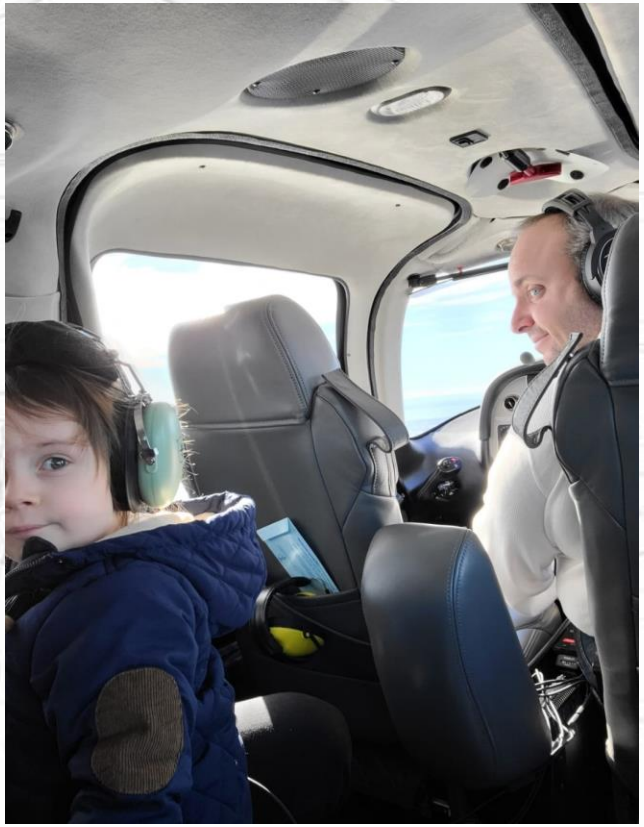
Jeremy Maswary

Dec 2023

ABOUT US

MySkyECO is a company lead by over 115 years of aviation experience. Throughout our lives Aviation has been a constant, it is in our DNA. Its what we do with our careers, our family, and our friends. Now our purpose is to fill the gap in the General Aviation EV small aircraft market so others can enjoy aviation as much as we do. We have a flying prototype with over 400 flight hours on it and a 10,000 sq ft. manufacturing hangar at the Spruce Creek Fly-In (7FL6). We are now looking for additional funding to expand our test aircraft fleet as well as to ramp up to a production line producing at least 2 aircraft per month.

This is our opportunity to do our part to ensure that our children, and their children have an eco friendly way to enjoy this passion while also helping to save the environment, one plane at a time.



WHAT IS MYSKY ECO?

MySkyECO is a company that was formed to solve 2 problems:

- The need to fill the gap in the current GA market of aging aircraft and exceptionally high cost to purchase factory new aircraft.
- The need to provide an eco friendly solution to the challenge of an increasingly carbon negative general aviation industry. The intention is to progress from an efficient gas-powered aircraft, to an EV aircraft, to finally an aircraft powered by solid state hydrogen.

The MS-1L

- Excellent aerodynamics
- Easy and predictable flight characteristics
- Designed to optimize performance and efficiency
- Very spacious cabin –30” wide
- Excellent visibility
- Side stick control
- Powered by the Rotax916 iS and certified to the new MOSAIC LSA standards–making it an ideal workhorse in the flight school environment.
- Autopilot and a glass cockpit means this Advanced LSA can be used for all levels of single engine flight training, including Commercial Pilot.
- It will have a constant speed prop with FADEC (Full Authority Digital Engine Control) and single lever control. It will be real single lever control as even the mixture will be constantly kept at its optimal setting electronically.

US GENERAL AVIATION MARKET OVERVIEW

PRODUCTION VOLUME

1,030 single engine piston and electric aircraft shipped in 2022

1,366 single engine piston and electric aircraft shipped in 2022

Growth: 32.62%

New pilot creation is far outpacing aircraft shipments creating a market gap that will continue to widen.

STUDENT AND SPORT PILOTS

Number of active student pilot certificates:
2013 – 120,285*
2022 – 280,582
Growth – 233%

