



Avoid Contrails, Cut 57% Emission!

www.nexuslab.fr



Contrail = Condensation trail

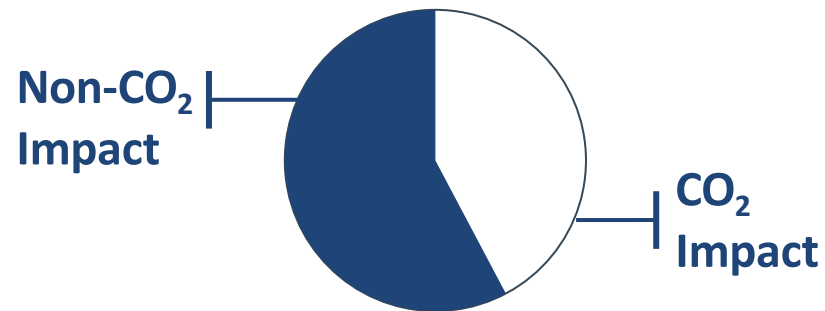
- Clouds behind the plane
- Forms at specific atmospheric conditions
- Greenhouse effect
- Contrail is 5 times CO₂ impact



Source: ABC Science, September 2013

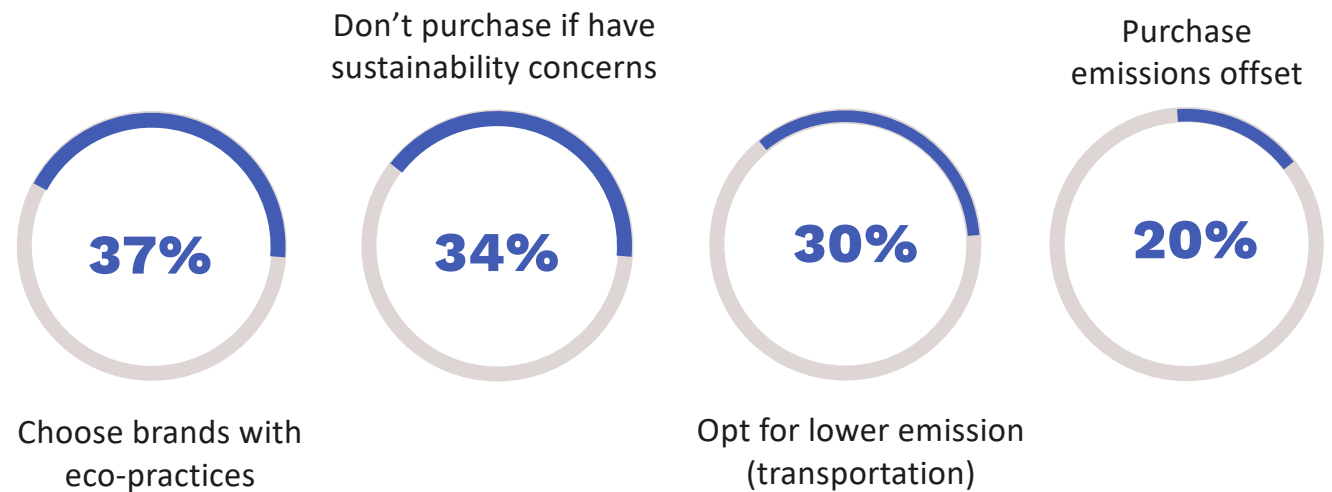
Problem Statement

- Aviation Impact on Climate



Source: European Aviation Safety Agency (EASA)

