



INVESTOR PRESENTATION 2022

Building Blocks for Next-Gen Vehicle Designs



Vision:

Vehicles are evolving. Future vehicles will be greener, electrified, more autonomous.

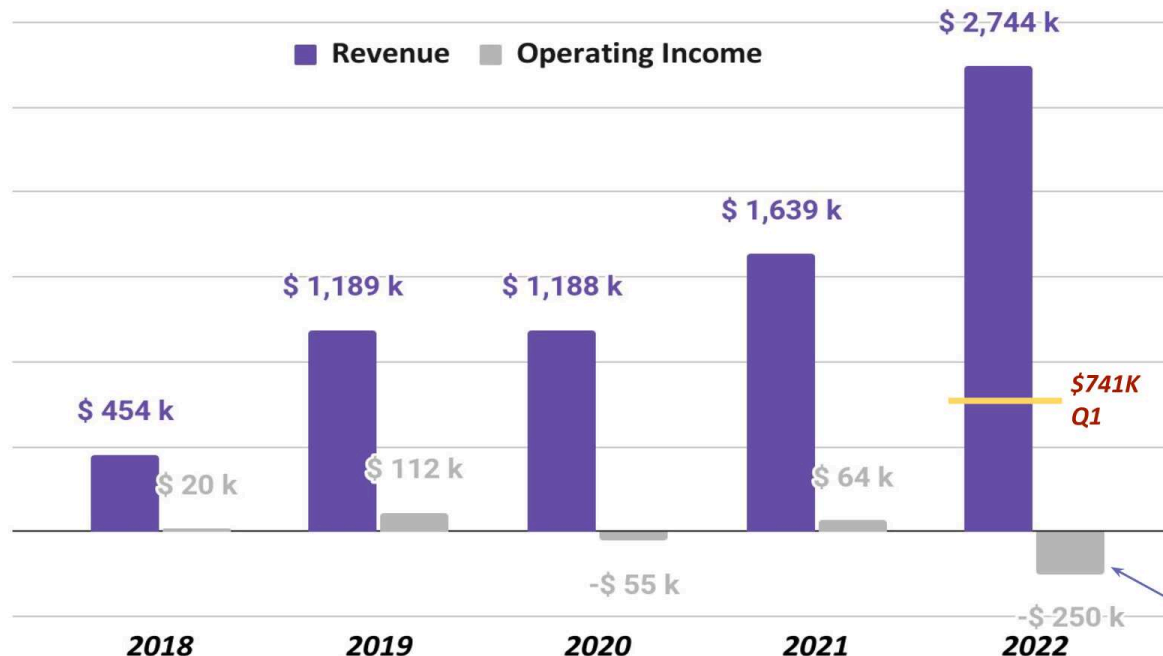
Mission:

Provide robust hardware and software building blocks to unlock and accelerate development of next generation vehicle platforms.



traction

P&L Snapshot



Includes planned investments in marketing, supply chain, manufacturing and growth