Sport Pilots:
2013 – 4,824*
2022 – 6,957
Growth – 144%

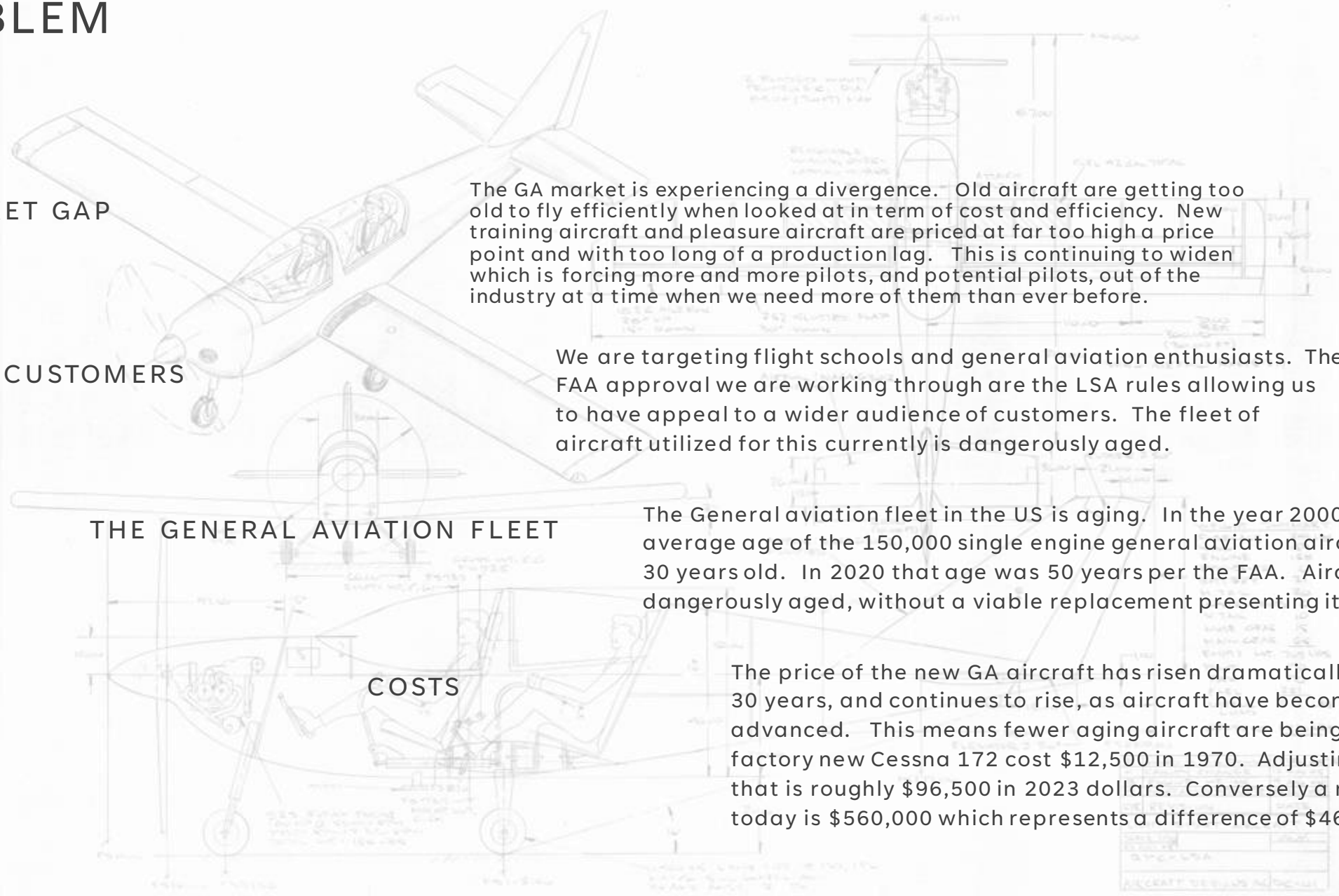
THE MARKET FOR OUR AIRCRAFT

Age Group	Total	Student	Sport	% of market
Total	**756,927**	**280,582**	**6,957**	**38%**
14-15	640	640	0	100%
16-19	27,407	20,927	12	76%
20-24	79,668	43,183	69	54%
25-29	94,030	52,235	139	56%
30-34	83,679	45,265	232	54%
35-39	74,898	33,162	334	45%
40-44	65,822	24,407	346	38%
45-49	54,101	16,390	365	31%
50-54	57,240	13,520	515	25%
55-59	59,090	11,030	765	20%
60-64	56,155	8,417	999	17%
65-69	43,434	5,678	1,151	16%
70-74	29,410	3,300	899	14%
75-79	19,316	1,660	664	12%
80 and over	12,037	768	467	10%

Between student pilots and sport pilots, there is a market for the MySky aircraft line in every age group from 14 through 80 and over.

* First year shared with FAA in same database as 2022 values

PROBLEM



MARKET GAP

The GA market is experiencing a divergence. Old aircraft are getting too old to fly efficiently when looked at in term of cost and efficiency. New training aircraft and pleasure aircraft are priced at far too high a price point and with too long of a production lag. This is continuing to widen which is forcing more and more pilots, and potential pilots, out of the industry at a time when we need more of them than ever before.

CUSTOMERS

We are targeting flight schools and general aviation enthusiasts. The FAA approval we are working through are the LSA rules allowing us to have appeal to a wider audience of customers. The fleet of aircraft utilized for this currently is dangerously aged.

THE GENERAL AVIATION FLEET

The General aviation fleet in the US is aging. In the year 2000 the average age of the 150,000 single engine general aviation aircraft was 30 years old. In 2020 that age was 50 years per the FAA. Aircraft are dangerously aged, without a viable replacement presenting itself.

COSTS

The price of the new GA aircraft has risen dramatically over the last 30 years, and continues to rise, as aircraft have become more advanced. This means fewer aging aircraft are being replaced. A factory new Cessna 172 cost $12,500 in 1970. Adjusting for inflation, that is roughly $96,500 in 2023 dollars. Conversely a new Cessna 172 today is $560,000 which represents a difference of $463,500.

OPPORTUNITY

LEGISLATION

The FAA has recognized the age of the fleet and the need for general aviation as a pipeline not only for domestic production and GDP but also as a pipeline to provide the airline pilots needed to keep the aviation sector moving and competitive. As such the FAA has introduced more flexible rules to make it easier to certify and manufacture larger, faster, and more robust LSA aircraft to meet the market need.

CUSTOMERS

There is a significant lack of viable, cost effective, aircraft for our customer base of GA pilots, student pilots, and flight schools. New aircraft typically used for training (Cessna 172s, Piper Warriors, etc.) are either too expensive, have too much of a backlog, or are not ideal training aircraft. As the current fleets age out and need to be replaced, the MySky aircraft can be purchased at a 3-to-1 ratio when compared to the typical Cessna 172.

THE GENERAL AVIATION FLEET

The MySky Eco Fleet is capable of reducing the overall age of the General Aviation Fleet significantly at a much lower cost compared to its competitors. The MS-1L and future development aircraft are highly versatile aircrafts that cover a variety of General Aviation requirements. The MS-1L strips out legacy design elements that are no longer like sheet metal skins and metal ribs and spars and replace them with modern needed elements like composite and carbon fiber elements and whole aircraft parachute systems. At the same time it removes from the training environment something that is almost never used, the 3rd and 4th seat.

COSTS

The general options for the average general aviation pilot is to fly a new aircraft at a significant cost (Generally starting above $350,000 for a new aircraft, or to fly a less capable and significantly older aircraft at a lower cost, but a significantly higher maintenance spend per year. The MySky can be produced for a fraction of the cost of the larger competitors, lowering the barrier-to-entry for new customers.

SOLUTIONS

Reduce Production Costs

Carbon fiber and composite production reduces weight and cost for production allowing the client to realize a significantly lower acquisition cost.

Clean Sheet Design

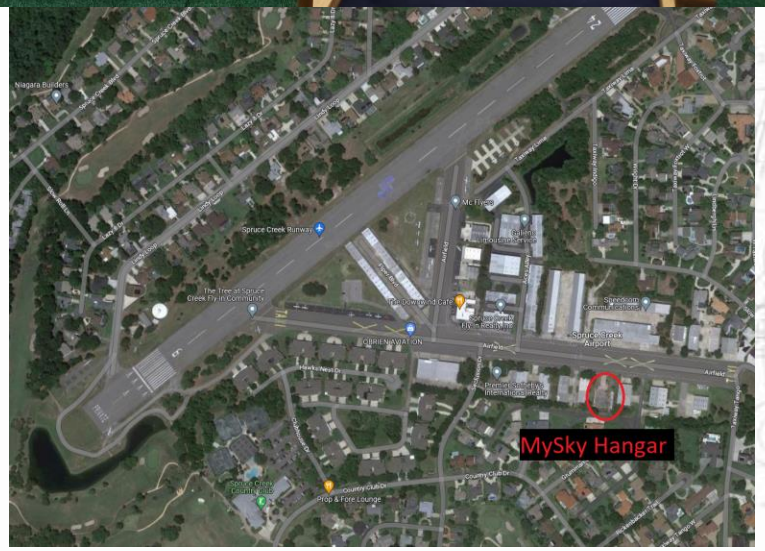
The MySky aircraft is a clean sheet design using the latest technology. That means we don't have to try and make older technology like exposed rivets on metal wings more efficient. This is another cost savings for owner/operators.

Cost Savings

The Rotax 916 iS Engine is incredibly fuel efficient consuming ~6 gph while producing a 150 knot cruise speed leading to significantly reduced operating costs.

Enhanced Safety

Utilization of a Ballistic Recovery System (BRS) is currently only standard in one other product line, the Cirrus SR20, SR22, and SF50. The base price for the SR20 is ~$525,000. Owner/operators of the MySky get the same safety for a fraction of the cost.



PRODUCT OVERVIEW

Low Competition Market

1 of only 3 LSA electrically powered aircraft being designed and produced for the General Aviation market.

Cost Savings

AvGas powered MS-1L will sell for $245,000 vs $560,000 (Cessna 172 base price), $399,000 (Piper Archer TX). The MS-1E has a target cost of $350,000 which is a significant savings to its competition.

TESTED

Over 1,000 flights completed and over 400 hours on the airframe to date

Local

Incorporated, Owned, Designed, Tested, and built in Florida since 2015

COMPETITOR ANALYSIS FOR MS-1L

	MYSKYECO MS-1L	CESSNA 172	PIPISTREL VELIS	PIPER ARCHER TX	DIAMOND DA-40	AVERAGE
Range	795 nm	640 nm	642 nm	522 nm	847 nm	689.2 nm
Cost	$245,000	$560,000	$240,000	$399,000	$495,000	$348,333.33
Cruise Speed	150 kts	124 kts	108 kts	128 kts	154 kts	132.8 kts
Fuel Flow	6 gph	8 gph	4.86 gph	8 gph	8.2 gph	7.012 gph
Useful Load	700 lbs	878 lbs	507 lbs	900 lbs	897 lbs	776.4 lbs
BRS Standard	✓	✗	✗	✗	✗	✗

OUR COMPETITION – PISTON MARKET

Pipistrel – Velis Club

Cessna 172

Piper Archer TX

Diamond DA-40

COMPETITORS

Cessna & Piper:
Acquisition is significantly more complex, Piper requires a five-aircraft minimum per purchase, and Cessna has a multi-year backlog or delivery.

