



NETJETS, INC.

COMPANY AND FLIGHT OVERVIEW

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NETJETS®



*SOME PEOPLE SEE A RUNWAY.
WE SEE A BRIDGE TO YOUR NEXT DEAL.
A CATAPULT TO A NEW ADVENTURE.
THE FASTEST PATH THAT TAKES YOU HOME.*



THE ONE AND ONLY NETJETS

As the worldwide leader in private aviation, NetJets, a Berkshire Hathaway company, manages and operates the largest, most diverse private jet fleet in the world. Launched as Executive Jet Airways, Inc. in 1964, we pioneered shared aircraft ownership—offering all the advantages of owning a private jet minus the responsibilities.

It quickly proved to be hugely popular with individuals and businesses looking to enhance productivity, work more efficiently, and relax more effectively.



55 + REMARKABLE YEARS —
AND COUNTING

1964

LAUNCH

Executive Jet Airways, Inc. is founded as the first private jet charter and aircraft management company in the world. Its fleet of 10 aircraft is based at its headquarters in Columbus, Ohio—home to its Chairman, Paul Tibbets.

1972

TRAINING

EJA begins offering pilot training and maintenance services to corporate flight departments, which lead to NetJets' superior standards for safety, training, and service.

1986

NEW CONCEPT

CEO Richard Santulli develops the revolutionary concept of shared jet ownership, creating a new segment within the general aviation market.

OUR MISSION

To enhance the life of each Owner, one exceptional travel experience at a time.

1996

GOING GLOBAL

NetJets Europe is launched with offices in London and headquartered in Lisbon.

1998

NEW OWNER

Following three years as a satisfied customer, Warren Buffett, Chairman and CEO of Berkshire Hathaway Inc., acquires what is now known as NetJets Inc.

2001

JET CARD

The Marquis Jet Card (renamed the NetJets Marquis Card™ in 2020) provides access to the NetJets fleet in 25-hour increments with no long-term commitment required.

2002

NEW NAME

Executive Jet Aviation, Inc. formally becomes NetJets Inc.

2014

GOLDEN ANNIVERSARY

NetJets celebrates its 50th anniversary with a global celebration, carefully coordinated between time zones.

2019

A GROWING FLEET

NetJets takes delivery of its 300th new jet in 5 years and announces further expansion plans, including the Citation Longitude and Global 7500™.

EXCEEDING EXPECTATIONS

MORE THAN

750

AIRCRAFT WORLDWIDE¹

7,000+

AVIATION PROFESSIONALS

200+

COUNTRIES AND
TERRITORIES

APPROXIMATELY

9,000

NETJETS OWNERS WORLDWIDE

5,000+

AIRPORTS

4

CABIN CLASSES CONTAINING
A VARIETY OF AIRCRAFT TYPES





300,000+

FLIGHTS ANNUALLY

163,000,000+ SM

WORLDWIDE MILES
FLOWN LAST YEAR

\$80,000,000+

ANNUAL INVESTMENT IN
CREWMEMBER TRAINING



THE NETJETS ADVANTAGE

EFFORTLESS TRAVEL

Decide on a destination and simply fly there—no lines, no layovers, no baggage reclaim, no delays. With NetJets, the Owner is the decision-maker.

COMMITTED TO SAFETY

Fly at the industry's highest safety standards with a support system of 7,000+ aviation experts, including elite NetJets pilots.

RELIABLE ACCESS

With the more than 750 aircraft¹ and access to 5,000+ airports worldwide, our global network is unmatched in private aviation.

FINANCIAL STRENGTH

For more than 55 years, as startup competitors have come and gone, NetJets continues to be the leader in private aviation. Because only NetJets, a Berkshire Hathaway company, has the resources, commitment, and financial strength to constantly invest in new aircraft and safety measures to make ours the best fleet in the skies.



A white private jet is parked on a wet tarmac under a cloudy sky. The cabin door is open, and the stairs are extended. The aircraft has dark stripes along the fuselage and tail. In the background, there are airport buildings and other vehicles.

*“ SPEND WHATEVER IT TAKES
TO BE THE SAFEST AND MOST
SECURE. THEN, SPEND WHATEVER
IT TAKES TO STAY THAT WAY. ”*

WARREN BUFFETT
CHAIRMAN AND CHIEF EXECUTIVE OFFICER, BERKSHIRE HATHAWAY

A photograph of a male pilot in a white short-sleeved uniform shirt with epaulettes, a dark tie with a gold anchor pattern, and dark trousers. He is wearing aviator sunglasses and is standing on the metal stairs of a private jet, leaning on the handrail. The background shows the tail and engine of the aircraft under a clear blue sky.

EXCEPTIONAL PILOTS

THE HIGHEST STANDARDS

Our 3,000+ captain-rated pilots are among the most experienced in the industry, many being drawn from leading national air forces and commercial airlines. We hire only the best of the best, which is why most NetJets pilots average 7 times the industry standard in flight experience.

TRAINED TO PERFECTION

All newly hired pilots participate in our mandatory training—no matter their prior experience. And while others implement off-the-shelf training, NetJets leverages a fully customized program. With the Advanced Qualification Program (AQP), we are proactively taking a more flexible and personalized approach to pilot training. We are proud to be the first private operator to be approved by the Federal Aviation Administration (FAA) for the AQP and believe this will result in the highest-possible standard of crew performance and enhanced safety.

UNRIVALED EXPERTISE

At NetJets, we insist all pilots train and fly on a single type of jet, so their knowledge of its performance, features, and flight deck is as close to perfect as possible. Our pilots also evaluate every aspect of the flight plan, from fuel requirements and FAA notifications to weather and runway conditions.



EXCLUSIVE OPPORTUNITIES

IDEAL PARTNERSHIPS

Our Owners are encouraged to take advantage of substantial savings and exclusive offers from a variety of hand-picked, like-minded partners.

LUXURY EXPERIENCES

Every year, we create unforgettable experiences for our Owners. Extending across continents, exclusive invitations range from Masters Week and Art Basel® in Miami Beach to the Winter Equestrian Festival and private concerts with award-winning artists.





