

# ASIAN SKY Training Report

ASIA-PACIFIC REGION

YE 2020



## COVER FEATURE

## SINO JET

## INDUSTRY INSIGHTS

IADA

OMNI AVIATION

WYVERN

## SPECIAL FEATURES

COVID-19 IMPACT ON TRAINING  
OVERSEAS TRAINING DEMAND AND SCHOOLS

## MARKET UPDATES

PILOT DEMAND FORECAST  
SPECIAL MISSION TRAINING



ASIAN SKY MEDIA



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# EDITOR'S NOTE



Up until the first few months of 2020 there was a lot of talk in the industry about a looming pilot shortage. With airlines and business jet operators ordering hundreds and hundreds of new aircraft to keep up with growth plans, many

were wondering where all the pilots that would be needed to fly the new aircraft would be coming from. OEMs and analysts put out pilot demand forecasts stating how many new pilots would be needed between 2020 and 2030 – ASG included.

Unfortunately, we, much like everybody else, had to revise our forecast. The unprecedented effects of the COVID-19 pandemic, which saw airline schedules slashed and aircraft fleets parked up, also saw many pilots either lose their jobs, or take early retirement. This short-term shock is expected to last until mid-2023, by which time it is hoped that the majority of the global population will have been vaccinated against the virus. With this in mind, we have revised our 10-year forecast period, which now runs from 2023 – 2033.

The one thing that stuck out whilst preparing the forecast is just how resilient the industry has been. There have been several occasions in living memory where there was a sudden and dramatic cut in passenger numbers. The tragic events of September 11th, 2001, as well as the global financial crisis, were both events that caused a sudden and very noticeable drop in the number of passengers flying. Both dips were temporary, and as we saw, once the aviation industry rebounds, it comes back stronger and healthier than before.

This is perhaps reflected in our analysis of the number of training schools in the region, as well as the number of fixed-wing and rotary aircraft used by those schools. Overall, there were 24 more training schools in Asia-Pacific at the end of 2020 than there were at the beginning of 2018, and an additional 253 training

aircraft. In a remarkable piece of symmetry, the number of training schools, as well as the number of fixed-wing training aircraft in the region, had both grown annually by 4% since 2018. The number of rotary training aircraft grew by 9% over the same period.

The arrival of COVID-19 also caused great disruption in the training industry, with many training providers reassessing how to deliver their courses to see if any could be taught over the internet. Whilst in practice this is a great idea, not all courses can be taught this way. Landing a G650ER at Narita in 35 knot cross winds in Flight Simulator X might be challenging, but no matter how realistic, it will never be a replacement for in-person training.

The training report does not just focus on pilot training but covers a wide range of different aviation courses. Special features this issue include a feature on the impact that COVID-19 is having on the industry, as well as a report on the growing number special mission training courses across the region.

Elsewhere, Sino Jet, Asia's largest business jet operator, talks us through its talent acquisition program, and how it builds an individual program for each of its employees to reach their full potential. WYVERN's CEO Sonnie G. Bates talks us through his firm's Safety Leader Training Course, and we also have a country profile on OMNI Aviation, the Philippines-based training school. Last, but very definitely not least, we have a feature on IADA U, the continuing learning program offered by the International Aircraft Dealers Association (IADA). Asian Sky Group, the parent company of Asian Sky Media, is the only IADA member that has its headquarters in Asia.

As always, we would like to thank everybody that has graciously provided data and valuable insight, without which this report would not have been possible.

A handwritten signature in dark ink, appearing to read 'Alud', written over a faint background image of an airport tarmac.

Sincerely,  
Alud Davies

Media and Communications Director, Asian Sky Group



# EXECUTIVE SUMMARY

It would be fair to say that 2020 was an interesting year. Although COVID-19 had a dramatic effect on the aviation industry, training schools in Asia-Pacific showed resilience, especially when compared to 2018. In 2020, mainland China and Australia were the biggest markets for fixed-wing and helicopter training schools, respectively. Mainland China experienced the most net fleet additions in both fixed-wing and helicopter training fleets, while Australia had the most net fleet deductions. For the whole Asia-Pacific region, there were 24 more training schools, 205 more fixed-wing and 48 more helicopter training aircraft in 2020 than in 2018.

Across the training schools in Asia-Pacific, 21 provided both fixed-wing and helicopter training. 270 schools offered only fixed-wing training courses and 65 whilst offered helicopter training. The training schools with the most fixed-wing and helicopter fleets are in mainland China and Australia.

Cessna has about half of the fixed-wing OEM market share, with the most net fleet additions of 123 aircraft. Diamond and Piper come next – accounting for market shares of 18% and 12%, respectively. Together, the top three fixed-wing OEMs accounted for nearly 80% of the Asia-Pacific training fleet at the end of December 2020. The total fixed-wing training market experienced a net growth of 205 aircraft, which is the equivalent of 8% growth over 2018.

Robinson, with a training fleet of 195 helicopters, had the largest rotary OEM market share in the Asia-Pacific region – 35%. Robinson's training fleet witnessed a net growth of 21 helicopters since October 2018 - the largest net fleet addition among all other rotary OEMs. Airbus Helicopters and Bell are the next most popular rotary training OEMs in the region – accounting for market shares of 27% and 25%, respectively. Together, the top three rotary OEMs accounted for more than 85% of the Asia-Pacific training fleet. The total rotary training market has experienced net growth of 48 aircraft, which is the equivalent of 9% over 2018.

Although the overall situation of training schools in Asia-Pacific continued on an upward trend, COVID-19 brought some changes into the training industry.

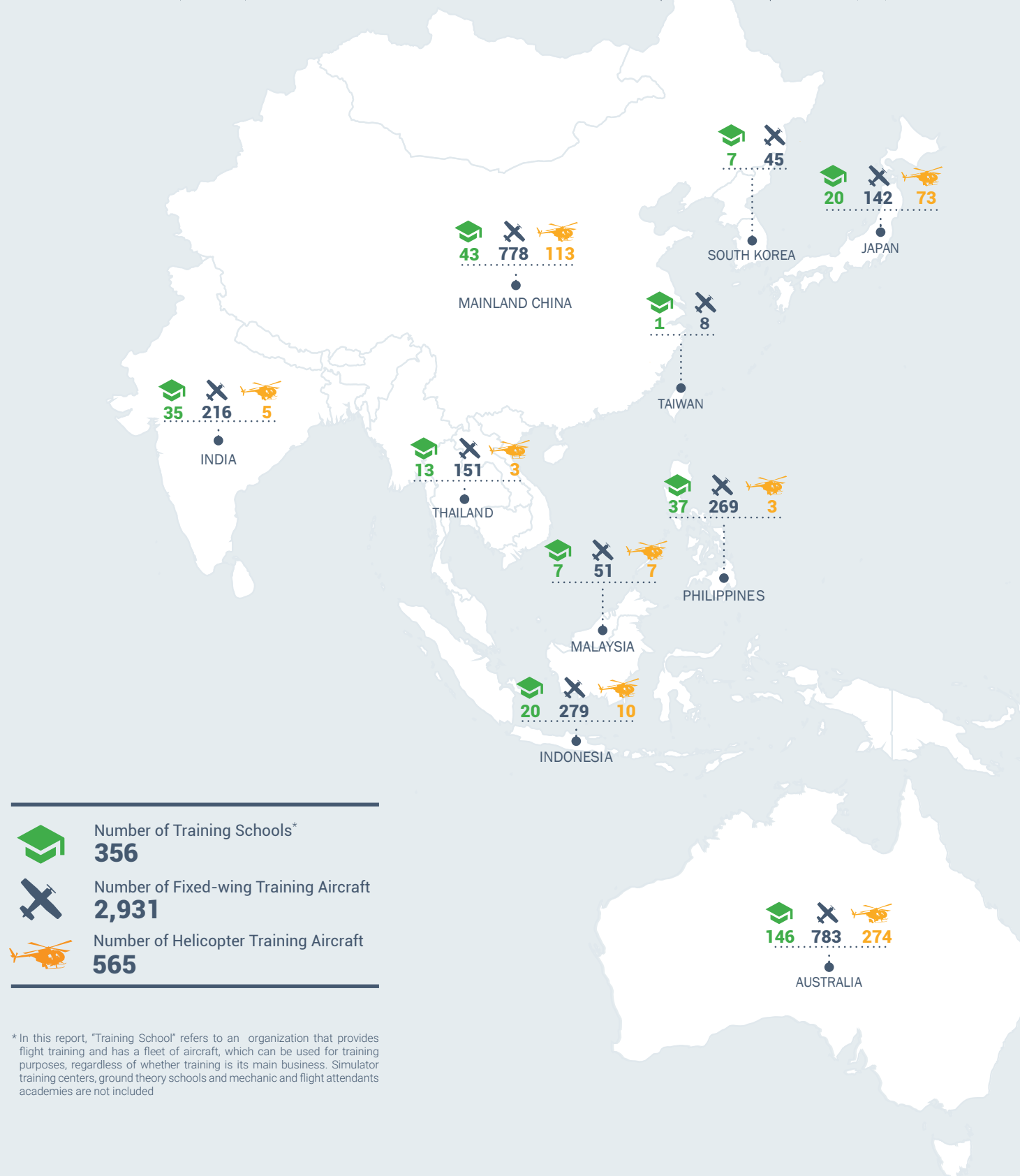
According to ASG's survey results, theoretical courses were moved online where possible and practical flying courses were prohibited during the most serious period of the COVID-19 outbreak. Given the above, some schools were not able to send students abroad to take practical flying courses due to border closures and visa restrictions. Nonetheless, training schools remain positive about the future growth potential of pilot training programs once the pandemic has subsided. It is expected that the pandemic will end in 2023, once the majority of the population has been vaccinated against the virus.

Once the industry recovers, it is expected that a total of 95,000 new pilots will be needed over the following ten years. With lots of pilots and cabin crew leaving the industry in 2020 and not due to return until the pandemic is over, there will be a shortage of pilots and cabin crew in the industry, which indirectly leads to increased demand of training schools to train future pilots and cabin crew.

Additionally, as there is substantial growth in demand for special mission helicopter crew, more specialized helicopter courses are needed to meet this growing need. The pandemic also gave training schools the opportunity to adapt to the current situation, and plan for long-term growth.



# TRAINING SCHOOL OVERVIEW



Number of Training Schools\*

**356**



Number of Fixed-wing Training Aircraft

**2,931**



Number of Helicopter Training Aircraft

**565**

\* In this report, "Training School" refers to an organization that provides flight training and has a fleet of aircraft, which can be used for training purposes, regardless of whether training is its main business. Simulator training centers, ground theory schools and mechanic and flight attendants academies are not included



## LARGEST MARKETS

Fixed-wing  
Australia

783

Helicopter  
Australia

274



## MOST NET FLEET ADDITIONS

Fixed-wing  
Mainland China

+204

Helicopter  
Mainland China

+34



## MOST NET FLEET DEDUCTIONS

Fixed-wing  
Australia

-28

Helicopter  
Australia

-8

There were 356 aviation training schools, operating a total of 565 helicopters and 2,931 fixed-wing aircraft across the Asia-Pacific. Australia had the most with a total of 146 training schools. Mainland China came next with 43 training schools, followed by the Philippines with 37. The three countries with the fewest training schools were Malaysia (7), South Korea (7), and Taiwan (1). Australia was the largest market with the most fixed-wing and helicopters available for flight training. None of the training schools in South Korea or Taiwan offered helicopter flight training courses.