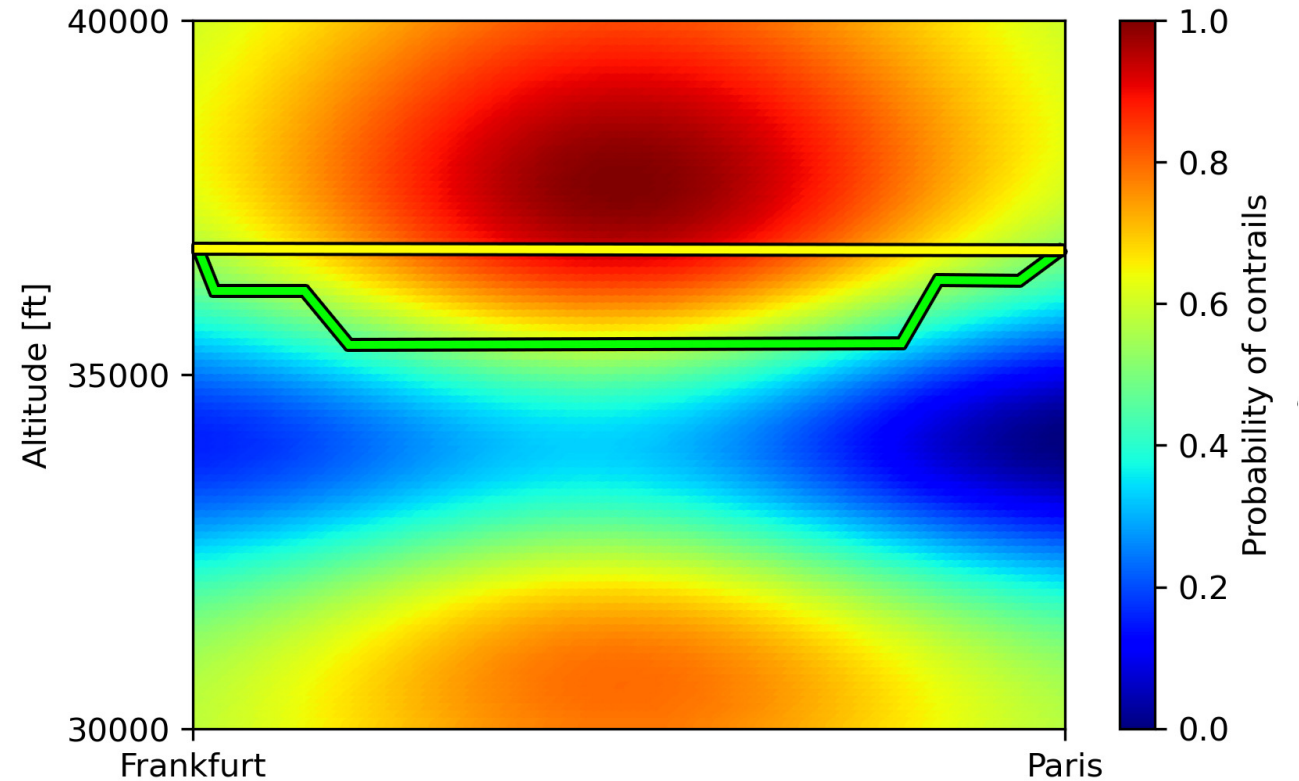
- Consumers' attitude



Source: Deloitte, How consumers are embracing sustainability, September 2022

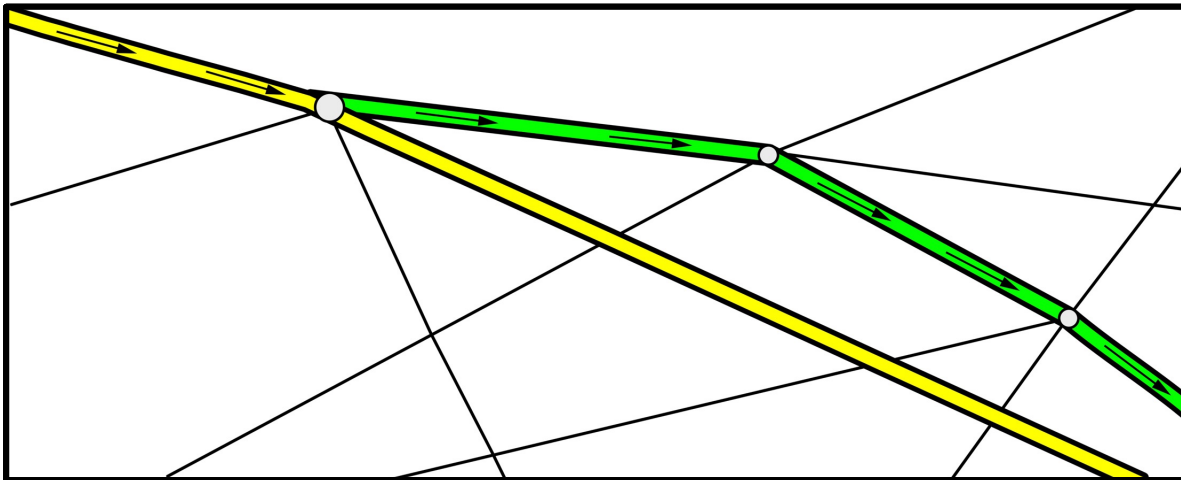
Solution

- Predict contrail zones
- Optimize and propose routes
- Pilot chooses trajectory during flight preparation

