

ATPG (& APC) Funding Model

Objective:

To enable an unsecured funding system for initial pilot training


Concept:

1. Identify high-quality students through psychometric and other assessments
2. Identify high-quality ATOs through an audit process that identifies “better-than-compliant” schools.
3. Engage a recruiting airline to ensure high probability (>90%) of a job for successful graduates.

Outcome

So, you want me to lend
€100,000, unsecured, to an
unqualified, unemployed,
21-year-old, destined for the
aviation industry?





Four years earlier.....

The Challenge of Pilot Supply

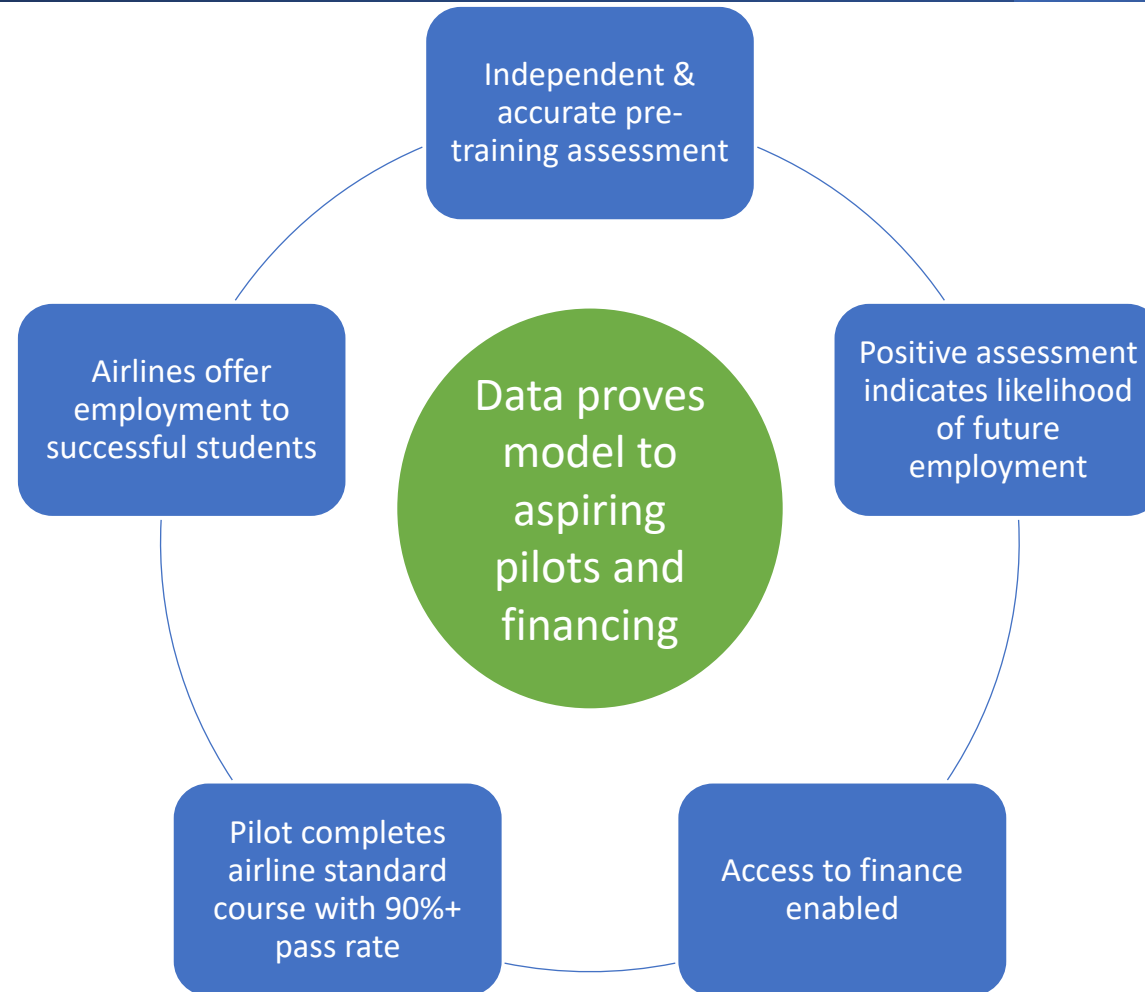
Creating Attractive Pilot Careers

The Challenge of Pilot Supply

*Creating Attractive
Pilot Careers*

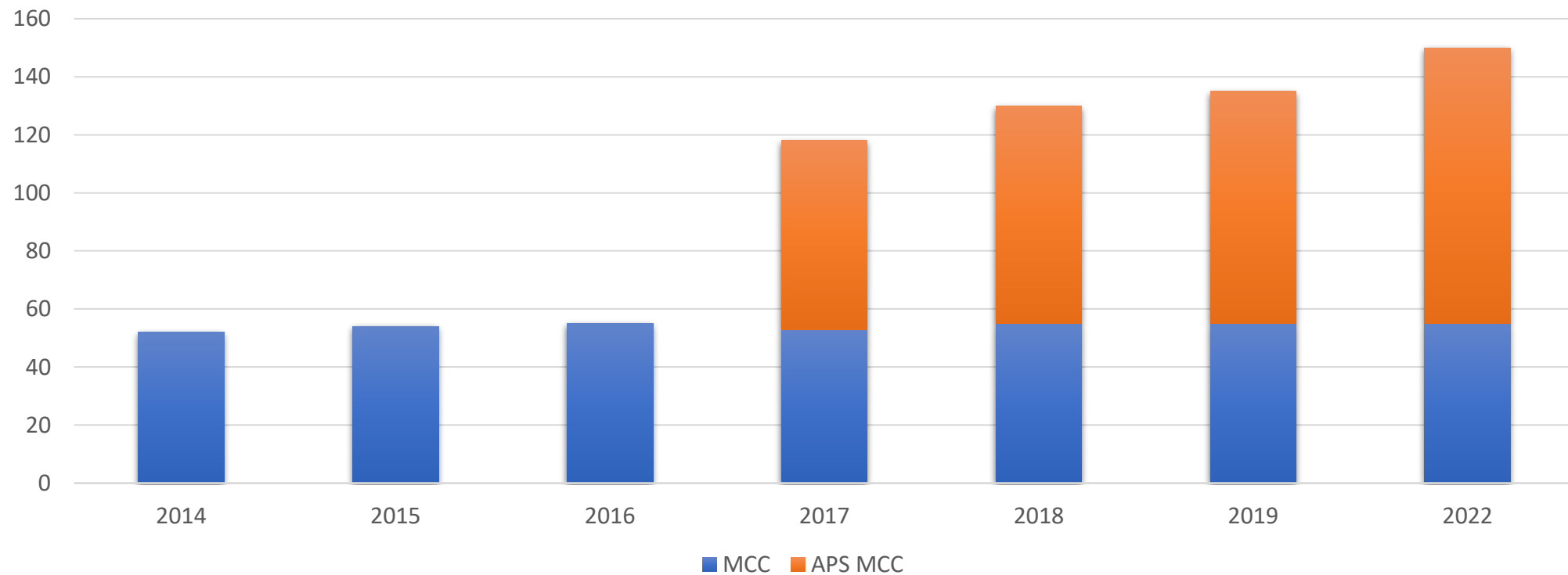
The Challenge of Pilot Supply

ATPG Funding, Training and Employment Model



Evidenced-based Model

Case Study: Ryanair & Partner ATOs using APS MCC



