

CITYSKY

AVIATION ACADEMY - AERONAUTICAL UNIVERSITY – MRO CENTER



«BEHIND EVERY SAFE FLIGHT YOU HAVE AN EXCELLENT TRAINED PILOT & MECHANIC»

**BUSINESS PLAN
2019**



FLIGHT ACADEMY AERONAUTICAL UNIVERSITY

Our project is based on the current industry market needs and the continuous high demand and lack of resources in Greece, Cyprus and the surrounding region of Balkans, North Africa and the Middle East.

Upon completing our research we concluded that the area that we need to focus and concentrate on is that of establishing a Flight Academy that will provide the most Advanced Flight Training Aircraft, Simulators, Equipment/ Systems, by TEXTRON (Beechcraft, Cessna, Citation, Bell & TRU Simulation) and credibility as an Aeronautical University, by obtaining the recognition of ERAU (Embry-Riddle Aeronautical University) in the USA.

- THE FORECASTED INDUSTRY NEEDS WORLDWIDE BY 2037 ARE:
 - **790,000 NEW PILOTS**
 - **754,000 NEW MAINTENANCE TECHNICIANS / ENGINEERS**



- The Management Team that will lead this company is an extremely highly knowledgeable regarding all aviation operations and specifically regarding the areas that we are focusing on.
- They have over 30 years of experience in Olympic Airways and Olympic Aviation Airbus and Boeing family fleets, and their expertise is in the areas of our interest, certified and ready to roll.
- We have completed all negotiations and have signed contracts in hand for all aircraft, simulators and other equipment.
- Also, we have a team in place (architects, engineers, designers, quality control and construction company) for the construction of all Facilities (Headquarters, Aviation Academy, Dorm Facility, MRO) that is ready to proceed as soon as funding is available.

AVIATION -



■ CITYSKY HOLDINGS S.A. (CSH)

- HEADQUARTERS IN SITIA CRETE WITHIN THE MUNICIPAL INTERNATIONAL AIRPORT
- FLIGHT ACADEMY AERONAUTICAL UNIVERSITY
- MRO HANGAR
- DORM FACILITIES
 - 250 STUDENTS - PILOTS
 - 250 STUDENTS - MECHANICS

■ SERVICES:

- FLIGHT ACADEMY – PILOTS / ENGINEERS / CREWS / AIRLINE MANAGEMENT
- MRO CENTER FOR OUR TRAINING FLEET & THIRD PARTIE PRIVATE JETS
 - ✓ AUTHORIZED MAINTENANCE & SPARE PARTS CENTER FOR:
 - BEECHCRAFT
 - CESSNA
 - TRU SIMULATION TRAINING
- INDOOR PARKING / STORAGE FOR OUR AIRCRAFT AND FOR BUSINESS JETS

VENDORS & EQUIPMENT

- **TEXTRON (USA)**

- **Basic Training**

- 2 BEECHCRAFT BARON G58
- 6 CESSNA SKYLANE TURBO
- 12 CESSNA SKYHAWK 172SP

- **Advanced Jet Training**

- 1 CESSNA CITATION M2

- **TRU SIMULATION**

- 5 FULL MOTION SIMULATORS FOR PILOTS (A320 NEO, A330 NEO, A350, B787, B777X)
- 10 STATIC SIMULATORS FOR PILOTS & MECHANICS (A320 NEO, A330 NEO, A350, B787, B777X)
- VIRTUAL FLIGHT DECK

VENDORS & EQUIPMENT

- **TRAINING (Textron – TRU Simulation)**

- PILOTS
- MECHANICS
- AVIONICS
- SIMULATOR TECHNICIANS

- **RANGEFLYERS (USA)**

- AIRCRAFT ACCEPTANCE FROM MANUFACTURER
- DELIVERY TO OUR BASE

VENDORS & EQUIPMENT

- **OTHER**

- ARCHITECTS / ENGINEERS / GOVT. SERVICES / PERMITS
- OFFICE EQUIPMENT / FURNITURE / SIGNAGE / ETC.
- COMMUNICATIONS - SECURITY - IT SYSTEMS / ETC.
- MRO EQUIPMENT-TOOLS / WAREHOUSE SYSTEM / GROUND HANDLING / ETC
- VEHICLES / TRUCKS / BUSES
- INSURANCE / UTILITIES / RENTALS / MEMBERSHIPS / ETC.
- UNIFORMS / SOFTWARE LICENCES / SUPPLIES / ETC.

