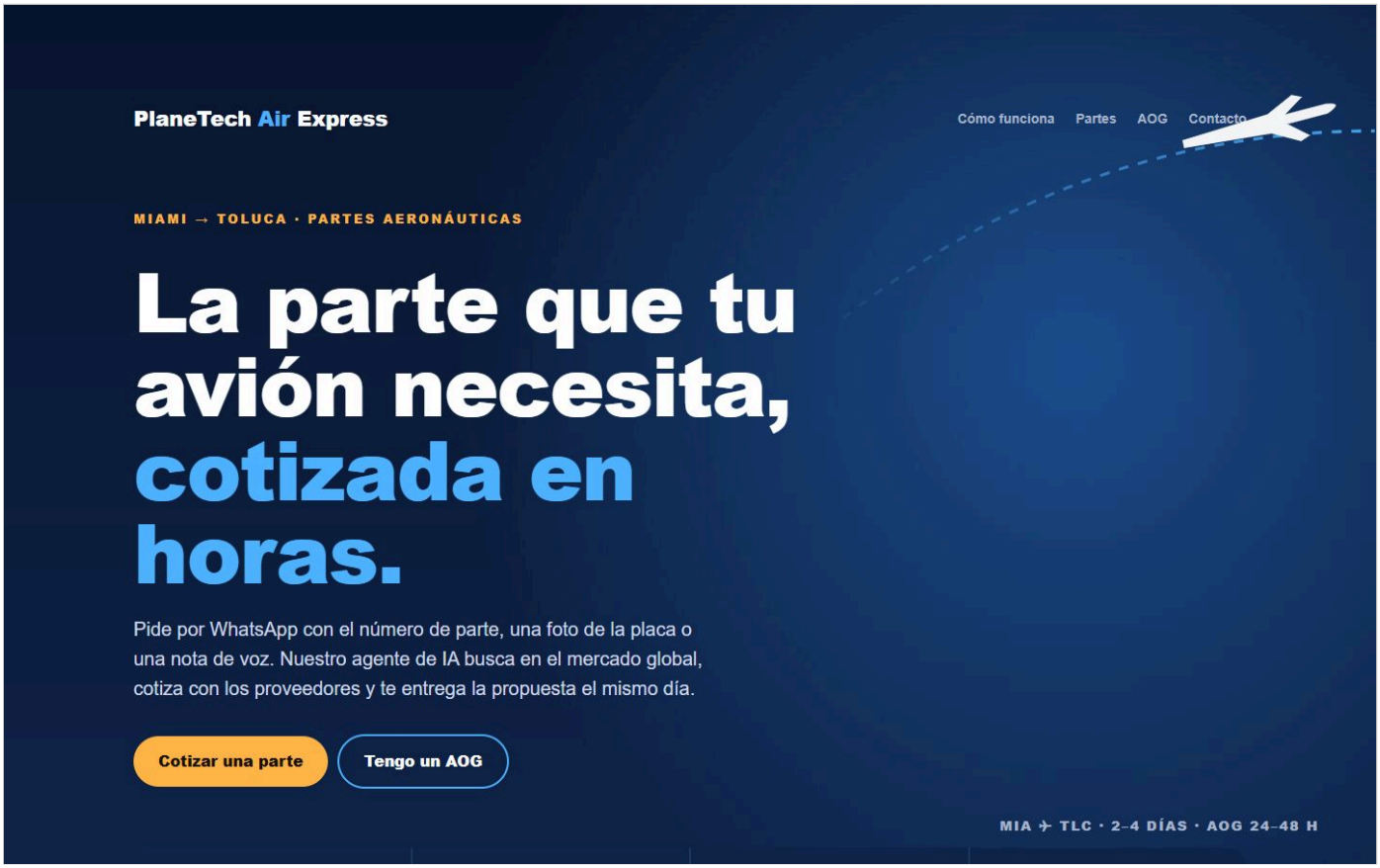
Executive summary

PlaneTech Air Express — Express sale of aircraft parts from Miami for operators and repair shops in Mexico: an AI agent searches the global market for the part, requests quotes from suppliers and delivers the proposal to the customer in hours.