Cessna, Piper, and Diamond:
Aircraft is significantly more expensive per frame.

While some of the competitor aircraft have a single advantage in one category, the MS-1L is consistently near the top in all categories. The closest competitor for cost and fuel flow, the Pipistrel, is slower in cruise by 42 knots and has a 150 mile range disadvantage.

The net result is that our product is priced below similar performers in the market, however meets, or outperforms, their capabilities in all major categories.

A distinct advantage that the MS-1L has over all of its competition is the tandem cockpit seating arrangement. This gives the airframe a significantly more aerodynamic shape while also providing an enhanced training environment for students. With a tandem layout the student is immediately immersed in an environment where they feel they are in sole control of the aircraft, building confidence while having unparalleled visibility out of the aircraft as there is no seat to their right side. Flight controls in the front and rear also means the instructor is always able to take command of the aircraft when needed.

OUR COMPETITION – EV MARKET

Pipistrel – Velis Electro

The Velis Electro is based on European ultralight rules and is European Union Aviation Safety Certified, which has resulted in the aircraft being extremely small on the outside and very cramped on the inside as compared to aircraft produced for the US market. Our projections are that we will also outperform the Electro while having longer endurance so students on checkrides will not need to swap planes halfway through as they do now with the Velis. This makes for a better overall client experience, especially with our spacious cockpit design. With this the operating cost will be nearly the same while we keep acquisition cost very similar.

Diamond eDA-40

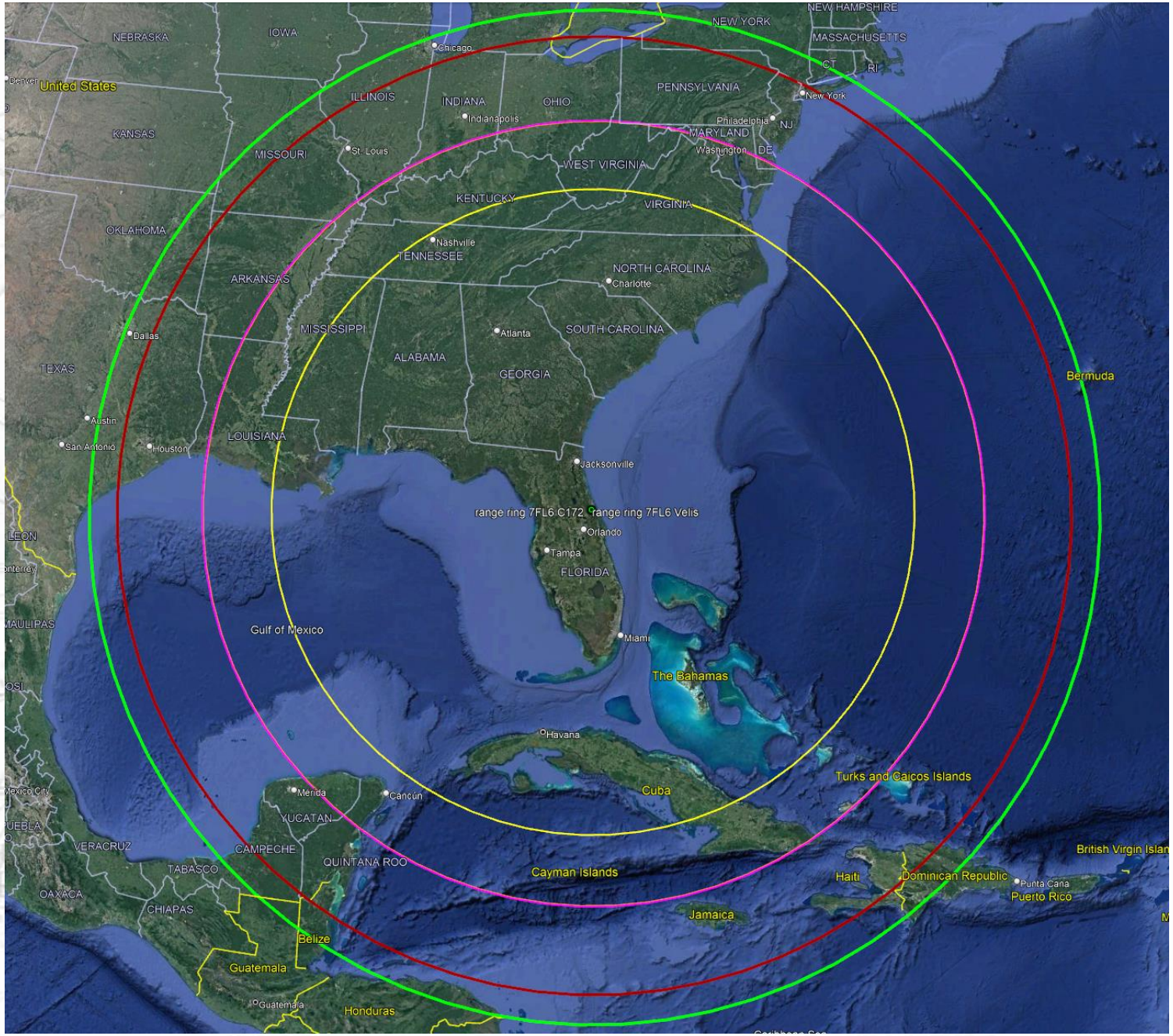
The Diamond eDA-40 is based on a significantly larger, and heavier, training aircraft that will have an estimated acquisition cost 3x of the MySky. The eDA-40 will cost more to operate for the same student output in the training environment due to the significantly higher battery needs for the airframe.

