

Aero Electric Aircraft Company

www.SunFlyer.com

Fulfilling the \$2.7B demand for electric trainer aircraft



Summary

Founded by industry veterans, AEAC (dba "SunFlyer") sells an all-electric aircraft that alleviates many of the factors contributing to the growing shortage of commercial pilots. The need for the SunFlyer is evidenced by 96 aircraft deposits representing \$25M revenue at 34% gross margin. An additional 81 aircraft sales are currently in negotiation prior to launch of the company's marketing program.

Team



George E. Bye
Founder & CEO
USAF Fighter Pilot
Bye Aerospace, CEO



Charlie Johnson
President
Cessna Aircraft,
President



John Knudsen
Chief Counsel
US Navy Fighter Pilot
FAA Attorney

Problems we're solving

617,000 new airline pilots needed over next 20 years according to Boeing. The #1 reason 80% of students quit before becoming licensed is training cost. The main driver of that cost is aircraft operations. Average fuel cost of piston-engine aircraft is \$40/flight hour. The SunFlyer fuel cost (electricity) is only \$3/flight hour.

With 10,800 units in service, the average flight training fleet is 50 years old. SunFlyer is a low part count & low maintenance cost, (like Tesla) trainer aircraft, with no CO2 emissions and effectively no noise

Marketing Strategy

Positioning: Ops cost advantage, green, inimitable team

Delivery: Through distributors and service centers

Media: through press, social media and industry events

Market Proforma

\$45M sales backlog, growing

40,000 unit, 10-year addressable market

Target Market: \$2.7B, (10,800 units, 27% of AM)

Competition and Competitive Advantages

Pipistrel, based in southeast Europe, is the main competitor. Their aircraft has a 1-hour flight time relative to Sun Flyer's 3 hours. Their aircraft is not yet certified as "light sport" (LSA) for which the FAA will not allow electric propulsion in any case. Also, LSA is not permitted for commercial training. Additional SunFlyer advantages: It will be the first to achieve full FAR 23 certification (in this case more valuable than even the IP). Lower TCO, robust and reliable vehicle, low noise in the air and no perceptible sound from the ground.

Equity Raise

\$3.25M raised to date

Now -> Series B: \$1M raise at \$8.75M post-money valuation, \$5.00 per share. **Only \$185K remaining in Series B**

Round Closing: Late July after which price will increase ~50% following first flight which will accelerate sales and move company closer to complete certification.

Use of Funds

Company currently has 6 months runway. Series B monies are being used for completion of the SunFlyer prototype, taxi and flight test, and working capital.

Investment Highlights

Customer Traction * Business is positioned to scale * Distribution channel negotiations in progress with major OEMs
At the intersection of: Clean energy, International growing demand for pilots, Bringing lifestyle recreation into reach of broader tech savvy audience, Charity & disaster relief, Austere location logistics.

Exit: through acquisition by one of distribution partners or merger into a strategic partner