OUR PROMISE

To put safety above all else. To be ready for you at all times. To cater to your every need. To take you anywhere. To satisfy every request. To respect your privacy. To appreciate your urgency. To understand how much this means. To leave no detail unattended. To hire only the best. To build on our past. To continue moving forward. To focus relentlessly on your needs. *And to be grateful for the opportunity.*

MARKETPLACE OVERVIEW

NETJETS[®]

PRIVATE JET OPTIONS

IDEAL SOLUTIONS FOR THE UNIQUE TRAVEL NEEDS OF EVERY PERSON AND BUSINESS

PRIVATE JET CHARTER/ CHARTER BROKER	SHARED OWNERSHIP			FULL AIRCRAFT OWNERSHIP MANAGEMENT
	JET CARD	AIRCRAFT LEASE	AIRCRAFT OWNERSHIP	
Flat rate or pay as you go on any type or size aircraft	Access with no long-term commitment	Fractional benefits without initial capital outlay	Most cost-effective solution for those who prefer the benefits of owning the asset	Manages aircraft for companies and individuals who typically fly hundreds of hours per year
No long-term commitment	Upfront purchase in 25-hour increments of occupied flight time	Minimum commitment of 24 months with Lease deposit	Minimum commitment of 36 months with asset purchase price. Guaranteed liquidity on 90 days' notice	Committed to aircraft ownership and subject to market conditions when looking to divest
Aircraft availability depends on the private jet charter program chosen	Aircraft type guaranteed with 10 hours' notice on non-Peak Period Days	Aircraft type guaranteed with 4–6 hours' notice, 365 days/year	Aircraft type guaranteed with 4–6 hours' notice, 365 days/year	Fully dedicated aircraft and crew
Generally favored by those flying less than 25 hours/year or just a few times per year	Ideal for those who fly fewer than 50 hours/year but desire greater consistency	For those who fly at least 50 hours/year and want consistency but without initial capital outlay	For those who fly at least 50 hours/year, want consistency, and are willing to make capital investment to reduce costs	Ideal for those looking for outsourced management of a wholly owned aircraft

UNDERSTANDING SHARED OWNERSHIP

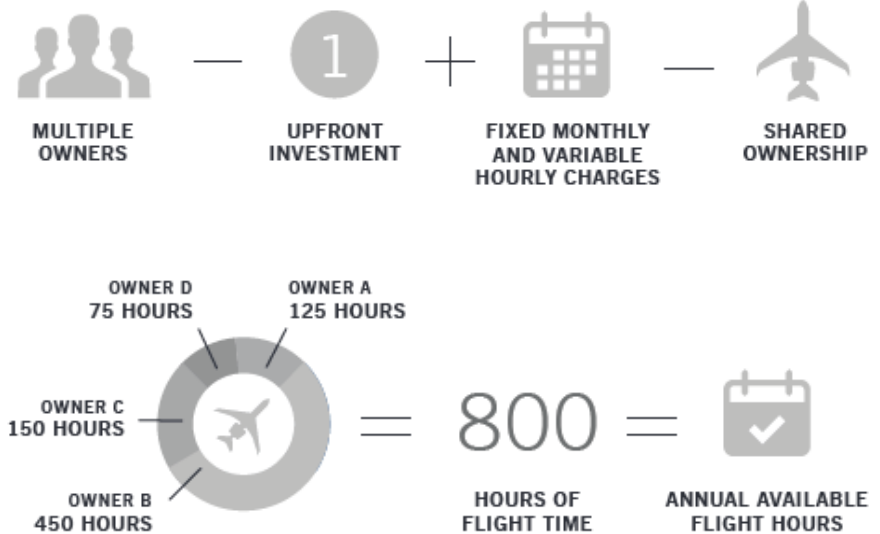
SIMPLY A SMARTER WAY TO OWN YOUR AIRCRAFT

WHAT IS IT?

In 1986, NetJets introduced shared ownership and changed the industry forever. Today, it remains the smartest way to fly private because it allows Owners to buy or lease part of an aircraft at a fraction of the cost, time, and effort.

HOW DOES IT WORK?

you invest in shared ownership; you are buying time on one specific serial-numbered aircraft in 25-hour increments.¹ The size of your share dictates how many hours you can fly each year. Becoming a NetJets Owner guarantees time on that plane (or a better plane) from a fleet of more than 750 aircraft. That's equal to the world's fourth-largest airline.



WHAT ARE THE BENEFITS VERSUS OWNING YOUR OWN AIRCRAFT?

LARGEST PRIVATE FLEET



■ 750+ **NETJETS**[®]
■ 60 **COMPETITORS' AVERAGE**

Get guaranteed, on-demand access to the largest, most diverse private fleet in the world—within hours.

HANDS-FREE OWNERSHIP



NetJets manages every aspect of aircraft ownership, including aircraft maintenance, crewmember training, scheduling, payroll, and so much more. All so you don't have to.

COST PREDICTABILITY



■ **NETJETS**
□ **FULL OWNERSHIP**

With NetJets, you're only charged for occupied flight hours. Plus, our unique cost structure means you'll always know your exact fees—even years from now.

TAX ADVANTAGE



When used for business purposes, certain deductions for the asset's depreciation may provide significant tax advantages.

GUARANTEED LIQUIDITY



On average, it takes about 400 days to sell a jet with no assurances as to the aircraft valuation. NetJets guarantees liquidity at the end of the agreement and defines the valuation process upfront.

WHICH IS RIGHT FOR YOU?

