



Member of the **IBG** family



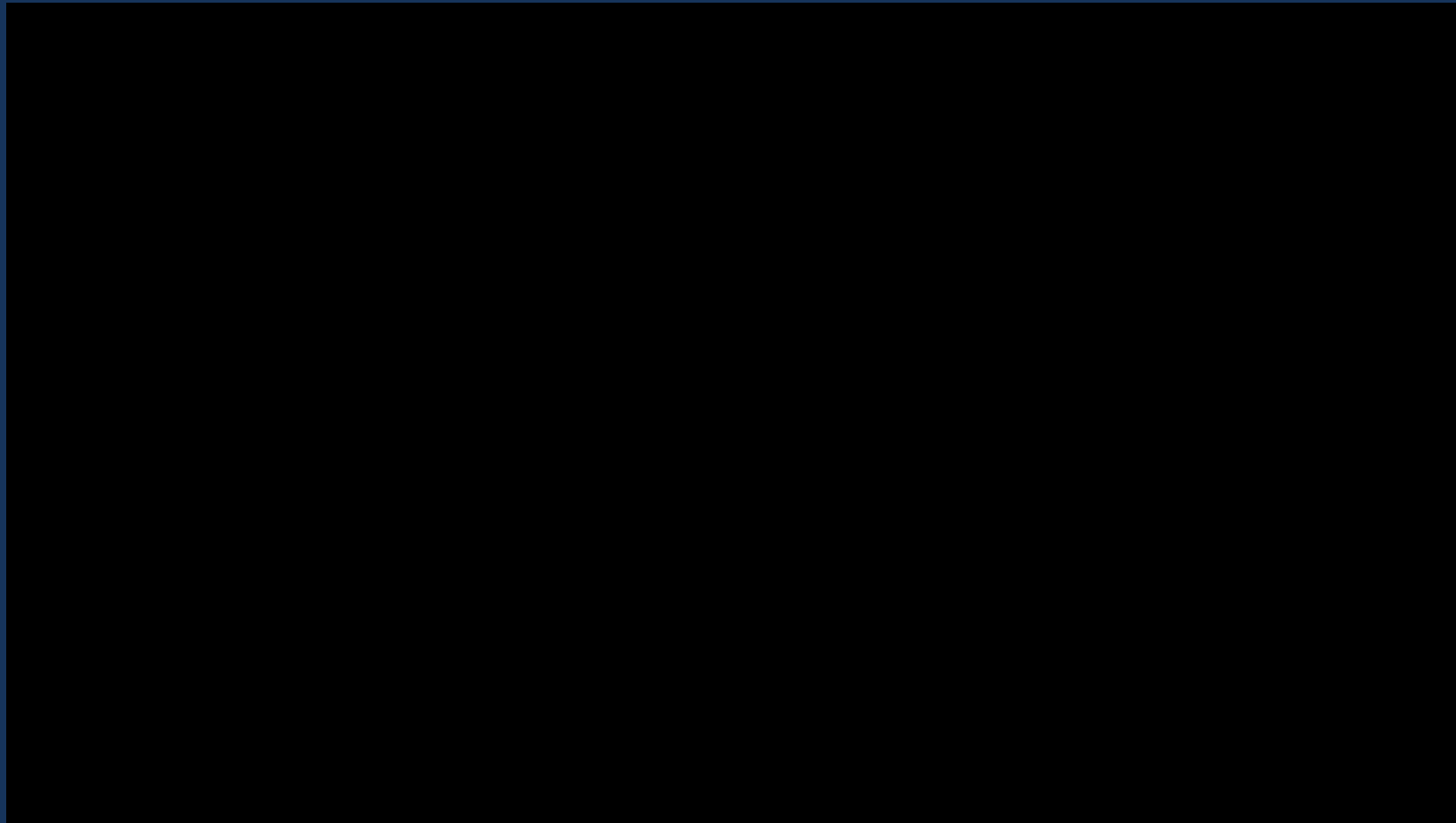
The importance of Cost Effective Vertiports

by Kim Silander

2023-09-07

CONNECTED AVIATION INTELLIGENCE

In a not so distant future...



