



FLY ONE

# Skycademy Partner Proposal

The future of regional and light sport aviation



## FlyOnE Skycademy™

The FlyOnE Skycademy flight training brand is revolutionising recreational flight training in Australia.

Partnering with established and experienced flight training schools to blend traditional flight training electric aviation, we are offering syndicate owned trainer aircraft for pay per use access to approved flight training school partners to utilise in the RA-AUS flight training curriculum.

Efficient training methods

Zero emissions

Lower barrier to entry

## Seeking partners

We are currently seeking RA-AUS flight training partners to train the next generation of pilots in electric trainer aircraft.

As more aircraft in the GA section became available, we will expand our partnerships and services into the GA class of aircraft for commercial pilot training and endorsements in these commercial aircraft to ensure availability to qualified pilots for the electric aircraft of the future.

FlyOnE is making available, to approved flight school partners, syndicate owned Pipistrel Alpha Electro trainer aircraft to use pay-per-use with no requirement or commitment to purchase all or part of the aircraft.

The flight school will simply house the aircraft, manage operations, charging and pre flight checks and endeavor to meet and exceed the targeted duty cycle or the asset.

The Syndicate of owners of the aircraft are responsible for the maintenance schedule of the aircraft and associated maintenance costs.

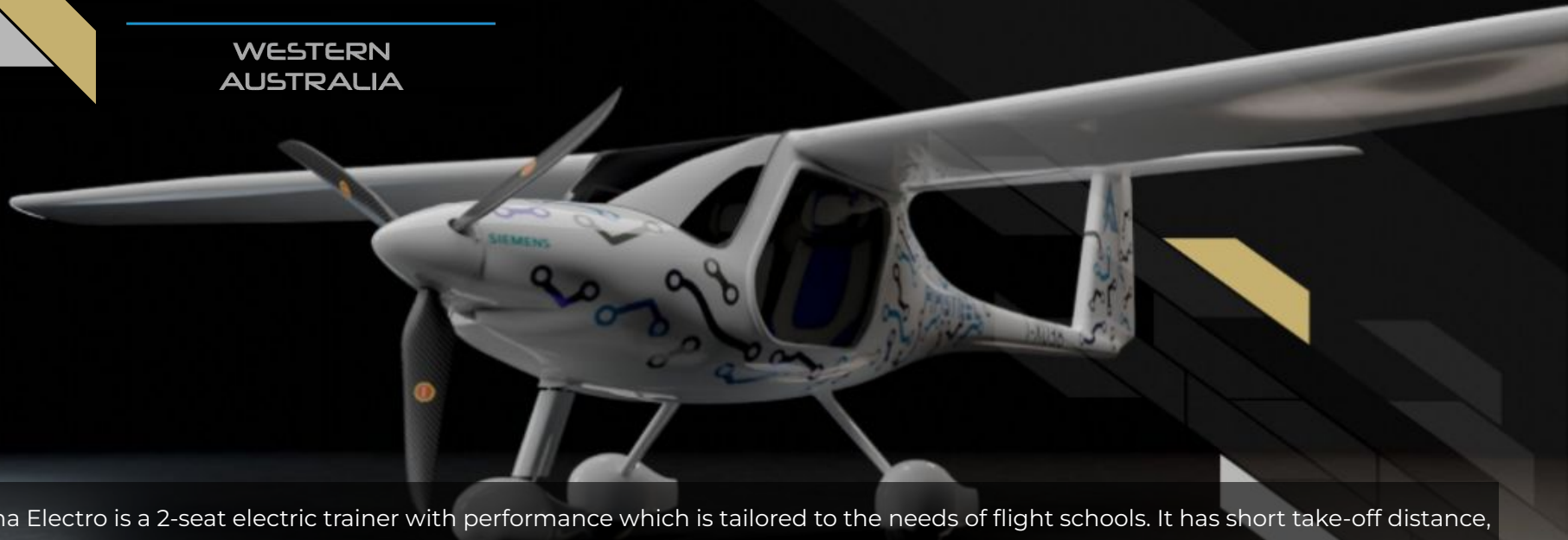






# PIPISTREL

WESTERN  
AUSTRALIA



Alpha Electro is a 2-seat electric trainer with performance which is tailored to the needs of flight schools. It has short take-off distance, powerful 1000+ fpm climb capability and an endurance of one hour plus a 30-minute reserve. The Alpha Electro is optimized for traffic-pattern operations, where up to 13% of energy is recuperated on every approach, increasing operations range and at the same time enabling short-field landings.

With the ever-growing cost of fuel, it is time to rethink pilot training. Our solution is the first practical all-electric trainer. Technologies which we developed in house specially for this aircraft cut the cost of ab-initio pilot training by as much as 70%, making flying more affordable than ever before.

## Commitment levels

To suit flight training operations and varied customer demand at different sites, FlyOnE is making aircraft available to RA-AUS flight training schools in the following capacity.

### Demonstrator level

The School/Airfield/Hangar will adopt a charge node on a 12 week lease term (first term free) for demonstrator purposes and to introduce electric aviation to new students and existing aviators as a Alpha Electro from another Operator (on a Nav flight for instance) or FlyONE demonstration flight is able to visit the site.