NETJETS JET CARD OR CHARTER BROKER

NETJETS JET CARD

CHARTER BROKER

	NETJETS JET CARD	CHARTER BROKER
Owner Profile	Ideal for individuals/businesses that fly fewer than 50 hours per year, prefer a short-term commitment, or simply want to try NetJets	Best for individuals/businesses that travel infrequently, can be flexible with aircraft type and availability, and prefer to pay as they go
Experience	<ul style="list-style-type: none"> – Pioneer and worldwide leader in shared ownership, completing over 300,000 flights to more than 150 countries annually – Global operations offer easy exchange between U.S. and European programs 	<ul style="list-style-type: none"> – No aviation experience, licensing, certification, or formal training required – Service levels vary greatly by charter operation, with the Charter Broker arranging the service
Pilot Training and Maintenance	<ul style="list-style-type: none"> – FAA type-rated U.S. pilots attend simulator training twice a year¹ – NetJets' award-winning aircraft maintenance standards meet or exceed FAA requirements 	<ul style="list-style-type: none"> – Does not own or operate aircraft, which means service, maintenance, and training standards are out of the Charter Broker's control
Aircraft Accessibility	<ul style="list-style-type: none"> – Guaranteed access to the largest, most diverse fleet of private jets in the world, within a minimum of 10 hours' notice – Use multiple aircraft on the same day, subject to availability with a response within 24 hours of the request – Exchange to a larger or smaller aircraft type – Guaranteed trip recovery during maintenance – Average age of aircraft is 8.8 years 	<ul style="list-style-type: none"> – Aircraft choice may be limited to market availability – Multiple providers may be involved, with no customer notification required – Response times vary and are not guaranteed – Backup aircraft and crews not guaranteed in the event a maintenance issue occurs, which may impact the cost of the trip – Aircraft tend to be older, with a wide variation in the level of safety equipment
Cost	<ul style="list-style-type: none"> – Set price for 25 hours of occupied flight time² – Same cost per hour for one-way and round-trip flights, regardless of location and time of year – No hidden fees and no ferry (aircraft positioning) charges³ 	<ul style="list-style-type: none"> – Costs vary on a flight-by-flight basis, predicated on available aircraft type, location, one-way vs. round-trip flights, and time of year – Additional costs include, but are not limited to, positioning fees, daily minimums, wait time, hangar and airport fees, pilot overnights, and catering
Financial Stability	<ul style="list-style-type: none"> – Since 1998, NetJets has been backed by Berkshire Hathaway 	<ul style="list-style-type: none"> – Financial strength of vendors and brokers varies greatly by provider

¹ Standards for the NetJets U.S. Program.

² Jet Cards, and the usage thereof, are subject to definitive agreements with NetJets. Additionally, the customer is responsible for various miscellaneous terms and charges as set forth in the NetJets agreements, including, but not limited to, the NetJets fuel surcharge; taxes; additional fees for flights originating and/or terminating outside the continental U.S., including, but not limited to, foreign permits, special permits, airspace fees, overflight, immigration, customs, communications, government assessments, and ferry fees; and non-standard catering. Reasonable catering based on length of flight and number of passengers is complimentary. Additional restrictions may apply on NetJets Peak Period Days.

³ NetJets U.S. Owners in the NetJets U.S. program can fly ferry-free between the Collective Service Area (composed of the contiguous United States and select cities in the Canadian provinces of British Columbia, Ontario, and Quebec) and the specific ferry waiver zone for the aircraft type owned. Aircraft in the NetJets U.S. fleet are categorized into five groups based on aircraft type and range, with zones expanding to correspond to the range of the aircraft in the group. Ferry Waiver Program not available for Marquis Jet Card customers and other Jet Card customers on Peak Period Days or on flights before 9 a.m. on the day after Peak Period Days. Because of regulations, safety concerns, weather, or other limitations, it may not be possible to go into all airports in these areas for all aircraft in the respective group.



NETJETS VERSUS CHARTER

ALMOST ALWAYS CHEAPER

- Much older aircraft
 - Average age of 18 years
- Three costs to operate an airplane
 - Asset, fixed and direct operating cost
- Most charter aircraft owners are trying to recoup fixed costs
 - Small or zero asset costs
- Limited knowledge of:
 - Crew experience, maintenance history or aircraft type

NETJETS®

THREE OPTIONS. INFINITE POSSIBILITIES.

	TRAVEL PROFILE	HOW YOU PURCHASE	FLEET	AVAILABILITY	AIRCRAFT INTERCHANGE	PEAK PERIOD DAYS PER YEAR ²	PEAK PERIOD AVAILABILITY	COST	FLIGHT MINIMUMS	FERRY CHARGES
NETJETS SHARE The most cost-effective solution for those who prefer the benefits of owning the asset.	Best suited for individuals and businesses that fly 50 hours or more per year, often with short notice or during peak demand periods	Purchase a share in a specific serial-numbered aircraft with a minimum commitment of 36 months. Liquidity is guaranteed on 90 days' notice. Shares also increase in 25-hour increments.	Get access to approximately 700 ¹ aircraft in our worldwide fleet—with a variety of aircraft types across four cabin classes, all outfitted to the utmost NetJets standards	Guaranteed with as little as 4 to 6 hours' notice depending on share size and aircraft type	Downgrades guaranteed; upgrades subject to availability with a response within 24 hours of the request	Not to exceed 10 days per calendar year	Guaranteed with as little as 48 hours' notice	Predictable for entire term of contract ³	1 hour	None when flying within the Collective Service Area or when flying between the Collective Service Area and locations in the ferry waiver zone for the specific aircraft type (which include many of the most popular international destinations) ⁴
		Lease a specific serial-numbered aircraft with a minimum commitment of 24 months. Start at 50 hours of annual flying time with the ability to increase in 25-hour increments.								
JET CARD Access the NetJets fleet 25 hours at a time with no long-term commitment.	Best suited for individuals and businesses that fly fewer than 50 hours per year, prefer a short-term commitment, or simply want to try NetJets	Purchase 25-hour increments of occupied flight time		Guaranteed with as little as 10 hours' notice		Up to 45 Peak Period Days per calendar year	Guaranteed with as little as 120 hours' notice	Set price for 25 hours of occupied flight time ³		Fly ferry free 335 days a year

New to NetJets or a Longtime Card Owner?