**“Europe will need one
vertiport/drone landing site
per 3,000 urban residents
by 2036”**

— The European Demand and Capacity Optimisation for
U-space programme (DACUS project) Report

Because it should be affordable to fly Air Tais or use AAM drone services

COST EFFECTIVE INFRASTRUCTURE FOR AAM



Inspired by:

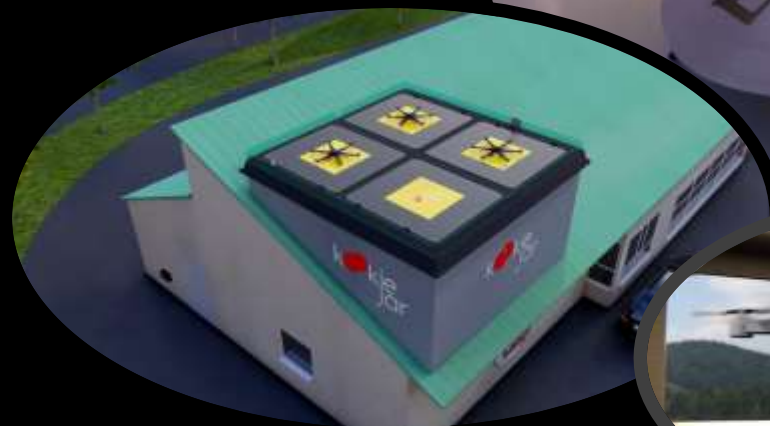


We meet today's needs and challenges but need to be ready for tomorrow's...

Let's be prepared for the Future demand with standards...

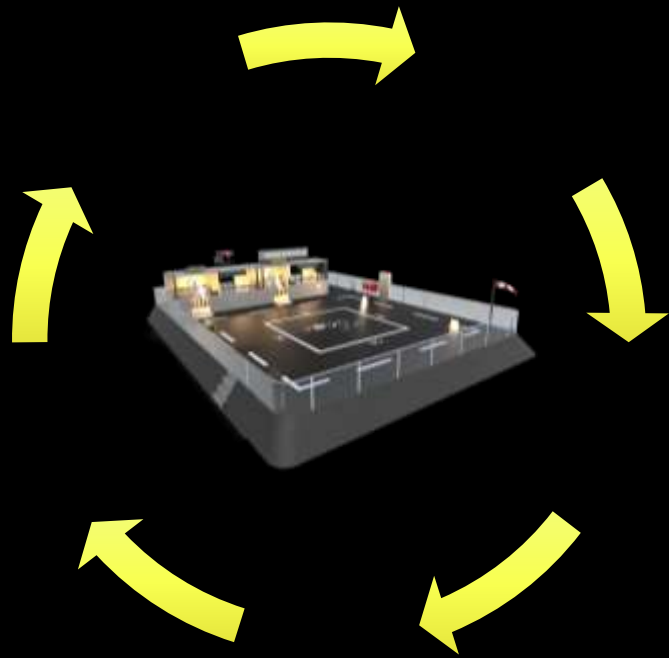


The next step is a full-scale rulemaking task (RMT.230) during which EASA will develop the full spectrum of regulatory requirements to ensure safe vertiport operations. These will include not only detailed design specifications, but also requirements for authorities to oversee vertiport operations as well as organisational and operational requirements for vertiport operators. (EASA)

