



*Delay***Care**

from **FLY***PASS*TM

Flight delays may be inevitable, passenger frustration doesn't have to be

The Problem



The moment that breaks the relationship

When a flight is delayed or cancelled, airlines have one legally mandated job,*

TAKE CARE OF THE PASSENGER

But today disruption often means...

Queues. Call centers. Manual voucher distribution. Paper. Payment infrastructure. Multiple systems.

And for the passenger...

“What am I supposed to do now?”

A disruption can turn a loyal passenger into a detractor in minutes resulting in plummeting NPS

The problem isn't the delay. It's how the airline handles the delay.

* Rule UK/EU 261 mandates that passengers be provided food, transportation or accommodation depending on delay or cancellation

Why now?

Four forces are converging

FLY PASS

1. AIR TRAVEL HAS REBOUNDED

Global passenger volumes have surpassed pre-pandemic levels and continue to grow.

2. DISRUPTION ISN'T GOING AWAY

Weather, aircraft availability and operational disruption continue to affect millions of passenger worldwide.

3. PASSENGER EXPECTATIONS HAVE CHANGED

Passengers increasingly expect airlines to communicate instantly and deliver assistance digitally, and are quick to express negative feelings on social media adversely affecting the airline's NPS.

4. THE TECHNOLOGY IS FINALLY READY

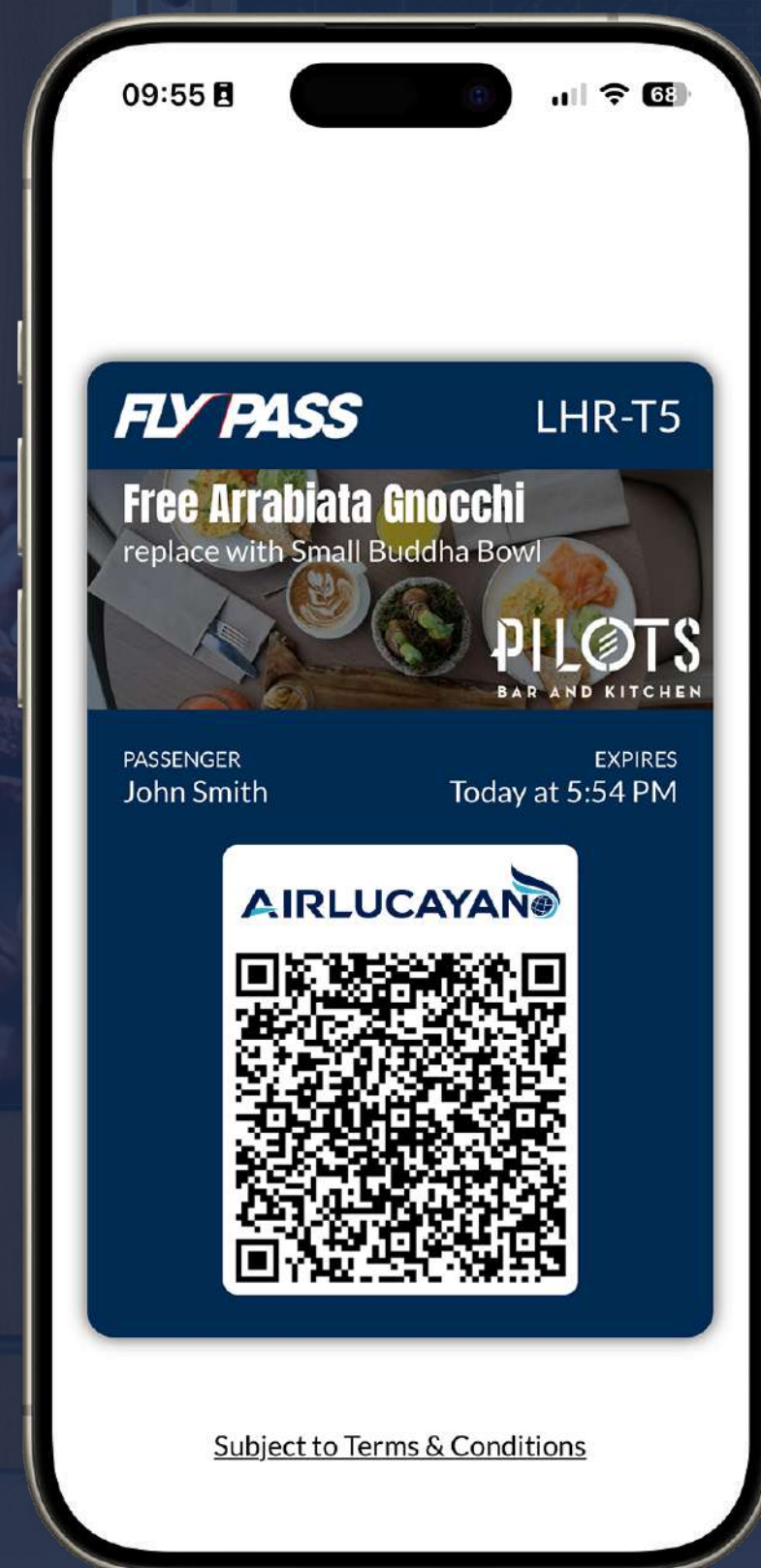
Cloud platforms, real-time messaging, digital wallets, QR codes and AI-powered orchestration make automated passenger care possible without rebuilding an airline's technology stack.

