

Checkride Buddy

Unleash the Pilot Within



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Background

Traveling by air will be harder very soon:

US airlines about to be hit with "tsunami" of pilot retirements

-- *CNN, April 19th, 2023*

Pilot shortage puts pressure on airline operations

-- *The Associated Press, February 2nd, 2023*

Speedbird Pilot Academy: British Airway makes a £21m investment in new pilot training to train 200 new pilots in 2025

-- *British Airway Media Centre, April 16, 2024*



Background

US Airline Pilot Shortage in 2032: **13,300**

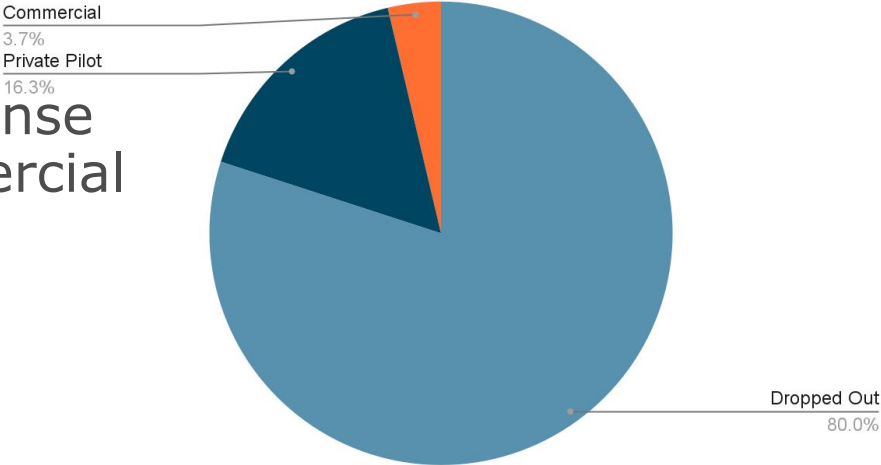
In 2023:

- US Pilot Job Opening: **18,500**

AOPA reported in 2023:

- **~40,000** new trainees
- **~8,000** obtained Private License
- **1,480** continued with Commercial

Among 40k new pilot trainees in 2023





Background

"It's taking me too much time."

- FAA requirement: **40 hours**
- Average hours to obtain PPL: **90 hours**

"It costs too much."

- Aircraft (C172): \$150/hr
- Instructor: \$80/hr
- Assuming 20 hours solo
 - PPL costs: **\$19,100**

"Instructor's feedback was not on-time."

"Instructor was confusing."

"Instructor was grumpy."

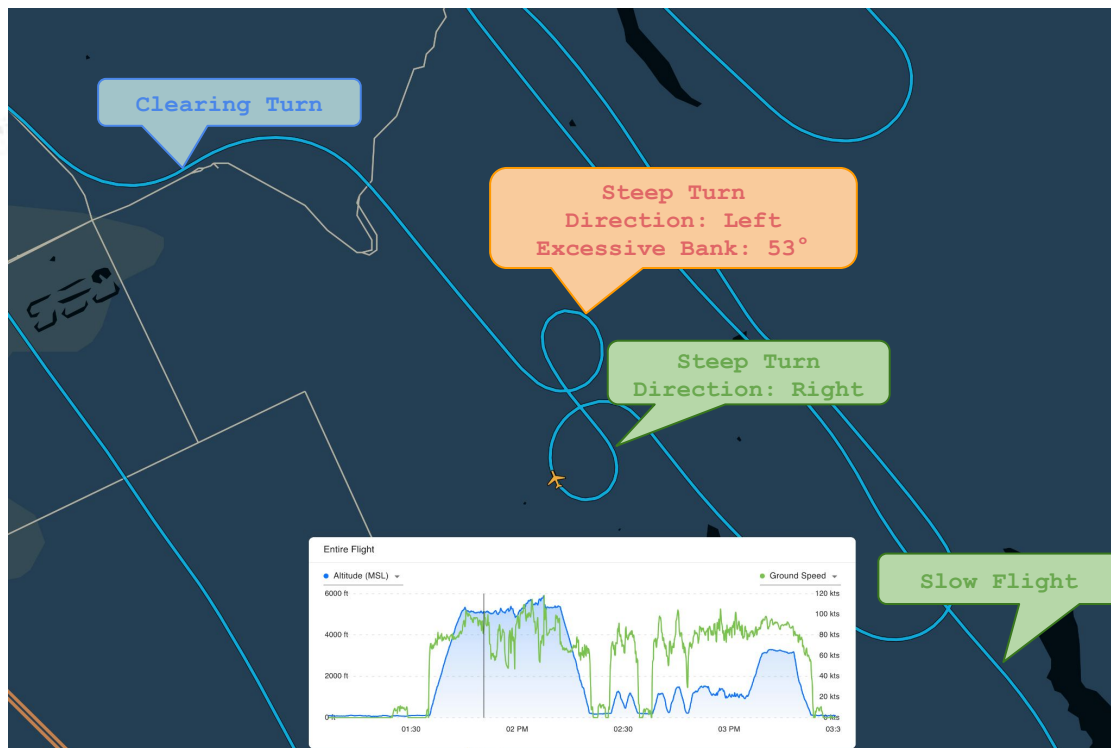
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Checkride Buddy

