



PARTNERSSM
IN AVIATION

PIA MANAGED CO-OWNERSHIP

**SPLIT
THE COST**



**GET THE
WHOLE PLANE**

We match you to the right co-owner and the right aircraft under a structure that protects you from the risks of D.I.Y. partnerships, and provides access comparable to sole-ownership.

YOUR AIRPLANE. YOUR SCHEDULE. HALF THE COST.

**YOU NEED AN AIRCRAFT -
ONE THAT IS BENEFICIAL BOTH
IN **SCHEDULE** AND IN **COST**.**



You can afford sole-ownership, but you don't fly enough hours per-year to justify the cost.

Options like supplemental charter of your aircraft just don't make sense, while fractional and membership models increase your cost-per-hour. Neither is ideal. The most cost-effective solution is to partner, but self-managed partnerships often end poorly.

Our team of industry experts set out to solve these issues, the genesis of which became Partners In Aviation (PIA) Managed Co-Ownership. Today, PIA offers a structured program that offers the financial advantages of a partnership with the independence, and peace of mind, that comes with sole ownership.

“With matches flying from coast-to-coast and a map full of current opportunities, we invite you to hear from our clients, discuss the program with us, and decide if PIA Managed Co-Ownership is right for you.”

Mark Molloy
Partners in Aviation
Co-Founder and President

UNTIL NOW, YOU'VE HAD 4 OPTIONS FOR AIRCRAFT OWNERSHIP:

For operators flying less than 200 hours per year, justifying the cost of sole-ownership can prove difficult.

1

SOLE-OWNERSHIP

- Best option when flying 200+ hours per year.
- Owner bears 100% of the cost and market depreciation.
- The asset is under-utilized.

2

FRACTIONAL/MEMBERSHIP CHARTER/JETCARD

- Best option when flying around 50 hours per year.
- Lowest upfront cost. Highest net-cost per hour.
- Aircraft and crew vary with each trip.

3

SOLE-OWNERSHIP WITH CHARTER SUPPLEMENT

- Historical path for 100-150 hour per year operators.
- Owner bears 100% of acquisition and operating costs. Charter revenue provides small cost-offset.
- Issues of availability and liability prove undesirable.

4

DO-IT-YOURSELF PARTNERSHIP

- Acquisition and fixed costs cut in half, resulting in the lowest net-cost.
- Challenges include: finding a compatible partner, scheduling conflicts, tax/title entanglements, agreeable exit-path.
- Managing the partner relationship often proves difficult.

“My ‘stretch goal’ was the CJ3+, but it was difficult to justify based on my usage. PIA was able to match me with someone to make that goal justifiable. We’ve now ordered a new CJ3+ which I would never have done as a sole-owner. Cutting the acquisition and fixed costs in half allowed me to step up to my ultimate choice.”

DON GULBRANDSEN, *Gulbrandsen Technologies, Inc.*
Citation CJ3+, New Jersey



INTRODUCING A NEW WAY TO OWN

PIA MANAGED CO-OWNERSHIP.

We match you to the right co-owner and the right aircraft under a structure that protects you from the risks of D.I.Y. partnerships, and provides access comparable to sole-ownership

WHY IT WORKS



**HALF THE
COST**

PAGE 5



**ACCESS YOU
REQUIRE**

PAGE 6



**PROTECTION
FROM RISK**

PAGE 7

“I had PIA’s format reviewed by independent attorneys that specialize in aviation and found it to be workable and very secure.”

HOWARD ADDISON, *Buron Holdings Ltd.*
Nextant 400XTi, Vancouver, BC

HALF THE COST

By cutting acquisition and fixed costs in half, PIA Managed Co-ownership provides the lowest net cost of aircraft ownership.

