AIQuote
by LogisticsMRO

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

AI that is making money today.

INVESTOR PRESENTATION · JULY 2026

PROPRIETARY & CONFIDENTIAL

Highlights

Created by a team with 80 years of aviation experience and a successful exit (Boeing).

CAPITAL RAISE
$2M

LOW RISK
Live and profitable

HIGH REWARD
Aviation supply chain

THE PLAN
Raising $2M to scale

TRACTION · JULY 2026

- **Live & revenue generating.**
- Launched Jan 2026; beta customer drove **$1.1M+ revenue lift in 6 months**
- **4 additional contracts** signed
- Pipeline of **16 existing ERP customers** and 200+ RFI
- 20+ years across 3 aviation tech companies + Boeing exit

THE ASK

- Raising $2M to reach **100+ subscribing customers by Dec 2027**
- Deployment: 40% sales & marketing · 30% engineering · 20% customer success · 10% admin
- Expand from SaaS subscription to **take-rate on GMV**
- Move from sell-side automation into purchasing, brokerage and ERP upsells

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.

AIQuote is an AI agent that performs like an intelligent, trained employee — pricing and quoting parts for sale.

1
How it works

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

2
Why it's complex

- Sourcing is manual and relationship-based
- Limited visibility into availability, condition and pricing
- **Every request needs real-time research and judgement**

3
What it creates

- Unanswered sales opportunities
- Large, growing labor cost
- **Missed revenue — often over 80% of RFQs**

80%+ of inbound RFQs go unanswered today — the labor to research them simply doesn't exist.

The Problem

Aircraft parts distributors are drowning in manual RFQs — and it is costing them millions.

WHERE THE REVENUE LEAKS — ONE DISTRIBUTOR, ONE DAY

RFQs received daily	500 – 1,000
Actually quoted — Generally under 20%	< 100

At roughly 8 minutes to price and respond to each request, answering the full inbound volume would take **80–130 labor hours every day**. That capacity does not exist, so the majority is never quoted.

Lost revenue

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

Pricing errors

Inconsistent, inaccurate pricing erodes margin and loses deals.

Wasted labor

Manual RFQ processing consumes hours of valuable sales time.

THE AVERAGE DISTRIBUTOR

600

Parts per day attracting RFQs

80+

Hours of quoting labor per day

Millions

In missed revenue opportunities annually

Solution

AIQuote is a SaaS platform that automates the entire quoting process for sellers in seconds — from incoming RFQ to outgoing quote.

AIQuote
by LogisticsMRO

HOW IT WORKS

AIQuote auto-generates accurate price quotes for aircraft parts in seconds, using AI trained on distributor inventory, supplier pricing and market data.

The key is pricing the part: gather the intelligence, then package it for AI analysis.

STEP 1

Receive

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

EMAIL · API · ERP · PORTAL

STEP 2

Price

Calculates the best price from connected APIs, internal quote history, OEM pricing, government contracts and market data.

5 PRICING SIGNALS

STEP 3

Quote

High-confidence quotes are sent instantly. Those needing human review are prioritised by highest value.

