

# EXXERO

THE PRIVATE JET COMPANY



**PRIVATE JET**  
MANAGEMENT





### ***Your partner in private jet management***

Owning a private jet means creating your own personal freedom. It gives you the flexibility of going wherever you want, whenever you want. The world is your oyster: you will be able to fly anywhere within hours. That said, it is worth bearing in mind that owning an aircraft comes with quite a bit of responsibility and expense as well. It is a valuable but rather costly asset and specific knowledge is essential.

At Exxaero, we can help you make the most of your investment without experiencing any of the burdens of owning an aircraft. We keep your costs in check and find ways of generating income, for instance by renting out your aircraft to others when you are not using it.

Exxaero is always able to offer the ideal solution, whether you are seeking to reduce the costs of ownership or would like your aircraft to be managed/operated effectively, or both. Our solutions are tailor-made to perfectly tie in with your particular needs and wishes. You can rest assured that your investment is in the right hands and that we will take care of every last detail. After all, we do not just promise experience and expertise in our service, **we guarantee it!**

*Roderick Buijs, CEO*



## ***Aircraft management***

Every owner has his own specific wishes. We listen to your specific needs and offer a tailor-made solution that ensures you getting the most out of your time and investment. We are here to help whether you require a dedicated partner for the day-to-day management of your aircraft or would prefer us to recoup a substantial portion of the total costs.

**Crew service** – We recruit, hire and train only the best in the industry - high-qualified crew members - to serve you as your crew. They will be on standby 24/7 so that you can fly to a destination of your choice any time you need to. In addition, we manage all the daily details of your aircraft's personnel requirements. From administering payroll, regular training sessions and annual checks to interim evaluations.

**Maintenance** – We assume responsibility for planning maintenance and performing the required checks, for complying with regulations and for doing all the necessary paperwork. We observe the maintenance programmes prescribed by the manufacturer and closely follow any changes to regulations in the country the aircraft is registered in. In this process, we always guarantee quality control at the highest level.

**Ready to fly 24/7** – We keep a close eye on planning aspects and all flight-related activities, including staffing the aircraft, obtaining international flight permits, keeping track of time slots and arranging onboard catering.





**Finance and expenses** – We analyse the total costs associated with your aircraft on a monthly base and calculate what is required to keep your aircraft in tip-top shape. We also assume full responsibility for all of the financial records. We publish a financial report in the form of a consolidated monthly overview, tailored to your specific needs.

**Most cost efficient solution** – We can guarantee value for money on fuel and insurance rates thanks to our high-volume contracts and favourable fleet policy.

**Charter income** – We can rent out your aircraft to others, to generate charter income when you are not using the aircraft. This will not require any action on your part and you will continue to have access to your aircraft at any time you wish. In the event that you should unexpectedly need to fly but your aircraft has been rented out, we will provide an equivalent aircraft at no extra cost.



***The advantages of Exxaero in a nutshell:***

- Savings on fuel
- Savings on insurance rates
- Provides flight operation services worldwide
- Offers experienced pilots and crew, with qualifications at the highest level
- Provides a tailor-made maintenance programme to keep you aircraft airworthy
- Handles all finance and expense issues
- Arranges hangar space at airports of your choice
- Offers concierge services and cleaning services

***Excelling in aviation***



**Exxaero: aircraft purchases and sales**

**Your partner in purchasing or selling an aircraft**

You fly privately on a regular basis, enjoy travelling in comfort and are looking for complete freedom to go wherever you wish. Having your own private jet makes all of this possible. But what does owning a private aircraft actually cost and would it be worthwhile in your case?

**Tailor-made analysis and advice**

The decision to purchase a private jet is contingent on many different factors such as your budget, the frequency with which you fly, your destinations and your personal preference for a particular type of aircraft. We are happy to help you identify your needs and requirements and thoroughly analyse your options, while factoring in:

- the operating costs (fuel, insurance, crew, etc.)
- the business model if you should choose to rent out the aircraft to third parties
- the maintenance work required to keep your aircraft in tip-top shape

We will then provide tailor-made advice on the basis of the analysis above. It may well be that we recommend you do not purchase a particular aircraft if, for instance, it is located at a considerable distance from the best aircraft maintenance companies, causing maintenance costs to rise substantially due to the additional flight time required in getting there. These types of factors are never explicitly addressed and are usually not taken into account, but Exxaero does make allowance for these factors when giving advice.



**From browsing to closing**

We know the market and can tell you which type of aircraft can be purchased where and whether the aircraft is in good condition or not. We are familiar with the ‘hazards’ associated with different types of aircraft, such as susceptibility to corrosion and we know where this usually occurs. And we know whether or not a particular aircraft suits your specific needs. We shoulder much of the burden in negotiations and guarantee that you will purchase the best aircraft at the best terms and conditions. If the deal has already been clinched, we can offer legal and tax advice in drawing up the contract of purchase or sale.

**Organisation & infrastructure**

Our service need not end once you have purchased an aircraft. If you so require, Exxaero can:

- arrange a crew for you
- arrange registration in the selected jurisdiction
- arrange maintenance contracts for you
- arrange an airworthiness certificate for you

**Sale**

If you should decide to sell your aircraft, we will secure the best possible deal for you in the prevailing market conditions. Our extensive client base, comprising many potential buyers, enables us to offer attractive off-market opportunities.

*Please do not hesitate to contact us if you would like more information about the management of your aircraft or the purchase or sale of your aircraft.*





## About us

### Mission

We give you the flexibility of going wherever you want, whenever you want. And it is our mission to ensure travel is no longer perceived as a chore, but rather as an experience that is pleasant, safe and relaxing, so that time literally flies by! With Exxaero the world is your oyster: you will be able to fly anywhere within hours.

### Experience the extra mile

- We strive to be pioneers in terms of the service we offer. We achieve this, in part, by employing our own crew; they have been trained according to the latest standards in the market. This way, we guarantee our passengers to enjoy our exceptional service, our flexibility and give them unrivalled access to destinations all over the world.
- We understand our clients and their needs. We pay close attention to how they like to travel and ask them questions in this respect, so that our services tie in with our clients' lifestyle and wishes every step of the way.
- We ensure the smooth running of your private aircraft right off the bat so that you can reap the benefits of ownership without any of the cumbersome management responsibilities. And we make sure your aircraft is a profitable asset. What is more, we offer a tailor-made business model for maintenance and management, so that our clients are guaranteed the best fuel prices, the lowest insurance rates, experienced pilots and much more – always.



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