AIRCRAFT MANAGEMENT
for the world’s most discerning aircraft owners
Aircraft ownership can provide the ultimate in privacy, productivity, and time savings. However, having to manage an aircraft can quickly reverse many of the benefits. From crewing and maintenance to flight operations and regulatory compliance, aircraft management is complex. That is why many owners work with an aircraft management company that can ensure all the benefits of aircraft ownership without any of the hassles.

Since 1977, Executive Jet Management (EJM) has built a solid reputation as being the leader in worldwide aircraft management and private jet charter services. EJM earned its reputation by delivering on an ironclad business model centered on continuous improvement and a zealous commitment to exceeding expectations, both client-based and regulatory alike, at every turn. Today, EJM is synonymous with principles deeply rooted in safety, security, and exceptional service.

The EJM Experience is about how the extreme passion and aviation expertise of EJM’s professionals turns into the powerful components that ensure your private aviation experience is the safest and most reliable it can be. It’s because how matters. And that is why EJM’s culture of excellence is at the heart of everything, from high-level operations down to the smallest detail.

Unparalleled Safety, Security, and Operational Excellence

EJM’s deep commitment to providing the highest level of client safety and security translates into an impeccable safety record and recognition by third party audit agencies for setting and surpassing rigorous industry-specified safety standards. EJM’s comprehensive collection of safety and security programs is internally supported by specialists, policies, and procedures that ensure continual improvement. EJM consistently goes above and beyond to keep you, your passengers, and your aircraft safe and secure at all times.

A Client-Centric Support Team

EJM’s team of more than 800 highly-trained, experienced aviation specialists is the most dedicated and professionally recognized group of private aviation experts in the industry. Dedicated and passionate EJM representatives are at-the-ready 24/7/365 to assist you no matter where you are or when a need arises. As an EJM client, you will collaborate directly with your owner services team and always receive the utmost in highly-specialized attention and responsiveness.

Bringing it All Together

As a subsidiary of NetJets, a Berkshire Hathaway company, EJM is connected to the world's largest private aviation infrastructure with access to unrivaled aviation resources. These resources give EJM the power to assemble the industry’s most talented and passionate aviation professionals, develop sophisticated technologies, and invest in award-winning and innovative private aviation programs. EJM provides long-term stability with a trustworthy aircraft management provider who will be here for you well into the future. This all comes together to provide the foundation EJM needs to make The EJM Experience a reality.

EJM Pilots: Trained for Excellence

EJM’s rigorous training programs include bi-annual full motion simulator training, hands-on emergency situation training, annual line checks with a Federal Aviation Administration (FAA) Check Airman, international procedures training, aircraft-specific technology training, and special terminal approach training and authorization. EJM pilots average more than 9,600 flight hours, well above the FAA's requirements, and must hold Airline Transport Pilot and First Class Medical Certificates.
COMPREHENSIVE AIRCRAFT MANAGEMENT PROGRAM

EJM aircraft management clients receive complete freedom from the complexities of day-to-day flight operations and gain peace of mind from knowing the aircraft is being handled professionally and efficiently by the best in the private aviation business.

EJM’s solutions cover all aspects of aircraft ownership and provide vast cost and time savings benefits resulting from EJM’s purchasing power, fleet volume discounts, and operational expertise.

Cost Savings

The combined procurement power of EJM and NetJets allows EJM to pass along extensive cost savings and deep discounts on critical operational expenses such as jet fuel, FBO fees and services, crewmember travel and training, aircraft insurance and maintenance, travel emergency medical services, technical, navigation, and communication subscriptions, international services, and EJM private jet charter.

EJM’s Average Savings in Key Areas:

<table>
<thead>
<tr>
<th>Area</th>
<th>Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fuel</td>
<td>25% lower than retail*</td>
</tr>
<tr>
<td>Crew Training</td>
<td>35% lower than retail</td>
</tr>
<tr>
<td>Maintenance</td>
<td>10-20% lower than retail</td>
</tr>
<tr>
<td>Crew Travel</td>
<td>Up to 60% lower than retail</td>
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</tbody>
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*Based on the average retail price per gallon published by Business & Commercial Aviation magazine.

Oversight and Compliance

From maintenance and trip feasibility analyses to participating in specialty programs such as the EU Emissions Trading Scheme and Visa Waiver Program, EJM handles all your domestic and international behind-the-scenes travel requirements to make every flight hassle-free. EJM also complies with all domestic and international regulations outlined by agencies including the FAA, International Civil Aviation Organization (ICAO), Occupational Safety and Health Administration (OSHA), and Department of Transportation (DOT) to name a few.

Protection and Confidentiality

EJM recognizes and respects your need for confidentiality. EJM has the ability to block your tail number from Aircraft Situation Display to Industry (ASDI) data and can further shield you from public exposure by utilizing EJM’s call sign in your flight plans instead of your aircraft’s registration number. By collaborating with your EJM team and through a proactive approach that prioritizes your privacy as a key mission, you, your passengers, and your aircraft are guarded from the public eye.

Flight Operations

EJM performs all flight operations and crew activities to maximize the operations of your aircraft with precision and efficiency. These activities include conducting and coordinating classroom and simulator training for crewmembers, scheduling crew and aircraft for flights, providing flight crew travel support, arranging on board catering and ground transportation, facilitating crew communications, dispatching and following flights, making international travel services available, and taking care of unplanned aircraft repair for quick trip resumption.
**Risk Management**

EJM will assess your operational, regulatory, security, and financial risks and achieve greater safety and security goals for you and your aircraft. Rigorous programs such as an Emergency Response Plan (ERP) and Safety Management System (SMS) elevate you and your aircraft to an exceptional level of preparedness for any potential situation. Additionally, EJM provides real-time threat assessments for current and future travel plans and provides specialty emergency training to crewmembers to deal with inflight emergencies of all kinds.

