



presentation for partners

**"PRIVATE AVIATION IS THE LAST LARGE
INDUSTRY WHICH HASN'T BEEN
DIGITIZED (YET)"**

-- Revolution Aero 2019--



THE "ONE SIZE FITS ALL" APPROACH DOESN'T APPLY TO AVIATION

PAIN POINTS OF COMMERCIAL AVIATION



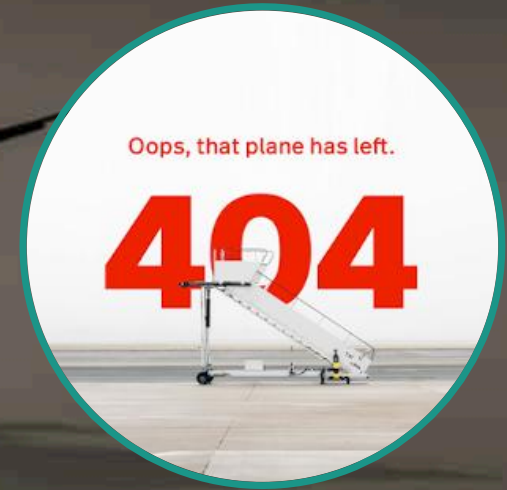
LOST TIME

Distant location of major airports combined with time lost with security checks and embarking



SERVICE

Mediocre service on regional routes, numerous surcharges and lounges only for frequent flyers.



PRODUCT

Outsourcing of IT systems results in low customization, bugs and product engagement.

BUSINESS AVIATION IS POISED TO BECOME A MAINSTREAM TRAVEL OPTION



SHARING
ECONOMY

High costs due to underutilized fleets



MARKETPLACE

Fragmented market with an avg. of only 2 aircraft per operator



DIGITALIZATION

No digital experience: traditional payments and paper contracts

BUT NUMEROUS CHALLENGES PREVAIL
AMONG ITS CURRENT AND FUTURE USERS...

BUSINESS AVIATION IS POISED TO BECOME A MAINSTREAM TRAVEL OPTION

...AS WELL AS AIR TAXI OPERATORS WHO SUFFER FROM FRAGMENTATION AND LACK OF TECHNOLOGY

AUTOMATION



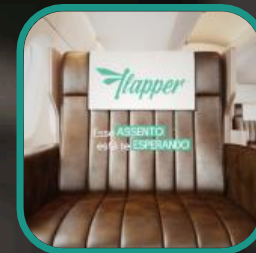
Poor utilization of technology

DISTRIBUTION



Lack of integrated distribution

BRAND



No unified brand & image problems

DOES IT HAVE TO BE LIKE THAT?

flapper



CHARTER

Flapper draws together a fleet of 450+ certified aircraft and prides itself on having the most complete charter offer in Brazil. Clients can choose from more than 80 different types of jets, turbo-props, and helicopters and get an instant price estimate.

Differentials include personalized concierge, online payments with installment financing, the industry's best customer interface and the ticketing system for group charter.



