



KLS AVIATION

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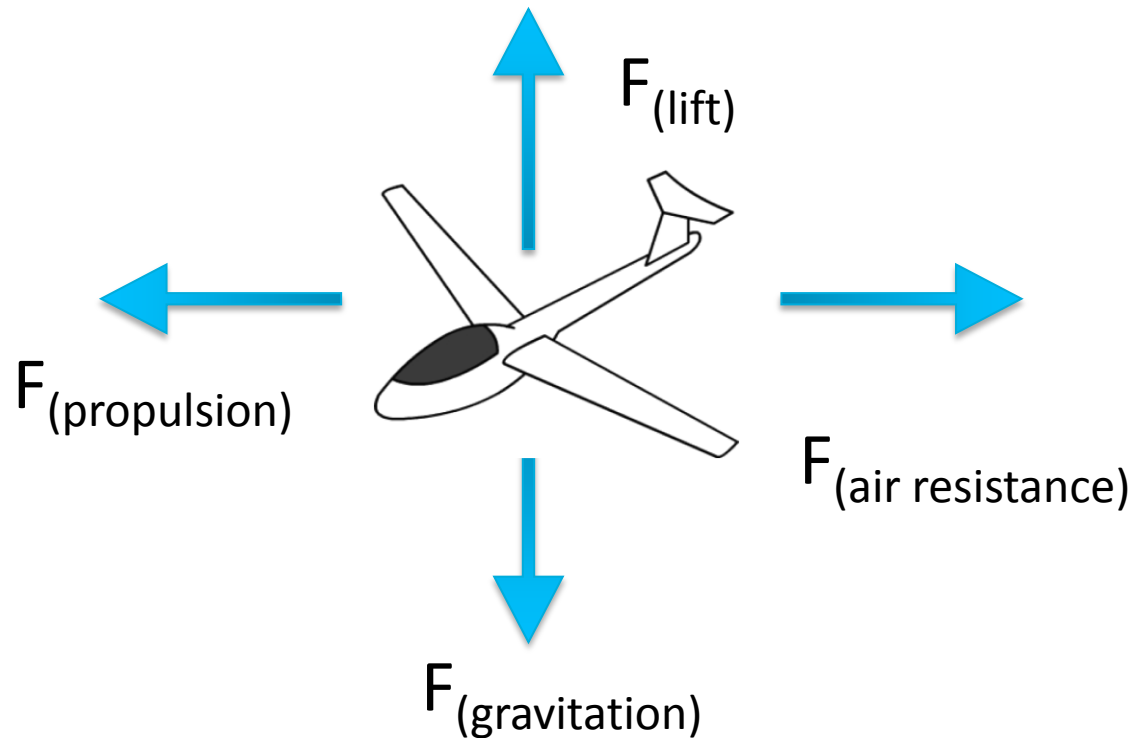
PART I

INTRODUCTION

Glider (Sailplane): Recreational activity and competitive air sport in which pilots fly **unpowered*** aircraft using **naturally occurring currents of rising air** in the atmosphere to remain airborne.



4 Forces on Glider...



Picture: http://www.super-hobby.de/zdjecia/3/1/3/869_rd.jpg

- Minimum Cruising speed
 - 60-70 km/h
- Maximum velocity
 - 200-300 km/h (depends on model)
- Glide ratio
 - 1:50 (Meaning: With 1000 meter altitude you fly 50000 m or 50 km)
- Minimum declination
 - around 60 cm/s. (Meaning: With good weather conditions (very slow wind) and 1000 meter altitude, duration of gliding can be up to 27 minutes)
 - The declination of the glider depends only on design: aerodynamic, wing profile, surface, and mass of the glider
- To stay longer in the air
 - Use upstream to climb to higher altitudes



These are only typical data. The actual performance will differ from model-to-model



“100% Green
and 0% CO₂...”

- Green and competitive Airsport in which **Tourists**, **Students** and **Pilots** can enjoy the new **ARCUS-E** (with electric motor)
- Electric propulsion can be used to fly to better thermic location to use upstream
- Charging the batteries for electric propeller is done with a small **1kW wind turbine** at our airfield.
- High safety and reliability cause of up-to-date Technologies



Gliding

KLS Aviation GmbH

- A flight adventure up to **45 min** (maximum) and a maximum altitude of **2000 m** gives you an new experience
- Large space in cock-pit, comfortable seats and simple maneuver makes your flying unforgettable
- Low noise during flight will not interrupt any conversation you may have during the flight
- Take off without winch possible

KLS Aviation make your dreams possible!!



Two lunch possibilities:

1. Winch launching with stationary device (e.g. Winch)
2. Take off with own electric motor



With electric motor-driven propeller,
Glider can take-off by itself

Picture: Schempp-Hirth Flugzeugbau GmbH



Ground Winch Unit at our airfield provide another means
of launching the Glider.

Picture: [http://www.beepworld.de/members28/onkelmaggus/
img.fotocommunity.com/photos/14682394.jpg](http://www.beepworld.de/members28/onkelmaggus/img.fotocommunity.com/photos/14682394.jpg)

PART II

COMPANY PROFILES



Objectives

KLS Aviation GmbH

1. Introduction of the **new** and **exciting** activity for Jülichers (or Jülichers' Guests)
2. Provide basic knowledge about aviation to ones who have **strong passion in flying**



“Touch the sky...
Fly with Passion”



Service Overview

KLS Aviation GmbH

“Our services are for Everyone”



Non-Membership

Round Trip Flying

Membership

Round Trip Flying (with special price)

Free Seminars

Training program (Get your license -> Fly alone)



Service Highlights

KLS Aviation GmbH

Round Trip Flying...Everyone can fly

- One time flying

20 minutes

- Professional & licensed pilot sit on the backseat and fly the glider for you
- Customer sit in the front seat (You don't have to know how to fly)
- One safety briefing before fly + One free seminar
- Customer must be 16+++





Service Highlight

KLS Aviation GmbH

Round Trip Flying...Experience Jülich from above



Brückenkopf Park

Zitradella



Jülich City Center

Jülich Solar Tower



Picture:

<http://www.gymzit.de/archiv/datapool/page/390/zit-luftb600.jpg>

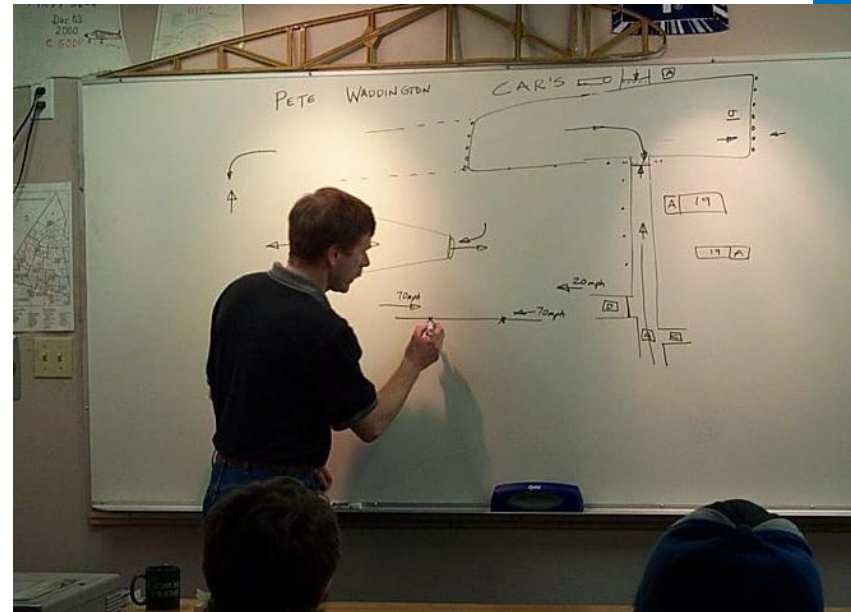
http://www.brueckenkopf-park.de/BKP_Start/Festung/Bild%201.jpg

<http://www.juelich.de/brueckenkopf/>

<http://www.spiegel.de/.../germany/0,1518,643961,00.html>

Aviation Seminars...Classroom for flying lover

- Free of charge for members
- Once a week by professional pilots
 - Saturday
- Example Theme:
 - Flight maneuver
 - Flight navigation
 - Radio operation
 - Basic metrology for flying
 - Etc.



Training Program...First step to be a real glider pilot

- Free of charge for members
- A way to obtain the glider licenses
- Member can arrange the training schedule based on available facilities (Gliders & Instructors)





Service Highlights

KLS Aviation GmbH

Receptions...Let us arrange your dream



- Registration for membership
- Answer to your questions
- Help you to arrange
 - Round Trip Flying schedule
 - Seminar registration
 - Flight training schedule
 - Other paper works

Founders / Investors

1. Mr. Kuvarakul Thachatat
2. Mr. Li YiTao
3. Mr. Stralek Lukas



- Limited Liability Company in Germany
 - **GmbH** (Gesellschaft mit beschränkter Haftung)
 - Minimum founding capital: **25000 Euro**
- Self-investment (**40%**)
 - 52383 Euro (Each)
 - 157150 Euro (Total)
- Bank loan (**60%**)
 - 235735 Euro
- **Total Investment**
 - **392875 Euro**

- **Student at FH-Aachen**

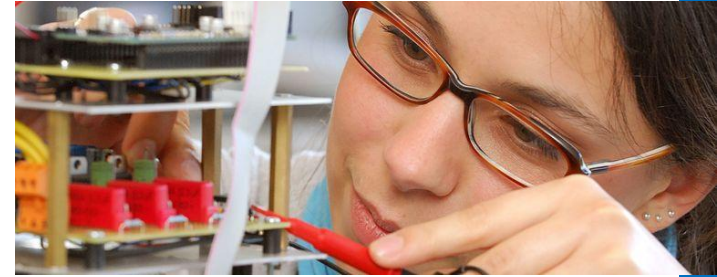
The total number of FH students is about **3152*** (WS 2011/12)

- Assumption: 1/10 of them are interested in gliding
- Potential customers: **310** (approx.)

- **Forchungszentrum Jülich**

Number of employee: **4600**** (approx.)

- Assumption: 1/20 of them are interested in gliding
- Potential customers: **230** (approx.)





- **Tourists**

- Assumption: **2000** Tourists are interested in gliding



- **Residents of Düren**

Kreis Düren has a population of **267446***
(30 June 2011)

- Assumption: 1/50 of them are interested in gliding
- Potential customers: **5354** (approx.)

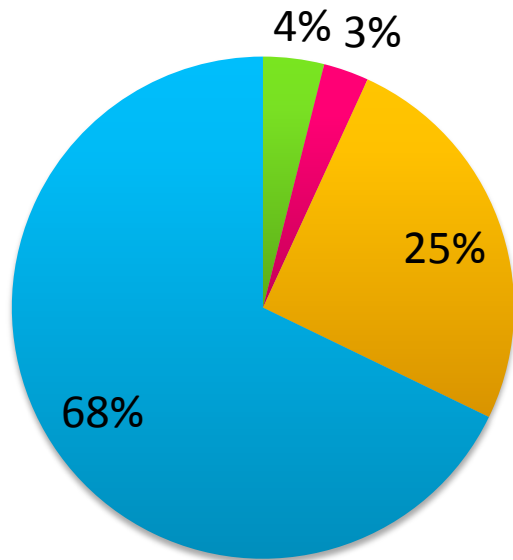
*Source: IT.NRW (Amtliche Bevölkerungszahlen)



Market Analysis (3)

KLS Aviation GmbH

Potential Customer



- FH-Aachen
- Forschungszentrum
- Tourist
- Residents of Kreis Düren

Target Group	Potential Customers
FH-Aachen (Jülich Campus)	310
Forschungszentrum Jülich	230
Tourists	2000
Residents of Kreis Düren	5354
Total	8000 (Approx.)

- No competitors in Jülich
- There are other nearby Airfield in..
 - Mönchengladbach
 - Aachen



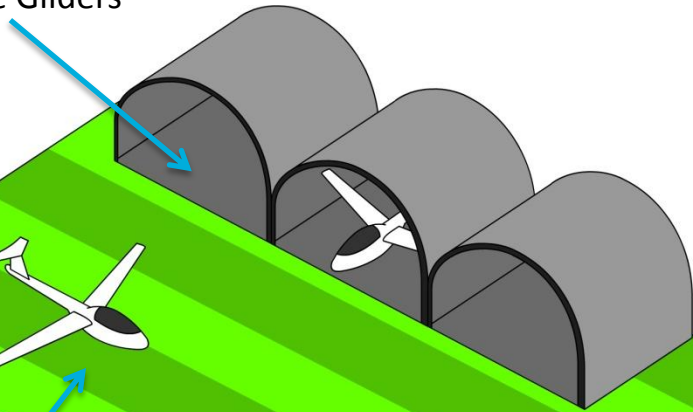


Airfields

KLS Aviation GmbH

Hangars

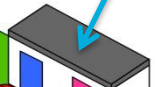
To keep the Gliders



Parking area

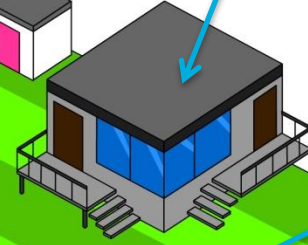


Toilet



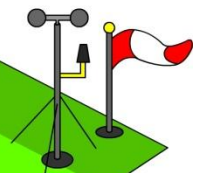
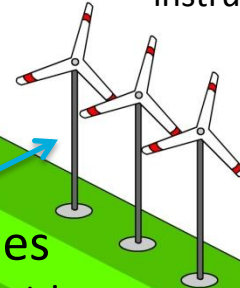
Clubhouse

