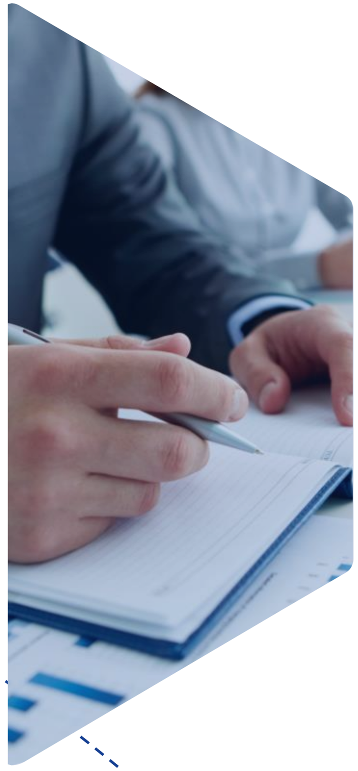


Investor Presentation

Q1 2026

Leveraging AI-driven software to streamline operations, compliance, & safety for small & medium-sized aviation companies

The Problem

Small And Medium-sized Aviation Companies Struggle With • • •

- Manual scheduling and crew management
- Compliance-heavy documentation
- Operational inefficiencies and avoidable errors
- Limited access to affordable, integrated software tools

These challenges increase cost, risk, & operational friction.

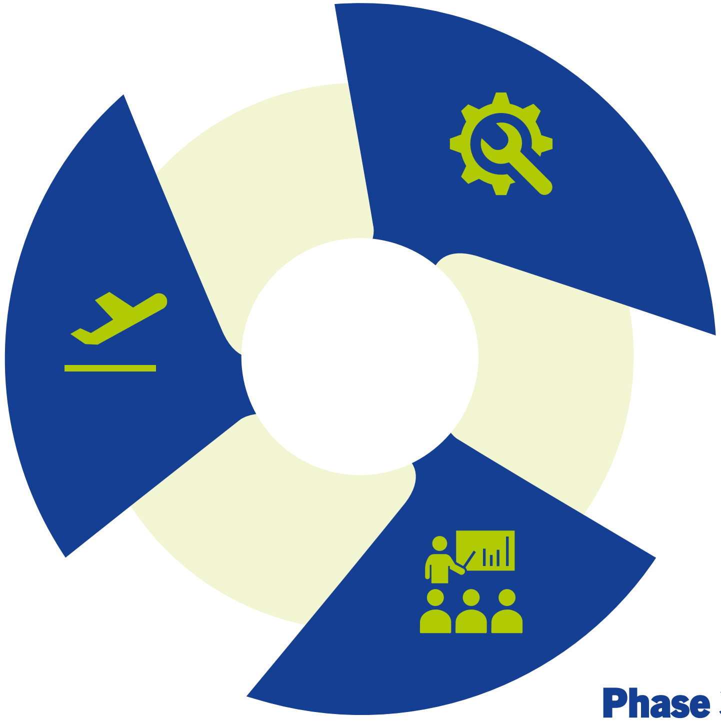
The Solution

AIviation is a modular AI-powered aviation platform being developed in phases. Our initial MVP focuses on the Flight Operations module, delivering immediate value to SME aviation companies. Following commercial traction, the platform will expand into Maintenance (MRO) and Training modules, creating a fully integrated aviation ecosystem.

Our Platform Provides:

- Intelligent scheduling and workflow automation
- Real-time compliance tracking
- AI-powered automation and compliance for Flight Operations, with future expansion into Maintenance and Training.
- Scalable SaaS access tailored for SMEs
- Intelligent Module Extraction

Product Modules



Initial MVP Module: AI-powered scheduling, crew management, flight planning, regulatory compliance, and operational automation for SME aviation operators.

Phase 2: AI-assisted maintenance planning, predictive alerts, digital documentation, and spare-parts management following successful commercial traction.

Phase 3: AI-powered instructor scheduling, certification tracking, and training management after successful deployment of the Operations platform.

Target Market

AI-VIATION

We focus on small to medium-sized aviation companies across:

- Flight Operations
- MRO & CAMO
- Aviation Training Organisations

Primary geographic focus:

- Europe (Initially)
- North America (Phase 2)

These businesses represent an underserved market seeking affordable, AI-native operational software that will expand into a complete aviation management platform over time.

Market Context

The Aviation Software Market Is Expanding Due To:

- Increasing regulatory complexity
- Demand for operational efficiency
- Safety and compliance requirements
- Growth in AI-driven decision support tools

AIviation enters this growing market with a phased strategy, launching Flight Operations first before expanding into Maintenance and Training, reducing investment risk while maximizing long-term growth.

AI-VIATION

Founder

Damiano

- **20+** years of aviation industry experience
- Professional pilot and instructor
- Deep operational knowledge & industry network
- The company is founder-led with domain expertise at its core.