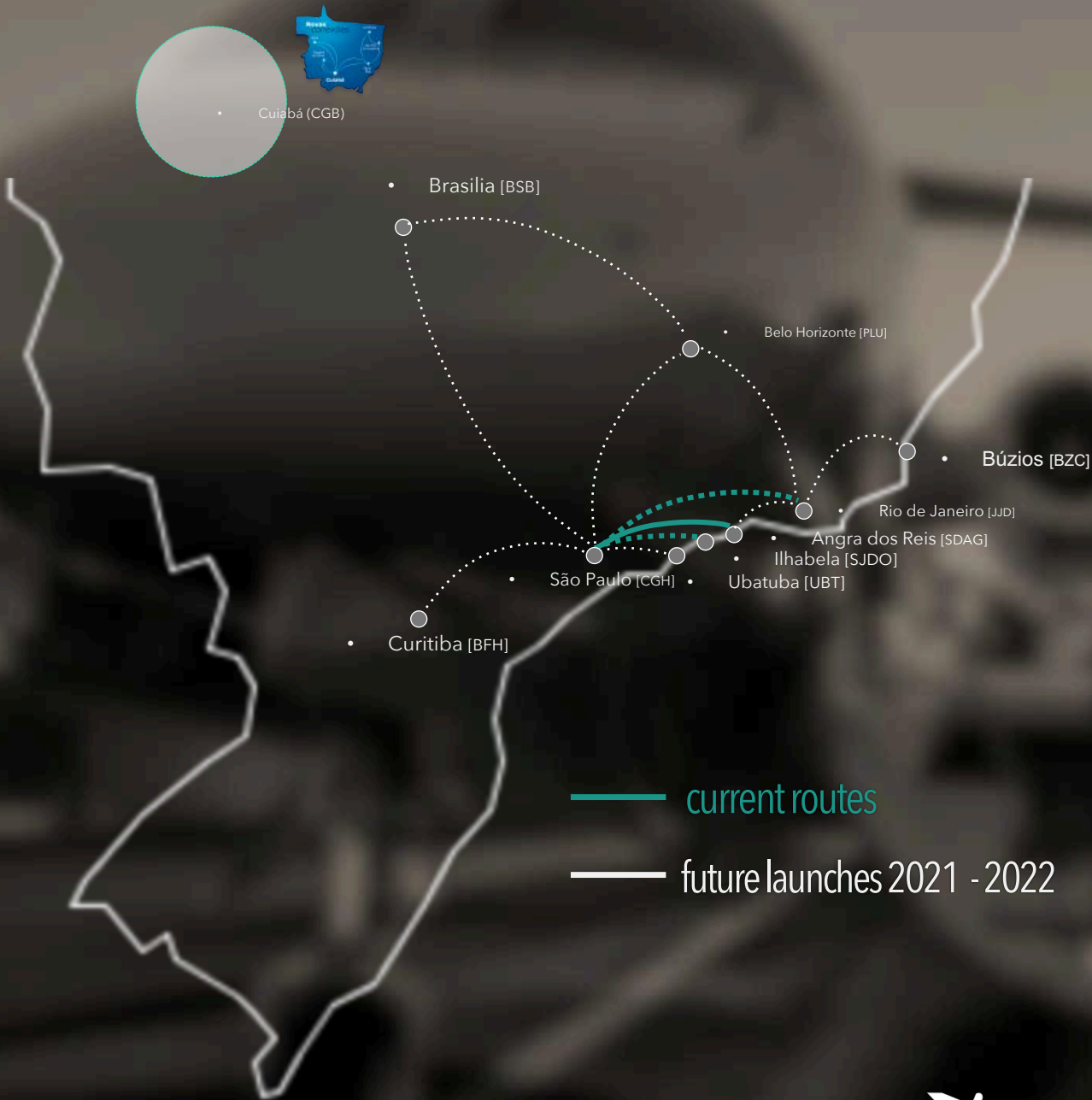
BOUTIQUE PRIVATE AIRLINE

Flapper weekly flights are available on the following routes: São Paulo (CGH) - Rio de Janeiro (Jacarepaguá) and São Paulo (Campo de Marte) - Angra dos Reis. More than 10 high-season routes, as well as transfers to the finest events all around Brazil complement our shared flights offer.

The industry's first loyalty program as well as last-minute empty leg offers constitute some of the unique competitive advantages of Flapper.



BRAZIL MARKET FOOTPRINT



Our plans in Brazil include expansion to a maximum of 10 shared routes connecting airports unavailable to commercial aviation. The scheduled flights will be complemented by charters and seasonal crowdsourced flights.

