

ACJ



CORPORATE JETS

Use of Corporate Aviation
Set to Expand Across Latin
America to Meet Business
and Humanitarian Priorities

AIRBUS





Introduction

Senior executives across Latin America are making more use of business aviation – and our latest research suggests this trend is gaining momentum.

We commissioned the independent global research company Pureprofile to survey senior professionals from across Brazil, Argentina, Mexico and Colombia.¹ Respondents included leaders from large corporations with an annual revenue of over US\$300 million, and 29 LatAm-based family offices, hedge funds and private equity firms with a combined AUM of US\$122 billion.

The study explores how and why corporate aviation is being increasingly integrated into LatAm business travel strategy, with findings pointing to broader internal access, rising demand for humanitarian deployment and an overall uplift in planned usage.

Corporate aviation – a vital business tool



More organizations across Latin America now view corporate aviation as essential to enhancing operational efficiency and business continuity.

Across all LatAm corporate survey respondents, 55% of their overall business air travel is currently conducted via business aviation. The corresponding figures for the family offices surveyed is 74% and for the private equity and hedge fund respondents it is 69%.

Looking ahead, nearly two-thirds (63%) of LatAm organizations surveyed expect their use of business jets to increase by 50% - 75% over the next two years. A further 15% anticipate an increase of 75% - 100%.

Corporate aviation is closely tied to expansion strategies. Every single private equity firm, hedge fund and family office surveyed in the region expects to increase their global presence – either through more international offices or more family members living in different countries. Corporate aviation provides the flexibility and access necessary to support that growth.



Benefits of business aviation

When asked to identify the key benefits of business aviation, executives ranked greater flexibility to work on confidential matters as the most important. This was followed by increased control over travel schedules, enhanced privacy, and reduced overall travel time -all of which contribute to business aviation's growing appeal across the region.

Business aviation is unlocking major time and productivity gains for organizations across Latin America. One of the most tangible advantages is the time saved on each journey. According to the research, 56% of respondents estimate they save between two and three hours per trip when flying privately compared to using commercial airlines, while an additional 40% report saving more than three hours. This efficiency is especially valuable in a region where direct commercial routes are often limited.





Indeed, 82% of those surveyed in LatAm say that at least a quarter of the destinations they reach using business aviation are not served by commercial airlines. This underscores the essential role that business jets play in connecting executives and teams with remote or underserved locations that are critical to operations, expansion, or on-the-ground support.

In terms of productivity, the findings are equally compelling. Sixty-three percent of LatAm respondents report their productivity is 25% to 50% higher when flying privately compared to commercial flights, while another 24% say their productivity is elevated by 50% to 75%.



Broadening access beyond the C-suite

Significantly, our study reveals that business aviation is no longer the sole domain of top executives – it's being integrated into operations across all levels of the organization.

Nearly all (97%) of Latin American organizations surveyed say they are currently transporting a broader range of employees to use business aviation. The same percentage expect this expansion to continue in the next three years.

This broader access reflects a growing understanding that efficient, reliable and secure travel is fundamental to business success across departments and teams.



