



The Future of Aviation English Training

AI-powered ICAO certification prep for the world's pilots

330K+

Commercial Pilots
Worldwide

\$3B+

Aviation English
Training TAM

ICAO L4

Mandatory for
Intl. Flights



avilingo.net

The Problem

Pilots are failing a test that could save lives

2,300+

deaths from communication failures in aviation history



\$500-2,000

Traditional courses cost 1-3 months' salary for CIS pilots



Limited Access

Few qualified ICAO instructors; fixed schedules don't suit pilots



Wrong Tools

Generic apps like Duolingo don't teach ATC phraseology or ICAO criteria

What examiners really assess



Pronunciation

Intelligible despite L1 influence



Structure

Grammar creative & controlled



Vocabulary

Sufficient for aeronautical topics



Fluency

Appropriate tempo, limited fillers



Comprehension

Accurate on work-related topics



Interactions

Immediate, appropriate responses



Critical: Your ICAO level = your LOWEST score across all 6 criteria. One weak area fails you.

Our Solution

AviLingo: The complete ICAO test preparation platform



Radio Practice

AI-powered ATC simulations with VHF radio effects and realistic readback exercises



Describe & Discuss

Picture description training with AI scoring across all 6 ICAO criteria



Listening Lab

Real ATC audio with multiple accents — American, British, Indian, Russian



AI Assessment

14-step audio pipeline: pronunciation, fluency, vocabulary scored to ICAO standard



Adaptive Learning

Targets your weakest criterion — the one that determines your ICAO level



ICAO Radar Profile

Real-time progress tracking across all 6 criteria with level prediction

How It Works

From first lesson to ICAO certification

01



Assess

Take a diagnostic that scores you across all 6 ICAO criteria

02



Train Daily

15-20 min adaptive sessions targeting your weakest criterion

03



Practice Speaking

AI-powered ATC role-play with real-time pronunciation feedback

04



Mock Test

Full ICAO test simulation with 6-criteria scoring & feedback

05



Certify

Achieve Level 4+ and pass your official ICAO exam

Built for pilots no one else serves

L1 Pronunciation Calibration

- ✓ TH → S/Z substitution ("sree-sousand" for "three-thousand")
- ✓ W → V confusion ("vind" for "wind")
- ✓ Article omission (common, lightly penalized at L4)
- ✓ Stress pattern differences from Russian/Uzbek
- ✓ Dark L and palatalized consonants

Regional Content

- > **Real Routes** UTTT→OIEE, UAAA→UACC procedures
- > **Local ATC** CIS-accented controller simulations
- > **Pricing** \$14.99/mo — affordable for CIS markets
- > **Mobile-First** Practice during commutes & layovers
- > **Multilingual UI** Full localization for pilots around the globe

Market Opportunity

A \$3B+ market growing at 8.9% CAGR

TAM

\$3B+

Global aviation English training
330K+ active commercial pilots
660K+ new pilots needed by 2043
2M+ cabin crew worldwide
Expanded to ATC + ground ops (2026)

SAM

\$500M+

Non-native pilots in emerging markets
200K+ pilots needing ICAO prep now
Thousands of flight schools globally
CIS + APAC + Middle East + LATAM
Retesting every 3-6 years = recurring

SOM (3yr)

\$1-3M

B2C subscriptions (\$14.99/mo)
30-50 flight school contracts
Airline training partnerships
CIS beachhead → global expand

Competitive Landscape

No one trains for the complete test

Feature	AviLingo V2	PlaneEnglish	CaptainPilot	Generic Apps	Classroom
ICAO 6-criteria scoring	✓ Full radar	✗ Phraseology only	~ Limited	✗	~ Manual
Picture description	✓	✗	~ Some	✗	✓
AI voice role-play	✓ Realtime API	~ Basic ATC	✗	✗	✗
Full mock ICAO test	✓	✗	~ Partial	✗	✓
CIS L1 calibration	✓	✗	✗	✗	✗
Adaptive daily sessions	✓	✗	✗	~ Generic	✗
B2B school dashboard	✓	✓	~	✗	✓
Price for CIS market	\$14.99/mo	\$59-119/6mo	\$99+	Varies	\$500-2,000



Our insight: The ICAO test is 60% free speech, not phraseology. Competitors train for the part pilots already pass.

