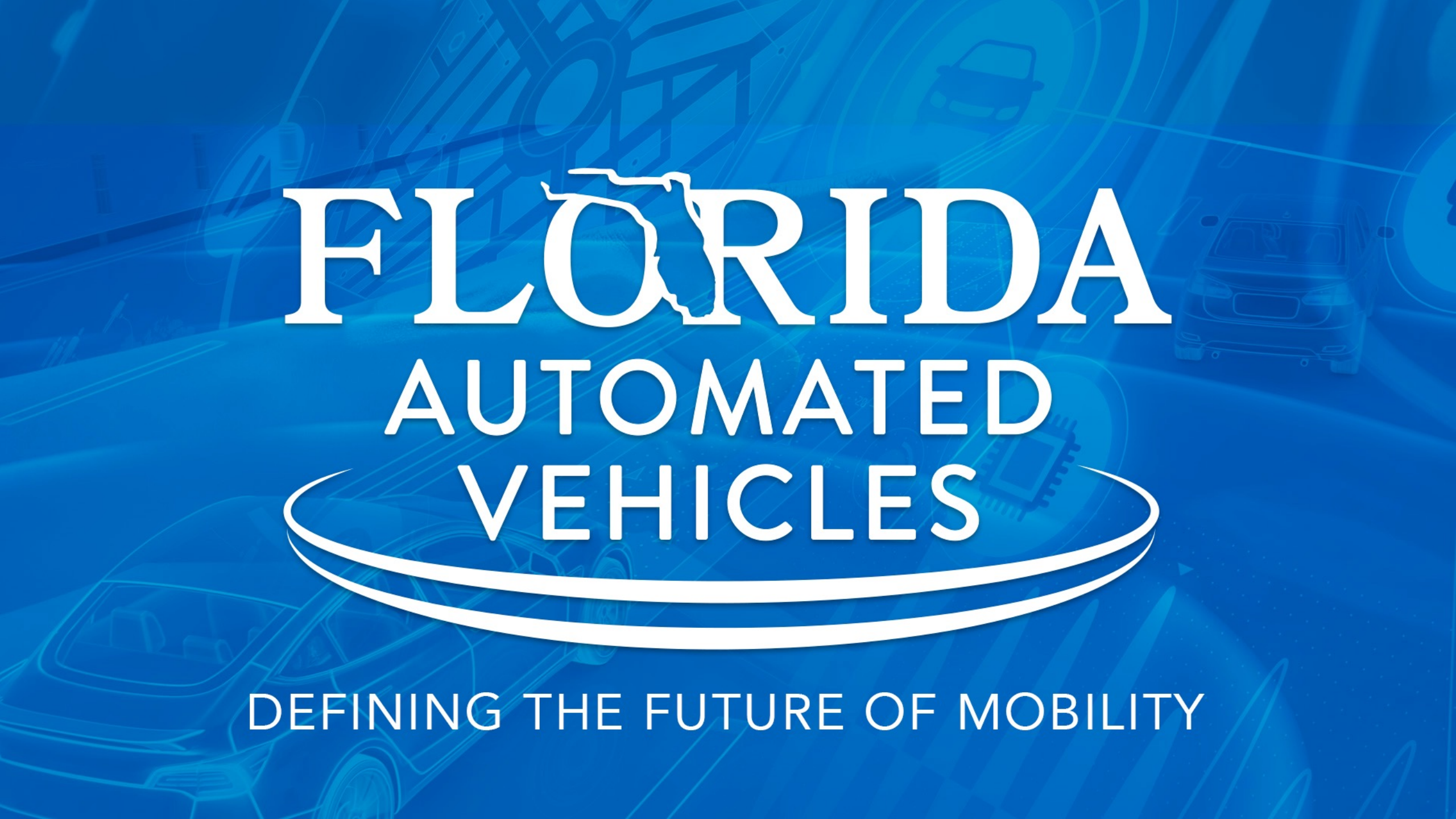

FLORIDA
AUTOMATED
VEHICLES
DEFINING THE FUTURE OF MOBILITY

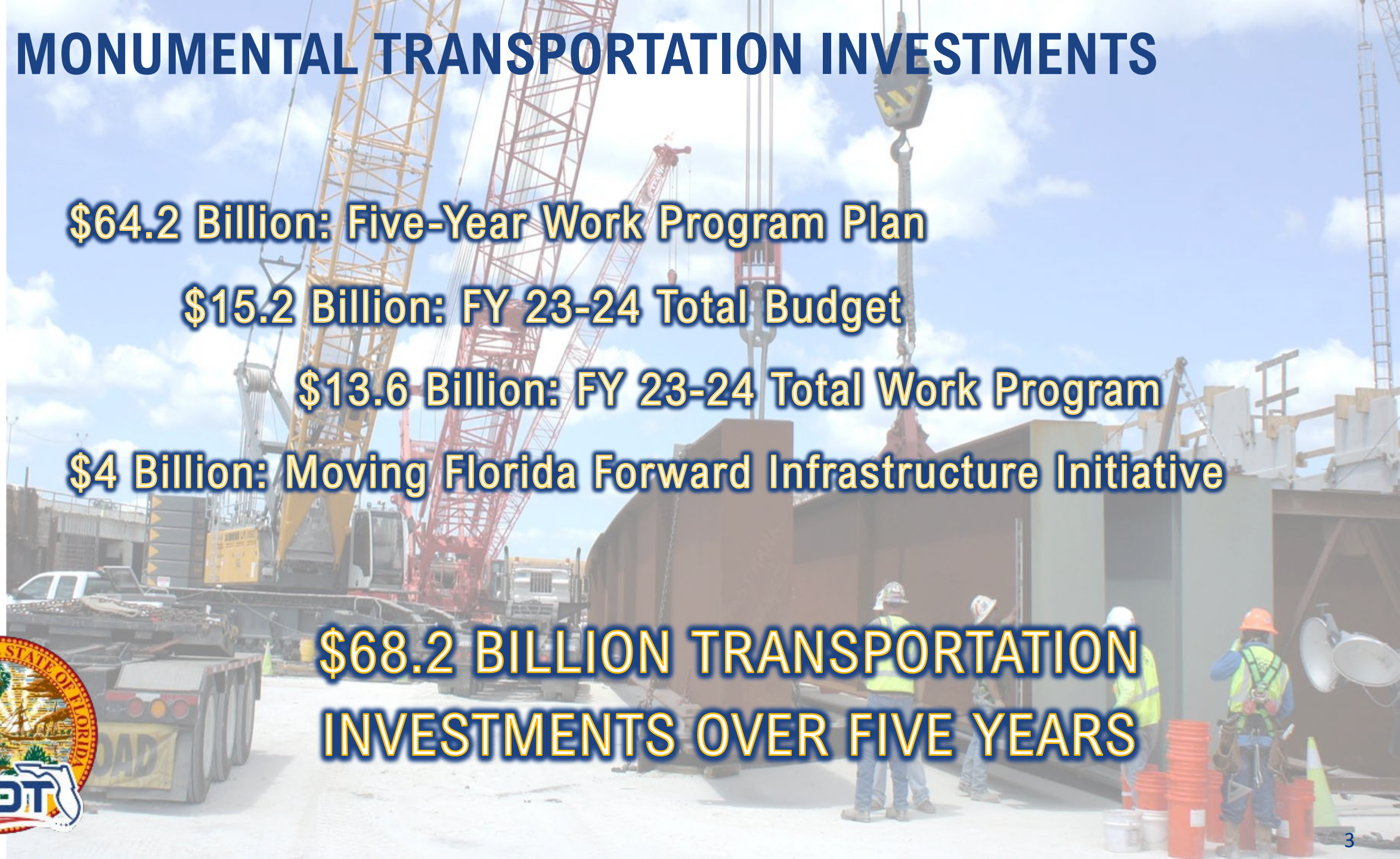
SEPTEMBER 7, 2023

2023 FLORIDA AUTOMATED VEHICLES SUMMIT

Florida Department Of Transportation

NICOLA LIQUORI, EXECUTIVE DIRECTOR & CHIEF EXECUTIVE OFFICER, FLORIDA'S TURNPIKE ENTERPRISE

MONUMENTAL TRANSPORTATION INVESTMENTS



$64.2 Billion: Five-Year Work Program Plan

$15.2 Billion: FY 23-24 Total Budget

$13.6 Billion: FY 23-24 Total Work Program

$4 Billion: Moving Florida Forward Infrastructure Initiative

$68.2 BILLION TRANSPORTATION INVESTMENTS OVER FIVE YEARS

FLORIDA LEADS THE NATION

15 DEEPWATER SEAPORTS

More than **7,152** BRIDGES MAINTAINED by FDOT