\$1.6MM

Revenue 2021

\$5.3MM

Revenue Since 2018

200⁺

Product Units Sold

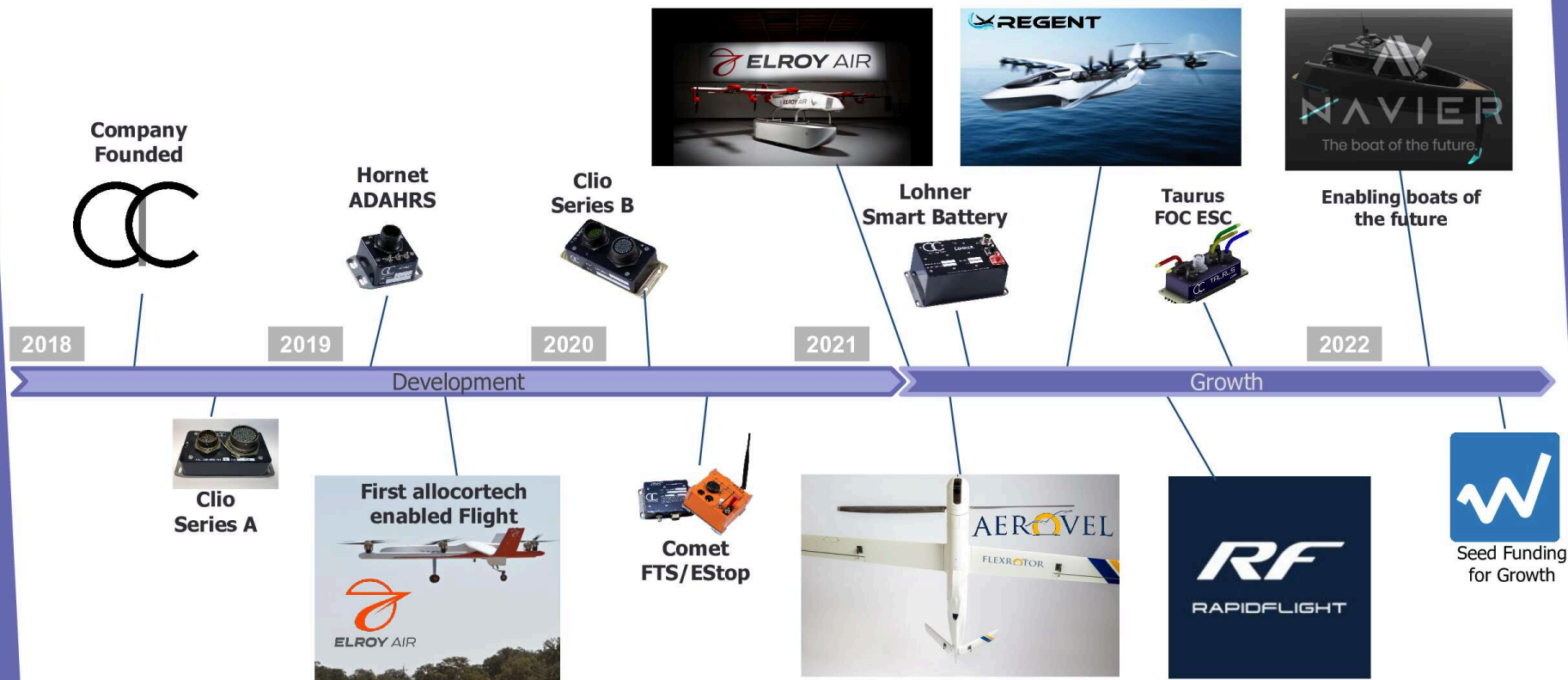
12⁺

Vehicle Integrations

10⁺

Vehicles Operational

traction



problem

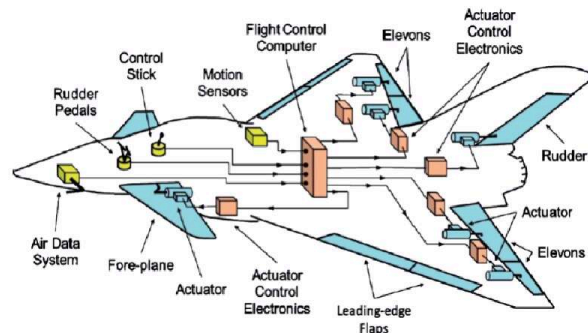
creating safe flight systems given the existing market solutions forces startups to invest substantial time and resources in vertical integration of avionics development

Industry Specific Expertise

- 📈 System, process and technology roadmaps to minimum viable product
- 📈 Test infrastructure for safety-critical environments
- 📈 Industry specific approaches, constraints, etc.

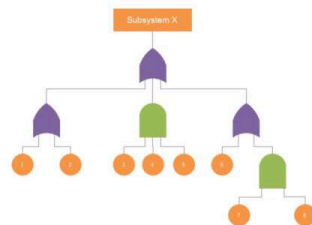
Advanced Technological Needs

- ⚡ Complex distributed sensor, power, etc. interfaces
- ⚡ Customizable software to add *special sauce*
- ⚡ Advanced small form factor computation



Robustness, Quality and Reliability Constraints

- 🔧 Robustness to harsh thermal, vibration, shock and electrical environment
- 🔧 Fault-tolerant designs, no single point of failure
- 🔧 Qualified hardware and software pedigree



RTCA
DO-160



solution

allocortech solutions allow startups to reach minimum viable product on shorter schedules with smaller teams



Consumer



Existing Commercial



Vertical Integration



Fast Bring-Up



Device Support



Hands-On Support



Cross Platform Tools



Qualified Hardware



Safety / Quality



Initial Costs



Recurring Costs



Go-to-Market



market

the addressable market is massive

Initial Target Market

Modern Aviation Companies =
200 and growing
Devices/Company/Year =
500
Bottoms Up Go to Market =
\$5 B