The airline industry is ready for an NPS boosting passenger-care layer.

Meet DelayCare from FlyPass

FLY PASS

Passenger care simply delivered



FlyPass is a comprehensive disruption-management platform that lets airlines deliver assistance directly to passengers.

***No app download. No payment card required. No complicated redemption.
No Queues. Extremely light and non-intrusive integration.***

FlyPass connects the disruption event to the passenger's immediate need.

Airline identifies affected passengers



FlyPass orchestrates care



Passenger receives voucher



Redeemable via QR scan—zero POS integration required for airport vendors.

Simple for the airline. Simple for the passenger. Simple for the vendor.

The Team behind FlyPass

FLYPASS

Over 80 years of combined experience in the airline industry



FlyPass Advisory and Supervisory Board

Lyndon R. Gardiner

Owner & Chairman
interCaribbean Airways

intercaribbean.com



Richard Stokes

CEO - EDIFly
former Sr V.P. - SITA

edifly.com sita.aero



Ravi Ramamrutham

Founder & CPO
FlyPass

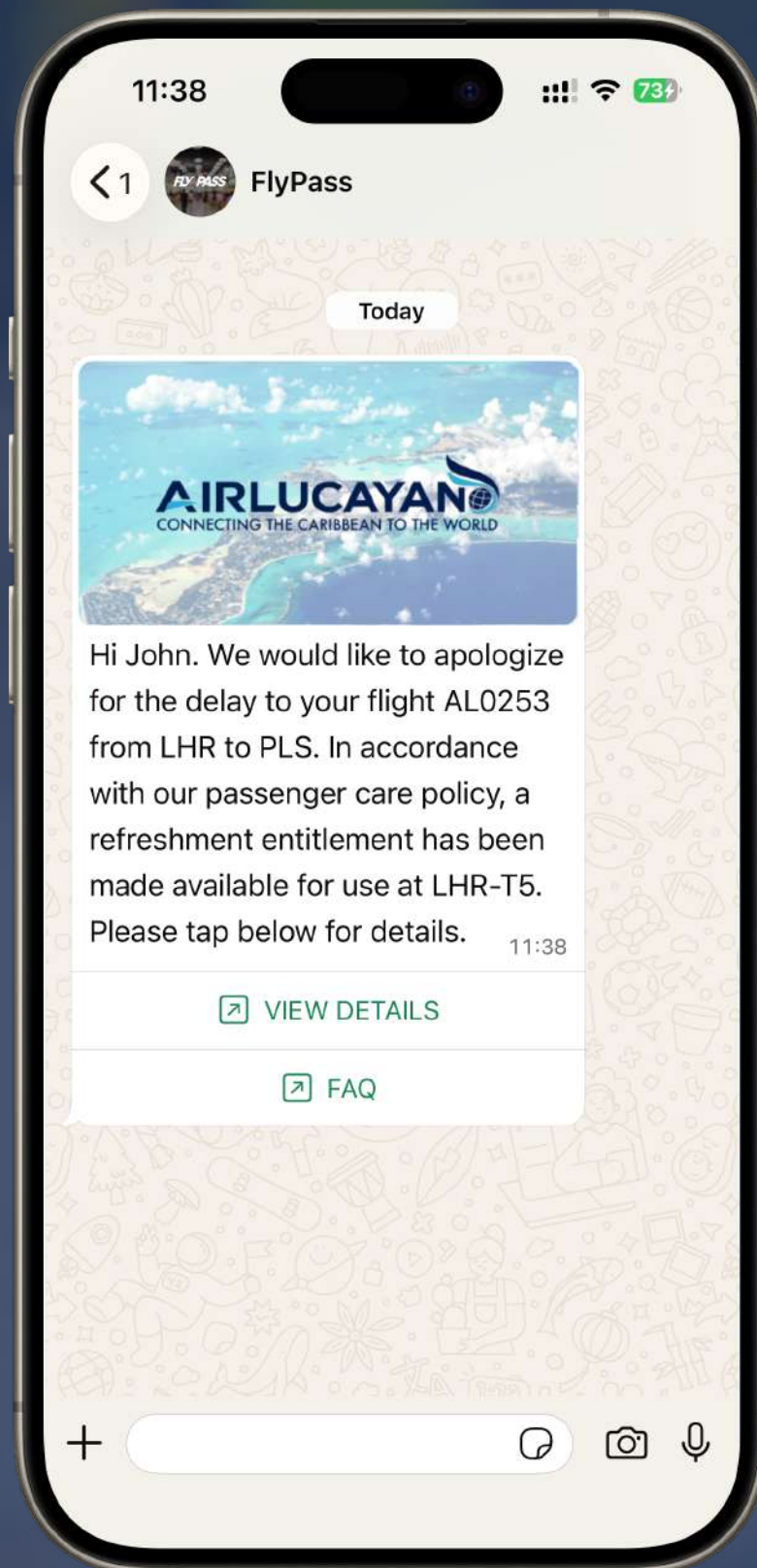
airlines.flypass.mobi

FlyPass Intelligent Disruption Orchestration

FLY PASS

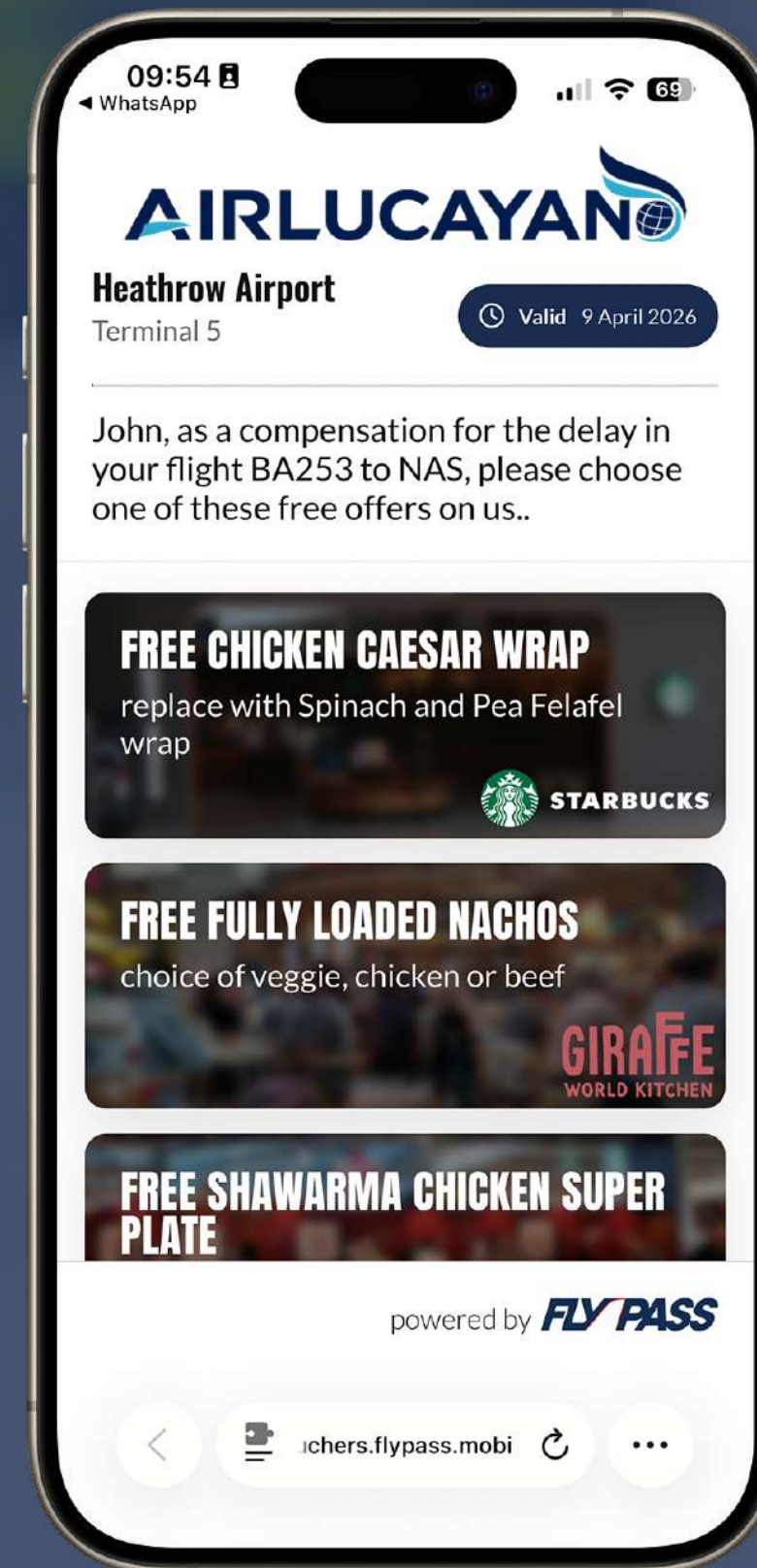
3 Steps. No queues. No waiting. No hassle.

