



V A R O N



Disruptive Mobility Infrastructure

Deck

VARON is a New Form of Virtual Mobility Infrastructure that will generate new connections in regions, suburbs and cities.



Our company will provide novel passenger **Transportation Services** by implementing and operating the next generation of aviation, which is electric, ultra-low altitude and highly automated.

Ours is a solution to the pervasive problem of **Lack of Proper Mobility Infrastructure**

Advanced Air Mobility (AAM) is a rapidly developing industry still in its infancy that has the potential to grow significantly in the coming years, particularly in the Americas, which has some of the world's most profound problems arising from lacking proper mobility infrastructure, like world's most congested cities and disconnected regions.

The need for AAM is being driven by population growth, increasing urbanization, traffic congestion, pollution and the need for faster and more cost-effective and efficient transportation options. AAM services will provide significant benefits in terms of reducing emissions. There is significant interest and investment in AAM, and it is likely to continue to grow in the coming years.





# Advantages



Traditional mobility Infrastructures are all physical, with ever increasing costs, burden and highly CAPEX intensive. Ours is virtual, technology based, with ever decreasing costs and OPEX based.

Unlike traditional mobility infrastructures, we do not require to build anything in between; no tracks, bridges, tunnels or roads – we have no associated cost per-mile. We just need to place our vertiports where needed and our aircraft will service between them via predetermined routes, flying through currently unused low altitude airspace, without burdening or interfering with traditional aviation.



# Components



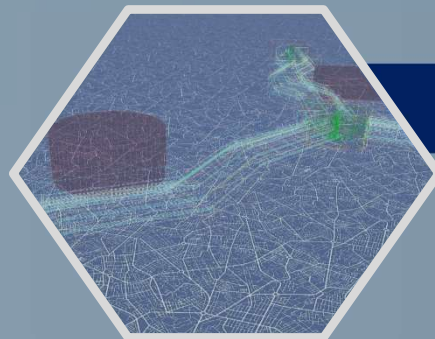
## eVTOL Aircraft Fleets

Next Generation electric vertical take-off and landing aircraft, provided by renowned aviation manufacturers.



## Vertiports

Take-off and landing buildings designed with award-winning architects.



## Airspace Architectures

Virtual lanes connecting our Vertiports, developed with aviation authorities.



VARON runs a wholistic Operation that integrates technologies, procedures, eVTOL aircraft and proprietary vertiports, to provide novel passenger transportation services. The operation consists of three components that VARON has developed: operation of its eVTOL aircraft fleets, its vertiports and airspace architectures.

Partners and providers:





Market of Entry  
Tourism

Medical

Law  
Enforcement  
& Military

Public  
Transport

Logistics

Agriculture

Emergency  
Response

Air Taxis

Markets in pressing need of simple and fast connections

Positive impact on the environment with clean and silent aircraft

B2B format and private-public partnerships (P3's)

Generating socio-economic development and fostering city growth

CONFIDENTIAL – Proprietary Information. Sensitive, Do Not Disclose.

# Markets





# Profit



A study by Morgan Stanley estimates that the AAM urban market could reach \$1.5 trillion by 2040, while a report by Frost & Sullivan predicted that by the same year cumulative consumer demand will translate into the need for 2.5 million AAM aircraft.





# Timeline

We are launching and scaling operations Latin America faster, simpler and at lower cost, with eVTOL aircraft available today and will be mature and robust for when the US market becomes available.



# Minimum Viable Operation (MVO) Location

Selected City: highly touristic city of Cartagena, Colombia



## Advantages:

- ▶ Simplicity • Operations within private properties.
- ▶ Cost • Significantly lower costs.
- ▶ Mature • Advanced stage of implementation.
- ▶ Authority • Established collaboration with Aviation Authority.
- ▶ Open Areas • Land & skies, favorable for operations.
- ▶ Accessible • International sea port & airport.
- ▶ Sea Level • Caribbean coast with favorable weather.

Strategic Partners in Colombia:







# Seed Round Capital Requirement

Capital for the Implementation of our Minimum Viable  
Operation (MVO) in Cartagena, Colombia.