Compared with 2018, mainland China's fixed-wing training schools added 204 aircraft, and a further 34 helicopters. Australia saw the most reductions, with 28 fixed-wing aircraft and eight helicopters leaving the fleets of training schools.

Across Asia-Pacific as a whole, there were 24 more training schools at the end of 2020 than there were in 2018, representing growth of 4% annually. Furthermore, the number of fixed-wing and helicopter training aircraft across the region increased by 205 and 48 respectively. Overall, the growth is a positive signal, indicating increased interest in flight training schools across the region.

27 209 77

NEW ZEALAND

## Net School Growth 2018-2020

COUNTRY (REGION)	Net School Growth	Annual Growth Rate
Mainland China	+17	29% ↑
New Zealand	+4	8% ↑
India	+2	3% ↑
Philippines	+2	3% ↑
Malaysia	+1	8% ↑
Thailand	+1	4% ↑
Indonesia	-	-
Japan	-	-
South Korea	-	-
Taiwan	-	-
Australia	-3	-1% ↓
<b>TOTAL</b>	<b>+24</b>	<b>4% ↑</b>

## Net Fleet Growth 2018-2020

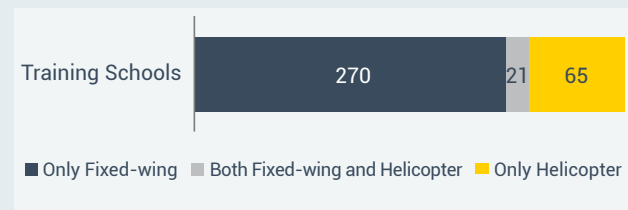
FIXED-WING		
COUNTRY (REGION)	Net Fleet Growth	Annual Growth Rate
Mainland China	+204	16% ↑
Japan	+18	7% ↑
New Zealand	+15	4% ↑
Philippines	+11	2% ↑
Malaysia	+2	2% ↑
Indonesia	+2	0%* ↑
South Korea	-	-
Taiwan	-	-
Thailand	-9	-3% ↓
India	-10	-2% ↓
Australia	-28	-2% ↓
<b>TOTAL</b>	<b>+205</b>	<b>4% ↑</b>

\*Indonesia has 0.4% Annual Growth Rate

HELICOPTER		
COUNTRY (REGION)	Net Fleet Growth	Annual Growth Rate
Mainland China	+34	20% ↑
New Zealand	+15	11% ↑
Japan	+9	7% ↑
India	+1	12% ↑
Philippines	-	-
Malaysia	-	-
Indonesia	-	-
Australia	-8	-1% ↓
<b>TOTAL</b>	<b>+48</b>	<b>9% ↑</b>

## School & Course Overview

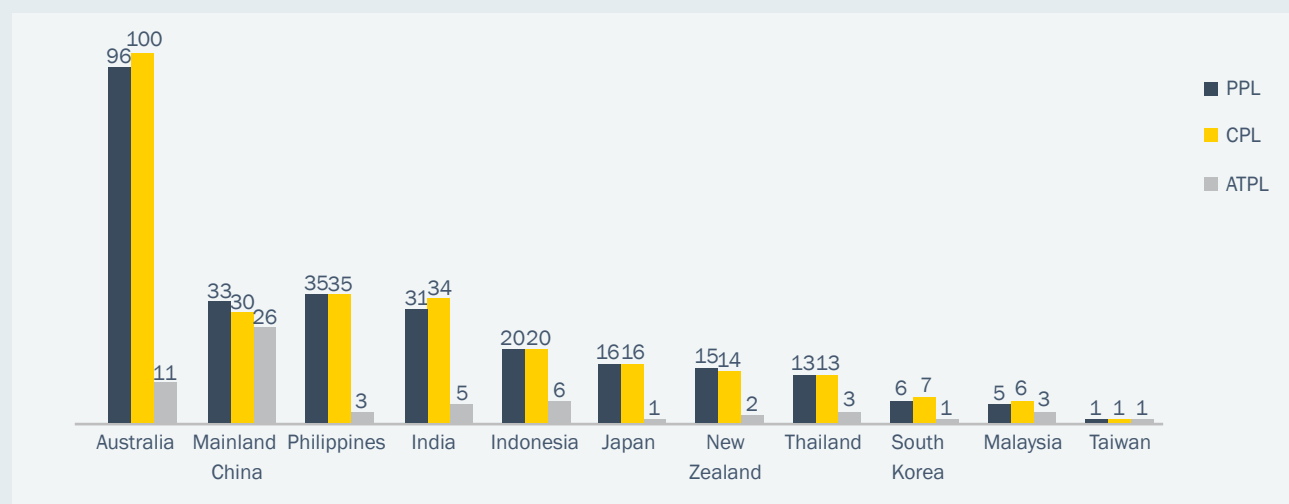
### Training School by Type



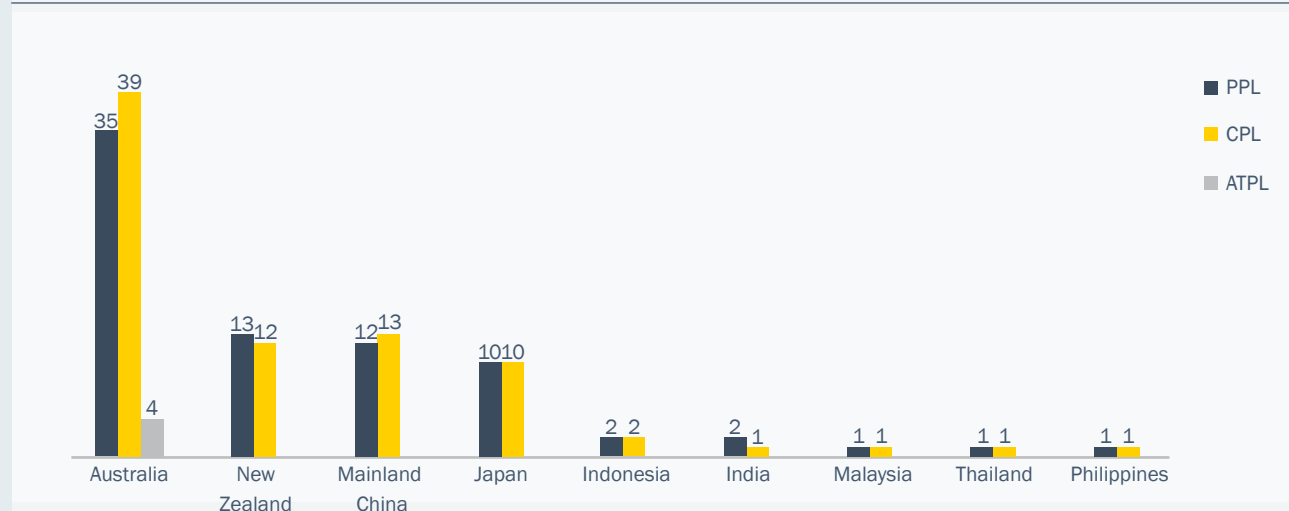
Among the 356 training schools in Asia-Pacific, 270 schools offered only fixed-wing courses, whilst 65 schools provided only helicopter courses. The number of schools offering both fixed-wing and helicopter courses was 21.

There were three main types of flight training courses available in 2020: PPL, CPL & ATPL. PPL is a Private Pilot License, which a student can get with just 35 flying hours. As a private pilot, a person cannot be paid, compensated to fly, or hired by any operator. PPL is the most common license held in general aviation and is the first step to acquiring all other licenses. CPL stands for Commercial Pilot License. A student can receive a CPL certificate in 250 flying hours. This license is much more difficult to obtain and needs more flying knowledge than a PPL. A commercial pilot can be paid, compensated to fly, and hired by operators. ATPL is the Airline Transport Pilot License. A student can get an ATPL certificate with 1,500 flying hours. An airline pilot typically qualifies to fly for the major airlines. In addition, ATPLs must qualify with a wide range of experience and training to be considered for this certificate.

### Fixed-wing Training Courses by Country



### Helicopter Training Courses by Country





The other three flight training courses are IR, MER, and Flight Instructor. IR stands for Instrument Rating, while MER means Multi-Engine Rating. IR and MER courses are necessary for a private or commercial pilot to have the basic qualifications needed to join an airline. It is compulsory for pilots to pass written IR and MER exams. Additionally, a pilot must hold either a CPL or ATPL, as well as an IR certificate, to become a Certified Flight Instructor.

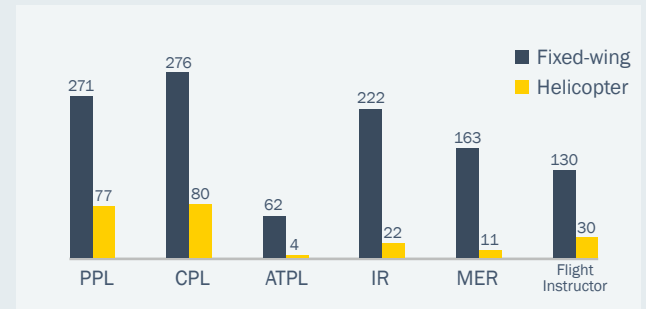
Australia had the most flight training schools offering fixed-wing PPL and CPL courses – with 96 and 100 schools, respectively. Mainland China had the most schools offering the fixed-wing ATPL courses – 26.

Australia had the most schools offering helicopter PPL and CPL courses – 35 and 39, respectively. New Zealand came second – with 13 and 12 schools offering PPL and CPL courses, respectively. The only helicopter training schools that also offered ATPL courses were in Australia.

Instrument Rating (IR), Multi-Engine Rating (MER), and Flight Instructor courses are also important for trainees to take to increase their knowledge.

