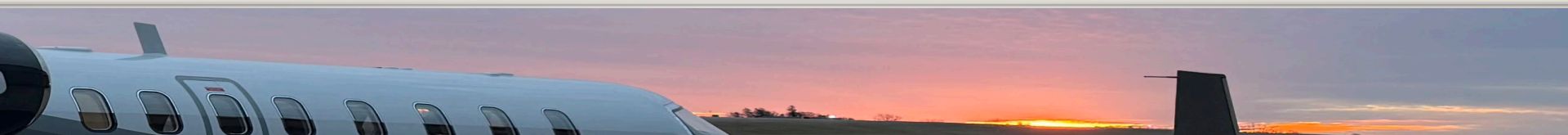


# PRIVATE AVIATION

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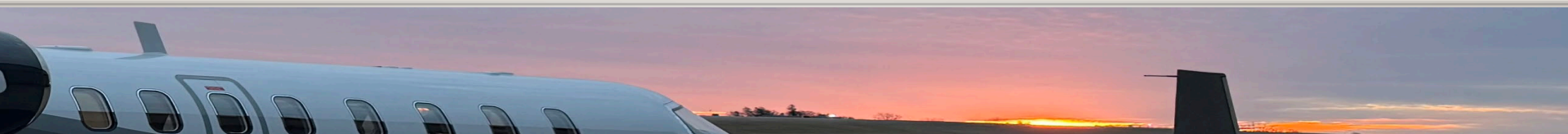
BUYING BACK YOUR MOST VALUABLE ASSET:  
TIME



# PURPOSE OF DISCUSSION

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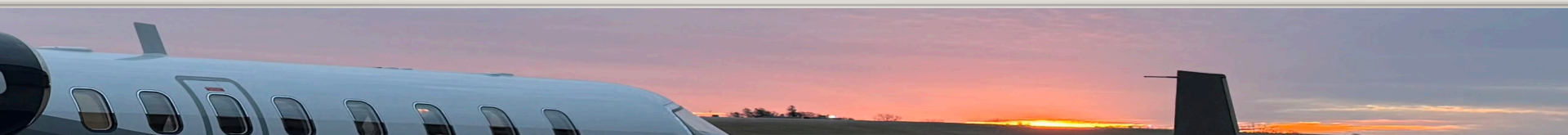
- Understand how private aviation can be used as a productivity and lifestyle tool
- Evaluate ROI, efficiency, and strategic advantages
- Review aircraft classes & capabilities
- Review available private aviation solutions
- Identify key risks and pitfalls to avoid



# WHY PRIVATE AVIATION MATTERS

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- Time is a critical corporate currency
- Private aircraft reduce delays, layovers, and inflexible schedules
- Gain access to thousands of regional airports closer to final destinations
- Improved speed and agility in time-sensitive situations

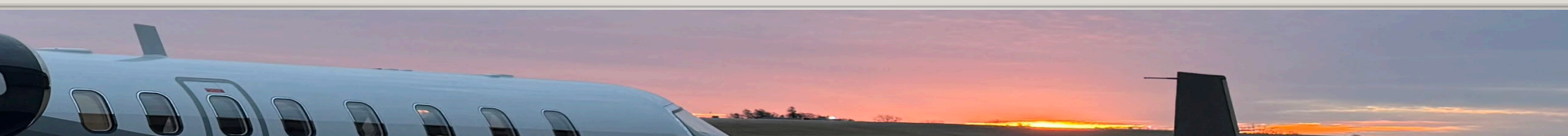




# TIME SAVINGS = FINANCIAL RETURN

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- **Connectivity Advantage** – Private jets can access over 5,000 airports in the US while commercial airlines only serve about 500. Direct flights to smaller airports reduces total travel time, overnights, & travel expenses
- **Reduced Travel Time** - Door to door travel time is typically 30%-50% faster than commercial first class
- **Decision Speed** – Executive teams traveling together make decisions faster than those coordinating virtually
- **Revenue Impact** – Companies that utilize private aviation consistently outperform those that don't
- **NBAA Study** - S&P 500 Companies using private aviation outpaced non-users in revenue growth by 23%

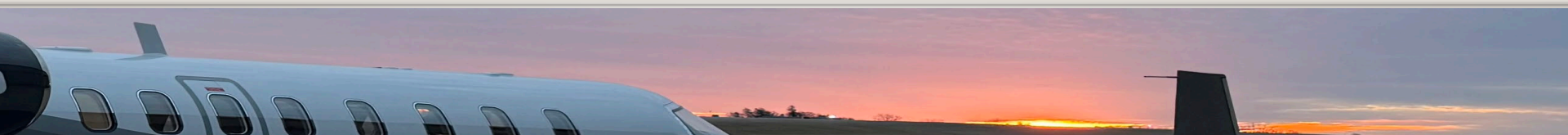




# IN-TRANSIT PRODUCTIVITY

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- **Enhanced Productivity & Privacy** – Aircraft cabins serve as private, secure offices for sensitive meetings or work without risk of eavesdropping or cyber security concerns
- **Reduced Fatigue & Increased Safety** – Private flights reduce travel fatigue by providing a comfortable environment & higher safety standards
- **Logistics** – Companies can transport essential or delicate equipment and customer samples.
- 2/3 of employees report they are more productive on business aircraft than when they are in the office

