



Company presentation

ABOUT / SERVICES / PHILOSOPHY



MESOTIS JETS
USING OUR REASON – LIVING YOUR PASSION

www.mesotisjets.com

Contents

Short about	1
Key services	2
Aircraft remarketing process	3
Sales and marketing services	4
Benefits included in our service	6
Aircraft acquisition	7
Aircraft acquisition services	8
Aviation consulting and strategic management	10
Strategic aircraft management services	11
Aviation insurance	13
JSSI Maintenance cost control programs	14
Aviation fuel	16
Aircraft financing and leasing	17
Private charter sales	18
Contacts	19





Mesotis Jets

is a privately owned company, founded in 2011 by a group of specialists sharing comprehensive knowledge and extensive experience in all fields relevant to business aviation.

Our team continues to gain momentum as we gather clients by providing professional, transparent and personal service-driven products while maintaining peace of mind for every customer and vendor we work with along the way.



From our offices

in Vienna, Long Beach, Moscow, Johannesburg and Qingdao, **Mesotis Jets** has already developed a global network of clients from many regions who rely on **Mesotis** for turn-key services including:

- **Aircraft Sales and Acquisitions**
- **Aviation Consulting**
- **Aviation Insurance**
- **Aviation Fuel**
- **Airplane Financing and Leasing**
- **JSSI (Jet Support Services Inc.) Maintenance Cost Control Programs**
- **Private Charter Sales**



Aircraft sales — thinking out of the box

Our team has developed a unique approach for aircraft remarketing process, which can be described in the following steps:

- 1 Aircraft evaluation and detailed analysis of technical documentation in order to capture the aircraft value on the market and protect it from rouge offers and negotiation attempts.
- 2 Research on competition and historical sales transactions, as well as global fleet trend and upgrade demand evaluation, performed by our market researchers.
- 3 Exclusive off-market presentation of the aircraft by our sales executives to the worldwide network of clients.
- 4 Introduction to the market using major sales platforms and broker tools.

80%

of our transactions are completed after Step 3 without the aircraft having to be presented to the open market.



Our sales and marketing services

- Full market evaluation by the marketing team of Mesotis Jets
- Professional photo session and presentation
- Direct marketing by our representatives in Europe, CIS, USA, Africa and China
- Listing on the main aviation sales platforms (controller.com, Jetnet, Amstat, etc.)
- Aircraft mailing
- Negotiations and representation at home base
- Negotiation of the Letter of Intent
- Negotiation of the Aircraft Purchase Agreement
- Organisation and supervision of the Pre-Purchase Inspection





*Our motivation is based on success,
that's why Mesotis Jets takes the risk
of all expenses for the aircraft marketing
and promotion. There are no upfront fees
or hidden costs.*

Other benefits included in our service

- **Legal advice and supervision by a professional Aviation Lawyer**
- **Letter of Intent Draft**
- **Negotiations of the Purchase Agreements and other contracts**
- **Organisation of a visual inspection at home base**
- **Cost control for the airworthy discrepancies found during PPI**
- **De-registration support**
- **Registration of Escrow Account**
- **Aircraft Purchase Agreement Draft**
- **Documentation Support** (Bill of Sale, Warranty Bill of Sale, Insurance Policies etc.)



Aircraft acquisition

Acquiring a New or Pre-Owned aircraft is easier with **Mesotis** for many reasons. **Mesotis Jets** helps you identify the right aircraft to fulfill the mission you have in mind by providing an in-depth analysis of your mission profile.

Due to our vast aviation network and the relationships we maintain with many aviation professionals, **Mesotis Jets** is able to access exclusive information about off-market aircraft for sale and to deliver you a complete picture of the current market inventory and available pricing.

After identifying the aircraft to be acquired, **Mesotis** will manage the negotiation process on your behalf, including all pricing and delivery conditions to be eventually included in the Letter of Intent. We will arrange test flights and pre-buy inspections, negotiate the Purchase Agreement, arrange legal advice and assist you throughout the transaction. We can additionally provide financing support via our own network of financial institutions, ensuring your peace of mind every step of the way.