1



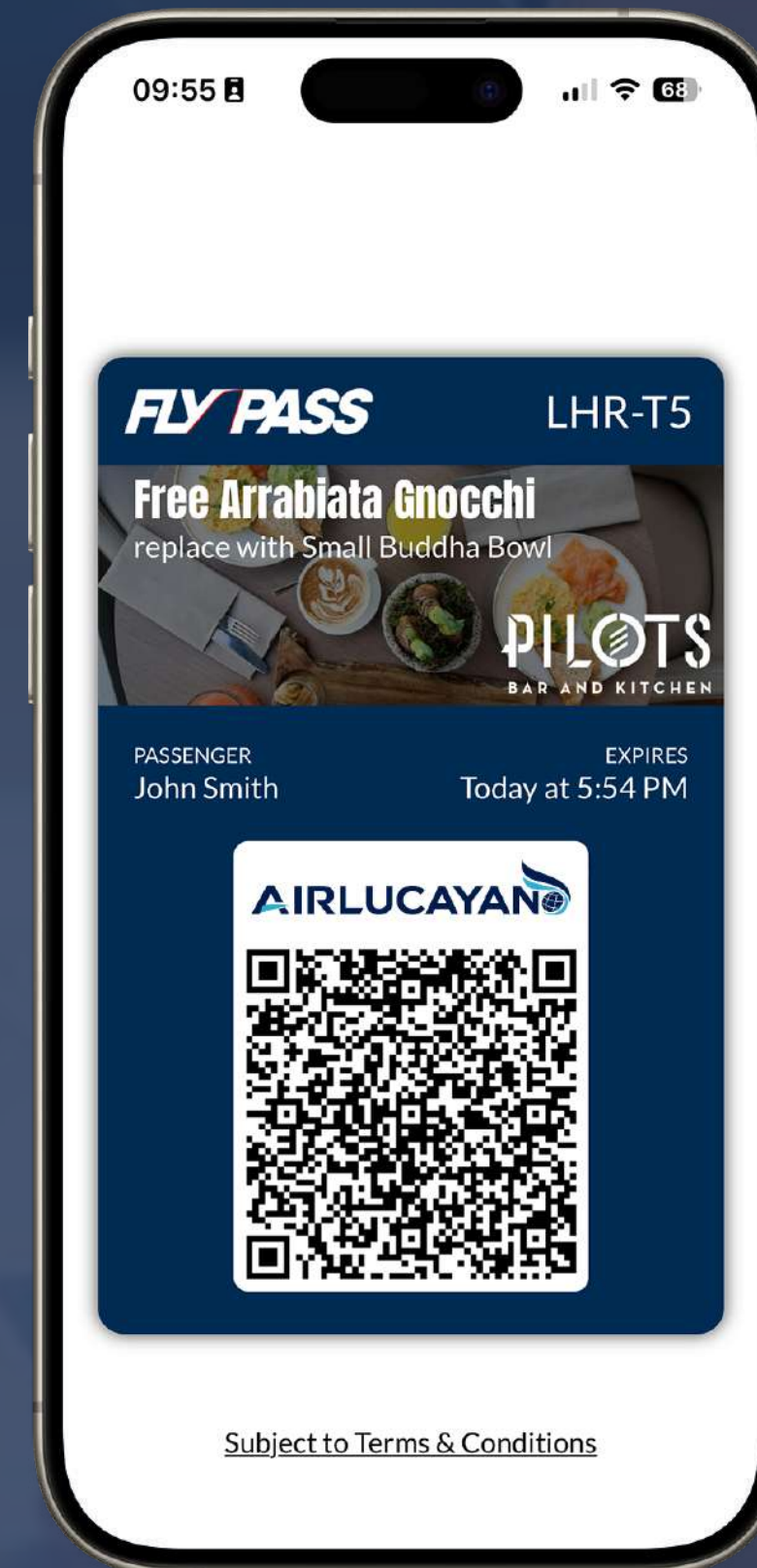
Passenger receives message via WhatsApp or SMS