A SIMPLE APPROACH TO PERSONALIZED SOLUTIONS

We offer three different types of cards within the NetJets Card Program™: Elite, Classic, and Specialty. All cards offer 365 days of access to the NetJets fleet. Just choose the card terms that are right for you, and we'll do the rest. So, regardless of whether you're new to NetJets or a longtime card Owner, we have a card product that is guaranteed to meet your needs.

	ELITE CARD	CLASSIC CARD	SPECIALTY CARD
	Experience extraordinary service at an exceptional price	Take advantage of best-in-the-industry services—with very limited rules and restrictions	Enjoy a special opportunity to experience NetJets via our partnership with Corporate Angel Network
AIRCRAFT	Phenom 300, Citation XLS, Citation Sovereign, Citation Latitude, Challenger 350, Challenger 650, or Gulfstream G450	Phenom 300, Citation XLS, Citation Sovereign, Citation Latitude, Challenger 350, Challenger 650, or Gulfstream G450	Guaranteed access to the Citation Excel/XLS or a larger aircraft, depending on your mission ¹
HOURS	25-hour increments	25- or 50-hour increments	25-hour increments
ACCESS	365 days guaranteed availability, including up to 45 Peak Period Days at 25% premium	365 days guaranteed availability, including 30 Peak Period Days—at no additional cost	365 days guaranteed availability, including 30 Peak Period Days at 25% premium for international flights
TERM LENGTH	24 months ²	24 months ²	24 months ²
RESPONSE TIME	Fly within 24 hours on nonpeak days (120-hours response time on peak days)	Superior to most competitors; fly within 10 hours on nonpeak days (120-hours response time on peak days)	Superior to most competitors; fly within 10 hours on nonpeak days (120-hours response time on peak days)

QUESTIONS?

Please reach out to your NetJets Sales Team today. We look forward to helping you find the NetJets card that's right for you.

¹ Up to 8 passengers. Actual aircraft at NetJets' discretion. All flights must depart or arrive in the Collective Service Area.

² All 25-hour cards have a 12-month standard term and a 12-month grace period. Peak Period Day access not guaranteed during grace period. 50-hour cards have a 24-month standard term.

NetJets Inc. is a Berkshire Hathaway company.

All aircraft offered by NetJets® in the United States for shared sale, lease, or use under the NetJets Card™ and other jet card programs are managed and operated by NetJets Aviation, Inc. Executive Jet Management, Inc. provides aircraft management services for customers who have their own aircraft, as well as charter air transportation services using select aircraft from its managed fleet. Both of these U.S. operating companies are wholly owned subsidiaries of NetJets Inc. The NetJets Europe Program is a joint venture between NetJets Inc. and its partners in Europe. NetJets®, Executive Jet Management®, and IntelliJet® are registered service marks. Embraer® and Phenom 300® are registered trademarks of Embraer S.A. Cessna®, Citation®, Citation Latitude®, Sovereign®, and XLS® are registered trademarks of Textron Innovations Inc. Bombardier®, Challenger®, and Challenger 650® are registered trademarks of Bombardier Inc. Gulfstream® and G450® are registered trademarks of Gulfstream Aerospace Corporation.



2021 PRICING

NETJETS CARD PROGRAM™

25-HOUR CARDS	ELITE ¹	CLASSIC ²
EMBRAER PHENOM 300	\$187,900	\$220,900
CESSNA CITATION XLS	\$214,900	\$251,900
CESSNA CITATION SOVEREIGN	\$271,900	\$315,900
CESSNA CITATION LATITUDE	\$324,900	\$353,900
BOMBARDIER CHALLENGER 350	\$381,900	\$434,900
BOMBARDIER CHALLENGER 650	\$410,900	\$476,900
GULFSTREAM G450	\$466,900	\$537,900
SPECIALTY		
NETJETS CORPORATE ANGEL CARD™		\$264,900

FOR MORE INFORMATION, CONTACT YOUR NETJETS SALES EXECUTIVE OR CALL 877-NETJETS (877-638-5387).

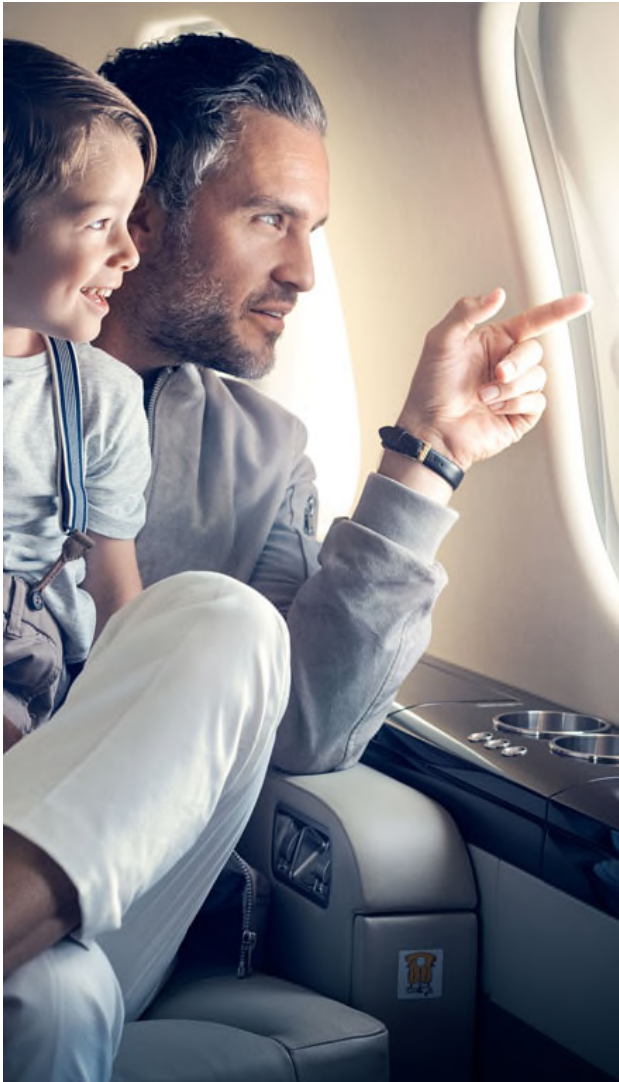
¹Features inclusive pricing with 45 Peak Period Days and 24-hour response time.
²Features inclusive pricing with 30 Peak Period Days and 10-hour response time.