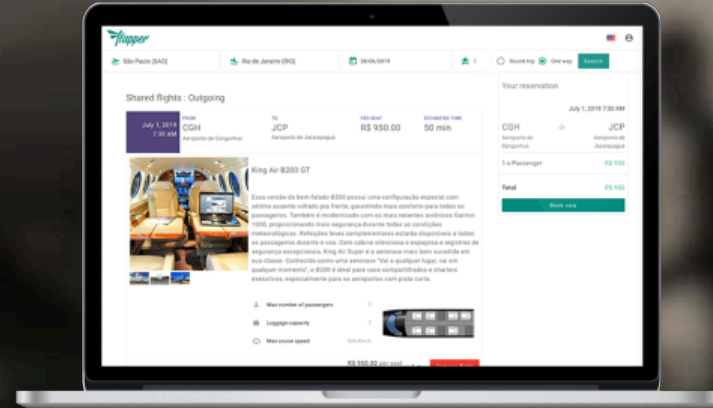


WAYS TO BUY



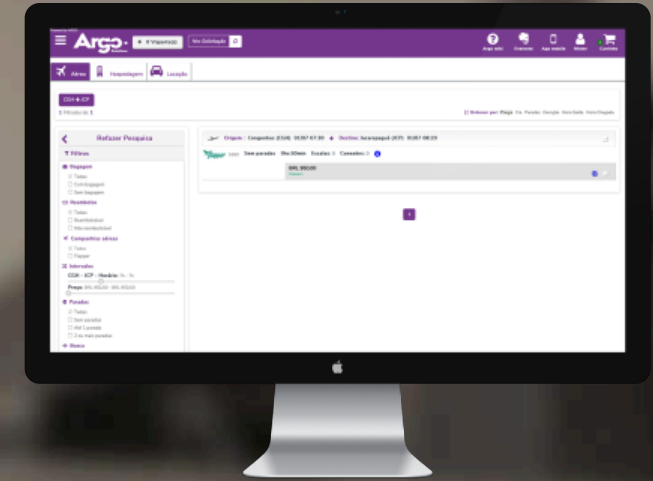
Mobile

- Full charter marketplace
- Shared flights , empty legs, urban transfers



Web

- Custom version for users and small companies;
- Separate solution for closed events (parties, weddings and etc.)

