JET.AI

Investor Presentation

APRIL 2024

Disclaimer

About Jet.AI

Jet.AI, is an aviation software company with a private jet charter and membership operation. Drawing from our own industry experience we develop practical software solutions that address the challenges faced by our industry. Our range of current and upcoming products include a natural language-based charter booking smartphone app, a seat reservation system for private jet operators, sophisticated pricing and logistical tools, and a carbon crediting solution for sustainable aviation. With Jet.AI, customers and operators can streamline their processes, reduce environmental impact, and enhance their overall flight experience.

Jet.AI Fleet Software Solutions

Reroute

B2B Intelligent Fleet
Optimization

DynoFlight

B2B Carbon Crediting and
Tracking for Aviation

CharterGPT

B2C AI-Powered Charter
Booking Platform

JET.AI
OPERATOR PLATFORM
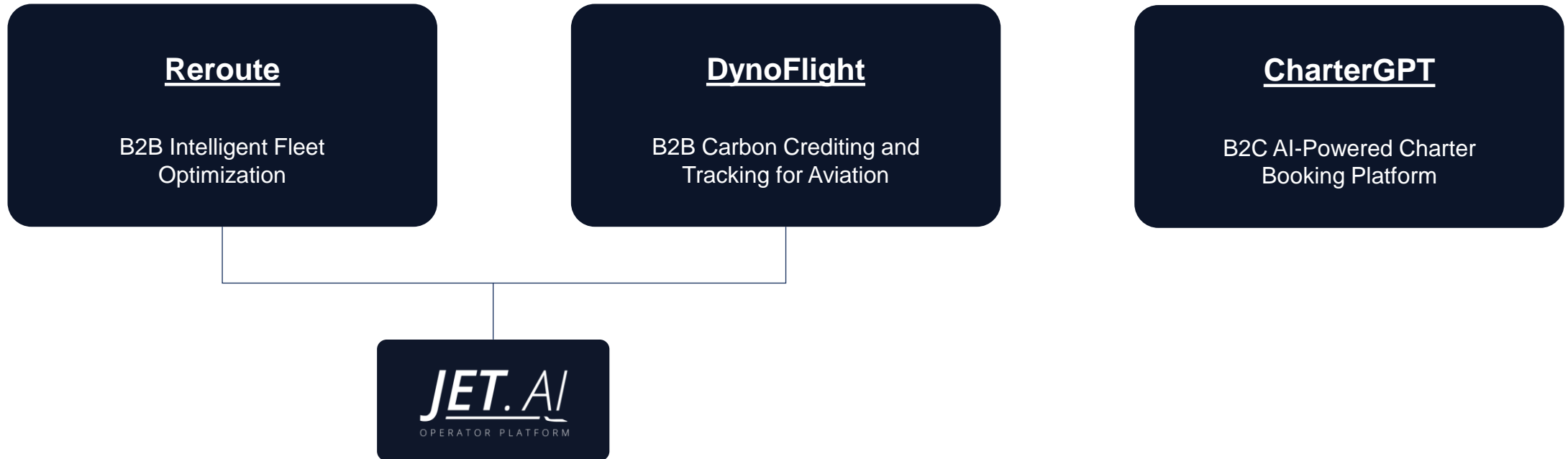
CharterGPT

Powered by Jet.AI

01. Aircraft recommendation engine

02. Natural language customer service

03. Predictive: Destination Airport, Departure Date, Departure Time, and Ground Transportation
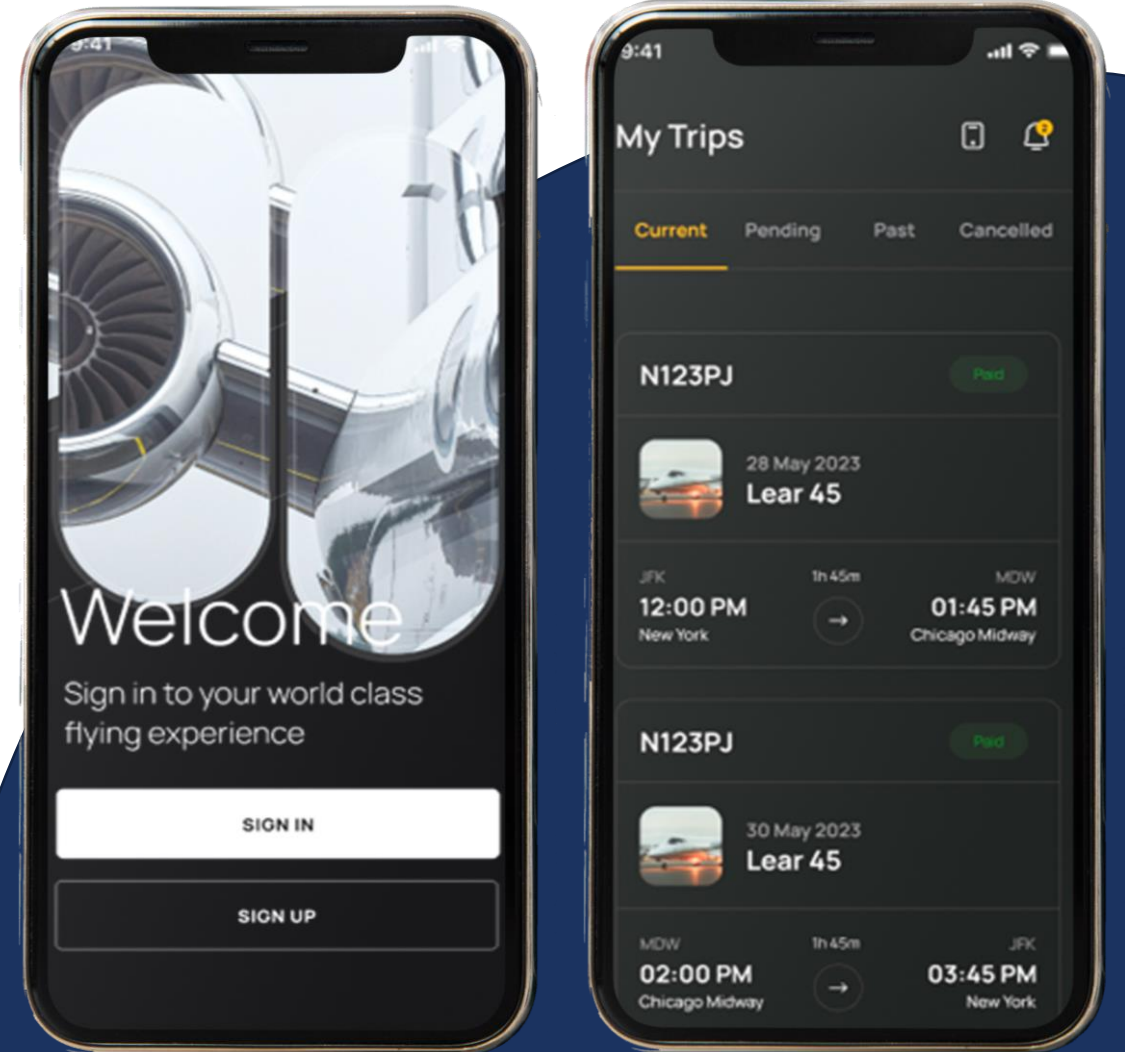
CharterGPT

Powered by Jet.AI

Natural Language Outreach: automates the process of confirming the accuracy and availability of aircraft quoted on Avinode by calling the private jet operator.

Payment Reconciliation: identifies and ties-out funding for each charter.

Contract Reconciliation: makes the customer-facing contract match charter operator's contract.

