

*Volato*

ENJOY FLYING MORE

**INVESTOR PRESENTATION  
JULY 2024**

**NYSE:SOAR**

*Volato*<sup>®</sup>

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## **Financial Information; Non-GAAP Financial Measures**

The Presentation also includes certain financial measures not presented in accordance with generally accepted accounting principles (“GAAP”) and other metrics derived therefrom. The non-GAAP financial measures are not measures of financial performance in accordance with GAAP and may exclude items that are significant in understanding and assessing Volato’s financial results. Therefore, these measures should not be considered in isolation or as an alternative to net income, cash flows from operations, or other measures of profitability, liquidity, or performance under GAAP. Volato’s presentation of these measures may not be comparable to similarly titled measures used by other companies. Volato believes that the use of these non-GAAP financial measures are subject to inherent limitations as they reflect the exercise of business judgments by management about which items of income and expense are included or excluded in determining these non-GAAP financial measures.

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# Disclaimer (Cont'd)

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An aerial, top-down view of an airport tarmac. The background is a dark blue-grey color. Several aircraft are visible, including a large commercial jet in the center, a smaller jet to its right, and another smaller jet above it. There are also some ground service vehicles and taxiway markings visible. The overall aesthetic is clean and professional.

# COMPANY OVERVIEW

Fly Better, Fly Smarter, Fly Volato



Volato brings the benefits of whole aircraft ownership to the fractional customer, providing Volato residual fleet availability which is filled through a unique suite of products and innovative software.



# **Volato:** Highly Scalable and Cash-Generating Business Model

Volato secures fleet aircraft orders from top-tier OEMs, which are then sold, often prior to delivery, through fractionalizing. Subsequently, the company operates these aircraft on 5-year contracts, aiming to maximize their utilization and profit potential.



- 1. Operates world's largest floating fleet of HondaJets and has secured meaningful amount of HondaJet production through 2025 in a tight supply market.***
- 2. Incentivized underutilization by fractional owners provides excess availability<sup>1</sup> at a favorable market financing rate.***
- 3. Utilizing a commercial multi-product strategy this excess availability is filled with higher margin non-owner usage.***

Notes:

1. Excess availability is the aircraft availability provided to the operator that is in excess of the industry standard for a fractional owner share. Volato benefits from excess availability of ~70% compared to the traditional industry average of 5-10%.



# Competitive Landscape: Innovative Model Sets Volato Apart

Volato offers a superior lower-risk, higher-return strategy by combining the strengths of existing models.



Volato

## TRADITIONAL FRACTIONAL

NETJETS® FLEXJET

**Low Risk** – Aircraft paid for by fractional customers and they provide the vast majority of flight demand.

**Low Margin** - Owners fly at lower preferred usage rates.

**Low Return** – Requires additional scale.

**Low Risk**– Aircraft paid for by fractional customers in an asset light business model.

**High Margin**– Flight operation margins are higher due to non-owner fliers filling excess availability, lifting overall margin.

**High Return** – Contribution from both fractional sales and ongoing flight operations.

## OTHER MODELS

WHEELS UP VISTAJET

**High Risk** – Capital intensive, aircraft on balance sheet.

**High Margin** – Able to charge more for service to non-owner fliers.

**Return can be High** – With near perfect execution.





# Volato by the Numbers

**31**

**Aircraft Currently  
in Fleet<sup>1</sup>**

**6th**

**Largest US Light Jet  
Operator<sup>3</sup>**

**26**

**Aircraft on  
Firm Order<sup>2</sup>**

**86**

**Net Promoter Score<sup>4</sup>**



Notes:

1. Full fleet, including fractional, managed and leased aircraft under operational control, and managed-only fleet.
2. 22 HondaJets & 4 Gulfstream G280s. For further detail regarding our delivery expectations, please refer to slide 35.

Notes (continued):

3. Source ARGUS. By flight hours, Q4 2023
4. Q2 2024 Net Promoter Score



# Private Aviation: A Large and Fast-Growing Market with Favorable Tailwinds

## Key Drivers Fueling Growth in Private Aviation



### Shifts in Work/Life Balance

- Flight and travel purpose patterns have permanently changed
- COVID-19 introduced private aviation to new customers



### Capacity Constraints

- Significant OEM backlogs for new deliveries
- Low inventory of aircraft on the secondary market



### Growth in the Experience Economy

- Growing shift in spend on services such as travel and restaurants and away from goods
- Emerging business models offering different/lower entry points to meet new needs



### Rising Disposable Incomes

- Growing number of high-net-worth individuals is expanding potential customer base

**\$29.0B**

2022 Global Business Jet Market

**4.1%**

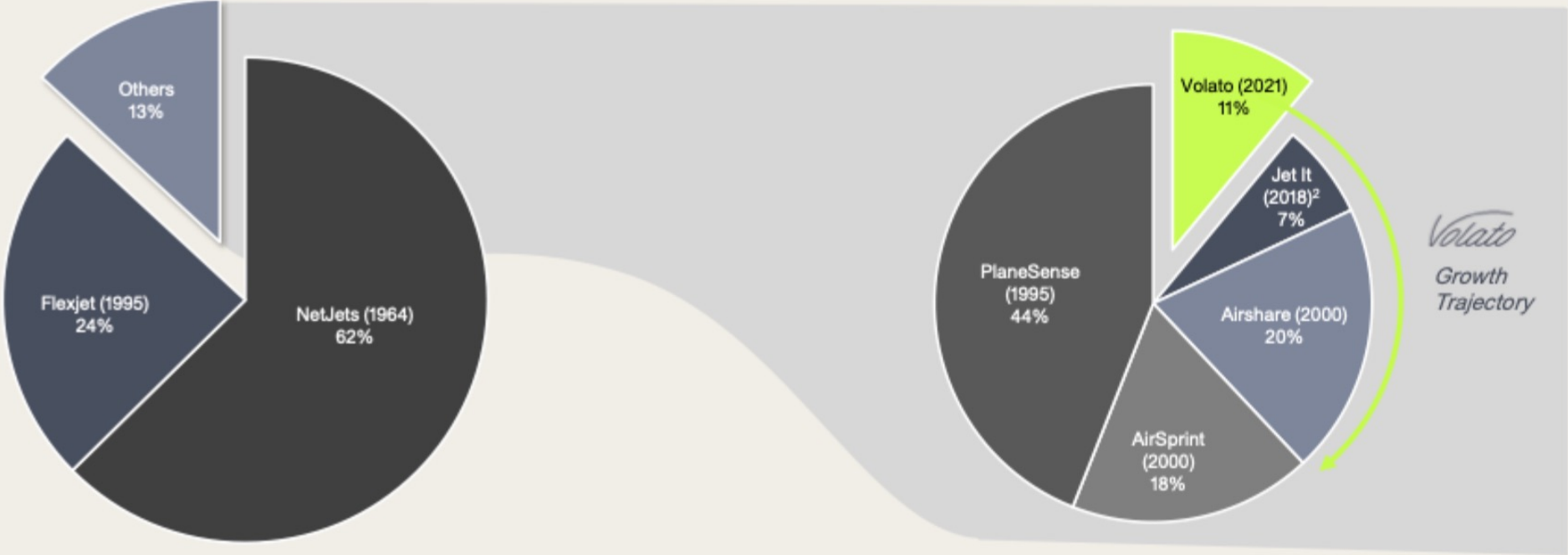
Global Business Jet Market  
CAGR 2022-2029



# Rapidly Capturing Market Share in the Proven Fractional Market Segment

Opportunity for Volato to become one of the largest operators offering aircraft ownership in the highly fragmented, wider private aviation market. In 2023 Volato more than doubled its market share of the Light Jet Market segment.

