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India Business Aviation: High Growth, Low Volume

Business jet delivery growth in India is healthier than in most Western countries but volume isn't quite yet on a par with mature markets, says aviation market advisor Brian Foley. Even so, India's growing share of total business jet deliveries has clearly become significant in the eyes of aircraft manufacturers.

"In 2009 India's bizjet fleet grew by 14% versus a worldwide figure of 5%," Foley noted. "But India's home-based fleet is less than 1% of the worldwide total (only 123 aircraft out of almost 18,000), and this must be kept in perspective. So yes, I believe this growth is genuine. But it is from a very low base."

Another encouraging indicator is that aircraft delivered into India generally represent much higher unit values, as India's geography and international business patterns favor longer-range and hence higher-cost equipment, Foley noted.

Looking toward the future, Foley contends that infrastructure is perhaps the major variable affecting business aviation growth in India. "Current airports – not to mention auxiliary services such as fueling, catering and hangaring – are not yet adequate in terms of depth or standard to support a big surge in the aircraft population. It is hard to make full use of business aircraft without such services in place, and that holds true not just for India but anywhere."

About Brian Foley Associates (BRiFO)

Brian Foley Associates are recognized thought leaders and management advisors to the general aviation industry. Primary practice areas include industry analysis and forecasting, market research, strategic planning, new product evaluation and transaction support. It was formed in 2006 by industry veteran Brian Foley, a former executive at a major business jet manufacturer for over 20 years. Mr. Foley is also a licensed securities representative who, through an affiliated company, helps find buyers and growth capital for general aviation companies. For more information visit www.BRiFO.com or follow [@BrianFoleyAssoc](https://twitter.com/BrianFoleyAssoc) on Twitter.