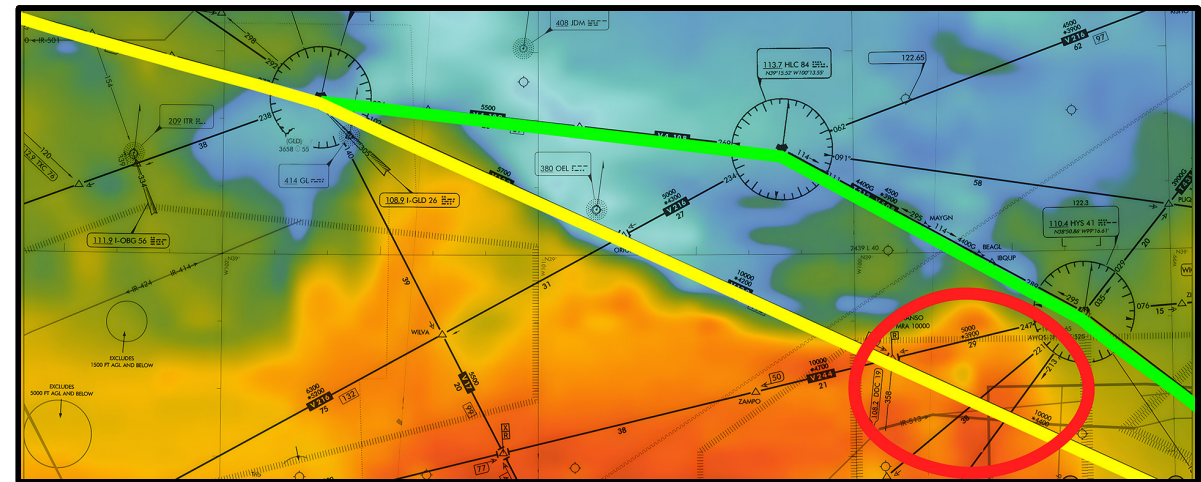


Solution

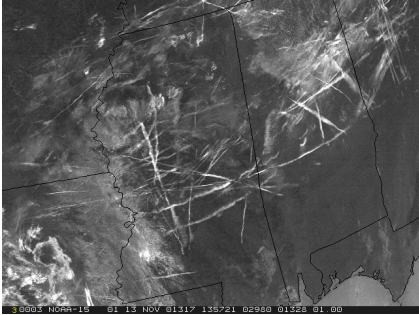
Sketch



Map view



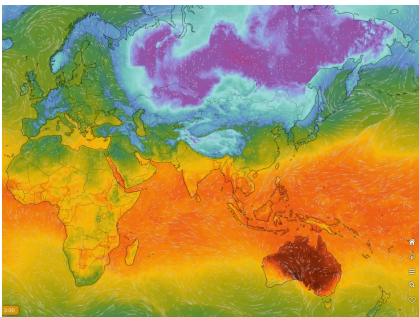
Prediction Model



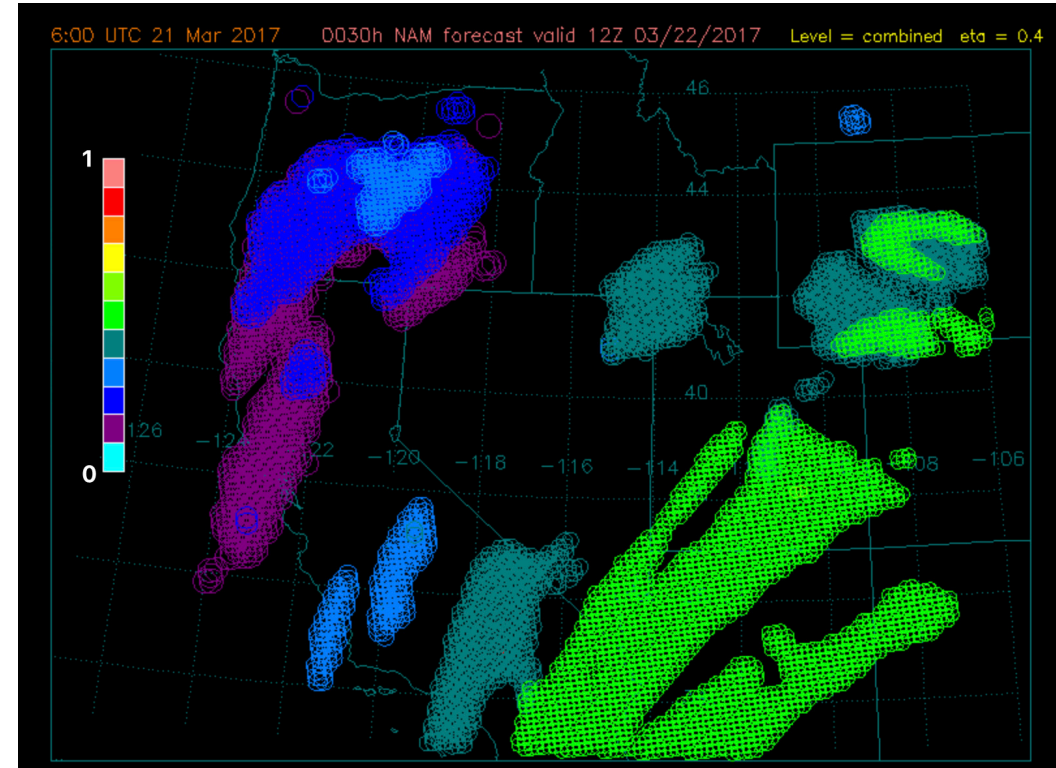
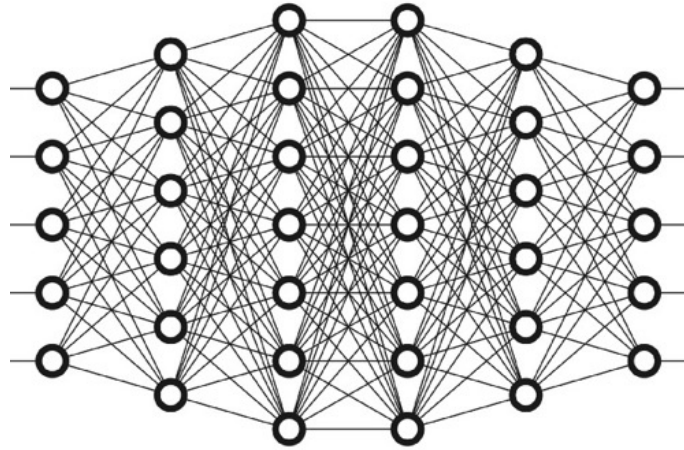
Source: NASA GOES and Landsat



Source: OpenSky (ADS-B)