Florida has **19** COMMERCIAL AIRPORTS generating more than **78.8 M** annual aircraft passenger boardings

FLORIDA is the only state with **4** LARGE HUB AIRPORTS

332.4 M
daily vehicle miles traveled on the State Highway System

8 Active LAUNCH Sites

31 Space launches in Florida

3,574 MILES
OF PEDESTRIAN FACILITIES
on urban non-freeway State Highway System

Florida can dock the **LARGEST** CARGO VESSELS IN THE WORLD

Florida is home to the **3** LARGEST CRUISE PORTS IN THE WORLD

7,469 MILES
OF BICYCLE FACILITIES

60.3% of Florida's population within a half-mile of fixed route transit

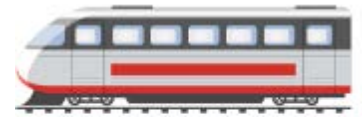
30 URBAN TRANSIT systems

18 RURAL TRANSIT systems

131.4 M
annual transit passenger trips

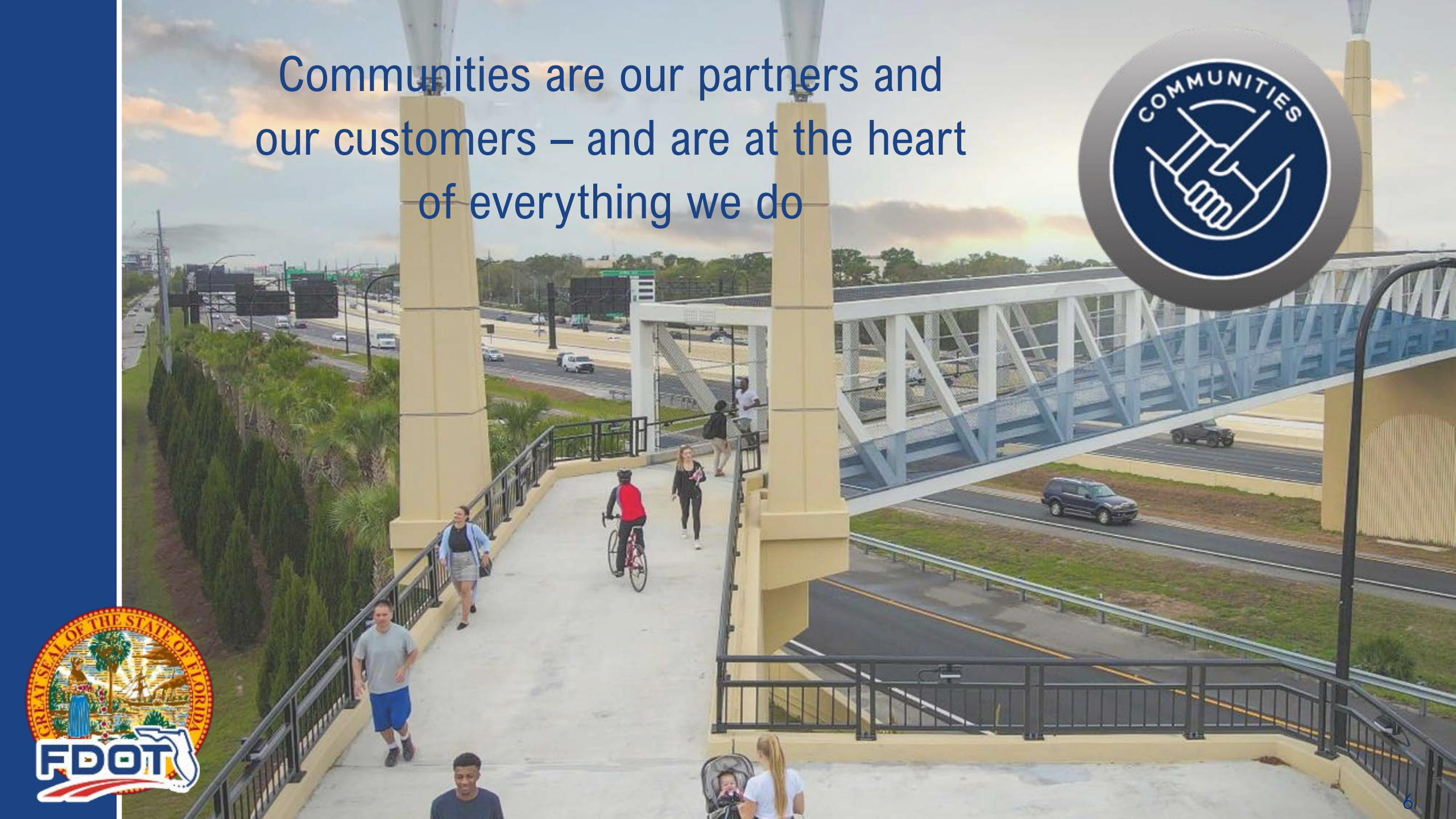
123,652
centerline miles of public roads