2



Reviews offers available at the terminal

3



Selects offer and instantly receives voucher

WingMan AI

FlyPass is more than a voucher issuer—it is an automated passenger-care engine.

Dynamic Personalization: Instant menu and voucher tailoring based on delay length, tier status, and dietary needs.

Predictive Inventory Matching: Real-time routing that prevents airport food court overcrowding during major delay surges.

Automated Vendor Reconciliation: Frictionless transaction clearing between airlines and vendors with zero manual accounting.

Current solutions require complex integration

FLYPASS

Built around the airline not the passenger



Most existing approaches require some combination of:

Deep system integration (Swiipr, iCoupon, Plan3)

Payment infrastructure (Swiipr)

Manual workflows - (Plan3)

Passenger intervention - (Swiipr)

Operational staff - (Paper vouchers, Plan3)

This creates friction exactly when airlines and passengers need simplicity.

The result

More infrastructure. More cost. More complexity.

Airlines are forced to spend billions with minimal NPS boost.

And ultimately, the passenger still has to figure out what to do.

FlyPass requires minimal effort with a sub 14 day go-live schedule

Realizing FlyPass Market Opportunity

Addressable Market Breakdown per Airline Tier



METRIC	CALCULATION LOGIC	REGIONAL CARRIER	MID SIZED CARRIER	LARGE CARRIER
TAM Total addressable market	100% of annual passengers carried by airline	10M	50M	100M
SAM Serviceable Addressable Market	FlyPass active coverage (25% initial route rollout)	2.5M	12.5M	25M
SOM Serviceable Obtainable Market	3.0% disruption delay rate on SAM routes*	75,000	375,000	750,000

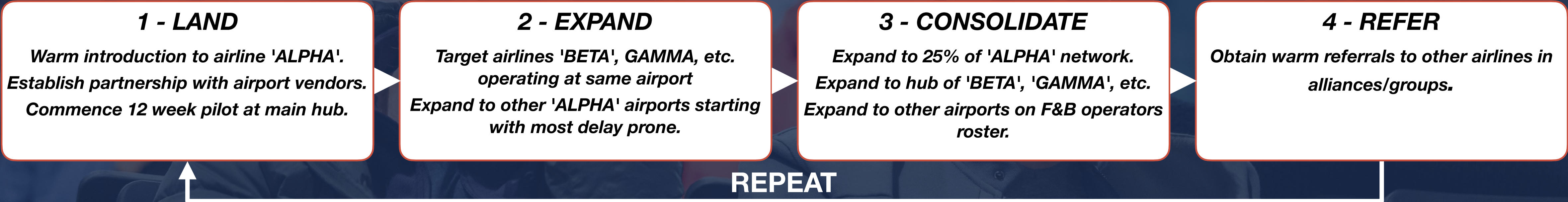
* FlyPass market model; ~3.0% qualifying-disruption assumption informed by global airline delay and cancellation data

From 5.2 Billion Global Passengers to Targeted Disruption Monetization

Our go-to-market starts with relationships



Warm paths into global aviation. Initial pipeline.