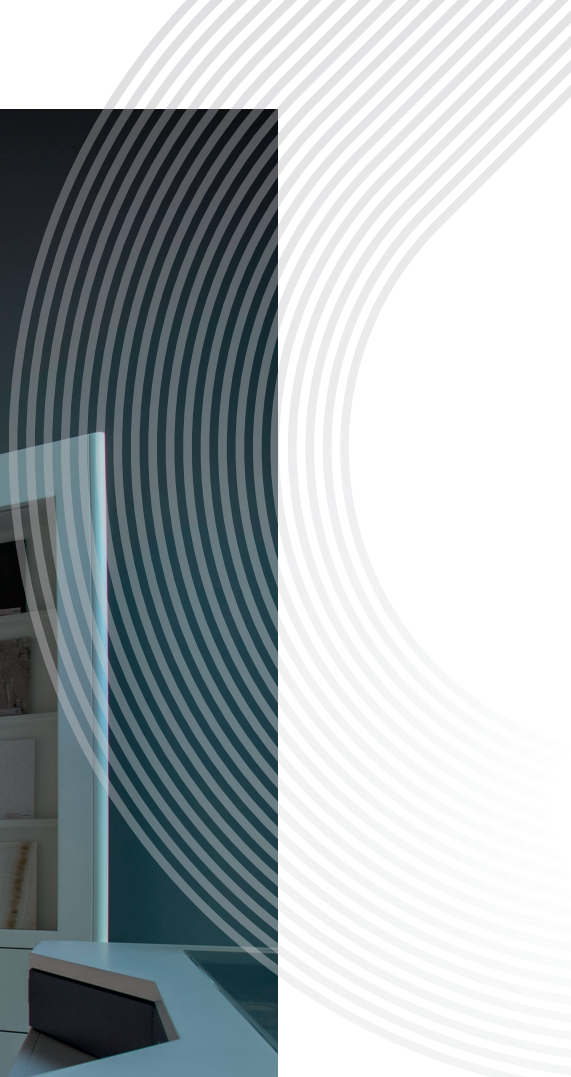
Greater use for humanitarian purposes

Corporate aviation in Latin America is increasingly being used to support vital humanitarian and charitable missions. This evolving role highlights how organizations across the region are leveraging their aviation resources not only for business efficiency but also to make a meaningful social impact.

Nearly all (98%) of the organizations surveyed report that they currently use their business aircraft for humanitarian purposes. These missions range from emergency medical transport and organ transfers to disaster relief efforts - critical interventions where speed, flexibility, and direct access can make a life-saving difference.

This commitment is set to grow in the years ahead. Forty-eight percent of respondents anticipate a dramatic increase in their organization's humanitarian use of business aviation over the next five years, while the remaining 52% expect a more moderate increase. These findings reflect a broader recognition that business aviation can serve both commercial and community-focused objectives across Latin America.







A strategic expansion in the
use of business aviation

The trend towards increased business aviation use across Latin America is clear and accelerating.

Our study reveals that 77% of LatAm respondents anticipate that their use of business aviation will grow by at least 50% over the next two years. These increases are driven by expanded international operations, growing demand for travel efficiency and a need for broader organizational access to secure, flexible travel.

Looking further ahead, all categories of corporate aircraft – light, medium and heavy jets – are expected to see rising demand.



Conclusion

Corporate aviation is becoming an increasingly central component of business travel strategy for large Latin American organizations. What was once seen as a niche or elite service is now being leveraged for broader operational and humanitarian benefits.

LatAm organizations view corporate aviation as a business necessity, rather than a luxury. Today's business leaders value the flexibility, control of their schedule and the secure environment afforded by corporate aviation.





Our study confirms that for global organizations, business aviation is not just faster, it is smarter – allowing professionals to recover valuable hours, work securely and make better use of their time in transit. Moreover our findings reveal that business aviation is no longer reserved exclusively for the C-suite. Instead, organizations are acknowledging its value across their business, particularly for employees whose roles demand on-site presence to manage international affairs.

At ACJ we're proud to support our clients not only in their commercial goals but also in helping them make a meaningful impact in the world. Our fleet is built to meet the demands of global business, whether that's accessing remote markets, maximizing productivity or ensuring privacy and confidentiality.

As this increased accessibility improves and companies look for ways to move faster, safer, and more strategically, the role of business aviation is poised to evolve further – well beyond the boardroom.

