



PRIVATE JET SERVICES

CUSTOMIZED SOLUTIONS FOR CORPORATE AIR TRAVEL



ALBANIA **ANTIGUA** ARGENTINA ARUBA AUSTRALIA AUSTRIA
BAHAMAS BARBADOS BELGIUM **BELIZE** BENIN BERMUDA
BOSNIA **BRAZIL** BRITISH VIRGIN ISLANDS **CAMBODIA**
CAMEROON CANADA CENTRAL AFRICAN REPUBLIC CHAD
CHILE CHINA **COLOMBIA** CONGO COSTA RICA **CROATIA**
CUBA DOMINICAN REPUBLIC ECUADOR EL SALVADOR
EQUATORIAL GUINEA ETHIOPIA **FRANCE** FRENCH GUIANA
FRENCH POLYNESIA GERMANY GHANA GRAND CAYMAN
GREECE GUAM **HONG KONG** ICELAND **INDIA** INDONESIA
IRELAND ITALY JAMAICA JAPAN JORDAN KAZAKHSTAN
KENYA LITHUANIA LUXEMBOURG **MACAU** MALAWI
MALAYSIA MALI MALTA MARSHALL ISLANDS MEXICO
MOROCCO NETHERLANDS **NEW ZEALAND** NIGER NIGERIA
NORWAY **PANAMA** PERU PHILIPPINES POLAND **PORTUGAL**
PUERTO RICO ROMANIA **RUSSIA** RWANDA SAINT KITTS
SAINT VINCENT & THE GRENADINES SCOTLAND **SENEGAL**
SERBIA **SEYCHELLES** SLOVAKIA SOUTH AFRICA SOUTH
KOREA SPAIN **SRI LANKA** SUDAN **SWEDEN** SWITZERLAND
TAIWAN TANZANIA **THAILAND** TOGO TONGA **TURKEY** TURKS
& CAICOS UGANDA UKRAINE **UNITED KINGDOM** ZAMBIA

PJS' mission is to deliver a level of service unmatched in the transportation industry. We accomplish this through our passion for aviation, proactive approach, bespoke product offerings, intuitive flight experience and obsessive attention to detail.

For 15 years, PJS has delivered mission critical air transportation services to professional sports teams, presidential candidates, government agencies and many of the world's largest bands. We also support a long list of corporate clients - many of whom are household names, providing executive jets, corporate shuttles and incentive travel as well as consulting on longer term air travel strategy. The common thread for these disparate clients is their use of private aviation to commute to work. If the cost of failure far exceeds the cost of the flight itself, PJS is typically the first call.

PJS excels at facilitating group charter flights, providing superior planning and execution of movements of all sizes. On behalf of our clients, PJS has arranged flights to over 100 countries around the globe. Missions range from highly confidential meetings with foreign dignitaries to moving thousands of employees from multiple locations around the world to a company event. Most importantly, for every flight, PJS creates a "Plan B" and a "Plan C" to minimize unforeseen impact on our guests.

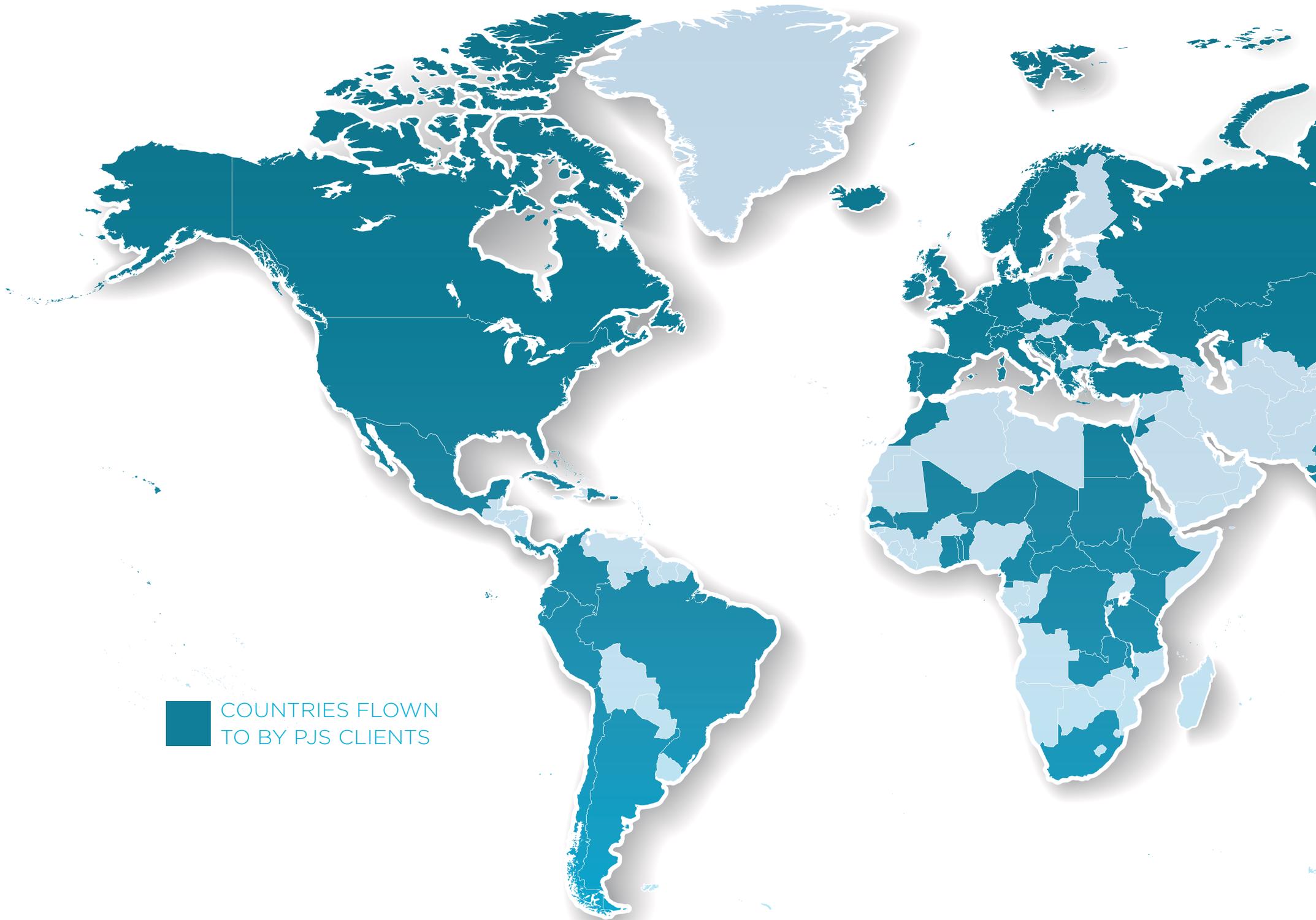
Risk Management and Safety are key concerns for every organization. Our in-house safety team reviews and approves all aircraft, flight crew and FBOs to ensure they exceed PJS's flight-specific requirements. Travel planners trust us with the details; they can focus on the event rather than the transportation.