The back-end functionality of CharterGPT utilizes AI to automate what is traditionally the manual processes of charter brokerage.
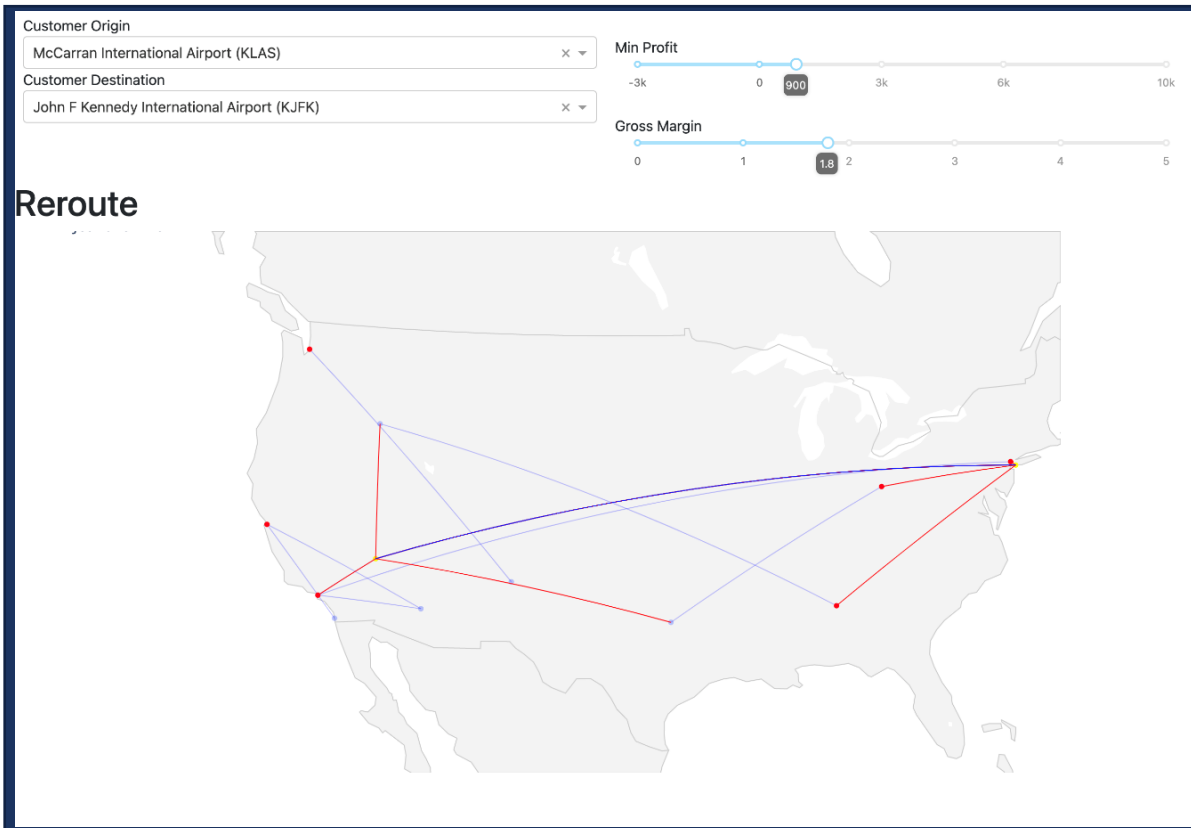
Reroute

Powered by Jet.AI

01 Transform a wasted empty leg into an opportunity to book new charter by changing the destination(s).

02 Reroute searches for published empty legs by partner operators and optimizes which aircraft to utilize for the requested city pair.

