

2 ADVANCED AIR MOBILITY

Go flying to work. A new era of personal urban air mobility

Sustainable mobility and smart city

 04/2019

PROBLEM AND SOLUTION

More than 4 billion people live today in crowded, polluted cities under an untenable growth scheme. We urgently need new urban development and mobility models!

At AAM we are committed to an advanced, sustainable, on-demand, personal mobility solution (MaaS): our STOL air taxi e2PAC will offer you opportunities to live in Mallorca or the Pyrenees and do your daily work in Barcelona emissions-free (electric) in a way that is affordable (similar to car costs) and without traffic jams (up to 25% less travel time) while contributing to a more balanced model of social and territorial development.

MARKET

Urban Air Mobility can be forecast at 300,000 aircraft/year, 3% of the current global automotive market, never-before-seen figures in aircraft manufacturing that will universalise mobility access.

In the meantime, we have a next-gen electric airplane for the current light aviation market.

BUSINESS MODEL

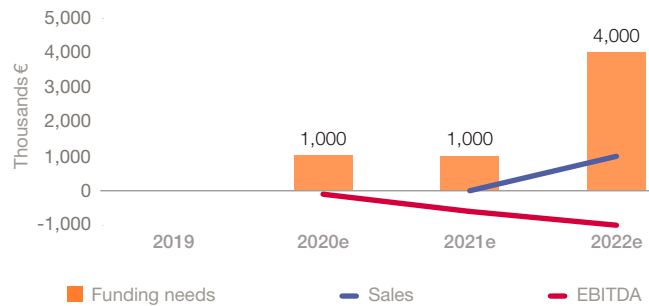
In the short term, we will position ourselves in the ultralight high-end aviation segment (€160-€200 k), but far from the competition and helicopters (€300-€500 k).


In the long term, the market explosion towards on-demand air mobility will boost scalability and lower prices (€40 k, mid-high range autonomous car cost).

COMPETITION

The simplicity of our advanced aerodynamic fixed-wing solution is our competitive advantage over more complex and expensive projects under development, such as Volocopter, Ehang, Lilium, Joby, etc. Airbus and Boeing are also in the mix with out-of-market solutions (€+1 M).







FINANCIAL PROJECTIONS AND FUNDING NEEDS



 €10,000 per month

We are preparing the first financing round for the development and manufacture of the 3:4 scale prototype with capacity to transport one person. For this MVP that will open doors to commercialisation in the USA and Germany, we need €1 M (€100 k already committed). We will then need €5 M to design, build and certify the 1:1 real-scale model for commercialisation.

MILESTONES

- 06/2019**  Engineering design completed (proof-of-concept) together with the eProject team of UPC-ESEIAAT.
- 07/2019**  Design and assembly of the aerodynamic test centre (FlyingBox).
- 10/2019**  Manufacture of the first prototype at 1:3 scale and successful test flights confirming STOL performance.
- 10/2020**  Start manufacturing the scale 3:4 model (manned MVP) and experimental flights.
- 12/2020**  Closing of public and private finance round (€1 M crowdfunding).
- 10/2021**  Start manufacturing the real scale model for certification and commercialisation.



10



€65,000




€75,000





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CONTACT

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TEAM



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Head of engineering


ASK THE ENTREPRENEUR | Carles Martí and Aitor Martín

What made you set up the company? What previous relationship did you have with your potential market?

CM – Innovate in the stagnant sector of general aviation after 35 years as a pilot and 20 as president of Europe's largest private aviation operator.

Which aspect of your product/service do you think attracts your customers most? Why?

AM – The sustainability and agility of a new era of mobility that will change the concept of development in tomorrow's major metropolitan areas.

What is the company's most significant risk and how will you tackle it?

CM – The time our company needs to assimilate and adapt to regulatory realities. In the meantime, we will enter the existing light aviation market.