PJS understands that the success of our clients' business is non-negotiable. We specialize in mission-critical air transportation projects that require a level of sophistication, service, and reliability rarely found in the airline industry.

Best regards,

A handwritten signature in black ink, appearing to read 'Greg Raiff', written in a cursive style.

Greg Raiff, CEO



■ COUNTRIES FLOWN TO BY PJS CLIENTS



GLOBAL REACH LOCAL PRESENCE

Private Jet Services is the single largest Air Charter Consulting Firm based in North America. Located just north of Boston, our twenty-four hour flight operations center coordinates a network of employees and agents working in Europe, Asia, Africa, and the Middle East, as well as at home in the Americas.

PJS supports our clients by either placing staff on each flight or having our agents physically meet each departure and arrival. Our team remains on standby notice to move our clients around the world safely, quickly and comfortably. We are proud to fly some of the most recognizable individuals and innovative corporations in the world with over 220 corporate clients alone spanning more than 100 countries across the globe.



Largest Corporate Aviation Consultancy
in North America

Privately-held, debt-free company

Consistent ownership & management for 15+ years

Core Markets: Corporate Travel, Manufacturing,
Government, Professional Sports, Collegiate
Sports, Live Entertainment Touring, Energy,
Pharmaceuticals

Notable Clientele: Arianespace, National
Aeronautics and Space Administration, Rolls-Royce
Deutschland LTD

Profitable operations for 15+ consecutive years

Fiscally responsible & stable business history
as confirmed by 10+ years of audited financial
statements

PJS EXISTS TO SOLVE AIR TRAVEL LOGISTICS WITH DEDICATION & PASSION

The global aviation marketplace is filled with various options and solutions. Private Jet Services (PJS) offers a unique consultancy approach using over fifteen years of experience to chart individualized solutions for each client. Determining the metrics that are most meaningful to each organization for ensuring quality fulfillment, while identifying opportunities in the market to challenge suppliers and aggregate purchasing power helps maximize the full value of proper travel planning.

The PJS method consistently delivers choice, value, and peace of mind for a wide range of scenarios.



→ T2 二號客運大樓
Terminal 2
↑ 接機大堂 A
Arrival hall A
↑ P 停車場 4
Car park 4

→ 往內地交通
Transport to Mainland China
→ 團隊/酒店巴士
Tour/Hotel coach
→ ? 行李 行李

→ 往市區
To city
→ P 停車場 2,3
Car park 2,3
← 銀行
Bank

→ T2 二號客運大樓
Terminal 2
← T1 旅客登記行段
Check-in aisle
↑ 接機大堂 A
Arrival hall A

→ 往內地交通
Transport to Mainland China
↑ P 停車場 4
Car park 4
↑ 醫療中心
Medical centre

→ 往市區
To city
→ 團隊/酒店巴士
Tour/Hotel coach
→ 行李 行李

↑ 接機大堂 A
Arrival hall A
↑ 醫療中心
Medical centre
↑ P 停車場 4
Car park 4
↑ 往世界各地
Trains to All World Egos
↑ 航空公司辦公室
Airline office
↑ 皇家機場酒店
Royal Airport Hotel

↑ 停車場 4
Car park 4
↑ 醫療中心
Medical centre
↑ 行李 行李



PJS HAS BEEN WHERE YOU WANT TO GO

Our experienced aviation professionals act as an extension of our clients' corporate flight departments, using our logistics to provide:

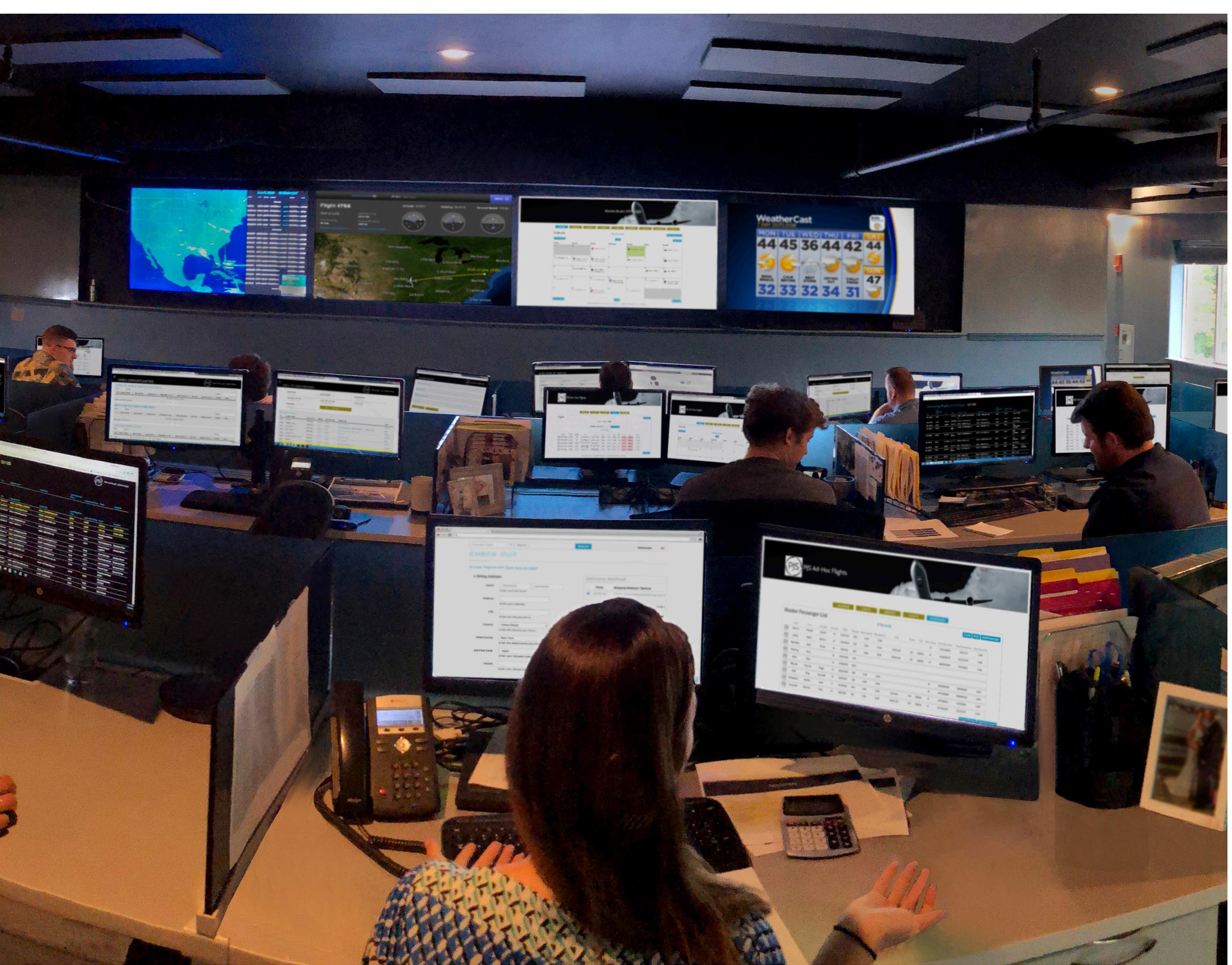
- Knowledge about hard to navigate locales
- Assistance with the company's own remote aircraft (AOG)
- Local ground transportation options
- An extra set of hands overseas
- Contingency planning to prepare for possible emergency evacuations
- Back up plans to ensure the group stays on schedule
- Supplemental lift

PRIVACY

PJS is accustomed to servicing some of the most prominent political, sports, and entertainment figures in the world. Every PJS employee is bound by a confidentiality agreement which extends to every client interaction. PJS and all of its employees have an affirmative obligation by contract to protect all information regarding our clients and their guests.

INSURANCE/RISK MANAGEMENT

All aircraft carry insurance above the industry standard for their class. PJS ensures that coverage is in place at all times and that the client is named as an additional insured on the aircraft's policy.



FLIGHT OPERATIONS CENTER

Private Jet Services' Flight Operations Center (FOC) uses the most advanced tools to track and monitor all flights including up-to-the-minute weather patterns and projections, NOTAMS, TFRs and airport congestion 24 hours a day.

PJS flies between 5,000 and 10,000 passengers every month, year round. Our range of expertise covers 4-passenger helicopter transfers, light jets up through ultra-long range executive jets, on up to 400-passenger Boeing 747 wide-body transcontinental missions, in some cases with multiple 747s in use simultaneously.

Our FOC Team is always looking ahead, remaining in constant communication with downline facilities and services to ensure seamless coordination of all details, big and small. Our expertise and diligence ensure problems are identified and solved before they can impact our flights and passengers.

Our proactive approach to service and flight management reduces the stress of travel and increases our clients' capacity for success upon arrival.

PJS utilizes Honeywell's Flight Sentinel product, protecting our customers against the weather, flow-control, and flight planning delays that commonly impact other airlines. Using route management techniques pioneered by Honeywell, flight control specialists proactively help reduce delays by filing for us on routes currently being used by ATC to avoid traffic congestion and weather conditions.

CONTINGENCY PLANNING

- PJS Policy: minimum of two contingency plans for each flight
- Monthly/Weekly/Daily/Hourly reports to Client as required
- For meetings & incentive travel: the contingency plans include PJS continually tracking all aircraft involved in this program and all associated sister aircraft
- Beginning 30 days from the first departure, PJS is in contact with all potential airlines to determine suitable replacement aircraft positioning and availability
- Starting 7-days before the first departure, PJS is in contact with all secondary aircraft operators on a daily basis to track and identify the closest suitable replacement aircraft
- PJS closely tracks and monitors every aircraft involved with a program 24 hours a day using a flight tracking system that identifies aircraft by their specific registration. We are in constant contact with the aircraft's dispatch before and throughout the duration of the flight
- When an unforeseen interruption takes place, the on-site PJS Concierge works directly with the team to analyze all contingency options available. Depending on the circumstances, PJS coordinates with the team to determine the best course of action - whether it is remaining at the location, contracting an alternative aircraft, staying at the hotel/venue, or booking commercial air. If an aircraft substitution is necessary, PJS will re-position the closest suitable aircraft.



ON-BOARD CONCIERGE

PJS assigns a Dedicated Concierge to each client for the duration of their flight. The PJS Concierge and PJS's Program Management team are in constant contact with our clients, the aircraft crew, the PJS Concierge on other program aircraft, and the PJS Flight Operations team to keep all parties on the same page and on-track.

The Inflight Service Manager works with the Dedicated Concierge to oversee catering, manifests, cargo loading, FBO parking, Customs and Immigration procedures, TSA Screening locations, weather reports, NOTAMs and all other aspects of the flights, ensuring the highest quality of service.

All PJS Concierges are available to travel to the venues, hotels, and offices as required or requested (e.g. delivery of items left aboard, boarding cards, travel management meetings or follow-up items).