12,121
centerline miles of State Highway System



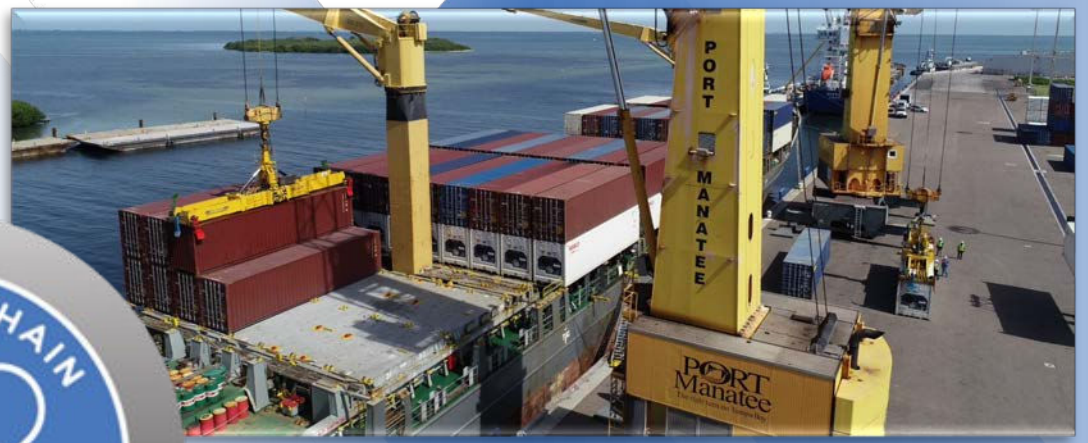
2,746 miles of RAIL and **3.5 M** ANNUAL RAIL


THANK YOU FOR YOUR PARTNERSHIP


Communities are our partners and
our customers – and are at the heart
of everything we do
COMMUNITIES

Safety is FDOT's Top Priority

Supply Chain = Economic Prosperity



SUPPLY CHAIN

Transportation Modes are Interdependent

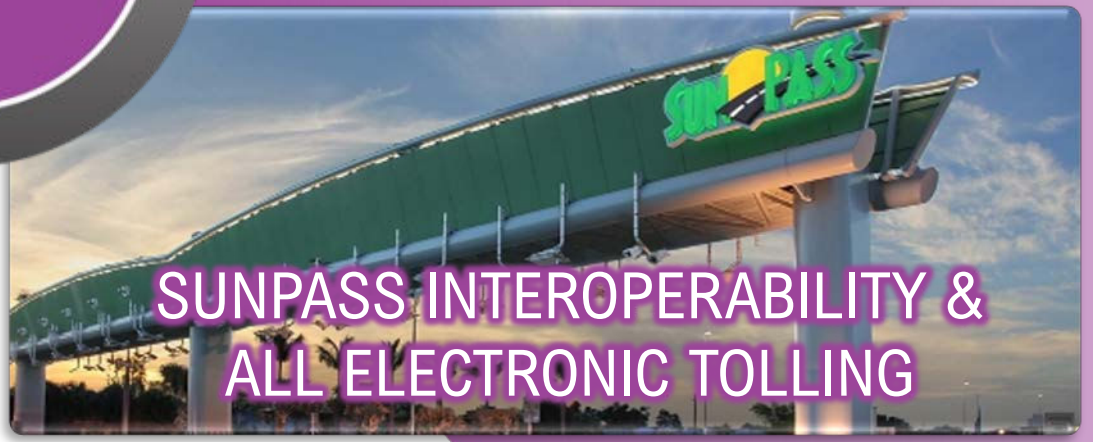
Collaborative Transportation Workforce

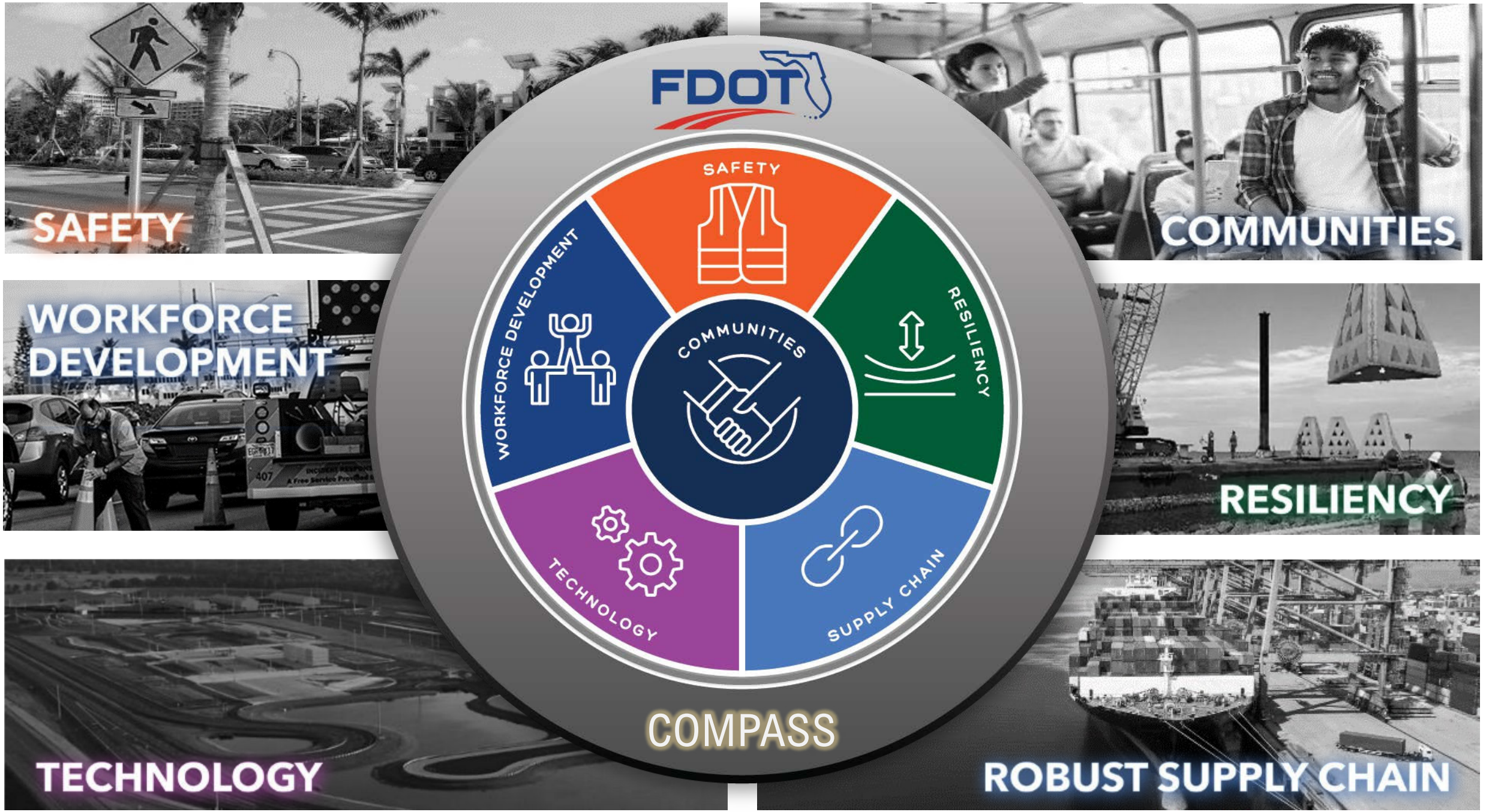
- Resiliency Action Plan
- Resiliency Improvement Plan