CPL is the most common course that training schools offer. PPL courses came next, and then IR. There were 276 fixed-wing training schools and 80 helicopter training schools offering CPL courses in Asia-Pacific in 2020. Only 62 fixed-wing and four helicopter training schools provided The fixed-

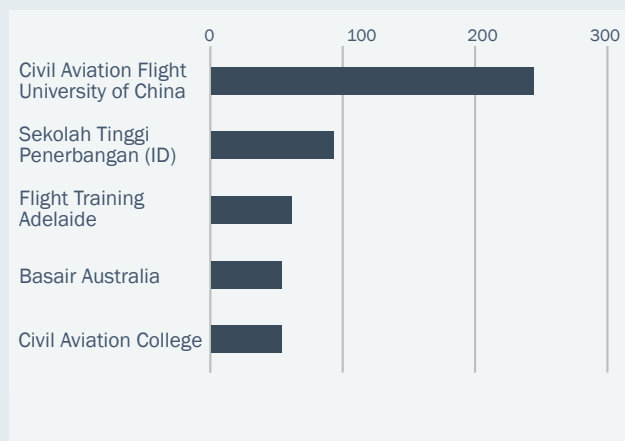
## Training Courses by Category



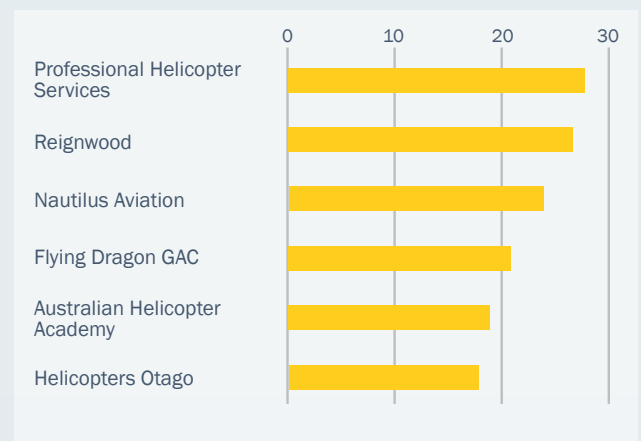
wing training schools with most aircraft are based in China and Australia. They are the Civil Aviation Flight University of China, Tianxiang Aviation College, Beidahuang GA and Flight Training Adelaide. China and Australia's flight training schools had the most helicopters. They are Beijing Capital Helicopter, Professional Helicopter Services, Flying Dragon GAC, Reignwood, Sichuan Tuofeng GA, and Nautilus Aviation.

Overall, there were more fixed-wing schools, courses and aircraft than there were for helicopters. This is due to the high penetration of fixed-wing training to the public. In other words, people are more interested in fixed-wing training courses and becoming a fixed-wing pilot. Also, the demand for fixed-wing pilots is higher than for helicopter pilots. Therefore, there are far more fixed-wing than helicopter schools.

## Fleet of Top Fixed-wing Training Schools



## Fleet of Top Helicopter Training Schools





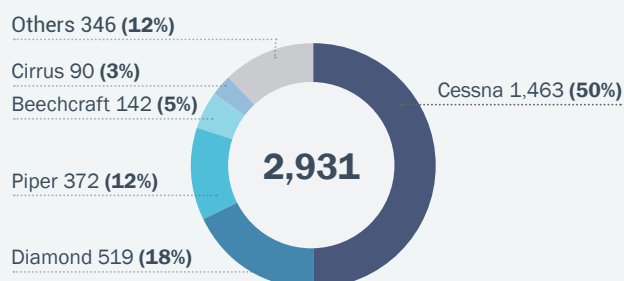
## Fleet Overview

With 1,463 aircraft, Cessna remains the top fixed-wing OEM with around 50% market share in the Asia-Pacific region. Diamond came second to Cessna with 519 aircraft, giving it a market share of around 18%. Compared to 2018, most fixed-wing OEMs experienced a certain degree of growth - apart from Piper, which lost seven aircraft from its fleet in 2020.

With 195 helicopters, Robinson had around a 35% share of the market, making it the top helicopter OEM with training schools in the region. Airbus ranked second with 150 helicopters, giving it a market share of 27%. Compared to 2018, the top three helicopter OEMs - Robinson, Airbus, and Bell, all experienced growth of between 5% and 6%. Overall, an additional 48 helicopters were added to the region's training schools in 2020 - an annual increase of 5% over 2018.

## Fixed-wing OEMs

### Market Share

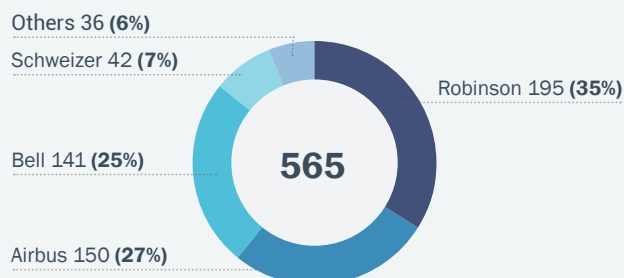


### Growth

Fixed-wing OEM	Net Fleet Growth	Annual Growth Rate
Cessna	+123	4% ↑
Diamond	+103	12% ↑
Cirrus	+18	12% ↑
Beechcraft	+5	2% ↑
Piper	-7	-1% ↓
Others	-37	-5% ↓
<b>TOTAL</b>	<b>+205</b>	<b>4% ↑</b>

## Helicopter OEMs

### Market Share



### Growth

Helicopter OEM	Net Fleet Growth	Annual Growth Rate
Robinson	+21	6% ↑
Airbus	+15	5% ↑
Bell	+15	6% ↑
Schweizer	-	-
Others	-3	-4% ↓
<b>TOTAL</b>	<b>+48</b>	<b>5% ↑</b>

## Most Popular Fixed-wing Training Aircraft

### Market Share

Cessna 172	1,005 (34%)
Diamond DA40	341 (12%)
Cessna 152	295 (10%)
Piper PA-28	216 (7%)
Diamond DA42	140 (5%)
<b>68% of total fleet</b>	

### Growth

Fixed-wing Model	Net Fleet Growth	Annual Growth Rate
Cessna 172	+113	6% ↑
Diamond DA40	+62	11% ↑
Cessna 152	+8	1% ↑
Piper PA-28	+11	3% ↑
Diamond DA42	+37	17% ↑

## Most Popular Helicopter Training Aircraft

### Market Share

R44	107 (19%)
Bell 206	92 (16%)
R22	80 (14%)
H125	69 (12%)
S-300	36 (6%)
<b>68% of total fleet</b>	

### Growth

Helicopter Model	Net Fleet Growth	Annual Growth Rate
R44	+14	7% ↑
Bell 206	+5	3% ↑
R22	+5	3% ↑
H125	+5	4% ↑
S-300	-2	-3% ↓

The Cessna 172 was the most popular fixed-wing training model as of December 2020 – 1,005 aircraft in operation. The model also experienced the largest net fleet growth, with 113 aircraft added since 2018. Diamond DA40 and Cessna 152 are the next most popular training models – with a fleet of 341 and 295 aircraft, respectively. The top five fixed-wing models accounted for nearly 70% of the market share.

The most popular helicopter models had a combined market share of 68%. The Robinson R44 ranked first with 107 helicopters – with a market share of 19%. Next was the Bell 206 with 92 aircraft, equivalent to a market share of 16%. Between 2018 and 2020, the helicopters with the biggest net fleet growth were the R44 (7%), H125 (4%), R22 (3%) and the Bell 206 (3%).





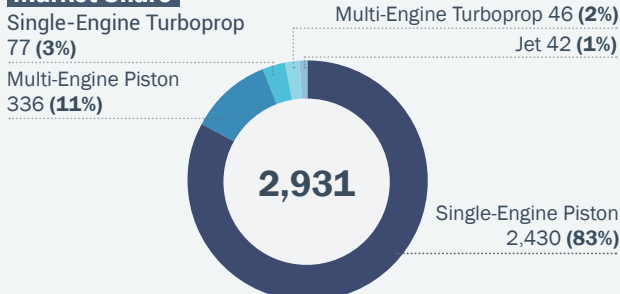
The single-engine piston had the largest fleet - 83% market share. Next was the multi-engine piston with 336 fleet, equivalent to a market share of only 11%. Between 2018 and 2020, the single-engine piston aircraft had the highest net fleet growth with 169 more fleet added. Despite this, the multi-engine piston was the size category with the largest annual growth rate of 7% by adding further 41 aircraft between 2018 and 2020.

The most popular helicopters used for training had a combined market share of 85%. Piston ranked first with 243 helicopters, giving them a market share of 43%. Single-engine turbine helicopters came second with 239 aircraft, equal to a market share of 42%. Although the piston rotary and the single-engine turbine size-categories had similar market shares, both were used differently in training programs. Piston helicopters are used for training, whilst single-engine turbine helicopters are mostly used for type ratings or special training. The medium size helicopter size category witnessed most annual growth - 18%.



## Fixed-wing Size Category

### Market Share

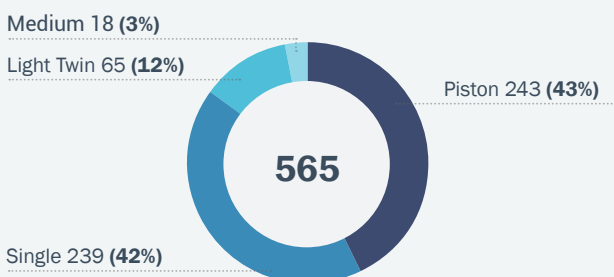


### Growth

Fixed-wing Fleet Size	Net Fleet Growth	Annual Growth Rate
Single-Engine Piston	+169	4% ↑
Multi-Engine Piston	+41	7% ↑
Single-Engine Turboprop	+1	1% ↑
Multi-Engine Turboprop	+1	1% ↑
Jet	-7	-7% ↓

## Helicopter Size Category

### Market Share



### Growth

Helicopter Fleet Size	Net Fleet Growth	Annual Growth Rate
Single	+19	4% ↑
Piston	+15	3% ↑
Light Twin	+10	9% ↑
Medium	+5	18% ↑



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Professional  
Resume Review



Studio Portrait  
Photography



Initial Job  
Interview





## THE POWER OF PEOPLE - SINO JET ON DEVELOPING BUSINESS AVIATION TALENT

INTERVIEW WITH **JASON SU**  
VICE PRESIDENT OF MAINTENANCE, SINO JET

For the aviation industry, safety is always the topic that attracts most people's interest. To ensure the safe operation of a flight, "people" are the core factor. It is impossible to guarantee a secure flight operation without a mature training system. Sino Jet trainees include not only pilots, but also cabin crew, ground staff, and maintenance technicians. Due to the high-end and unique services provided by the business aviation, it is also important to set up higher standard of training for the talented employees working in the business aviation.

In the past few years, Sino Jet has acquired incredible achievements in the number of fleets, safety management, and its high quality of services. It is highly correlated to its talent cultivation mechanism and training systems.

### PLEASE TELL US HOW YOU FIRST STARTED WORKING IN AVIATION?

I started working in 1993. I first joined the aircraft maintenance industry where I stayed for 28 years and used to work in for large aviation engineering technology companies. I accumulated lots of experiences in the field of maintenance quality management in large-scale aviation companies. Before I joined Sino Jet, I used to work at the China Civil Aviation Science Technology Academy where my responsibility was to manage the maintenance standard and SDR (software-defined radio) of civil aviation. Also, at that time I organized the team to write and edit "A guide to the development of a ground station for engine condition monitoring" to optimize the aircraft maintenance industry standard.

My whole career is inseparable from the aviation industry. In my opinion, an aircraft is like an artwork and I am the sculptor to carve and polish this masterpiece. I apply what I have learned to grave her to let her display her best status and watch her fly in the air safe and sound. This is full of sense of accomplishment for me.

### IN OUR REPORT LAST YEAR, SINO JET WAS THE LARGEST OPERATOR IN ASIA-PACIFIC. FROM YOUR PERSPECTIVE, WHAT ARE THE FACTORS THAT CONTRIBUTED TO ITS DEVELOPMENT AND SUCCESS OVER THE PAST 10-YEARS?

I joined Sino Jet when the company was originally established. This

experience gave me a chance to view the company's development from its earliest beginnings to what it has become today and from small to large scale.

