



# ***WHEELS UP***

SBOT Aviation Section Winter Meeting

December 3, 2021

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Vice President & Aviation Counsel, Wheels Up

# Three Wheels Up Membership Types

## CONNECT MEMBERSHIP

Ideal for the first-time or occasional private flyer who wants to book and fly on his or her own plane, but has a flexible schedule that doesn't require guaranteed aircraft availability every day or with 24 hours' notice.

**\$ \$2,995 Initiation Fee**

**✈ 12 Month Membership**

**👤 2 Authorized Lead Pax**

**🕒 0 Hours Commitment**

## CORE MEMBERSHIP

Ideal for the more frequent private flyer, who wants high-touch service and values the ultimate convenience and flexibility provided by guaranteed aircraft availability with as little as 24 hours' notice throughout the year.

**\$ \$17,500 Initiation Fee**

**✈ 12 Month Membership**

**👤 4 Authorized Lead Pax**

**🕒 0 Hours Commitment**

## BUSINESS MEMBERSHIP

Ideal for companies of any size that want dependability and consistency, while also requiring the maximum flexibility that comes from guaranteed aircraft availability with as little as 24 hours' notice, every day of the year.

**\$ \$29,500 Initiation Fee**

**✈ 12 Month Membership**

**👤 6 Authorized Lead Pax**

**🕒 0 Hours Commitment**

**UP** for Business



# Member Benefits

**aboutGOLF®**



**BARTON & GRAY**  
MARINERS CLUB

LUGGAGE FREE



  
**FRED LEIGHTON**  
NEW YORK

**CORE:**

**UP** | Culinary Experiences

  
**KWIAT**  
NEW YORK • 1907

  
**HELIFLITE™**

**INSPIRATO**

**Hertz®**

**SAVOYA®**

  
**SALAMANDER®**  
HOTELS & RESORTS

  
**Ski Butlers.**



**WINE  
ACCESS**

  
**Sea Island®**

**CANYONRANCH®**

  
**THE POST OAK**  
HOTEL AT UPTOWN HOUSTON

  
**BELMOND**

# Business Expansion



Travel Management Company – Spring 2019



# Delta Private Jets – Spring 2019





# Avianis

Fall 2019



# Gama Aviation *Signature.*

Fall 2019



# Aircraft Sales & Brokerage

Summer 2020



## ACM Integration - Gama & Wheels Up Private Jets

Summer 2020





# MOUNTAIN AVIATION

January 2021



## WHEELS UP OFFERS THE INDUSTRY'S LARGEST, MOST DIVERSE FLEET

ASSET-RIGHT MIX OF AIRCRAFT SUPPORTS FULFILLMENT OF SCALING DEMAND



### OWNED / LEASED



**170**  
AIRCRAFT

### MANAGED



**~170**  
AIRCRAFT

### THIRD PARTY NETWORK



**1,200+**  
AIRCRAFT



### QUALITY CONTROL

Safety Vetted and Verified Aircraft  
to ensure consistency of experience  
across fleet type

