

NETJETS UNVEILS 360 PRODUCT PORTFOLIO IN EUROPE

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NetJets Inc. unveiled its new 360-degree product portfolio at the European Business Aviation Convention and Exhibition (EBACE) in Geneva.

On a media flight from London Luton to Geneva, Seth Zlotkin & John Odegard, Managing Partners, QS Partners and Gilles Marzuoli, Executive Director, Executive Jet Management Europe reaffirmed the companies' strong performance over the past 12 months and talked through their upcoming plans for the business in Europe.

Seth Zlotkin commented “with the addition of QS Partners to the NetJets family, NetJets now delivers a full 360-degree product lifecycle, from Charter and Jet Cards to Fractional Ownership, Whole Aircraft Management and now Aircraft Brokerage in Europe. Even though we are a new company, we have the resources, the expertise, the capital strength, and the global presence of NetJets. Those four elements set QS Partners apart from almost every other broker dealer”.

Both QS Partners and EJM Europe are able to deliver solutions that take advantage of NetJets' size and expertise built up over 50 years of operations. No other Business Aviation provider buys or divests of more aircraft than NetJets, while QS Partners co-founders **Seth Zlotkin** and **John Odegard** bring a combined 25 years of aviation sales experience. This expertise, combined with

NetJets' global network of resources, allows QS Partners to focus exclusively on finding the best solution for each client, and offer a valuable service that goes beyond what is traditionally offered by aircraft brokerage services. A customer-centric service, the company is designed to simplify the sometimes challenging and complex sales/purchase process related to whole aircraft.

NetJets currently operates over 700 aircraft worldwide and is the only private aviation business to operate both its own and third party aircraft at such scale. The combined purchasing power of NetJets & EJM Europe cultivates unmatched economies of scale for Aircraft Owners on everything from jet fuel to aircraft parts, crew travel and training. Similarly, EJM Europe also has the largest network of global providers which are audited yearly, meaning clients never have to worry about finding the best services in a specific location, or not being able to operate due to a lack of funds on behalf of the operator.

Gilles Marzuoli added *“QS Partners are the perfect complement to the services offered by EJM Europe. Our experience, infrastructure and resources coupled with bespoke personalised account management allows us to deliver an aviation asset management product that ensures complete peace of mind for our customers. We look forward to working with QS Partners on bringing this exciting new 360 offering to the wider European market”*

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