Seminar room,
Rest areas



Weather tower

Simple measuring
instrument



Wind Turbines

For charge the electric
motor of Glider
(During windy time)

Grass Runway

Dimensions: 800 m x 50 m

Gliders Initially 3 of them
(To be increased to 4 later)

Winch

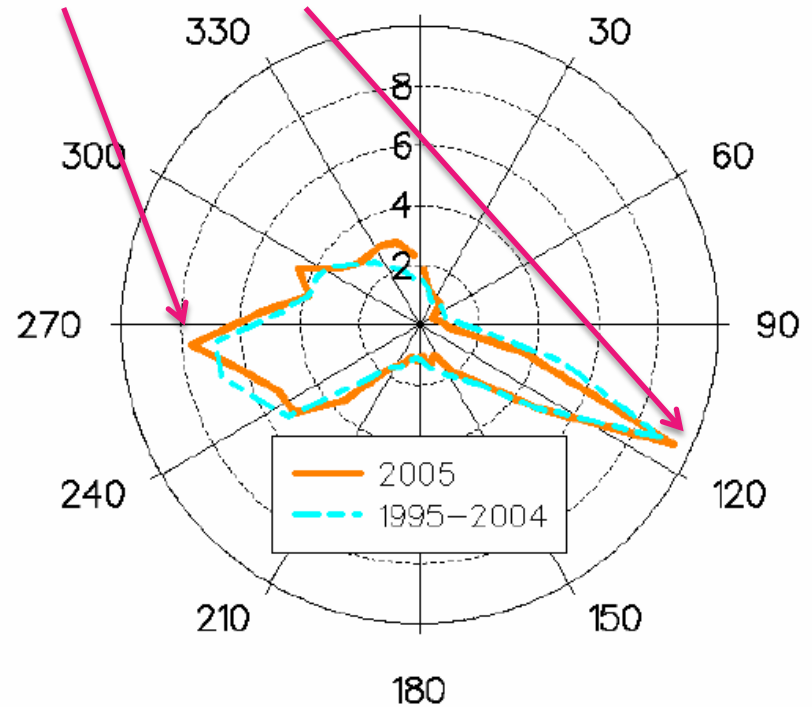
Diesel-driven Winch on
the truck for launch the glider



Most of wind come from **265 deg** and **115 deg.** 0

How to align the airfield?

- Wind direction is very important for airfield alignment
- Use “Windrose” diagram:
 - Most wind in East and West direction
- It is preferred to have the airfield in **90° / 270°** alignment
 - To maximize the effect of head with to help to lift the glider during take-off



What is “Wind Rose Diagram”?
 Graphic tool used by meteorologists to give a succinct view of how **wind speed** and **direction** are typically distributed at a particular location



Restrict air space

KLS Aviation GmbH

- Airspace above Nörvenich Airbase
- Airspace near Geilenkirchen NATO Airbase
- Airspace over Forschungszentrum