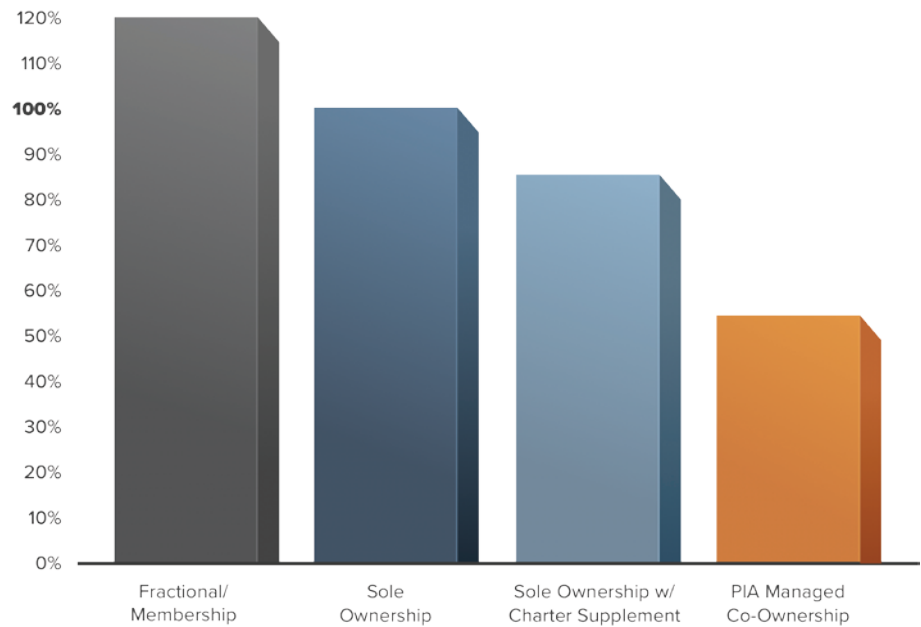


HERE'S HOW:

- You pay half of the acquisition and fixed costs
- You pay your share of variable costs
- You cut market depreciation in half

THE RESULT?

The lowest net cost of ownership.



NET COST OF OWNERSHIP PERCENTAGE COMPARISON

“It was wise to involve a company like PIA that has the structure in place and brings the experts to your side of the table. I have my dream plane at half the cost. What can beat that?”

CHRIS SCATLIFF, *Retired Business Owner*
Embraer Phenom, Florida

ACCESS YOU REQUIRE

Our unique scheduling and sharing format allows you to have access comparable to sole-ownership.



WHY IT WORKS:

- Full schedule control, all week, every other week
- Incentivized access on the off week
- PIA co-owners fly, on average, 4-5 days per month
- Each match adjusts for specific co-owner schedule requirements

| M | T | W | Th | F | S | S |
|----------------|---|---|----|---|---|---|
| CONTROL WEEK | | | | | | |
| AVAILABLE DAYS | | | | | | |
| CONTROL WEEK | | | | | | |
| AVAILABLE DAYS | | | | | | |
| CONTROL WEEK | | | | | | |
| AVAILABLE DAYS | | | | | | |
| CONTROL WEEK | | | | | | |

ENJOY ACCESS OF **25 DAYS PER MONTH ON AVERAGE**

“The Plane is available to me 95% of the time and I only pay for half of it.”

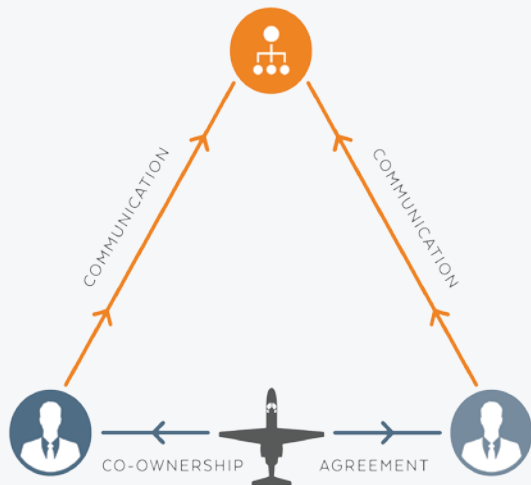
RICK MCLEOD, MHX
Citation Jet, Van Nuys, California

PROTECTION FROM RISK

After analyzing what often makes traditional partnerships prone to failure, we worked with industry experts to develop a new structure that provides a formula for success.

WHAT SETS US APART:

MANAGEMENT: Each match includes a manager - chosen by you - to facilitate all aspects of operation.



LEGAL STRUCTURE: Our legal structure differs from a partnership in *four key areas*.