Go-to-Market Strategy

AI -VIATION

We Will Enter The Market Through:

Founder-led industry relationships

A pilot program offering limited-time free trials (3–4 months)

Direct outreach to SME aviation operators

Competitive SaaS pricing aligned to SME budgets

Launch the Flight Operations MVP first, followed by phased expansion into Maintenance & Training.

Early Traction

Platform architecture 70% complete and development-ready.

LOI secured with a 40-aircraft operator; multiple airline discussions ongoing.

UK & Europe trademark registration completed.

Development partner ready to launch the MVP within 12 months.

Product Roadmap

AI-VIATION

Phase 3: Expand into the Aviation Training module.

Commercial rollout & customer onboarding.

Phase 2: Expand into the Maintenance (MRO) module.

Within 12 Months: Develop, test & launch the Flight Operations MVP.

The Ask & Use of Funds

Investment Ask: £560,000 (SEIS/EIS Approved)

To build and launch the Flight Operations MVP, validate it with early customers, and generate commercial traction before expanding into Maintenance and Training.

Use Of Funds Breakdown:

Product Development - £360,000

- Flight Operations MVP development
- AI integration & platform architecture
- Security, testing & cloud infrastructure
- Product enhancement & launch readiness

People & Growth - £162,000

- Technical & operational team
- Customer onboarding
- Marketing & brand awareness
- Business development

Operations & Infrastructure - £38,000

- Cloud hosting & infrastructure
- Development tools & licences
- Legal & regulatory compliance
- Administrative support

Total Funding Required: £560,000

Outsourcing & Team Strategy

In The Initial Phase, Limited Specialist Development Work May Be Outsourced.

LONG-TERM GROWTH STRATEGY

- Build core technical and operational roles in-house
- Gradually reduce reliance on external contractors
- Create permanent skilled roles as the company scales
- This approach supports sustainable growth and UK job creation.

Competitive Landscape & Our Differentiation

Market Validation

- Leon Software – **250+ customers**, ~£3,900/aircraft
- Training Orchestra – **100+ customers**, ~£545/month
- Veryon – **Fortune 500 aviation clients**, ~£1,705/year

Why We Stand Out

- Approximately 20% lower pricing than incumbent platforms.
- AI-native functionality with predictive intelligence
- Flight Operations MVP first, followed by phased expansion into MRO and Training.

Our Core Advantages

- AI-native platform built from Day 1
- Seat-based pricing ideal for smaller operators
- **Founder-led route to market with 20+ years of aviation experience**
- Integrated platform with shared data across modules

Financials

3-Year Profit & Loss Projection (£)

TYPE	CASHFLOW	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Inflow	Income	£0	£98,278	£614,455	£1,911,570	£4,629,344
Outflow	Op Ex	£234,800	£324,200	£630,853	£888,759	£1,076,488
Outflow	Corp tax/Divs	£0	£0	£0	£0	£346,312
Fundraising Event		£560,000				
EBITDA		-£0.10M	-£0.19M	-£0.38M	£0.15M	£1.59M

Investor Proposal

The initial £560,000 investment will fund the Flight Operations MVP. A follow-on funding round may be considered in Year 3 to support platform expansion into the Maintenance and Training modules, which is reflected in the EBITDA projections.

Financial Overview

AI-VIATION

01 **Monthly Revenue:** ~£168.96K, recurring and stable

02 **EBITDA:** Positive from launch (~£104.28K/month), scaling beyond £660K/month

03 **Cost Structure:** Lean and controlled (payroll, cloud, CPA marketing)

04 **Cash Flow:** Positive throughout; no dependency on future capital

05 **Tax Assumption:** 18%, modeled conservatively

06 **Capital Use:** Investment supports product development and commercial growth.

Financial Overview

AI-VIATION

Market Opportunity

- £15.18B aviation software market growing to £30.49B
- Strong opportunity for multiple successful providers
- Specialized solutions outperform generic platforms

Competitive Position

- Leon's large customer base limits rapid innovation
- Deeper focus on MRO & training than competitors
- Faster product development and feature releases

Our Competitive Moats

- AI data flywheel improves with every customer
- Strategic integration partnerships
- High-touch customer success model
- Agile team delivering continuous innovation

Why Investment Is Required

AI-VIATION

Aiviation Is An Early-stage, High-risk Venture Requiring Investment To:

Complete the Flight Operations MVP

Validate the platform with early customers

Build commercial traction for future expansion

SEIS/EIS approval supports the launch of the Flight Operations MVP and future platform expansion.

Contact Details:

Contact

Founder: Damiano

Website: www.aiviation.space

Phone Number:123456

Email: info@aiviation.space

Office Address (Virtual):
3rd Floor, 86–90 Paul Street, London, England, United Kingdom, EC2A 4NE

Working Model: *The company is currently operating remotely and plans to move into a physical office space as the business grows.*