COMPETITORS

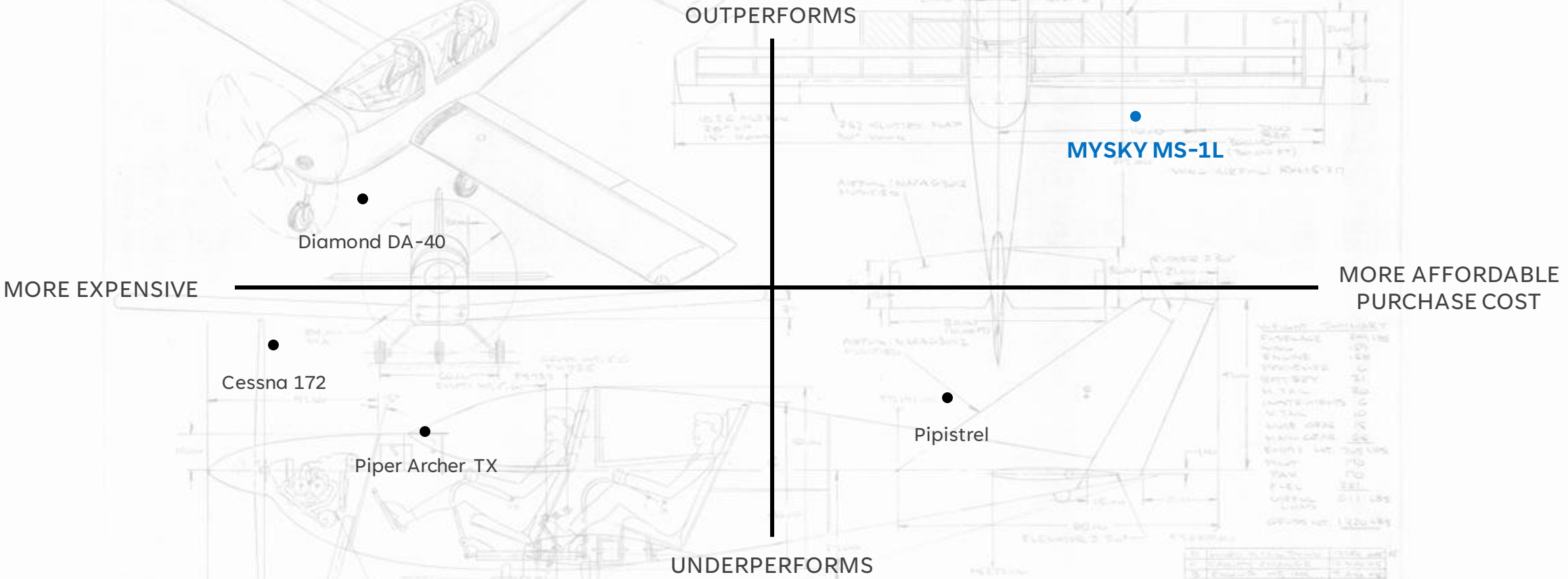
As a relatively new market, the acquisition of Pipistrel by Textron (also the owner of Cessna and Beechcraft) shows us that there is significant interest for GA training aircraft based on EV technology. As this technology continues to advance and get more powerful in smaller packages, we expect the M&A activity to accelerate over the next 5-10 years for any manufacturer with a viable aircraft and order book.

RANGE MAPS

- Diamond DA-40
- MySky
- Cessna 172 (Identical to Pipistrel)
- Pipistrel Velis Club
- Piper Archer TX



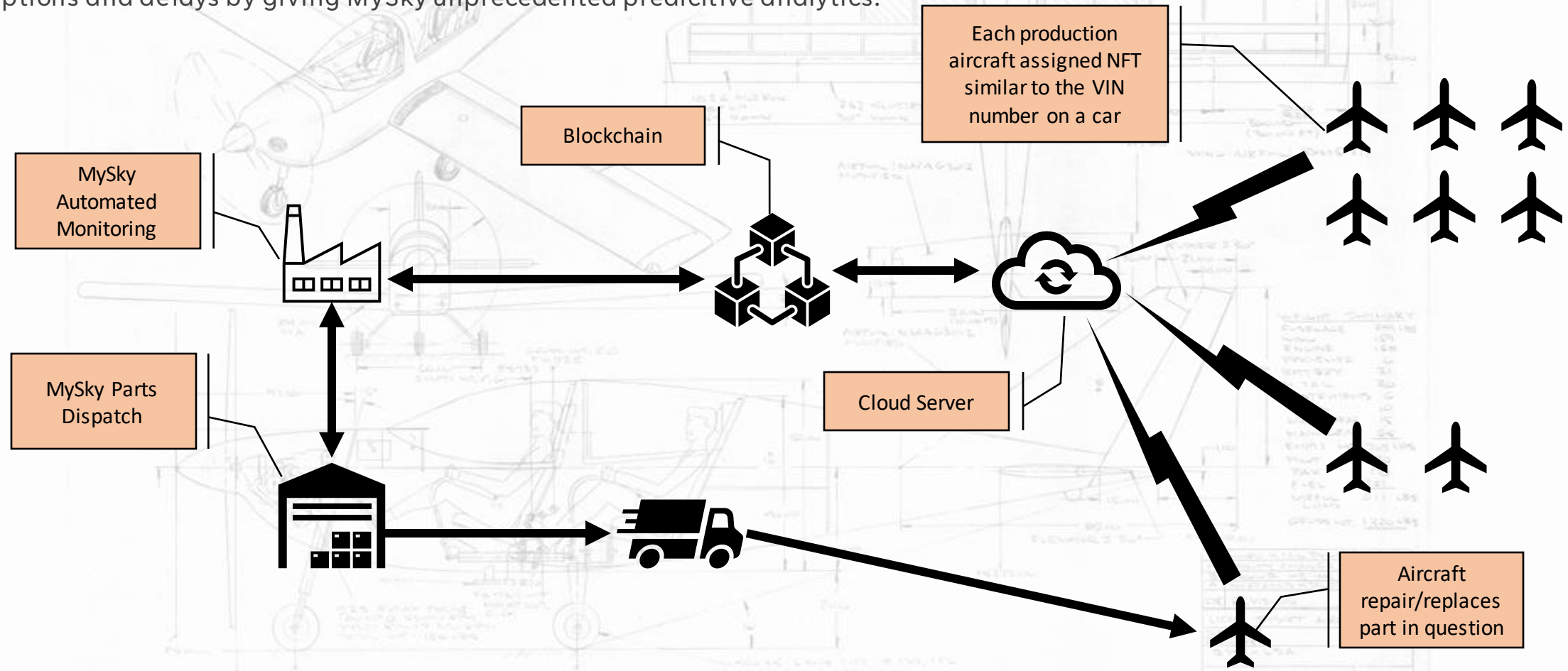
OUR COMPETITION (MS-1L)



MySky Technology

BLOCKCHAIN AND MYSKY

As MySky aircraft are produced the aircraft will track metrics in both an anonymized and non-anonymized fashion. Data points such as fuel burn, flight performance and specific flight details for each frame will be anonomyzed. Non-core data elements such as time on engines, batteries, etc will be wirelessly sent to MySky servers and will allow MySky to ensure replacement parts like batteries are available ahead of them being requested by clients. This will help smoothen out supply chain needs and potenti al disruptions and delays by giving MySky unprecedented predicitive analytics.



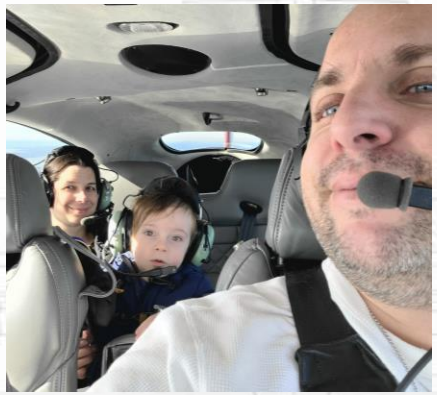
COMPANY OVERVIEW

MEET THE LEADERSHIP TEAM

Grant Desmarais

President

- Embry-Riddle Aeronautical University Graduate
  - 2005 – BS
  - 2008 – MBAA
- 20 years Aircraft Sales and Marketing experience
- Former owner of AeroController.com
- Flying since 1995
- Commercial Pilot License
- Dream Plane – Grumman G21 Goose