First of all, we accommodate operational integration, which is two-sided. The first is the integration of domestic and international operation. With our main operation bases being in Beijing and Hong Kong, we have the advantage of being able to attract the top talent from both locations, as well as being able to integrate the resources and flight operation experiences from both cities.

The second is the integration of our in air and ground operation. By doing so, it creates a smoother and more effective way of connecting air services and ground maintenance for both safety and services, so that we can complete a higher-quality flying service for our clients.

In addition, the key factor is our human resource system which include the import and cultivation of exceptional talents as well as the development of new paths. The main characteristic of the business jet aviation is the high-end service, which means "human beings" are the core resource. We believe that our employees are all exceptional and with our continuous training and development, our employees have the ability to constantly grow and improve their knowledge of the industry.

Sino Jet also puts extraordinary focus on the methodology of technology information. This includes building an operation management system to discover any potential threats, as well as creating a safety management program that helps lower risks. We have also built an information systems platform that enhances efficiency across the company.

Based on our standardized operations, we are continuously developing to reach our goal of being able to provide better quality and service than our competitors.

### SINO JET IS A COMPANY THAT CONCENTRATES ON TALENT CULTIVATION. HOW DOES THE COMPANY GO ABOUT DOING THAT?

Sino Jet places great emphasis on its training systems. First of all, we set up the outlines according to the relevant regulations.



Based on the outlines, we organize various training courses for employees to improve their abilities and continuously enhance the overall technical engineering standard in the company. In addition, we analyze the training needs based on the job requirements of different positions. Then, Sino Jet will develop the training courses to satisfy the customized training in demand.

We also continuously organize diversified safety training. Apart from the safety management training, and the off-season training and SMS training, we hire the external instructors to give lectures to the management team on the "DuPont safety culture" -which brings the most advanced safety management concepts to Sino Jet.

In our opinion, it is very important that all of our employees recognize the importance of safety management. Every year, we hold a competition on company safety knowledge with the intention of expanding everybody's safety knowledge, as well as to stimulate the passion of employees to increase their safety knowledge.

As well as sending our employees to specific training institutions to study, we also require all departments to join online training courses run by the Civil Aviation Safety Academy of China, which is the online training organized by the government on the latest regulations and policies. For aviation companies, it is very difficult to gather everyone to study in one place at the same time. Therefore, we developed a training management system. By fully utilizing the training system, our employees can finish their training missions at any time, and in any place.

### **MAINLAND CHINA HAS EXPERIENCED A SHORTAGE OF PROFESSIONAL TALENT FOR A LONG TIME. HOW CAN SINO JET CHANGE THAT?**

We utilized our brand advantages to build up our Internet presence which helps us attract potential talent from overseas. Simultaneously, we continuously optimize our training and development system for internal employees and provide them with the opportunity to grow and improve their abilities. By doing so, we have new people coming into the company, who, along with existing employees, ensure that we have the correct professional talent to maintain our leading position in the industry.

To improve the capabilities of our internal employees, we

established the Sino Jet Academy. So far we have initiated training plans targeting business jet cabin crew which have been very successful so far. It not only assists Sino Jet with discovering potential employees, but it also helps cultivate new talent for the business aviation industry.



### **SINO JET CURRENTLY MANAGES THE LARGEST GULFSTREAM G650 FLEET IN MAINLAND CHINA AND IS THE FIRST OPERATOR WHICH RECEIVED 3A / 3C MAINTENANCE AND APPROVAL. HOW DID SINO JET ACHIEVE THIS?**

We have acquired maintenance approval from many countries. Currently we have maintenance certifications from the CAAC, FAA, Bermuda VP-B and Cayman Islands VP-C. At the same time, we possess the Continuing Airworthiness Management Organization (CAMO) of Bermuda and the Cayman's. In addition, we have our own maintenance management team and engineering group, which are full of experiences. Before a new aircraft type joins the Sino Jet fleet, we will set up an engineering team and assign an experienced engineer to do the research and development on every aspect of the aircraft. By doing so, our maintenance team can better understand the aircraft's engineering characteristics and reliability to eventually improve the engineers' maintenance ability toward that aircraft type.

We manage the largest Gulfstream G650 fleet in mainland China. Due to COVID-19 last year, many aircraft were not able to undertake regular examinations abroad, which led to greater demand for MRO (Maintenance, Repair & Operations) hangars nationwide. Hence, we were able to rapidly build on our team's ability in the regular examination of Gulfstream G650s, and acquire the necessary maintenance approvals. It not only lowers client costs but also ensures minimum downtime for the aircraft.



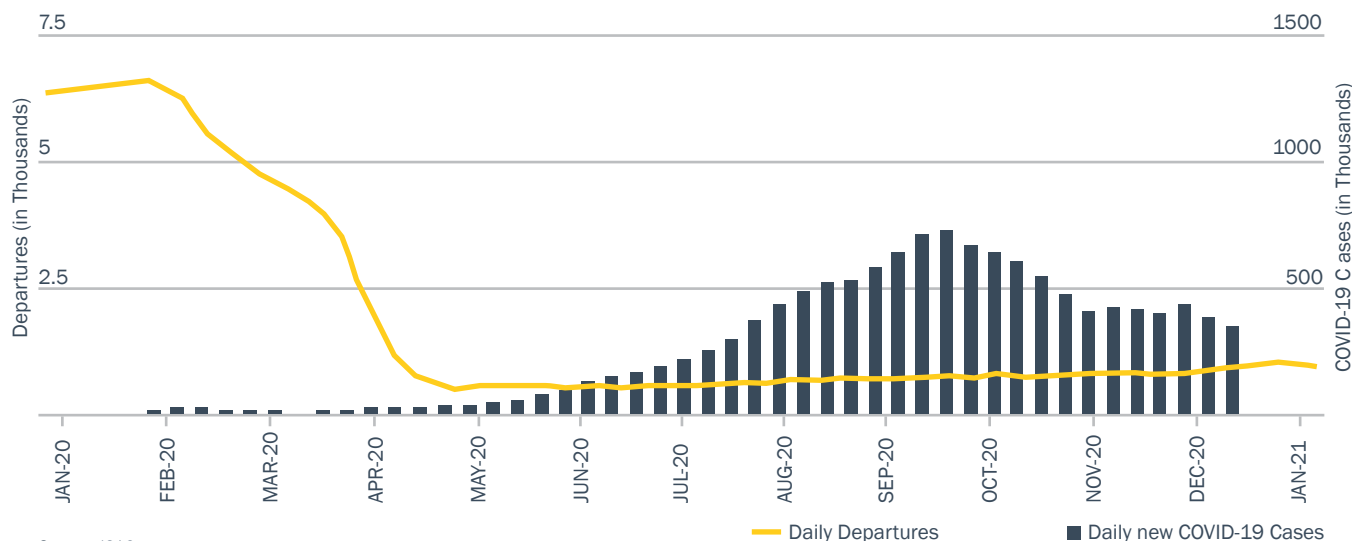
## SPECIAL FEATURE:

# COVID-19 IMPACT ON TRAINING

THE OUTBREAK OF COVID-19 CAUSED A MAJOR SHOCK TO THE GLOBAL ECONOMY IN 2020, WITH HUGE ECONOMIC LOSSES AND A DRAMATIC DROP IN GDP FOR ALMOST EVERY COUNTRY AROUND THE WORLD. ACCORDING TO STATISTICS PUBLISHED BY ICAO, PASSENGER NUMBERS DROPPED BY 2,699 MILLION ACROSS THE YEAR - 60% FEWER THAN IN 2019. IN ADDITION, THE TOTAL NUMBER OF AVAILABLE SEATS DECREASED BY 50%, LOSING AIRLINES AN ESTIMATED \$370 MILLION IN REVENUE.

## APAC Daily Departures and COVID-19 Cases

From Jan 1, 2020 To Dec 31, 2020



International flights took the biggest hit, as governments around the world tried to keep their COVID-19 cases low by closing borders.

In total, there were 921 million fewer passengers in Asia-Pacific in 2020 than there were in 2019. This 45% drop in capacity lost airlines an estimated \$120 billion in revenue. Prior to the outbreak of COVID-19, Asia-Pacific accounted for around 30% of global international traffic, whilst 20% of the world's domestic flights took place within China.

For the whole region, the second and third quarters of 2020 were the most difficult period for the aviation industry with a huge drop in both passenger numbers and Revenue Passenger Kilometers (RPKs). However, domestic flights began to bounce back by the fourth quarter, especially in bigger countries with large populations.

Because of the drastic reduction in business and leisure passengers, airlines around the world dramatically cut back on their schedules, with many pilots, cabin crew and engineers being either furloughed, or losing their jobs altogether.

To understand the future need for pilots and cabin crew in Asia-Pacific, Asian Sky Group created a survey, which was then sent to companies that host training courses in the region. One respondent was the **School of Aviation** at the **University of New South Wales** - an Australian public research university located in a Sydney suburb that was established in 1949. The school offers unique programs in aviation management, research, and professional flight training - especially ATPL courses. Another is the **Wayman Aviation**

**Academy**, which was founded in 1987 as a maintenance shop. Although it is based in Miami, Florida, **Wayman's** fixed wing students come from all over the US, as well as Latin America and Asia. **Oriental Signature**, based in Hong Kong, offers hospitality and etiquette training for business jet cabin crews to serve VIP guests. The last is **Omni Aviation**. Based in the Philippines, **Omni** offers pilot training, as well as training programs for cabin crew, airline services and maintenance.

## HOW DID THE OUTBREAK OF COVID-19 IMPACT YOUR TRAINING BUSINESS AND WHAT IS THE CURRENT SITUATION?

**Gabriel Lodewijks**, Head of **School of Aviation, UNSW Sydney**: "We stopped our flight training when the university moved to online learning and working from home in March 2020. The current situation is the same as last year. We now fly seven days a week instead of five days to make up for the six-week prohibition during the darkest period in 2020."

**Tony Shen**, President of **Wayman Aviation Academy**: "The COVID-19 outbreak had a significant impact on our international student enrollment due to the travel restrictions and the lack of US visa interviews around the world."

**Jessie Pan**, Managing Director of **Oriental Signature**: "We are now actively following the policies set up by the government. As our courses are online as well as offline, our operation in Hong Kong has stopped for now. As the situation in mainland China is relatively stable, we have reopened our online courses, but for now the practical courses are still on hold."

**Jhuniella Aira P. Salalac**, Corporate Communications Specialist of **OMNI Aviation**: "The implementation of Community Quarantine across the Philippines caused OMNI's training operations to be suspended completely for two months. Now, a year after the shutdown, we are seeing a gradual but steady return of trainees that are eager to see the aviation industry rebound from the pandemic."



## WHAT ANTI COVID-19 MEASURES HAVE YOU PUT IN PLACE?

**Gabriel Lodewijks**, Head of **School of Aviation, UNSW Sydney**, mentioned a strict COVID-19 protocol issued by UNSW. The policies include the prohibition of public transportation as the commuting method to the flying school, a temperature check before entering the premises, as well as airplane disinfection after each flight and other measures.

