

YOUR PRIVATE AIRSPACE.



AIRCRAFT MANAGEMENT &
AVIATION SERVICES BROCHURE.

A private jet is shown from a low-angle perspective, flying over a vast expanse of white, fluffy clouds. The sky is a mix of light blue and golden yellow, suggesting a sunset or sunrise. The aircraft's tail features a distinctive black and white pattern. The jet is white with a black stripe along the fuselage and a black engine nacelle.

TOTAL PRIVATE AVIATION SOLUTIONS

Total Private Aviation Solutions (TPAS) is a core product of AJA. A central component of TPAS is VIP and Executive Charter on the AJA fleet, as well as on our client partners' managed aircraft. AJA's Private Aviation Solutions also offers a suite of services that are of high professional standards and value to our private aviation client partners.

By customising our bespoke services to the exact requirements of our client partner, we make sure our client partner is getting the professional aviation service they need, to a professional standard they deserve.

The suite of professional aviation services available from AJA include:

- VIP and Executive Aircraft Charter (individual or large block hour charter)
- Aviation requirement study
- Aircraft appraisal, selection, negotiation, specification and purchase (new and used aircraft)
- Aircraft manufacturer coordination, production management and final acceptance
- Aircraft Certificate of Airworthiness and Registration
- Aircraft Operational and Technical Management under the AJA AOC (including CAMO)
- Aircraft finance assistance and advice
- Aircraft interior configuration and conformity
- Aircraft sales and marketing
- Aircraft commercial management

AIRCRAFT CHARTER

An AJA flight is truly bespoke. It is an end in itself rather than simply a means of travel to your destination. It is about experiencing your private airspace. It is an invitation to choose your journey.

Charter is booked on AJA's own aircraft or one of those managed by AJA.

We view charter as being a first step towards ownership. For those who already own an aircraft, we are able to provide back-up from within our own fleet when a client partner's aircraft has scheduled or unscheduled maintenance events, as well as the option to upgrade or downgrade an aircraft type as may be required.



AIRCRAFT MANAGEMENT

AJA's approach to aircraft management is client partner focused and driven by the client partner's requirements. In this capacity, AJA acts as a consultant, guiding where necessary and advising as to the most cost effective solution for meeting expectations. We don't believe in an 'off the peg' management solution. The client partner

can choose between a Private Management solution, where the owner's aircraft is managed and operated exclusively for him or herself, or a Commercial Management solution, where AJA will operate the aircraft and bring in commercial revenues offsetting the cost of ownership.

It is AJA's role as an aircraft management and aviation service provider to simplify this process for a client partner by providing a 'one-stop shop' solution, a turnkey portfolio of aircraft management and aviation services, enabling AJA to tailor a bespoke solution particular to their requirements.

Such a portfolio is comprised of the following services:

- Facilitate sale of existing aircraft
- Consultancy regarding the selection of a replacement aircraft
- Consultancy on purchase agreement negotiation, inspection and acceptance
- Advice on aircraft finance and insurance
- Consultation on aircraft technical specification
- Consultation on aircraft regulatory compliance requirements
- Consultation on aircraft interior layout and design
- Recruitment, training and management of crew
- In-flight services
- Flight operations
- Management of maintenance programme of aircraft
- Accounting and transparent management reporting
- Sales and marketing of charter hours (if required)



Aircraft management is the easiest way for aircraft owners to reduce operational costs through consolidation of elements such as flight operations, running maintenance, flight planning, and pilot and cabin crew schedulers. They can also benefit through pooled discounts and reductions on everything from fuel to heavy maintenance.

As a luxury operator, AJA specialises in a range of high performance jets that can meet different requirements with different capabilities, such as the Legacy 600 and forthcoming deliveries of the A318 Elite Plus, A319 ACJ and Lineage 1000. AJA will be the largest operator of Embraer and Airbus VIP & Executive Jets in the region.



AIRCRAFT SALES, CONSULTANCY AND ACQUISITION

AJA is able to facilitate the sale of an aircraft by placement on the open market through advertising with select companies or international brokers. With detailed market knowledge, AJA can achieve the best deal through its extensive network and contacts.