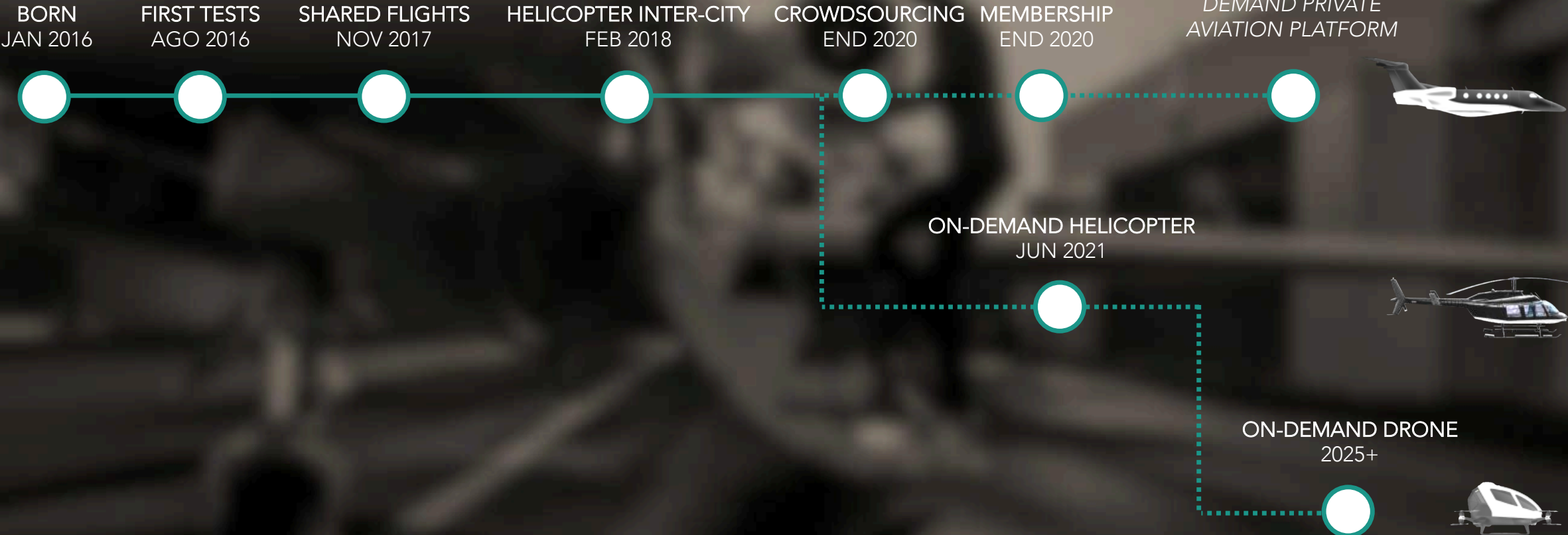


OPEN API

- Currently integrated with 3 different systems
- Sales of scheduled shared flights.

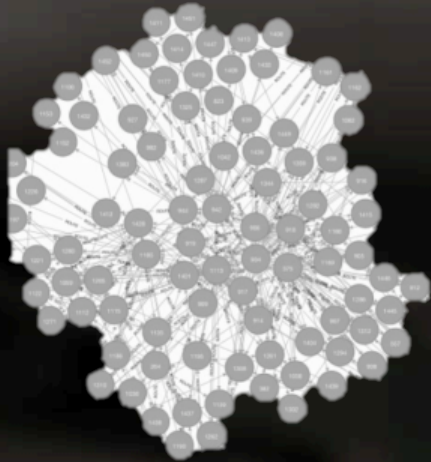


SERVICE EVOLUTION **TIMELINE**



OUR PATH TO **DISRUPTION**

With the launch of disruptive features, such as crowdsourcing or aircraft, Flapper intends to effectively turn private aviation into a mainstream travel option, with prices within the range of the middle class customers.



CROWDSOURCING - 2020

With appropriate critical mass of users, Flapper will launch a feature allowing the users to create shared flight. This will bridge the gap between the risk-free but limited in terms of demand charter model and shared flights.



MEMBERSHIP - 2020

The membership will consist of a number of unique features, such as fixed pricing on selected charters and access to Flapper empty legs.