Unique Digital Flight Training Assistant

- On-Device, In-Flight, Real-Time Feedback
- Detailed Playback and Analysis
- Performance and Progress Tracking
- Relentless to mistakes



Checkride Buddy

Easy to install, easy to adopt

- Runs on iOS devices
- Works with modern G1000 aircrafts
- Retrofits older aircrafts in 30 seconds
 - Clamp-on
 - Twist



Replacement for External GPS

- Stratus, Foreflight Sentry

Provides additional flight data

- True Air Speed
- Barometric Altimeter
- Air Temperature

Recharges itself inflight





Benefits

Students

- Real-time feedback
- Enjoyable learning experience
- Reinforcement learning
- Progress tracking
- Good flight habits
- Reduce cost

Average Training Hours

~~90~~ **70**

Flight Schools

- Effective teaching
- Efficient fleet management
- Performance tracking
- Reputation
- Better revenue

Dropout Rate

~~80%~~ **50%**

Testament from Our Alpha Tester

“ This platform is impressively precise during maneuvers. It identified subtle control input trends and deviations I didn’t even catch as a CFI. It’s like having a second pair of expert eyes in the cockpit. ”

Graham Harbman

Certified Flight Instructor

Navy Pilot, USS Nimitz (CVN-68)

Aerodynamic Aviation





Business Model

Students

- Trial-to-Subscribe Service:
 - \$25/month, or \$200/year
 - Savings:
 - Training time
 - Solo time

Flight Schools

- Site-License Subscription:
 - \$1,800 / year / aircraft
 - Optional
 - Retrofitting Device and Service

Retrofitting Device

- Enables steam-gauge aircraft
 - Majority of flight schools
- \$1,200 for the device
 - Flight School Rebate \$1,000
- Replaces external GPS
 - Additional sales

Market Analysis for US

Target Market

- Student Pilots
- Flight Schools

Active Student Pilots

- 2022: 268,000 active
- 2023: 306,000 active
- 2024: **345,500** active
- Growth: **14% YoY**

Flight Schools:

- **1,063** (2025)
- **85%+** aircrafts needs retrofitting

Flight Training Market Size:

- **\$5.5 billion** (2025)





Assumptions

Addressable Market

- Students: 345,500 (2024 data)
- Flight Schools: 1,063 (2025 data)

Adoption Rate (both school and students)

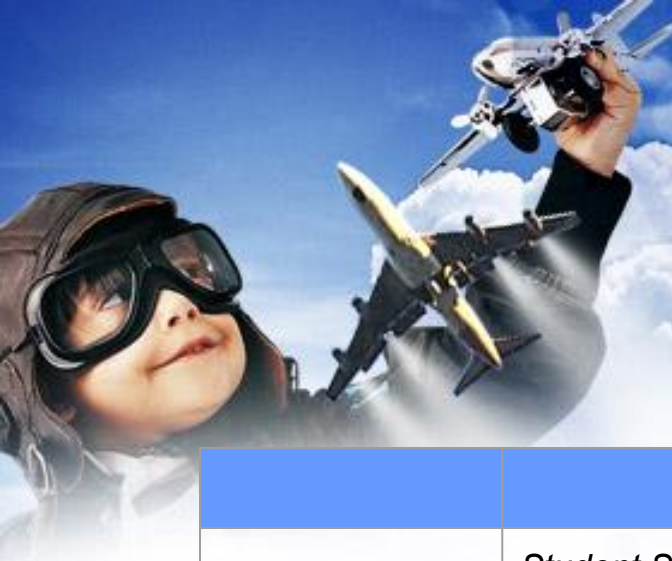
- Year 1: 1%
- Year 2: 2% (cumulative)