The purchase of an aircraft is a very serious acquisition, and AJA have expertise in aircraft selection and purchase. In selecting a new or used aircraft for a client partner, AJA will advise the prospective owner on the interior specifications and a full range of technical specification options to be considered, and match the budget and the mission requirements.

In this capacity, AJA not only sources the optimum aircraft, but is also able to negotiate

the best possible price through extensive contacts with the leading manufacturers, along with value added ancillary benefits such as discounted spares, preferential heavy maintenance rates, and extended warranty. By having made the largest Embraer and Airbus Executive jet purchase to date, we can offer expertise and relationship with the manufacturers that others simply cannot.

Once the aircraft has been selected, AJA will provide assistance with lawyers in the negotiation of the sale and/or purchase agreement, along with specialist advice from the relevant department heads regarding the support and maintenance package offered with aircraft.

Our comprehensive Sales and Acquisitions service includes:

- Subscription to the leading industry aircraft brokerage databases
- Development of aircraft marketing and advertising plans
- Market searches and comparative aircraft evaluations
- Pre-purchase inspection, technical specification and definition
- Manufacturing and completion coordination and monitoring, ensuring conformity to specification and the regulations
- Contract negotiation, aircraft acceptance, delivery and registration
- Preferential rates in legal advice regarding sale/purchase agreement
- The provision of an interim aircraft (from our fleet) prior to the delivery of client partner's new aircraft

THE UPGRADE SOLUTION

AJA can also offer an Upgrade Programme where the client partner has the option to start with a smaller jet and consider upgrading to a larger jet as aviation requirements change. AJA have a range of jets from super mid-size to large Executive and VIP Jets at the disposal of the client partner.

COMPLETION, CUSTOMISATION, SPECIFICATION, DEFINITION AND CONFORMITY MANAGEMENT

The nature of VIP and Executive Aircraft is such that no two owners have the same requirements or even taste in the interior design, furnishings or layout. If a client partner is acquiring a new aircraft or refurbishing a used one, with 21 of our own aircraft already on order, AJA offers expertise and is able to assist the client partner (with our partners) in the configuration, specification, design

and installation of not only the aircraft, but also the complete interior, from composite veneers and VIP seating to in-flight entertainment systems and satellite communications. Having been through the completion and customisation process many times, we offer proficiency in this area and share the secrets of success in aircraft interior completion.

AIRCRAFT FINANCE

AJA can assist in securing finance for the purchase of the aircraft if required. The methods available for financing an aircraft are various and depend on the client partner's specific requirements, which may dictate whether a lease or an outright purchase is preferred.



INSURANCE

As with aircraft finance, AJA is able to offer its preferred insurance rates available to client partners, providing a significant discount on rates that they would be offered through brokers.

RECRUITMENT, TRAINING AND MANAGEMENT OF FLIGHT AND CABIN CREW.

AJA will recruit, train and employ crew on the client partner's behalf, or simply employ additional crew for the pool and schedule accordingly. Furthermore, should a client partner have existing crew that they wish to retain, this can also be accommodated legally through employment by AJA and trained according to AJA standards.

SALES AND MARKETING

Should the client partner wish us to charter their aircraft out to clients, it would be marketed as part of our fleet, eliminating the need for a independent marketing effort by the client partner.

AJA brokers and direct customers worldwide will be provided with professionally produced floor plans, aircraft specifications and interior photographs, with AJA seeking to have the aircraft audited by third parties. The client partner always has the choice for a Private Management solution

or a Commercial Management solution, and the sales and marketing strategy will depend on the client partner's choice.

If a Commercial Management solution has been chosen, the AJA marketing department will prepare the relevant sales material and distribute it to the sales department, who will then utilise their sales network for direct sales as well as sales through brokers, corporate clients and end users.



A TOTAL AVIATION PARTNER

With the experience of 21 Embraer and Airbus aircraft on order and in operation, AJA can be your total private aviation solution. The AJA management and technical team are experts in VIP and Executive Aviation, so placing your aircraft under their care is the best decision you will make.

AJA can take away the complexities and technical challenges of aircraft ownership and operation. Let AJA be your ideal aviation partner and take advantage of Total Private Aviation Solutions to ensure your investment in the asset is assured and maximised.

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