\$18B

Commercial Drones
CAGR 12.7%

\$12B

UAM/eVTOL Market
CAGR 16.7%



\$11B

Industrial Vehicle
CAGR 5.7%

\$7B

Marine Transport
CAGR 9.13%



products

Diverse catalog to penetrate market

COMET AIR & GROUND
Flight Termination



LOHNER
Smart Battery



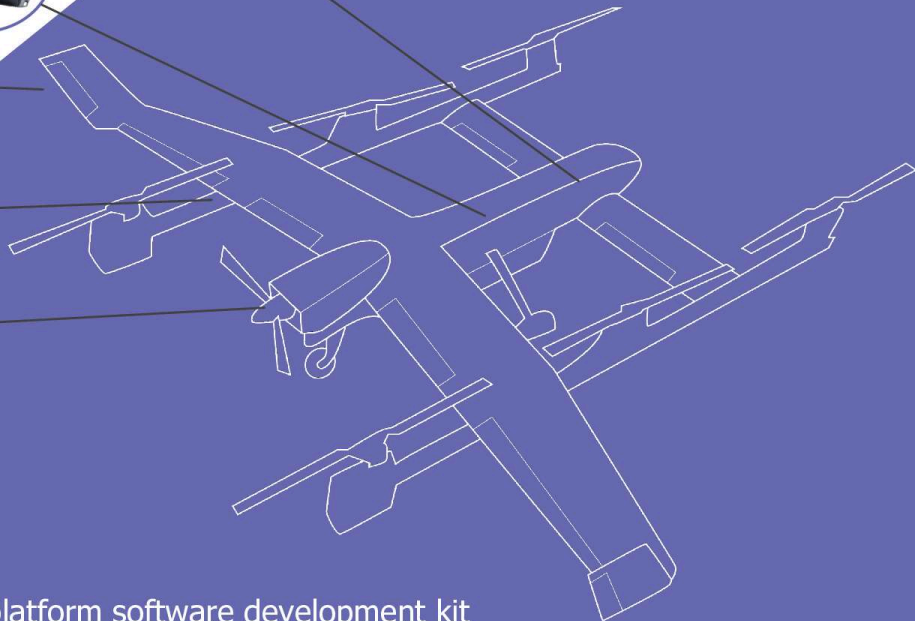
HORNET
ADAHRS



CLIO SERIES B
I/O, Comms, Power Hub



TAURUS C60
Motor Controller



- ✓ Common Development Platform – cross platform software development kit
- ✓ Commercial Off-the-Shelf Products – can quote “as is” or customize
- ✓ Safety Critical Design – specialty in safety-critical design build
- ✓ Customer Support – full support from conceptual design manufacture

unit economics

suite of products provides customers with building blocks
to customize their unique aircraft

Suite of Existing Products



CLIO

\$2.5 K
(4-8)



LOHNER

\$3 K
(1-2)



TAURUS

\$1 K
(6-10)



COMET

\$3.5 K
(1)



HORNET

\$1 K
(1-2)

**Potential Per Aircraft
Sales**

\$20k - \$40k

Vehicle production in 100 scale will realize \$2MM-4MM
Vehicle production in 1000 scale will realize \$20MM-40MM

leadership

avionics experts with an established track record
of successful novel aircraft designs