### Operator level

The School/Airfield/Hangar will adopt a charge node and a Pipistrel Alpha Electro Aircraft on a 12 week lease term at no upfront cost for flight training purposes and to introduce electric aviation to new students and existing aviators. The aircraft will also need to be made available to FlyOnE clients for pay-per-use recreational hire, with an admin fee for each booking to be payable to the host.

### Syndicate member level

The School/Airfield/Hangar will adopt a charge node and Pipistrel Alpha Electro Aircraft as a part of the syndicate of owners (20-90%) for that aircraft and charger.

The flight school is still billed pay-per-use, but receives dividends as a syndicate member from the proceeds of the aircraft use (after expenses).

## Pricing

### Demonstrator level - Free

The School/Airfield/Hangar will adopt a charge node on a 12 week lease term (first term free), the lease will be reviewed and renegotiated per term. Power consumption is to be billed to FlyOnE at a fair agreed cost per unit. If the charge node is primarily benefiting FlyOnE, the lease term will remain free. If the Charge node has the opportunity to generate pay-per-charge income for the site that exceeds the lease costs, lease costs relevant to the charger will be applied to the lease term.

### Operator level - AUD\$80 per hour

The School/Airfield/Hangar will adopt a charge node and a Pipistrel Alpha Electro Aircraft on a 12 week lease term at no upfront cost for flight pay-per-use amount of AUD\$80 flight training purposes and to introduce electric aviation to new students and existing aviators. Target usage for a supplied Pipistrel Alpha Electro will be an average of 8 hours per week. Failure to meet these targets will result in relocation of the aircraft.

The aircraft will also need to be made available to FlyOnE clients for pay-per-use recreational hire.

### Syndicate member level - AUD\$50K and up

The School/Airfield/Hangar will adopt a charge node and Pipistrel Alpha Electro Aircraft as a part of the syndicate of owners (20-90%) for that aircraft.

The fight school is still billed pay-per-use, but receives dividends as a syndicate member from the proceeds of the aircraft use (after expenses).



## Charger options

1. 5 kW 240V recreational charger  
Charge time 5 hours
2. 10 kW 3 phase Fast Charger  
Charge time 2.5 hours
3. 20 kW 3 phase Fast Charger  
Charge time 1 hour

The charge node hardware itself is in a convenient mobile form factor to be easily maneuvered close to the aircraft on the Apron or in a hangar.

The hardware can be stored in an aerodromes existing facilities near a power source. Each charge node is individually metered, remotely monitored and can detect the registration of the aircraft for automatic billing purposes.



## Terms and Conditions

FlyOnE is operating the Pipistrel Alpha Electro Aircraft on behalf of a syndicate of owners as an aircraft for hire to recreational users and B2B hire for flight school training.

The Operator will agree to be the primary operator of the aircraft with B2B pay-per-use hire for training purposes. In addition, the Operator will house the aircraft in their hangar.

### Charging the Aircraft

The aircraft will be 'refuelled' by a metered charger. ALL Energy consumption will be reported by the charger and charged to FlyOnE at the standard unit price. Power outlet additions to the hangar will be the responsibility of the landlord for that site.

### Leasing the aircraft B2B

The FlyOne target usage for B2B weekly hire of the aircraft by the Operator is 10 x 1 hour B2B training hours per week @\$60ea (billed monthly)

### Leasing the aircraft to recreational users

FlyOne Will lease the aircraft to approved recreational users. These users will be graduates of the flight school or endorsement packages conducted by the Operator and will have direct access to the hangar requiring no handling by The Operators employees with a consideration fee of \$20 per booking.

### Endorsement and training packages

FlyOnE Electric endorsement and flight training packages will be sold to the client at FlyOnE advertised prices, and then conducted by The Operator to be billed to FlyOnE at the agreed pricing. In the case that FlyOnE sells the flight training package, Trainer hours for that student will be billed to FlyOnE by The Operator on the monthly cycle.



## Terms and conditions continued

### Insurance

The Alpha Electro aircraft are insured for the syndicate of owners for protection against fire, theft and other accidental damage in storage, as well as substantial damage in flight to a value of \$225.000.

The Operator will need to ensure it has suitable insurance during operation of the aircraft to be protected against damages sought from the Syndicate insurance company in the event of an incident.

Recreational users will need to apply to access the aircraft to be added to the insurance policy before pay-per-use hire.

### Landing Fees

Landing and airport fees will be billed to FlyOnE and onsold to the Operator when relevant (monthly cycle).

### Trial introductory Flights

FlyOnE will sell/donate trial introductory flights for various amounts to different prospective clients.

The Operator will fulfill these TIF bookings at a cost of approx. \$85 for the trainer/pilot in command with a handling fee of \$15, at a rounded total of \$100 per TIF (approx. 45 min aircraft time and 60 min client engagement time) billed monthly.

### Aircraft availability

FlyOnE Reserves the right to sell or repurpose the aircraft at any time with 4 weeks' notice to Cloud Dancer and all other (client) parties.

### Billing

Billing of services and aircraft operational costs will be settled on a monthly billing cycle.

The Operator will bill FlyOnE monthly for any relevant instructor hours, consideration costs and power usage.

In turn, the Alpha syndicate will bill the Operator for the aircraft usage hours and airport fees incurred during those hours on a monthly cycle.