2023 Fractional Operator Market Share (by flight hours)<sup>1</sup>



Total Industry Light Jet Market Share (by flight hours)

Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
1.1%	1.3%	1.7%	2.5%	2.5%	2.9%	2.5%	2.5%



Source: SherpaReport.

Notes:

- 1. Year founded included in parentheses.
- 2. Jet It stopped operations effective May 16, 2023.



# Leadership: A Proven Management Team with Complementary Experience

Leading a diverse team of 240+ full-time employees including a strong pilot cohort with low attrition.

Operational team of seasoned industry professionals with deep industry experience



Led by an entrepreneurial team and a commercial team with prior industry experience



**Matt Liotta**

Co-founder & CEO



**Mark Heinen**

CFO



**Nicholas Cooper CFA**

Co-founder & CCO



**Steve Drucker**

CTO



**Brian Coulter**

EVP, Operations



**Gary Waldman**

EVP, Fleet Performance



**Mark Ozernik**

President, VAMS



# Corporate Governance: Strong Independent Board Members

Experienced Board with significant aviation industry experience.



**Mike Nichols, CAE, CAM, IOM (Lead Independent Director)** – CEO of the Piper M-Class Owners & Pilots Association (MMOPA). In September 2021, Mr. Nichols founded Flieger Strategies, LLC, an aviation and business strategy consultancy, where he continues to serve as President. Previously, Mr. Nichols was a senior executive with the National Business Aviation Association (NBAA), where he served in several executive roles over the course of an 18-year tenure from 2003 to 2021, most recently as its Vice President of Strategy & Innovation. He continues to serve as a director on the NBAA’s Certified Aviation Manager Governing Board. In addition to a Bachelor of Science in Business Administration from Kutztown University of Pennsylvania, Mr. Nichols has earned Certified Aviation Manager (CAM), Certified Association Executive (CAE) and Institute for Organizational Management (IOM) credentials.



**Chris Burger** - Chris Burger is a proven senior executive, C-level advisor, and Board member with extensive experience leading global organizations through critical business and technology transformation initiatives. Chris has direct international management experience spanning five continents and currently serves as President & CEO of Transform with a mission to help clients and team members achieve their greatest potential and fulfillment. Notable Transform Aviation clients include, among others, Delta Air Lines, FedEx, United Airlines, and USAF Air Mobility Command. Earlier in his career, Chris held roles of increasing responsibility at GE and Motorola across digitization, acquisition integration, program and project management, strategic programs, global business planning and competitive intelligence. Chris holds a Bachelor of Business Administration degree with a Marketing Distinction Certificate from Emory University’s Roberto C. Goizueta Business School.





# A Focus on Safety and Sustainability

Founded in 2021, Volato is unencumbered by legacy baggage and can lead the industry with a modern approach to business.

Volato has a longstanding focus on safety and has been awarded the industry's highest safety ratings; IS-BAO Stage 3 and ARGUS Platinum.

Operating the most efficient aircraft in its class, Volato is proud that all HondaJet flight operations are also intended to offset emissions through participation in 4Air's offset program.

Volato has a diverse and inclusive team<sup>1</sup>:

- 25 % veteran
- 22% female
- 18% BIPOC



# Key Company Milestones

Strong execution has delivered significant milestones.





# Consistently High Customer Satisfaction

- Volato’s ongoing commitment to customer satisfaction continues to drive a world class Net Promoter Score (NPS), a score above 80 is considered world class.
- This high level of customer service was maintained despite the high growth experienced by the Company during the same period, as the fleet grew by 50% and market share expanded by over 233%.

NPS By Quarter			
Q3 2023	Q4 2023	Q1 2024	Q2 2024
90	88	82	86

## Customer Testimonials...

*“Pilots were extremely professional, and the plane was immaculate. Safety first with an on-time departure and arrival. A cost-effective, wonderful experience.”*

*“I already have recommended Volato to friends and will gladly continue to. The crew we had on our flight today was excellent.”*

*“Wonderful team. Wonderful crew. Couldn’t have been an easier way to fly - drive right up to the plane, they load you up and away you go. Thank you all”*

*“This is a fantastic way to travel for short jaunts and more efficient to fly the HondaJet vs a Citation/light jet just for the two of us!”*

*“Great service, always timely,. planes are clean and well appointed, efficient and professional team as pilots and concierge. Thus far very happy and very professional!!”*

*“Absolutely exceptional service every single time. Thank you for taking care of us and making travel so simple, smooth and fun! Forever grateful for this company.”*



Notes:  
1. NPS (Net Promoter Score) is sourced internally from Volato, based on customer surveys conducted post-flight. Surveys commenced from Q1 2023.



An aerial, top-down view of an airport tarmac. The background is a dark blue-grey color. Several aircraft are visible, including a large commercial jet in the center, a smaller jet to its right, and another smaller jet above it. There are also some ground service equipment and taxiway markings visible. The overall aesthetic is clean and professional.

# BUSINESS MODEL

# Business Model: Focused on Fleet Growth & Maximizing Utilization

Volato's business model secures excess fleet availability at below market levels of financing and fills the availability with higher yielding 3<sup>rd</sup> party usage sourced via a robust commercial strategy focused on maximizing contribution and profitability.

## 1 BUILDING FLEET & AVAILABILITY

- Building and controlling a substantial fleet through an innovative business model at an attractive cost of financing.
- Comprised of fractional and leased aircraft in select aircraft types per cabin class.

### Volato's Fractional Program

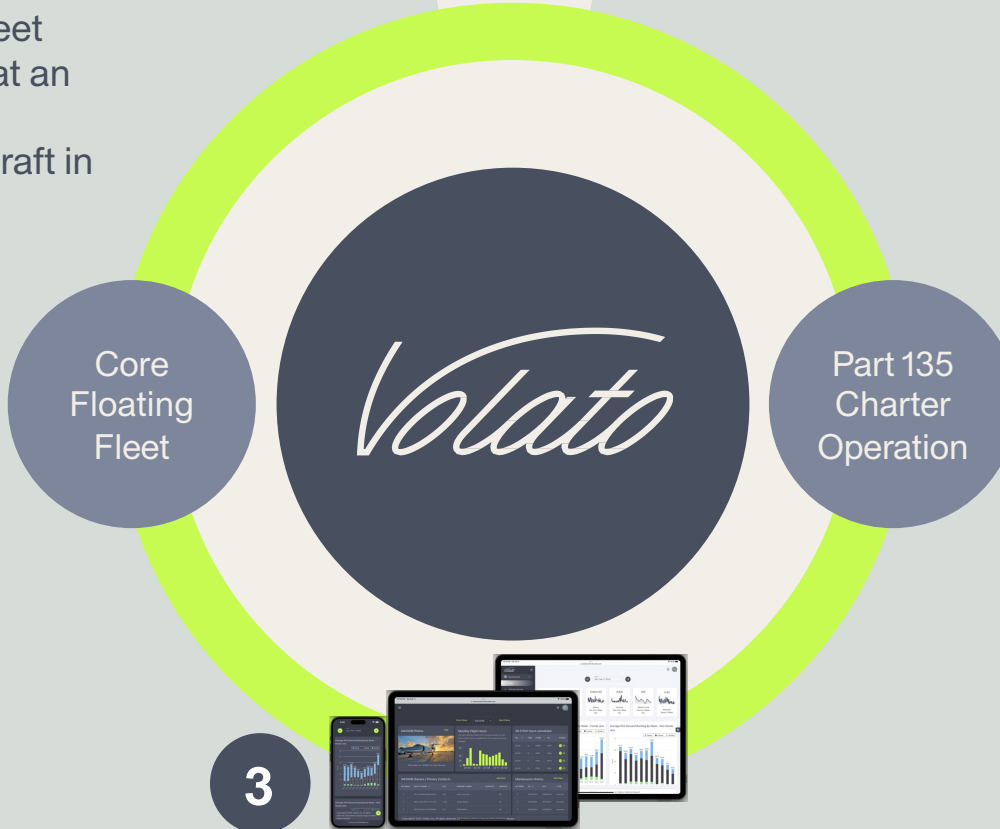
- 5-year contracted recurring revenue.
- Unique revenue share business model creates alignment of interest for high utilization.
- Resulting in fractional owners being incentivized to underutilize their share - generating excess fleet availability.
- Guaranteed aircraft availability.