Brian Viele
Founder
CEO

Rockwell
Collins

cora Wing

KITTYHAWK

Athena
controls



Matt Walker
Founder
Vice President of Engineering

Rockwell
Collins

cora

KITTYHAWK

WIKIMEDIA
FOUNDATION

team

William Brown
Principal Electrical Engineer

NORTHROP
GRUMMAN
ENSICO
Rail

Mark Chaffee
Principal Embedded Systems Engineer

GOODRICH

Cameron Ackerman
Sr. Software Engineer

Damon Cassisi
Sr. Mechanical Engineer

BOEING
LOCKHEED MARTIN

Kevin Stefanik
Sr. Embedded Systems Engineer

Rockwell
Collins
L3HARRIS
FAST FORWARD

Von Botteicher
Embedded Systems Engineer

Keerthi Radhakrishnan
Software Engineer

financials

a compelling trajectory increasingly led by product sales

	2020	2021	2022	2023	2024	2025
Product Sales	\$ 154,732	\$ 241,009	\$ 748,528	\$ 1,481,000	\$ 12,930,231	\$ 29,797,605
Services	\$ 1,119,661	\$ 1,302,220	\$ 1,995,498	\$ 2,260,000	\$ 3,011,372	\$ 4,012,549
Total Revenue	\$ 1,274,393	\$ 1,543,229	\$ 2,744,026	\$ 3,741,000	\$ 15,941,603	\$ 33,810,154
Cost of Goods Sold	\$ (134,781)	\$ (109,767)	\$ (665,347)	\$ (800,000)	\$ (6,984,595)	\$ (16,095,938)
Gross Profit	\$ 1,139,612	\$ 1,433,462	\$ 2,078,679	\$ 2,941,000	\$ 8,957,008	\$ 17,714,216
Employees	7.00	9.00	13.00	18.00	35.00	70.00
Salaries	\$ (948,448)	\$ (1,173,124)	\$ (1,764,999)	\$ (2,220,000)	\$ (4,000,000)	\$ (8,000,000)
General & Administrative	\$ (166,901)	\$ (234,630)	\$ (237,315)	\$ (692,543)	\$ (750,000)	\$ (1,000,000)
Large Cap Expenditures	\$ (8,677)	\$ (50,000)	\$ (258,000)	\$ (300,000)	\$ (1,000,000)	\$ (2,000,000)
Sales & Marketing	\$ (4,248)	\$ (12,189)	\$ (75,000)	\$ (100,000)	\$ (175,000)	\$ (250,000)
Total Expenses	\$ (1,128,274)	\$ (1,469,944)	\$ (2,335,314)	\$ (3,312,543)	\$ (5,925,000)	\$ (11,250,000)
Operating Profit	\$ 11,338	\$ (36,482)	\$ (256,635)	\$ (371,543)	\$ 3,032,008	\$ 6,464,216
% Margin	1%	-2%	-9%	-10%	19%	19%

* Cash Basis

fundraising

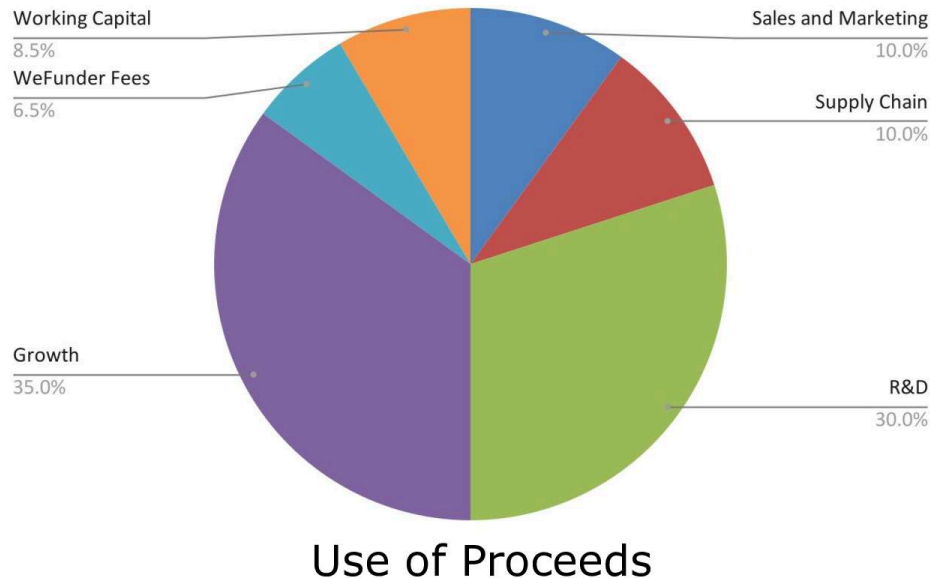
raising on the order of \$1.07MM to accelerate manufacturing, business development and scale-up production

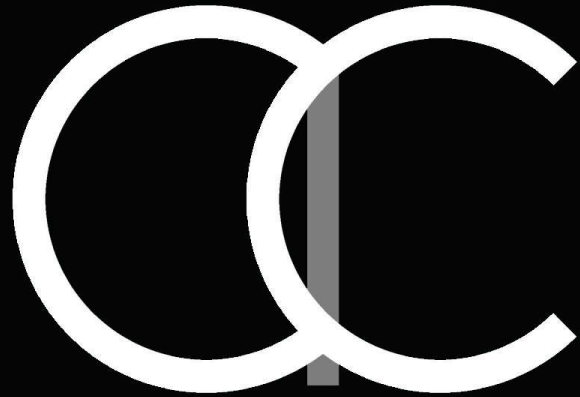
Terms:

3yr Convertible Note
20% Discount
6% Accrued Interest
\$18MM Cap

Exit Strategy:

\$180MM acquisition or merger
Comparable companies are bought at 5x
Revenue or 20x EBITDA





allocor.tech

appendix

we've worked hard to make this look easy, it isn't

we've worked hard to make this look easy, it isn't



Rapid Technology Development

- Versatile software stack for development and testing
- Host-side emulation support for rapid test and prototyping
- Modular and highly configurable hardware platforms
- Third-party device support for rapid integration
- Hands-on support accelerates bring-up and minimizes churn

allocor.tech

- ▲ Trade Secrets in our technology and software
- ▲ Implementations leverage specialized industry experience
- ▲ Implementations include features needed for safety-critical designs
- ▲ Implementations include in-house tested methods for achieving industry standards

customers

“ allocortech’s products have enabled the rapid development of an entire avionics system—both hardware and software—for a real-life seaglider technology demonstrator.



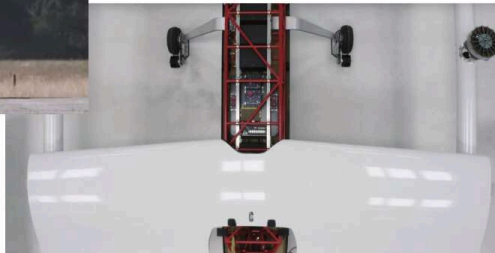
case study **REGENT**



Vehicle Type:	Seaglider
Contract Signed:	Apr, 2021
First Voyage:	Feb, 2022
Contract Value:	\$ 300k
Value at Scale (100):	\$ 1.5MM
Value at Scale (1000):	\$ 15MM

customers

“ The allocortech team knows what it takes to get complex modern aircraft flying within the ambitious timelines and demanding constraints of an early-stage program. Our full-scale demonstrator would not have taken flight without their deep expertise, creative solutions, and agile approach.



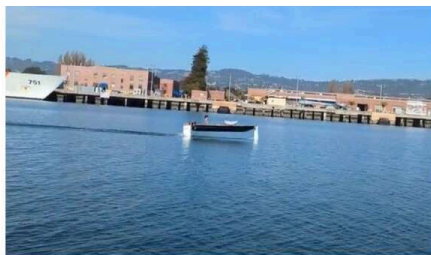
case study ELROY AIR



Vehicle Type:	Cargo Drone
Contract Signed:	Aug, 2018
First Flight:	Aug, 2019
Contract Value:	\$ 500k
Value at Scale (100):	\$ 2.5MM
Value at Scale (1000):	\$ 25MM

customers

“Using allocortech’s avionics hardware and accompanying software stack, we were able to get our prototype electric hydrofoil boat "flying" in less time than I've ever seen a similarly complex project take flight. I've been impressed with the quality and clarity of their software stack; they are experts in the nuances of real-time systems and safety-critical software development.” -- Dr. Kenny Jensen, Navier, Lead Flight Controls Engineer.



case study:

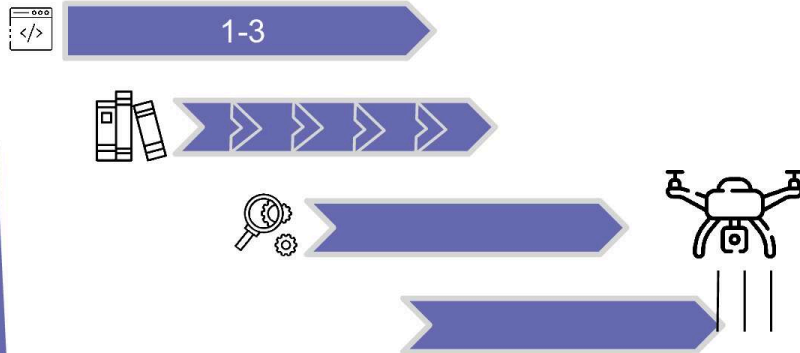


Vehicle Type:	EV Foil Boat
Contract Signed:	Jan, 2022
First Voyage:	Mar, 2022
Contract Value:	\$ 50k
Value at Scale (100):	\$ 500k
Value at Scale (1000):	\$ 5MM