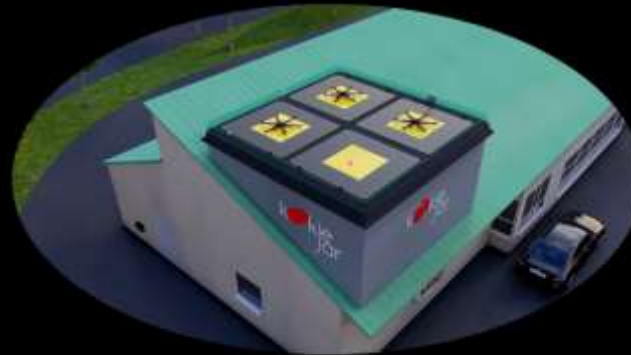


kokie jar

FlyThrough™ a societal hub



kokie jar



The Why of KookieJar

From

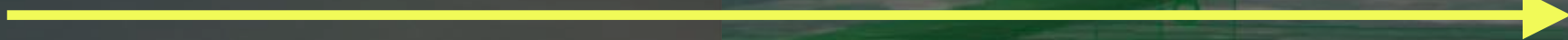
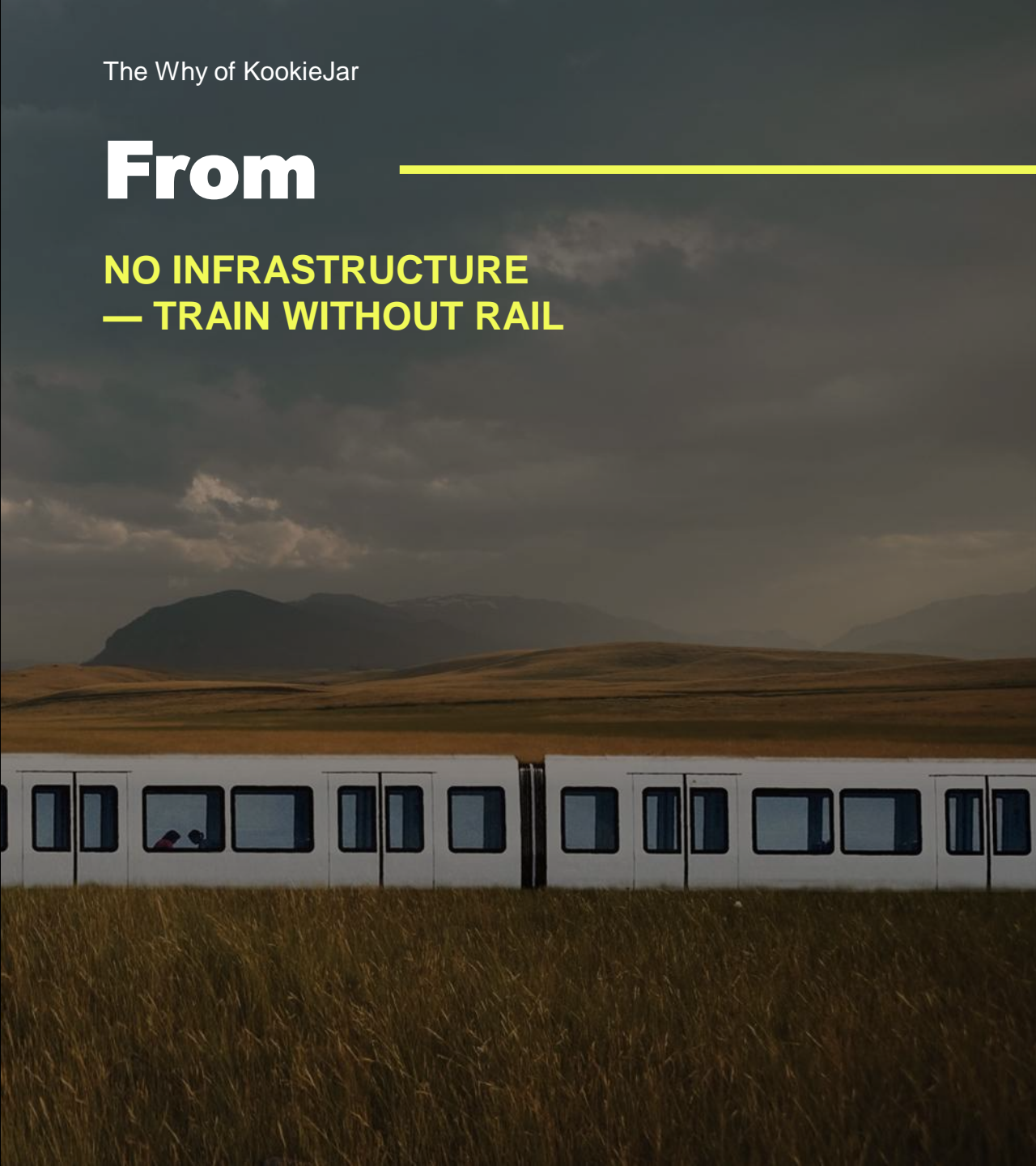
**NO INFRASTRUCTURE
— TRAIN WITHOUT RAIL**

kookie
jar



From

**NO INFRASTRUCTURE
— TRAIN WITHOUT RAIL**



To

**FULL INFRASTRUCTURE
— MODERN AIR ROADS**



Our industry is working towards the same goal...

Democratizing flying means access and proximity to cost effective services.