### Complimented by Leased Aircraft

- In a tight aircraft supply market, leased aircraft provide excess availability with covered fixed costs.
- Not obligated to fly, so additional aircraft are available to Volato at a variable cost.

## 2 MAXIMIZING FLEET UTILIZATION

- Volato operates a robust commercial strategy to fill the excess fleet availability with higher contribution non-owner flight usage. Increasing the blended achieved yield from flight operations.
- Targeting different customer segments through a product suite of programs including Volato Go!, Volato Insider Deposit Program, and ad-hoc charter.
- All non-Guaranteed Availability products. Reducing operational stress and minimizing off-fleeting.
- Utilizes proprietary software to implement dynamic pricing to drive demand and fleet positioning.



### Proprietary Software

Driving Margin Expansion through Increasing Productivity & Efficiency



# Volato's Fractional Program: A Superior Fractional Owner Proposition

Volato's fractional model integrates the benefits of both traditional fractional programs and whole aircraft ownership.

## Traditional Fractional Model

Traditional fractional models are timeshare based. Owners select fractional size based on their anticipated usage and receive a set number of entitled hours per annum over a 5-year contract.

### Advantages

- Fully managed – make a reservation and fly.
- Have access to a fleet rather than an individual plane.
- Capital efficient – no need to purchase the whole aircraft.
- Access bonus depreciation.

### Disadvantages

- Timeshare based approach.
- Expensive if you fly more or less than entitled hours.
- No revenue generating abilities.
- Bonus depreciation limited to % of usage deemed for business.

## Whole Aircraft Ownership

Purchase an aircraft outright and hire pilots directly or work with an aircraft management company.

### Advantages

- Fly as much as you want with no restrictions.
- Ability to charter out when not personally flying and earn revenue.
- Access bonus depreciation.

### Disadvantages

- Capital inefficient – aircraft is underutilized.
- Access only to a single aircraft – can't fly if aircraft is in maintenance.
- Limited economies of scale.



## Volato Fractional Solution Taking the best of both



### Fly as much or as little as you want

- Fractional owners fly unlimited hours regardless of ownership fraction size.
- Have access to a fleet, not just their specific aircraft.
- Owners may choose fractional size based on personal financial factors rather than just anticipated usage. Often incentivizing larger share purchases than would be anticipated in a traditional fractional program.
- Underutilization by owners provide Volato with excess fleet availability that can be directed toward higher yielding non-owners.

### Earn revenue from the asset

- Owners are compensated monthly through distribution of eligible charter revenue from their aircraft, with additional incentives for owners of larger shares.

### Differentiated ownership structure

- Ownership structured through a membership interest in an LLC that owns the specific aircraft.
- Allows for 100% of the aircraft rental usage to be deemed business usage – protects owners from liability.



Fly as much or as little as you want



Differentiated Ownership Structure



Earn Revenue from the asset



1

# Volato's Fractional Program: A More Profitable & Lower Risk Model for Volato; the Operator

A win-win business model for Volato and fractional owners, that provides Volato a cost-effective financing source for fleet availability.

Fractional owners are financing Volato's fleet...



Asset light business model

Secured on a long-term basis



Fractional owners enter 5-year management contracts

At a lower cost of capital than leasing or acquiring aircraft



0.66% monthly operating lease rate<sup>1</sup>  
compared to a 1.0-1.2% industry market rate

At lower risk



Revenue share only payable on occupied revenue flight hours

Multiple predictable recurring cash flows:

## Initial Fractional Share Purchase

- Recurring Revenue Stream.
- Industry standard: 80% of fractional customers re-up and buy another share at program end.
- Selling of the aircraft is recurring in nature, with a 5-year purchase cycle and est. sub. 20% churn.

## Monthly Management Fee

- Aircraft on a 5-year management contract.
- Monthly management fee pulled via direct debit.
- Priced to at least cover the fixed operating costs of the aircraft (pilots, insurance, ancillary costs etc.)

## Ongoing Flight Usage

- Owners are charged a fixed hourly rate and fuel is passed through at cost.
- When owners are not flying, aircraft is chartered to non-owners, typically at substantially higher hourly flight rates.



# 1 Volato's Fractional Program: Creating Excess Unused Fleet Availability

Volato's fractional model incentivizes owners to acquire a larger share than required by anticipated usage, providing Volato excess aircraft availability ~70% compared to the traditional industry average of 5-10%<sup>1</sup> per year per Fractional Aircraft.

Demand Mix	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
Owner	80%	67%	55%	45%	55%	52%	50%	44%
Non-owner( Program & Ad Hoc)	20%	33%	45%	55%	45%	48%	50%	56%

The excess fleet availability is filled with non-owner flying, providing a substantial advantage over traditional models:

## Traditional Fractional Models: Occupied Usage

- Share size purchase decision is based upon anticipated usage.
- Majority flying done by owners which have a lower hourly rate.
- Meaning the averaged occupied yield is anchored by the owner rate.



50 hrs. non-owner	\$6,500 per hr.
750 hrs. owner	\$4,700 per hr.
<b>Average Occupied Yield</b>	<b>\$4,800 per hr.</b>

**Lower margin flight operations**

## Volato's Fractional Program: Occupied Usage

- Higher proportion of non-owner usage.
- Model leads to higher average occupied yields and profitability from long tail flight operations revenue streams.