**Tony Shen**, President of **Wayman Aviation Academy**: "We established very stringent company COVID-19 guidance and policies in early March 2020 and have been updating it as the situation evolves. We have made a lot of effort to communicate with our clients regarding all the safety measures that we are taking, which has really helped minimize the negative impact on our business."

**Jessie Pan**, Managing Director of **Oriental Signature**: "We stopped all offline courses to make sure that all of our students and teachers stay safe and sound."

**Jhuniella Aira P. Salalac**, Corporate Communications Specialist of **OMNI Aviation**: "During the government-mandated suspension of most business operations, our team prioritized the improvement and sterilization of our equipment and facilities, placing great importance on COVID-19 related health protocols."



### WHEN DO YOU EXPECT YOUR BUSINESS TO RETURN TO PRE COVID-19 LEVELS?

**Gabriel Lodewijks**, Head of **School of Aviation, UNSW Sydney**, said that its daily operations and the number of students participating in its programs were not affected by COVID-19.

**Tony Shen**, President of **Wayman Aviation Academy**: "Despite the expected slower recovery of the airline industry, we believe that the flight training industry will have an immediate and drastic rebound after the end of the COVID-19 pandemic."

**Jessie Pan**, Managing Director of **Oriental Signature**, mentioned that practical courses such as wine testing are still necessary and cannot be replaced by robots, as business aviation is specialized in offering customized services to satisfy customer needs. Pan therefore believes that there is pent up demand for pilots and cabin crew.

**Jhuniella Aira P. Salalac**, Corporate Communications Specialist of **OMNI Aviation** indicated that it is hoping to improve and return to normal by early or mid-2022. Salalac said that the aviation training industry is expected to recover on a slow and steady trajectory, with a rapid increase once the aviation sector recovers.



### WILL COVID-19 HAVE A LASTING EFFECT ON HOW TRAINING IS CONDUCTED IN THE FUTURE?

**Gabriel Lodewijks**, Head of **School of Aviation, UNSW Sydney**, said that he expects to reopen face-to-face lectures while still offering online courses for students that need it, as their business is predicted to recover before March 2021.

**Jessie Pan**, Managing Director of **Oriental Signature**, indicated that where possible, offline course have been switched to online with a series of meetings and short videos, as well as course notebooks given to students. Pan says that one day in the future, when more technology is available, it may be possible to move the courses that are currently taught in person online.

**Jhuniella Aira P. Salalac**, Corporate Communications Specialist of **OMNI Aviation** mentioned that to adapt and innovate are key strategies to sustain and to grow a business after the pandemic. She revealed that introducing new types of training methods, specific market segmentation, simplified and appealing courses would be vital. "It is not the strongest organization to weather this pandemic, but it is the most adaptable to change."

With the COVID-19 pandemic continuing, it is possible that training schools will need to adapt further than they already have. However, in the long-term, the industry is poised for growth, although this is likely to be quite slow as the aviation industry rebounds back to where it was before COVID-19.





# COUNTRY PROFILES

## IN-DEPTH ANALYSIS AND DATA

ON MAJOR ASIA-PACIFIC  
TRAINING MARKETS

- 1 TRAINING FLEET BREAKDOWN  
BY OEM, CATEGORY & MODEL
- 2 TOP TRAINING SCHOOL FLEETS &  
SIMULATORS
- 3 TRAINING COURSE OVERVIEWS  
BY FIXED-WING AND HELICOPTER

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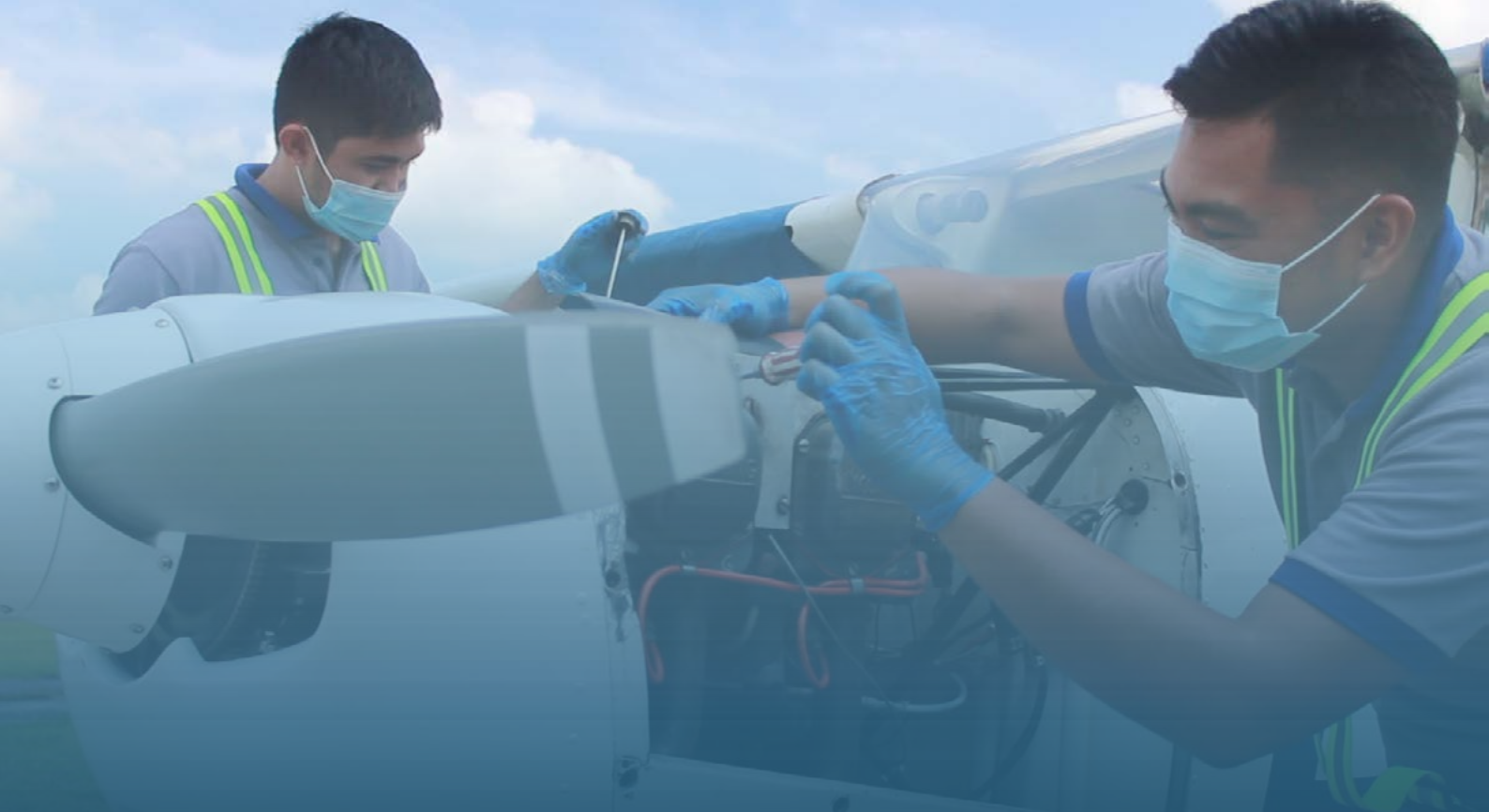


## COMPANY PROFILE

# OMNI AVIATION

OMNI Aviation Corporation, a renowned flying school headquartered at the heart of the Clark Freeport Zone in the Philippines, experienced first-hand the unprecedented effects of the COVID-19 pandemic.





## OMNI ON AVIATION TRAINING IN THE PHILIPPINES AMIDST THE CHALLENGES OF 2020

OMNI Aviation Corporation, a renowned flying school headquartered at the heart of the Clark Freeport Zone in the Philippines, experienced first-hand the unprecedented effects of the COVID-19 pandemic. OMNI's thriving complex, home to more than a hundred employees, as well as the training grounds for students of different nationalities across the Airline Academy's multidisciplinary courses, was required to suspend operations in March 2020. This gave way to a three-month hiatus in compliance to the government's strict Community Quarantine restrictions.

Despite this, OMNI remained steadfast to its commitment to safety and quality in the delivery of its training activities. The involuntary downtime was utilized to prepare the organization for the New Normal in aviation, and to fully-adapt its offerings in digital training.

Whilst OMNI's budding partnerships with AirAsia Philippines (on the Allstar Pilot Cadet Program) and Cebu Pacific were temporarily put on-hold, new deals were signed for OMNI's newly-introduced alternative learning and alternative internship programs. Moreover, OMNI's IATA Authorized Training School Certified Dangerous Goods Regulations training courses were launched and offered after the reopening of businesses.

Now, a year after the lockdown was imposed across the Philippines, there is a gradual but steady influx of trainees eager to continue the pursuit of their aviation dreams. As one of the most active training providers in the country, both prior to the pandemic and in the present, OMNI hopes to contribute to the recovery of the industry. In keeping with its mission statement, the company endeavours to be the alma mater of professionals that will strengthen the aviation and tourism sectors for the foreseeable future.

**OMNI**

If C.G. is too far aft (Tail heavy)

Insufficient elevator  
Nose-down force  
C.G. too far aft

- airplane will be unstable
- difficult to recover from a stall
- airplane could become flat and recovery from spin would be difficult or impossible

Online Course

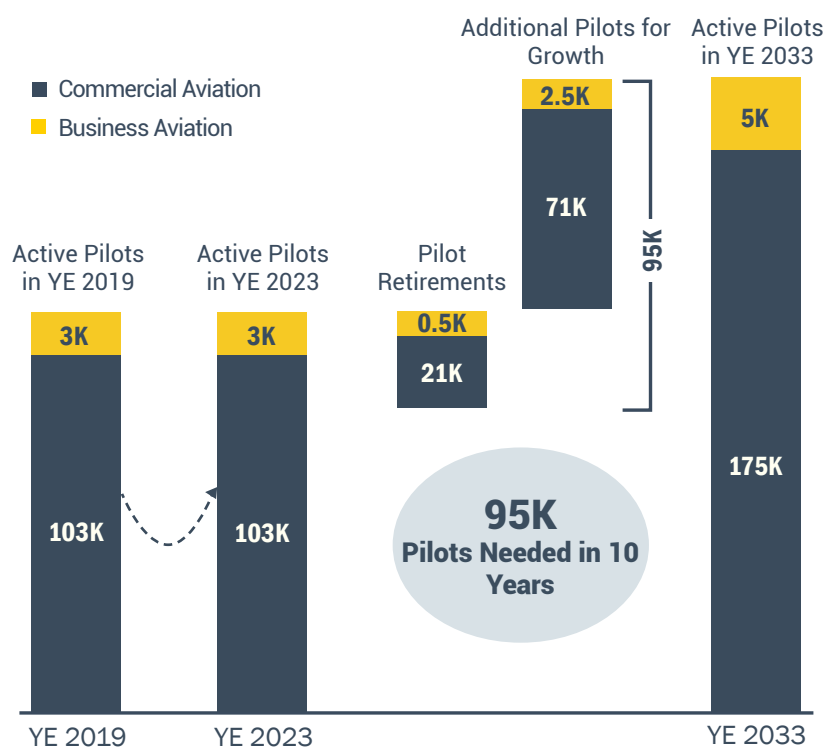


## MARKET UPDATE:

# PILOT DEMAND FORECAST

The outbreak of COVID-19 in 2020 had a devastating effect on global aviation, with many business jet operators and airlines seeing a steep decline in flight activity as countries around the world scrambled to close borders to try and slow the spread of the virus. Unfortunately, with airline schedules slashed and aircraft parked up in storage, many pilots lost their jobs. Recovery into a new normal is expected in 2023 when much of the world's population is vaccinated against COVID-19, and once that happens, the aviation sector is predicted to return to growth. With this in mind, we have adjusted our 10-year forecast to 2023 – 2033, over which period we forecast that the industry will need a total of 95,000 new commercial and business aviation pilots.