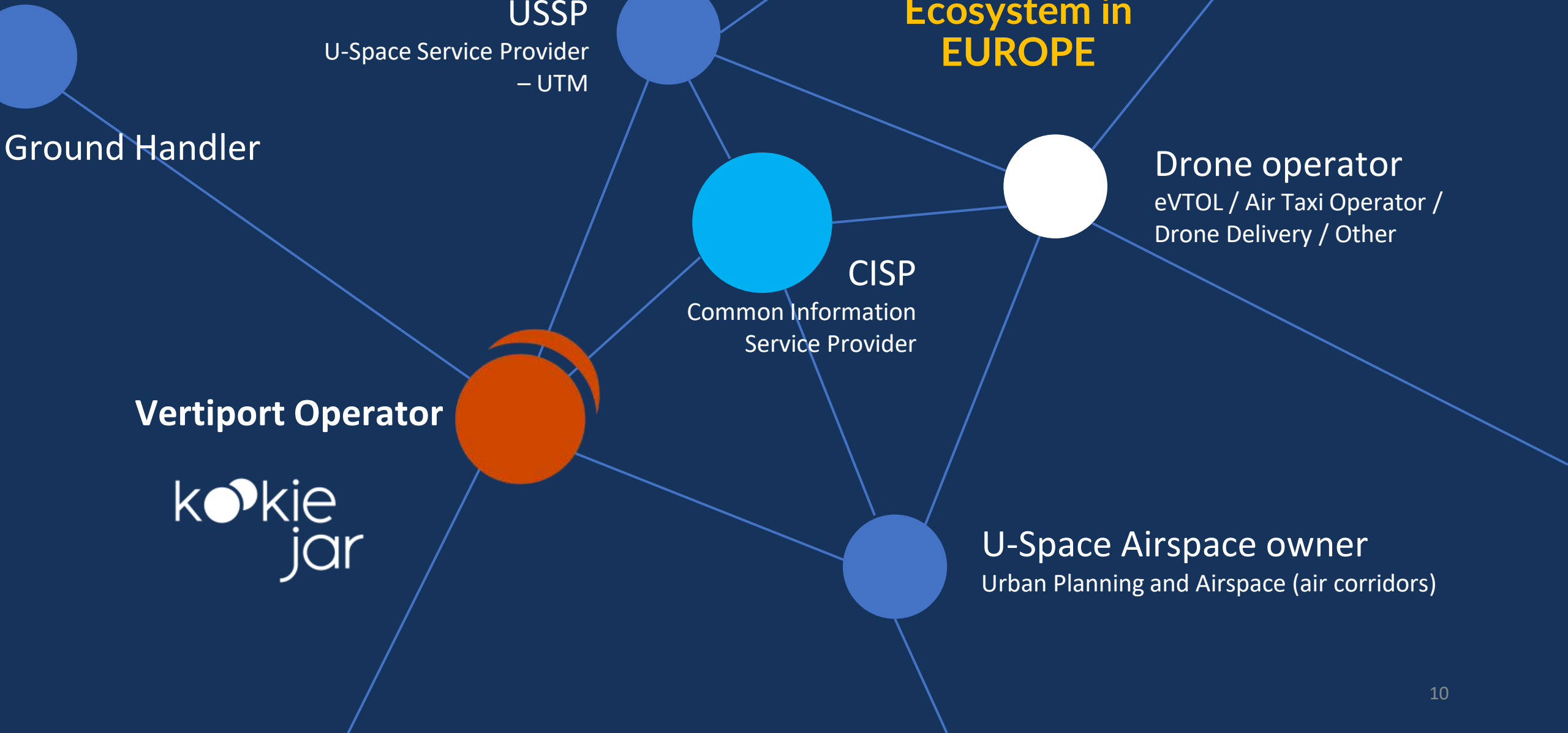
Vision without action is merely a dream. Action without vision just passes the time. Vision with action can change the world.”

- Joel A. Barker

We’re going to launch at around US\$3 dollars per passenger mile which is on par with Uber Black (luxury car with professional driver) prices and then, over time, be able to scale that with the system down to be cheaper and eventually on par with surface transportation.”