Value proposition



allocor.tech Development Advantage



Key

Development Begins

- 1 – Architecture
- 2 – Development
- 3 – MVP

- 5 – Test and integration

Allocor.tech Differentiators/ Advantage



- Development starts Day 1!
- Proprietary application tailored software libraries (SDKs) significantly reduce bring-up & development time
- Our tools for test, emulation, etc. allow testing and integration to happen sooner, faster, better

existing solutions

Typical Hobby / "Prosumer" Market Solutions

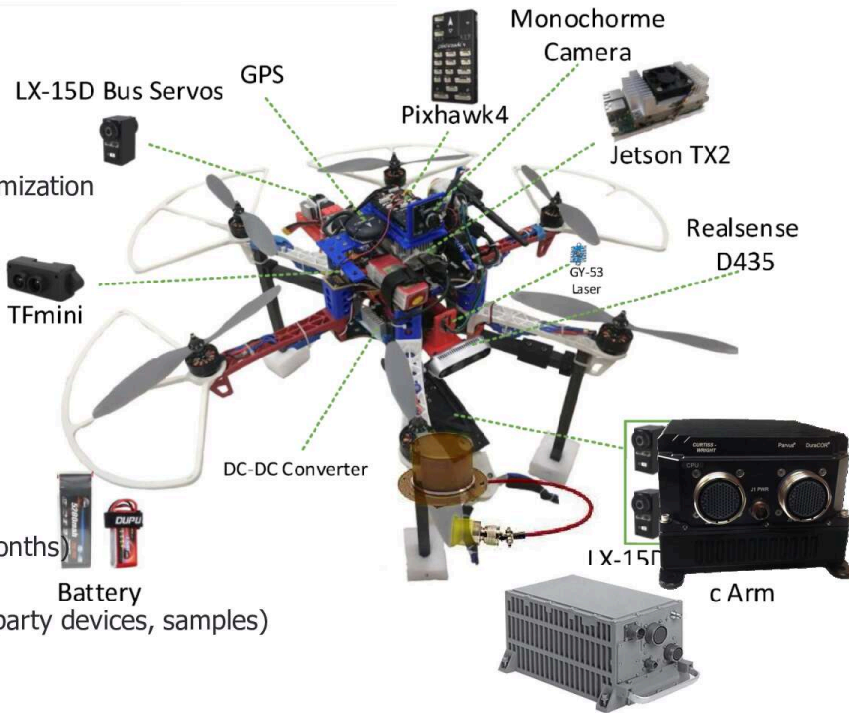
- ✓ Assortment of advanced low-cost COTS options
- ✓ Open source software solutions for fast integration and customization
- ✗ Open PCBs, plastic connectors, etc. ⇒ Robustness is lacking
- ✗ Little or no redundancy, fault-tolerance, fault-monitoring, etc.
- ✗ Community software of unknown pedigree, robustness, etc.
- ✗ Little/No commercial support with this DIY solution
- ✗ Practical impossibility as a Go-To-Market solution

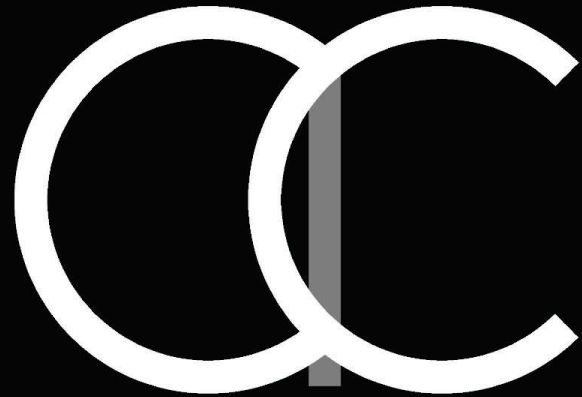
Industry Standard Solutions

- ✓ Qualified hardware solutions with industry heritage
- ✓ Controlled, bespoke software development Environment
- ✓ Fault-tolerant, redundant, fault-monitoring, etc. available
- ✗ *Getting Started* with hardware and software is slow (many months)
- ✗ *Significantly* higher cost, weight and power
- ✗ Limited software stack and tools for fast bring-up (e.g. third-party devices, samples)

Vertical Integration

- ✓ Control your own destiny, reduced recurring costs, customizable to nth degree
- ✗ Requires in-sourcing hardware, software, manufacturing, supply chain, systems, testing...
- ✗ Takes lots of money, lots of iterations, etc.





allocor.tech