## Active Pilots in APAC



## CURRENT ECONOMIC SITUATION AND PREDICTION

Although economic growth in Asia-Pacific has slowed in recent years, it is still experiencing a boom. But it is a region of contrasts: on one hand we have seen the rise of new manufacturing regions on Southeast Asia, whilst on the other there is an overall economic slowdown in China. Despite these contrasting fortunes, Asia-Pacific will continue to drive global growth during the period between 2023 and 2033.

## TREND OF AVIATION INDUSTRY

Although the aviation industry is experiencing difficulties due to the ongoing COVID-19 pandemic, history has shown that the fall out is likely to be short-term, as the industry previously recovered from unprecedented events including the September 11th terrorist attacks, as well as the global financial crisis. Once the aviation industry recovers, growth is expected to return, which indirectly supports our forecast for an increase in pilot demand.

## Forecast Overview

Aircraft by Type	2023-2033 CAGR (Compound Annual Growth Rate)	Aircraft Prediction in 2033
Commercial Aviation	4.3%	16,573
Business Aviation	5.0%	2,047

Source: Airbus/ Embraer

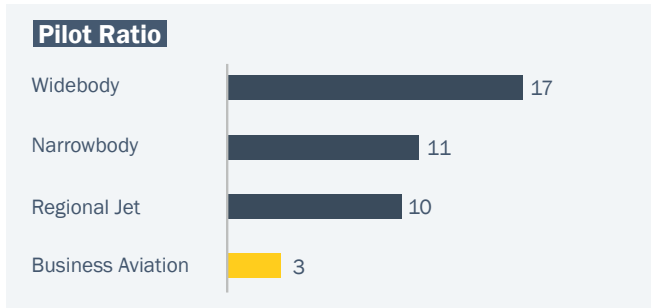
### Pilot Demand Forecast

The increased demand for new pilots between 2023 and 2033 is composed of two parts. The first is the expansion of aircraft fleets, and the second is the replacement of pilots that have retired. These two drivers in Asia-Pacific are quite different between commercial and business aviation.

When the severity of COVID-19 first became apparent, many countries around the world began sealing their borders to all but essential travel, which caused a drastic reduction in flight activity. Whilst some countries have since begun taking their first tentative steps towards reopening, it is likely that some

restrictions will remain in place until at least 2023, by which time much of the global population is expected to have received a vaccine. It is therefore expected that the Compound Annual Growth Rate (CAGR) of both commercial and business aviation, will remain low for the next two years. However, this is expected to rise sharply after 2023. Overall, Airbus says that the average CAGR of commercial aviation will be 4.3% over the next 10-years, whilst Embraer says that it will be around 5% for business aviation. It is estimated that by 2033 there will be around 17,000 commercial, and 2,000 business aircraft in Asia-Pacific. To achieve those numbers there would need to be an additional 5,700 commercial, and 800 business aircraft.

### Pilot Ratio of Aircraft by Class



Source: CAE

The standard number of pilots per aircraft needed for commercial and business aviation varies depending on various factors, but most notably the size of the aircraft. Usually there are three pilots needed per business jet. With commercial airliners, the most common types of aircraft class include regional jets, narrowbody, and widebody aircraft. According to CAE, a regional jet would need a total of 10 pilots per aircraft in the fleet, a narrowbody 11 and a widebody would need 17. Therefore, there is a need for 71,000 new commercial, and 2,500 new business aviation pilots, just to keep up with growth.

### New Pilots for Fleet Growth

Aircraft by Type	Fleet Increase from 2023 to 2033	New Pilots Needed for Fleet Growth
Commercial Aviation	5,695	+71K
Business Aviation	834	+2.5K





PILOT DEMAND FORECAST

The number of pilots aged between 55 and 64 out of the total number of pilots indicates the potential retirement rate. According to data from the official website of the Civil Aviation Administration of China and the Federal Aviation Administration, the annual retirement rate of airline pilots is 2%, whilst for business jets it is 1.88%. In 2023, there will be about 103,000 commercial airline pilots, and 3,000 business jet pilots. With the average retirement rate each year, it is anticipated that the industry will need 21,000 commercial and 600 business aviation pilots between 2023 and 2033 just to bridge the retirement gap.



New Pilots Needed to Offset Retirements

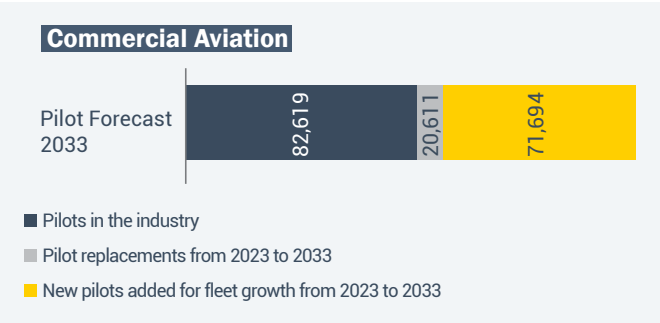
Aircraft by Type	2023-2033 Annual Retirement Rate	New Pilots Needed to Offset Retirement
Commercial Aviation	2.00%	+21K
Business Aviation	1.88%	+0.5K

Source: CAAC/ FAA

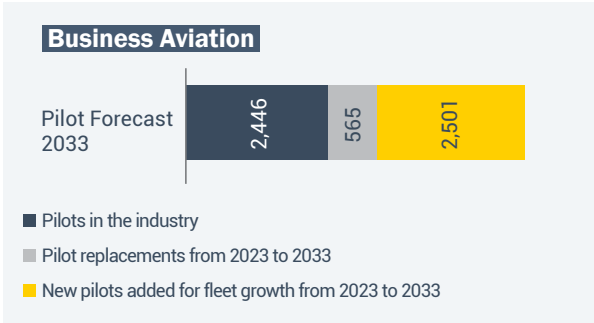


By combining the number of new aircraft needed in the Asia-Pacific region with the number of new pilots needed to cover the number of pilots due to retire between 2023 and 2033, there will need to be an additional 95,000 pilots in both business and commercial aviation. We believe that both commercial airlines and business aviation companies have to prepare for the pilot recruiting process as soon as possible to ensure that they are ready for this growth.

Commercial Aviation Pilot Forecast in 2033



Business Aviation Pilot Forecast in 2033



# THE ACCELERATED PROFESSIONAL PILOT PROGRAM

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# WYVERN'S WORLD-CLASS TRAINING PROGRAMS

INTERVIEW WITH **SONNIE G. BATES;**  
Chief Executive Officer  
**WYVERN**

**W**YVERN's Safety Leader Training Course (SLTC) debuted in 2017 to fill a niche in the industry for training safety managers and directors in the essential skills needed to implement and lead a safety management system (SMS). At the time, most safety leaders were completing cursory training, which left them needing education and training to fulfill their responsibilities.

Over the past three-plus years, hundreds of aviation professionals around the world have completed the SLTC course, and their positive feedback is a testament to its value. The course is formally endorsed by AXA XL, a major aviation insurance underwriter, to improve its clients' safety culture. The International Society of Safety Professionals (ISSP) also approved the course and determined that it meets all its training requirements to become recognized as a Certified International Safety Manager. The National Business Aviation Association (NBAA) also awards all SLTC graduates with four credits towards its Certified Aviation Manager credential.

What makes the SLTC so unique? One thing that makes the SLTC stand out above other training programs is the expert instructors.



The instructor corps have executive experience in various leading aviation organizations, as well as operational leadership experience in private, commercial, and government organizations. Therefore, the instructor understands professionalism, profit, safety, and environment that operational personnel work to optimize these values. The expert instructor presents these values not as competing, but also as factors that drive critical decisions and behavior.

The four-day course provides attendees with both education (knowledge) and training (practice scenarios) to ensure they have the competence to lead and manage their SMS and facilitate a safety culture. On day one, the expert instructor delves into the Safety Risk Management process mechanics - the essential component of an SMS. It is this component that all other components support. However, audit findings have revealed that many safety managers do not fully understand this process, especially root cause analysis (RCA), mitigation consideration and development, and implementation strategies.

At the beginning of each day, trainees discuss an accident investigation, including the analysis and findings. Then, the instructor asks the group, "What if this was your organization and the accident did not happen, but was instead a close call? How would you investigate the incident? Would you even know that it happened





with your company culture, or would the event be swept under the rug?" The instructor then leads trainees through a scenario where the flight crew reports the event. It is then up to the safety leader to analyze the root-cause while identifying contributing factors that should be considered when applying mitigation strategies.

During these daily scenarios, the instructor leads the discussion about organizational culture so that the trainee understands the various levels of culture, including; reactive, calculative, proactive, and generative. During this journey, the instructor facilitates discussions about working with senior management to make the business case for safety improvements. Trainees learn the importance of, and the steps to, influence positive change so that the organization can thrive with an informed culture - i.e., a safety culture.

During the engaging four-day session, the instructor challenges each trainee to learn the concepts of auditing and business management since no effective safety program can live in a vacuum outside of business, and the safety leader must manage the audit program needs so that it provides value for the cost. Therefore, the instructor provides each trainee with insight into making a business case for improvements that require resources.

During the last day, the instructor ties together the previous lessons to discuss how to lead and manage change. Using various techniques, trainees understand that they must engage with their colleagues to increase their awareness of situations, create a desire to change, and provide their team with the knowledge, skills, and support to make change happen. At the conclusion of the course, each trainee takes a test that covers the most important parts of the course, and if they pass, they are awarded a certificate and official letter of completion for NBAA, ISSP, and AXA XL credit.

The course is a must for Directors of Safety, but also very valuable for any frontline or management positions as well. Many Accountable Executives have attended the course - including leaders of global airline companies. The WYVERN Safety Leader Training Course provides aviation professionals with practical and valuable education and training, focusing on human and organizational factors - the most relevant issues in aviation safety. WYVERN cleverly designed and delivers a robust and engaging course that appears to be elevating professionals and shifting organizational cultures around the world. Learn more about the Safety Leader Training Course.



## About WYVERN

WYVERN Ltd is the leader in aviation safety risk management and training. Building on its 30-year reputation for delivering value to the aviation community, WYVERN ensures operational excellence through its flagship Wingman and Flight Leader Programs. WYVERN's EXACT Program is a comprehensive and professional safety certification program for UAS end-users and operators. WYVERN's Safety Leader Training Course™ provides the education and training that enables professionals to skillfully achieve operational excellence in any aviation organization.