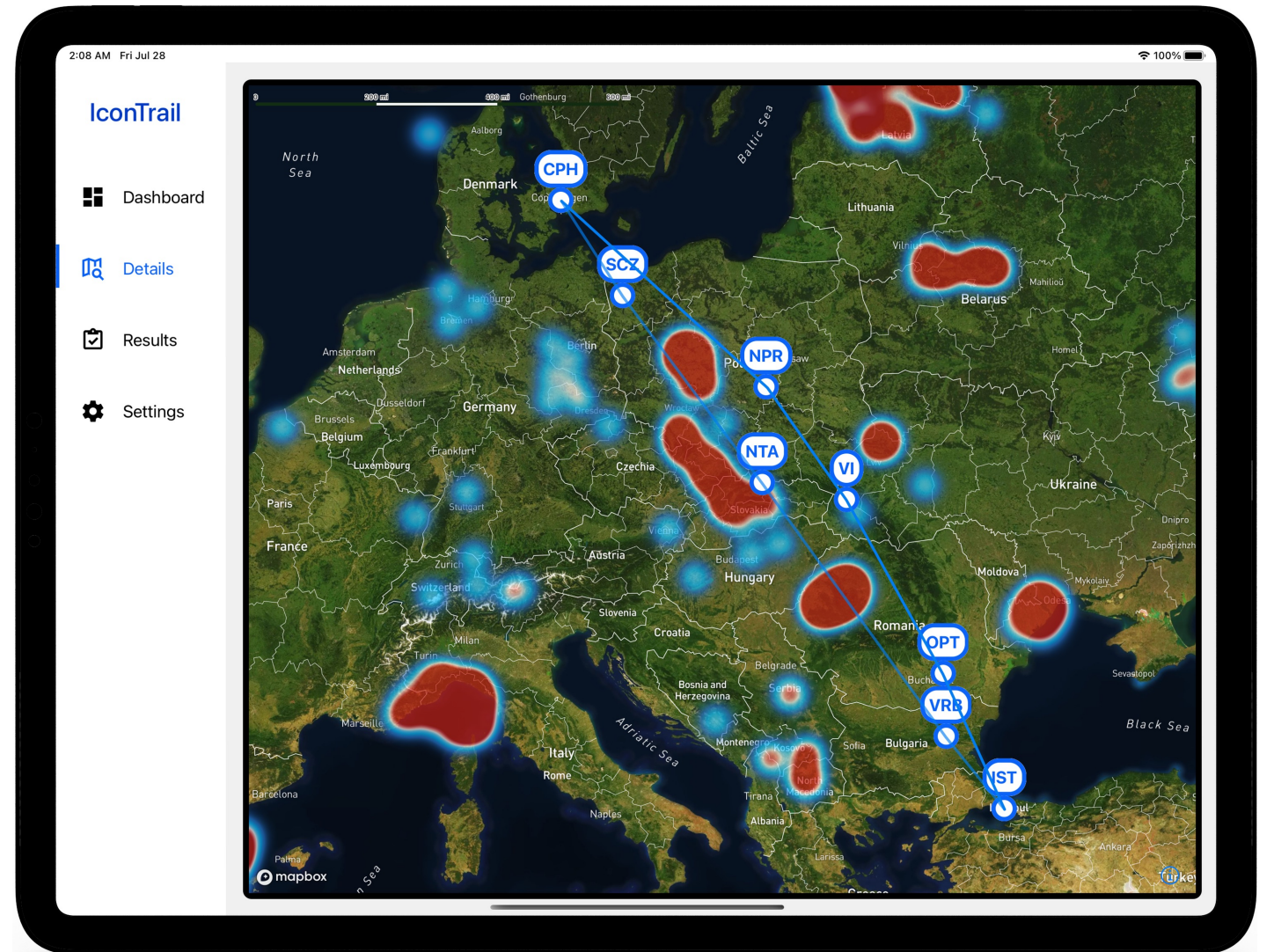


Source: ECMWF Services

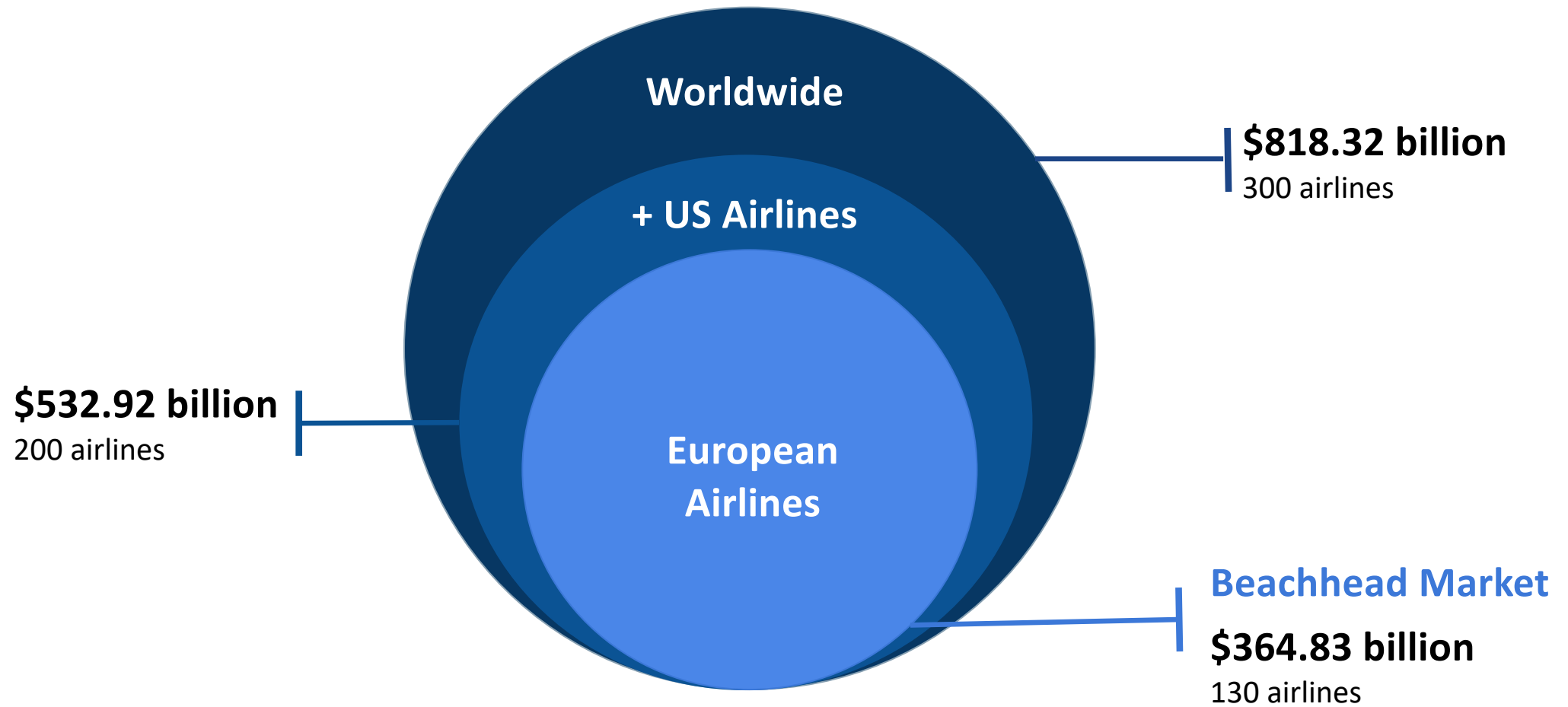


Product

- User-friendly interface
- Runs on pilot's tablet
- Updates every 30 minutes
- Gives post-flight result