- **CIVIL AVIATION AUSTRIA**

- EASA / NCAA / AOC / PERMITS / MANUALS / ETC.

- **MARKETING**

- PROMOTION / TRADE SHOWS / CLIENT VISITS / OPENING EVENT / ADVERTISING

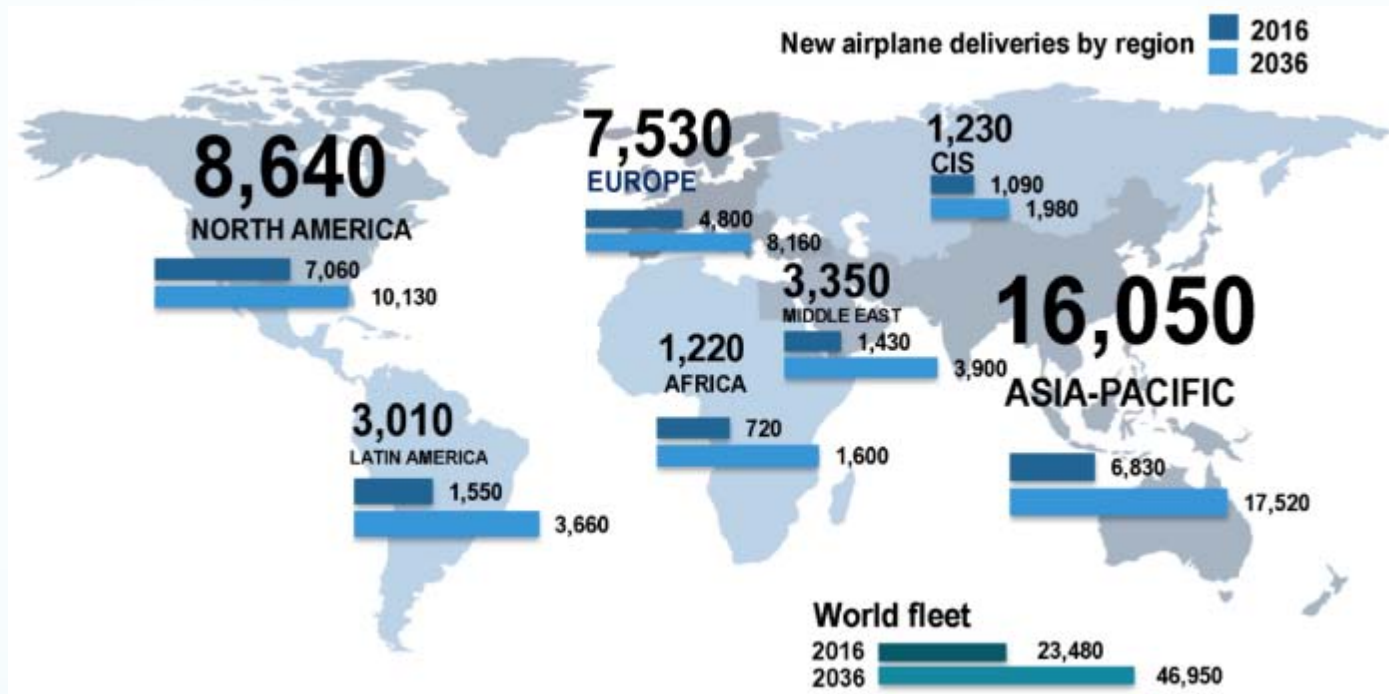
NEW PILOT DEMAND FORECAST BY 2037



2018 - 2037
New Pilot Demand: 790,000