03 Potential for significant cost savings for consumer and incremental margin increases for operators.

Reroute offers to increase revenue generating aircraft utilization for the 5,000+ Part 135 charter operators in the US.
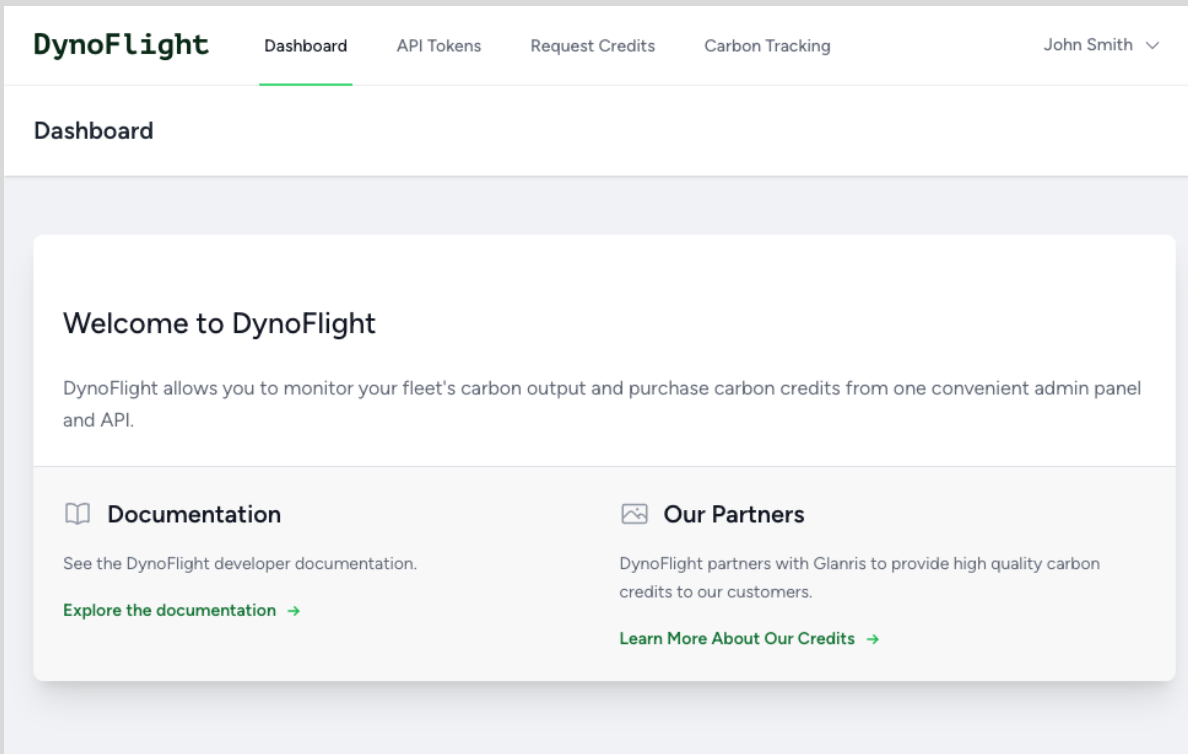
DynoFlight provides a simple and credible way to offset emissions in a working capital efficient manner.

Delivers certificates of offset to customers

Enables aviation operators to track carbon emissions, and to transact carbon credits in small (working capital efficient) quantities

High-quality credits

Jet.AI Aviation Division:
Capital Light Business Aviation

| Aircraft / Fraction Sales | Jet Card Sales | On-Fleet Charter | Onboard Program | Buyer Brokerage |

We provide a comprehensive solution for an array of customers, from low time charter flyers to high time aircraft owners.

Jet.AI Aviation Division (1/5): Aircraft Sales

01 From fractional share to full aircraft sales

02 Pre-sell and pass-through milestone payments to OEM

03 Provide management and charter revenue offset post-delivery

Our team has extensive experience with the aircraft sales process via positions at business jet manufacturers, large charter operators, and financial institutions

Aircraft / Fraction Sales

Jet.AI Aviation Division (2/5): Jet Cards

O1. Sell block time of flight hours up front

O2. Recognize revenue as hours are flown

O3. Jet cards available for 30 aircraft (4 Jet.AI) – HondaJet to G550

Jet Card Sales

With a wide variety of available aircraft, and interchange capability, Jet.AI can match the right asset to the right mission.

Jet.AI Aviation Division (3/5): On-Fleet Charter

Rent Jet.AI aircraft by the hour	Collect payment pre-flight	Provide charter revenue rebate to aircraft owner

The Jet.AI fleet, composed of fuel-efficient light jets, is a popular and cost - effective solution for regional ad-hoc charter missions.

Jet.AI Aviation Division (4/5): Onboard Program

01 Bring aircraft to manage and charter

02 One month for FAA Part 135 conformity

03 Jet.AI sells charter and jet cards on aircraft

Alongside our operating partner, Jet.AI provides a white glove solution to current aircraft owners.