Resiliency is factored into every project and our business plan.

FDOT remains on the forefront of emerging technology

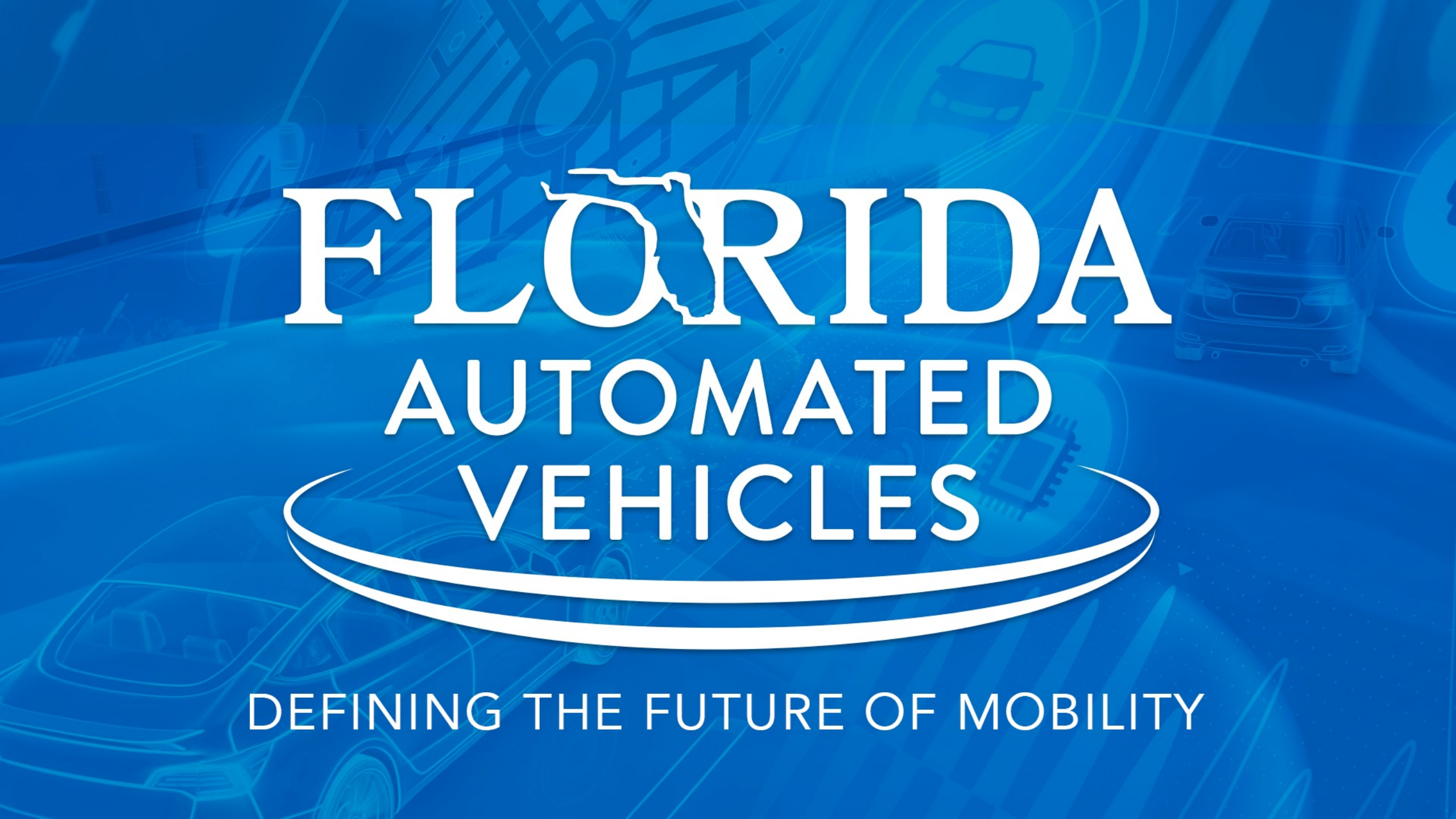
TECHNOLOGY




SAFETY
COMMUNITIES
WORKFORCE DEVELOPMENT
RESILIENCY
TECHNOLOGY
ROBUST SUPPLY CHAIN
FDOT
SAFETY
COMMUNITIES
RESILIENCY
SUPPLY CHAIN
TECHNOLOGY
WORKFORCE DEVELOPMENT
COMPASS

SUNTRAX


PLEASE
SLOW
DOWN


FLORIDA
AUTOMATED
VEHICLES
DEFINING THE FUTURE OF MOBILITY

U.S. Department of Transportation
Federal Highway Administration
Turner-Fairbank Highway Research Center

Cooperative Driving Automation (CDA) Program Update

Florida Automated Vehicles Summit

Brian Cronin, Federal Highway Administration (FHWA)

September 7, 2023



U.S. Department of Transportation (USDOT) CDA Program(1)

VISION

Enable a cooperative, safe, efficient, and sustainable surface transportation system for all users.