BOEING - AIRPLANES DELIVERED BY 2036



NEW AIRPLANES TO BE DELIVERED BY 2036

REGIONAL JET



2,370

new airplanes

SINGLE AISLE



29,530

new airplanes

SMALL WIDEBODY



5,050

new airplanes

MEDIUM/LARGE WIDEBODY



3,160

new airplanes

FREIGHTERS



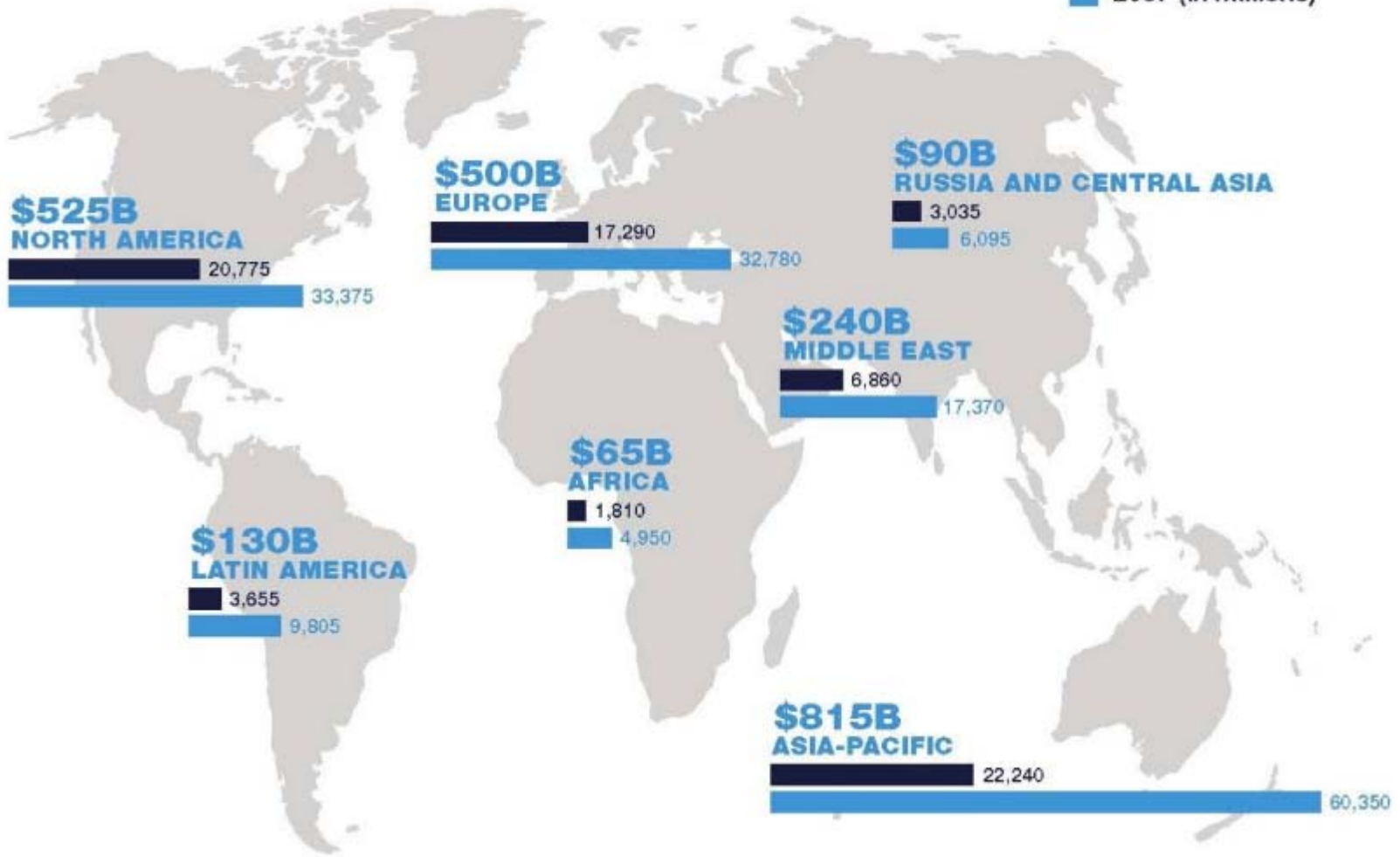
920

new airplanes

