

THE NEXT LOGISTICS LAYER

Purpose-built autonomous aircraft for time-critical medical cargo between congested roads and crewed aviation.

\$2.0M SEED

Build. Fly. Validate. Convert.

12 MONTHS

Controlled first-flight readiness

24 MONTHS

Paid institutional pilot target

2030

\$20.7M base-case revenue

Critical medical logistics first. Disaster relief and defense support after the core platform is proven.

Founder & CEO: Steve Dixon

01 THE MEDICAL PROBLEM

Urgent cargo is still trapped inside non-urgent infrastructure.

6,100

U.S. hospitals

70%

Community hospitals
system-affiliated

~1,600

Small rural & Critical Access
Hospitals

- Traffic, construction, weather, staffing and handoffs make urgent delivery times unpredictable.
- Small but high-consequence payloads are often too costly for helicopters and too urgent for scheduled distribution.
- Centralized laboratories, blood banks and specialty services increase recurring interfacility movements.
- Rural facilities depend on regional hubs while long road distances and local capacity gaps increase risk.
- Clinical payloads require verified temperature, shock, orientation, security and chain-of-custody records.

AIRCRAFT PROOF-POINTS

FOUNDER EXECUTION

Scorpion XL moved from concept to first flight in approximately 28 days.

ARCHITECTURE

Fixed-wing VTOL with distributed lift, central fuselage and modular payload interfaces.

D1 DEMONSTRATOR

Candidate planning band: 25-100 lb payload and 25-75 nmi mission radius.

P1 MEDICAL PLATFORM

Candidate planning band: 50-200 lb payload and 50-150 nmi mission radius.

MISSION SYSTEM

Medical payload module with condition monitoring, custody logging and customer workflow integration.

CURRENT TRUTH

Phoenix is pre-revenue and has not yet demonstrated the candidate aircraft specifications. The seed case is to convert design intent into controlled evidence.

02 FIRST FLIGHT PLAN

A gated program that releases risk only after evidence.

1

REQUIREMENTS + TRADE STUDIES

Route, payload, energy, propulsion, architecture, regulatory path

2

BENCH + SIMULATION

Component tests, structural proof, software-in-loop, hardware-in-loop

3

INTEGRATED GROUND TEST

Configuration audit, weight & balance, controls, communications, restraint / hover

4

FIRST-FLIGHT REVIEW

Hardware, software, site, crew, approvals, weather, emergency response

5

ENVELOPE + RELIABILITY

Hover, transition, cruise, payload, range, contingency, maintenance growth

SEED-STAGE EXIT

One instrumented demonstrator, validated medical payload workflow, flight and reliability evidence, regulatory credibility, paid-pilot readiness and a financeable P1 package.

24-MONTH MILESTONES

30D

Mission requirements + route-data package

60D

Configuration, propulsion, energy, payload and make/buy trades

90D

MRR / SRR; freeze D1 baseline; release long-lead procurement

180D

PDR + major component bench testing

270D

CDR + integrated aircraft assembly

12M

Ground-test readiness + first-flight review

18M

Initial envelope expansion + reliability growth

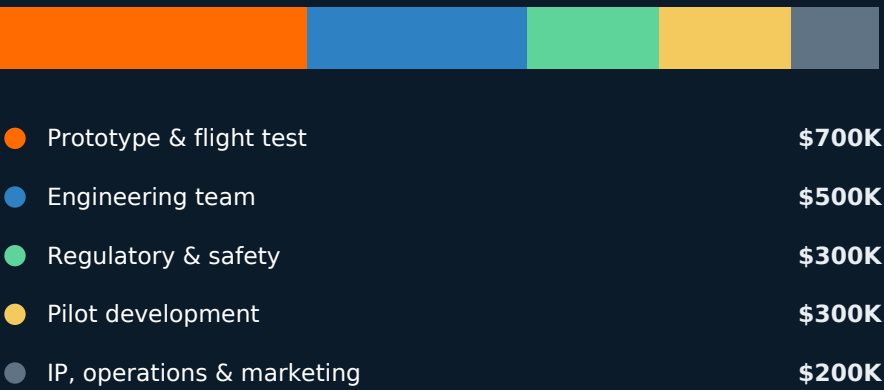
24M

Paid institutional pilot + P1 production decision package

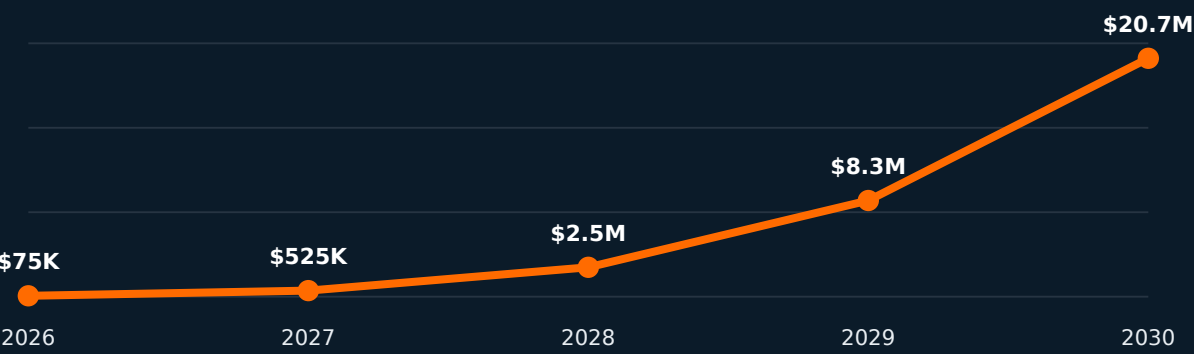
03 CAPITAL TO EVIDENCE TO ECONOMICS

The seed round is milestone capital - not general operating cash.

\$2.0M USE OF FUNDS



BASE MANAGEMENT REVENUE SCENARIO



\$20.7M

REVENUE

\$9.3M

GROSS PROFIT

45%

BLENDED GROSS MARGIN

\$1.32M

ILLUSTRATIVE EBITDA

2030 OPERATING CASE

10 aircraft-equivalent sales

40%-55% mature route gross-margin target

8 managed-route equivalents

\$495K illustrative annual route contract

Positive EBITDA depends on aircraft completion, pilot conversion, production and working-capital financing, operational reliability, and margin discipline