DEDICATED FLIGHT MANAGEMENT TEAM

From the moment you engage with us, you are given a personal team, available 24 hours a day, dedicated to supporting every flight. From stocking your preferred beverages and snacks to ensuring players' luggage is appropriately tagged, our dedicated flight team provides an unparalleled attention to detail, ensuring your flight is stress-free and on-time.

We estimate that 10 hours of planning go into every hour in the air. Catering, cargo, safety vetting, cabin crew service plan, contingency planning; we take care of all the little details, handcrafting every ingredient for a successful flight.

SECURITY & SCREENING

- 10% screening program in place
- All PJS Concierge are fully-trained TSA Screeners, and able to perform hand-wanding and baggage screening
- Screening may be performed at various locations
- Flight Attendants trained to provide TSA security screening
- Regularly partner with Client Security & 3rd Party Contractors
- Each employee (not just flight crew) completes a 10-year background check
- Each employee and FA completes a NDA/Confidentiality Agreement
- Physical Aircraft Security Tasking





BE READY TO FLY AT A MOMENT'S NOTICE

We know the need to fly often pops up unexpectedly. PJS prepares for this by entering into a Blanket Purchase Agreement (BPA) with our corporate clients, ensuring all the legal and payment details are in place in advance and allowing approved employees to book travel with just an email or phone call.

The company's legal and finance teams address the terms and conditions only once; those terms apply to each future flight. The BPA specifies the company's designated representatives authorized to book individual trips. This process allows us to move quickly to secure the most appropriate aircraft for the company's mission.



A PROACTIVE & PREDICTIVE APPROACH

At PJS, safety comes first. Always. It is the focus of our decision-making at every level. Led by our dedicated Director of Safety, our team of industry veterans set PJS standards for due diligence with stringent safety mechanisms that require an absolute commitment to detail. By proactively discerning the best available carriers and pilots, we create safer and more consistent flight experiences for our clients.

PJS PLACES SAFETY BEFORE PROFITABILITY. WE PLACE AN EMPHASIS ON HONORING OUR COMMITMENT TO DELIVER.

PROFESSIONALISM

Only a select group of airlines meet PJS' strict standards, including data-driven, non-negotiable markers for clean operating history, aircraft age, liability insurance levels and reliability.

Supplier eligibility to fly for PJS is determined by our dedicated safety team through a comprehensive, step-by-step qualification process as well as field inspections, interviews, references, and FOIA background checks that include both operating and maintenance records.

Thorough, proactive research and performance tracking helps PJS anticipate potential risks.

Our proprietary vendor-management software ensures that previously-approved vendors and crew still meet all eligibility requirements. Prior to each flight, vendors are reconfirmed to ensure that they maintain a clean operating history and exceptional service performance levels.

Additionally, PJS requires approved vendors and their senior members of management to maintain positive compliance and business positions free from criminal or civil legal actions and IRS violations.

INDEPENDENT SAFETY EXPERTISE

PJS maintains the advantage of acting independently. Instead of being beholden to a closed fleet of aircraft, we can select only the airlines, aircraft and pilots that meet our stringent qualifications and retention criteria for safety and service. Our fleet network design allows us to mandate far higher quality standards for crew experience, aircraft age, and operator performance, as well as leveraging bulk purchasing advantages across a wide inventory of aircraft.

DEDICATED DIRECTOR OF SAFETY

The PJS Safety Department is led by Matt Dubois who spearheads our proactive approach. Dubois is responsible for furthering PJS's position as a leader in aviation safety. Through his research and efforts in continually developing the proprietary PJS safety standard, PJS clients are assured independent technical excellence and strong safety culture from all vendors.

THOROUGH VENDOR VETTING

At PJS, we are proud of our exemplary safety standards and the considerations that go into every flight. In our experience, exceptional vendors welcome the opportunity to demonstrate their strengths and commitment to a strong safety culture.

Quantitative documentation is important to PJS, but so are qualitative factors such as service levels and attitude. Indicators gathered during field visits, interviews, and with service and compliance performance tracking all help provide regular confirmation that a vendor qualifies as PJS Certified.

The comprehensive, step-by-step approval process for all PJS Certified vendors, their aircraft, and their pilots, is independently reconfirmed prior to each and every flight.



STRICT PILOT EXPERIENCE REQUIREMENTS

PJS considers pilot experience requirements to be one of the most valuable safety tools we employ. Since NTSB research has shown that accident rates decrease by nearly 50% once a pilot obtains 100 hours and continues to decrease thereafter, PJS will not engage pilots who do not meet our strict experience requirements.

DEDICATED IN-HOUSE SAFETY TEAM

PJS is the only private jet charter firm in North America with its own in-house safety team and Director of Safety. Staffed with industry veterans, the team leads the charge to ensure that every flight operates to the highest safety standards 24/7.

Our dedicated safety team determines operator eligibility. Along with our own internal intel, PJS utilizes several public and private background data sources for assessing vendor qualification as PJS Certified. Information agencies include the FAA, DOT, NTSB, FlightSafety, ICAO, and EASA. PJS also conducts field inspections, interviews, FOIA background checks, and confirms individual pilot experience data using both Wyvern and ARG/US.





CORPORATE SHUTTLE

PJS has developed scheduled service programs for several corporations allowing them to transport their employees to where they need to be in a safe, reliable, cost-effective and comfortable manner.

Whether our clients' projects require daily movements of hundreds of employees from multiple points-of-origin or a single movement of a high-value team, PJS has the experience, resources, and reputation for fault-tolerant delivery critical to the success of any Managed Travel Program.

A SHUTTLE PROGRAM IS ESPECIALLY HELPFUL POST-ACQUISITION, ALLOWING COMPANY EXECUTIVES TO BE ON-SITE FREQUENTLY WITHOUT THE BURNOUT ASSOCIATED WITH COMMERCIAL TRAVEL.