Traction

Early signals, strong validation



110+

Registered Users



\$30

Monthly Revenue



2

Paying Customers



500+

Aviation Terms

Industry Validation

- ✓ Pilot advisors validating all content
- ✓ Connections at Qanot Sharq, Uzbekistan Airways
- ✓ Flight school contacts: IAA, HADID Aero
- ✓ Inna Abdullayeva (ICAO task force chair) advisor

Platform Capabilities

- ✓ Live at avilingo.net — full-stack production
- ✓ 14-step AI audio processing pipeline
- ✓ Spaced repetition vocabulary engine
- ✓ UzCombinator program participant

Business Model

B2C subscriptions + B2B institutional

B2C — Individual Pilots

Free **\$0**

Limited daily practice — funnel entry

Monthly **\$14.99/mo**

Unlimited everything, full ICAO tracking

Yearly **\$79.99/yr**

Best value — \$6.67/month

Lifetime **\$199**

One-time — first 100 pilots

B2B — Institutions

Flight Schools **\$10-15/student/mo**

100 cadets = \$12-18K/year per school

Airlines **\$15-20/pilot/mo**

200 pilots = \$36-48K/year per airline



Built-in recurring revenue:

Pilots must retest every 3-6 years.
ICAO prep isn't one-time — it's a career-long need.

CIS beachhead, then global expansion

Phase 1 — Now

CIS Beachhead

- Direct B2C pilot acquisition
- Uzbekistan, Kazakhstan, Russia focus
- Aviation summit presentations
- Pilot advisor network & referrals
- SEO content in Russian & English

Phase 2 — 6-12 Months

B2B Institutional

- Flight school partnerships (IAA, HADID)
- Airline training contracts
- Admin dashboards & bulk enrollment
- Expand to Turkey, Middle East
- Conference & trade show presence

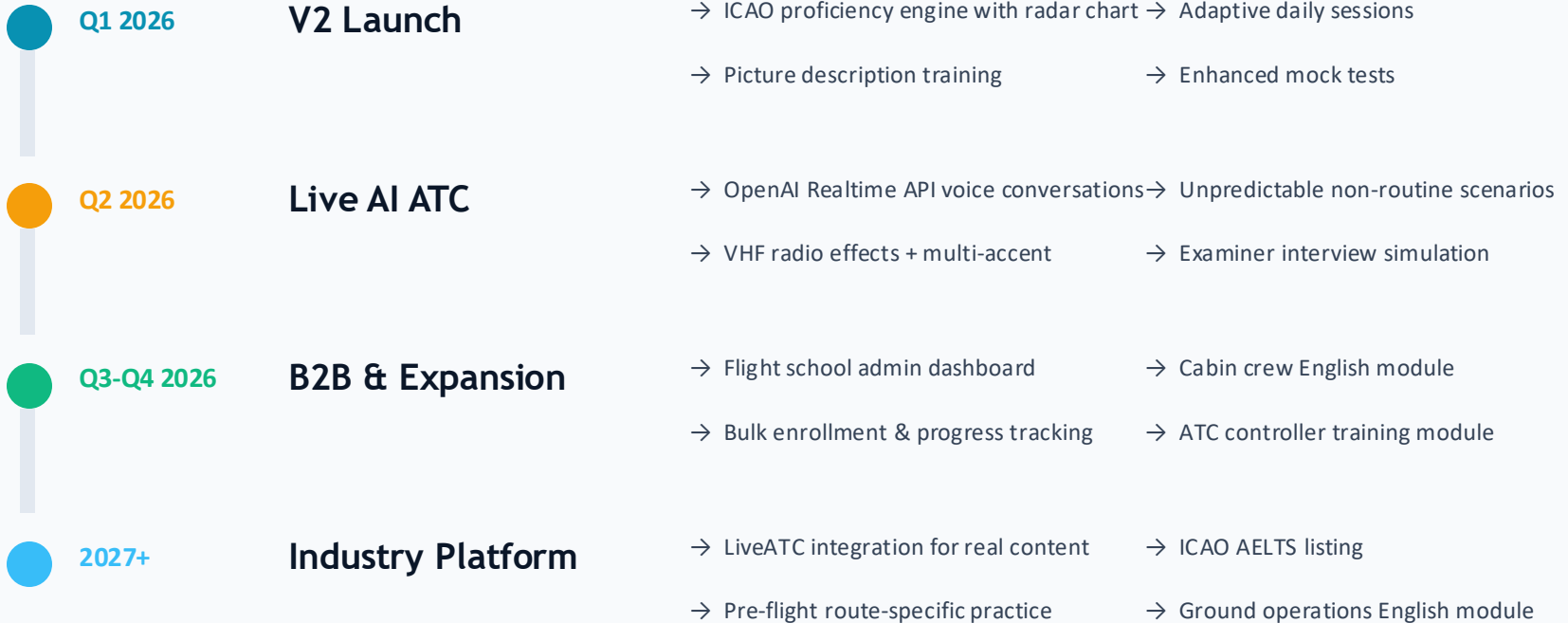
Phase 3 — 12-24 Months

Global Scale

- APAC expansion (35% of pilot demand)
- Cabin crew, ATC, ground ops modules
- LATAM & Africa markets
- API/white-label for training providers
- ICAO AELTS listing for regulatory moat