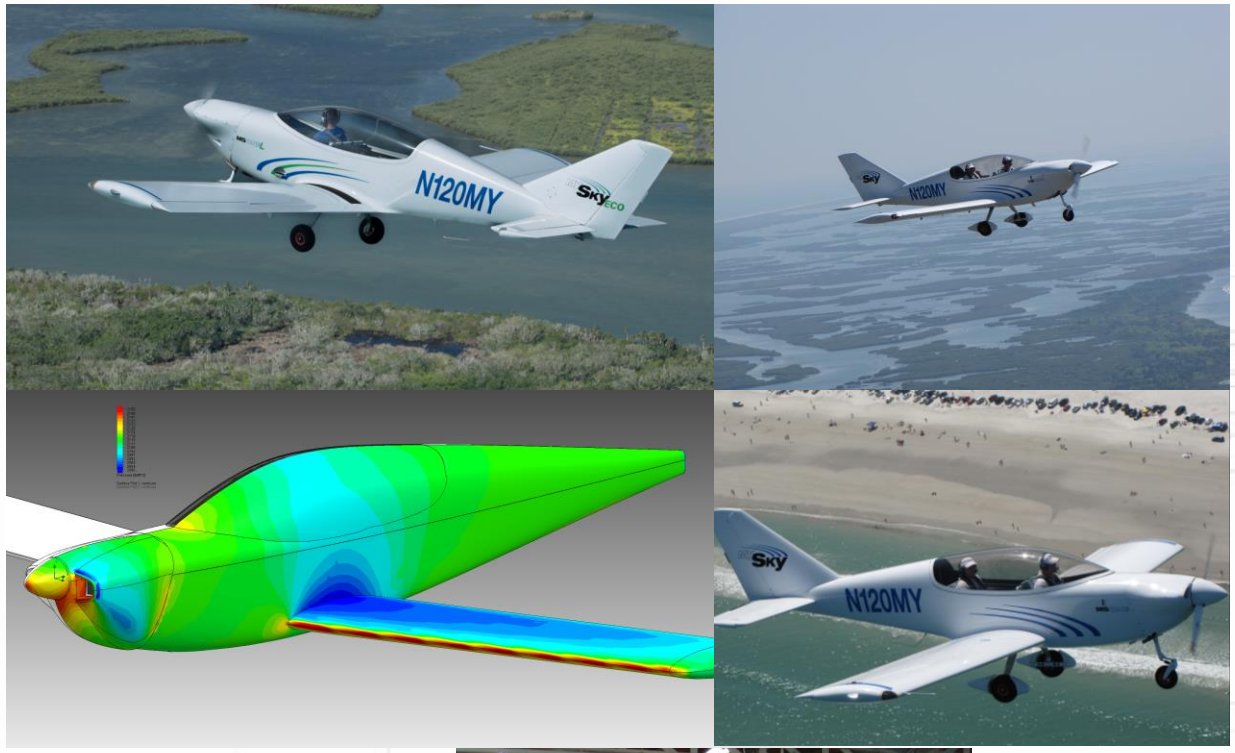


Jeremy Maswary

CEO

- Embry-Riddle Aeronautical University Graduate
  - 2003 – BS Aeronautical Sciences
  - 2008 – MBA Finance
- 15 years investment banking and fintech experience
- Former airline pilot
- Flying since 1989
- Dream Plane – Cessna 421

BUSINESS MODEL



OVERLAPPING PROFIT CENTERS

MS-1L aircraft designed to translate into MS-1E with little to no design overhaul on the exterior components of the aircraft. Charging networks will facilitate a third profit line after avgas and electric aircraft.

DESIGN

Designed specifically for the lower cost LSA/LSA market, the MS-1L does not have any significant competition in the market at this time. It is faster and more efficient than any other aircraft in its class. There are no aircraft currently in production that can match the speed and efficiency of the MS-1L without dramatically impacting range or useful load.

WHERE IS THE COMPETITION

Most of the aircraft industry is focused on areas like transport category aircraft, point to point automated aircraft services, EVTOL, and similar types of equipment. This leaves the market open for a GA training aircraft as well as the ability for MySkyECO to benefit from the R&D being paid for by other firms in areas like battery technology.

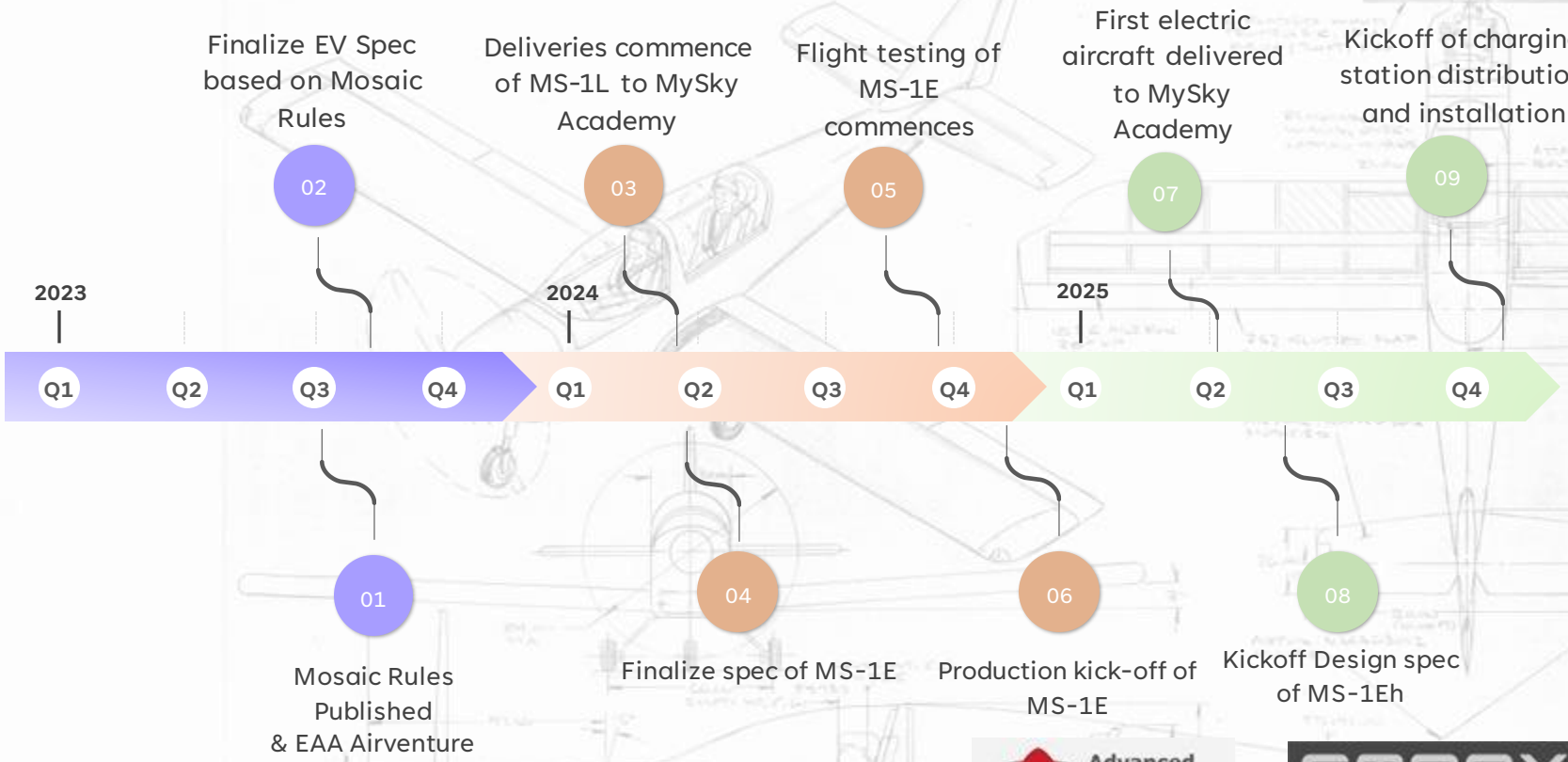
WHY FLORIDA?