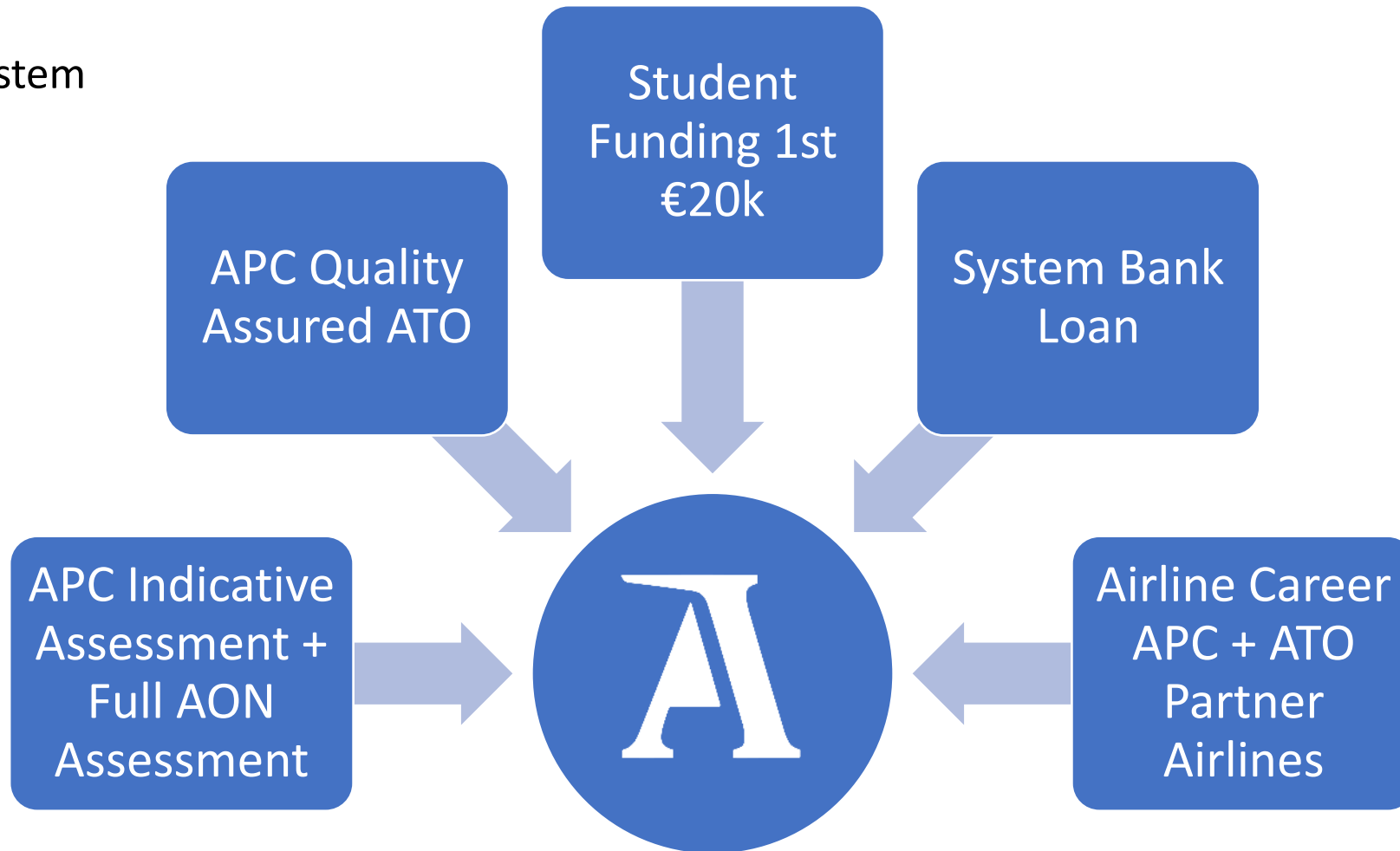
Outcome

- No discussion of funding model by Commission, EU or Member States (with honourable exceptions)
- Success would require large scale system, backed by powerful and reputable entities



2019 Airline Pilot Club

APC Funding System



System Entities

APC

- Attract diverse and talented pool of would-be students
- Initial free psychometric assessment to provide initial student insight
- Auditor to ensure high standards of ATO performance



AIRLINE
PILOT CLUB
PILOTS FROM EVERY BACKGROUND

System Entities

AON

- Powerful, global finance house
- Strong Human Talent Business
- Insurance Underwriter

The AON logo is displayed in a bold, red, sans-serif font. The letters are thick and closely spaced. The logo is centered within a white rectangular area that is part of a larger dark blue background on the right side of the slide.

System Entities

Wells Fargo

- USA Retail Bank
- Well Established and capitalised
- Diverse lending portfolio

The Wells Fargo logo is displayed in white, serif, all-caps text on a red rectangular background. The text is arranged in two lines: "WELLS" on the top line and "FARGO" on the bottom line. The logo is positioned on the right side of the slide, overlapping a dark blue vertical bar that runs down the right edge of the page.

WELLS
FARGO

System Entities

United Airlines

- Global Airline Brand
- 10,000 pilots required
- Funding model agreed



System Entities

Ryanair

- Strong Letter of Intent
- Ultimate Recruiting airline
- Strong, proven business model
- 99% pass rate at type rating
- Command within 4 years of joining
- Career enhancement opportunities



What could possibly go wrong?





Interest Rates



Inflation



2023

Outcome:

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Thank You