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SHARE DEFINITIONS

- Management Fee
 - Pilot salaries, benefits, insurance, training, hangar, admin costs, aircraft modernization reserves
- Occupied Hourly Rate
 - Fuel (\$1.60/gal), oil, engine programs, deice, landing fees, crew expenses, parking, wi-fi, misc.
- Fuel Variable
 - Based on what we pay for fuel fleetwide
 - Subtract \$1.60/gallon times aircraft fuel burn
 - Usually \$1 to \$1.50 less than the national avg

NETJETS®



LEASE, BUY AND FINANCE

- Purchase share upfront
 - Clear title registered with the FAA
- Direct Financing
 - Backed by Berkshire and NJ
 - 20% down, 3.99% fixed, 15 year amortization and 5 year balloon
 - Full title with lien
- Lease
 - Operational lease with walk away at end of term
 - 60 month with 36 month out option
 - 4 month lease payment and MMF deposit
 - No title for tax purposes

NETJETS



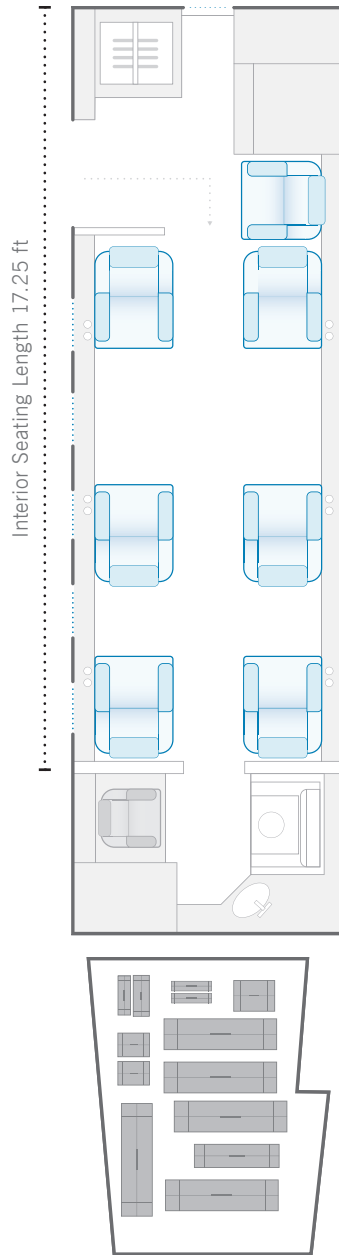
MIDSIZE CABIN

C E S S N A

C I T A T I O N

L A T I T U D E

NETJETS®



CESNA CITATION LATITUDE

A midsize jet designed for optimum space and luxurious comfort

The tremendous appeal of the Citation Latitude begins with its flat floor, expansive windows, and six-foot cabin height. In fact, the Citation Latitude has the largest cross-section in our midsize category and is described by many Owners as “a living room in the sky.” The generous amount of extra space lends itself to an expanded refreshment center, a spacious lavatory, a roomy baggage compartment, and multiple entertainment options. Because of its outstanding runway performance and impressive range, the Citation Latitude is particularly ideal for Owners who frequently travel from the Northeast to the Rocky Mountain region or from the Midwest to either coast.

TECHNICAL SPECIFICATIONS AND CABIN AMENITIES

UP TO 7 hrs
ENDURANCE¹

495 mph
HIGH-SPEED CRUISE

6 ft
CABIN HEIGHT

6.4 ft
CABIN WIDTH

21.75 ft
CABIN LENGTH

100 ft³
BAGGAGE CAPACITY

- Typical Flight: Miami to Denver²
- Up to 7* Passengers
- NetJets Connects® Text & Talk
- NetJets On-Demand In-Flight Entertainment System
- Universal Power Outlets at Every Seat
- Wi-Fi
- Keurig® Coffee Maker
- iPad® tablets
- Real-Time Maps and Flight Tracking with Arrival Times
- Touch-Screen Cabin Controls

**Up to 8 with belted seat in lavatory.*

¹ Passengers can fly up to the approximate aircraft endurance, which is based on zero wind, ISA conditions, no runway or temperature restrictions, and two passengers at long-range cruise speed.

² Aircraft flight range by city pairs is based on typical nonstop city pairs flown with four to six passengers (depending on aircraft) at long-range cruise with standard conditions and 85% wind reliability.

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	1/16th PURCHASE		1/16th LEASE		(2) LATITUDE ELITE CARDS		50 HOUR CARD	
	2021 CITATION LATITUDE		CITATION LATITUDE		CITATION LATITUDE		CITATION LATITUDE	
TAIL	N668QS		TBD		N/A		N/A	
CONTRACT	5 YEARS		60 MONTH		12 + 12 MONTHS		24 MONTHS	
ANNUAL ALLOTMENT	50		50		50		50	
ACQUISITION								
PURCHASE PRICE	\$1,112,500				\$649,800		\$679,900	
FEDERAL EXCISE TAX								
LEASE								
MONTHLY LEASE FEE			Rate	Annual				
FEDERAL EXCISE TAX			\$11,125	\$133,500				
OPERATING								
MONTHLY MANAGEMENT FEE (MMF)	Rate	Annual	Rate	Annual	Rate	Annual	Rate	Annual
OCCUPIED HOURLY FEE (OHF)	\$15,274	\$183,288	\$15,274	\$183,288				
FUEL	\$3,164	\$158,200	\$3,164	\$158,200				
FEDERAL EXCISE TAX	\$1,116	\$55,800	\$1,116	\$55,800				
ANNUAL COST	\$397,288		\$530,788		\$649,800		\$679,900	
COST PER HOUR	\$7,946		\$10,616		\$12,996		\$13,598	

