

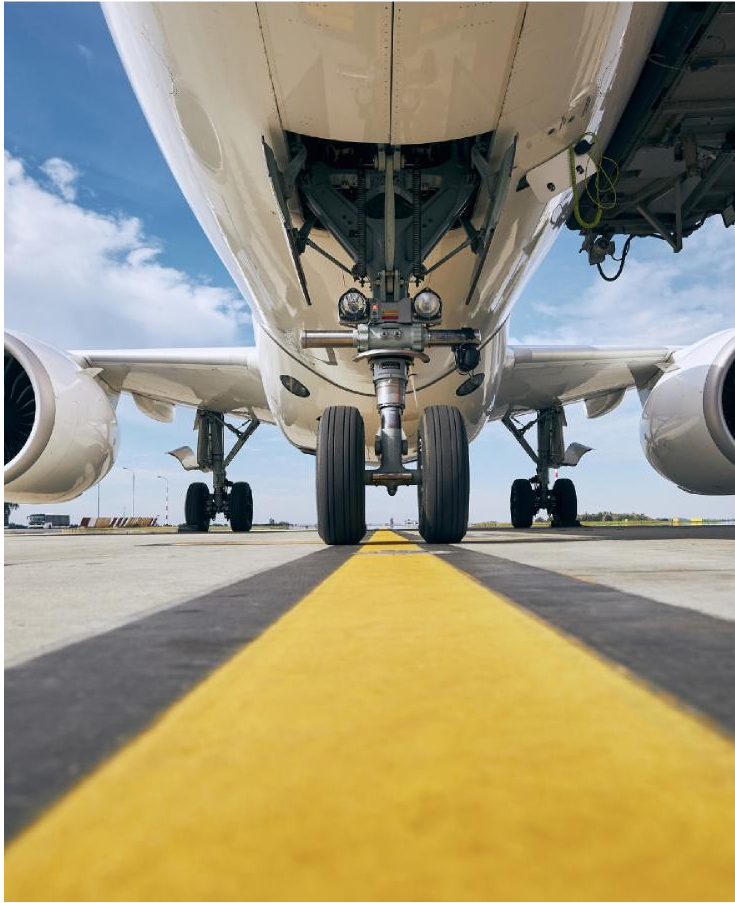


Building the AI procurement infrastructure for the \$50 Billion aviation aftermarket

Investor Presentation

April 2026





Highlights

AIQuote is a new AI SaaS platform that eliminates manual quoting for aircraft parts distributors. We are live, generating revenue, and raising \$2M to scale.

Capital Raise

\$2M

Achievements to Date APR-30-2026

- Launched in Jan 2026, with beta customer generating \$722K+ in additional revenue
- 4 additional contracts signed April 2026
- Pipeline of existing ERP customers ready to convert and 200+ requests for information
- Built and supported by a team with over 20+ years across 3 aviation tech companies and a successful exit (Boeing)

Strategy

- 100+ subscribing customers by Year 2, with a path to minimum \$9M revenue by Year 3.
- Expand current revenue model from SaaS subscription to take-rate on GMV (SkySelect tactic).
- Long-term platform play will move from sell-side automation into purchasing, brokerage, and ERP upsells.

AIQuote created by team with 80 years of aviation experience and a successful exit

Context

Aviation parts procurement is a fragmented, high stakes market that still runs on manual processes.



Aircraft Parts Aftermarket

The complexity creates the opportunity for AI driven automation.

1 How It Works

- Aircraft rely on high-value, reusable components
- Parts are replaced early and resold globally
- Pricing is dynamic and determined at time of demand

2 Why it's Complex

- Procurement requires manual, relationship-based sourcing
- Limited visibility into availability, condition, and pricing
- Each request requires real-time research and decision-making

3 What it Creates

- A distributed network of independent suppliers
- Pricing and sourcing driven by relationships, not systems
- Urgent, time-sensitive requests under uncertainty

AIQuote is an AI agent that performs like an intelligent trained employee – pricing and quoting part for sale

The Problem

Aircraft parts distributors are drowning in manual RFQs, and it's costing them **millions**.



Lost Revenue

Most RFQs go unanswered. Slow response times mean lost sales.



Pricing Errors

Inconsistent, inaccurate pricing. Erodes margins and loses deals.



Wasted Labor

Manual RFQ processing consumes hours of valuable sales time.

Average Distributor

600

Parts per day attract RFQs

80+

Hours of quoting labor per day

Millions

In missed revenue opportunities annually

Solution

AIQuote is a new SaaS platform that automates the entire quoting process for sellers in seconds, from incoming RFQs to outgoing quotes.



Autonomous RFQ processing powered by LLM, machine learning, and proprietary algorithms

Step 1:

Receive

Automatically imports and parses incoming RFQs from any source, no manual data entry required.