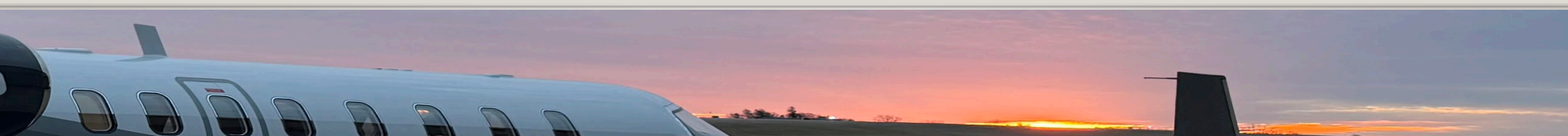




# FLEXIBLE & OPPORTUNISTIC

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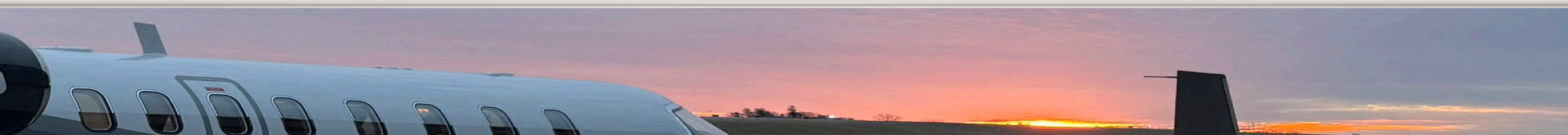
- **Flexibility** - Travel schedules adjust to business needs—not airline timetables
- **Speed** - Rapid response to customer, supplier, facility and investor needs
- **Complex Trips** - Multiple destinations achievable in a single day
- **Agility** – Outperform your competitors in time sensitive situations
- Timely response & decisions as a result of using private air travel increase the likelihood of a successful deal by 20%



# PEOPLE, CULTURE & BRAND

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- **Relationships** - Stronger in-person relationships with clients and partners
- **Collaboration** - Improved collaboration by traveling together as a team
- **Ready & Rested** - Arrive prepared and focused instead of fatigued
- **Brand Image** - Private aviation reinforces professionalism and premium brand image
- Top management are onboard business aircraft less than 50% of the time
- 95% of Fortunes “100 Best Places to Work” are business aircraft users

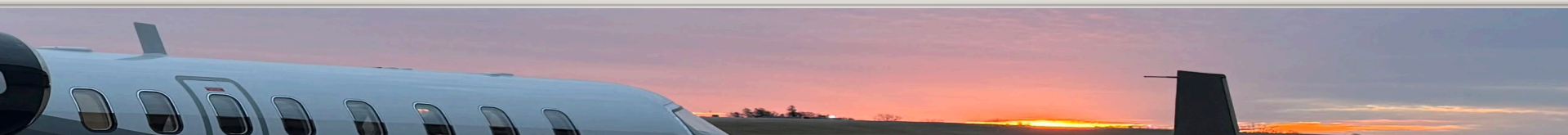




# START WITH A MISSION PROFILE

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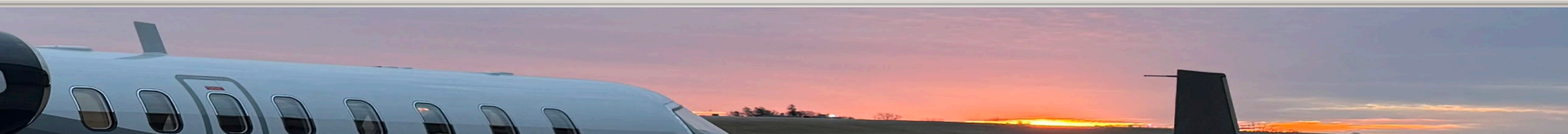
- Step 1 - Define Your Routes
- Step 2 – Know Your Airports
- Step 3 – Understand Your Passenger Loads
- Step 4 – Calculate your Annual Flight Hours
- Step 5 – Identify Any Special Requirements