BOEING - FORECAST WORLDWIDE MAINTENANCE NEEDS BY 2037

MAINTENANCE, ENGINEERING MARKET DEMAND BY REGION

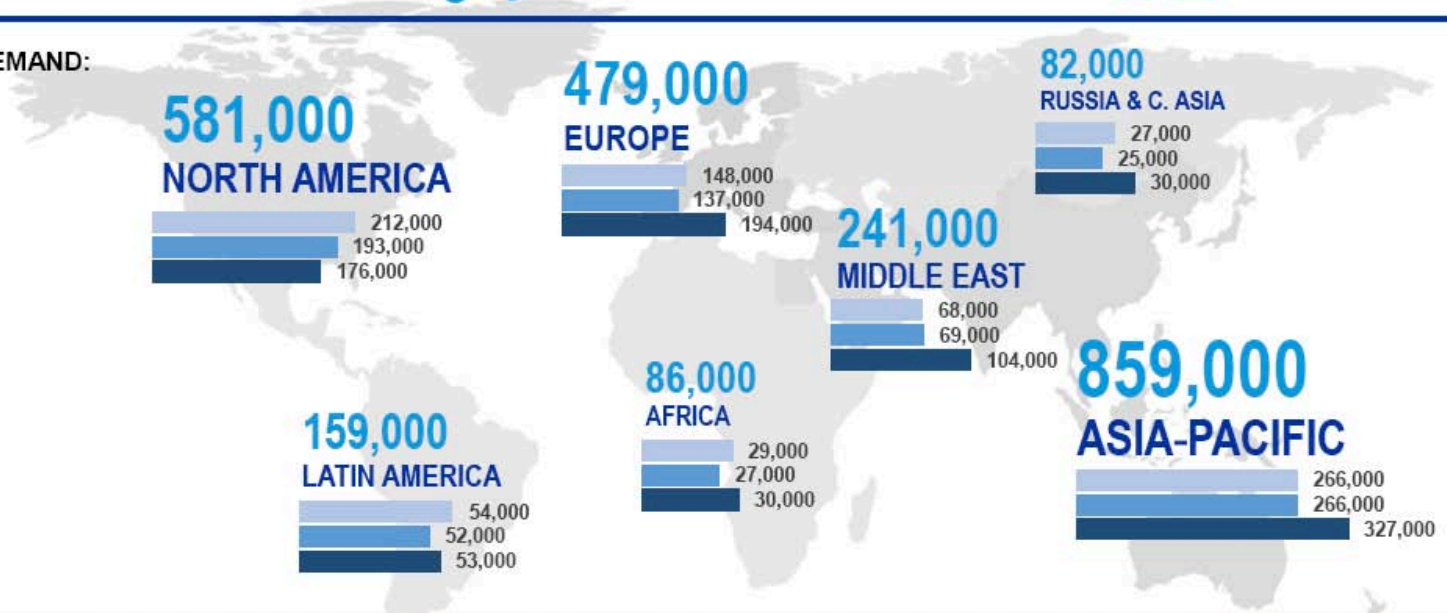
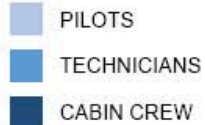
■ 2017 (in millions)
■ 2037 (in millions)



BOEING - FORECAST WORLDWIDE AVIATION PERSONNEL BY 2037



NEW PERSONNEL DEMAND:



COMMERCIAL AVIATION

2,158,000

NEW PERSONNEL

BUSINESS AVIATION

224,000

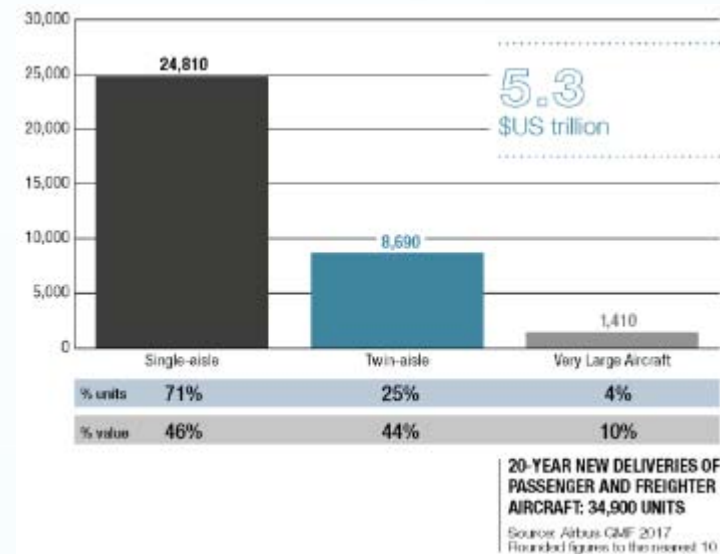
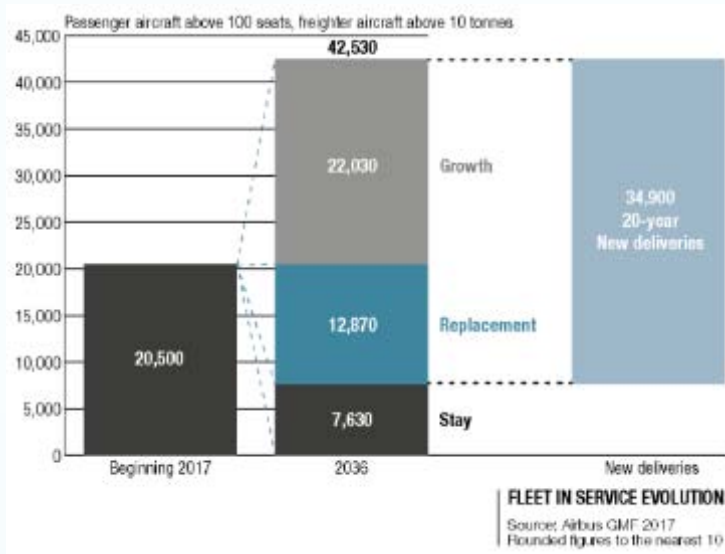
NEW PERSONNEL

CIVIL HELICOPTERS

105,000

NEW PERSONNEL

AIRBUS - AIRCRAFT DELIVERED BY 2036



AIRBUS Predicts Demands by Region as Follows:

EUROPE



AFRICA

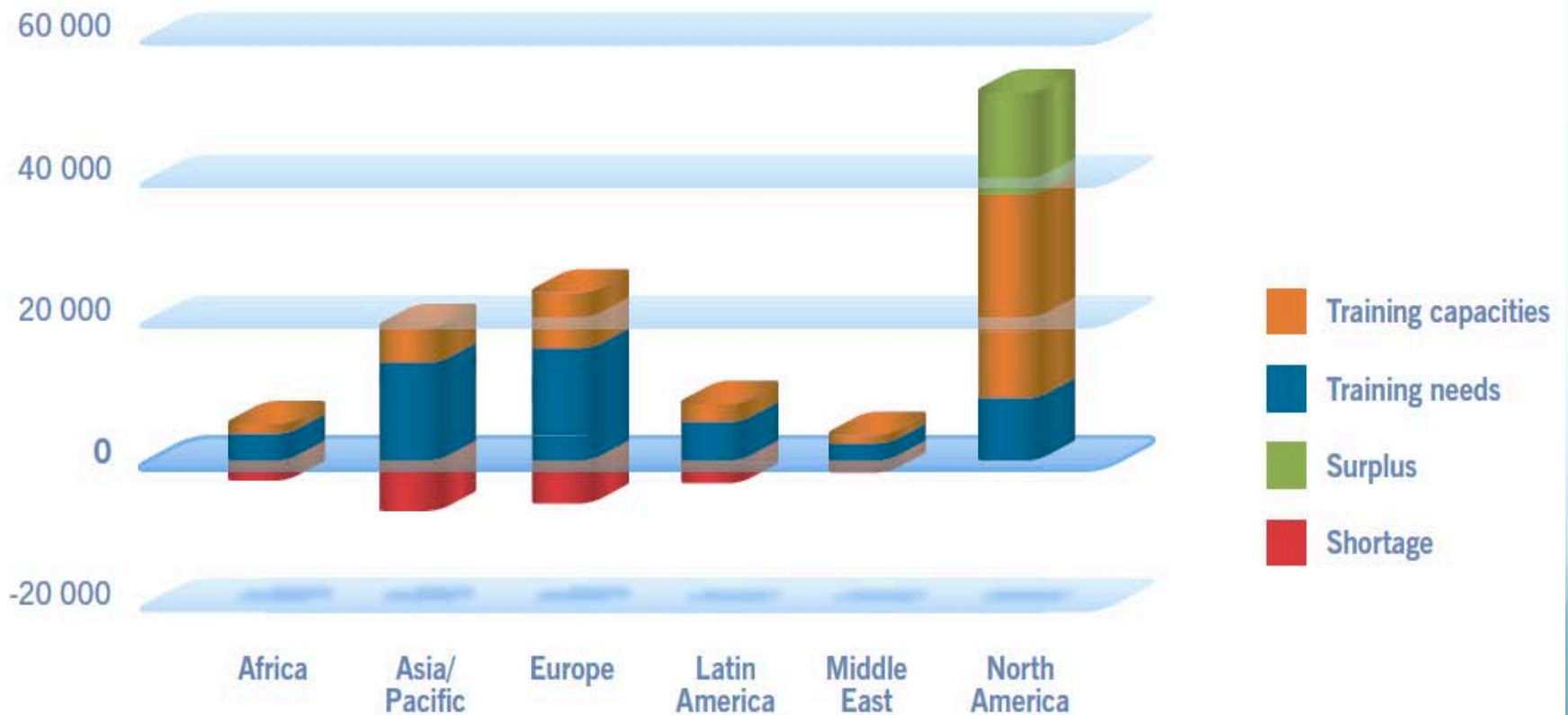


MIDDLE EAST

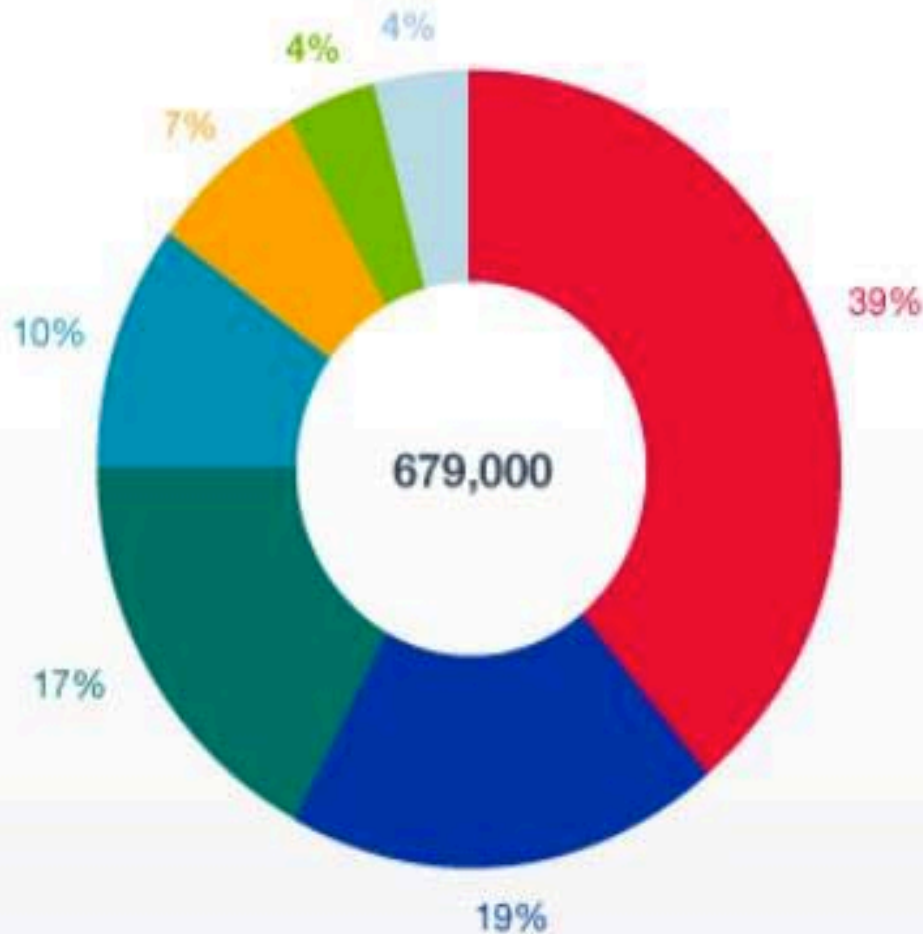


ICAO FORECAST FOR NEW PILOTS' NEEDS

Pilot comparison: 2010–2030



ICAO FORECAST FOR NEW AIRCRAFT MECHANICS NEEDS



● Asia Pacific	268,000
● Europe	127,000
● North America	118,000
● Middle East	66,000
● Latin America	50,000
● CIS	26,000
● Africa	24,000
World Total	679,000

FULL FLIGHT SIMULATORS

- High fidelity professional simulation software based on Original Equipment Manufacturer (OEM) and vendor data.
- Tailored solutions allowing us to choose between a fully incorporated aircraft panel and avionics, or a more extensively simulated equipment suite with a smaller footprint and reduced energy costs.
- Aircraft options editor supporting multiple aircraft configuration options.
- Easy maintenance requiring only IT technicians to maintain.
- Reliability exceeding industry standards.
- Reduced weight and power consumption for lower costs.
- 80 percent less wiring than traditional simulator devices.
- Cuts our maintenance hours by up to 50 percent.
- Minimizes spare parts requirements.