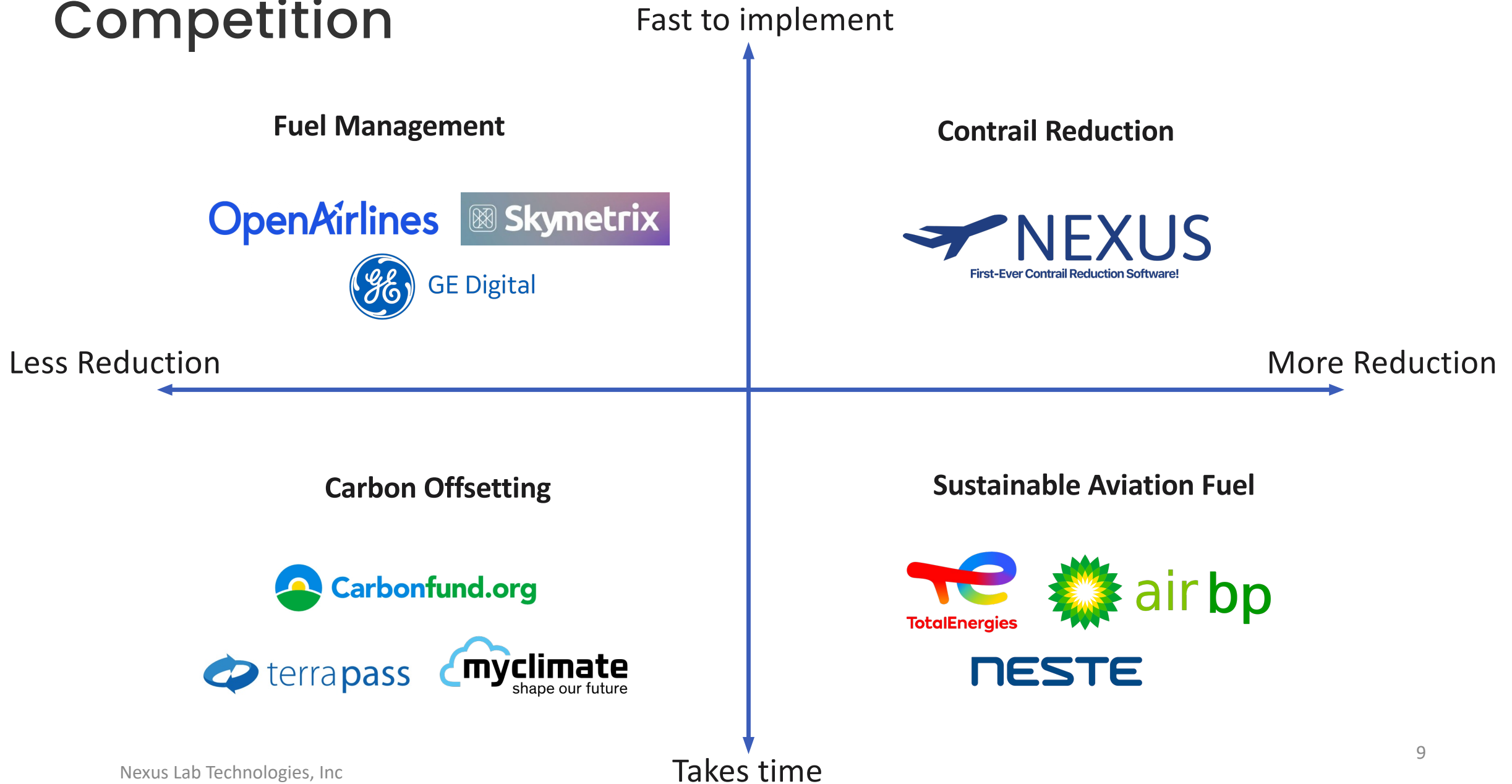


Target Market Size



Source: IATA's Annual Review, June 2022

Competition



Revenue Model

Annual Subscription

<p>Small \$2500/aircraft</p> <ul style="list-style-type: none">• Up to 75 aircrafts• Base \$50,000 <p>Get Started</p>	<p>Medium \$2000/aircraft</p> <ul style="list-style-type: none">• Up to 150 aircrafts• Base \$90,000 <p>Get Started</p>	<p>Unlimited \$0/aircraft</p> <ul style="list-style-type: none">• 150+ aircrafts• Base \$400,000 <p>Get Started</p>
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Value Proposition

For Airlines:

- **Increase** number of passengers by **6.8%** of market share
- Advertise contrail reduction with **real-time indicators**

For Industry:

- **First-ever** contrail reduction company
- Based Machine Learning & **Satellite Imaging**



For Environment:

- Reduce impact of climate change **globally** by **2.5%**

For Passengers & Society:

- Reducing emissions from air travels up to **57%**

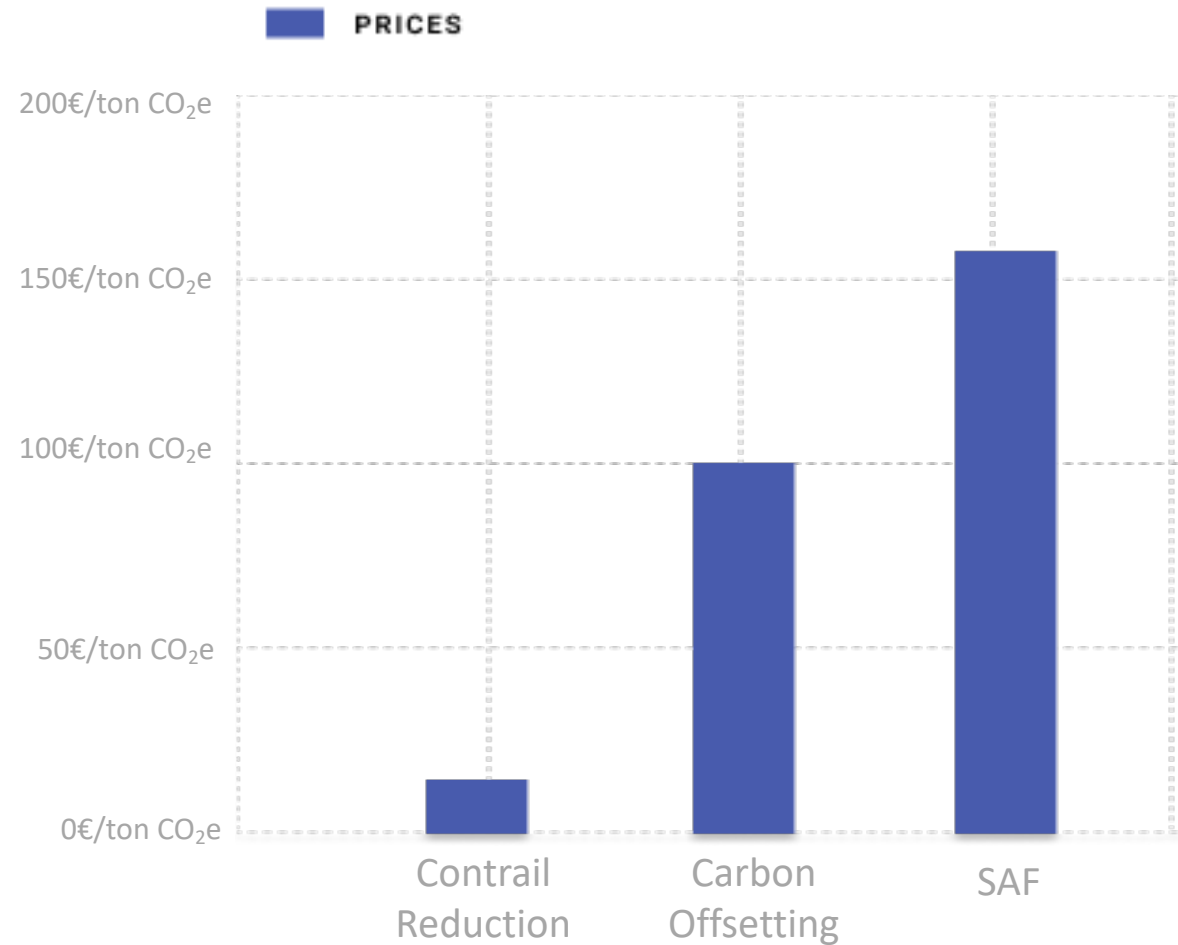
Climate Impact



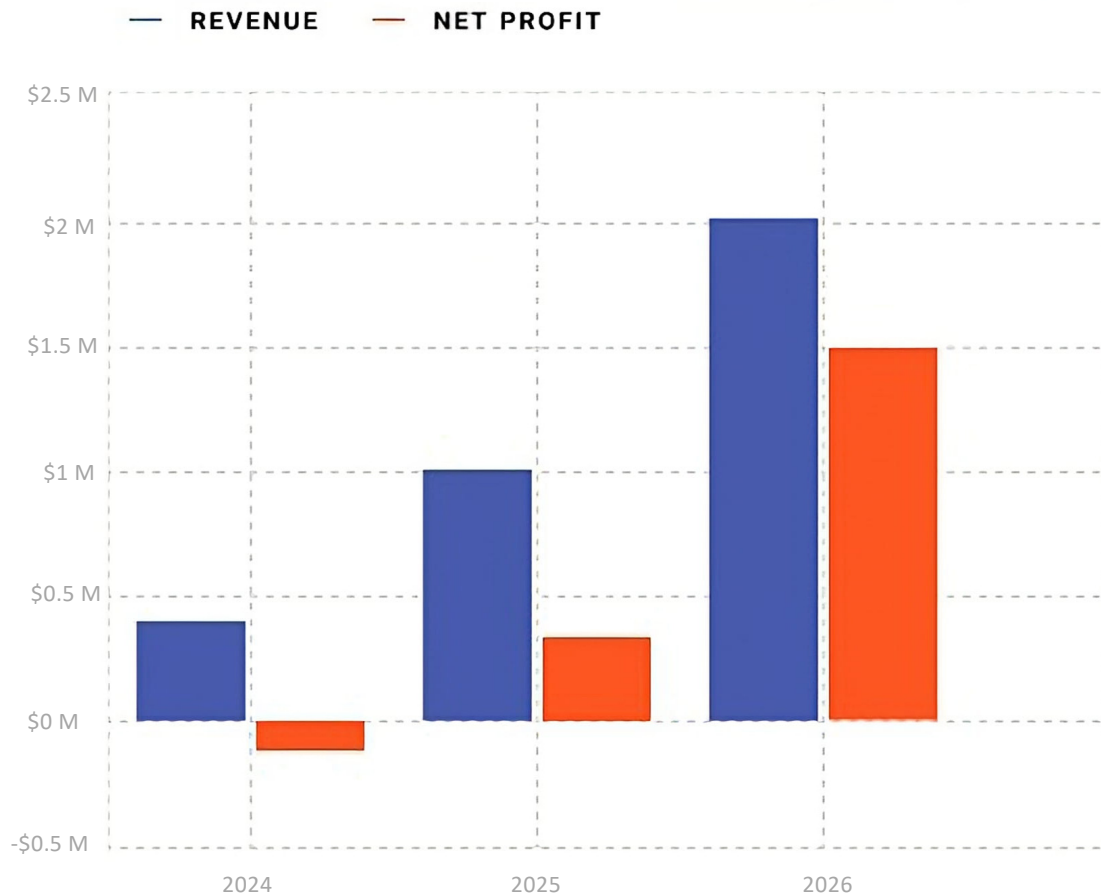
With 10% of Beachhead Market
we save **8.4 M tons of CO₂e/year**

Sources:

- <https://sites.research.google/contrails/>
- <https://www.easa.europa.eu/eco/eaer/topics/sustainable-aviation-fuels/current-landscape-future-saf-industry>
- <https://carboncredits.com/>