Step 2:

Price

Calculates the optimal price using connected APIs, internal history, OEM pricing, government contracts, and live market data.

Step 3:

Quote / Prioritize

High-confidence quotes are sent instantly. Those needing human review are prioritized based on highest-value opportunities.

Why Now

Aircraft supply constraints and rising fleet age are driving a sustained surge in aftermarket parts demand.



MROs can thrive in a capacity-constrained market, as extended operation of aging aircraft boosts demand for retrofits, modifications, and installation of margin-accretive spare parts.



- McKinsey

- ▶ Airbus SAS expects that passenger fleets will double from 21K aircraft in 2019 to 45K by 2035.
- ▶ The global commercial fleet age has risen to 15 years, versus 13 years pre-2020.
- ▶ The U.S. military fleet age is almost 40 years on average. Aging aircraft demand more parts.

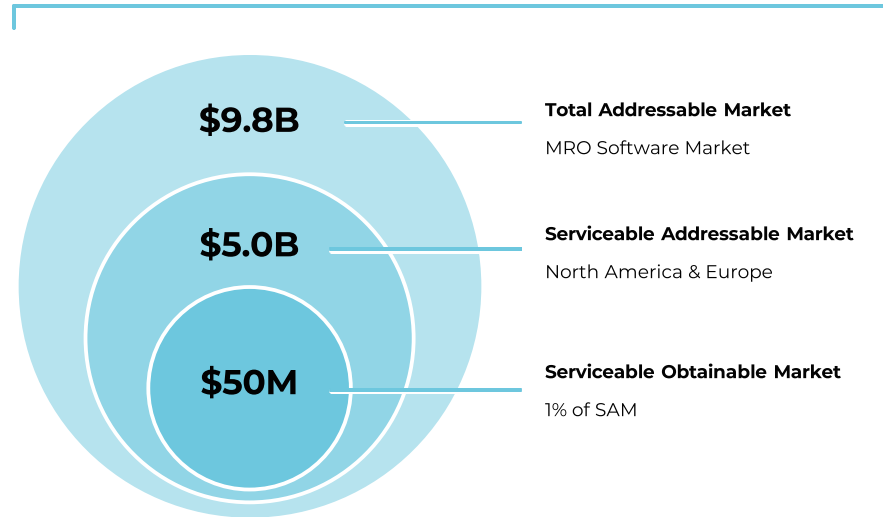
1. <https://www.fortunebusinessinsights.com/aircraft-aftermarket-parts-market-1054512>
2. <https://www.iata.org/contentassets/85b59d951fc04c1c83fa2aab47824300/reviving-the-commercial-aircraft-supply-chain.pdf>
3. <https://www.iata.org/en/iata-repository/publications/economic-reports/the-global-commercial-aircraft-fleet/>
4. <https://www.mckinsey.com/~media/mckinsey/industries/travel/our%20insights/the%20state%20of%20aviation%202025/the-state-of-aviation-2025-vf.pdf>



Market Opportunity

By 2031

The MRO software market is rapidly expanding, creating a compelling opportunity to capture meaningful share.



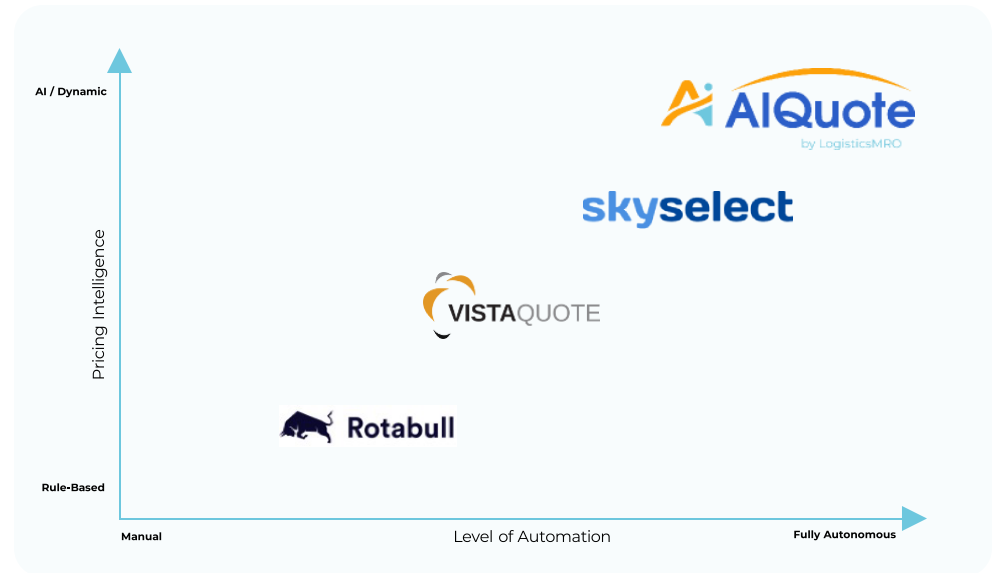
Competitive Landscape

We are the only platform that embeds AI-driven pricing intelligence directly within MRO ERP workflows to enable autonomous quoting.