Seed Round  
\$3.5M USD for 20% Equity

Includes:

CAPEX

Flights Kickoff\*  
with initial \$800k

OPEX

for 2 Years  
Launch Period

\*At present, flights cannot carry paying customers due to the nonexistence of regulations. VARON will initiate operations as part of the company's ongoing collaboration process with the Colombian Civil Aviation Authority within a special regulatory framework, seeking valuable knowhow and buildup of data, while pursuing the establishment of a regulation that allows the commercial operation of our MVO.

Revenue streams:

RIDE TICKETS

MERCHANDISING

VISION CENTER VISITORS

Our MVO will operate already  
**Existing and Certified**  
2 passenger eVTOL aircraft







## Valuable Investment Opportunity

High potential for Company Valuation Growth.

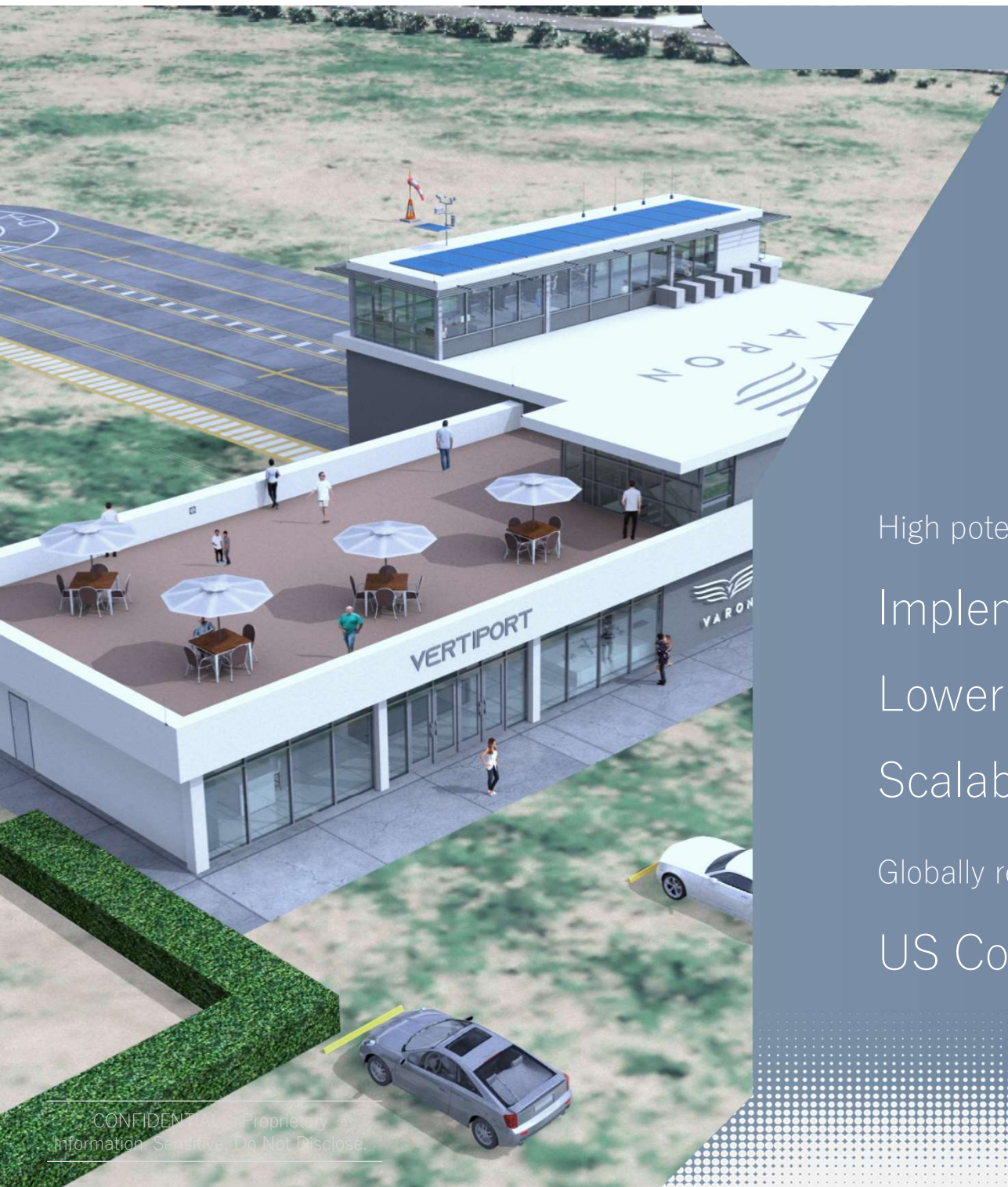
Implementing one of world's first Advanced Air Mobility operations.