- Max Fenkell, Policy and Government Affairs Lead for Joby Aviation

The Air Mobility Ecosystem in EUROPE



Ground Handler

USSP
U-Space Service Provider
– UTM

CISP
Common Information
Service Provider

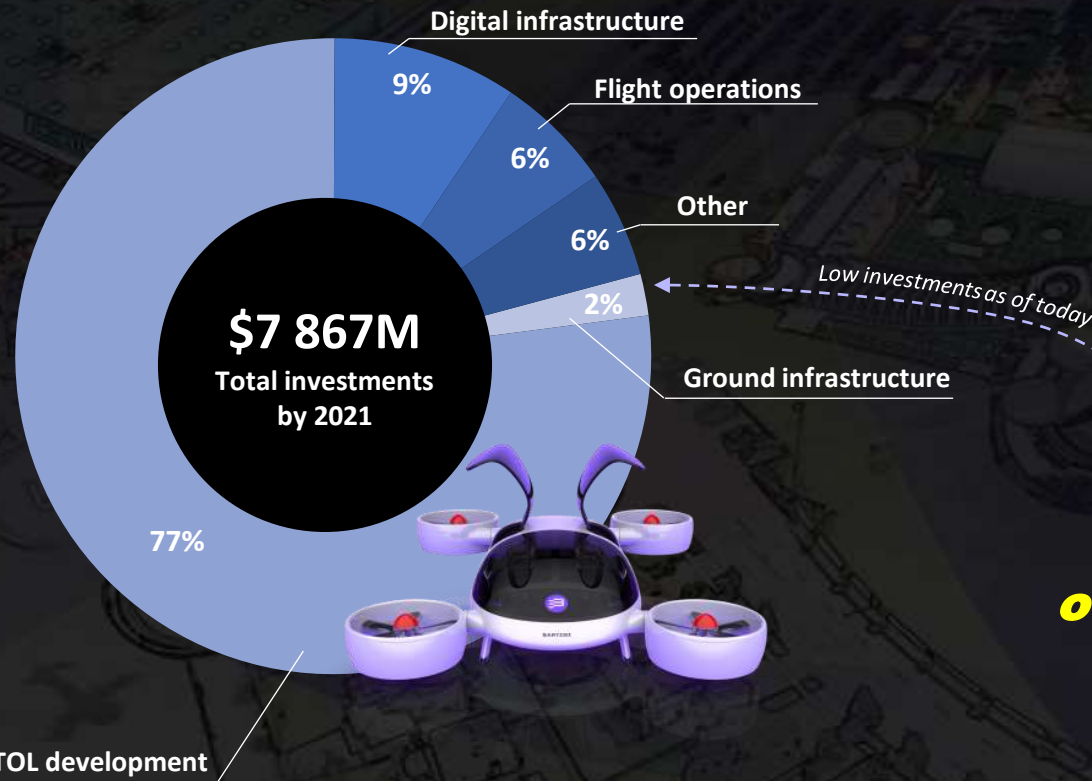
Drone operator
eVTOL / Air Taxi Operator /
Drone Delivery / Other

Vertiport Operator

U-Space Airspace owner
Urban Planning and Airspace (air corridors)

Their success depends on us...

ADVANCED AIR MOBILITY INVESTMENT



If we compare AAM with the car industry the AAM market has the cars but not the roads or service points – **Kookiejar is the solution**

“We have found a huge and overlooked opportunity in an emerging **billion-dollar industry**”



Disruptive industries need new thinking

RETHINK...



LIMITED
THROUGHPUT &
TAILOR MADE

**“No Vertiport provider
exist with a scalable
business model”**

EXPENSIVE

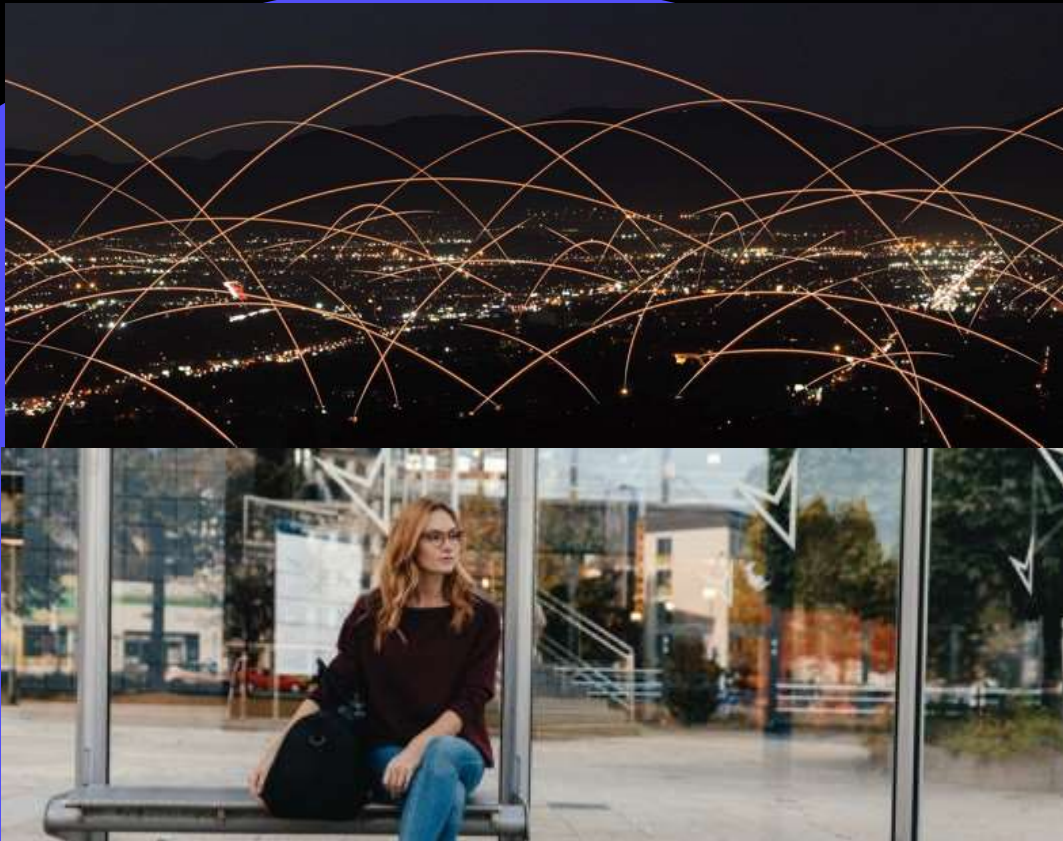


HOW WE THINK...