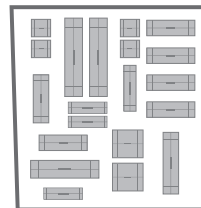
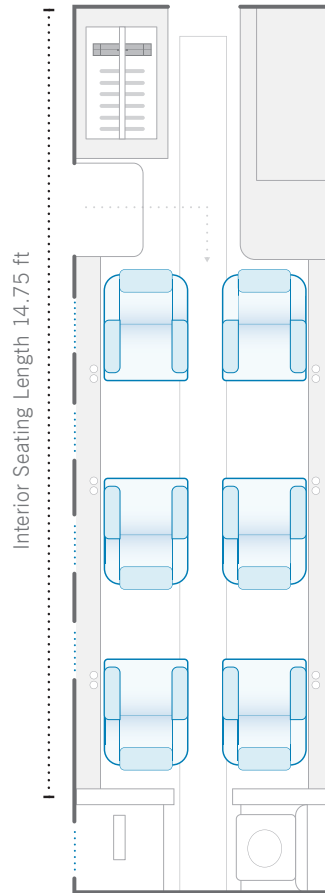
(1) This Cost Analysis is an estimate, not a contract or an offer. Prices are subject to change. (2) The Monthly Management Fee and Occupied Hourly Fee will be adjusted on January 1st each year. For Owners of the Phenom, the Monthly Management Fee and Occupied Hourly Fee will be adjusted beginning on January 1st 2014 and each January 1st thereafter. (3) Fuel will vary from month to month based on the cost of Fuel. (4) All Owners will be charged Federal noncommercial fuel taxes at a rate of \$.219 per gallon plus a Federal fractional fuel surcharge at \$.141 per gallon on fractional and positioning flights. Owners of stand-alone 1/32nd shares and Owners whose contract terms do not meet the multi-year lease or ownership requirements will be subject to the 7.5% FET on the occupied hourly fees, monthly management fees, fuel variable charges, and lease or aircraft purchase costs. (5) Prepay Savings are an estimate only. Actual savings will be determined based on contract close date.



LIGHT CABIN

EMBRAER
PHENOM 300

NETJETS®



EMBRAER PHENOM 300

One of the finest light cabin jets in the industry

Known for its bright, open cabin and stylish interior, the Phenom 300 boasts unique features that make it one of our most requested aircraft. Working closely with Embraer, we've made a significant investment in cutting-edge technology and in creating a more comfortable cabin. The remarkable size and sleek design of the exterior offers an impressive ramp presence. From its range and speed to its comfort and modern design, this light jet sets a new standard.

TECHNICAL SPECIFICATIONS AND CABIN AMENITIES

UP TO 4 hrs
ENDURANCE¹

495 mph
HIGH-SPEED CRUISE

4.9 ft
CABIN HEIGHT

5.1 ft
CABIN WIDTH

17.2 ft
CABIN LENGTH

74 ft³
BAGGAGE CAPACITY

- Typical Flight: Teterboro to Miami²
- Up to 6* Passengers
- NetJets Connects® Text & Talk
- NetJets On-Demand In-Flight Entertainment System
- Universal Power Outlets at Every Seat
- Wi-Fi
- Full Refreshment Center with Keurig® Coffee Maker
- iPad® tablets and tablet holders
- Telephone
- Real-Time Maps and Flight Tracking with Arrival Times

¹Up to 7 with belted lavatory.

¹ Passengers can fly up to the approximate aircraft endurance, which is based on zero wind, ISA conditions, no runway or temperature restrictions, and two passengers at long-range cruise speed.

² Aircraft flight range by city pairs is based on typical nonstop city pairs flown with four to six passengers (depending on aircraft) at long-range cruise with standard conditions and 85% wind reliability.

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	1/16th PURCHASE		1/16th LEASE		(2) PHENOM ELITE CARDS		50 HOUR CARD	
	2021 PHENOM 300		PHENOM 300		PHENOM 300		PHENOM 300	
TAIL	N446QS		TBD		N/A		N/A	
CONTRACT	5 YEARS		60 MONTH		12 + 12 MONTHS		24 MONTHS	
ANNUAL ALLOTMENT	50		50		50		50	
ACQUISITION								
PURCHASE PRICE	\$678,125				\$375,800		\$424,900	
FEDERAL EXCISE TAX								
LEASE								
MONTHLY LEASE FEE			Rate	Annual				
FEDERAL EXCISE TAX			\$6,781	\$81,372				
OPERATING								
MONTHLY MANAGEMENT FEE (MMF)	Rate	Annual	Rate	Annual	Rate	Annual	Rate	Annual
OCCUPIED HOURLY FEE (OHF)	\$11,681	\$140,172	\$11,681	\$140,172				
FUEL	\$2,255	\$112,750	\$2,255	\$112,750				
FEDERAL EXCISE TAX	\$781	\$39,050	\$781	\$39,050				
ANNUAL COST	\$291,972		\$373,344		\$375,800		\$424,900	
COST PER HOUR	\$5,839		\$7,467		\$7,516		\$8,498	

(1) This Cost Analysis is an estimate, not a contract or an offer. Prices are subject to change. (2) The Monthly Management Fee and Occupied Hourly Fee will be adjusted on January 1st each year. For Owners of the Phenom, the Monthly Management Fee and Occupied Hourly Fee will be adjusted beginning on January 1st 2014 and each January 1st thereafter. (3) Fuel will vary from month to month based on the cost of Fuel. (4) All Owners will be charged Federal noncommercial fuel taxes at a rate of \$.219 per gallon plus a Federal fractional fuel surcharge at \$.141 per gallon on fractional and positioning flights. Owners of stand-alone 1/32nd shares and Owners whose contract terms do not meet the multi-year lease or ownership requirements will be subject to the 7.5% FET on the occupied hourly fees, monthly management fees, fuel variable charges, and lease or aircraft purchase costs. (5) Prepay Savings are an estimate only. Actual savings will be determined based on contract close date.