**Personnel and Finance Administration**

Selecting and allowing only the best in the industry to serve as your crew, EJM’s Comprehensive Aircraft Management program manages all the daily details of your aircraft’s personnel requirements, including payroll, employment taxes, and health benefits. EJM will recruit, hire, and train your crew as well as manage employee relationships and conflict resolution. Additionally, EJM’s finance team will work closely with your financial representative to provide customized invoices tailored to your needs. Each invoice is reviewed and audited for all aircraft-related costs and included in one simple monthly statement for your convenience.

**Aircraft Maintenance**

EJM’s fleet maintenance team operates under the most stringent maintenance procedures in private aviation today. Your aircraft is continuously monitored by specialized maintenance coordinators, providing extensive support to keep your aircraft airworthy. Team members continually improve safety operations by participating in comprehensive annual maintenance training programs. As a result of this commitment to excellence, year after year, EJM earns the prestigious Diamond Award of Excellence from the FAA Maintenance Technician Awards Program. Additionally, if your aircraft requires an emergency repair, our Rapid Response Team can be dispatched to your location to fix the problem and ensure your aircraft is flying safely as soon as possible.

**Charter Revenue Potential**

As an additional option, you may also choose to leverage the time you are not using your aircraft to offset operating costs and improve your bottom line. You may elect to turn your aircraft’s idle time into revenue by becoming a part of EJM’s charter operations. An extensive marketing program professionally promotes your aircraft to a retail charter base built from more than 35 years of leading the private jet charter business. Additionally, EJM receives thousands of flight requests from other operators, brokers, and corporate flight departments, and provides supplemental lift for NetJets.

**Exclusive Benefits**

As a value added benefit, EJM aircraft management clients automatically enjoy exclusive benefits and savings from EJM’s Preferred Service Partners featuring renowned brands such as The Waldorf Towers, Wynn Las Vegas, Hilton Grand Vacations, Excursionist, MedAire, Savoya, Aircell, and FlightSafety International. Additionally, EJM clients receive preferred rates on crew travel, technical publications, maintenance, fuel, and international services already negotiated on EJM’s behalf.
In addition to the Comprehensive Aircraft Management program, EJM also offers a full array of aviation services to round out all your private aviation needs.

**Aircraft Sales and Brokerage**

EJM offers full aircraft brokerage, acquisition, and disposition services to EJM aircraft management clients and other entities interested in purchasing new or selling current aircraft. As an industry-leader with years of experience and long-standing relationships with aviation professionals, EJM has access to an extensive and exclusive network of aircraft owners, brokers, buyers, and sellers. EJM’s aircraft sales and brokerage team handles the entire transaction for you including the initial consultation, marketing and promoting the aircraft, and all the details associated with closing and completing the sale.

**Supplemental Lift**

EJM is uniquely positioned to provide dependable and exceptional private jet charter services. As an EJM aircraft management client, if you require air travel options outside the use of your own aircraft, you’ll save 5% on every EJM charter trip. Plus, with the Owners Club, EJM’s “give and receive” program, you’ll be able to give the gift of your 5% charter discount to anyone you choose. Each time your referral guest completes a trip, you’ll receive 1% cash back on your management invoice. Additionally, if you would like to explore supplemental lift options available from EJM’s parent company, NetJets, EJM can connect you with a representative to learn about their fractional share, jet card, and lease programs.

**Aviation Planning and Consulting**

Tap into a deep well of expertise, knowledge, and global reach to help make fully-informed decisions about your current and future aircraft ownership. EJM’s seasoned professionals will help you understand your options and create a sustainable plan for the future. Choose from EJM’s broad portfolio of planning and consulting services, including aircraft valuations and current market reports, scheduled maintenance and refurbishment action plans, future aircraft requirements and options evaluations, and recommendations for technical improvement initiatives.

**Crew Services**

EJM’s Crew Services program allows you to draw from a pool of highly-qualified EJM pilots and flight attendants at a fraction of the cost of full-time employment. EJM handles all applicable withholdings and maintains required employment insurances. Crewmembers employed under EJM’s Crew Services program are trained and held to the same stringent standards that every EJM crewmember upholds for the utmost assurance of your safety and security. Covering a range of aircraft types and flexible to fit your individual needs, EJM’s pilot and flight attendant pool is available as an additional service on an ad hoc, trip-by-trip basis or as part of an ongoing part-time arrangement.
EJM FAST FACTS

- EJM manages more than 200 aircraft in locations across the world. Private aircraft manufacturers include Bombardier, Cessna, Dassault, Embraer, Gulfstream, and Hawker Beechcraft.

- Our combined procurement power with NetJets gains us substantial fleet volume discounts. For example, on average, EJM is involved in purchasing more than 22 million gallons of jet fuel yearly.

- Each year, EJM manages more than 41,000 flights into 1,300 different airports across 107 countries. More than 31 million miles and 72,400 flight hours are also completed annually.

- EJM maintains an exemplary safety record and has attained the highest ratings available from outside auditing agencies including achieving ACSF Certification, ARGUS Platinum Rating, IS-BAO Certification, and Wyvern Wingman Certification.

- EJM’s team of specialized, FAA award-winning in-house maintenance technicians and administrators ensure every EJM-operated aircraft is always in top flying condition.

- EJM associates are available and at-the-ready 24/7/365 to offer assistance.

Certifications

To learn more, call 800-451-2822.
Executive Jet Management, Inc. is a wholly-owned subsidiary of NetJets Inc., a Berkshire Hathaway company. EJM provides aircraft management services for customers that have their own aircraft, as well as charter air transportation services using select aircraft from its managed fleet. All statistics are accurate as of January 2020. Executive Jet is a registered service mark.

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