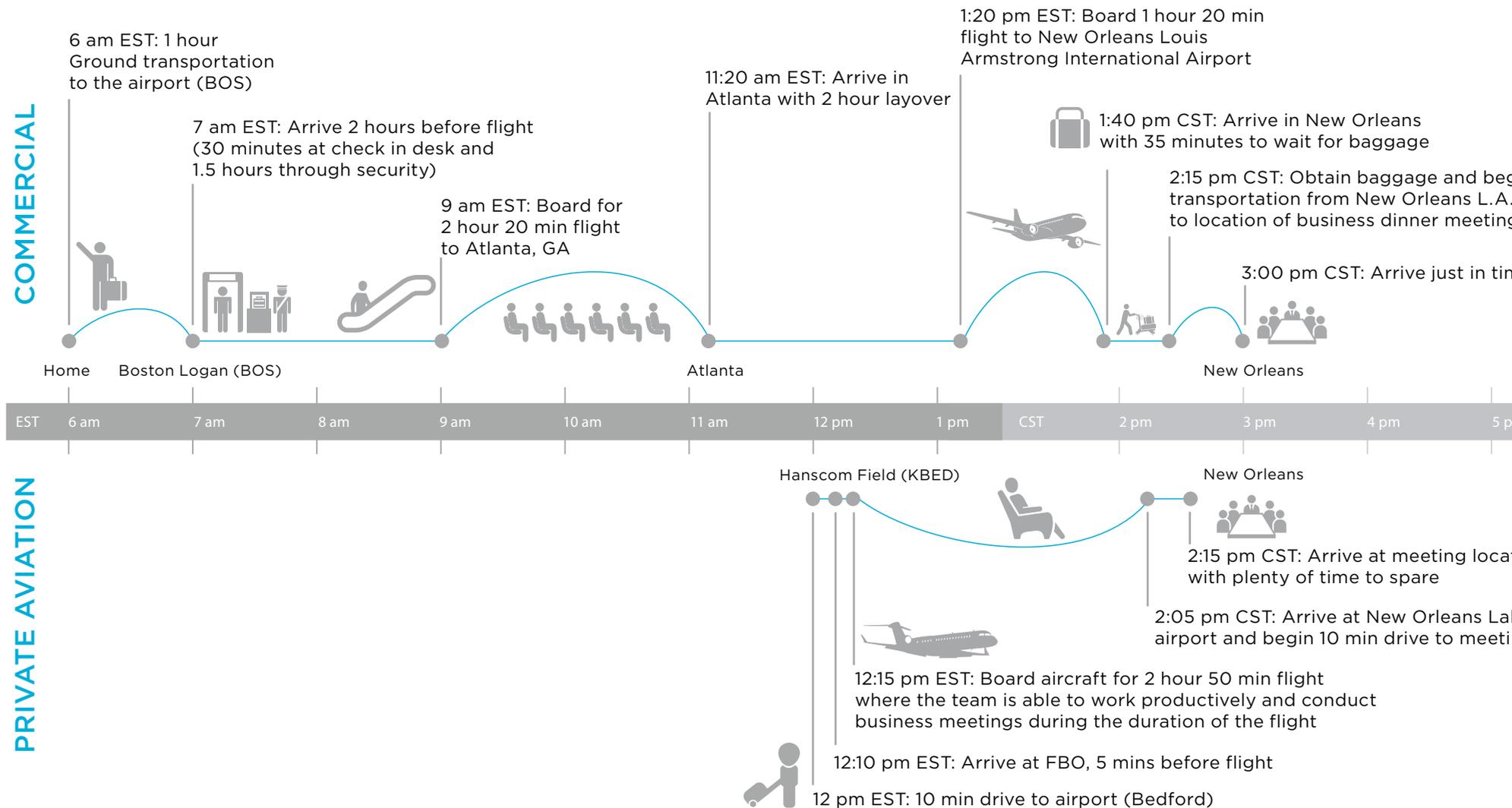
EXAMPLES:

- Post - Acquisition: PJS facilitated a shuttle four times daily over a three-year period for a Pharmaceutical company who acquired a competitor
- Access to Remote Offices: PJS currently organizes a daily shuttle for an automotive company to fly various members of the management team to a manufacturing location that is underserved by commercial aviation, turning a two-day journey into a few hour flight
- Transporting Workers to Remote Projects: Examples include crew rotations to off-shore drilling facilities and transporting engineers to remote launch sites

PRIVATE AVIATION ROI

Let us weigh the advantages of flying privately vs using commercial airlines.

Add up the conveniences of full control of the schedule, privacy, and access to a far wider range of airports and realize that the time saved equals substantial and very real cost savings.





EIGHT HIGH LEVEL BUSINESS EXECUTIVES WITH \$500,000 (\$240/HOUR) SALARIES NEED TO TRAVEL FROM BOSTON TO NEW ORLEANS FOR A 3 PM BUSINESS MEETING.

DUE TO THE LACK OF AVAILABLE FLIGHTS THAT EVENING, THE TEAM WILL NEED TO RETURN HOME IN THE MORNING.

THIS MEANS, ANOTHER 11.3 HOURS FOR RETURN FLIGHT IN THE AM AND ANOTHER WASTED DAY OUT OF THE OFFICE. TOTAL = 22.6 HOURS LOST, 2 FULL WORK DAYS MISSED FOR ONE MEETING.

\$43,392 Productivity cost
\$3,200 Hotels, Meals & Ground Transportation
 + **\$5,360** In commercial airfare
 = **\$51,952** Total cost

THE TEAM IS ABLE TO RETURN HOME IMMEDIATELY AFTER THE BUSINESS MEETING IN THE EVENING AND MAKE IT INTO THE OFFICE ON TIME THE NEXT DAY.

