



GROWING BUSINESS AVIATION IN BALI

INTERVIEW WITH **GARY FORSTER**,
EXECUJET INDONESIA

Interview by Litalia Yoakum

ExecuJet Indonesia, a joint venture between ExecuJet Aviation Group and Indonesia-based Dimitri Utama Abadi, began its FBO operations at the Ngurah Rai International Airport in Bali in 2015. The strong demand for aircraft handling, as well as the trend for larger VIP aircraft and charter, in the Southeast Asian holiday destination has made the company's operations successful.

What services does ExecuJet Indonesia offer?

ExecuJet's Bali facility is operated by highly trained and professional staff, offering full FBO services to corporations, high net worth individuals, heads of state and royalty, ensuring a seamless, discreet, safe and efficient first-class service.

The purpose-built general aviation terminal offers a large and exclusive ramp, VIP lounges, crew rest area and conference facilities.

The Bali FBO offers:

- Presidential, VIP, diplomatic and corporate flight coordination;
- Expansive ramp area and parking;
- Passenger handling and coordination;
- Customs and immigration assistance;
- Landing and overfly permissions;
- VIP passenger lounges;
- Organization of conference rooms;
- Limousine booking service and hotel arrangements;
- Crew briefing and lounge;



- Fuel supply;
- Catering arrangements;
- Air traffic control (ATC) and airport slot coordination;
- Cleaning services and organization of water and lavatory services;
- Ground power unit;
- Rental car arrangements;
- Crew transportation; and
- Concierge services.



Why did ExecuJet Indonesia decide on Bali and its selected location?

An opportunity was identified by ExecuJet on the paradise island of Bali, a location which has seen business jet traffic for many years but with no dedicated VIP handling facility.

ExecuJet brought the idea of creating Indonesia's first FBO to Angkasa Pura 1, the Airport Operator, and operations commenced in October 2013 from a temporary terminal to coincide with the Asia-Pacific Economic Cooperation (APEC) forum taking place in Bali. Once completed, operations moved into a new and larger General Aviation Terminal to provide a better level of service to clients.

Refurbishments have also taken place to ensure the facility is fully functioning and up-to-date.

How has the FBO evolved since coming onto the market a few years ago?

Customers are now aware and have become familiar with the dedicated facility that previously did not exist. Additionally, local hotels now regularly have staff to meet guests at the FBO. It is considered a shining example of airport cooperation and the airport operator Angkasa Pura 1 is rightly proud of the facility. Several events have since taken place in Bali, in conjunction with the FBO, with its large aircraft parking being the focal point for arriving VIPs.

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Is there increased business aviation traffic in Indonesia?

The traffic levels have been relatively flat over the last couple of years. Several natural disasters on nearby islands, and most recently the volcanic crisis on Bali, has resulted in periods of lower activity. This is then recovered with high numbers for Chinese New Year and Christmas.

What challenges does business aviation face in Indonesia?

The Asia-wide airport capacity issues affect Indonesia, just as it does the rest of the region. A nationwide slot system introduced in the last few years has meant business aviation is somewhat restricted in its operations, especially at peak times. This has been a difficult transition for local owners and operators who previously had freedom of movement.

The lack of customs, immigration and quarantine (CIQ) means that only a few airports have the ability to clear the passengers and this necessitates unwanted technical stops when visiting the likes of Komodo Island and Raja Ampat diving area.

The recently relaxed regulation preventing internal flying by non PK-registered (Indonesia-registered) aircraft was welcome news, however, the process is still quite complicated.

What action is being taken to overcome these challenges?

ExecuJet is an active participant in the Asian Business Aviation Association (AsBAA) and supports all their initiatives to improve the business aviation environment in Asia Pacific.

The government has recognized some of the shortcomings and has embarked on a countrywide infrastructure improvement project, which encompasses many existing and new airports. Bali has seen many new developments, including increased parking areas, hangarage, a new fire station, and a new ATC tower is currently being built. An online slot system has eased the slot process, but limitations still exist.

What does the future hold for ExecuJet Indonesia?

We are always looking for opportunities for expansion, both in Indonesia and throughout the Asia Pacific, and have identified areas of potential in new locations for business aviation development and in existing undeveloped markets. This could be with potential partners or as a stand-alone venture.

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