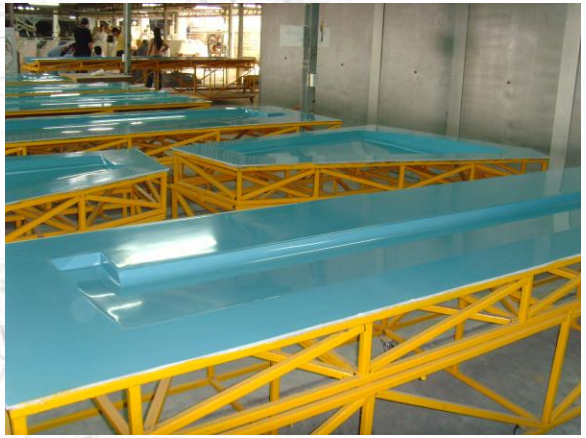
- Climate is prime for maximizing flight time opportunities
  - 10th sunniest state (4,859 kJ/m²)
- Abundant aviation workforce supply
  - 43,202 aviation jobs
- Over 900 airports available for use
  - 26 major airports (includes FAA Part 139 public use airports)
  - 914 total Airports
- One of the best aviation institutions globally in Daytona Beach
  - Embry-Riddle Aeronautical University
- Largest population of potential aircraft buyers and lessees by demographic in the United States (see below).

ESTIMATED ACTIVE PILOTS AND CFI'S BY STATE

Rank	State	Total Pilots	Students	Private	Commercial	ATP	Misc.	Flight Instructor	Remote Pilots
1	Florida	79,403	29,293	14,665	12,847	21,959	639	13,885	25,274
2	California	71,791	28,278	19,887	10,963	12,094	569	10,476	30,798
3	Texas	67,625	25,104	14,136	9,510	18,423	452	11,645	28,205
4	Arizona	26,331	9,216	5,345	5,495	6,060	215	5,147	7,958
5	Washington	25,484	9,079	6,039	3,433	6,687	246	4,483	8,891

TWO-YEAR ACTION PLAN





Strategic partnerships by MySky variant

- MS-1L – Rotax
- MS-1L - Verdego Aero – Engineering Services
- MS-1r - Plasma Kinetics
- MS-1E - EMRAX E-Motors
- MS-1r - Advanced Innovative Engineering (AIE) Combine rotary engine with solid state hydrogen fuel source
- MS-1E – Electric Power Solutions

Advanced Innovative Engineering

EMRAX INNOVATIVE E-MOTORS

PLASMA KINETICS

ROTAX

VERDEGO AERO

ELECTRIC POWER SYSTEMS

CHARGING STATIONS

MARKET GAP

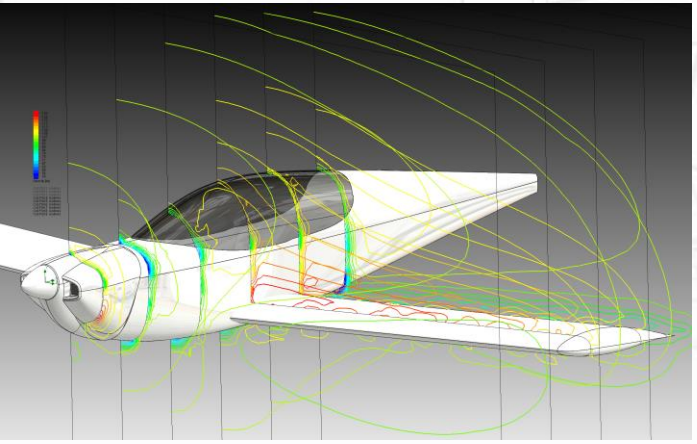
There are limited options for charging aircraft, which is a similar issue that EV cars had when first released and still have, to an extent, today.

WHAT NEEDS TO BE DONE

Charging an aircraft is a simple affair, same as charging a car, a charging station is needed with access to a steady power supply, and an adapter to charge the aircrafts battery.

WHAT SETS US APART

We are going to do far more than just provide simple power stations. We are going to combine solar power, battery storage technology, as into the charging stations. This will make powering your MS-1E, or ANY electric aircraft a carbon positive event, not just a carbon neutral one.



WHERE

We will be installing our power stations at airports surrounding the Spruce Creek Fly-In (7FL6) and then work our way outwards to airports that have high training traffic densities as well as the airports that they most typically visit on longer flights, like cross countries. We will expand this network through the Southeast US and more as we continue to grow.

MYSKY ACADEMY

FLIGHT SCHOOL STRUCTURE

In general, flight training in the United States is conducted either by following FAR Part 61 or Part 141 rules and regulations. MySky Academy will start operations following Part 61 rules, and over time apply for the more structured Part 141 flight school certification.

ADVANTAGES OF OPERATING UNDER PART 61

- Under 61 rules we can get started quickly and test our preliminary plans before applying for a 141 certificate.
- Part 61 Rules only require one aircraft, instructor, an student to being flight instruction.
- No need for FAA-approved curriculum, facilities, or personnel.
- Flexible schedules based on instructor and student availability.
- Part 61 allows us to choose any cross-country destinations based on student and instructor preferences.
    - This will give us the opportunity to visit all airports within the range of the MS-1 while training students. It's important for us to evaluate the services, facilities, and potential for MySky charging stations before we seek FAA approval for our 141 cross-country destinations.

FLIGHT SCHOOL STRUCTURE, CONTINUED

Even though there are no strict FAA requirements for Part 61 schools, MySky Academy will offer professional training from PPL to CFI levels to anyone seeking it.

It is our goal to initially recruit students who would do a complete professional pilot training program with us and would work as our flight instructors after graduation.

These students would help us develop the school's curricula, procedures, and career development programs during the first year of operation.

COURSES OFFERED UNDER PART 61

- Courses offered include:
  - Recreational pilot course
  - Private pilot course
  - Commercial pilot course
  - Instrument rating course
  - Flight instructor course
  - Flight instructor instrument course
  - Ground Instructor course

FLIGHT SCHOOL STRUCTURE, CONTINUED

OPERATING UNDER PART 141

FAR Part 141 flight schools must use structured training programs and syllabi reviewed and approved by the FAA. Part 141 schools must also graduate at least 10 students every 24 months and achieve at least an 80% pass rate on their students' first attempt at knowledge and practical tests.

It will take a full 24 months before we can get a 141 certificate. However, during the first year of operation under 61 rules, MySky Academy will apply for a 141 provisional certificate, which will speed up the process of getting certified.