Access for everyone



More like bus stops



Not NEW expensive airports



Vertiport as a Service



Vertiport as a Service

A rental fee for the vertiport facility to Property/Business Owner

- EASA/FAA/Local regulator certified Vertiport
 - Optional infra. (E.g. Terminal building & Charging)
 - Optional Airspace Design
- Maintenance and Operations of platform
- Indemnity flight ops. liabilities
- No need for air certifications

Existing revenue verticals:

1. Fuel / Electric
2. Spare parts, oils etc
3. KIOSK / Food & beverage
4. Car cleaning and washing
5. Car rental
6. Ground logistics delivery point
6. Car garage (serving cars etc)



New revenue/verticals streams:

1. Fueling/Charging Drones/eVTOL (batteries, hydrogen)
3. MRO, De-Icing etc of drones/eVTOL
4. Cleaning and washing drones/eVTOL
5. Parking (Standby) fee for drones/eVTOLS
6. Sales point for 3rd parties
6. Air Logistics delivery point
7. Last-Mile Handout services

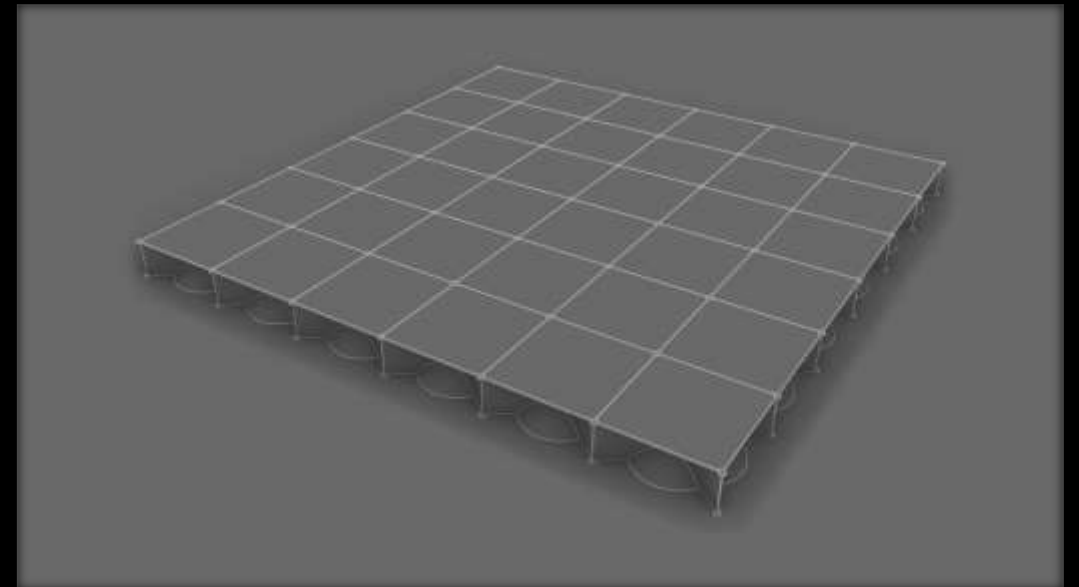
COOB CONCEPT

“Certification out of the Box”