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[www.wyvernlimited.com/safety-leader-training-course](http://www.wyvernlimited.com/safety-leader-training-course)

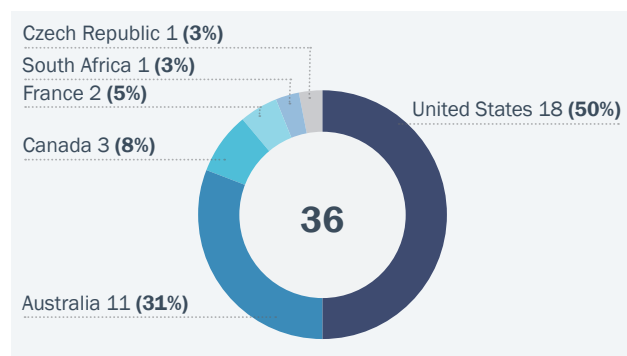
## SPECIAL FEATURE:

# OVERSEAS TRAINING DEMAND AND SCHOOLS

**NORTH AMERICA, EUROPE AND OCEANIA DEVELOPED THEIR AVIATION INDUSTRIES EARLIER THAN OTHERS AND AS A RESULT, PILOT TRAINING CAPABILITIES ARE MORE MATURE IN THESE REGIONS. THE SHORTAGE OF PILOTS IN ASIA-PACIFIC AND THE MIDDLE EAST HAS BEEN AN ISSUE FOR OVER TEN YEARS AND SHOWS NO SIGNS OF SLOWING DOWN. COMMERCIAL AVIATION GROWS FASTER THAN GENERAL AVIATION IN ASIA-PACIFIC, APART FROM IN AUSTRALIA AND NEW ZEALAND. THE LACK OF INFRASTRUCTURE, TRAINING INSTITUTIONS, INSTRUCTORS AND LOW-ALTITUDE AIRSPACE PROBLEMS LIMIT PILOT TRAINING ABILITY.**

As of the end of 2020, there were 57 airlines operating in mainland China, with a combined 43,913 pilots. China has the biggest demand for pilots in Asia-Pacific and this shows no signs of slowing down. About 5,000 Chinese pilots enroll in overseas training schools each year.

## Overseas Training Schools Certificated by CAAC



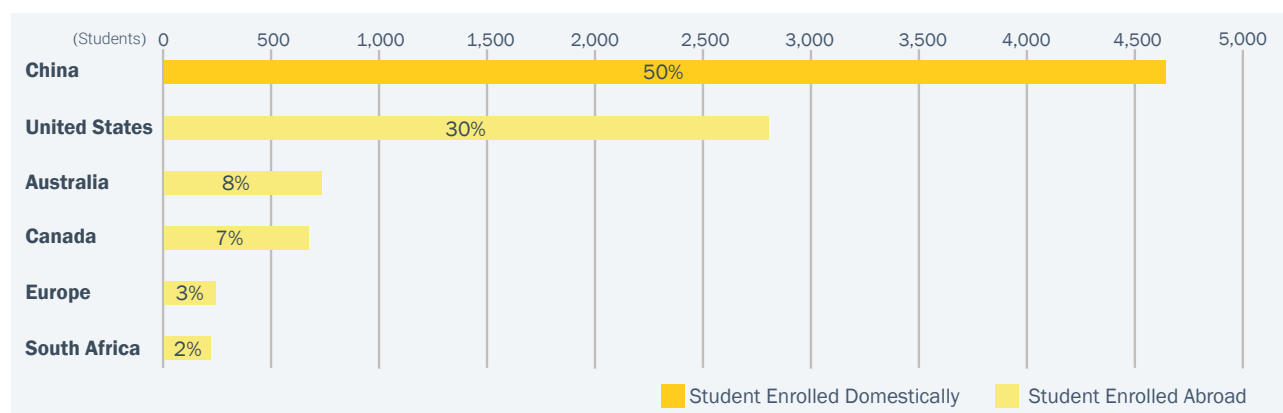
Note: Based on the overseas training schools that have been certified by the CAAC

## OVERSEAS TRAINING SCHOOLS CERTIFICATED BY CAAC

In order to meet the growing demand for pilots, the number of overseas Part 141 certified training schools approved by the CAAC increased from 23 in 2003 to 36 in 2019. These training schools are mainly located in the USA, France, Canada, Australia, South Africa and the Czech Republic, as well as other countries and regions.

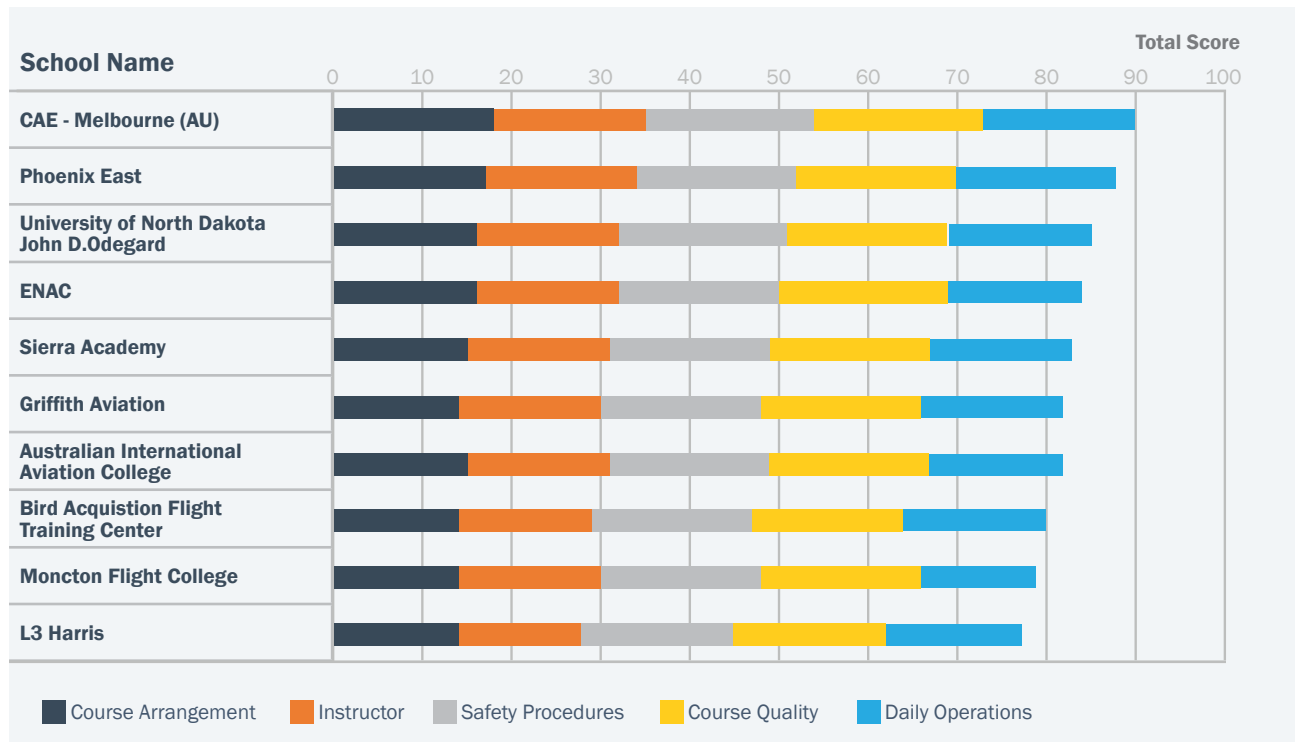
According to data released by the CAAC, Chinese pilots are mainly trained within China, but schooled outside of the country. In total, 18 training schools in the US have obtained Part 141 certifications from the CCAR, accounting for half of the approved overseas training schools. The 18 training schools have a total capacity of 3,210 students per year. In 2019, there were 2,838 trainees on courses.

## Chinese Enrolled Students by School Location



Note: Based on the ANNUAL REPORT OF CHINESE CIVIL AVIATION PILOT DEVELOPMENT 2019

## Top 10 Overseas Schools with Highest Rating



The CAAC surveyed cadets that studied overseas to evaluate the performance of its overseas training schools. Their performance was assessed on five criteria: Course Arrangement, Instructor, Safety Procedures, Course Quality and Daily Operations, with students marking each category with a score out of 20.

A total of 5,320 students participated in the survey between March 2019 and February 2021. The top 10 schools are shown

in the chart above, along with a breakdown of their respective scores per category.

Overseas training plays an important role in the training market, with the US especially providing huge capacity for Chinese training trainees. At the same time, the number of Part 141 certified overseas training schools is gradually increasing. Comprehensive evaluation is an important factor for airlines when choosing overseas training schools.



**Tony Shen**  
President - Wayman Aviation Academy

## INDUSTRY INSIGHT



Compared with domestic training, the major advantages of overseas pilot training are time, cost, and further exposure to the English language. The GA infrastructure in China is not as good as those in some other countries such as the US, Australia, etc. The lack of some infrastructure, such as suitable training airports and airspace, could lead to longer training times and higher costs. English is another obvious advantage of overseas pilot training.

Overseas students account for approximately 50% of our total student enrollment. Our international students mostly come from Asian and Latin American countries, including China, Indonesia, India, Singapore, Peru, Mexico, etc.

In addition to flight training, we also provide one-stop services to our international students, which includes housing and transportation. English could also be a big challenge to some international students but our ICAO standard English program consists of different courses and tutoring options for them to choose from. Another notable service is that our Student Affairs staff communicate with international students' parents tirelessly to help with any issue or concern they might have.





**MARKET UPDATE:**

# SPECIAL MISSION TRAINING

Since the end of the second world war, helicopters have played a vital role in firefighting, law enforcement, emergency medical services, search and rescue, agricultural crop spraying, mosquito control, powerline operation, and cargo delivery. With the increasing popularity of helicopters as the perfect tools to complete the above missions, the need for helicopter training schools has never been bigger.

The use of helicopters for special missions in Asia-Pacific had been quite limited, but in the past 20-years governments around the region, as well as the public, have gradually grown towards seeing how practical the use of a helicopter can be for certain missions.

In China, the government established the Ministry of Emergency Management, which uses a fleet of helicopters to react to natural disasters like floods, typhoons, and earthquakes. In Australia, helicopters are widely used in EMS and Search and Rescue roles, but unlike in mainland China, they are mainly operated by the state governments, with some support coming from voluntary organizations. This is the most common way to manage special mission helicopters in Asia-Pacific, as the centralized management by the government, alongside support from the public, helps guarantee both efficiency and quality.

Currently, most pilots find themselves approaching companies with a view to building up their experience through general

charter work, tourism support and power line inspections. Aerial agriculture is a growing area in Australia, especially in areas where crops are grown in challenging terrain. There is also growth in more sophisticated operations, including EMS, SAR, and marine pilot transfer operations.

With increased demand and growing opportunities, there are more and more helicopter training schools in Asia-Pacific offering special mission training courses to cultivate helicopter pilots for governments and non-profit organizations, such as The Red Cross.