Full AI-powered quoting, dynamic pricing, self-learning, and native MRO ERP.

- **Rotabull:** RFQ aggregation & rule-based auto quoting with no AI pricing.
- **VistaQuote:** Workflow automation and static rule-based pricing requiring manual confirmations.
- **SkySelect:** Buyer-focused procurement platform with limited seller-side intelligence and no automatic parsing. Requires suppliers to log in to quote.



Traction

AIQuote is generating revenue and building a pipeline, with proven results from our first beta customer.



Beta Customers

First Customer:

\$722K

Additional Revenue

Second Customer:

Apr. 2026

Onboarding



Pipeline

Existing ERP
customers through:

LogisticsMRO

From two trade shows:

200+

Qualified Prospects

April new contracts:

3+

New customers signed up



Performance

Per Week:

7.5K

Quote Lines

Sales Increase:

~ 10%

(Beta Customer)

Who We Serve

We deliver automated, revenue-optimizing pricing for aviation parts sellers operating at scale.

Target Customers

Primary Customers

- Parts distributors
- MRO providers (soon)
- Aviation brokers & repair stations (soon)
- Airlines (future)

Customer Profile

- High RFQ volume
- Manual or rule-based quoting today
- Managing large, dynamic inventory

Value Proposition

Why AIQuote Matters

- Faster quote turnaround
- Higher win rates
- Improved pricing accuracy

Business Impact

- Increased revenue per quote
- Reduced manual workload
- Scalable quoting without additional headcount





Why We Win

We win through superior technology, domain expertise, and measurable revenue impact.

80 years of experience in aviation parts procurement

1 AI Pricing Engine

Replaces manual pricing with self-learning decision processes that optimize every quote for margin and win rate.

2 Embedded In ERP

Operates directly within existing MRO systems, enabling full adoption at scale.

3 Built For Aviation

Purpose-built from decades of MRO and aviation tech experience.

4 Data Network Effect

Every RFQ, quote, and outcome strengthens the pricing model, compounding accuracy and performance over time.

5 Proven Impact

Delivers measurable financial results, including a \$722k revenue increase for the first pilot customer.

Business Model

AIQuote combines recurring SaaS revenue with a clear path to capturing future transaction value.

Initial Revenue Model

- Subscription pricing at ~\$3k/month per small/medium size customer
- Onboarding fees for new customers
- Additional fees for high volume usage

Expanded Model

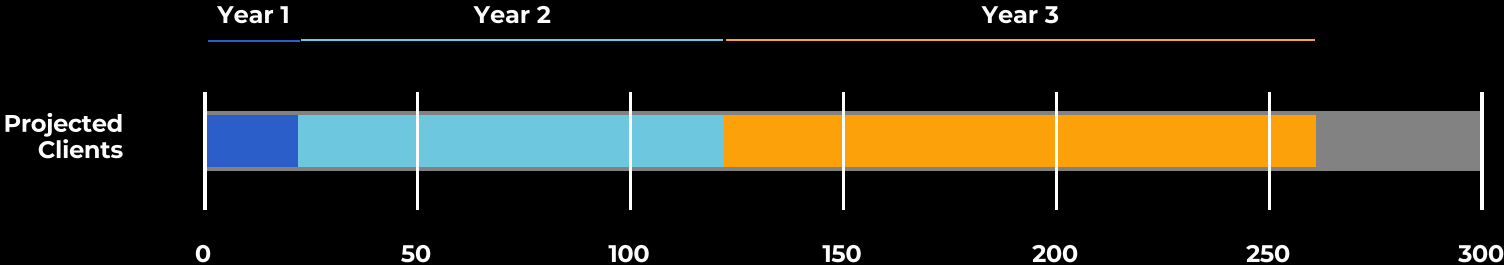
- Continued subscription pricing
- **Take rate of 2-5% on Gross Merchandise Value (GMV) – similar to SkySelect**
- Additional customers added such as aviation brokers, MROs, airlines

75-80%

Gross margin
by Year 3

250+

Subscription customers
by Year 3



Growth Trajectory

We will expand from aftermarket distributors to additional sellers as well as the buy-side, followed by scaling our ERP platform across the broader aviation market.

- Match SkySelect on the selling side for parts distributors



- Expansion to brokers, airlines
- Introduce take rate revenue stream
- Start competing with SkySelect on purchasing side



- Expand purchasing business
- Upsell LogisticsMRO ERP to commercial customers
- Initiate ERP DoW sales



Go-To-Market Strategy

We will leverage an embedded customer base and scale into a global, multi-product revenue platform.



