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# EDITO.

## THE ESSENCE OF TWO DECADES OF DEDICATION



Dear valued clients,

JetHouse is not just another business aviation operator. We are a team of experienced and passionate business aviation professionals with a single objective: “Focus, and never deviate, from what business aviation clients expect from an operator.” At JetHouse, we want to restore the true meaning of what a boutique operation is.

Boutique means size. Therefore, we pledge to cap our fleet of managed aircraft at 15 aircraft to ensure a continuous high standard of service for all clients, whether aircraft owners or charter clients.

Boutique means human touch. Therefore, our clients not only rely on a dedicated point of contact for the organization of their flights, but the management team is also personally involved all the way.

Boutique means attention to detail. Therefore besides the personalized service we strive to deliver, we also give the same attention to the cost of operating our owner’s aircraft, as if they were our own, committing to transparency in everything we deliver.

A handwritten signature in black ink, reading 'Hervé Laitat'.

**Hervé Laitat**  
Founder and CEO

**NOT JUST ANOTHER BUSINESS  
AVIATION OPERATOR**

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# WHO IS JETHOUSE?

A TEAM OF AVIATION EXPERTS DRIVEN BY TRUST, INTEGRITY AND SERVICE

A fresh face in business aviation, based in Malta, offering bespoke aircraft management, charter, and consulting services. We stand as the prime choice when larger operators fall short of meeting the discerning expectations of aircraft owners.

## OUR TEAM

We are a management team of 8 people with over 175 years of combined experience in aviation, we are equipped to advise and maintain the value of your aircraft asset. Including a French-speaking contingent, we're always ready to assist. Led by a CEO with an eye on your aviation journey.

## OUR FOUNDING AIRCRAFT

Launched with the long-range three-engine Dassault Falcon 7X aircraft. Our Falcon is based in Brussels and is immediately available for charter.

## OUR TECHNOLOGY

Investing in state-of-the-art integrated aviation IT tools to address owners' inquiries promptly, deliver accurate operational cost data, and ensure clear and transparent reporting. This tech advantage translates into a lean cost structure, benefitting the aircraft owner directly.

## OUR STRENGTH

Novel yet robust, built on a conservative business plan, backed by a credible team respected in the industry. We pride ourselves on being a transparent operator with no hidden commissions – a refreshing change in this business landscape.

# WHY JETHOUSE ?

THE PASSION TO DELIVER A GOOD SERVICE

## **JETHOUSE CEO WILL BE YOUR MAIN POINT OF CONTACT FOR THE WHOLE OPERATION OF YOUR AIRCRAFT.**

Concretely speaking, both he and his team will jointly take care of the:

- drafting of the aircraft management agreement
- monthly report of expenses of the aircraft and accountable for scrutinising expenses versus the agreed budget
- following up of the preparation and supervision of all owner's flights



## **A PROVEN EXPERIENCE FROM OUR TEAM WITH DASSAULT FALCONS AIRCRAFT OPERATIONS.**

JetHouse CEO and CFO previously ran, for over 20 years, a Belgian-based operator with a fleet of 20 jets, among which 12 Falcon aircraft (FA2000, FA7X and FA8X). During this period, 12 FalconCare maintenance programs were negotiated on behalf of Owners, and 3 Falcon 7x "C-Check" inspections were carried out, giving them credible experience on Falcons aircraft. Among that fleet, 2 Falcon F7X were operated on behalf of the Belgian Government and the Belgian Royal Family. Over the years, strong and trusted relationships have been built with key people at all levels of Dassault, where our names are recognised.

# WE ARE ONE.

## 175 YEARS OF COMBINED EXPERIENCE

JetHouse Ltd. is a Maltese operator founded by 3 Belgian aviation veterans. JetHouse begins with a management team of 8 professionals, boasting a collective aviation experience of nearly 175 years. The whole team are known to me, and they have swiftly embraced JetHouse's vision: to establish itself as the unequivocal, trusted, experienced, and customer-centric boutique operator in Europe.

- **Hervé Laitat**, *CEO and founder of JetHouse*

former CEO and Accountable Manager of Abelag/Luxaviation, overseeing a fleet of 25 business jets.

- **Nicolas Willemot**, *CFO of JetHouse*

former CFO and co-founder of Abelag Group, bringing over 35 years of experience in business aviation.

- **Tina Boeckx**, *NPFO/NPCT of JetHouse*

former NPFO of Abelag between 2011 and 2018, as well as an experienced pilot.

"An experienced team that plays a central role in defining the company's culture and direction."



# WHY MALTA?

THE LAST FRIENDLY EUROPEAN COUNTRY FOR BUSINESS AIRCRAFT OWNERS

## AVIATION LEGACY AND GEOGRAPHIC POSITION

With an aviation history dating back to the 1920's, Malta is regarded as an 'onshore' jurisdiction with 'offshore' benefits and a very efficient EASA aircraft register in the region. Given Malta's location at the heart of the Mediterranean and southernmost tip of Europe, JetHouse is ideally located.

## LEVERAGING MALTA'S ADVANTAGES

Reaping the benefit of recent political changes in Europe, JetHouse has established its base in Malta, a jurisdiction which permits aircraft owners to:

- Import aircraft at lower effective rates of VAT
- Provide freedom of movement into, within and out of Europe, and an extensive network of double taxation treaties
- Operate under EASA (European Aviation Safety Agency) regulations with a robust regulatory framework

## NEW EUROPEAN HUB FOR BUSINESS AVIATION EXPERTISE

Malta has become the European homebase base of the best business aviation talents.



# CONTACT.

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