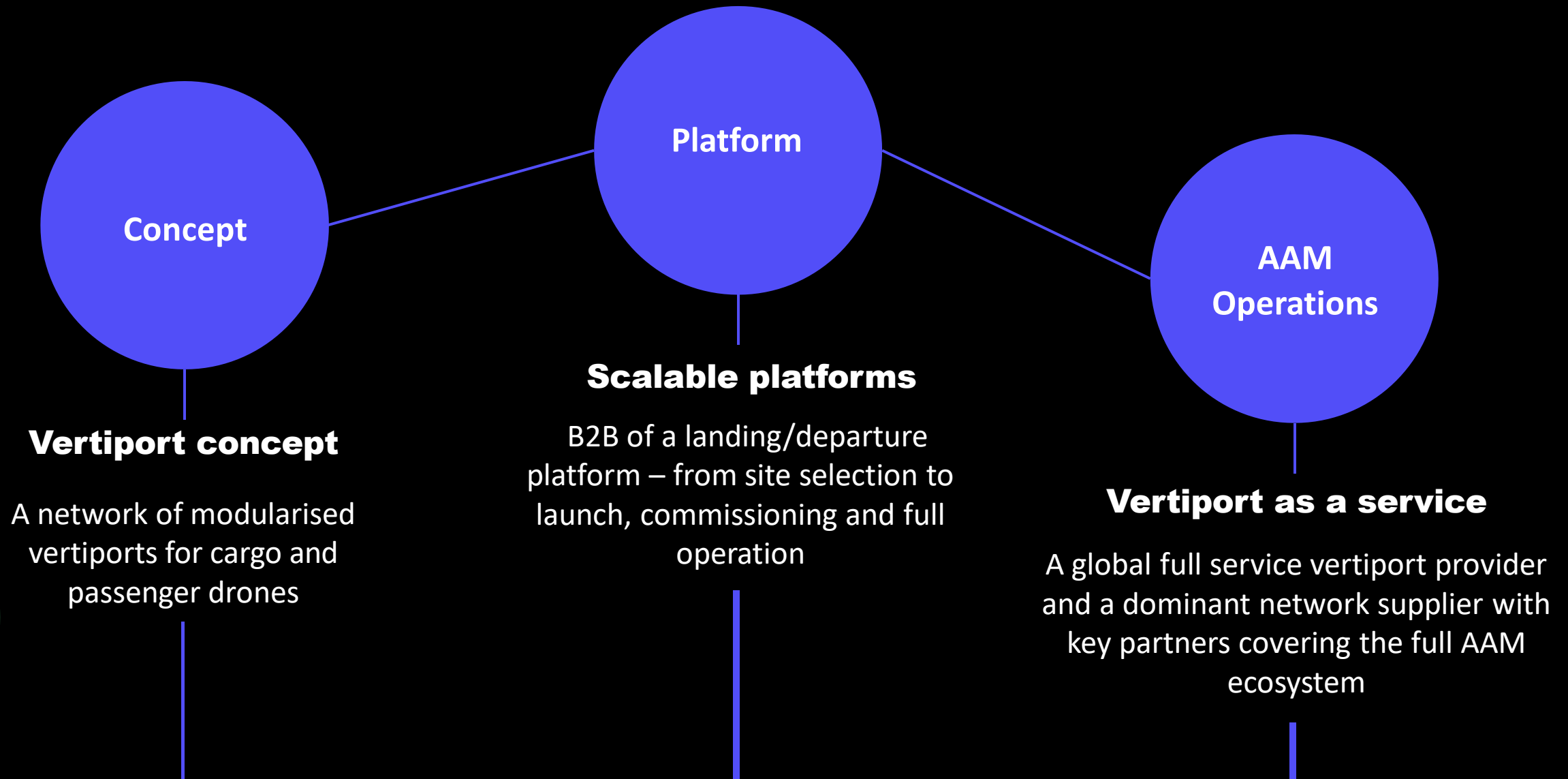


Thanks to:

- ✓ **Stilfold modular design**
- ✓ **our standardised approach to supply chain partners**
- ✓ **Certified partners and operators**



B2B - What KookieJar provides





Infrastructure

KookieJar is providing a large vertiport network to enable electrical Vertical Take-Off and Landing (eVTOL) air taxis and cargo deliveries to operate safely, sustainably and efficiently.



Scalability

Modular and scalable platforms with capacity to manage take-off and landing increasing throughput by a factor of 3 – with a scalable business model that enables global roll-out.



Expertise & JV

We have a trained and selected network of partners. Industrial Partnerships with global leaders such as IBG, SAAB and ERICSSON

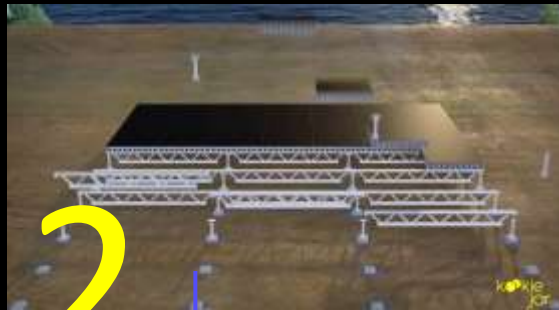
VERTIPORT DELIVERY IN 4 STEPS



1

Shipping

The vertiport ships in a 30ft standard container.
Limited space required to deploy the vertiport.
Basic base considerations are required for its deployment.



2

Assembly

The vertiport is assembled in an IKEA fashion
The platform is deployed on top of a proprietary structure design
No aeronautics knowledge is required



3

Deployment

The fences, basic protection and supporting systems are deployed.
At this stage technical expertise is required to calibrate and diagnose the supporting systems, such as positioning and weather.