AUTO-SEND · TRIAGED REVIEW

8 minutes
manual, per RFQ

→

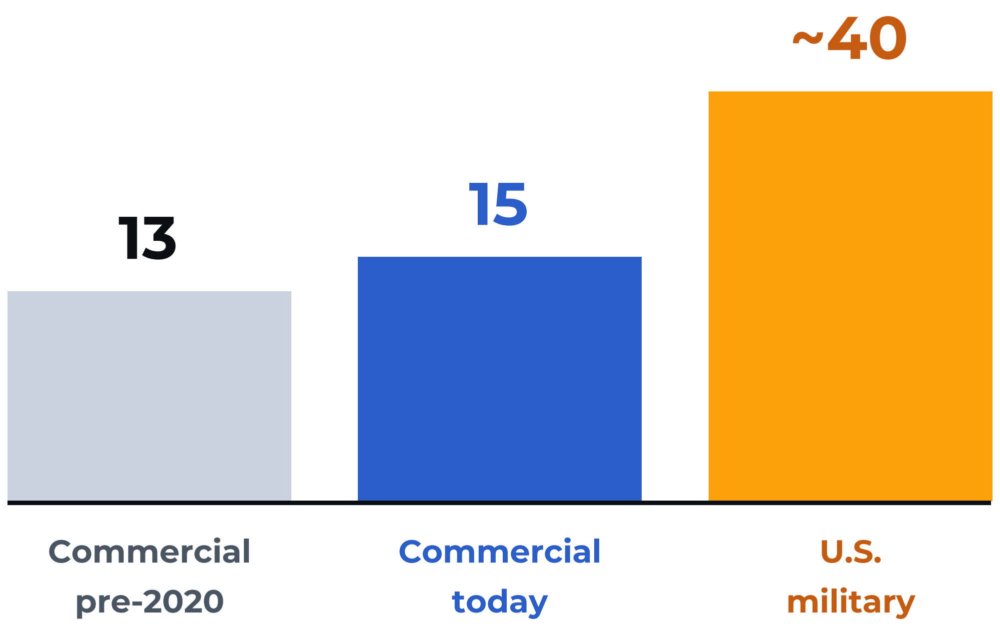
Seconds
with AIQuote, at full volume

Saving 80–130 labor hours daily

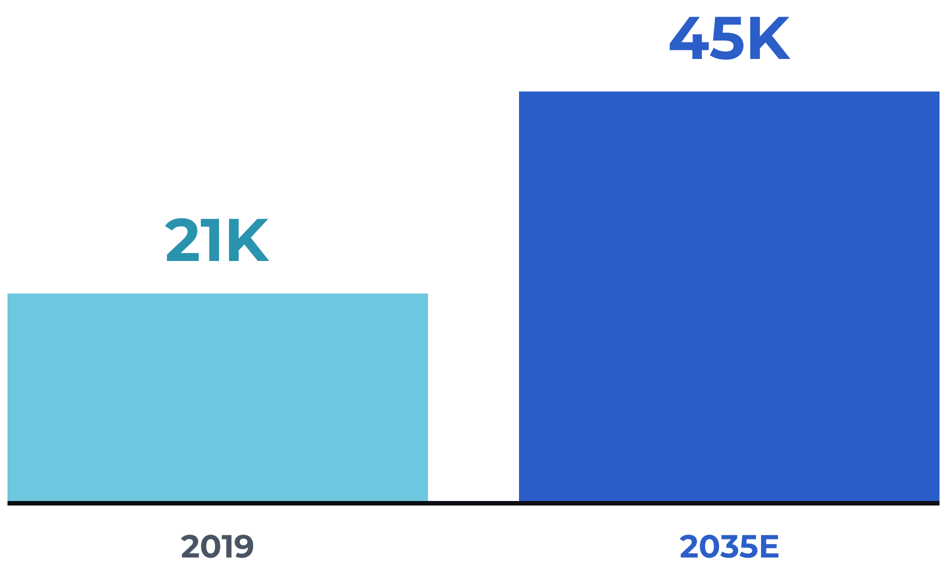
Why Now

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

AVERAGE FLEET AGE · YEARS



GLOBAL PASSENGER FLEET · AIRCRAFT



WHAT IS DRIVING DEMAND

Fleets are doubling. Airbus SAS expects passenger fleets to grow from 21K aircraft in 2019 to 45K by 2035.

Fleets are ageing. The global commercial fleet age has risen to 15 years, versus 13 years pre-2020.

Defense is older still. The U.S. military fleet averages almost 40 years. Aging aircraft demand more parts.

Sources: Fortune Business Insights, Aircraft Aftermarket Parts Market · IATA, Reviving the Commercial Aircraft Supply Chain · IATA, The Global Commercial Aircraft Fleet · McKinsey & Company, The State of Aviation 2025.

Market Opportunity

AIQuote's configurable technology can be applied to any industry that manages high-volume, complex quoting — not just aviation.

> **The MRO software market is rapidly expanding, creating a compelling opportunity to capture meaningful share.**
>
> Total TAM across adjacent quoting-intensive verticals is not estimated here — the figures at right are aviation MRO software only.

MARKET SIZE BY 2031

TAM
$9.8B
Total Addressable Market
Global MRO software market

SAM
$5.0B
Serviceable Addressable Market
North America & Europe

SOM
$150M
Minimum Serviceable Obtainable Market
3% of North America SAM

Sources: (1) Fortune Business Insights, Aviation MRO Software Market — TAM. (2) The Wall Street Journal, Aerospace supplier Safran lifts guidance on strong demand for civil engines & parts — SAM.

Competitive Landscape

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

CAPABILITY	AIQUOTE	ROTABULL	VISTAQUOTE	SKYSELECT
AI-driven dynamic pricing	●	○	○	○
Automatic RFQ parsing	●	◐	◐	○
Native MRO ERP embedding	●	○	○	○
Self-learning from outcomes	●	○	○	○
Seller-side focus	●	●	●	○
No supplier login required	●	●	◐	○

● Full ◐ Partial ○ None

Rotabull — RFQ aggregation and rule-based auto-quoting, with no AI pricing.

VistaQuote — workflow automation and static rule-based pricing requiring manual confirmations.

SkySelect — buyer-focused procurement with limited seller-side intelligence; 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 CUSTOMER REVENUE LIFT	IN FIRST 6 MONTHS LIVE
$1.1M+	**Jan 2026**

CUSTOMERS

Live and expanding

First customer — live since Jan 2026

$1.1M

Additional revenue generated

Second customer

May 2026

Now live

PIPELINE

Warm, not cold

Existing ERP customers via LogisticsMRO

17

Installed base, already our customers

Qualified prospects from two trade shows

200+

4+ new contracts signed April 2026

PERFORMANCE

Proven in production

Quote lines processed per week

7.5K

Volume no manual team could absorb

Sales increase — beta customer

~10%

Top-line lift, attributable to AIQuote

Who We Serve

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

TARGET SEGMENTS · SEQUENCED ROLLOUT

LIVE TODAY	SOON	SOON	FUTURE
Parts distributors	**MRO providers**	**Brokers & repair stations**	**Airlines**

CUSTOMER PROFILE — WHO QUALIFIES

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

WHY AIQUOTE MATTERS

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

BUSINESS IMPACT

Increased revenue per quote	Reduced manual workload	Scales without added headcount

DOMAIN DEPTH

80 years

of combined experience in aviation parts procurement across the founding team.