MISSION

Lead research, development, and standardization to demonstrate the benefits of cooperative driving automation (CDA) technologies and to accelerate industry deployment.

GOALS

SAFETY

Demonstrate the capability of CDA to reduce fatalities and serious injuries within the transportation system.

MOBILITY

Demonstrate the capability of CDA to improve traffic flow.

EQUITY

Develop and support open-source CDA research tools to decrease barriers to entry and promote workforce development.

CLIMATE AND SUSTAINABILITY

Demonstrate the capability of CDA to reduce energy use and emissions.

Program Facts and Benefits

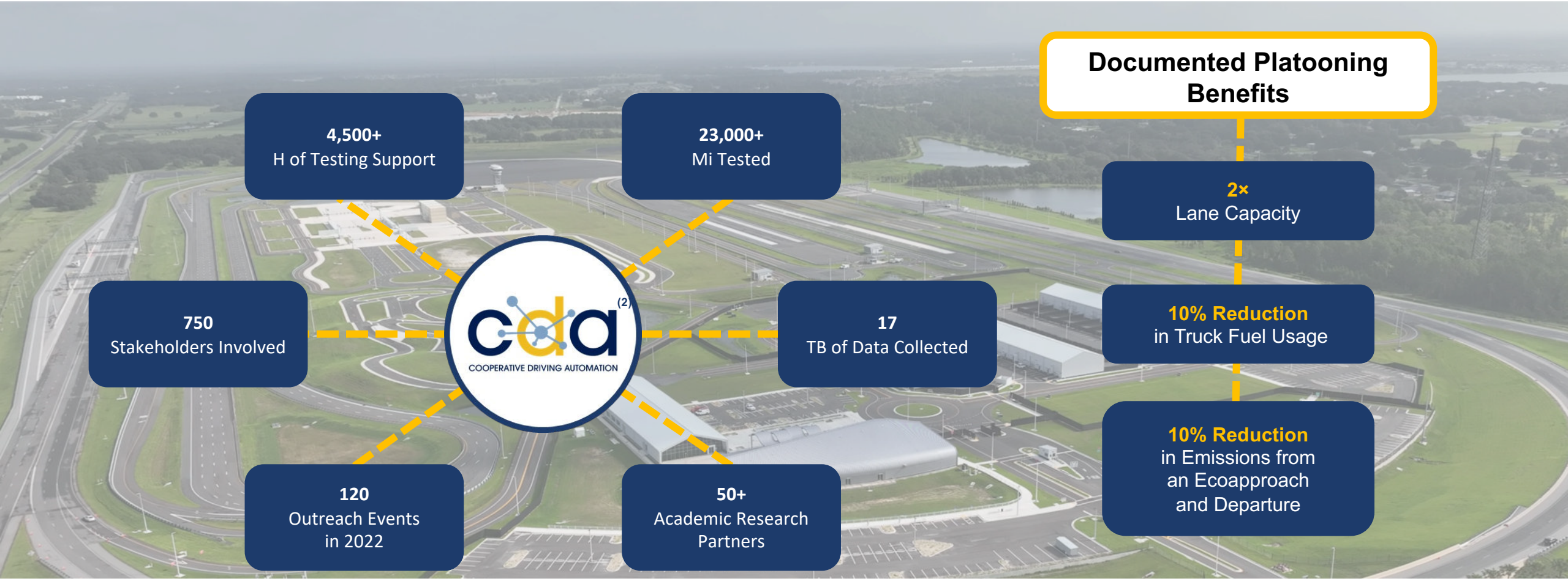


Photo source: FHWA.