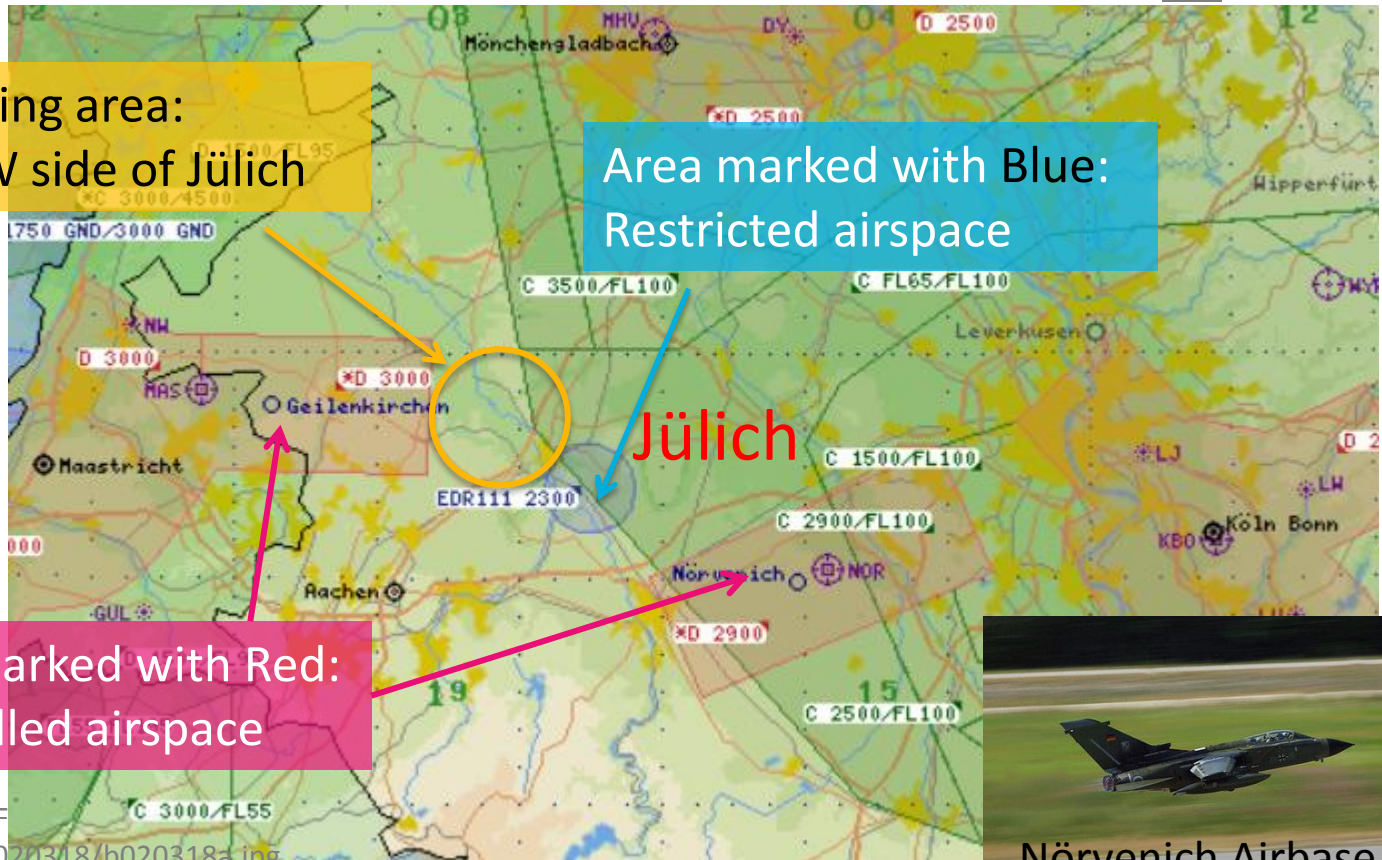
FZ-Jülich

Map: FL95.de

Flying area:
NW side of Jülich

Area marked with Blue:
Restricted airspace

Area marked with Red:
Controlled airspace



Geilenkirchen NATO Airbase



Nörvenich Airbase

Picture: SSgt. Matthew Hannen, USAF
<http://www.nato.int/pictures/2002/020318/b020318a.jpg>
<http://www.plantphenomics.com/datapool/page/21/ICG-3-500.jpg>



Acquisition & Negotiation Strategy

- Airfield area **850 m x 50 m**
- Location: Some flat land owned by local farmers
- Our company pay the farmers as much as the income the farmers earn from the land.
 - **Example:** the farmer earn 12000 euro per year from a land area of 850 m x 50 m. Our company pay 12000 euro rent per year for the land , and the farmer doesn't have to work on this area.

Option 1

Hasenfelder Straße (near Koslar)



Option 2

Von-Schöfer-Ring (North of Jülich)



Land Rent

Costs ≈ 1000 Euro (per Month)

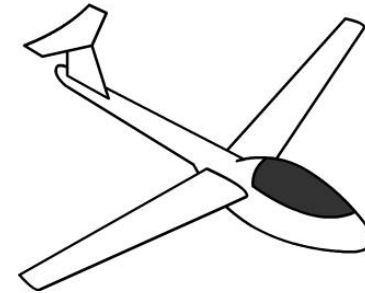
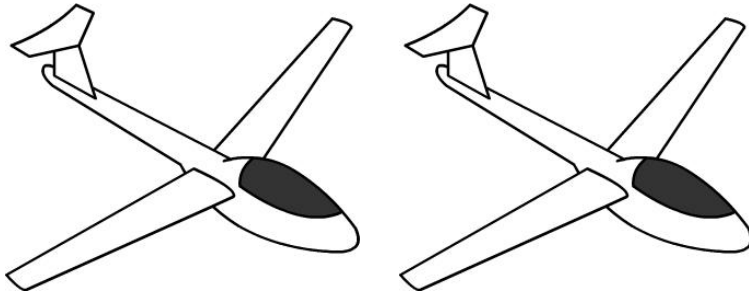


ARCUS E Glider

Costs ≈ 100000.00 Euro

Technical Information

Crew	2
Length	8,73 m
Wingspan	20,00 m
Wingload	51,9 kg / m ²
Wing area	15,6 m ²
Aspect ratio	25,6
Empty weight	420 kg
Gross weight	750 kg
Maximum speed	275 km / h
Maximum glide ratio	50
Maximum altitude	2000 m
Noise emission	< 48 dB
Declination	0,59 m / s
Electric motor	
Type	EM 42
Voltage range	190-288 V
Operating current	160 A
Electr. power	42 kW
Torque	216 Nm
Charing time	9 – 12 (1,7kW) hours
Batteries	Lithium-Ion

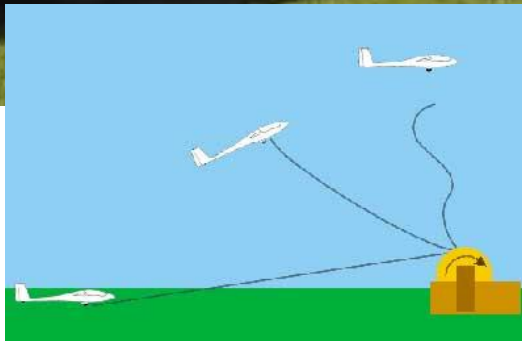


Glider for Round Trip Flying

- Operated by professional pilots
- For both non-member & member
- Quantity: 2

Glider for professional

- Operated by member who hold glider pilot license
- For member only
- Quantity: 1
(increased to 2 later)



- The winch is used to lift up the glider
- Maximum weight which can be pulled: 890 kg
- Maximum length of the wire: 2500 m

Elektrostartwinde ESW 2b

Costs \approx 6000.00 Euro

GENERAL DATA:

Power Data	1000W
Rated Output (W)	1000
Max output	2000
Charge Voltage(V)	DC 60V
Numbers of blade	3
Blade material	GRP
Blade diameter (m)	3.1
Start up wind speed (m/s)	3.0
Rated wind speed (m/s)	9.0
Rated rotate speed (r/min)	500
Wind Utilize Ratio (Cp)	0.42
Generator Efficiency	>0.8
Pole Diameter(mm)	Φ90
Tower Height (m)	8
Generator weight (kg)	15
Battery 12V 150Ah/200Ah(Batteries not included)	5 pcs



- Use to charge the battery of glider
- Reduce the electricity cost from the grid during high wind period

1. Wind Turbine
2. Tower & Accessories
3. Controller (Inverter)

Hummer MODEL H3.1

Costs ≈ 1250.00 Euro

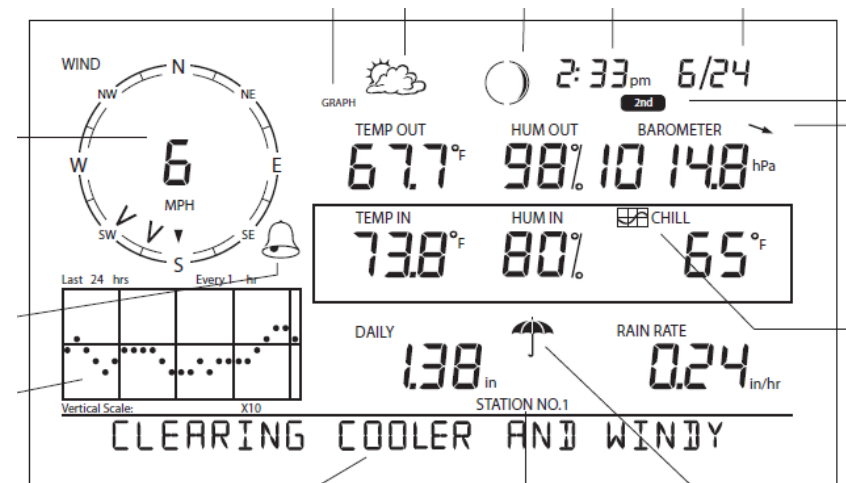
Important weather information for gliding:

- Wind direction
- Wind velocity
- Pressures
- Humidity
- Sunrise / Sunset
- Sun radiation
- Etc.