Adopting Students:

- Pays \$200/year
- 5% purchases retrofitting devices

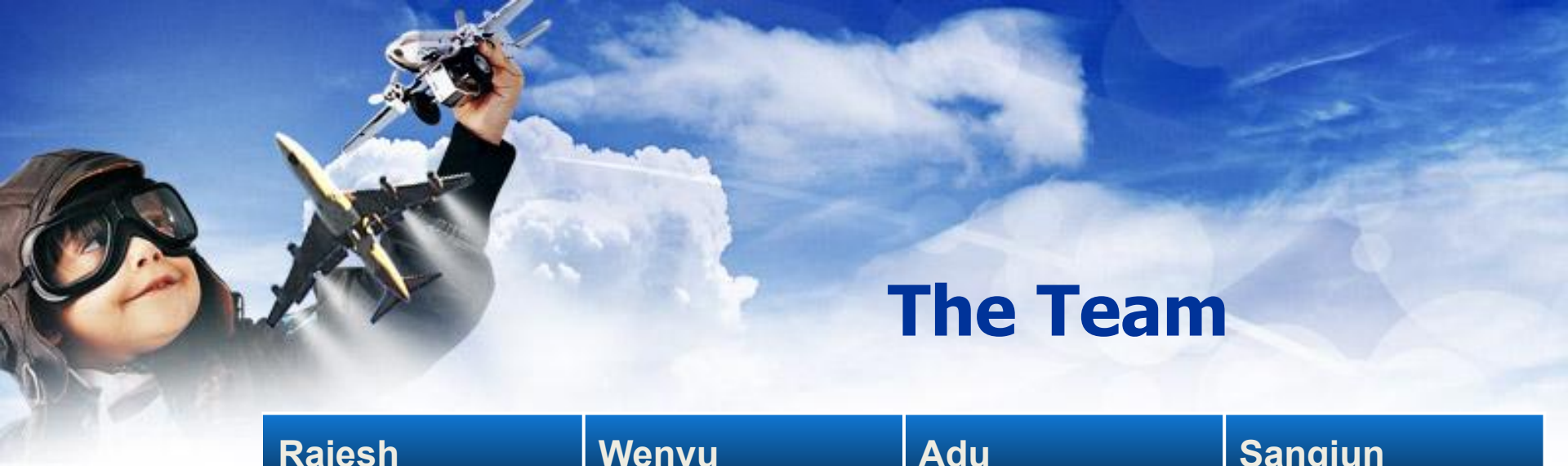
Adopting Flight Schools:

- Purchases 5 licenses per year
- 50% purchases 3 retrofitting devices



Financial Projections

		Year 1	Year 2
<i>Revenue</i>	<i>Student Subscriptions</i>	\$691,000	\$1,382,000
	<i>Student Device Sales</i>	\$207,600	\$207,600
	<i>School Subscriptions</i>	\$99,000	\$189,000
	<i>School Device Sales</i>	\$18,000	\$15,000
	<i>Total</i>	\$1,015,600	\$1,793,600
<i>Cost</i>	<i>Aircraft Operation</i>	\$500,000	\$300,000
	<i>Platform R&D</i>	\$120,000	\$60,000
	<i>Legal & Operation</i>	\$100,000	\$100,000
	<i>Contractors</i>	\$200,000	\$320,000
	<i>Total</i>	\$920,000	\$780,000
	<i>Net Profit</i>	\$95,600	\$1,013,600



The Team

Rajesh	Wenyu	Adu	Sangjun
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Role	CEO	CTO, Testing Pilot	VP, Marketing	VP, HW Engineering
Current Position	Sr. Dir, Data Applied Materials	Sr. ML Eng / TL Apple	Sr. Architecture and Engineering Manager at Apple	Sr. Dir, Engineering Applied Materials

Investment Opportunity

Funding Goal: \$2M

Use of Funds:

- \$800k: Aircraft integration & operations
- \$180k: Research & Development
- \$200k: Legal, regulatory, compliance
- \$520k: Talent acquisition
- \$300k: Contingency for unforeseen needs

Investor Value:

- Address \$5.5B flight training market
- Projected revenues:
 - \$1.01M (Year 1)
 - \$1.79M (Year 2)
- Scalable solution for pilot shortage crisis





Book a test ride today!

Checkride Buddy

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