



Media Contact:

**Aimee Talbert Nardini, Global Jet Capital**

**561.212.1594 [mobile]**

[atalbertnardini@globaljetcapital.com](mailto:atalbertnardini@globaljetcapital.com)

**Phil Anderson/Chris Jarvis, Citigate Dewe Rogerson**

**0044 207 282 1031/1088**

[phil.anderson@citigatedr.co.uk](mailto:phil.anderson@citigatedr.co.uk)/[chris.jarvis@citigatedr.co.uk](mailto:chris.jarvis@citigatedr.co.uk)

## **RESEARCH REVEALS BUSINESS AVIATION PROFESSIONALS ARE OPTIMISTIC ABOUT THE MIDDLE EAST PRIVATE JET MARKET**

**Tuesday 6<sup>th</sup> December 2016, Dubai-** New research<sup>(1)</sup> from Global Jet Capital, a global provider of financing solutions for corporate aircraft, reveals that 59% of business aviation professionals believe the Middle East private jet market is currently attractive for finance companies. Only 15% think it is unattractive.

The survey<sup>(1)</sup> of over 200 business aviation professionals reveals that over the next three years, 41% expect this market to become more attractive, compared to 13% who believe it will become less appealing.

Over the next 10 years, Global Jet Capital estimates that as many as 350 new business jets could be delivered to the Middle East<sup>(2)</sup> worth an estimated \$10.5 billion<sup>(3)</sup>. It believes that 220 of these jets could be medium to large in categories, which are the types it prefers to finance<sup>(3)</sup>.

Analysis by Global Jet Capital reveals that there is currently 739 business jets in the Middle East<sup>(4)</sup>.

<b>Type of private jet</b>	<b>Number of aircraft of this type in the Middle East</b>
Business airliner	83
Large jet	112
Medium sized jet	537
Light jet	4
Very light jet	3
<b>All jets</b>	<b>739</b>

Simon Davies, Global Jet Capital’s Sales Director for the Middle East, said: “We specialize in funding the purchase of mid to large private jets, and these typically cost between



\$25 million and \$75 million each. Up to 80% of the purchase price is sourced through external financing and if over 200 of these aircraft are going to be delivered to the Middle East between now and 2025, this becomes an increasingly attractive market for us.”

Global Jet Capital’s research<sup>(1)</sup> among business aviation professionals reveals that 51% expect the availability of finance for the global business aviation sector will increase between now and 2019, with 8% predicting the increase to be dramatic. Just 21% expect the level of funding to purchase business aircraft to fall over the period, with 23% believing that it will remain at current levels until 2019.

Global Jet Capital launched in 2014 and it is capitalized by three global investment firms – GSO Capital Partners, a Blackstone company in partnership with Franklin Square Capital Partners\*; The Carlyle Group; and AE Industrial Partners. In January 2016 Global Jet Capital completed the purchase of GE’s corporate aircraft lease and loan book in the Americas.

The company’s current management team and executive committee is composed of leaders from business jet manufacturers, maintenance and service providers and leading financial institutions who have served the private aircraft industry for a combined 200-plus years and have completed over 3,500 aircraft transactions.

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### **Notes to editors**

- (1) Global Jet Capital commissioned Corporate Jet Investor to conduct research with 200 business aviation professionals in May 2016
- (2) Bombardier Business Aircraft Market Forecast 2016 – 2025
- (3) Global Jet Capital analysis of Bombardier data
- (4) Global Jet Capital analysis of JetNet data (18th November 2016)

### **Global Jet Capital**

With \$2.5 billion in assets under management and the additional current committed capacity to lend \$1 billion, Global Jet Capital provides financing solutions for the private aircraft market. The company is capitalized by world-class private investors with expertise in the global aviation industry: GSO Capital Partners, a Blackstone company, in partnership with FS Investments, The Carlyle Group and AE Industrial Partners. The Global Jet Capital management team has served the private aircraft industry for a combined 200-plus years and has completed over 3,500 aircraft transactions. The company has the expertise, financial



strength, industry relationships and infrastructure necessary to offer a variety of flexible financing solutions at the speed the market requires. [www.globaljetcapital.com](http://www.globaljetcapital.com)

### **GSO Capital Partners and FS Investments**

GSO Capital Partners, with approximately \$89 billion in assets under management, is the credit platform of The Blackstone Group, a leading global institutional alternative asset manager, with assets under management of over \$360 billion\*. FS Investments, formerly Franklin Square Capital Partners, is a leading asset manager that designs alternative investments, including six funds sub-advised by GSO or its affiliates representing over \$18 billion in assets under management as of June 30, 2016. [www.blackstone.com/gso](http://www.blackstone.com/gso)

\* As of September 30, 2016

### **The Carlyle Group**

The Carlyle Group (NASDAQ: CG) is a global alternative asset manager with \$176 billion of assets under management across 128 funds and 170 fund of funds vehicles as of June 30, 2016. Carlyle's purpose is to invest wisely and create value on behalf of its investors, many of whom are public pensions. Carlyle invests across four segments – Corporate Private Equity, Real Assets, Global Market Strategies and Investment Solutions – in Africa, Asia, Australia, Europe, the Middle East, North America and South America. Carlyle has expertise in various industries, including: aerospace, defense & government services, consumer & retail, energy, financial services, healthcare, industrial, real estate, technology & business services, telecommunications & media and transportation. The Carlyle Group employs more than 1,650 people in 35 offices across six continents. [www.carlyle.com](http://www.carlyle.com)

### **AE Industrial Partners**

AE Industrial Partners is a private equity investment company founded in 1998, by David Rowe and his late father, aviation pioneer Brian Rowe, to make direct investments in aerospace, power generation and specialty industrial companies. Today AE Industrial is led by 11 partners with each having an average of over 30 years of relevant operating and direct investment experience. AE Industrial is focused on investing in precision component manufacturing, distribution, MRO (maintenance, repair and overhaul) and industrial service-based businesses that are strategically important to their market places. AE Industrial has invested in over 30 companies including: Aviall, Dynamic Precision Group, Grand Prairie Accessory Services, Moeller Aerospace, Landmark Aviation, Kellstrom Materials and Belcan Corporation. [www.aeroequity.com](http://www.aeroequity.com)

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