Advantages of operating under 141:

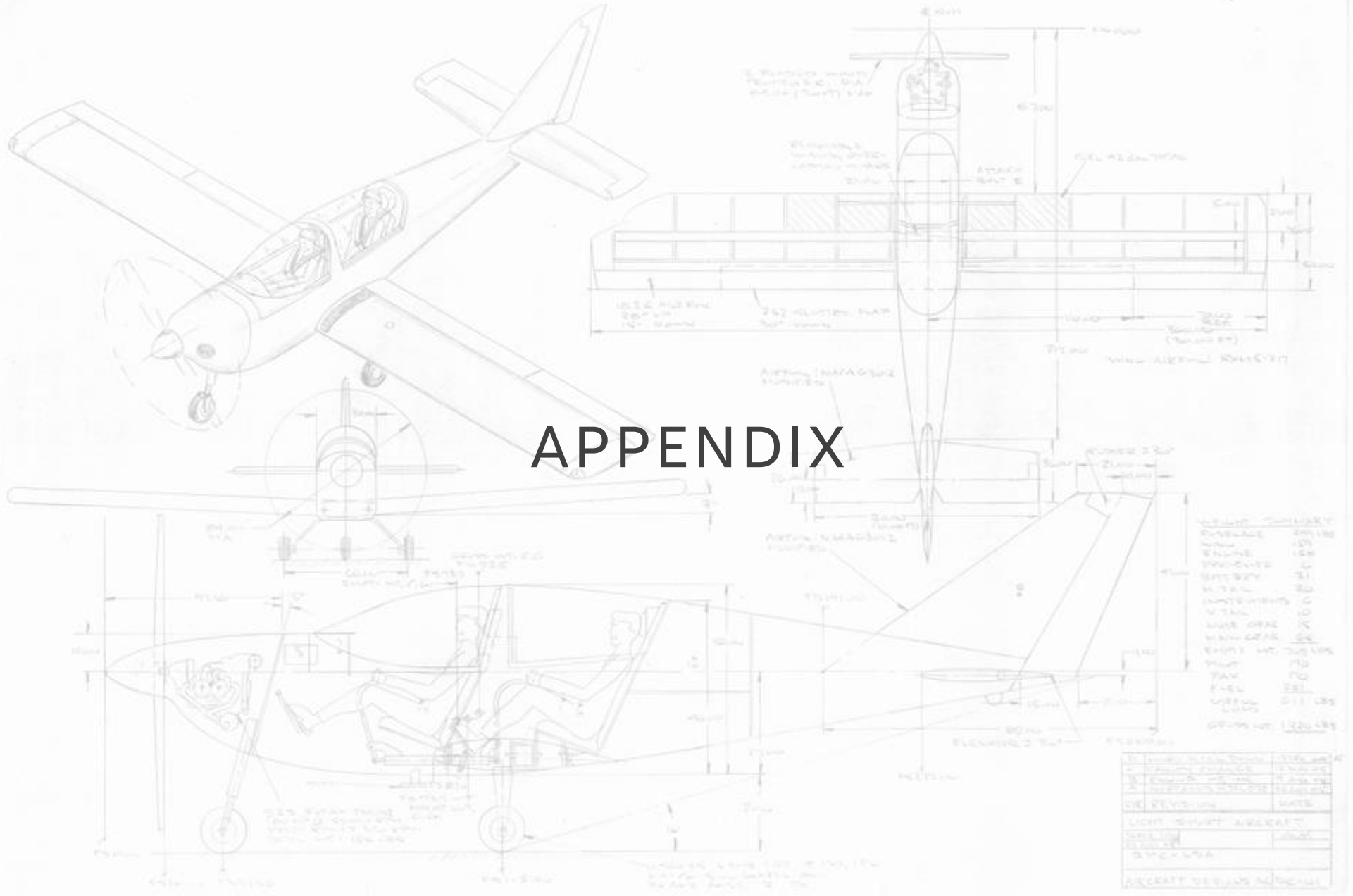
- Part 141 schools are viewed as more prestigious flight academies, comparable to aviation colleges, and will attract students with professional career goals.
- It is easier for students to apply for financing when accepted to a 141 training program.
- A Part 141 certificate will give MySky Academy the right to advertise as FAA approved flight academy. This will create trust among customers.
- It is easier for international students to apply for student visas to study in 141 academies.
- Many international airlines that sponsor overseas training require 141 certificates from the school.
    - For example, many Chinese airlines send their cadets to train abroad. A 141 certificate will give MySky Academy access to recruiting these airline-sponsored students. Under the right circumstances, it would mean consistent cash flow for MySky.

Training courses operating under 141 will be the same as under 61 with the addition of possible Airline Transport Pilot training.

SUMMARY

MySky Eco, Inc. is an aircraft manufacturing firm that is uniquely positioned to exploit a gap in the general aviation market that is going to continue to grow. We will employ speed and precision to fill that gap, and become a top player in the rapidly growing market opportunity.

We are currently accepting investors to propel our growth. Our target is to raise $5,000,000 for us to have 1 year of Runway, $10,000,000 for year 2, and $5,000,000 for year 3.



APPENDIX

WHEELS UP

Projected pro forma cash flows

	Year 1 FY	Year 2 FY	Year 3 FY
Aircraft Sales (Per Period)	12	52	113
Revenue*	2,940,000	14,313,000	32,197,500
$ from Tier 1 Aircraft*	2,940,000	9,564,750	17,167,500
$ from Tier 2 Aircraft*	0	4,748,250	14,610,000
$ from Charging Station Network	0	0	300,000
$ from Aircraft*	2,940,000	14,313,000	32,077,500
$ from Other Revenue*	0	0	120,000
Revenue Growth %		386.84%	124.95%
Cost of Goods Sold*	1,955,950	9,892,618	21,996,367
Salaries for COGS*	263,375	958,801	1,417,893
Inventory COGS*	1,680,004	8,905,026	20,512,563
Subs & Transactions COGS*	12,570	28,791	65,911
Gross Profit*	984,050	4,420,382	10,201,133
Gross Margin %	33.47%	30.88%	31.68%
Operating Expenses*	1,846,705	2,892,364	3,273,511
Sales & Marketing Salaries*	137,958	472,555	513,476
Sales & Marketing OpEx*	272,850	329,923	400,772
Research & Dev Salaries*	0	0	0
Research & Dev OpEx*	275,233	188,408	123,600
General & Admin Salaries*	732,344	1,334,108	1,417,893
General & Admin OpEx*	428,320	567,370	817,771
EBITDA*	(862,655)	1,528,018	6,927,622
EBITDA Margin %	-29.34%	10.68%	21.52%
Total Headcount	24	31	36
*Avg Rev / Employee (Annual)**	122,500	461,710	894,375
Avg Expense / Employee (Annual)	76,946	93,302	90,931
Cash at Start of Period*	50,000	1,437,345	1,965,363
Net Income (EBITDA)*	(862,655)	1,528,018	6,927,622
Cash Out for CapEx*	(2,750,000)	(11,000,000)	(3,500,000)
Net Cash Burn*	(3,612,655)	(9,471,982)	3,427,622
Financing / Fundraising*	5,000,000	10,000,000	5,000,000
Cash* (End of Period)	1,437,345	1,965,363	10,392,985

Cash Flow Statement	Year 1 FY	Year 2 FY	Year 3 FY
Aircraft - Accounts Receivable			
Cash Received from Top Down Targets - Aircraft Sales	2,940,000	14,313,000	32,077,500
Cash Received from Other Revenue	0	0	120,000
Total Cash Received from All Sources	2,940,000	14,313,000	32,197,500
Change in Accounts Payable...			
OpEx Bills Paid in Current Month - S&M	(272,850)	(329,923)	(400,772)
OpEx Bills Paid in Current Month - R&D	(275,233)	(188,408)	(123,600)
OpEx Bills Paid in Current Month - G&A	(494,320)	(699,370)	(1,057,771)
Total OpEx Bills Paid per Month (Cash Out)	(1,042,403)	(1,217,701)	(1,582,143)
Cash Flow of CapEx Adjusted by Accounts Payable			
CapEx Startup Costs by year (manufacturing, testing, etc)	(2,500,000)	(9,500,000)	(1,500,000)
CapEx (tooling and mold costs)	(250,000)	(1,500,000)	(2,000,000)
Cash Flow Statement			
Starting Position			
Cash & Equivalents at Beginning of Period (Incl. Financing)	50,000	1,437,345	1,965,363
Cash & Equivalents at Beginning of Period (Excl. Financing)	50,000	(3,562,655)	(13,034,637)
Cash Flow from Operating Activities			
Net Income (EBITDA)	(862,655)	1,528,018	6,927,622
Cash Flow from Operating Activities	(862,655)	1,528,018	6,927,622
Cash Flow from Investing Activities (CapEx)			
CapEx Startup Costs	(2,500,000)	(9,500,000)	(1,500,000)
Tooling / Molds for Manufacturing // CapEx	(250,000)	(1,500,000)	(2,000,000)
Cash Flow from Investing Activities	(2,750,000)	(11,000,000)	(3,500,000)
Net Cash Flow per Period (Excluding Financing Activities)	(3,612,655)	(9,471,982)	3,427,622
Cash Position (Excluding Financing Activities)	(3,562,655)	(13,034,637)	(9,607,015)
Cash Flow from Financing Activities			
Cash Raised from Investors	5,000,000	10,000,000	5,000,000
Cash Position Including Financing Activities	1,437,345	1,965,363	10,392,985