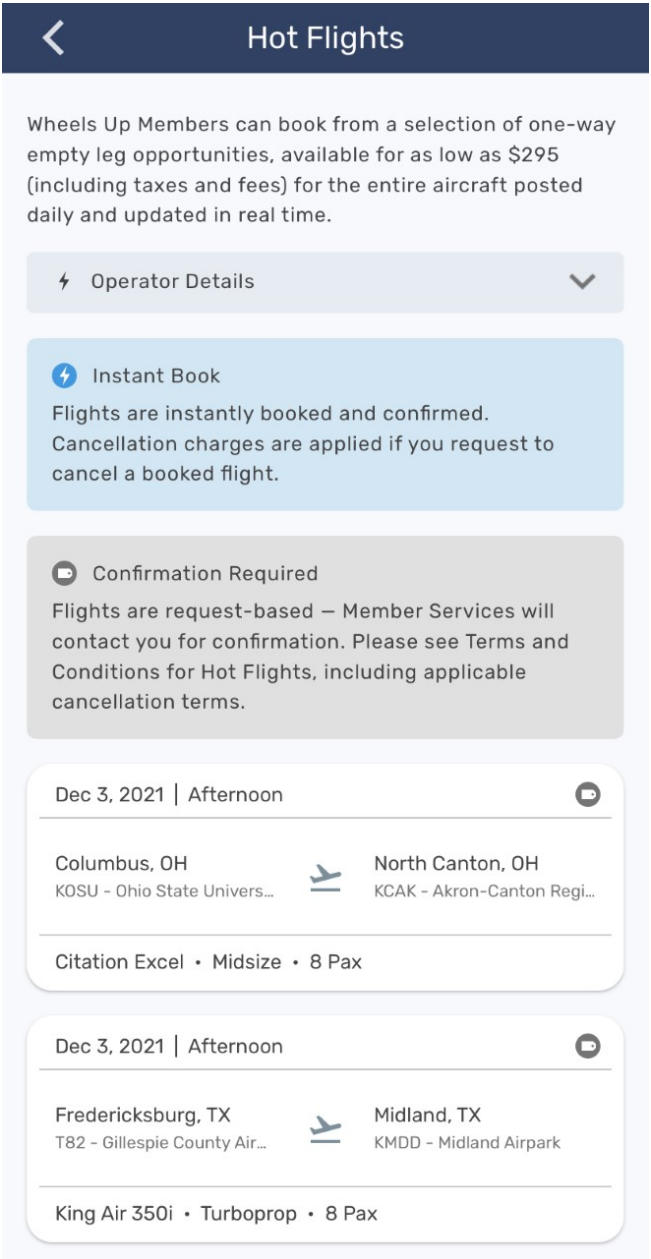
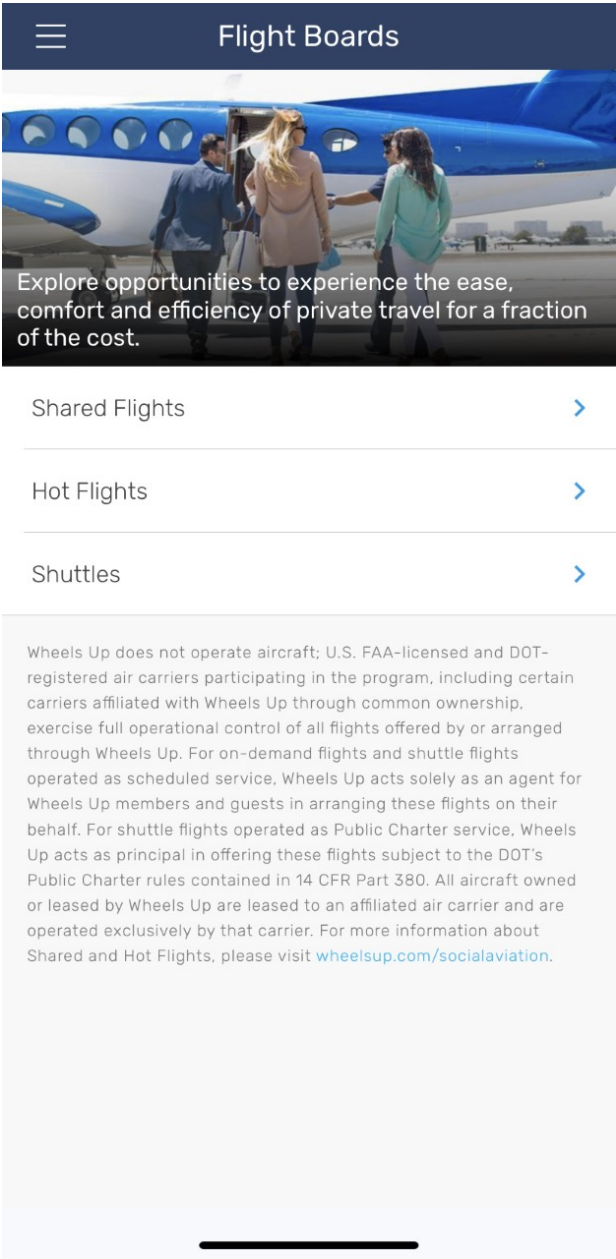
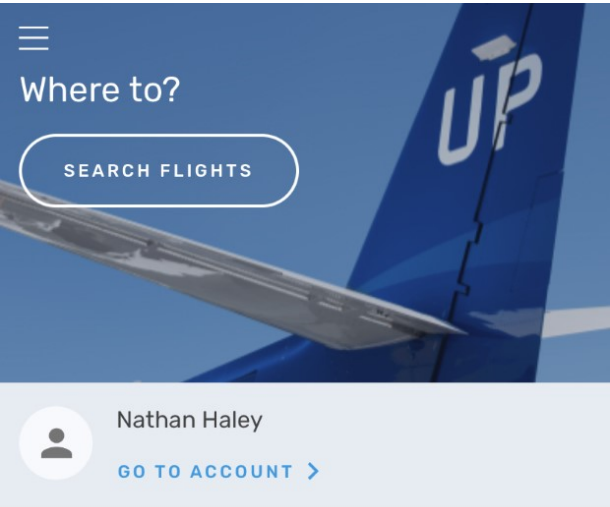


### GROWTH POTENTIAL

Over 20,000 aircraft in the U.S.,  
utilized only 3% of the time, provide  
ample supply for growth <sup>(1)(2)</sup>

EXPANDING NETWORK SCALE WITH AN ASSET-RIGHT APPROACH

# Wheels Up Mobile App – Spring 2021





# NYSE IPO – July 14, 2021



# Q3 Highlights

- Revenue increased 55% year-over-year to \$302.0 million
- Active Members grew 45% year-over-year to 11,375 in total
- Live Flight Legs increased 52% year-over-year to 19,714 in total





# Wheels Up Cares – Philanthropy



Breast Cancer Awareness

Tragedy Assistance Program for Survivors





Ovarian Cancer Awareness



American Heart Association



Meals Up: Feeding America





Thanks for your time!