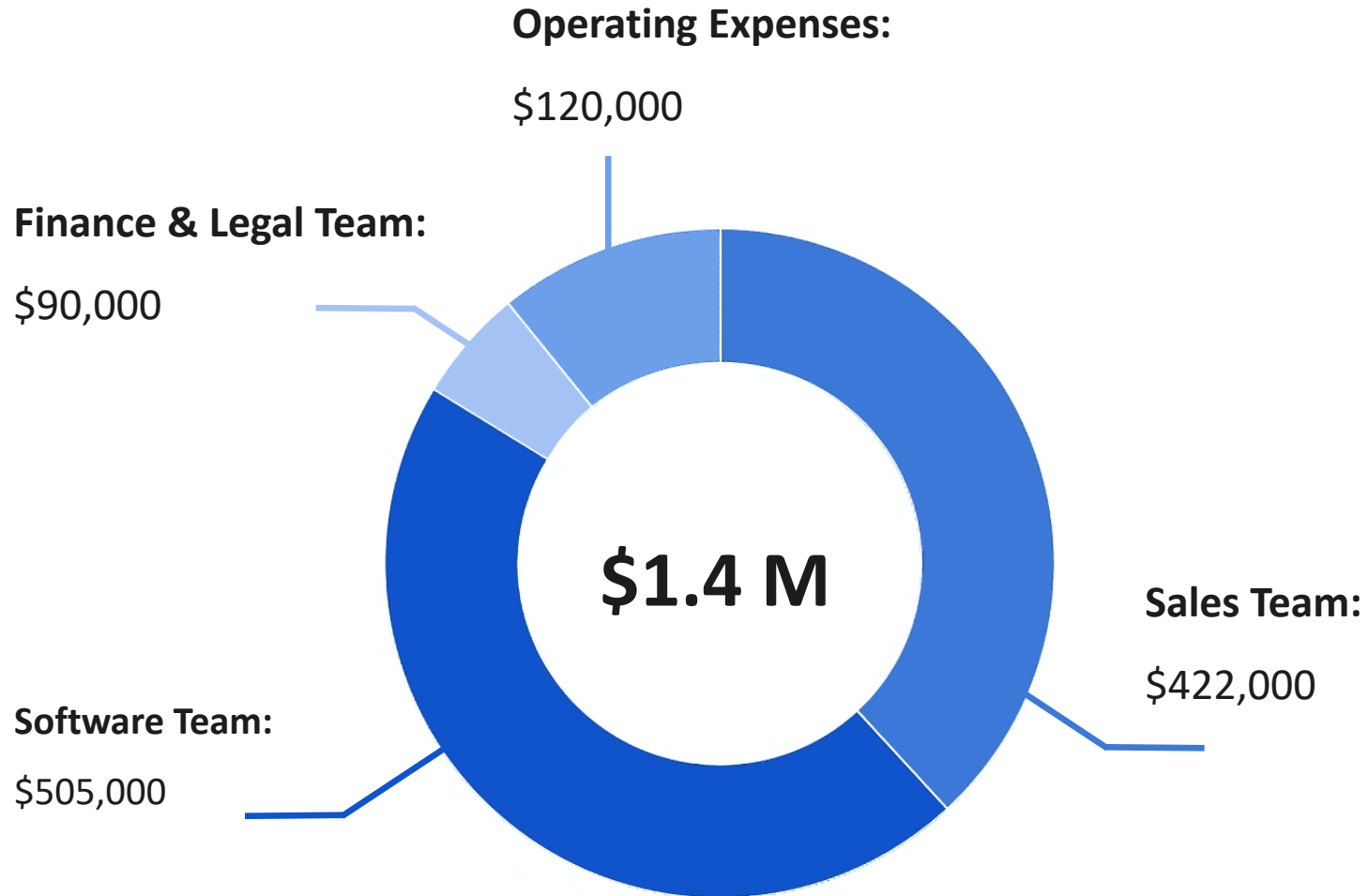


Financial Projection



	2024	2025	2026
Revenue	\$448,500	\$1,034,500	\$2,054,500
Expenses			
Sales Team	\$210,910	\$217,960	\$256,985
Software Team	\$252,500	\$314,500	\$371,000
Finance & Legal Team	\$30,000	\$30,000	\$30,000
Operating Expenses	\$60,000	\$101,500	\$145,000
Total Expenses	\$553,410	\$663,960	\$802,985
Net Profit	-\$104,910	\$265,630	\$1,517,145

Funding Ask



- ◇ We are raising \$1.4 M
- ◇ Investment will last over 2 years
- ◇ Product launch Q1 2024

Team Nexus



CEO

Omar Nuruzade



CTO

Sanan Chaharkama



CFO

Gular Ismayilova



CMO

Dilbar Aliyeva



Researcher

Araz Shafiyev



Researcher

Rasul Amirov

Advisors



Pierre Collet

Head of French National Network
on Complex Systems (GIS RNSC)



Jasur Hasanov

Co-Founder at Tripsome.com

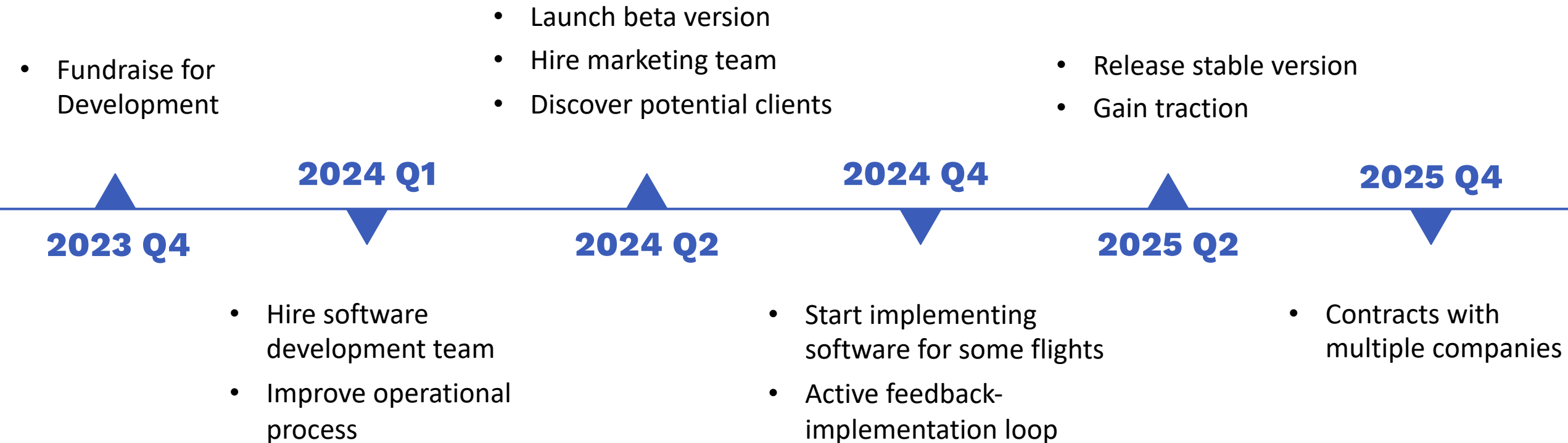


Eugène Désiré Nzengou

Market and Downstream Innovation
consultant at EUSPA

BACKUP!