FLYING TIME

- Wheels-up to wheels-down plus 12 minutes
 - Rounded to the closest tenth of an hour
- No positioning fees or crew expenses
 - Includes all of North America, Caribbean and Mexico plus Hawaii
- No minimum leg time
- Extensive catering included
 - \$100/person/hour allotment
- Wi-Fi on every airplane at no charge
- Cards are good for 24 months with pricing guaranteed
 - Share hours never expire
- Guaranteed your type airplane or larger
 - Upgrades are based on availability
 - Downgrades are guaranteed and unlimited *NETJETS*



OPERATIONS CENTER

24/7/365 SUPPORT IN COLUMBUS

- 150 FAA certified dispatchers
 - Plan every flight
- US recognized weather department
- Phone, email and scheduling app
 - Real time monitoring of every flight
- Chief pilots on duty for every aircraft
- International flight planning group



SHARING YOUR FRACTIONAL AIRPLANE

CREATE PARTNERSHIPS

- A share is financially better than a card
 - Less restrictions
 - 10 vs 30 or 45 Peak Period Days
 - Lower guaranteed response time
 - Less expensive overall
 - Predictable long-term cost
 - Start at 50 hours
- Families or friends get together to take advantage of a share
 - Create a LLC/partnership

NETJETS®

TRAVELING WITH PETS

TIPS AND REMINDERS FOR TRAVEL WITH FURRY FRIENDS

PET-FRIENDLY PLANES

Your pet is welcome aboard any NetJets aircraft. If you have a full flight, only the planes below are authorized to transport dogs when all seats are occupied.



Citation XLS*



Challenger 350



Longitude



Challenger 650



G450



Global 6000



Global 5000



Global 7500

SECURING YOUR PET

Federal Aviation Administration regulations indicate that pets under 150 pounds may occupy a passenger seat. Pets over 150 pounds must remain on the floor. During taxi, takeoff, and landing, it's important to make sure your pet is secured inside the cabin. There are three seating options:



1. Pet Carrier



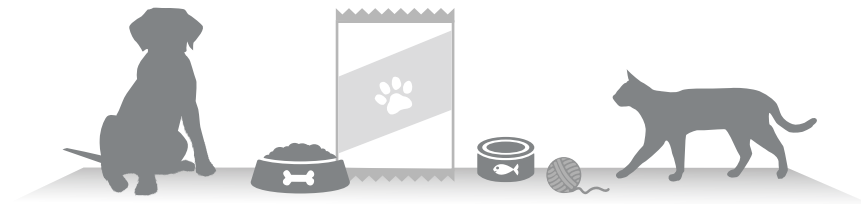
2. Belted into Seat



3. Pet Belted into Passenger's Seat Belt (Pet out of Aisle)

ENJOYING THE RIDE

Catering isn't just for our Owners. Talk with your Owner Services Team to find out about dining options for pets—whether it's kibble or a special meal.



TIDYING UP

We realize that some of our Owners have serious allergies. We clean our planes thoroughly after every flight. So when you step on board, the cabin is spotless.



IN 2019, WE FLEW



20,000+
PET PASSENGERS



FOR MORE INFORMATION, CONTACT YOUR NETJETS SALES EXECUTIVE OR CALL 877-NETJETS (877-638-5387).

*Some restrictions apply.
This document should be used for illustrative purposes only. For detailed regulatory documentation about traveling with animals, please contact your Sales Executive.
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NETJETS®



PREPARING CLEAN AND SAFE AIRCRAFT

STEPS WE ARE TAKING

Built on a foundation of safety, NetJets is taking several steps to mitigate the spread of COVID-19 for our Owners, crewmembers, employees, and suppliers. Cleaning and disinfecting surfaces is a necessary practice for the prevention of viral spread, and we are adopting a cutting-edge, multi-tiered cleaning process to protect those who come in contact with our aircraft.

All NetJets aircraft interiors are treated with ClearCabin—powered by PreventX 24/7. ClearCabin is a durable, antimicrobial barrier that protects surfaces by destroying or inactivating pathogens. Using uniquely shaped electrically charged particles to attract most microbes, the product is highly effective against COVID-19, as well as a variety of hard-to-kill viruses, bacteria, fungi, mold, and algae. ClearCabin bonds to surfaces at a molecular level, so it cannot be washed away by routine cleaning and, therefore, provides lasting protection. As a safeguard, NetJets reapplies the product every 90 days.

In addition, a product that is EPA-registered for efficacy against the virus that causes COVID-19 is used to clean and disinfect the aircraft. This helps ensure that for each new flight, Owners and their passengers are welcomed onto a pristine, mission-ready aircraft. Additional personal disinfectants and protection will be available on every aircraft for crewmembers' use, including hand soaps and sanitizers, disinfecting wipes, and personal protective equipment (face masks, gloves, eye protection).

These measures, combined with our aircrafts' ability to circulate and replace cabin air every few minutes, allow Owners to travel as safely as possible—today and well into the future.

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NETJETS

2021 NETJETS PEAK PERIOD DAYS

Guaranteed availability, even on the busiest travel days of the year

For the designated Peak Period Days when demand on the NetJets fleet is the greatest, aircraft availability is guaranteed, but you need to provide more advance notice. For new bookings or changes to existing flight plans, the required notice is 48 hours for NetJets Owners and 120 hours for jet card Owners. Even with advance notice, we may request that you accelerate or delay your departure time by up to three hours, depending on flight demand.