Interoperable Connectivity

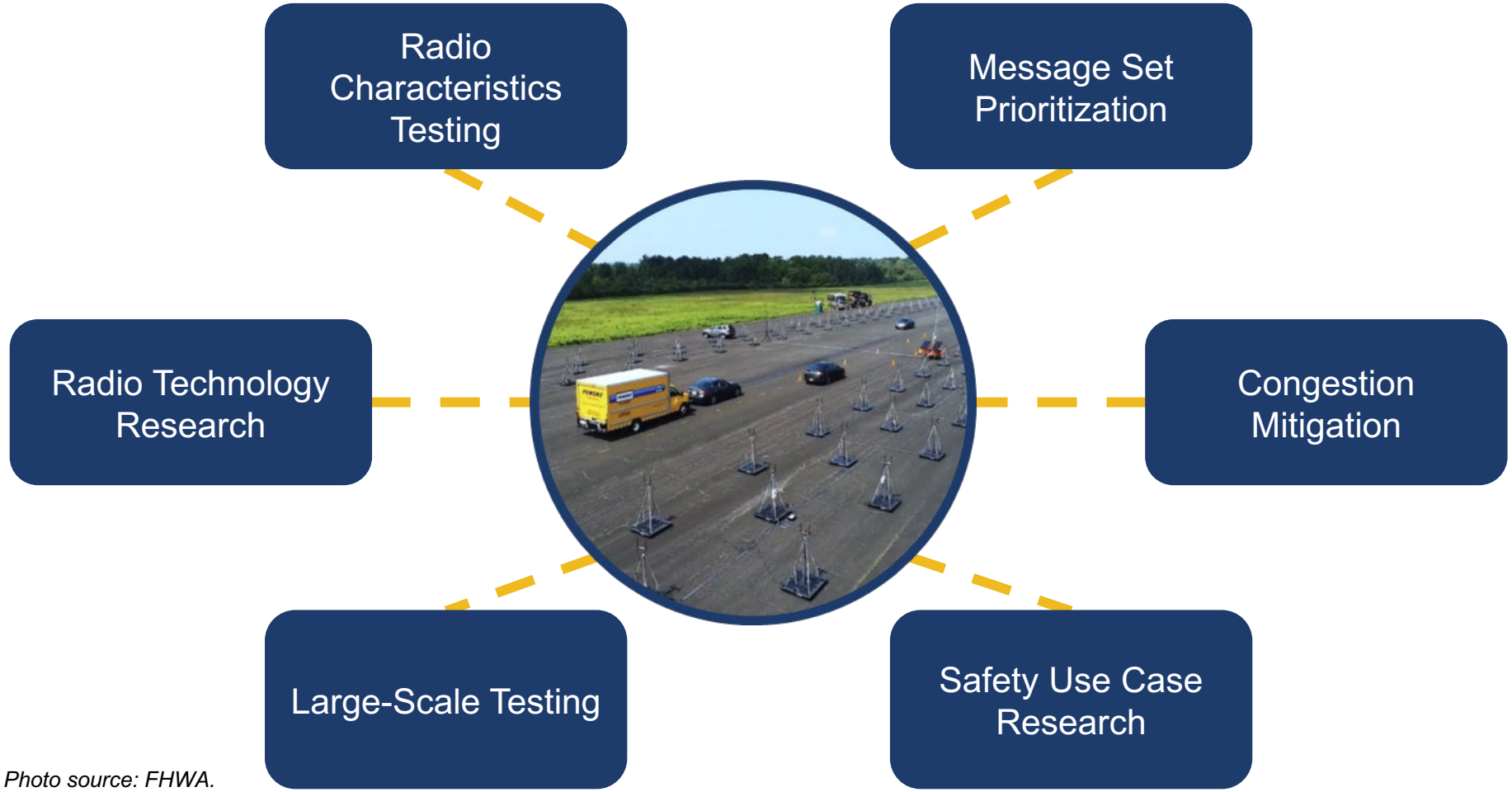


Photo source: FHWA.

Tools to Help You

CAV (CONNECTED AND AUTOMATED VEHICLE)[3]

CAV TELEMATICS TOOL

CAV COLLABORATION TEST TOOL[4]

Voices
Virtual Open Innovation Collaborative Environment for Safety

VEHICLE-TO-EVERYTHING (V2X) HUB[5]

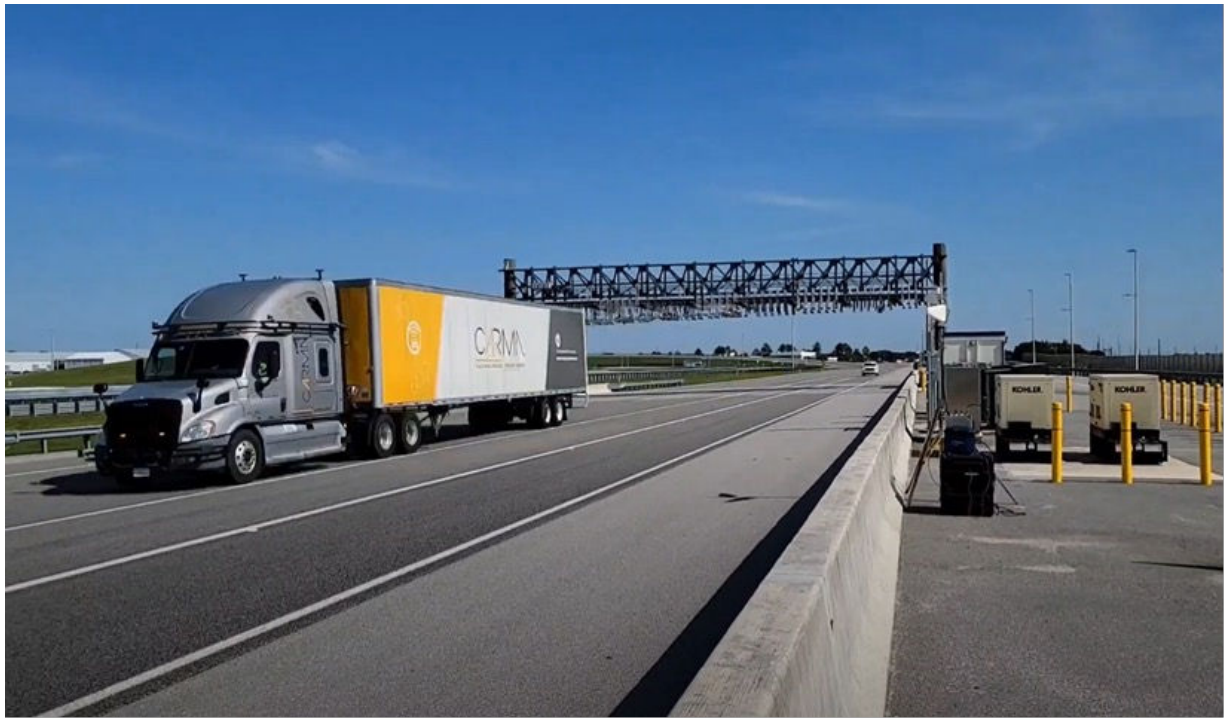
V2X HUB

CDA COSIMULATION[6]

cda
COOPERATIVE DRIVING AUTOMATION COSIMULATION TOOL

OmniAir Plugfest[7] at SunTrax

- CARMA[1] tools enable manufacturers to test CDA applications with their hardware.
- CARMA[1] tools reduce the development effort of commercial applications to improve transportation.