TOTAL = .5 HOURS OF UNPRODUCTIVE TIME DURING TRAVEL

\$960 Productivity cost
 + **\$38,000** Cost of flight
 = **\$38,960** Total cost

SAVINGS
 WITH PRIVATE AVIATION

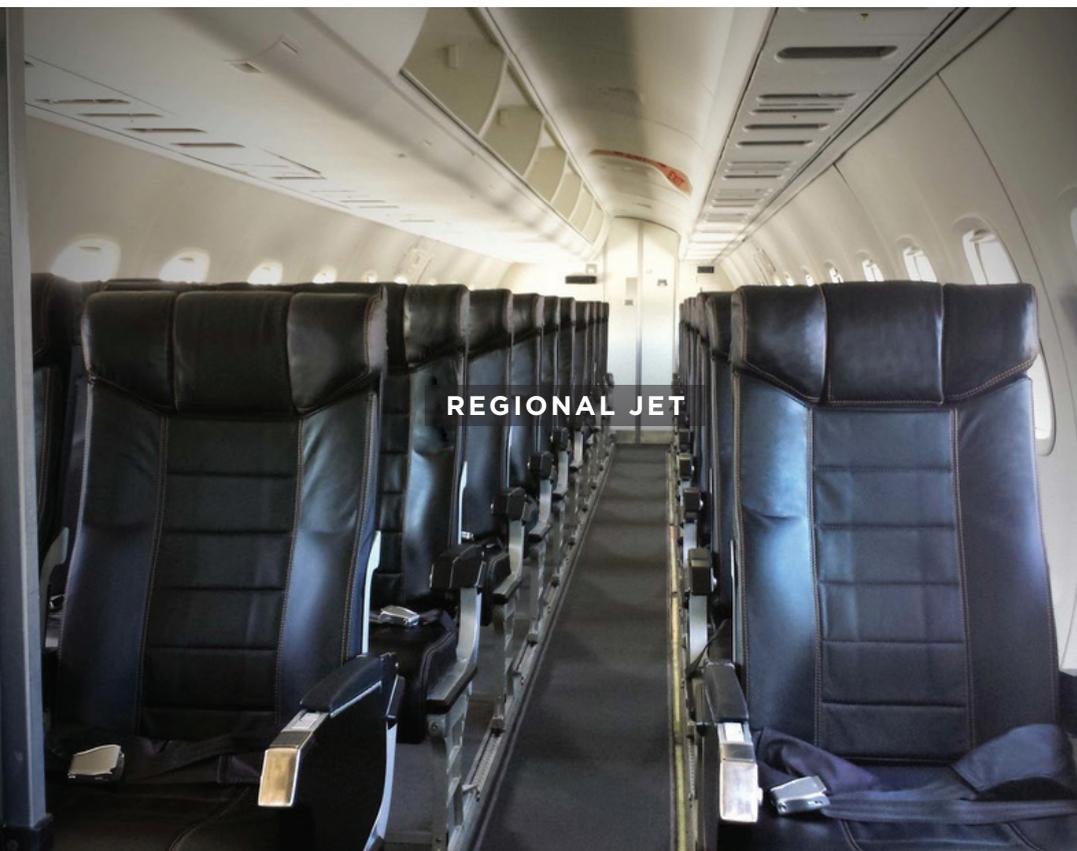
\$51,952
 - **\$38,960**
 = **\$12,992**



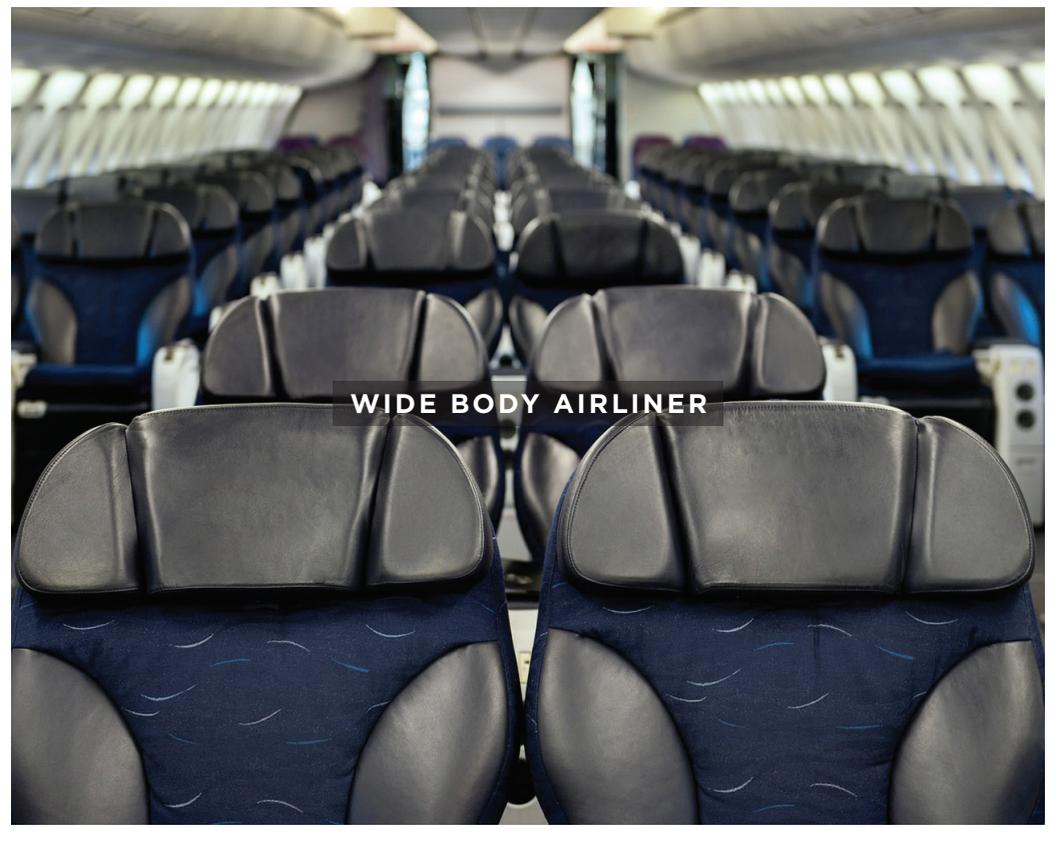
EXECUTIVE JET



VIP AIRLINER



REGIONAL JET



WIDE BODY AIRLINER



INCENTIVE TRAVEL

PJS expertly coordinates group charter flights on VIP and coach configured airliners, resulting in superior planning and execution of movements of all sizes, from a President's Club celebration in a hard-to-reach destination to entire company movements of thousands of employees from various locations to one central gathering point. Guests enjoy more time at the resort and less time in congested airport terminals by boarding and disembarking through private aviation terminals. Check-in time is typically less than one hour prior to departure rather than two hours. **PJS consultants help make the journey a memorable part of the event, with thoughtfully planned themes for in-flight catering and entertainment.**

Key executives appreciate delivering their most valued employees and guests back to their homes rested, rather than jet-lagged and exhausted from uncomfortable travel, ending the event on the highest note and leaving a long-lasting, positive impression.