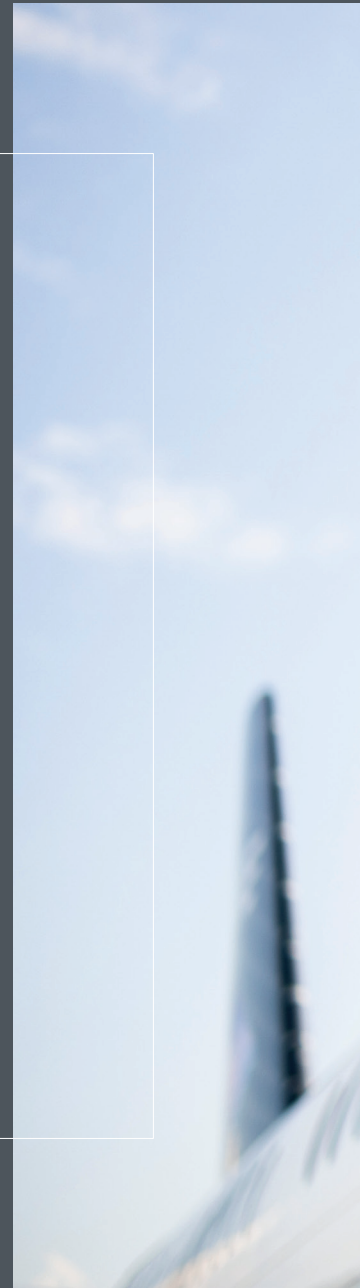
The ACJ TwoTwenty

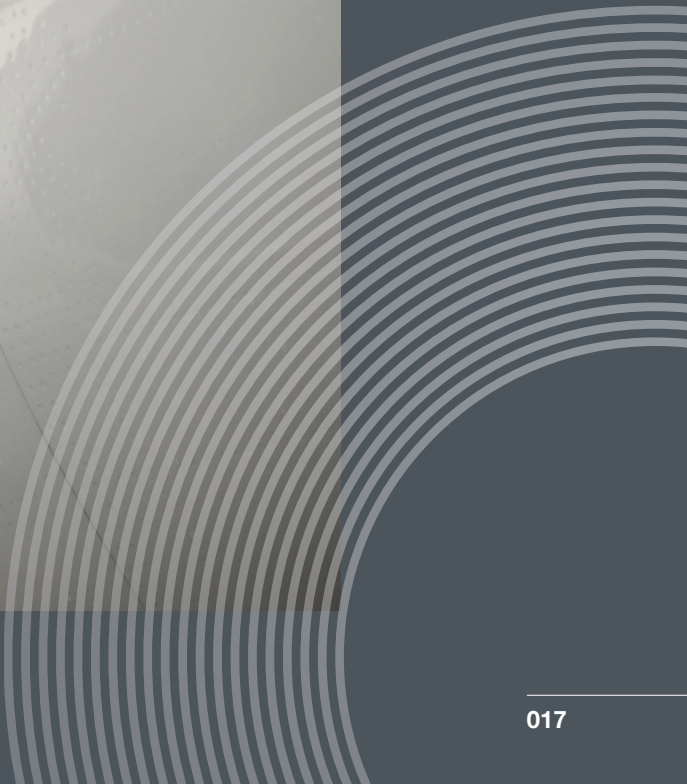
ACJ offers a range of large business aircraft. The recently launched ACJ TwoTwenty is carving out a whole new market segment – ‘The Xtra Large Bizjet.’

The ACJ TwoTwenty offers twice the cabin real estate compared to similarly priced 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 98.6% of all Latin America departures,² connecting city pairs including Los Angeles to London, Miami to Buenos Aires, and New York to Istanbul.

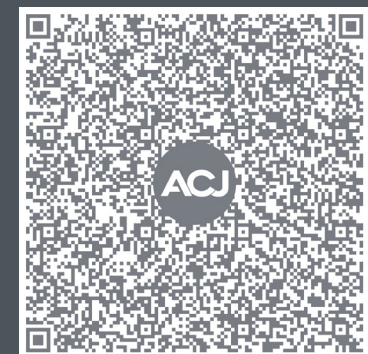
As with all ACJ aircraft, the ACJ TwoTwenty is capable of flying with up to a 50% blend of kerosene and sustainable aviation fuel (SAF) while keeping to the technical specifications of Jet A. All Airbus commercial aircraft and helicopters will be capable of operating with 100% SAF by 2030. This capability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





Notes:

- 1 Airbus Corporate Jets commissioned the independent research company Pureprofile to survey 62 senior professionals based in Argentina, Brazil, Mexico and Colombia, comprising 33 senior executives at some of the largest corporates in Latin America with an annual revenue of over US\$300 million, and 29 LatAm-based family offices, hedge funds and private equity firms with a combined AUM of US\$122 billion. The research was conducted in June 2025.
2. Airbus Corporate Jets analysis of WingX data, January 2024.



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