
BUSINESS PLAN · V1 · APR 2026

Africa, Unlocked. By Gyroplane.

The pan-African gyroplane membership.
Botswana contract. SACAA-compliant operations.
ELA Aviación launch fleet. Black Heron lodges.

EXECUTIVE SUMMARY

One contract. One continent.

SafariSky is a private gyroplane membership for Southern Africa, structured to remove every friction that has historically kept European pilots and gyro owners out of the region: opaque AOC paperwork, SARB currency restrictions, 15% VAT on aviation services, and the patchwork of WhatsApp-only ground handlers and lodge bookings.

Members buy a single annual membership — denominated in EUR, invoiced from Botswana, zero VAT — and receive a wallet of flight hours and lodge nights they spend across a curated set of pan-African circuits.

THE ARCHITECTURE

- SafariSky BW holds the contract, the brand, and the IP for the route circuits. No aircraft. No AOC. No currency risk on member capital.
- FlyJetStream (SA, SACAA AOC holder) operates 100% of the air side. Real hangar at Wonderboom. Real engineers. Real compliance.
- Black Heron Group runs the ground — hospitality, lodge contracts, kitchens, vehicles. The same operating discipline as Wilderness or &Beyond.
- ELA Aviación is the launch OEM. Magni and AutoGyro complete the fleet by Year 2.

THE PROBLEM

Africa is the last frontier — and the hardest to fly.

EU and UK gyroplane owners want Africa. They cannot get to Africa.

- 100+ hours of paperwork to fly an own-aircraft expedition. SARB forms. Temporary import bonds. Provisional CAA letters that can be revoked at the gate.
- Lodges priced in USD with USD wire fees and 15% local VAT.
- No pan-African dispatcher. Each border is its own negotiation.
- OEMs sell the machine, then the customer disappears. No recurring relationship. No place to demo new models. No fleet visibility in Africa.

SafariSky solves all of it with one membership and one operating partner stack.

THE MEMBER

Owners and buyers. Not tourists.

Two cohorts, one membership.

COHORT A — EXISTING GYROPLANE OWNERS

- EU/UK pilots who already own a gyroplane and want to fly Africa without doing it solo.
- Bring-your-own-ship or fly the SafariSky fleet — both routes covered.
- Average net worth €2M+, age 45–65, current PPL(G) or equivalent.

COHORT B — NEXT-GENERATION BUYERS

- Affluent travelers and pilots-in-training who buy their first gyroplane through the SafariSky-ELA pathway.
- Membership includes type rating support and a structured route from buyer to fleet user.

Year 1 cap: 60 Founders x €30k = €1.8M revenue with negative working capital.

OPERATIONS

70% from SA. 100% under AOC.

70% of all SafariSky flights operate from South Africa under FlyJetStream's SACAA AOC. The remaining 30% are positioned via formal cross-border permits handled by the FlyJetStream dispatch desk.

- Wonderboom Airport (FAWB) — primary hangar, base maintenance, founder dispatch.
- Maun (FBMN) — Okavango circuit secondary base.
- Hoedspruit (FAHS) — escarpment + Kruger circuit dispatch.

Liability flows: every flight is on FlyJetStream's AOC. Every lodge night is on Black Heron's ground hospitality contract. SafariSky never carries operational liability.

REVENUE MODEL

EUR-denominated, zero VAT, negative working capital.

YEAR 1 (FY2026)

- 60 Founders × €30,000 membership = €1.8M
- Cost of fulfillment (air + ground + admin): ~€1.05M
- Gross margin: ~42%

YEAR 2 (FY2027)

- 120 members + 3 corporate accounts → €4.2M
- Add Magni + AutoGyro fleet — 8 ships across 4 bases

YEAR 3 (FY2028)

- 240 members, OEM-branded sub-fleets, ELA Eclipse demo program
- Revenue €9.5M, EBITDA 22%

USE OF FUNDS

€500k raise. Deployed to derisk.

- Aircraft deposits — ELA + AutoGyro launch units
- FutureAir tech integration (booking, dispatch, member portal)
- Botswana office substance (legal, accounting, compliance)
- EU sales roadshow — Aero Friedrichshafen, RotorSpot, gyro forums
- CAA legal — pan-African overflight + landing permits

Capital is sequenced against milestones: each tranche is unlocked by a signed LOI from one of the launch partners (ELA, FlyJetStream, Black Heron, FutureAir).

WHY NOW

The window is 18 months.

EU gyroplane segment is growing 3.5% CAGR. ELA Aviación launches the Eclipse in 2026. Magni's M24 Plus comes off the line late 2026. AutoGyro's Cavalon Pro is in pre-order.

There is no operating membership in Africa for any of these aircraft. We can be first — with the AOC, the lodges, and the brand — before anyone else builds the structure.

After 60 Founders, the model is closed. After Year 2, Africa belongs to whoever locked the lodges and the dispatch.

ROADMAP

LOIs first. Then the BP. Then the build.

We are not a startup pitching from a deck. We are gathering signed LOIs from every pillar partner before finalizing the business plan and capital raise.

PHASE 0 — LOIS (Q2 2026)

- ELA Aviación — launch OEM partnership + machine donation
- FlyJetStream — AOC operating agreement
- Black Heron — ground & lodge hospitality MSA
- FutureAir — booking & dispatch tech license
- 3 anchor lodges (Okavango, Mashatu, Bazaruto)

PHASE 1 — FINAL BP & RAISE (Q3 2026)**PHASE 2 — FOUNDER DISPATCH (Q1 2027)**