1. HOW THE AIRCRAFT IS OWNED

2. HOW THE AIRCRAFT IS SHARED

3. OPTIONS FOR EXIT

4. PROTECTION FROM DEFAULT

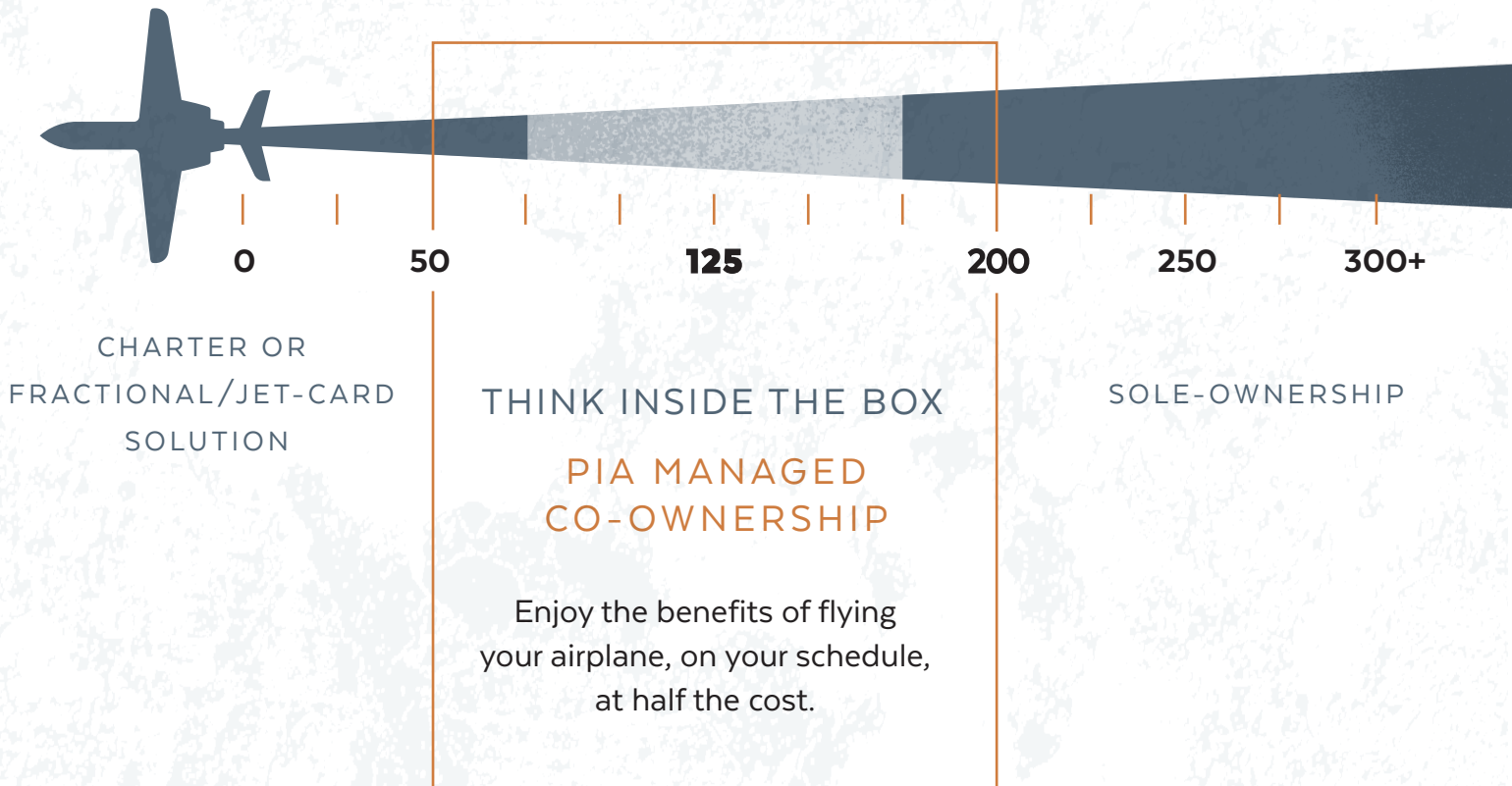
PIA's Managed Co-Ownership structure is designed to attract those who can afford the whole aircraft, but would rather not. The agreement encompasses the entire relationship in detail — from program entry to exit, and involves an aircraft management company to help facilitate.

“This program is more viable than anything I’ve seen in the past due to the structure. The agreement handles every decision up front, so there should be no issues to hassle with down the road, including the exit plan.”

JAMES COOLING, *Managing Director, Cooling and Herbers Aviation Law Firm*

AM I A GOOD FIT?

Approximately how many hours do you expect to fly in a year?



RECENT CLIENTS COME FROM THE FOLLOWING SEGMENTS

- JET-CARD CLUB MEMBERS
- FRACTIONAL SHARE OWNERS
- 50+ HOUR-A-YEAR CHARTER CUSTOMERS
- WHOLE OWNERS WANTING TO SELL HALF OF THEIR PLANE
- OWNER-PILOTS MOVING UP IN CAPABILITY

**NOW'S THE TIME TO GIVE HALF
A WHOLE LOT OF THOUGHT.**



SCHEDULE YOUR CONSULT:

Email: info@partnersinaviation.com

Call: 312.967.4501

To learn more about Partners in Aviation, our team of best-in-industry partners and PIA Managed Co-Ownership, please visit our website.

FIND US AT: PARTNERSINAVIATION.COM

YOUR AIRPLANE. YOUR SCHEDULE. HALF THE COST.