CUSTOMIZED SOLUTIONS FOR EVERY EVENT

- Avoid public terminals, complex check-ins and baggage fees
- Reduce the stress of travel
- Less time traveling, more time on property
- Leisure experience begins the moment the client steps aboard the aircraft
- Cabin décor, meal planning & entertainments customized to match the event
- First class, VIP service-trained flight attendants
- Ability to select various categories of aircraft for any sized group
 - 30-50 seat regional jets
 - 68+ seat VIP Boeing 737 and 757 airliners
 - 150-400 seat high-density airliners



INCENTIVE CASE STUDY

THE CHALLENGE

Manage all logistics and transport of 58 passengers from Houston to the Four Seasons Nevis for a four-day incentive trip. The client wanted to avoid an overnight in Miami as well as losing almost a day and a half out of the office due to travel.

THE SOLUTION

- VIP configured 737-800 with 64 first-class seats and 18 economy plus.
- PJS provided the client with the ability to fly direct, avoiding hotel fees and per diem expenses associated with a necessary overnight in Miami and often delayed departures from Miami International.
- PJS management of all logistical details provided the client with a single point of contact rather than several contacts at a number of different vendors.
- PJS Flight Concierge on each flight to ensure VIP experience.

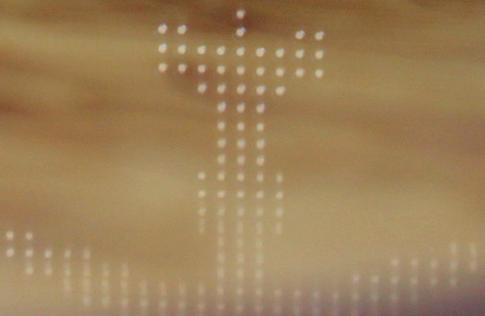
After accounting for all cost associated with flying commercial routing such as the per diem expenses, hotel overnight fees, change fees, baggage fees, and transfer costs, PJS provided a VIP experience at a 14% savings. When compared solely to airfare costs the PJS solution presented a marginal 2% premium to commercial airline pricing.

PRIVATE JET SERVICES



JET CARD

JET CARD



PJS JET CARD

We understand private aviation is a tool to save time and improve efficiency. Whether flying a General Manager to meet with a marquis prospect or flying in a newly signed free agent to lace up his skates for tonight's game, the PJS Jet Card makes on-demand flying accessible, affordable and

The PJS Jet Card provides our members with the greatest flexibility in the industry at transparent fixed hourly rates. Corporate accounts are debited strictly for flight time - there are no membership fees, no positioning fees, no monthly management fees, no fuel surcharges, and no hidden costs. Clients receive 365-day support with guaranteed access to aircraft in as little as 10 hours' advance notice.



365-day guaranteed availability, no limited calendar



Absolutely no interchange fee, no empty leg or dead-head fees



Your jet card gives you access in the US, Europe, and all international travel



Fly exclusive on PJS certified aircraft (Top Rated Aircraft in the country) averaging just 6 years in age



5% round trip efficiency discount



Simple, all-inclusive rates with no additional fees as you fly. No maintenance fees, no monthly management fees as you see with other programs. Simply wheels up to wheels down.



10 hour response time anywhere in the country, 96 hours call ahead on the 18 peak days



Locked rates for 12 months, funds never expire

EMERGENCY RESPONSE





WHY SHOULD AN ORGANIZATION ESTABLISH AN EMERGENCY RESPONSE PLAN (ERP)?

According to the US Federal Emergency Management Agency (FEMA), the number of global natural disasters, disease outbreaks, and terrorist attacks are dramatically on the rise. Whether outright safety is of concern, or whether minimizing the impact on business productivity is paramount, smart organizations have an ERP in place.

PJS Consultancy helps clients plan for instances where an emergency evacuation or air ambulance might be needed in the case of a medical emergency or even a sudden change in political climate.

Having an ERP in place saves critical time, allowing employees to be transported out of harms way as quickly as possible.

Whether family or staff are traveling, or if the organization operates or serves multiple staffed locations, having an ERP for transportation is vital. Consider the following situations:

- Weather evacuation in the case of hurricane forecast, fire, flood, volcano or earthquake
- Political climate such as military coup, contentious elections, financial crisis or market collapse
- Labor strikes impacting travel such as airlines, air traffic controllers, or rail workers
- Terrorism threat
- Disease outbreak
- Industrial accident
- Public relations incident where secure, private transportation is needed
- Individual injury or health problem that rules out return travel using commercial airline transport

PJS provides support for emergencies where immediate transportation is required. Safety is of paramount concern; however, steps can be taken to limit business disruption and increase protection of business investments and assets. For example, loss of productivity due to travel interruption caused by a labor strike related to commercial transportation can be quickly alleviated with the proactive preparedness program offered by PJS.

Consider if a staff or a family member might not be able to return from travel, domestic or international due to an allergic reaction, work or sporting injury, exposure to disease or other contamination. Transportation of human remains, particularly across international borders can be a complex process without PJS professional logistics planning.