504 hrs. non-owner (63%) <sup>2</sup>	\$6,500 per hr.
296 hrs. owner (37%)	\$4,700 per hr.
<b>Average Occupied Yield</b>	<b>\$5,800 per hr.</b>

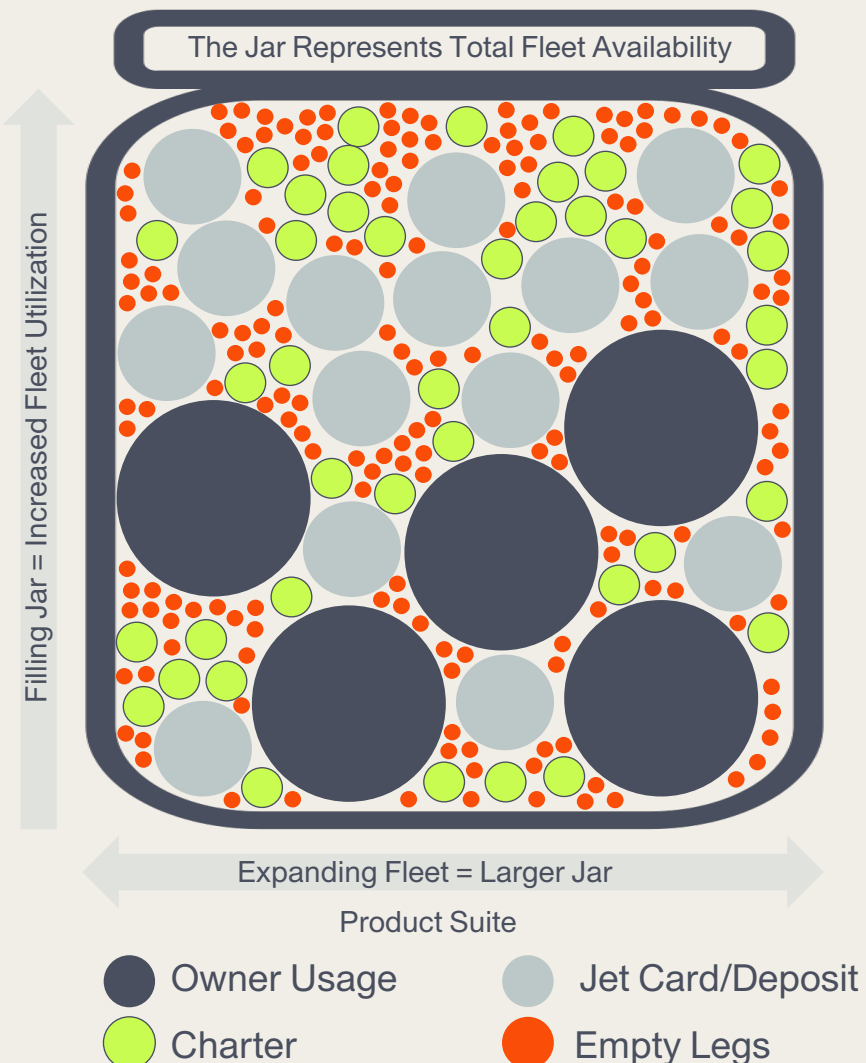
**Achieve 21% higher yield, & higher contribution**





## Maximizing Fleet Utilization: Commercial Strategy

Volato implements a commercial strategy serving multiple distinct customer & market segments through a multi-product suite of non-guaranteed availability offerings designed to increase fleet utilization.



- We use the analogy of filling a jar (representing our fleet availability) with different sized balls (different market segments).
- If we fill solely with large balls (owner flights) there will still be empty space (fleet scheduling availability).
- Our suite of product offerings provides the capability to better fill the jar. We group our product offerings under four market segments : Owner Usage, Charter, Jet Card/Deposit & Empty Leg flights.
- By generating as much demand as practical from each of these market segments for these products, and by selectively accepting demand (with the help of software) to saturate our fleet availability, we seek to maximize profitability.
- Pricing as reflected in yield is not necessarily equivalent to margin.
  - E.g., selling an empty leg produces less revenue, but since it's filling a leg that would otherwise fly at no revenue, the revenue represents pure incremental margin.

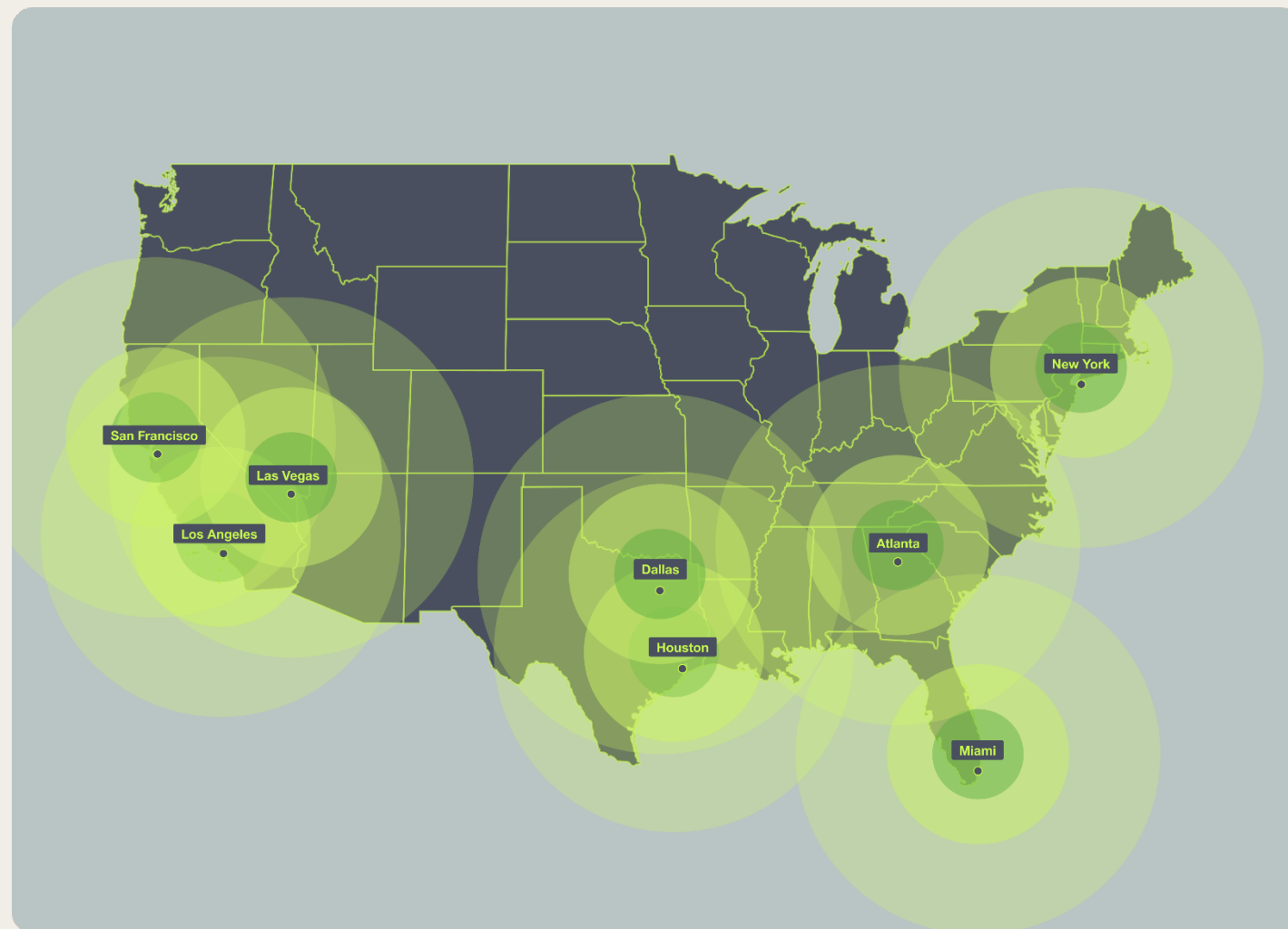




## Maximizing Fleet Utilization: Using Technology to Price Efficiently & Drive Demand


Volato is systematically expanding fleet and geographic operational coverage, through traditional commercial aviation dynamic pricing strategies.