Wetterstation Vantage Pro2 Plus

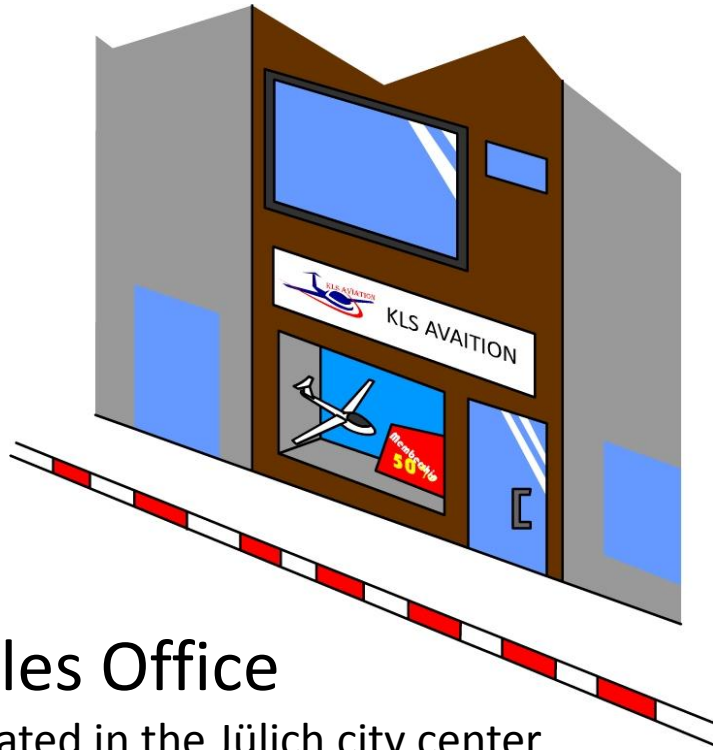
Costs ≈ 1000.00 Euro





Sales Office

KLS Aviation GmbH



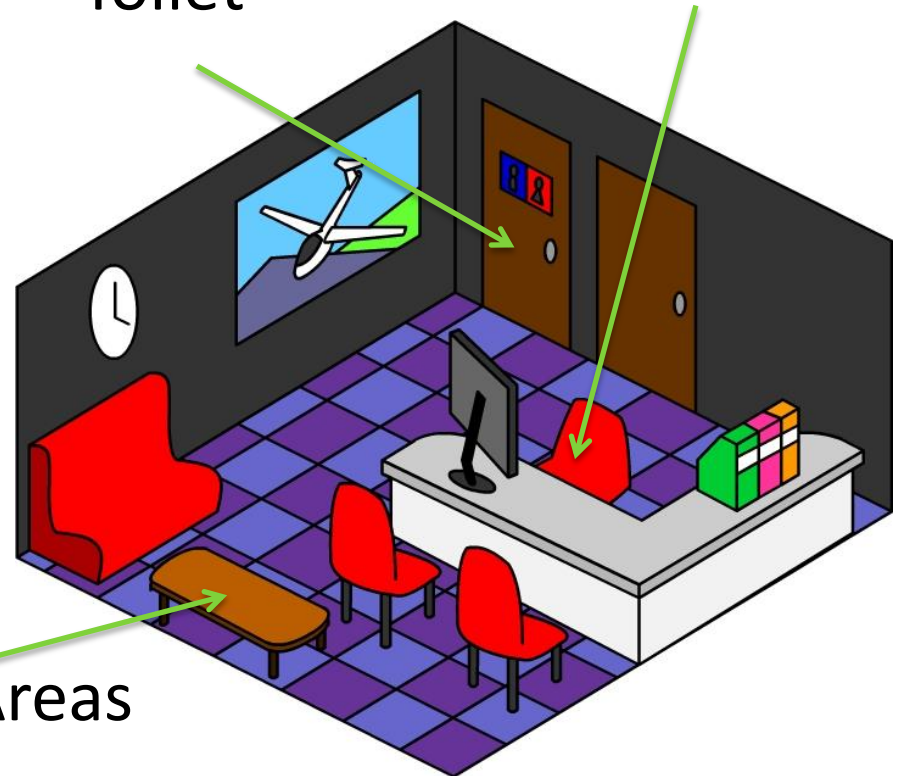
Sales Office

Located in the Jülich city center

Toilet

Receptionists

2 Receptionists working
Full-time during weekdays



Reception Areas

Sofa & Magazine

- **Location**

Bastionstraße 11-19, 52428 Jülich



Objektdaten

Preis / m ² :	5,50 €/m ²
Bürofläche:	ca. 280,00 m ²
Bezug:	kurzfristig
Stockwerk:	5. Etage
Stellplätze:	6
Preis/ Stellplatz:	25,00 €
Kaution:	3 MM
Baujahr:	1973
Immobilienart:	Büro-/Praxisfläche
Online-ID:	2PQ973Y
Ref.-Nr.:	DTI-Exposé-55077-2-2

Office (50 m²)

Costs ≈ 375.00 Euro / Month

Professional Pilots (Glider)

3 pilots (for 2 Gliders)

40 Hours / week*

Salary per month **3500 Euro**

Job description

Pilots of the glider and instruction

(*) At any time, at least 2 pilots shall be at work



Picture: <http://1.bp.blogspot.com/-9sGmMgO1fF8/Tke2ttYPall/AAAAAAAAAIO/Q-oxoIZAq-s/s1600/Capture.JPG>



Picture: <http://careertips.blogliterature.com/wp-content/uploads/2011/03/receptionist-career.jpg>

Receptionist

2 receptionists

25 Hours / week (**)

Salary per month **1000 Euro**

Job description

Organize the schedule of customer flights

To response to queries from customers

(**) From 08:00-18:00 (Weekday only), at least one receptionist shall be at office



Human Resources

KLS Aviation GmbH

Ground operator

1 ground operator

40 Hours / week

Salary per month **1500 Euro**

Job description

Operate the winch

Maintenance of glider, winch,
and other facilities

Field operator assistant

2 ground operator assistant

10 Hours / week

Salary per month **400 Euro**

Job description

Assist the ground operator in
every work





Working Schedule (Example)