Aircraft acquisition services

- Aircraft configuration and performance consulting/mission profiling
- Model selection
- Market search and evaluation
- Estimate of yearly operational expenses
- Comparison of specifications and options for pre-selected aircraft
- Price negotiations for the selected aircraft
- Drafting the Letter of Intent
- Visual inspection and document review at home base of the aircraft
- Advising on aircraft financing
- Advising on jet operator
- Advise and review of the Purchase Agreement





Aviation consulting and strategic management

Mesotis Jets aviation consulting services are customer-tailored to your aviation mission. We provide in-depth knowledge as a resource for our clients on all relevant aviation topics and assist them with the process of standardising procedures, streamlining operational implementation of aircraft (entry into service), organising and managing new aircraft deliveries, demystifying post-acquisition projects and easing the complexities of aircraft financing.

We have also established a world class knowledge base to assist our clients with projects in emerging markets, including India, West Africa and China.



Strategic aircraft management services

- **Supervision of the obligations and duties of the Aircraft Operator**
- **Advice on cost optimisation**
- **Yearly audit of the operator and its accounting processes**
- **Advice on commercial use of the aircraft**
- **Advice on and support of directly employed crew**
- **Negotiation of any hangar parking agreement**
- **Supervision of any pay-by-hour contracts (maintenance programs)**
- **In case of any breach of contract, support in bringing legal claims**
- **In case of additional employment question, support with contract drafts and pricing negotiations**
- **Collection of management offers, if required, with local and foreign operators**
- **Commercial negotiation of future management agreement, if required**
- **Crew selection support**
- **Establishment of additional behavior rules, if required, and their implementation**
(security, special food wishes, specific goods or services required on flight...)
- **Support and advice on any business aviation-related matter**
- **Protection of client's business aviation interest and alerting the client if any interest is endangered**





Aviation insurance

Mesotis Jets has created an insurance pool so that single aircraft owners can benefit from the buying power of already insured aircraft pool under its policy.

In cooperation with major underwriters we protect your assets completely by providing the following insurance policies:

- **Aircraft Hull and Spares All Risks, Liability and Crew Personal Accident Insurance**
- **Aircraft Hull and Spares War and Allied Perils Insurance**



JSSI Maintenance cost control programs

Mesotis Jets is the official representative of the largest independent Maintenance Cost Control Program provider in the world (JSSI) and the only provider that offers coverage for virtually every make and model of business aircraft, engine and APU.

We can therefore provide you with a customised cost control solution for your entire fleet and a single point of contact for all of your maintenance needs. The flexibility of JSSI programs coupled with their enormous accumulated buying power gives you far better financial options and benefits than any other aviation maintenance program on the market.





Aviation fuel

Through the cooperation with main fuel suppliers we have negotiated special prices and conditions for our clients.

Mesotis Jets is able to fuel your aircraft at probably the best price at any airport in the world.



Aircraft financing and leasing

Mesotis Jets provides a wide range of leasing and financing solutions, from a simple Finance Lease to Asset-Based Financing, Wet Lease options, Dry Lease arrangements, Lease Back deals and ACMI.



Private charter sales

Throughout the years Mesotis has established a wide network of operators based in Europe, Asia, Africa and the USA. Clients working with us will not only benefit from our negotiated charter sales rates but enjoy a personalised concierge service including logistical support for your transportation to and from the airport, catering and any other special requests you may have.



Contact us

MESOTIS JETS VIENNA

Fleischmarkt 7/4, 1010 Vienna, Austria

JONATHAN DEUTSCH

E: jdeutsch@mesotisjets.com

M: +43 676 844 295 206

THOMAS THUMS

E: tthums@mesotisjets.com

M: +43 676 59 000 82

KAJETAN WUTTE

E: kwutte@mesotisjets.com

M: +43 676 844 295 207

MESOTIS JETS LONG BEACH

250 W. Ocean Blvd., #1214 Long Beach
California 90802

WALTER DÜRAUER

E: wdurauer@mesotisjets.com

M: +1 562 253 3702

MESOTIS JETS MOSCOW

Europe Square 2

Radisson Slavyanskaya Business Centre
Office 643, Moscow, 121059

MICHAEL RUSSETSKI

E: mrusetski@mesotisjets.com

M: +43 660 463 0907

MESOTIS JETS SOUTH AFRICA

40 Palming Street, Moreletapark,
Pretoria, South Africa, 0181

WIEHAHN STRAUSS

JSSI Sales Director Africa

E: wstrauss@mesotisjets.com

M: +27 76 604 7942

www.mesotisjets.com



MESOTIS JETS

USING OUR REASON – LIVING YOUR PASSION

www.mesotisjets.com