Continuity Planning is key in determining which assets, including staff or materials, should be moved, and where they should be moved. Plans include considerations for moving security staff, first responders, specialists, insurance adjusters, journalists, or aid supplies into position to face the hazard, assess damage, and protect assets that might be in the way of harm.

PJS can assist in the decision of whether to stay or go in light of news of a pending situation. In some cases, the right solution is to move support to the affected area rather than moving assets away.

PROPER PLANNING

A proper Continuity Plan requires budgeting, which necessitates an understanding of the size of the job, the types of aircraft needed, and plans for ideal contingency locations.

Additional considerations:

- **Quantity** - How many passengers and family members are potentially impacted?
- **Location** - Where is the closest secure location to evacuate to?
- **Costs** - What is the cost of a group evacuation, an individual extraction, or bringing expertise or supplies to an affected area?
- **Security** - How to secure assets on the ground such as facilities, equipment or staff that remain in an affected area?



PJS ERP services ensure:

- A thorough needs-based assessment with customized planning based on organization risks determined using regional probabilities for the types of weather events, and political climate stability.
- Business continuity plan activation so management know what to do when weather forecasts, for example, include potentially hazardous situations for staff or families or assets.
- Communications planning for instances where loss of power, network or cellular occur.
- Comprehensive logistics planning for all recovery strategies.
- Emergency Operations Center (EOC) services provided by PJS to manage all logistics and facilitate communications.

When emergencies happen, Private Jet Services has the resources to secure aviation that will meet the needs for the specific emergency. Our 24-hour Flight Operations Center leverages a global network of employees and agents working in Europe, Asia, Africa, and the Middle East, as well as at home in the Americas.

We engage with individuals and entities of all sizes to analyze travel needs and recommend and implement solutions that have a positive ROI. Using a consultancy such as PJS with bandwidth across all of the available modes of travel provides peace of mind so clients can focus on the job at hand.



CUSTOMIZED SOLUTIONS FOR PRIVATE AVIATION

The global aviation marketplace is filled with various options and solutions. What works for one traveler is not necessarily right for another traveler, nor should it be. Private Jet Services (PJS) offers a unique consultancy approach, using over a decade of experience to chart individualized solutions for every scenario by determining the metrics that are most meaningful to each organization.

It is a method that consistently delivers choice, value, and perfection for a wide range of global clients.

Private aviation is a tool to reduce the stress of travel. Today more than ever, private aviation saves travelers time, adds convenience and provides privacy. Businesses and individuals can now be more productive with the extra hours they save before, during and after each private flight. Families and friends can leave when they want, spend more time together and spend less time sitting in security.

PJS exists to solve air travel logistics with dedication and passion. We are well positioned to help navigate the private aviation marketplace to find the best means of private aviation for each of our clients, whether individuals, corporations or their advisors.

AS AVIATION MARKET EXPERTS, PJS CONSULTING PRODUCTS CAN HELP IDENTIFY EFFICIENCIES & OPPORTUNITIES USING THE FOLLOWING TOOLS:

- Current Solutions Audit
- Safety Audit and Analysis
- Route Analysis
- Market Study
- Market trending
- Corporate Aircraft Utilization Modeling
- Corporate Travel Management
- Corporate Shuttle Creation and Management
- Asset management
- Financing, Tax and Asset Needs Strategies
- Aircraft valuation
- Aircraft Acquisitions and Sales
- Customized Aircraft Financing
- Amortization Planning
- Transition planning
- Aircraft Management Services
- IRS Compliance Services
- Fleet planning
- Refleeting Planning
- Financial projection
- Emergency Response Planning

A PJS consultation will help determine if and how private aviation solutions will work for each client's specific requirements, and for those already using business aviation, to identify efficiencies for more effective asset management.

We engage with individuals and entities of all sizes to analyze travel needs, recommend and implement solutions that have a positive ROI. From big picture planning, down to guidance for correct travel choices on a per-trip basis, PJS assets can help.

We know from 15 years of experience that in many cases a blended approach is the right path. Many whole aircraft owners also own a jet card for supplemental lift needs. Most private aviation users will have at one point purchased an on-demand charter flight. Using a consultancy such as PJS with bandwidth across all of the available modes of purchase is a convenience that experienced private flyers recognize immediately.

A TYPICAL PJS CONSULTATION ADDRESSES THE FOLLOWING PRIMARY OBJECTIVES:

- **Situation Analysis:** the current state of the Principal's travel, as well as their staff and families
- **ROI Study:** current travel costs vs projected costs/savings of private aviation solutions
- **Solution Study:** private aviation market overview, impact, and ROI of each viable solution
- **Implementation Planning:** guidance from solutions negotiation to contracting and quality control

FINDING THE RIGHT SOLUTION CAN BE A DAUNTING TASK

Choices include whole aircraft ownership, fractional ownership, shuttle programs, jet cards and memberships, and on-demand charter; each with their own set of pros and cons.

There are many aircraft choices to consider within the marketplace. Identifying the best fit based on typical travel patterns, passenger group size, and amenities is part of the process. A thorough examination of client needs, including understanding their flexibility with regard to aircraft type, will help determine the best mode of purchase.

There are exposure points in private aviation that require research and experience to avoid. Unfortunately, unscrupulous sellers exist offering too-good-to-be-true deals that potentially make use of illegal, uncertified aircraft and pilots. When making well-informed purchasing choices, safety is the primary concern but there can also be legal repercussions for a traveler even if they unknowingly purchased or flew on an illegal flight.

From the perspective of travel managers and even wealth management professionals, advising clients on how best to purchase private aviation has an impact. There are advantages in centralizing purchasing power for a Principal, their families, and their businesses that might otherwise be missed.

SHORT OF OUTRIGHT AIRCRAFT OWNERSHIP, PRIVATE JET TRAVELERS HAVE 3 FUNDAMENTAL OPTIONS: FRACTIONAL OWNERSHIP, FIXED-RATE PRICING THROUGH A JET CARD OR MEMBERSHIP PURCHASE, OR VARIABLE PRICING THROUGH ON-DEMAND CHARTER.

PRIVATE AVIATION OPTIONS

