The sharp reduction in airlines flying in the charter market have caused a growing shortage of charter planes and pilots and upward pressures on pricing

- LEAD1 Member Schools collectively spend approximately $200 million on regular season air charter without coordination among them

The LEAD1 Air Charter Program

- Streamlines a five-year collective purchasing effort for air charter transportation
- Offers Participating Schools a fixed hourly rate with a rebate following each season
Largest Corporate Aviation Consultancy in North America

Headquartered in Metro-Boston, with regional offices in London, England and San Francisco, CA

Core Markets: Corporate Travel, Professional Sports, Collegiate Sports, Live Entertainment Touring, Energy, Pharmaceutical & Government

Privately-held, debt free company

PJS maintains a repeat client rate in excess of 90%

The global aviation marketplace is filled with various options and solutions. Private Jet Services (PJS) offers a unique consultancy approach using over fifteen years of experience to chart individualized solutions for each client. Determining the metrics that are most meaningful to each organization for ensuring quality fulfillment, while identifying opportunities in the market to challenge suppliers and aggregate purchasing power helps maximize the full value of proper travel planning.

The PJS method consistently delivers choice, value and peace of mind for a wide range of scenarios.
Who Flies PJS?

Our clients in the music & entertainment industry have won:

65 American Music Awards
85 Billboard Music Awards
139 Grammy Awards
6 Country Music Awards
3 Golden Globe Awards
5 Rock & Roll Hall of Fame Inductees
108 MTV VMAs

Our sports team clients are champions in their respective disciplines. These teams have won:

17 Stanley Cup Championships
10 World Series Championships
3 NCAA Baseball Championships
8 NCAA Basketball Championships
27 NCAA Hockey Championships
12 NCAA Football Championships
19 NCAA Football Championships
Marketing Agreement between LEAD1 and Private Jet Services

- LEAD1 and PJS have executed a Marketing Agreement with an attached Agency Agreement template (to be executed between PJS and a Participating School) to establish the Charter Program
- PJS is committing capital to *initially serve 30 and 50 seat airplanes* for the Air Charter Program
Agency Agreement between a Participating School and PJS

- Five-year opportunity to secure air charter transportation
- Heavily negotiated protections
  - LEAD1 retained Washington, D.C., based boutique aviation law firm, Zuckert, Scoutt & Rasenberger
Agency Agreement between a Participating School and PJS

- A Participating School can execute an Agency Agreement (either the template or modified Agency Agreement) with two options:
  
  1. A three-year term that includes a rebate (founding year schools can earn up to 20 percent)
  
  2. For a shorter period of time without a rebate

- No required minimum expense
### 2019 Fixed Block Hour Rates

<table>
<thead>
<tr>
<th>Aircraft Type</th>
<th>Seating Capacity</th>
<th>Block Hour Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Embraer 135</td>
<td>30</td>
<td>$6,000</td>
</tr>
<tr>
<td>Embraer 145</td>
<td>50</td>
<td>$7,800</td>
</tr>
</tbody>
</table>

* Further cost avoidance is driven through collaboration between partner schools toward continual reduction in ferry time.*

* Block hour rate increases will be capped at three (3%) per year.
Maximize the Opportunity!

<p>| | |</p>
<table>
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</table>
| **1. Sign the 3 year Agency Agreement to be a “Fully Participating School”** | • Only Fully Participating Schools are eligible for the rebate  
• Schools have the option of being a “Partially Participating School” to get the set block hour rate without committing to the 3 year agreement but will not be eligible for the rebate |
| **2. Commit at least 2 Qualified Teams** | • Be eligible for the full rebate amount by signing up 2 of the three high volume sports (Men’s basketball, Women’s Basketball and Football)  
• One “Qualified Team” earns a school 50% of the earned rebate amount |
| **3. Sign up in Year 1** | • Schools that sign in 2019 will qualify for the full 20% rebate  
• The rebate amount drops to 17% for schools that sign in 2020, 15% for 2021 signees and 10% for 2022 and 2023 |

* Rebate model kicks in after 10th school signs up for the program.  
* School **must have paid in full** for all Charter Flights (including any additional costs).  
* Annual rebate will be paid out 30 days following the end of the relevant season.
EMBRAER 145

CABIN DESCRIPTION
More than just a value-minded people mover, the EMB145 cabin comforts include: wide, deeply reclining seats, overhead storage bins, generous baggage capacity and extra-large windows for enjoying the view. The EMB145 is equipped with galley facilities which open up an endless range of catering possibilities, as extravagant or as simple as you need.

CABIN DIMENSIONS
Length: 54"
Height: 8"
Width: 6' 9"

SEATING
Business: 30

NBAA RANGE
Max Distance: 1,100 nm

CRUISING SPEED
495 MPH
.78 Mach

LUGGAGE CAPACITY
325 cubic feet
2,600 lbs

SAFETY
This plane is PJS Safety Certified, inquire regarding further safety certificates.
EMBRAER 145 RANGE MAP

Range is up to 1,550 nautical mile
EMBRAER 145 LR SPECIFICATIONS

CABIN DESCRIPTION

The best-selling EMB 145 is a true business machine with proven, rugged reliability and safety. The LR-version features fuel efficiency and speed that both extend its range as well as lowering environmental emissions.

With generous legroom and

luggage space for 50 passengers, it is the perfect choice for many types of travel groups.

SEATING CAPACITY

Total Seats: 50

SEATING PITCH

36 in

LUGGAGE CAPACITY

325 cu. ft.
2,646 lbs.

NBAA RANGE

1,550 nm

CABIN DIMENSIONS

Length: 54 ft
Height: 6 ft
Width: 6 ft 11 in

EXTERIOR DIMENSIONS

Length: 93 ft
Height: 22 ft 2 in
Wingspan: 65 ft 9 in

CRUISING SPEED

16
Follow-Up Questions?

With any follow-up questions, please contact:

- **LEAD1, Corporate Travel Manager**, Nikki Watson ([nikki@lead1a.com](mailto:nikki@lead1a.com)); or
- **Private Jet Services, Director of Business Development**, Reid Oslin ([reid.oslin@pjsgroup.com](mailto:reid.oslin@pjsgroup.com))