- Operates a floating fleet with no central base for either aircraft or crews, supporting a primary service area encompassing the continental US.
- Utilizes dynamic pricing for non-owner flying via proprietary software where pricing varies by market, date, day of week, and other itinerary attributes.
- Pricing strategy reflects a design objective to concentrate flying in higher-traffic geographical regions, increasing utilization and customer availability while reducing empty leg flying.
- Overtime, increasing fleet size will increase network density, further improving operational and commercial performance metrics.
- 71% of total flight activity within targeted zones are within the non-stop range of the HondaJet Elite II.



## Maximizing Fleet Utilization: Product Suite Supporting Non-Owner Usage Demand

Volato simultaneously addresses multiple market segments with a differentiated product set. The aim is to maximize revenue by taking advantage of varying willingness to pay based on product attributes while minimizing spoiled fleet availability.

	PRODUCT	DESCRIPTION	YIELD
AD HOC CHARTER	RETAIL & WHOLESALE SPOT MARKET	<ul style="list-style-type: none"> <li>Increase unit revenue based on higher yields and lower empty legs for ad-hoc charter.</li> </ul>	<ul style="list-style-type: none"> <li>\$5,500+ per hour depending on market demand and operational need. Will not be sold at unprofitable levels.</li> </ul>
	BROKER REWARDS	<ul style="list-style-type: none"> <li>Drive charter hours through direct broker engagement; establish wholesale relationships to drive more business &amp; higher margin.</li> </ul>	<ul style="list-style-type: none"> <li>No anticipated change from charter market spot pricing + extra 5% due to sharing unlocked marketplace fee.</li> </ul>
	<i>Volato Go!</i>	<ul style="list-style-type: none"> <li>Ad hoc retail market flights in highest visibility markets with simple all-in-pricing and booking process.</li> <li>Direct digital and targeted outreach to retail market.</li> </ul>	<ul style="list-style-type: none"> <li>\$5,000+ per hour with more restrictive passenger terms &amp; conditions.</li> </ul>
PROGRAMS	<i>Volato</i> insider	<ul style="list-style-type: none"> <li>Deposit account for flight hours with no guaranteed availability, but schedule-definite flying once booked.</li> <li>Market need for relationship-seeking customers who want a more traditional yet low commitment program for schedule-definite flying.</li> </ul>	<ul style="list-style-type: none"> <li>\$6,000+ per hour with greater capacity protection and recovery thresholds.</li> </ul>
EMPTY LEGS	DAILY DEALS	<ul style="list-style-type: none"> <li>Empty leg flights within 7 days of departure; ability to monetize existing empty leg inventory and target price-sensitive customers digitally daily.</li> </ul>	<ul style="list-style-type: none"> <li>\$6,000+ per hour decreasing to \$1,000 per hour as a function of decreasing time to departure.</li> </ul>
	 VAUNT	<ul style="list-style-type: none"> <li>Annual subscription program to access empty leg flights within one day of departure; ability to monetize remaining empty leg flight inventory with mobile subscription targeting new customer segment.</li> </ul>	<ul style="list-style-type: none"> <li>\$0 yield tied to specific flight hour, but significant financial gain from high-margin subscriptions.</li> </ul>



## Proprietary Technology: Driving Margin Expansion and Productivity

In-house developed software solutions deliver product efficiencies and margin expansion.

### VOLATO UNIQUELY POSITIONED TO IMPROVE AVIATION SOFTWARE TODAY

- Existing off-the-shelf software solutions are antiquated and are inadequate.
- Volato's team has extensive experience in both aviation and software development.
- Our in-house software team understands aviation requirements and are effectively developing solutions for industry needs.
- The broader industry also shares the same challenges with inadequate software solutions.



### VOLATO MISSION CONTROL PROPRIETARY SOFTWARE PLATFORM

- Cross-divisional platform including:
  - Reservations and CRM
  - Pilot management
  - Flight scheduling and optimization
  - Reporting and analytics
  - Instant hard quote flight pricing using dynamic pricing engine
  - Empty leg monetization
- Drives improvements in automation, productivity and efficiency in operations.



3

## VAUNT: A Unique Approach to Monetizing Empty Legs

Vaunt, a subsidiary of Volato, is a consumer mobile-app that monetizes existing operational empty leg flights, making private aviation experiences accessible to a new market segment.

- Over 30% of private aviation flights are empty leg repositing flights, indicating significant wastage and lost revenue opportunities.
- Rather than market to existing private aviation participants at a discount, Vaunt is aimed towards people who aspire to fly private but do not have the capability.
- Vaunt subscribers pay \$1,000 per year, with no additional cost to fly each awarded flight.
- Delivered under a different brand than Volato because we are targeting a different consumer segment.
- High margin software business, potentially delivering Volato significant margin expansion.
- Strategy includes ultimately working with 3<sup>rd</sup> party operators and capturing the wider industry's empty legs rather than just those generated by Volato's fleet.



# VAUNT

[www.flyvaunt.com](http://www.flyvaunt.com)



An aerial, top-down view of an airport tarmac. Four aircraft are visible, arranged from top-left to bottom-right. The aircraft are rendered in a light blue, semi-transparent style. The tarmac has yellow dashed lines and some rectangular structures. The background is a dark blue gradient.

# VOLATO FLEET



# Volato's Fleet: The HondaJet

Volato's preferred aircraft provides the highest efficiency compared to other Light Jets, especially the Phenom 300, currently the most established Light Jet.

*The largest market segment is sub 3-hour (<870nm), 4 or fewer passenger flights.*

*The HondaJet targets this exact market with low operational costs and no compromise to safety, comfort or experience.*



**Textron Citation CJ3 Gen2**



**HondaJet Elite II**



**Embraer Phenom 300**

	Textron Citation CJ3 Gen2	HondaJet Elite II	Embraer Phenom 300
<b>Cost (MSRP)</b>	<ul style="list-style-type: none"> <li>\$10.99M</li> </ul>	<ul style="list-style-type: none"> <li>\$7.2M</li> </ul>	<ul style="list-style-type: none"> <li>\$11.5M</li> </ul>
<b>Range<sup>1</sup></b>	<ul style="list-style-type: none"> <li>2,040 nm</li> </ul>	<ul style="list-style-type: none"> <li>1,538 nm</li> </ul>	<ul style="list-style-type: none"> <li>1,971 nm</li> </ul>
<b>Baseline Seating</b>	<ul style="list-style-type: none"> <li>4 Club + 2</li> </ul>	<ul style="list-style-type: none"> <li>4 Club</li> </ul>	<ul style="list-style-type: none"> <li>4 Club + 2</li> </ul>
<b>Leg Room<sup>2</sup></b>	<ul style="list-style-type: none"> <li>78"</li> </ul>	<ul style="list-style-type: none"> <li>86"</li> </ul>	<ul style="list-style-type: none"> <li>73"</li> </ul>
<b>Fuel Efficiency</b>	<ul style="list-style-type: none"> <li>150 Gallons Per Hour</li> </ul>	<ul style="list-style-type: none"> <li>130 Gallons Per Hour</li> </ul>	<ul style="list-style-type: none"> <li>160 Gallons Per Hour</li> </ul>
<b>Other</b>	<ul style="list-style-type: none"> <li>Fractionalized by FlyExclusive</li> </ul>	<ul style="list-style-type: none"> <li>Modern &amp; tech enabled</li> <li>Widest sunken channel aisle</li> <li>Quietest cabin</li> </ul>	<ul style="list-style-type: none"> <li>Fractionalized by NetJets and FlexJet</li> </ul>

*While the Phenom 300 is a more capable aircraft, the HondaJet can serve 80%<sup>3</sup> of all missions flown on the Phenom at a lower cost.*

**HondaJet customers are exchanging unused empty seats for more comfort and better value.**

# Volato's Fleet: The HondaJet Unit Economics

Unique business model provides multiple recurring revenue streams and profitable flight operations. Each aircraft acquired is providing a layered stream of annuities.