# AIRCRAFT CATEGORIES

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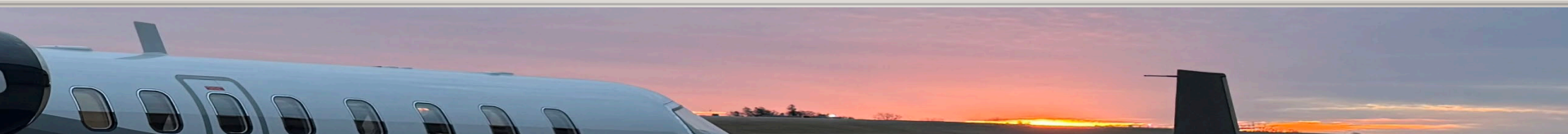
- **Turboprop/Light Jet:** short range, weather constraints, cruise performance limitations
- **Midsized Jet:** regional to transcontinental missions
- **Super-Midsized Jet:** Transcontinental and limited international range
- **Large Cabin Jet:** International travel and maximum capability, highest operating cost



# AIRCRAFT CATEGORIES

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- **Turboprops / Light Jets:**
  - 4-6 Passengers (significantly impacts range)
  - Limited in-cabin amenities, some have lavatories
  - ~1,000 mile range
  - Single pilot qualified
  - Small airport accessible, shorter runway requirements
  - Turboprops limited cruise altitude,
  - Speeds 290-400 mph, (speed adjust CPH turboprops)
  - \$2,000 - \$5,000 per hour

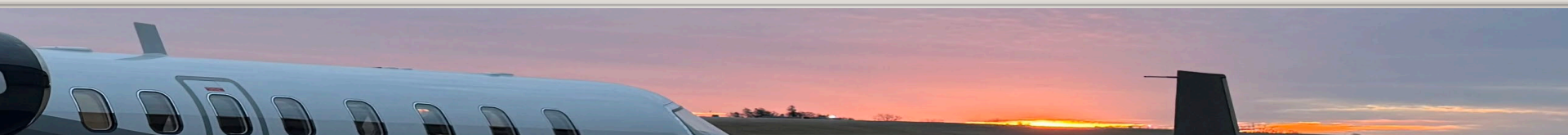


# AIRCRAFT CATEGORIES

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- **Midsized Jets:**

- 5-10 Passengers
- Comfortable, in-cabin productivity, small galley, have lavatories
- 2,000 - 3,000 mile range
- Small airport accessible,
- Speeds 430-480 mph
- \$5,500 - \$8,500 per hour

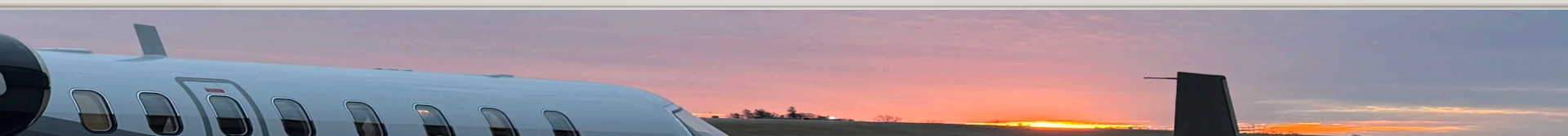




# AIRCRAFT CATEGORIES

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- **Super Midsize Jets:**
  - 8-10 Passengers
  - Luxurious aircraft, larger cabin, full galley, baggage pressurized and accessible from inside
  - 3,400 - 3,800 mile range
  - Fast, fuel efficient and can support intercontinental travel needs
  - Speeds 480-550 mph
  - \$7,000 - \$10,500 per hour

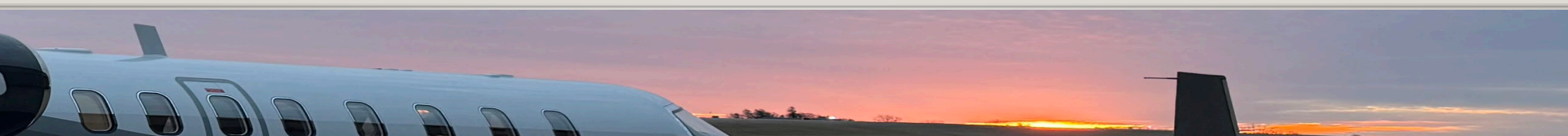




# AIRCRAFT CATEGORIES

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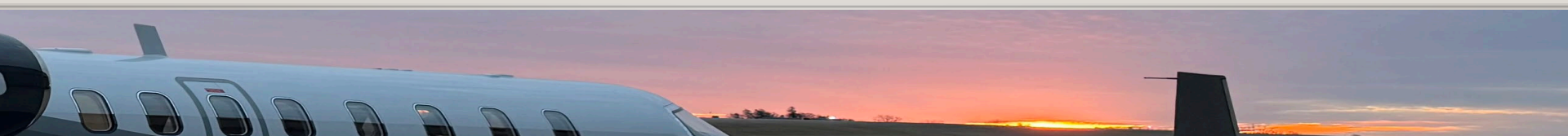
- **Large/Heavy Jets:**
  - 8-10 Passengers
  - Luxurious aircraft, larger cabin, full galley, flight attendant is an option, baggage pressurized and accessible from inside
  - Up to 6,000 mile range, higher cruising altitudes
  - Fast, fuel efficient and can support intercontinental travel needs
  - Speeds 480-560 mph
  - \$12,000 - \$20,000 per hour