Lower Cost, Simpler and Faster in Latin America first.

Scalable business model.

Globally recognized Leader in Advanced Air Mobility.

US Company, incorporated in Delaware.







# The Team



**Felipe Varon**  
Founder & CEO

- Electrical Engineer BS, Finances PGDip, State Contracting Law PGCert, Entrepreneurship at Harvard and Innovation & Technology PGCert at MIT.
- 21 yrs experience in high tech military tech, aeronautics & Unmanned Aerial systems.
- Drone expert and operator, early drone concept inventor & visionary.
- Cert. Urban Mobility, MIT.



**Adriana Varon**  
Co-Founder & CFO

- Economist BS, Finances PGDip.
- 12 yrs experience in international stock markets and portfolio management.
- 11 yrs experience in high tech military tech and international commerce.
- Graduate Certificate in Urban Mobility Disruptions, MIT.



**Mario Rubio**  
Energy

- Economist BS, MA in Regulations.
- 18 yrs experience in grid energy, fuels and gas sectors.
- Business development and regulatory management.
- 2018 President of an Electricity Advisory Committee.
- 2018 Member of a National Operation Council.



**Mario Cruz**  
Data Science

- Business BS.
- Drone Operations, Precision Agriculture, Machine Learning.
- Ex-IT at IBM & Rappi.
- Infrastructure as a service, platform as a service, cognitive solutions, machine learning, image recognition and remote sensing.
- IT & Data Science lecturer at recognized universities.



**Andres Jimenez**  
Concept of Operations

- BS Industrial Engineering, MBA Intl. Business.
- Ex-Amazon, Facebook & Avianca Airline, 7 yrs in Aviation Industry.
- 20 yrs in Operations, Lean & Agile expert, Black Belt & Scrum certified.
- Tech, Big Data, Operations & Supply Chain consultant.
- PE and M&A experience.
- Graduate Certificate in Machine Learning, Modeling & Simulation, MIT.



**Andres Vejarano**  
Corporate Strategy

- Lawyer, Finances PGCert and Entrepreneurship PGCert.
- MBA, IE Spain.
- 13 yrs experience in corporate and commercial law, specialized in legal & capital structure and entrepreneurship public policy.
- Member of Kairos Society and other entrepreneurship organizations.
- Over 250 early-stage startups advised.



**Mauricio Gomez**  
Director of Regulations

- Aeronautical Administrator.
- 30 yrs experience in Air Operations and Aeronautical Logistics.
- Unmanned Aerial System Instructor Pilot.
- Former advisor to Colombian Civil Aviation Authority on drones program, regulation and integration to Colombian Airspace.



**Julio Parra**  
Director of Operations

- Aeronautical Engineer.
- Strong Operational experience with Drones and Unmanned Aerial Systems.
- Specialist in data capture with drones with leading edge technologies and AI.
- Former Colombian Civil Aviation Authority team member for drones integration and regulation.



**Felipe Gomez**  
Director of Safety

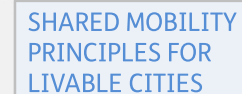
- Airline Transport Pilot.
- Type Rating Instructor (Airbus 320).
- Former VIVA Airline Quality Safety and Security Manager.
- 10 yrs experience in Flight Safety, SMS/ARMS Instructor.
- Aviation Consultant, Safety, Quality, Training and Flight Operations.
- Internal Auditor of Management Systems.



Part of NASA Advanced Air Mobility Workgroups



VARON Aeronautics Legal Task Force for formalities with Colombian Civil Aviation Authority



Signatory of the Shared Mobility Principles



Thank You

Contact us for more detailed information  
about our Seed funding round.

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