 <b>HONDA</b>	Initial Aircraft Sale	Annual Management Fee	Flight Operations	Annual Recurring Revenue	5-Year Contract Combined Economics
<b>REVENUE<sup>1,2</sup></b>	<b>\$9.2M</b>	<b>\$1M</b>	<b>\$3.9M</b>	<b>\$4.9M</b>	<b>\$33.7M</b>
<b>MARGIN<sup>1</sup></b>	<b>24%</b>	<b>1% Breakeven</b>	<b>31%</b>	<b>24.2%</b>	<b>17% EBITDA \$6.2M</b>

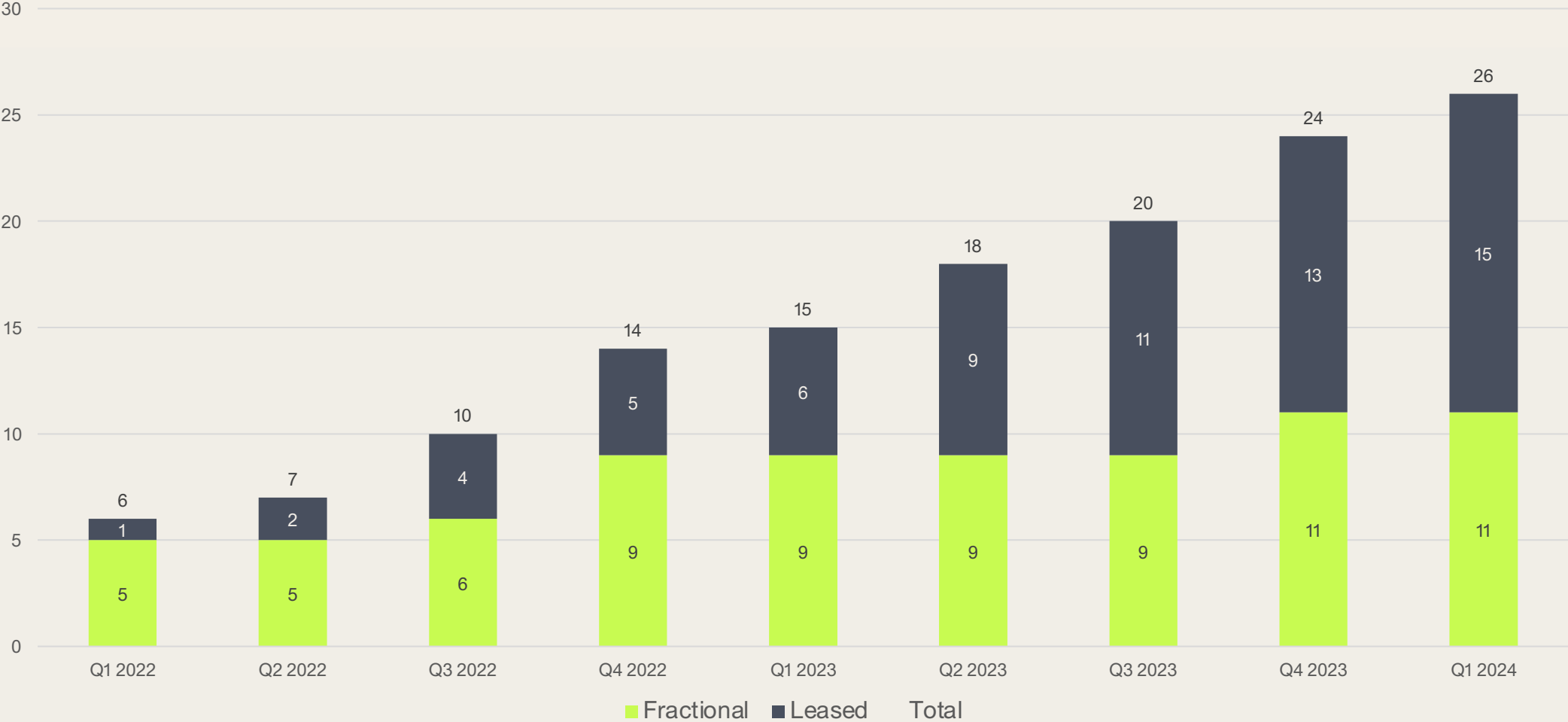
**Volato's business model can be profitable from both fractional sales and flight operations**





# Volato's Fleet: Historical Floating HondaJet Fleet Growth

In a tight aircraft delivery market, Volato has secured significant firm orders and has been able to grow its fleet rapidly. Volato has 22 HondaJets on firm order, to be delivered prior to 2026.



An aerial, top-down view of an airport tarmac. Several aircraft are visible, including a large commercial jet in the center, a smaller regional jet to its right, and another large jet at the bottom. The tarmac is marked with yellow lines, and there are some ground service equipment or buildings visible on the left side. The overall color scheme is a muted, dark blue-grey.