4

Diagnosis

The system is light up, diagnostic test are launched to check all the critical and supporting systems
The vertiport is ready to be used for operations.

Because there is no Planet B



Cost efficiency leads to sustainability



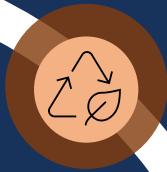
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Brings value – Several dimensions



· Environment
Reduced Co2-emissions



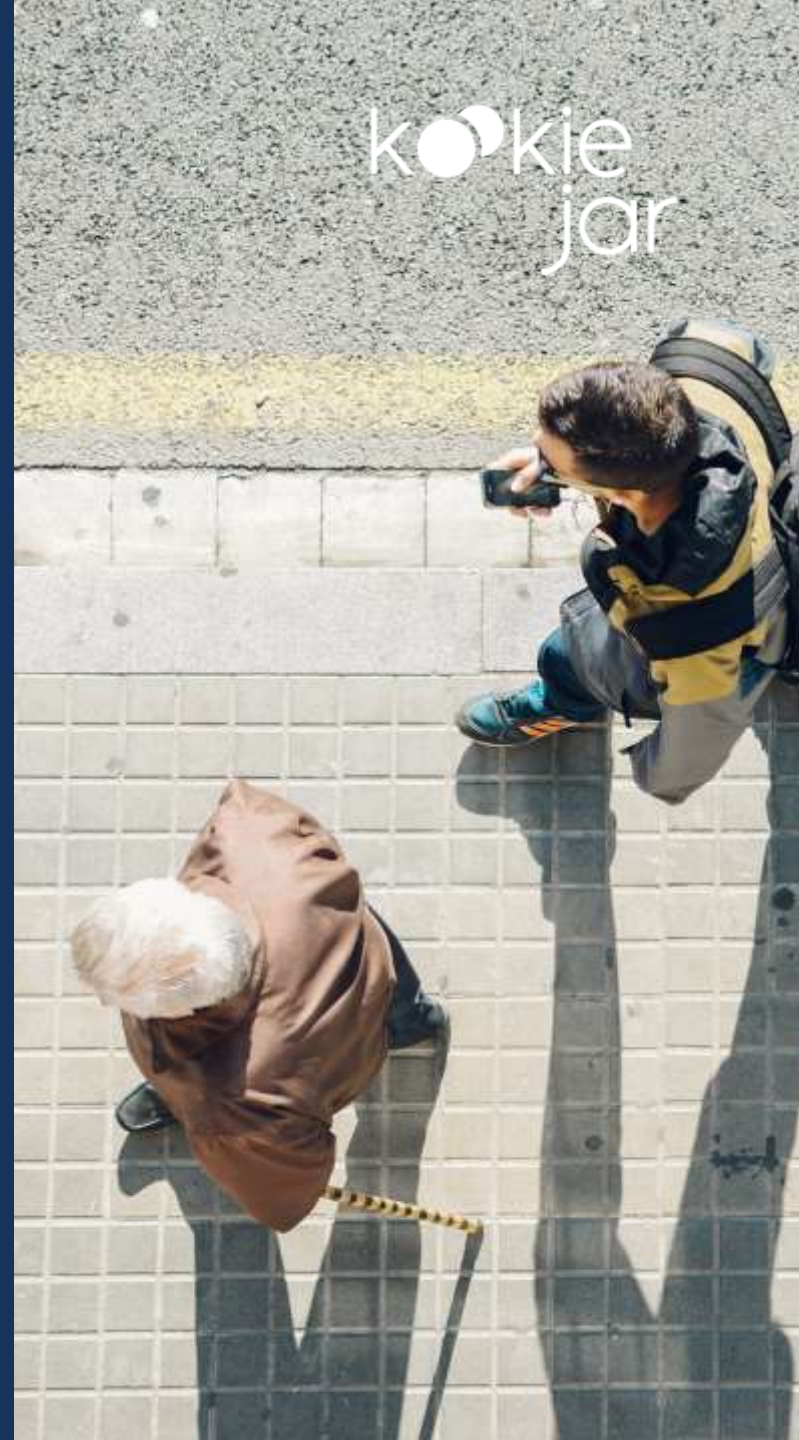
For Society
Democratising air mobility – Access for All
Suburb to Suburb Air Mobility
On-Demand Air Services



For Cities & Regions
Regional development
Business & Trade
Competitiveness
New jobs



kokie jar



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28th Sep Demo - Yacht Delivery



Thank you



13-17th Sep Demo – Dubai Airshow