Plans and Milestones



Profit and Loss Statement

Nexus

Date: 1 January 2024

Profit&Loss Statement												
	2025 Q1 current year	2025 Q2 prior year	2025 Q3 prior year	2025 Q4 prior year	2026 Q1 prior year	2026 Q2 prior year	2026 Q3 prior year	2026 Q4 prior year	2027 Q1 prior year	2027 Q2 prior year	2027 Q3 prior year	2027 Q4 prior year
Revenue												
Total Customers	1	1	2	2	4	4	4	5	6	7	8	9
Existing Clients	0	1	1	2	2	4	4	4	5	6	7	8
New Clients	1	0	1	0	2	0	0	1	1	1	1	1
Total Revenue & Gains	\$152,500.00	\$0.00	\$296,000.00	\$0.00	\$462,500.00	\$0.00	\$296,000.00	\$276,000.00	\$862,500.00	\$225,000.00	\$518,500.00	\$448,500.00
Expenses												
Sales Team	\$55,150.00	\$46,000.00	\$63,760.00	\$46,000.00	\$63,400.00	\$46,000.00	\$46,000.00	\$62,560.00	\$67,500.00	\$59,500.00	\$61,500.00	\$68,485.00
Head of Sales Department	\$22,625.00	\$15,000.00	\$29,800.00	\$15,000.00	\$29,500.00	\$15,000.00	\$15,000.00	\$28,800.00	\$32,500.00	\$26,250.00	\$28,500.00	\$33,000.00
Sales Representatives	\$32,525.00	\$31,000.00	\$33,960.00	\$31,000.00	\$33,900.00	\$31,000.00	\$31,000.00	\$33,760.00	\$35,000.00	\$33,250.00	\$33,000.00	\$35,485.00
Software Development Team	\$60,750.00	\$60,750.00	\$60,750.00	\$70,250.00	\$76,250.00	\$76,250.00	\$76,250.00	\$85,750.00	\$88,750.00	\$88,750.00	\$94,750.00	\$98,750.00
Project Manager	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00
Aviation Expert	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00
Software Architect	\$16,000.00	\$16,000.00	\$16,000.00	\$16,000.00	\$16,000.00	\$16,000.00	\$16,000.00	\$16,000.00	\$16,000.00	\$16,000.00	\$16,000.00	\$16,000.00
Front-End Developers	\$7,000.00	\$7,000.00	\$7,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$14,000.00	\$14,000.00	\$14,000.00	\$14,000.00
Back-End Developers	\$7,500.00	\$7,500.00	\$7,500.00	\$13,000.00	\$13,000.00	\$13,000.00	\$13,000.00	\$16,500.00	\$16,500.00	\$16,500.00	\$16,500.00	\$20,500.00
Data Scientists	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$18,000.00	\$18,000.00	\$18,000.00	\$24,000.00	\$24,000.00	\$24,000.00	\$30,000.00	\$30,000.00
Quality Assurance Engineers	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00
Finance & Legal Team	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00
Accountant	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00
Lawyer	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00
Operating Expenses	\$13,750.00	\$13,750.00	\$16,250.00	\$16,250.00	\$24,750.00	\$24,750.00	\$24,750.00	\$27,250.00	\$33,750.00	\$36,250.00	\$36,250.00	\$38,750.00
Advertising	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00
Rent/Lease	\$6,250.00	\$6,250.00	\$6,250.00	\$6,250.00	\$12,250.00	\$12,250.00	\$12,250.00	\$17,500.00	\$17,500.00	\$17,500.00	\$17,500.00	\$17,500.00
Office supplies	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$3,750.00	\$3,750.00	\$3,750.00	\$3,750.00
Server	\$1,250.00	\$1,250.00	\$3,750.00	\$3,750.00	\$5,000.00	\$5,000.00	\$5,000.00	\$7,500.00	\$7,500.00	\$10,000.00	\$10,000.00	\$12,500.00
Total Expenses	\$137,150.00	\$128,000.00	\$148,260.00	\$140,000.00	\$171,900.00	\$154,500.00	\$154,500.00	\$183,060.00	\$197,500.00	\$192,000.00	\$200,000.00	\$213,485.00
Income before tax	\$15,350.00	-\$128,000.00	\$147,740.00	-\$140,000.00	\$290,600.00	-\$154,500.00	\$141,500.00	\$92,940.00	\$665,000.00	\$33,000.00	\$318,500.00	\$235,015.00
Income tax expense												
Net Profit (Loss)	\$15,350.00	-\$112,650.00	\$35,090.00	-\$104,910.00	\$185,690.00	\$31,190.00	\$172,690.00	\$265,630.00	\$930,630.00	\$963,630.00	\$1,282,130.00	\$1,517,145.00

Funding \$1,386,820.00

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Customer Value Proposition

Source: ICAO Global Passenger Survey 2022

Source: Deloitte Consumer S

Passengers...

- **20% offset aviation emissions**
- **34% stop using company if have concern in sustainable policy**
- **37% prefer companies based on sustainable policy**

34% of 20% is 6.8%

Therefore 6.8% passengers will change their aviation company.