KLS Aviation GmbH

Workdays	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
Pilot 1	Working 8 hours	Working 8 hours	Not Working	Working 8 hours	Working 8 hours	Working 8 hours	Not Working
Pilot 2	Working 8 hours	Not Working	Working 8 hours	Working 8 hours	Not Working	Working 8 hours	Working 8 hours
Pilot 3	Not Working	Working 8 hours	Working 8 hours	Not Working	Working 8 hours	Working 8 hours	Working 8 hours
Receptionist 1	Working 5 hours	Working 5 hours	Working 5 hours	Working 5 hours	Working 5 hours	Not Working	Not Working
Receptionist 2	Working 5 hours	Working 5 hours	Working 5 hours	Working 5 hours	Working 5 hours	Not Working	Not Working
Ground Operator	Working 8 hours	Not Working	Working 8 hours	Not Working	Working 8 hours	Working 8 hours	Working 8 hours
Assistant 1	Not Working	Working 5 hours	Not Working	Not Working	Not Working	Working 5 hours	Not Working
Assistant 2	Not Working	Not Working	Working 5 hours	Working 5 hours	Not Working	Not Working	Not Working

Working 8 hours	Working 8 hours
Not Working	Not Working
Working 5 hours	Working 5 hours

Operating Hours

Airfield	Office
Everyday 09:00-20:00 (Summer) 09:00-17:00 (Winter)	Weekday 08:00-18:00

- Posters and flyers
 - At FH Aachen
 - In the City (Jülich, Düren, Linnich etc.)
 - Pubs (Irish pub, Kuba etc.)
 - Rurtalbahn
- Facebook
- Company website
- Jülich Stadt Website



Advertisement cost

- **7200 Euro** per year
 - 1200 Euro for website
 - 6000 Euro for others



- Register / notify following authorities about flying activities:
 - Jülich Municipality
 - NATO Airbase in Geilenkirchens
 - Luftfahrt Bundesamt
- Company Registration to:
 - Steureamt
 - Gewerbemeldestelle



- Weather
 - Bad weather leads less operating hours
- Mid-air collision with other flying objects:
 - Birds
 - Other planes
- Too optimistic for market analysis



PART III

PRELIMINARY CALCULATIONS



Flight Operation

KLS Aviation GmbH

Maximum fly hours (per glider)

- 7.5 hours for summer (215 days in summer)
- 5.0 hours for winter (150 days in winter)
- Total: **2362.5 hours** in a year

Maximum launch times

One hour 2 launches (30 minutes each)

20 minute flying, 10 minute turn around

total maximum launches in one year **4725 launches**



Investment Cost

KLS Aviation GmbH

INVESTMENTS	UNIT PRICE	QTY.	TOTAL INVESTMENT	DEPRECIATION YR	DEPRECIATION COST
	Euro	N/A	Euro	Yr	Euro
Gilder	100000	3	300000	10	30000
Hanger	10000	3	30000	20	1500
Weather station	1000	1	1000	10	100
Wind Turbine	1250	3	3750	10	375
Kaution for Office Renting	1125	1	1125		
Computer & Printer	600	1	600	4	150
Furnitures	400	1	400	10	40
Winch and motor	6000	1	6000	10	600
Unexpected	25000	1	25000		
Circulating Cost	25000	1	25000		
TOTAL INVESTMENT			<u>392875</u>		<u>32765</u>
Self-investment		40%	<u>157150</u>	Self-investment PP	<u>52383</u>
Bank loan		60%	<u>235725</u>		

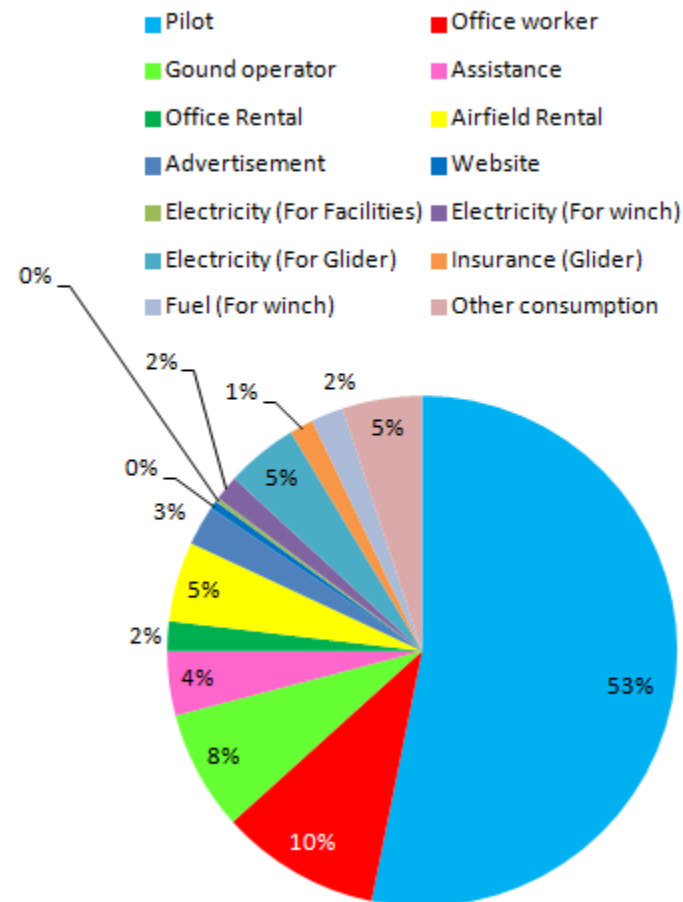


Self-cost calculation

KLS Aviation GmbH

LIST OF COST	UNIT COST		QTY	TOTAL COST	
	per month	per year		per month	per year
	Euro	Euro		Euro	Euro
Pilot	3500	42000	3	10500	126000
Office worker	1000	12000	2	2000	24000
Gound operator	1500	18000	1	1500	18000
Assistance	400	4800	2	800	9600
Office Rental	375	4500	1	375	4500
Airfield Rental	1000	12000	1	1000	12000
Advertisement	500	6000	1	500	6000
Website	100	1200	1	100	1200
Electricity (For Facilities)	50	600	1	50	600
Electricity (For winch)	315	3780	1	315	3780
Electricity (For Glider)	300	3600	3	900	10800
Insurance (Glider)	100	1200	3	300	3600
Fuel (For winch)	400	4800	1	400	4800
Other consumption	1000	12000	1	1000	12000
SUMMARY					236880