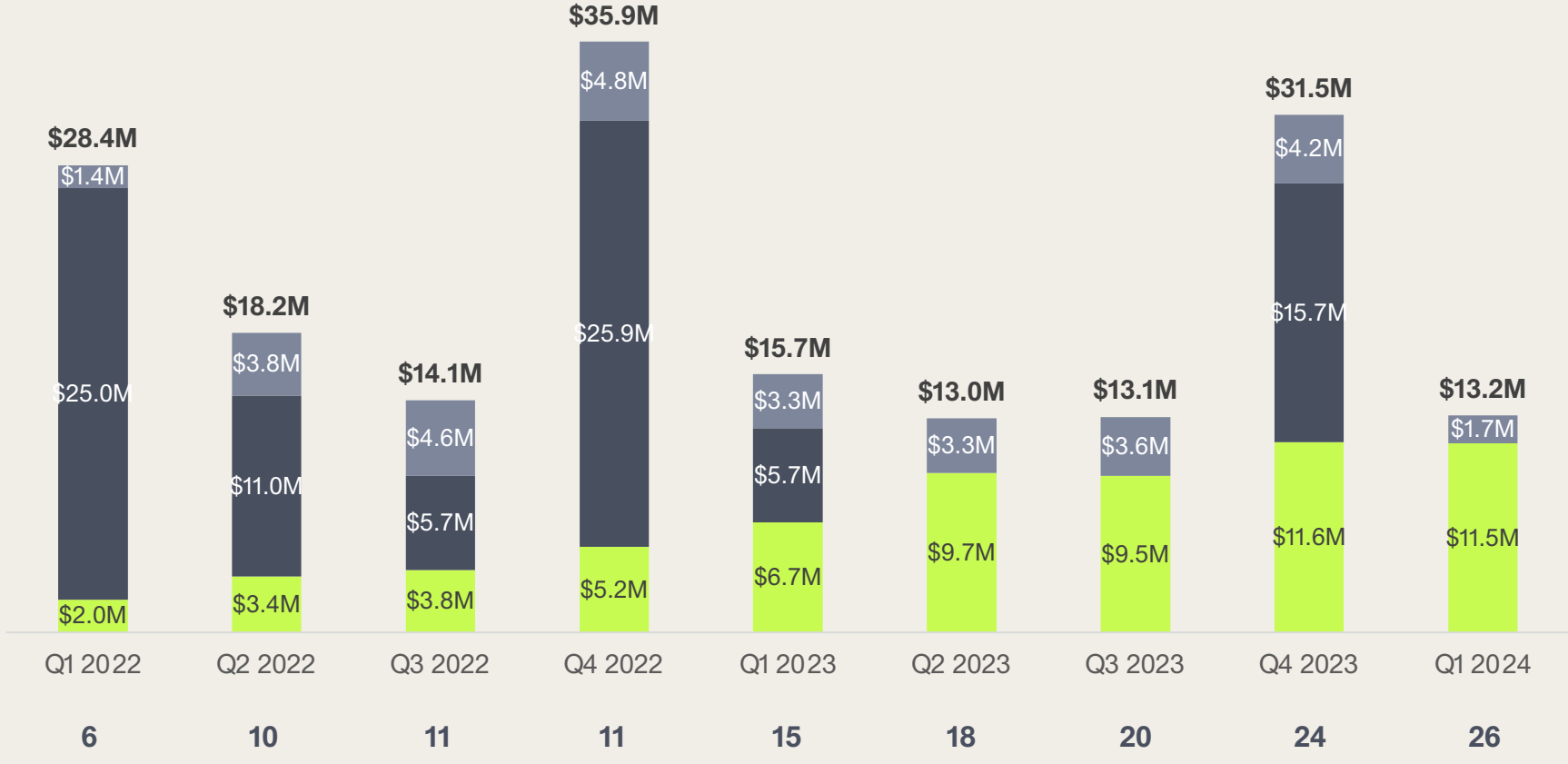
# FINANCIAL INFORMATION

# Volato Financial Performance At-a-Glance

## Quarterly Revenue

## Commentary

■ Recurring Revenue<sup>1</sup> ■ Aircraft Sales Revenue<sup>2</sup> ■ Other<sup>3</sup>



- Recurring revenue continues to grow quarter over quarter, with 72% growth in Q1 2024 versus Q1 2023.
- Recurring revenue and aircraft sales revenue are expected to grow with the expansion of our fleet in 2024 and beyond.
- Clear opportunity to acquire more HondaJets and operate the largest HondaJet fleet in the industry.

Floating Fleet

Notes: 1. Reflects Usage Revenue + Maintenance Revenue + Management + Fuel.  
 2. Reflects Whole Aircraft Sales + Fractional Sales Revenue. Management expects a large portion of fractional sales revenue to be recurring in nature as fractional owners are anticipated to buy a new fraction with Volato at the end of their 5-year contracts.  
 3. Reflects Managed Fleet Division Reimbursable Expense + Managed Fleet Division Revenue.



# Clear Path To Profitability: Through a Continued Focus on Strong Execution

2024 is a pivotal year as Volato is positioned to benefit from several maturing strategic initiatives, earning substantial margin from new aircraft deliveries, and unlocking operational efficiencies through the network effect.

1

## Expand Fleet

- 9-12 new aircraft deliveries expected in 2024, compared to only 3 in 2023.
- Continue to opportunistically expand fleet through other means; i.e., leasing or aircraft management.

2

## Increase Fleet Utilization

- Continue executing on commercial strategy and expand non-owner usage on the fleet.
- Ramping up Insider Program client relationships.
- Volato provides pre-delivery owners the option to start flying on the fleet pre-delivery – increasing utilization.

3

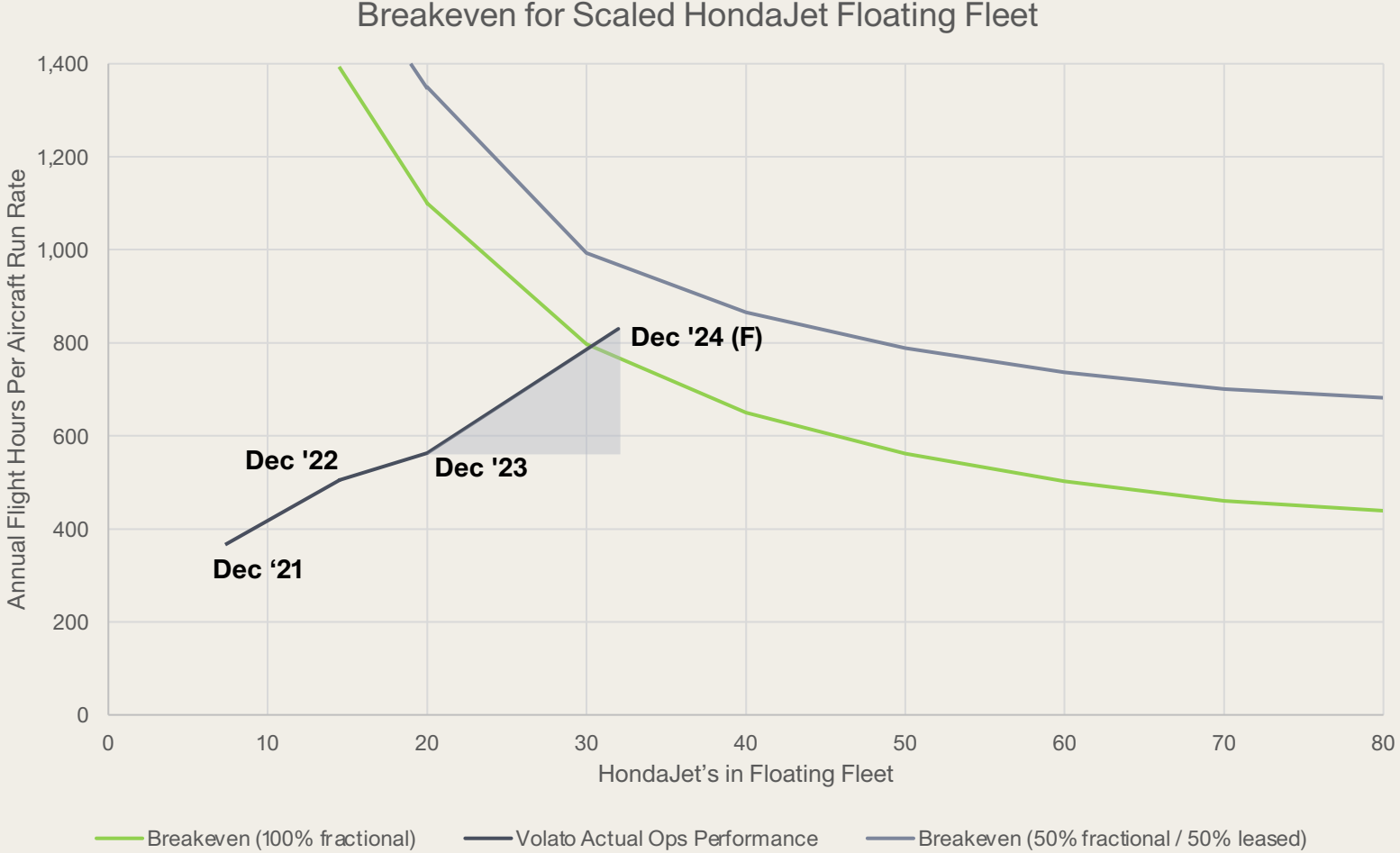
## Unlock Operational Efficiencies

- There is an inherent cost to supporting air carrier operations and in 2023 Volato invested in front-loaded operations.
- As the fleet increases economies of scale benefits are unlocked.
- Supported by our proprietary software that drives productivity and operational efficiencies.
- A larger fleet and increased utilization results in scheduling efficiencies and a reduction in empty-leg flying.