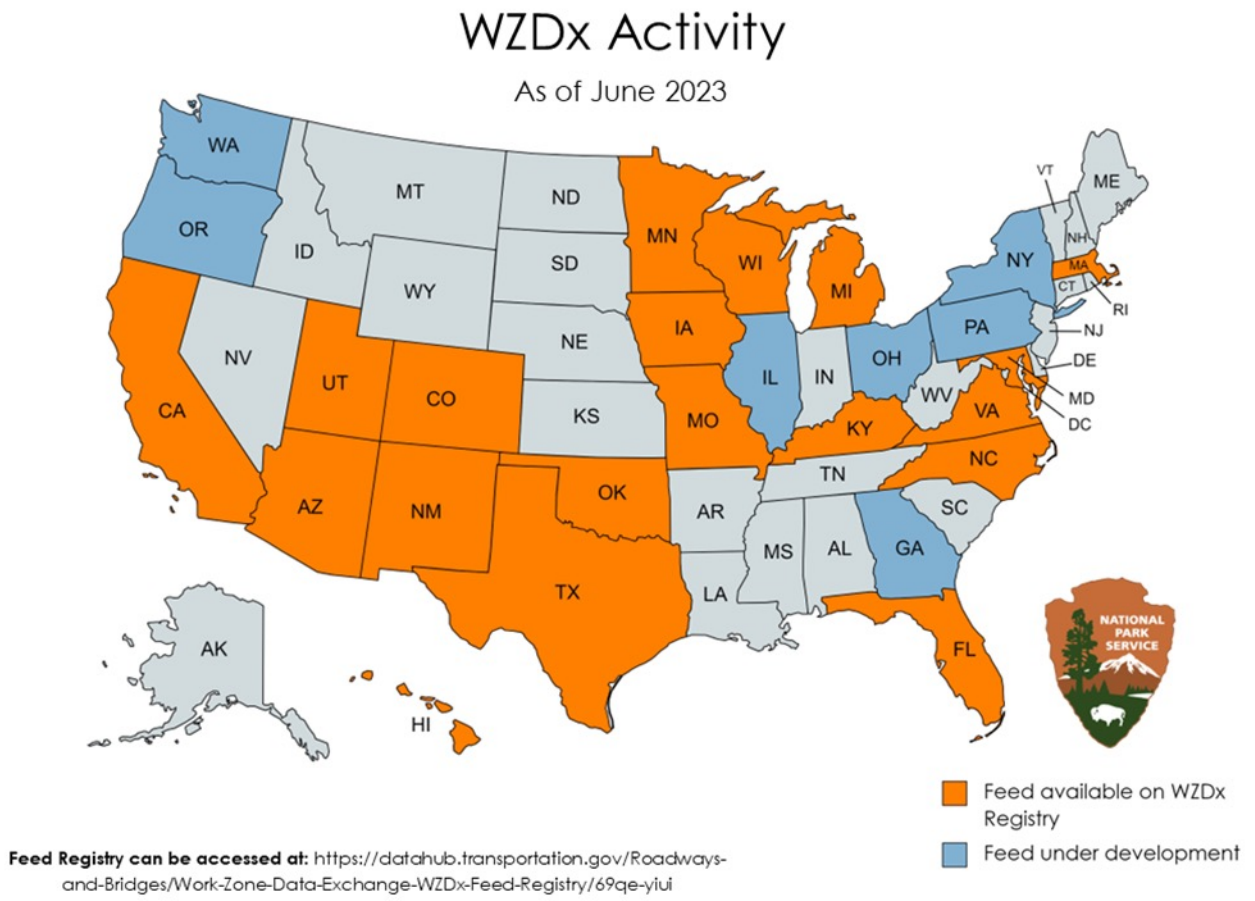


Source: FHWA.

CDA Technology in Action: Work Zone

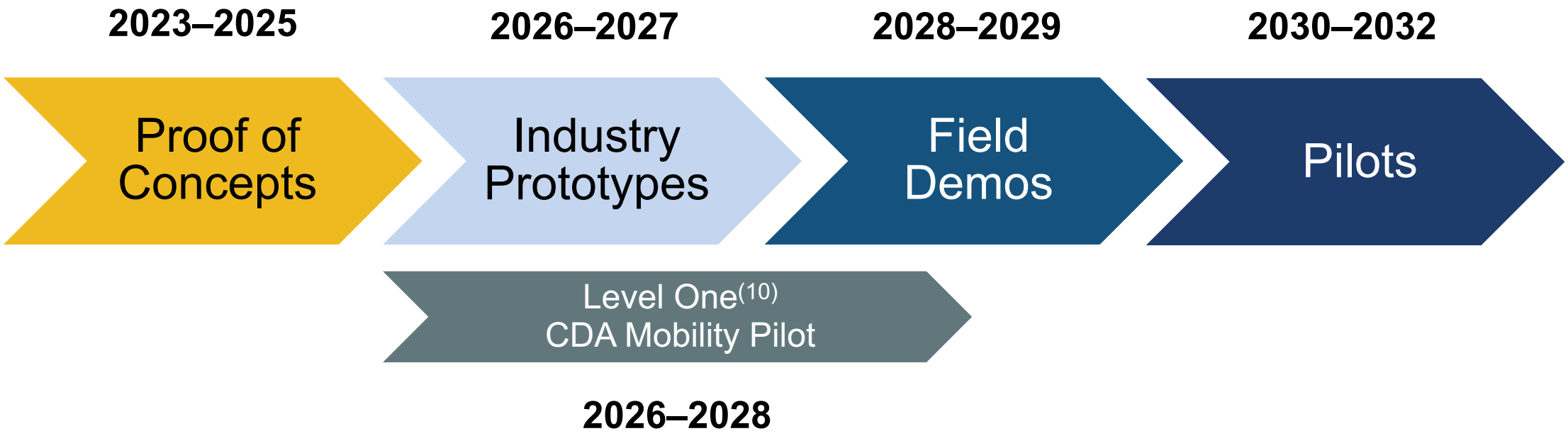
Work Zone Data Exchange (WZDx) and Initiative[8]

- WZDx deployment continues—Active feeds in 19 states + National Park Service.
- Version 4.2 is the final version of the WZDx specification to be released by the Work Zone Data Working Group. The WZDx specification is transitioning into a formal standard by the FHWA and ITS JPO under ITE (with partners AASHTO and NEMA) and SAE stewardship.
- “Coast-to-coast” and “border-to-border”—Continue focus on corridor linkage.
- 5-year goal: Orange Map!



Source: USDOT

CDA Roadmap


2023–2025
2026–2027
2028–2029
2030–2032
Proof of Concepts
Industry Prototypes
Field Demos
Pilots
Level One(10) CDA Mobility Pilot
2026–2028

Learn More About Our CDA Program

USDOT Initiatives in ITS4US[10] and Cooperative Driving Automation

- Date: Friday, September 8, 2023.
- Time: 11–12:30 p.m.
- Room: Salon H.
- Join us to learn about FHWA's open-source tools for CDA.

Source: FHWA.

Our open-source community: https://www.cdaprogram.org[11]

References

1. USDOT. n.d. “CARMA” (web page). https://its.dot.gov/cda.
2. FHWA. *CDA Annual Report 2022*. Forthcoming. Washington, DC.
3. FHWA. May 2023. “cda-telematics” (GitHub Repository). https://github.com/usdot-fhwa-stol/cda-telematics.
4. FHWA. n.d. “voices-poc” (GitHub Repository). https://github.com/usdot-fhwa-stol/voices-poc.
5. FHWA. June 2023. “V2X-Hub” (GitHub Repository). https://github.com/usdot-fhwa-OPS/V2X-Hub.
6. FHWA. June 2023. “cdasim” (GitHub Repository). https://github.com/usdot-fhwa-stol/cdasim.
7. OmniAir Plugfest at SunTrax. May 1-5, 2023. Auburndale, FL. https://omniair.org/florida_plugfest.
8. USDOT Intelligent Transportation Systems (ITS) Joint Program Office (JPO). 2020. “Work Zone Data Exchange (WZDx) Feed Registry”. Provided by ITS DataHub through data.transportation.gov, last accessed August 22, 2023.
9. SAE International. 2021. Taxonomy and Definitions for Terms Related to Driving Automation Systems for On-Road Motor Vehicles. SAE J3016_202104. Warrendale, PA: SAE International. https://www.sae.org/standards/content/j3016_202104, last accessed August 22, 2023.
10. ITS4US. n.d. “ITS4US” (web page). https://its.dot.gov/its4us.
11. FHWA. n.d. “CDA Research Tools” (web page). https://www.cdaprogram.org/page/research-tools.