Cost Distribution





Balance of Debt

KLS Aviation GmbH

YEAR	BALANCE OF DEBT	INTEREST RATE	INTEREST	PAYBACK LOAN
	Euro		Euro	Euro
1	235725,00	7%	16500,75	23572,50
2	212152,50	7%	14850,68	23572,50
3	188580,00	7%	13200,60	23572,50
4	165007,50	7%	11550,53	23572,50
5	141435,00	7%	9900,45	23572,50
6	117862,50	7%	8250,38	23572,50
7	94290,00	7%	6600,30	23572,50
8	70717,50	7%	4950,23	23572,50
9	47145,00	7%	3300,15	23572,50
10	23572,50	7%	1650,08	23572,50
	TOTAL INTEREST		<u>90754,13</u>	N/A
	TOTAL PAYMENT		N/A	<u>235725,00</u>



Price Determination

KLS Aviation GmbH

Criteria 1

- Company must sustain even without any members (Worst Case Scenario)
 - No high profit but no debt

Criteria 2

- Additional profit come from membership system
 - More members = more profit



Scenarios

KLS Aviation GmbH

Worst Case Scenario

- No members at all
- Only revenues come from non-members
- The price for Round Trip Flying will be based on self-cost calculated by this scenario

Best Case Scenario

- Increase no. of members every years
- Business expansion (New Glider Procurement) at 5th Year



Worst Case – Cash Flow

KLS Aviation GmbH

	UNIT	YEAR									
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Operation (For non-member)											
Maximum no. of flight		9450	9450	9450	9450	9450	9450	9450	9450	9450	9450
Availability		50%	70%	80%	80%	80%	80%	80%	80%	80%	80%
Flight no. on that year		4725,00	6615,00	7560,00	7560,00	7560,00	7560,00	7560,00	7560,00	7560,00	7560,00
Cost											
Depreciation cost	Euro	32765,00	32765,00	32765,00	32765,00	32765,00	32765,00	32765,00	32765,00	32765,00	32765,00
Expansion cost	Euro										
Financing cost	Euro	16500,75	14850,68	13200,60	11550,53	9900,45	8250,38	6600,30	4950,23	3300,15	1650,08
Fixed cost	Euro	236880,00	236880,00	236880,00	236880,00	236880,00	236880,00	236880,00	236880,00	236880,00	236880,00
Loss from last year	Euro		73993,25	61475,43	4877,02	0,00	0,00	0,00	0,00	0,00	0,00
Total cost	Euro	286145,75	358488,93	344321,03	286072,55	279545,45	277895,38	276245,30	274595,23	272945,15	271295,08
Self-cost	Euro	60,56	54,19	45,55	37,84	36,98	36,76	36,54	36,32	36,10	35,89
Price	Euro	44,90	44,90	44,90	44,90	44,90	44,90	44,90	44,90	44,90	44,90
Turnover from non-member		212152,50	297013,50	339444,00	339444,00	339444,00	339444,00	339444,00	339444,00	339444,00	339444,00
Operation (For member)											
No. of member		0	0	0	0	0	0	0	0	0	0
Member Fee	Euro	200,00	200,00	200,00	200,00	200,00	200,00	200,00	200,00	200,00	200,00
Income (Member fee)	Euro	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Maximum no. of flight		0	0	0	0	0	0	0	0	0	0
Availability		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Flight no. on that year		0	0	0	0	0	0	0	0	0	0
Price (per flight)	Euro	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00
Income (Flight)	Euro	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Turnover form member	Euro	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Turnover	Euro	212152,50	297013,50	339444,00	339444,00	339444,00	339444,00	339444,00	339444,00	339444,00	339444,00
Profit before Tax	Euro	-73993,25	-61475,43	-4877,02	53371,45	59898,55	61548,63	63198,70	64848,78	66498,85	68148,93
Taxes (40%)	Euro	0,00	0,00	0,00	21348,58	23959,42	24619,45	25279,48	25939,51	26599,54	27259,57
Profit after Tax	Euro	-73993,25	-61475,43	-4877,02	32022,87	35939,13	36929,18	37919,22	38909,27	39899,31	40889,36
Cash flow	Euro	-41228,25	-28710,43	27887,98	64787,87	68704,13	69694,18	70684,22	71674,27	72664,31	73654,36
Repayment credit	Euro	23572,50	23572,50	23572,50	23572,50	23572,50	23572,50	23572,50	23572,50	23572,50	23572,50
Dividend	Euro	-64800,75	-52282,93	4315,48	41215,37	45131,63	46121,68	47111,72	48101,77	49091,81	50081,86



Worst Case – ROI

KLS Aviation GmbH

- Initial Investment (Self)
 - 157150 Euro
 - Accumulate Dividend on 10th Year
 - Price: 44.90 Euro per one Round Trip Flying
 - 214088 Euro
- Ratio Repay / Self Investment = 1.36



Membership

KLS Aviation GmbH

- Entry Fee: **200 Euro**
- Price per Flight: **15 Euro**



Why membership?

- Cheaper Round Trip Flying
(60% saving)
- Free Seminar every Saturday
- Opportunity to become a real Glider Pilot and then fly by yourself!
- Membership Card