PEAK PERIOD DAY RULES FOR NETJETS OWNERS

- Advance notice of 48 hours is required for new bookings or changes to existing flight plans for flights on Peak Period Days
- NetJets Owners of 25-hour shares may be subject to the same Peak Period Days and the same Peak Period Day restrictions as jet card Owners

PEAK PERIOD DAY RULES FOR JET CARD OWNERS

- Advance notice of 120 hours is required for new bookings or changes to existing flight plans for flights on Peak Period Days
- A mission-capable aircraft may be provided
- Travel on Peak Period Days is not available for:
 - Owners with negative hours or expired cards, or Owners of 12.5-hour cards
 - Flights after the initial 12-month term
 - Flights on large cabin aircraft with the Marquis Jet® Combo Card unless the combo card is for two large cabin aircraft
- Except for Gulfstream 450 NetJets Marquis Card™, jet card holders are not eligible for Ferry Waiver Zone II, III, IV, or V of the NetJets Ferry Waiver Program on Peak Period Days on departures before 9 a.m. the day after a Peak Period Day
- Downgrades are not guaranteed for flights on Peak Period Days, but NetJets always endeavors and is regularly able to meet requests for downgrades on Peak Period Days

ADDITIONAL RULE FOR NETJETS ELITE CARD OWNERS

- Flights on as many as 45 published NetJets Elite Card® Peak Period Days are subject to a 25% premium (flight time is multiplied by 1.25, and the resulting number is the number of hours deducted from the card)

FOR MORE INFORMATION, CONTACT YOUR NETJETS SALES EXECUTIVE OR CALL 877-NETJETS (877-638-5387).

NETJETS OWNERS	CLASSIC CARD OWNERS	ELITE CARD OWNERS	DESCRIPTION
1/2/21	1/2/21	1/2/21	New Year's Return Travel Day
1/3/21	1/3/21	1/3/21	New Year's Return Travel Day
N/A	N/A	1/4/21	New Year's Secondary Travel Day
N/A	N/A	1/14/21	Thursday before Martin Luther King Jr. Day
N/A	N/A	1/15/21	Friday before Martin Luther King Jr. Day
N/A	1/18/21	1/18/21	Martin Luther King Jr. Day
N/A	N/A	2/10/21	Wednesday before Presidents Day
2/11/21	2/11/21	2/11/21	Thursday before Presidents Day
2/12/21	2/12/21	2/12/21	Friday before Presidents Day
2/15/21	2/15/21	2/15/21	Presidents Day
N/A	2/16/21	2/16/21	Tuesday after Presidents Day
N/A	3/4/21	3/4/21	Early Thursday in March
N/A	3/5/21	3/5/21	Early Friday in March
N/A	N/A	3/7/21	Early Sunday in March
N/A	3/11/21	3/11/21	Second Thursday in March
N/A	3/12/21	3/12/21	Second Friday in March
N/A	N/A	3/14/21	Second Sunday in March
N/A	3/18/21	3/18/21	Third Thursday in March
N/A	3/19/21	3/19/21	Third Friday in March
N/A	3/21/21	3/21/21	Third Sunday in March
N/A	3/28/21	3/28/21	Late Sunday in March
N/A	N/A	3/31/21	Wednesday before Good Friday
4/1/21	4/1/21	4/1/21	Thursday before Good Friday
N/A	4/4/21	4/4/21	Easter Sunday*
N/A	4/5/21	4/5/21	Easter Monday
N/A	N/A	5/27/21	Thursday before Memorial Day
N/A	N/A	5/28/21	Friday before Memorial Day
N/A	7/5/21	7/5/21	Independence Day Return Travel Day
N/A	9/6/21	9/6/21	Labor Day
N/A	N/A	10/7/21	Thursday before Columbus Day
N/A	N/A	10/8/21	Friday before Columbus Day
N/A	10/10/21	10/10/21	Sunday before Columbus Day
N/A	10/11/21	10/11/21	Columbus Day
N/A	N/A	11/18/21	Thursday before Thanksgiving
N/A	N/A	11/19/21	Friday before Thanksgiving
N/A	11/23/21	11/23/21	Tuesday before Thanksgiving
N/A	11/24/21	11/24/21	Wednesday before Thanksgiving
N/A	11/27/21	11/27/21	Saturday after Thanksgiving
11/28/21	11/28/21	11/28/21	Sunday after Thanksgiving
N/A	N/A	11/29/21	Monday after Thanksgiving
N/A	12/17/21	12/17/21	Friday Weekend before Christmas
12/18/21	12/18/21	12/18/21	Saturday Weekend before Christmas
12/26/21	12/26/21	12/26/21	Day after Christmas
12/27/21	12/27/21	12/27/21	Monday after Christmas
N/A	N/A	12/28/21	Weekday after Christmas travel

*Peak Period Day restrictions will not be applied for flights into and out of Augusta, Georgia, for the Masters because of congestion at the airport and the complexity of reserving space for aircraft.

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APRIL 2021

U.S. AND EUROPE FLEET¹



Embraer Phenom 300

New and renewal shares and leases and jet cards.

Orders: 50 firm/75 options
Current Fleet: 99



Cessna Citation XLS

New and renewal leases and jet cards.

Current Fleet: 71



Cessna Citation Sovereign

New and renewal leases and jet cards.

Current Fleet: 38



Cessna Citation Latitude

New and renewal shares and leases and jet cards.

Orders: 25 firm/175 options
Current Fleet: 130



Bombardier Challenger 350

Share renewals, new and renewal leases and jet cards.

Orders: 75 firm/125 options
Current Fleet: 83



Citation Longitude

Currently selling shares only.

Orders: 175 options
Current Fleet: 10



Dassault Falcon 2000EX

Only available with NetJets Europe.

Current Fleet: 14



Bombardier Challenger 650

New and renewal share and leases and jet cards.

Orders: 25 firm/50 options
Current Fleet: 25



Gulfstream G450

New and renewal leases and jet cards.

Current Fleet: 14



Bombardier Global 5000

New and renewal leases.

Global Orders:
30 firm/70 options
Current Fleet: 14



Bombardier Global 6000

Currently selling shares and renewing shares and leases.

Global Orders:
30 firm/70 options
Current Fleet: 26



Bombardier Global 7500

Currently selling shares only.

Global Orders:
30 firm/70 options
Coming in 2021

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¹ This does not include aircraft that are in the fleet but are no longer available for card, lease, or share purchase. Statement of current product offerings represents NetJets U.S. fleet only. NetJets Inc. is a Berkshire Hathaway company.

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NETJETS®



ONLY NETJETS

THANK YOU

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