Product Roadmap

From MVP to industry standard



Production-grade AI infrastructure

AI & Speech

- ✓ OpenAI GPT-4 — scoring & feedback
- ✓ Azure Speech SDK — pronunciation
- ✓ ElevenLabs — realistic TTS
- ✓ Whisper — aviation transcription
- ✓ OpenAI Realtime — live voice

Backend

- ✓ FastAPI + Python
- ✓ MySQL + Redis + Celery
- ✓ Railway deployment
- ✓ JWT auth + subscription mgmt
- ✓ 14-step audio pipeline

Frontend

- ✓ Next.js + TypeScript
- ✓ Vercel deployment
- ✓ Cloudflare R2 storage
- ✓ Mobile-responsive PWA
- ✓ Multi-language (EN/RU/UZ)

Team & Advisors

Domain expertise meets technical execution



Abdulaziz

Founder & CEO

CS student, Westminster International University Tashkent
UzCombinator participant
Full-stack engineer — built entire platform solo
Deep aviation domain knowledge & pilot network

Advisory & Industry Network

- ★ Inna Abdullayeva — ICAO task force chair
- ★ Pilot advisors at Qanot Sharq & Uzb Airways
- ★ Flight school contacts: IAA, HADID Aero
- ★ Certified ICAO raters for content validation
- ★ Aviation summit network (Astana, Tashkent)



ICAO Doc 9835
Compliant



Pilot-Validated
Content



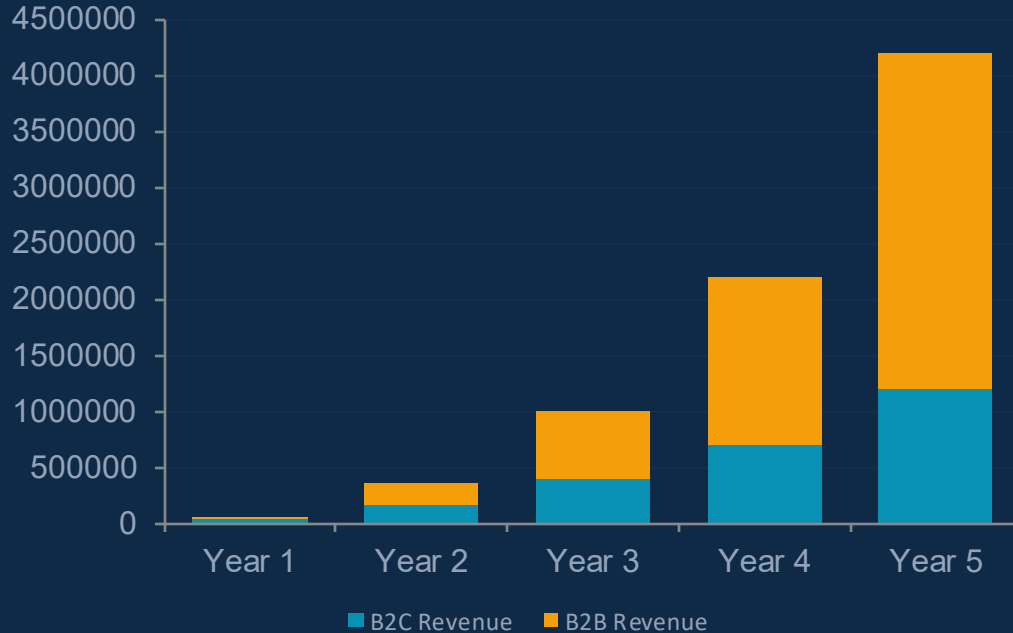
Live Production
Platform



UzCombinator
Backed

Financial Projections

Path to \$1M+ ARR in 3 years



Key Assumptions

- > 8-12% free → premium conversion
- > <10% monthly churn (premium)
- > B2C: \$14.99/mo or \$79.99/yr
- > B2B: \$10-15/student/month
- > 50 flight schools by Year 3
- > Expand to 4 personnel types
- > Year 5 target: \$4.2M ARR



Making every pilot fluent, safe, and certified

AviLingo is building the Duolingo of aviation — purpose-built for the world's pilots, cabin crew, and ATC personnel to achieve ICAO certification.

Let's Talk

avilingo.net
abdulaziz@avilingo.net

Clear skies ahead. ✈