

# Two Hubs. One Sky. *All of Southern Africa.*

The Pan-African gyroplane membership.

Botswana contract · SACAA AOC via FlyJetStream · ELA Aviación launch fleet

# A gyroplane in Africa is a dream. Without a network, it is a parked asset.

- EU buyers want Africa. They ferry the machine home, scared. No service network, no vetted strip chain.
- Lodges want air access. The strips exist. The pilots, fuel, insurance, permits and crew do not.
- OEMs (ELA, AutoGyro) sell from a static stand. Buyers who feel the rotor over an elephant herd at 400ft sell the next ten.
- No one operates the African layer between machine and lodge. SafariSky is that layer.

# Two hubs. One contract. Every dispatch a paying demo flight.

- Wonderboom (PRY): 25 minutes from JNB. Anchors the western circuits — Kalahari, Okavango, Makgadikgadi.
- Longmere (White River): 20 minutes from KMI / KPI. Anchors the eastern circuits — Kruger, Blyde, Mozambique coast.
- One Botswana contract. EUR-denominated. SACAA AOC operationally via FlyJetStream. Black Heron lodges on the ground.
- Founders pay annually, fly hours, sleep in vetted lodges, never touch a permit form.

# Year 1 Founders Round economics.

**60**

## Founder seats

Capped. €30k each. Year 1 only.

**€1.8M**

## Year 1 revenue

Negative working capital — paid before delivery.

**4**

## Aircraft on AOC

2x ELA-10 Eclipse + 2x ELA-07 Cougar.

**2**

## Operating hubs

Wonderboom + Longmere. ~80% Southern Africa in <90min.

# Three windows opening simultaneously.

- ELA Aviación targeting African market entry — first-mover OEM partner gets co-naming on headline circuit.
- FlyJetStream SACAA AOC live and underutilised at Wonderboom — incremental hours at marginal cost.
- Black Heron lodge group consolidating Kruger / Lowveld assets — exclusive air-access partner slot open.
- EU recreational gyro segment growing 3.5% CAGR. €18M addressable affluent EU/UK pool. Zero African operator competition.
- South African government regional aviation push — strip access politically aligned for credible operators.
- Crypto + post-COVID HNW demand for verifiable, time-bounded experiential ownership at peak.

# Asset-light. Compliance-heavy. Liability-routed.

- Member EUR → SafariSky Botswana (BW Pty). Zero VAT on membership. No SARB exposure.
- BW splits to: FlyJetStream SA (air, holds AOC + flight liability), Black Heron (ground, hospitality liability), FutureAir (tech license).
- SafariSky owns: the contract, the brand, the route IP, the member relationship. Owns no aircraft. Holds no AOC.
- Liability flow stops at the AOC and the lodge — never at SafariSky. Defensible PE position via BW substance + transfer-pricing memo.

# Why two hubs solves catchment + CAA in one move.

- Wonderboom answers JNB-arriving members + the SACAA relationship. Real engineers, real hangar, real spares chain.
- Longmere answers KPI-arriving members + the Lowveld lodges. 20 min from Nelspruit. Hits Kruger, Blyde, Hoedspruit, Eswatini, southern Mozambique inside 90 minutes.
- Catchment doubles. Weather risk halves (one hub almost always flyable). Investor story strengthens: not a single point of failure.
- Members never see the complexity. They see: 'Land KPI 11am, Blyde sundowner 5pm, Cruiser in Kruger by 9.'

# What can break this — and the mitigation.

- CAA exposure → operate under FlyJetStream's existing SACAA AOC. We do not apply for our own.
- Permanent Establishment risk → Botswana office substance + signed transfer-pricing memo + arms-length royalty.
- PTR / ATOL exposure → split invoices: BW for air & coordination, SA OpCo for ground, never bundled as a 'package'.
- Land use → Black Heron holds the lodge leases. SafariSky never the lessee.
- FX → membership EUR-denominated, banked in BW, no SARB conversion risk on member capital.
- Operator concentration → AOC is FlyJetStream's; relationship contractual + diversifiable to second SA partner Yr2.

# Small enough to dominate. Large enough to fund.

- EU/UK affluent gyroplane buyers + adjacent HNW experiential travel: ~€18M addressable, 3.5% CAGR.
- 60 Founders at €30k = €1.8M Yr1. 200 members by Yr3 at €25k recurring = €5M ARR.
- Adjacent revenue: OEM co-investment (ELA + AutoGyro), TV/sponsor (Voetspore + brand placement), filming charters.
- Exit: trade sale to luxury travel group (Singita, Wilderness) or OEM dealership consolidation. 5-7yr horizon.

# Where the €500k goes.

<b>Aircraft deposits</b> ELA-10 Eclipse + AutoGyro Cavalon launch fleet	<b>€180k</b>	<b>36%</b>
<b>FutureAir tech integration</b> White-label hour wallet + dual-hub availability	<b>€90k</b>	<b>18%</b>
<b>Botswana office substance</b> Real desks, real director, transfer-pricing defensible	<b>€60k</b>	<b>12%</b>
<b>EU sales &amp; roadshow</b> Founder seats — 60 x €30k target	<b>€95k</b>	<b>19%</b>
<b>CAA + legal + insurance</b> AOC alignment, BW/SA legal, hull & liability	<b>€75k</b>	<b>15%</b>

*Negative working capital: Founder fees collected before machine arrival. Yr1 rev: €1.8M from 60 seats.*

# Who is already in.

- FlyJetStream (SACAA AOC holder, Wonderboom hangar) — operating partner, signed.
- Black Heron Hospitality — anchor lodge group across Kruger / Lowveld, partner LOI.
- ELA Aviación — launch OEM, MOU stage, 4-unit fleet under negotiation.
- AutoGyro — second OEM track, fleet brief circulated.
- FutureAir — white-label tech (hour wallet, availability), license terms agreed.
- Voetspore (Nico) — TV / brand pillar, proposal in.

€500k.

*60 Founders. One sky.*

Botswana SAFE or convertible. 18-month runway to 60 paid Founders, 4-ship launch fleet operational under FlyJetStream's SACAA AOC, and the first headline circuit (The ELA Okavango) flying.

**Next step: 30-min call.**

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