Jet.AI Aviation Division (5/5): Buyer's Broker

Agency broker for jet buyers

Source, inspect and negotiate

Introduce financing, run legal and close
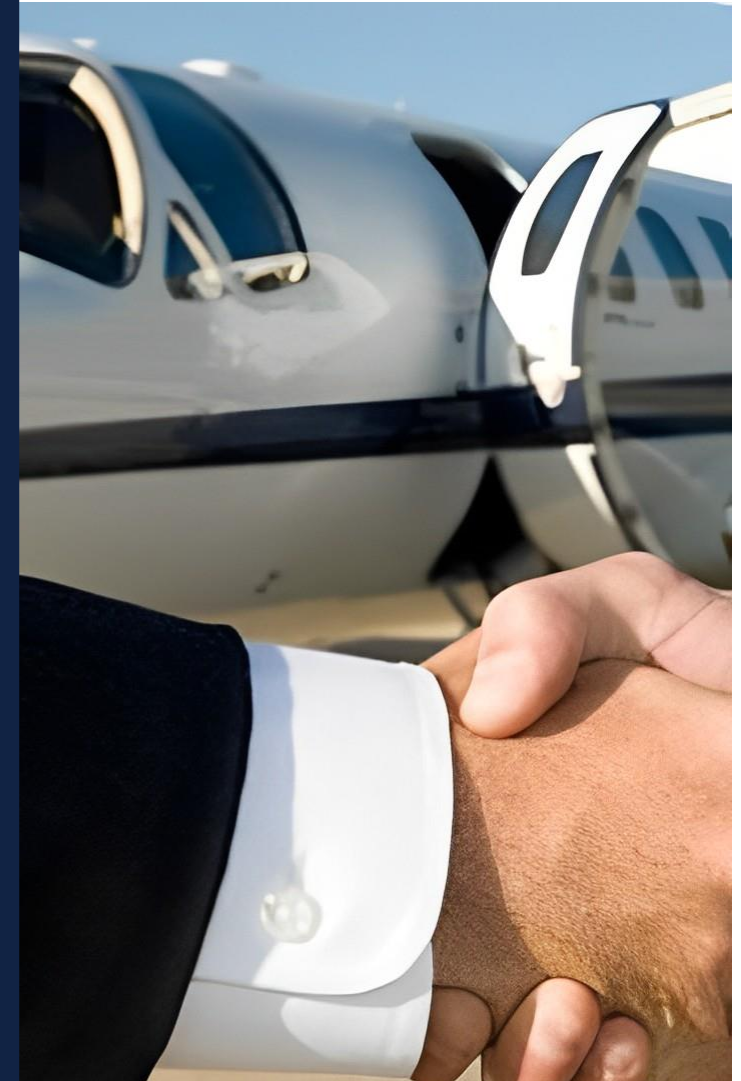
Our aircraft transaction experience coupled with our industry relationships provides for a hands-off and hassle-free acquisition process for our customers

Financial Summary

- Full Year 2023 Revenue = $12.2 million

  o Software App and Cirrus Charter = $7.1 million

  o Jet Card and Fractional Programs = $2.8 million

  o Management and Other Services = $2.2 million

- No Debt

- 12,205,144 Shares Outstanding as of 3/27/24

- Average Three-Month Daily Volume as of 4/12/24 = 2.29 million shares

- Market Cap as of 4/12/24 = 9.8 million

Investment Highlights

New revenue opportunity in private aviation AI for B2B and B2C

Non-binding LOI to acquire five new Challenger 3500 aircrafts from Bombardier

Seasoned industry management team

Capital light approach to private aviation

Substantial retail investor following derived from prior crowdfunding investments topping $17M with approximately 32,000 retail investors

The Jet.AI **Team**

George Murnane

INTERIM CFO

George has over thirty years of experience in aviation and is a pilot with commercial, instrument and multi-engine ratings. He was formerly the CEO of ImperialJet and COO of VistaJet. (BA U. Penn, MBA Wharton)

Mike Winston, CFA

FOUNDER, INTERIM CEO

Mike has **15 years of experience in finance**, with recent focus on private aviation. Institutional Investor Magazine has recognized Mr. Winston for professional excellence; he has been quoted in the Wall Street Journal and has appeared on CNBC. (BA Cornell, MBA Columbia)

Patrick McNulty

COO

Patrick spent **eight years with Honda Aircraft Company as a manager of Sales Operations and Business Development.** He is **regarded as one of the world's leading experts on the HondaJet** with prior experience at Eclipse Jet and Rolls Royce Aerospace. (BS Eng. and MBA Embry-Riddle Aeronautical University)

John Church

CTO

John is based in San Francisco where he recently opened a new office for Jet.AI. He leads product development and has successfully built and **launched mission critical software for the company** (BA Claremont McKenna)

Kienan Franklin

VP OF SALES

Kienan previously spent six successful years focused on new **aircraft sales of Cessna's CitationJet series**. (BA Univ. Kentucky)

30 second **promotional video**

https://youtu.be/HRc3qbwcEFM