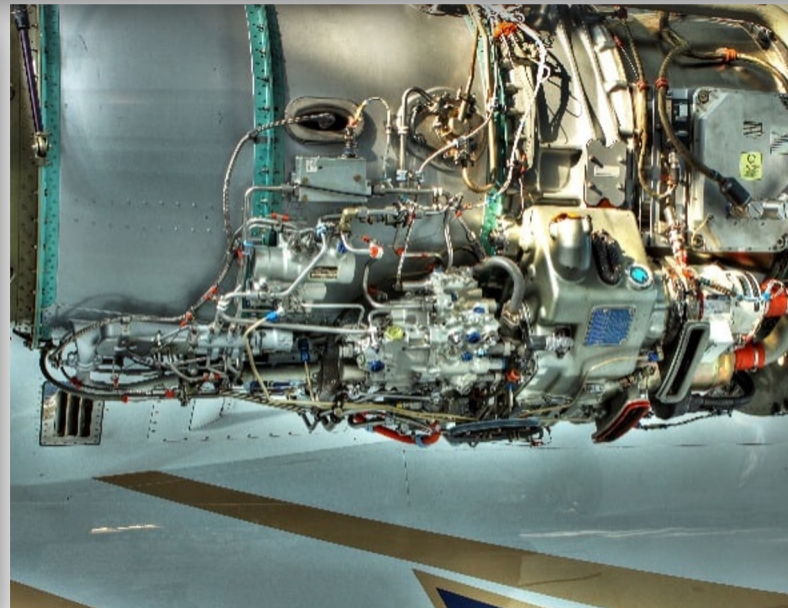
- ☐ not immune to macro trends (economic/other)
- ☐ Part of the global pre-owned market



Aircraft transactions



Infrastructure & services



MRO and parts



Rotary wing



THANK YOU