## Special Mission Training Schools by Country (Region)

SCHOOL	Country (Region)	Powerline	Firefighting	EMS	SAR	Police	Int'l Students
Aero Power Flight School	Australia	✓					✓
Air T&G	Australia		✓				
Airbus	Singapore				✓		✓
Becker Helicopters Pilot Academy	Australia		✓	✓	✓	✓	✓
CareFlight	Australia			✓			✓
CCAT	Thailand/New Zealand/ Hong Kong/Australia			✓			
Christchurch Helicopters	New Zealand		✓				✓
Frontier Helicopters	New Zealand		✓				
GTA	Indonesia			✓	✓		✓
Hatsoff	India			✓		✓	✓
Heliworx Wakaito	New Zealand		✓				✓
KESTREL	Australia		✓				
Kings Aviation	Mainland China		✓	✓	✓	✓	✓
Life Flight	Australia			✓	✓	✓	✓
Medical Rescue	Australia/New Zealand			✓			
Momentum India	India		✓	✓	✓		✓
Precision Helicopters	Australia		✓				✓
Rotorlift	Australia		✓	✓	✓		✓
SMTC	Indonesia			✓			✓
Specialist Helicopters	Australia		✓				✓
Tasmanian Helicopters	Australia		✓				✓
Toll	Australia			✓	✓		✓
United Aero Helicopters	Australia		✓				✓
China Rescue & Salvage	China		✓	✓	✓	✓	

Across Asia-Pacific, EMS training courses are the most popular type of special mission courses, with 17 schools offering this type of training. Firefighting and then SAR training courses come next. Among these different missions, SAR is the most difficult and challenging course. The number of schools that offered law enforcement and powerline courses were lower, as the training schools that offered these courses are mainly operated by governments.

In mainland China, Avion Pacific Limited was the first company that offered special mission training, which it began in 2011. Before 2018, Avion Pacific trainees were sent to Hong Kong or the United States for practical flight training. In 2018, the subsidiary company of Avion Pacific, Kings Aviation, set up a base in Yangjiang Heshan Airport for trainees to take special mission flying courses inside mainland China.

As the need for special mission training is growing across Asia-Pacific, it is expected that more training schools will be needed to provide special mission courses.





# PICKING THE SHARPEST EXPERTS FOR ASIAN AIRCRAFT TRANSACTIONS

**IADA® U IS A CONTINUATION OF IADA'S MAJOR INITIATIVE TO PROFESSIONALIZE THE WORLD'S AIRCRAFT TRANSACTION INDUSTRY, WITH A CLEAR FOCUS ON INTEGRITY AND TRANSPARENCY IN AIRCRAFT ACQUISITIONS AND SALES TRANSACTIONS.**

The International Aircraft Dealers Association (IADA) recently launched IADA® U, the premier education program designed to keep its member brokers and transaction experts across the globe at the very top of their profession. The program is a continuation of IADA's major initiative to professionalize the world's aircraft transaction industry, with a clear focus on integrity and transparency in aircraft acquisitions and sales transactions.

As international aircraft transactions become more complex due to economic pressures and political tensions around the world, the most successful private jet dealers are the ones that can stay on top of a changing environment for their clients. IADA's exclusive online program, with 15-hours of learning content, makes that possible.

IADA U was created to sharpen the skills of IADA experts in all aspects of aircraft transactions, including operations, maintenance and management. Courses utilize the award-winning Absorb Learning Management System, featuring videos, support material, and tests. Progress through the course is fully tracked.

"IADA U is the intellectual powerhouse behind our organization's cornerstone accreditation program for international aircraft dealers, as well as the certification program for individual brokers," said Wayne Starling, Executive Director, IADA.

## CURRENT AVAILABLE IADA U COURSES

**Business Use of General Aviation Aircraft**

**Contracts: Aircraft Purchase Agreements**

**Digital Signing Technology**

**Finance: Tax Depreciation & Expensing**

**Finance: Understanding Sales & Use Tax**

**IADA: Policies and Procedures**

**International Sales Process: The Export Process**

**International Sales Process: The Import Process**



"It was the brainchild of previous IADA Chairman Paul Kirby, who saw the need for developing a thorough system guaranteed to keep IADA members at the top of their game in an ever-changing marketplace," Starling continued. "We want the international clients of our members to have the supreme comfort of knowing they are getting the very best transaction professionals available anywhere in the world."

The curriculum of the online business aviation program covers a wide range of topical courses taught by IADA's product and services experts, as well as industry influencers. The program repository of knowledge is efficient and effectively managed for IADA by Joseph Allan Aviation Consulting.

"Specifically, for private jet transactions between Asia and the rest of the world, IADA U gives IADA brokers and dealers an exclusive advantage," said Shayne Daku, of Joseph Allan Aviation Consulting. "This ongoing continuous learning program provides IADA professionals an opportunity to maintain currency with the very latest insights involving international trade agreements by the experts in transaction support who help put these deals together in an increasingly complex environment."

IADA U features the best-in-class software technology, audience specific experienced instructors, reporting, and analytics. The Absorb learning platform system is customized to the IADA brand with an intuitive interface and is scalable for future growth. Learners and instructors have dedicated technical and executive support to ensure content integrity.

The course syllabus covers eight important topics, taught by IADA professional service members who are experts in their respective fields. Two further courses currently in development. The short courses currently available in the IADA U curriculum are described here.



TVPX Aircraft Solutions Inc., Concord, Massachusetts, a verified Products and Services member of IADA, has developed several learning modules exclusively available to IADA members to keep on top of the most efficient and effective ways of importing, and exporting, private jets.

### **Module 1: International Sales Process: The Import Process**

In this module, Tobias Kleitman of TVPX covers trade compliance issues surrounding the importation of aircraft into the United States. Topics include:

- Basic trade compliance issues (22-minute lesson)
- Importing aircraft into the US (15-minute lesson)

### **Module 2: International Sales - The Export Process**

In this module, Tobias Kleitman of TVPX covers trade compliance issues surrounding the export of aircraft from the United States. Topics include:

- Exporting US aircraft overseas (15-minute lesson)
- Exporting US aircraft to Canada (14-minute lesson)



Advocate Consulting Legal Group, PLLC, Tampa, Florida, a tax, legal and compliance member of IADA, teaches a number of courses of value about GA aircraft, purchase agreements and tax planning.

### **Module 1: Business Use of General Aviation Aircraft**

In this learning module, Suzanne Meiners-Levy of Advocate Consulting covers business use of general aviation aircraft. There are four lessons within this, with each lesson concluding with a short quiz. Topics covered in this lesson include:

- The business use of general aviation aircraft (15-minute lesson)
- Common structuring concerns (13-minute lesson)
- Personal use of business aircraft (16-minute lesson)
- Leaseback, Flight School Arrangements, and Charter Use (15-minute lesson)

### **Module 2: Aircraft Purchase Agreements**

In this module, Jonathan Levy of Advocate Consulting covers aircraft purchase agreements. Each lesson concludes with a quiz. The following topics covered in this module include:

- Aircraft Purchase Agreements (18-minute lesson)
- Aircraft Letters of Intent (10-minute lesson)

### Module 3: Tax Depreciation & Expensing

In this learning module, Suzanne Meiners-Levy of Advocate Consulting covers tax depreciation and expensing. There are four lessons within this module and each lesson concludes with a short quiz. Topics covered in this lesson include:

- What are MACRS, Bonus Depreciation, and 179 Expensing? (13-minute lesson)
- Requirements for Accelerated Depreciation Deductions (14-minute lesson)
- Understanding Recapture and Replacement Aircraft (12-minute lesson)
- 2020 Incentives: Bonus Depreciation & 179 Expensing (11-minute lesson)

### Module 4: Understanding Sales & Use Tax

In this learning module, Suzanne Meiners-Levy of Advocate Consulting covers the details of Sales and Use Tax. The following topics are covered:

- Sales Tax vs. Use Tax (11-minute lesson)
- Transactional Tax While Closing a Deal (15-minute lesson)
- Common Planning Strategies (16-minute lesson)



The IADA U learning module by AIC Title Service, Oklahoma City, Oklahoma, covers digital signatures and digital notary services for aircraft transactions.

### Module 1: Digital Signatures

In this learning module, Bruce Marshall of AIC Title Service covers digital signing technology. Each lesson concludes with a short quiz. The topics covered in this module include:

- Digital Signatures v. Electronic Signatures (14-minute lesson)
- Digital Notary Services (15-minute lesson)



### Module 1: IADA Policies & Procedures

In this 15-minute lesson, IADA Policies & Procedures are covered in detail.

IADA broker certifications require this continuing education to stay current. IADA accredited dealers also benefit by permitting two non-sales users each per year and IADA verified Products and Services members also receive at least two users per year, plus more when they participate with expert instructors.

### About the International Aircraft Dealer Association

The International Aircraft Dealers Association is the collective force influencing and shaping the aircraft transaction industry. With accredited dealers of all sizes and dozens of verified products and services members skilled in aircraft transactions, IADA is the acknowledged leader in developing industry standards for efficient, effective and ethical business aircraft transactions.

Working for business aircraft owners globally, the International Aircraft Dealers Association provides a facility for professional standards, ethics and exchange of information among its members and to the public for the purpose of creating a more efficient market, facilitating transactions and providing transparency in transactions, thereby increasing business aircraft ownership and usage worldwide.

### About IADA's AircraftExchange.com

AircraftExchange is the exclusive online marketplace for IADA. The search portal was created to provide business jet and private jet buyers a trustworthy and efficient way to identify, locate, and purchase pre-owned aircraft from the most ethical dealers and brokers in the world.

Only IADA-accredited aircraft dealers may list used aircraft for sale in this search portal, where buyers can shop from an average of 500 listings at any given time. In 2020, AircraftExchange facilitated more than \$5 billion in sales of nearly 640 aircraft, averaging over 1.7 transactions per day for every day of the year. For more info about IADA go to [IADA.aero](http://IADA.aero).

[www.iadau.com](http://www.iadau.com)



## ABOUT ASIAN SKY GROUP

ASIAN SKY GROUP (ASG), headquartered in Hong Kong with offices throughout Asia, has assembled the most experienced aviation team in the Asia-Pacific region to provide a wide range of independent services for both fixed and rotary-wing aircraft. ASG also provides access to a significant customer base around the world with the help of its exclusive partners.

ASG provides its clients with the following services:

**Aircraft Sales & Acquisition | Aviation Consulting  
Market Research | Charter Services**

The acclaimed Asian Sky Fleet Reports are produced by ASG's market research and consulting team, in collaboration with **Asian Sky Media** — a branch of ASG focusing on media and publications.

Asian Sky Media has a growing portfolio of business aviation reports designed to provide valuable information to readers for a better understanding of the market. Included in the portfolio is the Asia-Pacific Fleet Reports for civil helicopters, business jets, business jet charter, as well as comprehensive reports on regional training schools and aviation infrastructure. Asian Sky Media also has a focus report on general aviation in China, with the China GA Report, while Asian Sky Quarterly provides a reader-friendly look at market dynamics within the pre-owned markets of civil helicopters and business jets.

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## CONTRIBUTION

ASG would like to acknowledge the gracious contributions made by numerous organization, including aircraft operators, aviation authorities and charter brokers in providing data for this report.

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**AIR TRANSPORT:** Aerial Delivery, External Load Operation, Vertical Reference, Mountain Flying, Short Haul, etc.

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