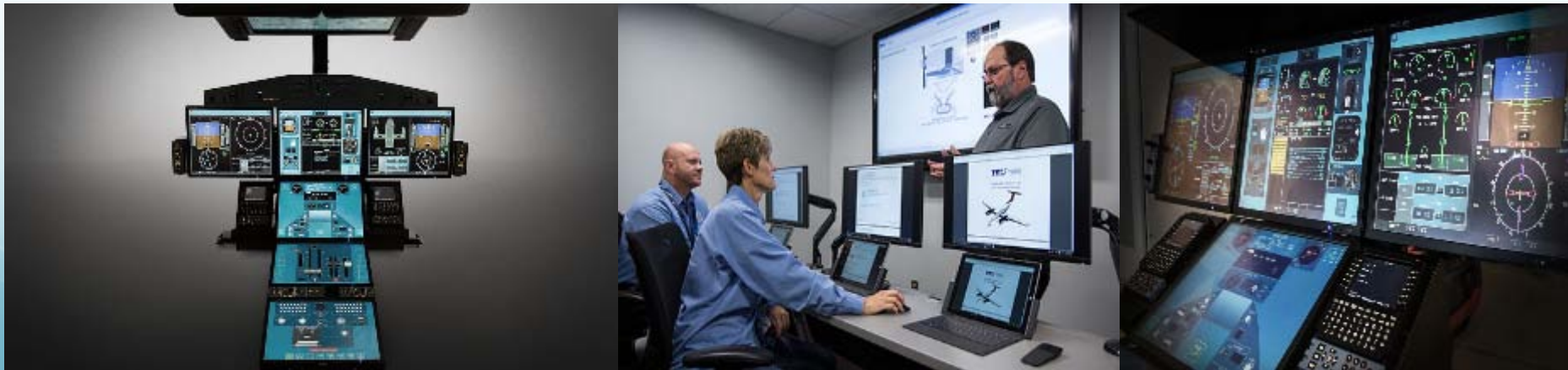
FIXED BASE TRAINING DEVICES

- Instrument rating
- Crew Resource Management (CRM) / Multi-Crew Cooperation (MCC)
- Jet transition / Entry-level training
- Type rating training
- Core, basic, intermediate and advanced phases of Multi-Crew Pilot License (MPL) training



CLASSROOM TRAINERS AND TOOLS

- **Classroom Training:** A team of highly skilled engineers, with experience designing Classroom Instructor Interface Software and Computer Based Training (CBT), develop training courseware delivered via a computer or online.
- **Flat Panel Trainer:** Offers our student pilots a simulated cockpit allowing them to train on normal and abnormal procedures, perfect for procedure training.
- **Desktop Trainer:** Enhance training program with this highly flexible, cost-effective solution.
- **Flight Management System Trainer (FMST):** Provides our student pilots the opportunity to develop and enhance flight management skills, in a simulated, high-fidelity environment.



MAINTENANCE SIMULATION TRAINING

COURSEWARE

- Technological advancements that make dynamic, integrated learning possible for optimal learner performance.
- Courses follow standard principles of learning, keeping our trainees more engaged and motivated.
- Presentation methods that encourage our trainees to discuss and challenge ideas.



VIRTUAL MECHANICS TRAINING



NATO SECURITY SYSTEMS

RAPISCAN SYSTEMS

- ✓ Implement NATO and International Security Regulations and Standards
- ✓ METOR 6E Advance Security / People Screening
- ✓ 920CT Cargo & Baggage & Vehicle Inspection
- ✓ Intrusion Detection Systems and Closed-Circuit Television Systems (CCTV)
- ✓ AS&EZ Portal Vehicle Inspection



RETURN ON INVESTMENT

➤ Financing

▪ Training Aircraft's and Flight Simulations	92.510.000
▪ Facilities / Land	72.000.000
▪ Equipment – Tools – Machineries	22.314.000
▪ Sustainable Alternative Energy	2.500.000
▪ Government License Fees	1.200.000
▪ Security	2.000.000

TOTAL FINANCE €192.524.000

➤ Interest and Repayment Plan

<u>Loan Repayment Plan</u>				
2022	2023	2024	2025	2026
€38.504.800	€38.504.800	€38.504.800	€38.504.800	€38.504.800

➤ **Calculated ROI in 5 Years is 8.30%**

PROJECT TIMETABLE

	DESCRIPTION	TIMEFRAME
Phase 1	A) SIGN CONTRACTS WITH MAYOR OF SITIA B) SIGN ARCHT. / ENGN. / DESG. / ETC. C) SIGN CONTRACTS WITH VENDORS	1 MONTH
Phase 2	A) SURVEYS, ARCHITECTURAL DRAWINGS / MPs / STRUCTURAL / PERMITS, ETC. B) MOBILIZATION	3 MONTHS
Phase 3	CONSTRUCTION	1.5 - 2 YEARS
Phase 4	EASA / CAA / AOC PERMITS	1 MONTH

SITIA, CRETE





FLIGHT ACADEMY & DORMS





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TRAINING CLASSROOMS



AirlineReporter.com



HANGAR MAINTENANCE & PARKING





FLIGHT SIMULATORS



BARON G58



CESSNA SKYLANE



CESSNA SKYHAWK 172S

CITATION M2



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