Why We Win

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

1
AI Pricing Engine

Replaces manual pricing with self-learning decisions that optimise 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. The moat widens with each customer we add.

5
Proven Impact

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

$722K

Business Model

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

TODAY

Initial revenue model

- Subscription pricing at **~$3K / month** per small-to-medium customer
- Onboarding fees for new customers
- Additional fees for high-volume usage

›

NEXT

Expanded model

- Continued subscription pricing
- **Take rate of 2–5% on Gross Merchandise Value** — similar to SkySelect
- New segments: aviation brokers, MROs, airlines

BY YEAR 3

75–80%

Gross margin

250+

Subscription customers

PROJECTED SUBSCRIBING CLIENTS · CUMULATIVE

Growth Trajectory

We will expand from aftermarket distributors to additional sellers, then to the buy-side, and finally scale our ERP platform across the broader aviation market.

Each stage reuses the same pricing engine against a larger transaction pool — expanding revenue without rebuilding the product.

STAGE 1 · NOW

Aftermarket distributors

Match SkySelect on the selling side for parts distributors.

STAGE 2

Buyers & sellers

- Expand to brokers and airlines
- **Introduce take-rate revenue stream**
- Compete with SkySelect on the purchasing side

STAGE 3

Similar industries

- Expand to mining, petroleum and marine
- Grow the purchasing business
- Upsell LogisticsMRO ERP to commercial customers
- Initiate ERP DoW sales

EXPANDING TRANSACTION POOL

Sell side | + Buy side & take rate | + Adjacent industries & ERP

Go-To-Market Strategy

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

PHASE 1 · NOW

Core Conversion

- Convert existing ERP customers into AIQuote users
- Immediate access to the installed base
- **Highest-probability, lowest-CAC strategy**

16 ERP customers & 200+ qualified prospects already in hand

PHASE 2 · YEARS 1–2

Expand Reach

- Expand into new distributors and high-volume sellers
- Convert active pipeline opportunities
- Target Europe and Asia distributors
- Support purchasing with a superior product to SkySelect

PHASE 3 · YEARS 2–3

AI Expansion

- Expand platform capabilities to capture new workflows and revenue streams
- Launch AI agents for negotiation, repairs, buyers and brokers
- Extend into adjacent segments

Uses of Capital

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

CAPITAL RAISE
$2M

BREAKEVEN EXPECTED
2 years

ALLOCATION

CATEGORY	AMOUNT	SHARE
Sales & Marketing	$800K	40%
Product Development / AI Expansion	$600K	30%
Customer Success	$400K	20%
Admin & Operations	$200K	10%
TOTAL	$2.0M	100%

WHERE THE $2M GOES

40% · $800K
Sales & Marketing
Convert the installed base and build outbound

30% · $600K
Product & AI Expansion
Deepen the pricing engine and agent coverage

20% · $400K
Customer Success

10% · $200K **Admin & Operations**

Financial Projections

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

REVENUE ARCHITECTURE · HOW THE MIX DEEPENS

LAYER 1 **Now**	**Monthly SaaS subscriptions** ~$3K / month per small-to-medium customer, plus onboarding and high-volume usage fees
LAYER 2 **Next**	**Percentage of transaction volume** 2–5% take rate on Gross Merchandise Value, layered on top of subscription
LAYER 3 **Then**	**Platform & ERP expansion** Adjacent industries, purchasing-side products and LogisticsMRO ERP upsell

REVENUE STRATEGY

— Revenue starts with monthly SaaS subscriptions.

— Evolves to include a percentage of transaction volume.

— Significant gross margins due to the high level of automation.

TARGET MILESTONES

100+
Subscribing customers by December 2027

250+
Subscription customers by Year 3

75–80%
Gross margin by Year 3

2 years
To expected breakeven

Team

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

80 years
Aviation parts procurement

Boeing exit
IBA sold to ILSmart (Boeing)

Architects of GOLD
Now Boeing's GOLDesp MRO software

Miguel Foncerrada
CHIEF EXECUTIVE OFFICER

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
CHIEF TECHNOLOGY OFFICER

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

Founder / investor, LogisticsMRO
Investor in Raptor — sold to Maximo (IBM)
IBA — sold to ILSmart (Boeing)
VP Sales, WPDS — GOLD Software

Brigita Rasys
BOARD MEMBER

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Thank you

For more information on this investment opportunity, please contact:

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AI THAT IS MAKING MONEY TODAY

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