# Clear Path To Profitability: Breakeven from Flight Operations

As Volato increases its floating HondaJet fleet, benefiting from network effects and scale, the business trends towards breakeven and profitability from flight operations alone – **absent of contribution margin from aircraft deliveries.**



- As Volato increases both the size of HondaJet fleet and usage per aircraft the business moves towards breakeven.
- Breakeven is impacted by the mix of fractional and leased aircraft in the fleet.
- Graph does not include the impact of fractional aircraft sales which in 2024 will deliver \$99M-\$145M of revenue and \$22M - \$32M of margin.



# Clear Path To Profitability: Generating significant cash flow by growing fleet in 2024

Volato is anticipating between 10-12 aircraft to be delivered in 2024

## HondaJet Elite II



- 8 to 10 planes to be added in 2024
- Deliveries expected throughout 2024

## Gulfstream G280s



- Two planes to be added in 2024
- Deliveries beginning in Q3 2024

## 2024 Fractional Share Purchase

- HondaJets
  - Revenue: \$72M to \$90M
  - Margin: \$16M to \$20M
- Gulfstream G280s
  - Revenue: \$50M
  - Margin: \$10M to \$14M

## Monthly Management Fee

- HondaJets
  - Revenue: \$80K per month per plane
- Gulfstream G280s
  - Revenue: \$300K per month per plane

2024 revenue will be dependent on timing of plane deliveries

## Ongoing Flight Usage

- HondaJets
  - Revenue<sup>1</sup>: Average \$250k per month per plane
- Gulfstream G280s
  - Revenue: Average \$480k per month per plane

2024 revenue will be dependent on timing of plane deliveries



# Key Performance Indicators: Trending positively through strategy implementation

	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
<b>Total Flight Hours</b>	1,307	1,712	2,103	2,919	2,747	3,504	2,926	3,052
<b>Empty Percentage</b>	40.2%	39.0%	41.2%	39.6%	36.6%	37.9%	35.1%	36.1%
<b>Demand Mix:</b>								
<b>Owner</b>	80%	67%	55%	45%	55%	52%	50%	44%
<b>Program &amp; Ad Hoc</b>	20%	33%	45%	55%	45%	48%	50%	56%
<b>Blended Yield</b>	\$4,512	\$4,926	\$4,927	\$5,042	\$4,913	\$5,348	\$5,313	\$5,330
<b>Contribution</b>	\$(209)	\$211	\$153	\$318	\$226	\$516	\$584	\$734
<b>Floating Fleet</b>	11	11	15	18	20	24	26	25
<b>Light Jet Market Share</b>	1.1%	1.3%	1.7%	2.5%	2.5%	2.9%	2.5%	2.5%
<b>Net Promoter Score</b>	N/A	N/A	86	89	90	88	82	86

## Empty Percentage

The Company defines Empty Percentage as live hours for owner, program, and ad hoc charter flights divided by total flight hours as measured by ARGUS. All hours not flown by owner, program, or ad hoc charter customers are included in the empty percentage calculation including, but not limited to, Vaunt, training, and maintenance flights. The Company believes Empty Percentage is a useful metric to measure the efficiency of its fleet.

## Demand Mix

The Company defines Demand Mix as the number of flight hours flown by owners or non-owners divided by the total number of flight hours. The Company believes Demand Mix is a useful metric to measure improvement in margin.

## Blended Yield

The Company defines Blended Yield as the average occupied price per hour across all Volato product types: owner, program and ad hoc. The Company believes Blended Yield is a useful metric to measure revenue per flight hour.

## Contribution

The Company defines Contribution as blended yield minus the variable unit cost per flight hour. The Company believes Contribution is a useful metric to measure improvements in margin.

## Light Jet Floating Fleet

The Company defines Light Jet Floating Fleet as the fleet of Light Jet aircraft flown as directed exclusively by Volato at the end of the quarter.

## Total Flight Hours

The Company defines Total Flight Hours as the actual flight time from the moment of aircraft lift-off at the departure airport until it touches ground at the end of a flight as measured by ARGUS. The Company believes Total Flight Hours are a useful metric to measure the usage of our programs and the scale of its fleet and revenue growth.

## Light Jet Market Share

The Company defines Light Jet Market Share as the set of flights flown by light jets departing from and/or arriving at a US airport as measured by ARGUS. The Company believes Light Jet Market Shares is a useful metric to measure the size of the business relative to the current market.

## Net Promoter Score

The Company defines Net Promoter Score as a measure of customer loyalty, sourced internally from Volato, based on customer surveys conducted post-flight. The Company believes Net Promoter Score is a useful metric to measure the customer experience.





An aerial, top-down view of an airport tarmac. Several aircraft are visible, including a large wide-body jet in the foreground, a medium-sized twin-engine jet in the middle, and a smaller single-engine propeller plane in the upper left. The tarmac is marked with yellow lines, and there are some ground service equipment or buildings visible on the left side. The overall color palette is a muted, dark blue-grey.

# KEY INVESTMENT HIGHLIGHTS

# Volato is Positioned Well for Accelerated Growth



Expansion of fleet size and offering



Expansion of software offering



Expansion of geographic footprint and operational coverage



Focused entry into corporate travel market



# Volato Group: Investment Highlights

## LARGE MARKET SIZE

- Focused on the largest market segment; Light Jets.

## EXPERIENCED MANAGEMENT TEAM

- Team with both deep aviation industry experience and from the technology industry.

## SUPERIOR BUSINESS MODEL

- Capital-light strategy– aircraft owned by our customers, not Volato.
- Business built upon attractive aircraft unit economics.
- Generating excess availability on the fleet at a low financing cost.

## DIVERSIFIED REVENUE STREAMS

- Multiple product offerings that provide streams that complement and support fleet utilization.
- Fractional aircraft sales contribute substantial margin and are recurring in nature.
- Long-tail of recurring revenue: 5-year operating contracts.

## PROPRIETARY TECHNOLOGY

- In-house software delivers efficiency and productivity improvements.
- Optionality to monetize software products for broader industry use.

## CUSTOMER TRACTION

- Fastest growing & 6<sup>th</sup> largest US Light Jet operator.
- World-class Net Promoter Score (NPS) of 82.

## PATH TO PROFITABILITY

- Clear visibility to near-term profitability, based on firm order aircraft delivery schedule.
- Medium-term profitability possible through flight operations alone.



*Volato*



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