Conservative year-on-year growth

AIRLINE TIER	YEAR 1	YEAR 2	YEAR 3	TOTAL
REGIONAL	2	3	4	9
MID SIZE	1	2	4	7
LARGE	1	1	2	4

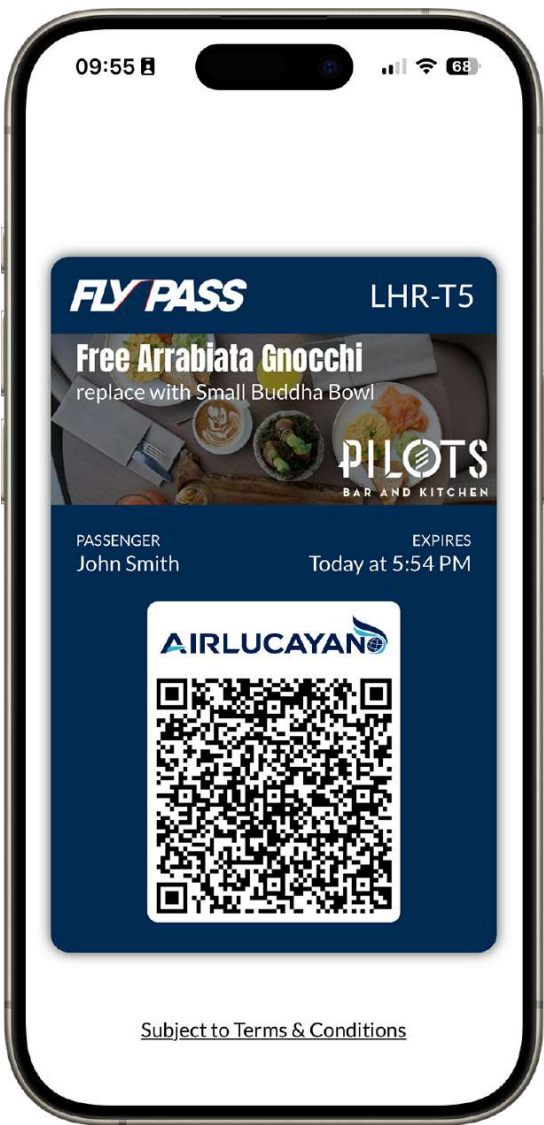
We don't start by selling to the airline industry. We start with people who can open the door.

We don't need to own the passenger



We are the care layer for passengers that matter most at that disrupted moment

Airlines are charged
\$3.00
per voucher issued



	YEAR 1	YEAR 2	YEAR 3
REGIONAL	2 Carriers \$450,000	5 Cumulative \$1,125,000	9 Cumulative \$2,025,000
MID SIZED	1 Carrier \$1,125,000	3 Cumulative \$3,375,000	7 Cumulative \$7,875,000
LARGE	1 Carrier \$2,250,000	2 Cumulative \$4,500,000	4 Cumulative \$9,000,000
FlyPass Revenue	\$3,825,000	\$9,000,000	\$18,900,000

Estimated annualized revenue potential over 3 year period

We model only 25% of carrier flights. Network expansion is pure upside.

The Merchant Clearing House Engine



Removing vendor management friction and automating terminal payouts.

FlyPass owns the airport vendor relationship

Introduction by the airline to prime vendor management company at airport. FlyPass onboards vendors

One Consolidated Contract

The airline signs a single agreement with FlyPass instead of negotiating with dozens of terminal concessionaires.

Simple \$15 Network Unit Pricing

\$15 per redeemed voucher (\$3 FlyPass SaaS margin applies on all issued vouchers). No monthly platform fees.

Seamless Settlement

Automated corporate payouts for multi-venue groups and direct ACH deposits for independent franchisees.

Pre-Funded Escrow Model

Airlines pre-fund a treasury account, eliminating balance sheet credit risk and working capital drag for FlyPass.

Join the FlyPass Journey

Opportunity for the early believer



1. The Offering

Target Raise: \$500,000 Promissory / Convertible Note pre-seed, pre-revenue financing

Key Terms: 24-Month Term / 6% Interest / 20% Discount / \$8M valuation cap

Investor Perk: Pro-Rata Rights (Right of First Refusal on future equity rounds to prevent dilution)

2. Capital Allocation (\$500k Use of Funds)

35% (\$175k): Founder & Core Leadership Operations: Ensures 100% full-time execution and team focus.

30% (\$150k): Enterprise & Partner Pipeline: Airline pitches, trade shows, and advisor channel expansion.

20% (\$100k): Engineering & Scale: Automated messaging pipelines, integration and platform reliability and security.

15% (\$75k): IP Protection & Working Capital: Global patent filings, WhatsApp API usage, and legal SLA drafting.

3. Execution & Current Status

State of FlyPass: Technology fully built, integrated and demonstrable; infrastructure deployed; Templates approved.

Active Pipeline: Ongoing pilot discussions with a global carrier in SE Asia, warm introductions to regional carriers.

Invest in innovation and growth with FlyPass

“Let’s redefine airport experiences together”

*Scan to see a demo
of FlyPass Delay**Care***



demo.flypass.mobi

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