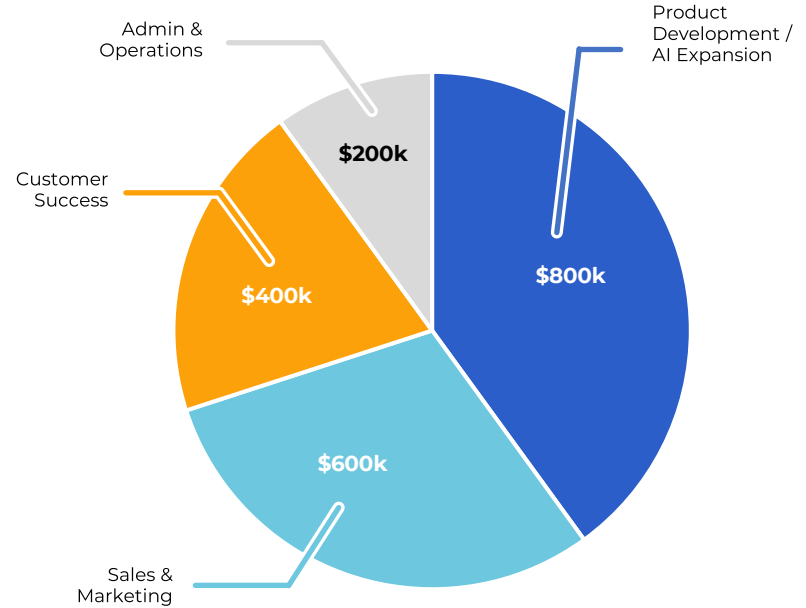
Uses Of Capital

This raise funds the next phase of growth: scaling our platform, accelerating customer acquisition, and creating new revenue streams.

Capital Raise **\$2M**

Breakeven Expected Within 2 Years

- Product Development / AI Expansion: \$800K
- Sales & Marketing: \$600K
- Customer Success: \$400K
- Admin & Operations: \$200K



Financial Projections

Early adoption compounds into high-margin growth as monetization deepens over time.

Revenue Strategy

- Revenue starts with monthly SaaS subscriptions.
- Evolves to include a percentage of transaction volume.
- Significant gross margins due to high level of automation.

	Year 1	Year 2	Year 3
SaaS Revenue	\$ 247,572	\$ 1,597,863	\$ 4,334,969
Sales AI GMV Revenues	\$ -	\$ 422,229	\$ 4,326,456
Setup Fees	\$ 37,136	\$ 239,679	\$ 650,245
Total Revenue	\$ 284,707	\$ 2,259,771	\$ 9,311,670
SaaS Direct Costs	\$ 37,136	\$ 239,679	\$ 650,245
Other Costs	\$ -	\$ -	\$ -
Customer Success	\$ 180,900	\$ 554,400	\$ 1,295,475
Total COGS	\$ 218,036	\$ 794,079	\$ 1,945,720
Gross Margin	\$ 66,672	\$ 1,465,691	\$ 7,365,950
		65%	79%
Sales & Marketing	\$ 494,550	\$ 1,157,276	\$ 1,874,787
R&D Costs	\$ 239,325	\$ 587,650	\$ 880,650
General & Administrative	\$ 432,900	\$ 640,100	\$ 642,600
Total OpEx	\$ 1,166,775	\$ 2,385,026	\$ 3,398,037
EBITDA	\$ (1,100,104)	\$ (919,335)	\$ 3,967,913
		-41%	43%

Team

AIQuote is built by the team behind Boeing's MRO software, with a successful exit and decades of shared aviation and defense experience.



Miguel Foncerrada

CEO

[LinkedIn](#)

- Founder LogisticsMRO (Operational)
- Founder IBA - Sold to ILSmart (Boeing)
- Director ILSmart - A Boeing Company
- Director WPDS - Now a Boeing Company
- President TFD Group - Sold to A.S.I.



Kurt W. Lindberg

CTO

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- Founder LogisticsMRO (Operational)
- Founder IBA - Sold to ILSmart (Boeing)
- Manager US State Department
- Technical Director WPDS - Now a Boeing Company
- Architect of GOLD - now Boeing's GOLDesp MRO software



Terry Lubenow

Board Member

[LinkedIn](#)

- Founder/Investor - LogisticsMRO
- Investor in Raptor - Sold to Maximo (IBM)
- IBA - Sold to ILSmart (Boeing)
- VP Sales WPDS - GOLD Software



Brigita Rasy

Board Member

[LinkedIn](#)

- Board Member & CMO - Terabase Corp.
- Director of Sales - IHS Markit
- Haystack Product Manager - Ziff-Davis Corp.
- Sr. Director Government - ILSmart.com



Thank You!

For more information on this investment opportunity, please contact:

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