Best Case – Cash Flow

KLS Aviation GmbH

	UNIT	YEAR									
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Operation (For non-member)											
Maximum no. of flight		9450	9450	9450	9450	9450	9450	9450	9450	9450	9450
Availability		50%	70%	80%	80%	80%	80%	80%	80%	80%	80%
Flight no. on that year		4725	6615	7560	7560	7560	7560	7560	7560	7560	7560
Cost											
Depreciation cost	Euro	32765,00	32765,00	32765,00	32765,00	40000,00	40000,00	40000,00	40000,00	40000,00	40000,00
Expansion cost	Euro					110000,00					
Financing cost	Euro	16500,75	14850,68	13200,60	11550,53	9900,45	8250,38	6600,30	4950,23	3300,15	1650,08
Fixed cost	Euro	236880,00	236880,00	236880,00	236880,00	236880,00	236880,00	236880,00	236880,00	236880,00	236880,00
Loss from last year	Euro		49493,25	7725,42	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Total cost	Euro	286145,75	333988,93	290571,03	281195,53	396780,45	285130,38	283480,30	281830,23	280180,15	278530,08
Self-cost	Euro	60,56	50,49	38,44	37,20	52,48	37,72	37,50	37,28	37,06	36,84
Price	Euro	44,90	44,90	44,90	44,90	44,90	44,90	44,90	44,90	44,90	44,90
Turnover from non-member	Euro	212152,50	297013,50	339444,00	339444,00	339444,00	339444,00	339444,00	339444,00	339444,00	339444,00
Operation (For member)											
No. of member		10	15	20	30	40	45	50	55	60	65
Member Fee	Euro	200,00	200,00	200,00	200,00	200,00	200,00	200,00	200,00	200,00	200,00
Income (Member fee)	Euro	2000,00	3000,00	4000,00	6000,00	8000,00	9000,00	10000,00	11000,00	12000,00	13000,00
Maximum no. of flight		5000	5000	5000	5000	10000	10000	10000	10000	10000	10000
Availability		30%	35%	50%	80%	70%	80%	85%	85%	85%	85%
Flight no. on that year		1500	1750	2500	4000	7000	8000	8500	8500	8500	8500
Price (per flight)	Euro	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00	15,00
Income (Flight)	Euro	22500,00	26250,00	37500,00	60000,00	105000,00	120000,00	127500,00	127500,00	127500,00	127500,00
Turnover form member	Euro	24500,00	29250,00	41500,00	66000,00	113000,00	129000,00	137500,00	138500,00	139500,00	140500,00
Turnover	Euro	236652,50	326263,50	380944,00	405444,00	452444,00	468444,00	476944,00	477944,00	478944,00	479944,00
Profit before Tax	Euro	-49493,25	-7725,42	90372,98	124248,48	55663,55	183313,63	193463,70	196113,78	198763,85	201413,93
Taxes (40%)	Euro	0,00	0,00	36149,19	49699,39	22265,42	73325,45	77385,48	78445,51	79505,54	80565,57
Profit after Tax	Euro	-49493,25	-7725,42	54223,79	74549,09	33398,13	109988,18	116078,22	117668,27	119258,31	120848,36
Cash flow (Net profit +	Euro	-16728,25	25039,58	86988,79	107314,09	73398,13	149988,18	156078,22	157668,27	159258,31	160848,36
Repayment credit	Euro	23572,50	23572,50	23572,50	23572,50	23572,50	23572,50	23572,50	23572,50	23572,50	23572,50
Dividend	Euro	-40300,75	1467,08	63416,29	83741,59	49825,63	126415,68	132505,72	134095,77	135685,81	137275,86



Best Case – ROI

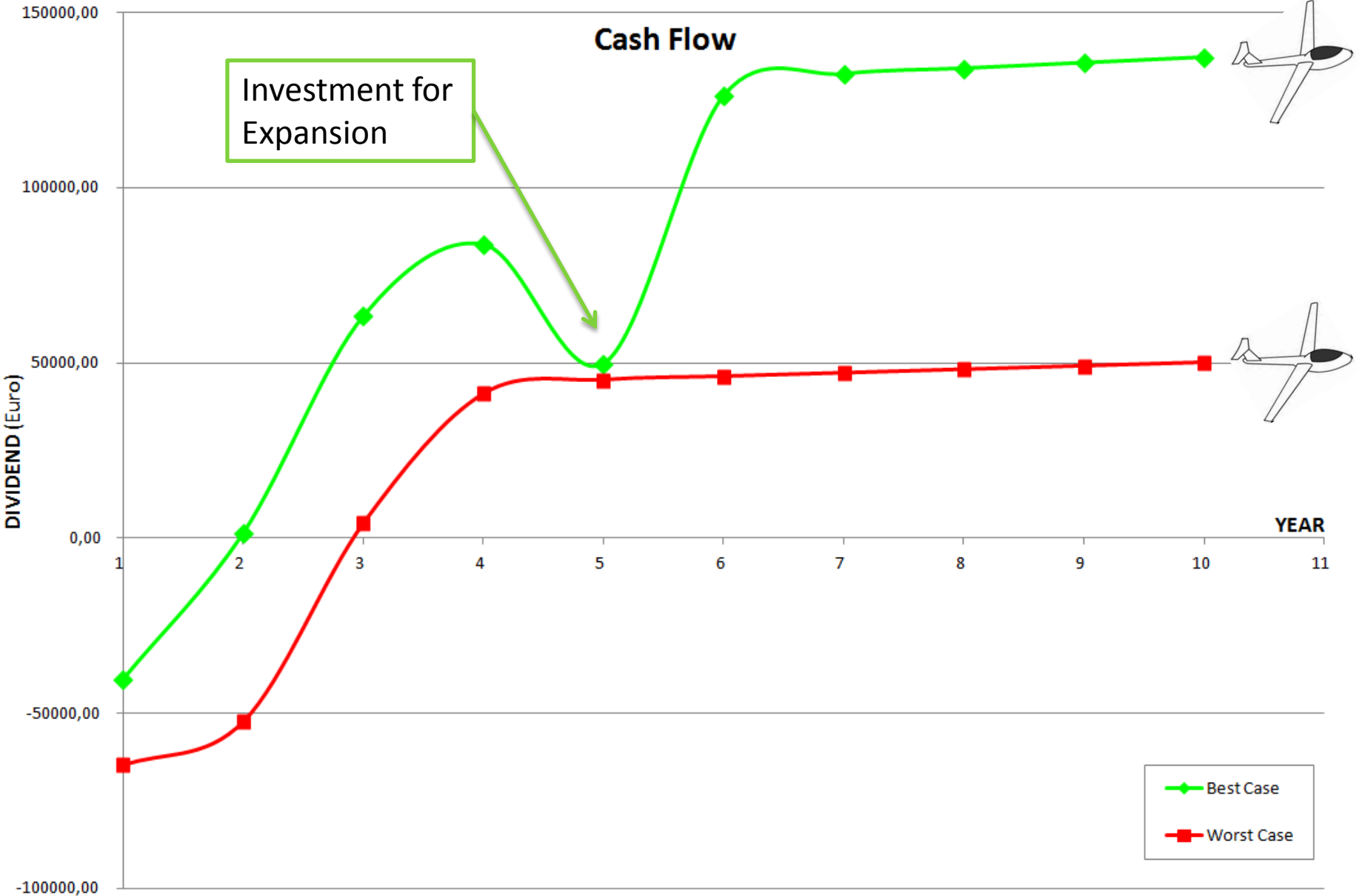
KLS Aviation GmbH

- Initial Investment (Self)
 - 157150 Euro
 - Accumulate Dividend on 10th Year
 - 824129 Euro
- Ratio Repay / Self Investment = 5.24



Cash Flow

KLS Aviation GmbH



“.....Don't dream your dream.....
.....live your dream.....
.....join KLS Aviation”

Lukas Stralek (2011)