WHEELS UP

Projected pro forma cash flows

Balance Sheet	Year 1 FY	Year 2 FY	Year 3 FY
Assets			
Current Assets			
Cash	1,437,345	1,965,363	10,392,985
Total Current Assets	1,437,345	1,965,363	10,392,985
Property, Plant, and Equipment			
Tooling / Molds for Manufacturing	250,000	1,750,000	1,916,667
Total Property, Plant, and Equipment	250,000	1,750,000	1,916,667
Total Assets	1,687,345	3,715,363	12,309,652
Total Assets Growth %		120.19%	231.32%
Liabilities & Equity			
Current Liabilities			
Shareholders' Equity			
Investors' Stock	5,000,000	15,000,000	20,000,000
Retained Earnings	(3,312,655)	(11,284,637)	(7,690,348)
Total Shareholders' Equity	1,687,345	3,715,363	12,309,652
Total Liabilities & Equity	1,687,345	3,715,363	12,309,652

Income Statement	Year 1 FY	Year 2 FY	Year 3 FY
New Aircraft Revenue - Tier 1	2,940,000	9,564,750	17,167,500
New Aircraft Revenue - Tier 2	0	4,748,250	14,610,000
Charing Station Revenue - (Tier 3)	0	0	300,000
Net Revenue from Aircraft Sales	2,940,000	14,313,000	32,077,500
Other Revenue	0	0	120,000
Total Revenue Recognized	2,940,000	14,313,000	32,197,500
Revenue Growth %		386.84%	124.95%
COGS / Cost of Sales			
Subscription / Transaction COGS			
Hosting Cost per Month	1,341	2,682	4,024
Web Services Cost per Month	3,979	7,959	11,938
Licenses for Third-Party IP	1,200	2,400	3,600
One-Time App Purchases per Support Rep	1,650	450	750
Monthly Subscriptions per Support Rep	4,400	15,300	45,600
Subtotal Subscription, Service, and Transaction COGS	12,570	28,791	65,911
Personnel COGS			
Customer Training/Support & Manufacturing Salaries	263,375	958,801	1,417,893
Aircraft COGS			
Net Unit COGS Expense per Period (Minus Matching) -	1,680,004	5,460,014	9,800,025
Net Unit COGS Expense per Period (Minus Matching) -	0	3,445,012	10,600,038
Net Unit COGS Expense per Period (Minus Matching) -	0	0	112,500
al Net Unit COGS Expense per Period (Minus Matching)	1,680,004	8,905,026	20,512,563
Matching COGS for This Period (Income Statement)	1,955,950	9,892,618	21,996,367
Gross Profit	984,050	4,420,382	10,201,133
Gross Profit Margin %	33.47%	30.88%	31.68%
Operating Expenses			
Sales & Marketing Expenses (S&M)			
Marketing Spend per Month	159,171	191,006	193,138
Event and Sponsorship Spend per Month	7,959	15,917	31,834
S&M Travel per Month	6,000	9,000	12,000
S&M Meals & Entertainment per Month	36,000	60,000	96,000
S&M Subscriptions per Month	2,520	4,800	6,600
S&M Consulting per Month	61,200	49,200	61,200
S&M Operating Expenses - Excluding Salaries	272,850	329,923	400,772
S&M Salaries	137,958	472,555	513,476
Total Sales & Marketing Expenses	410,808	802,478	914,248
Research & Development Expenses (R&D)			
Outsourced Development Services per Month	238,757	159,171	120,000
Outsourced Testing Services per Month	23,876	15,917	0
R&D Travel per Month	12,000	12,000	0
Team R&D Subscriptions	600	1,320	3,600
Total Research & Development Expenses	275,233	188,408	123,600
General & Administrative Expenses (G&A)			
Office Rent	66,000	132,000	240,000
Utilities	3,979	6,367	15,917
Phone	2,388	7,959	15,917
Hardware & Furniture per New FTE Hire	27,500	17,500	12,500
Software / App Subscriptions	12,500	34,700	43,200
Office Apps	1,250	3,470	4,320
G&A Consulting	159,171	159,171	159,171
G&A Travel	31,834	31,834	31,834
G&A Meals & Entertainment	31,834	31,834	31,834
Education & Training	12,500	69,400	172,800
Office Supplies	1,592	3,183	6,367
Insurance	39,793	39,793	39,793
Misc G&A Expenses	3,979	7,959	15,917
Professional Services	21,000	21,000	27,000
G&A Startup Costs	13,000	0	0
G&A Operating Expenses - Excluding Salaries	428,320	567,370	817,771
G&A Salaries (Total Incl. Fulfillment Salaries)	732,344	1,334,108	1,417,893
Total General & Administrative Expenses	1.160.664	1.901.477	2.235.664
Total Operating Expenses (OpEx)	1,846,705	2,892,364	3,273,511
Income Statement Profit / Loss			
EBITDA	(862,655)	1,528,018	6,927,622
Cume EBITDA	(862,655)	665,363	7,592,985

Headcount & Salaries	Annual Salary	First Salary Month
G & A Hiring		
CEO	$ 200.0	1
CTO	$ 90.0	18
COO	$ 150.0	6
CMO	$ 150.0	12
CFO	$ 150.0	6
President	$ 200.0	1
Product manager	$ 75.0	6
Head of HR	$ 75.0	13
Office Manager	$ 75.0	13
Administrative Assistant	$ 50.0	1
Sales Hiring (Powers Direct Sales Funnel)		
Head of Sales	$ 75.0	12
Sales Specialist	$ 55.0	6
Sales Specialist	$ 55.0	12
Sales Specialist	$ 55.0	18
Accountant	$ 75.0	1
Marketing Hiring		
Digital Marketing	$ 65.0	12
Social Media	$ 60.0	12
Customer Support Hiring		
Director of Customer Support	$ 75.0	25
Customer Support Rep	$ 45.0	12
Customer Support Rep	$ 45.0	18
Customer Support Rep	$ 45.0	25
Manufacturing Hiring		
Head of Manufacturing	$ 100.0	12
Fabricator	$ 60.0	6
Fabricator	$ 60.0	6
Fabricator	$ 60.0	12
Fabricator	$ 60.0	12
Fabricator	$ 60.0	18
Fabricator	$ 60.0	18
Fabricator	$ 60.0	25
Fabricator	$ 60.0	25
A&P	$ 75.0	12
A&P with IA	$ 90.0	3
A&P with IA	$ 90.0	12
Supply Chain Specialist	$ 50.0	6
QC inspector	$ 60.0	6
QC inspector	$ 60.0	25

THANK YOU

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