



# A TAKEOFF IN A PANDEMIC - JETCLUB LAUNCHES FRACTIONAL OWNERSHIP BUSINESS AVIATION PROGRAMME IN EUROPE

News / Business aviation



JetClub, founded by Vishal Hiremath and Glenn Gonzales, former Honda and Gulfstream executives, has announced its plans to launch in mainland Europe in the spring of 2021. The company's sister brand, Jet It, has been successfully operating in the US for the past two and half years and the Group now operates a fleet of eleven HondaJet aircraft, globally, making it the largest HondaJet operator in the world.

The company is based upon a fractional ownership model in which club members purchase a share of the jet in return for a certain number of days and not hours, which is a unique innovation in this space. JetClub aims to make business aviation more accessible at a lower cost, superior customer service, and no administrative effort on the part of the owner.

**“We have designed JetClub to be easy-to-access, intelligent, safe, and financially savvy. Owners pay only €2500 per hour including handling and landing fees with no positioning fees. Launching in a pandemic is an opportunity to get businesses back to work, providing a mechanism that empowers industry to rebuild some of the economic losses caused by**

the pandemic. We have seen the model thrive in the US with business aviation being utilised as a safe and efficient alternative to other options. Providing access from separate terminals, away from crowded airports along with our advanced COVID precautions and adherence to local guidelines, we are confident that our solution is a good fit for Europe at this time and well into the future.” Vishal Hiremath, Co-Founder and CEO, JetClub Group and co-founder of Jet It.



Demand for safe, responsible, practical travel has soared through the pandemic as reflected in the demand for private flights globally, evidenced in our US business experiencing a growth of 400% year over year. European businesses and individuals understand the value proposition of business aviation while having expectations for sustainable, well-priced, and transparent choices. The HondaJet is one of the lightest, quietest, and most fuel-efficient in its category, burning four-times less fuel than a larger jet. With 70% of all private flights being less than 3 hours in duration with less than 4 passengers, it is a more sustainable, economical, hygienic, safe, and comfortable way to fly.

Member-owners of JetClub will be able to access the Jet It fleet when they travel to the United States at the same owner rates and seamless concierge service. In early March 2021, the JetClub HondaJet will depart from the United States, and make its way to Europe, via Canada, Greenland, and Iceland, documented on social media via #JetClubTheJourney. The aircraft will then be based at various sites across mainland Europe for commercial operation. With a Maltese Air Operating Certificate and license, a highly experienced, locally-based team, and experienced HondaJet pilots, the brand is well prepared for its European launch. More aircraft will join the fleet this year.



JetClub co-owners in Europe will have use of the jet under a day-based model, allowing them to visit multiple destinations, and return home on the same day. As an example, someone who lives in Paris can go to work in London, then Frankfurt, and be back home for dinner. They will use one day of their allotment, with no limit on the hours they can use during that day. When compared with other options, JetClub clients pay an exceptionally low hourly and monthly cost with no empty leg charges.

Alessandra Testa, Chief Commercial Officer and Head of Sales commented: “As restrictions begin to lift and while budgets may remain tight, business owners will be looking for a more intelligent, transparent way to access business aviation. When you factor in all the costs, our model is more cost-effective than charter travel, with all the benefits of aircraft ownership, a dedicated concierge team, and none of the traditional drawbacks. The team’s collective experience is extensive, and we are confident in our product and service.”



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