The part your aircraft needs, quoted in hours, not days.

In one line: AI broker that sources aircraft parts in hours



The problem

- An aircraft on the ground (AOG) costs thousands of dollars per day; sourcing a part from Mexico takes days of calls, emails and marketplace searches.
- Business aviation operators and repair shops in Toluca depend on a few local suppliers, with customs delays and little price and traceability transparency.
- Quoting well requires reviewing hundreds of offers (condition, 8130-3 certificates, traceability, location): manual work that limits how many requests can be handled.

The solution

PlaneTech Air Express is a Miami-based aircraft parts broker run by an AI agent. The customer requests the part on Telegram/WhatsApp (text, photo of the data plate or voice note); the agent searches PartsBase and the global network, sends requests for quotation (RFQs) to suppliers, reads their replies (including PDFs) and generates the customer proposal with margin. A specialist with more than 10 years in the business validates every transaction before it is sent.

- Intake: the customer sends part number, quantity, condition and urgency by chat; the agent understands data plate photos and voice notes and confirms before searching.
- Sourcing: automatic search on PartsBase (hundreds of offers per part), deduplication and selection by condition, certificates and location.
- RFQ: request-for-quote emails in English to each supplier, copying the partners; automatic reading of replies and PDFs.
- Proposal: PDF to the customer with price, condition, EXW Miami terms and margin; outright sales only, no exchanges.
- Delivery: inspection in Miami, export and shipping to Toluca in 2–4 days (AOG in 24–48 h).

Why we win

- Speed: the first to quote wins most orders; the agent quotes in hours what takes a traditional broker days.
- Coverage: each request reviews hundreds of offers and contacts every relevant supplier in a single pass.
- Margin visible to the business, hidden from the customer: pricing policy applied consistently (20% base, higher for AOG).
- Based in Miami (the parts hub of the Americas) with an anchor customer in Toluca, Mexico's main business aviation hub.

Traction

- Operating since August 2026 with ALE (Toluca) as an active customer.
- AI agent in production: chat intake, PartsBase search, automatic RFQs, reply reading and PDF proposals.
- Real RFQs sent to suppliers (e.g., 8 suppliers for a single part number) and replies classified automatically.

Market

Level	Annual size	How it is calculated
TAM	US$600 M	Spending on replacement parts for general aviation, business aviation and MRO in Mexico (estimate: ~5% of the US$11.2 B domestic aerospace market)
SAM	US$60 M	Toluca and Mexico City ecosystem (business operators, charter, FBOs and repair shops): ~10% of TAM
SOM	US$3.9 M	~US$325k in monthly sales by month 24 (≈6% of SAM)

Business model

Buy-sell margin on every transaction: the customer issues its purchase order, PlaneTech buys the part from the supplier and resells it with a margin. Payment is collected as a deposit or prepayment to avoid financing the customer; working capital covers opportunistic purchases and AOG.

The round

Item	Proposal
Amount to raise	US$475,000
Equity offered	20.9%
Pre-money valuation	US$1,800,000
Post-money valuation	US$2,275,000
Runway	24 months (excluding revenue)
Suggested instrument	Series Seed preferred shares or a convertible note; working capital can be structured separately as a revolving credit line

With these funds we will achieve:

- Working capital to buy parts and handle AOG without waiting
- Sales team in Toluca and a full-time technical specialist
- ASA-100 / AS9120B certifications to become an approved supplier
- ~US$325k in monthly sales with ~22% gross margin

Team

- **Rafael Herrera** — CEO / CFO
- **Vladimir Díaz** — CTO
- **Francisco D'Angelo** — Head of Legal and Compliance

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