# PRIVATE AVIATION SOLUTION OPTIONS

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- **On-Demand Charter:** pay per trip, maximum flexibility, availability is not guaranteed,
- **Jet Cards:** prepaid hours with predictable/premium pricing
- **Dry Lease:** shared access without owning aircraft, owner trips take priority, varies by owner
- **Fractional Ownership:** shared asset and operating costs, asset valuation risk, transaction fees in/out
- **Full Ownership:** exclusive control, privacy, and tax advantages.

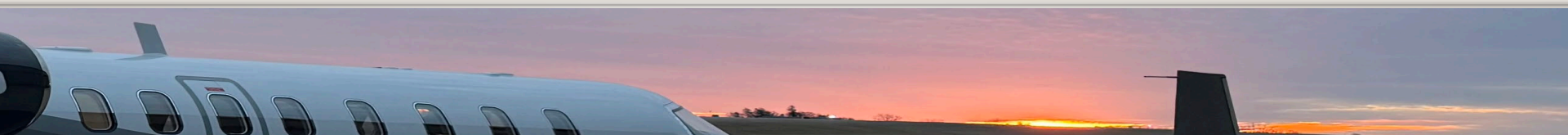




# COMMON PITFALLS TO AVOID

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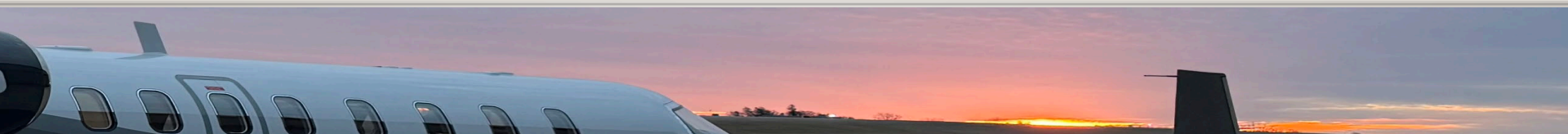
- Selecting the wrong aircraft or solution for your mission
- Underestimating total operating and maintenance costs
- Inadequate program due diligence or pre-purchase inspection
- Misunderstanding FAA or IRS compliance requirements



# RISK REALITIES

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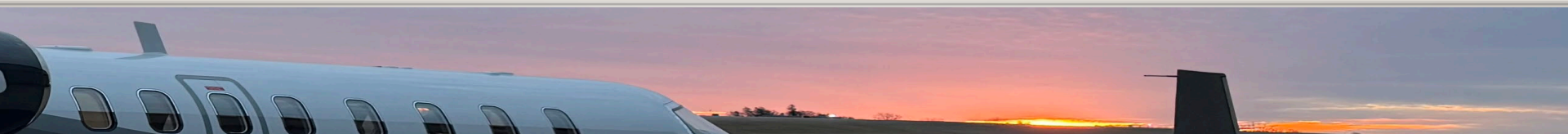
- Maintenance downtime and parts shortages are common
- Asset depreciation can be significant (full & fractional)
- Exit strategies should be planned in advance, especially with partnerships
- Ownership and lease structures require aviation/legal oversight. Non-compliance can be very costly



# HOW TO MAXIMIZE VALUE

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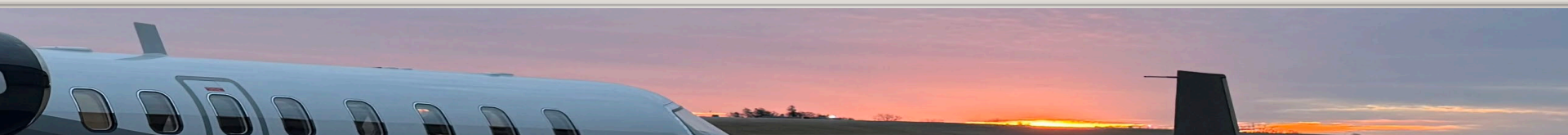
- Analyze utilization profile and real travel data before choosing a solution
- Engage a trusted advisor (independent aviation advisor, aviation attorney, aviation tax advisor)
- Plan for current needs and anticipate future needs
- Use NBAA-compliant resources and best practices



# KEY TAKEAWAYS

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- Private aviation is a strategic investment in time and productivity
- Right-sizing the solution is critical to ROI
- Expert guidance reduces risk and improves outcomes
- When structured correctly, benefits exceed the cost



# THANK YOU

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  - 612-275-7526