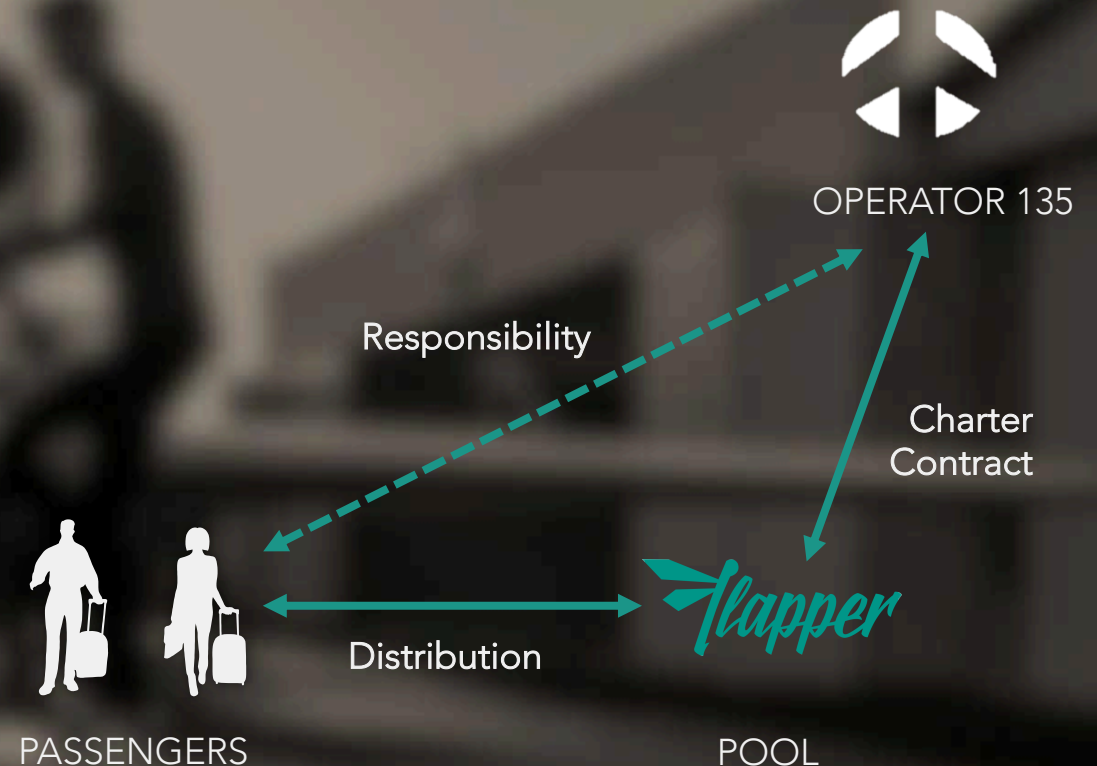


ELECTRIC AIRPLANES - 2022

Flapper currently collaborates with 4 OEMs with advanced go-to-market plans for their electric aircraft operations. The estimates point to 40% savings in operational costs.

REGULATORY FRAMEWORKS

- In Brazil, the regulation of the air taxi sector is governed by ANAC and DECEA (Aerospace Control Department).
- The law 190 / GC5, of March 20, 2001 regulates the use of Air Taxi services and others.
- For marketplace-initiated flights, the responsibility for the passenger falls under air taxi operator. The law guarantees high level of security, since the operator - an homologated air taxi company - follows the industry legislation (RBAC 135), and not the private ownership frameworks (RBHA 91). This includes a mandatory insurance plan.
- Since 2019, sales of individual seats within private aviation are allowed as long as they fulfil the requirements of Part 135 rules. That's how Flapper operates today. The maximum size of the aircraft is 19 seats.



SELECTED TEAM MEMBERS

A 19-people strong team with a strong background in technology and sales. Two exits on the co-founders' accounts. Experience from startups, consulting and multinational corporations.



PAUL MALICKI - CEO

Ex-Partner at Easy Taxi (acquired by Cabify) and former advisor of Farfetch, Mastercard and Nubank. Forbes 30 Under 30 honouree. Double MA degree and BA from Taiwanese, Swedish, and Polish universities



FLAVIO CARVALHO - SALES SP

15 years of sales and BD experience at Iron Source, marketing agencies and his own businesses.



ARTHUR VIRZIN - CTO

Led technology team at Qiwi to its IPO in 2015 (US\$1B). Previously with AmDocs and Mastercard. Holds degree in technology from two leading Brazilian universities. Certified R Programmer and Mobile Developer.



MANOEL ASSUNCAO - SALES RJ

More than 10 years of experience in business aviation. Previously with Avantto, Brazil's first fractional ownership company. Serial entrepreneur.



BARBARA ANDRADE - CFO

At Fiat she was responsible for financial processes and analyses. Ex- financial manager of Hotmart, one of Brazil's largest startups. Ex-cofounder of FriendsLab.

SIX-PEOPLE-STRONG **TECH TEAM**

Our IT Team has worked with together for more than 5 years. We have strong competences in payments, integrations and mobile technologies.

GUILHERME SOARES

Full-stack

Ex-full-stack developer at Qiwi. Excels at front-end web design, PHP, and SQL.

IAGO SENE FONTE

Full-stack

Previously a full-stack developer at Qiwi and São Paulo State Secretary. Member of the Association for Computing Machinery.

WILLIAM OLIVEIRA

DevOps & Infra

At Qiwi led back-end development. Recently responsible for infrastructure of Itaú, LATAM's largest bank. Certified in Amazon WS and DevOps.

STEWARDS OF PR AND MARKETING EXPERTS

TELCO ALLIANCE

INFLUENCERS

AIRPORT OUTDOOR

AVIATIONPROS

Eight Facts You Didn't Know About the Brazilian Private Aviation Market

PR

PRINT MEDIA

INDUSTRY FAIRS



DIGITAL