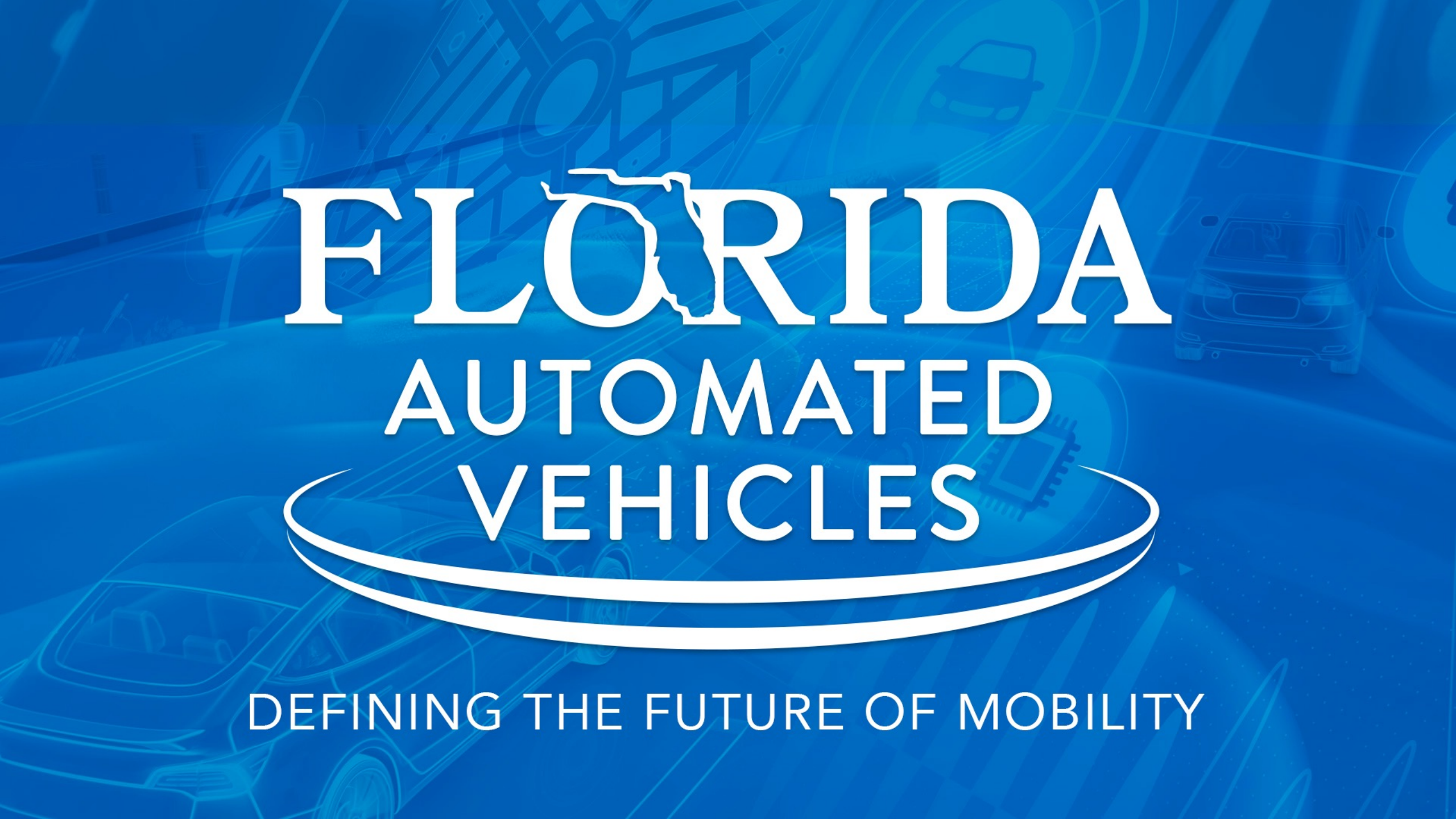
Brian Cronin

Brian.cronin@dot.gov

U.S. Department of Transportation
Federal Highway Administration

cda

Turner-Fairbank Highway Research Center


FLORIDA
AUTOMATED
VEHICLES
DEFINING THE FUTURE OF MOBILITY

Skyports

Unlocking the skies for Advanced Air Mobility

ABOUT SKYPORTS

Skyports builds, owns, and operates vertiports. Vertiports are dedicated landing areas in urban environments for electric air taxis and cargo drones.

Our investors:

THE VERTIPORT VALUE CHAIN

Skyports is an end-to-end vertiport solutions developer and operator. We work with market-leading partners, OEMs and AAM operators to deliver and operate efficient and safe AAM infrastructure networks.

Flying vehicles of the future ***here***

Video with illustrative vision ***here***

NETWORK & SITE PLANNING

Skyports works with aircraft operators, asset owners, and local stakeholders to establish a transportation network optimized for efficiency and convenience. Our approach considers the needs of the customer and the community, enabling us to identify the best vertiport sites.

NETWORK & SITE PLANNING

Skyports uses its airport planning, airspace, regulatory, and operations expertise to design and build vertiports which capture industry best practices and aircraft performance requirements. Working with authorities and communities, we obtain necessary permits and permissions before deploying each vertiport

VERTIPORT SYSTEMS & OPERATIONS

Skyports implements the processes and procedures that allow vertiports to function safely and efficiently. We process passengers and cargo through the terminal, support aircraft on the ground, and ensure a safe operating environment for landing and takeoff.

SKYPORTS VERTIPORT CAPABILITIES

Dedicated capital	• Funding required to deploy projects at scale across markets • Investors with strategic relationships and a clear investment thesis
Commercial partnerships	• Design of OEM- and operator-agnostic vertiports • Active partnerships with Joby, Volocopter, Wisk, Eve, Vertical Aerospace, Virgin Atlantic
Regulations and standards	• Advisory role for FAA and EASA on vertiport design standards • Leadership of AAM working groups for industry groups and standards bodies globally: EUROCAE, ASTM, NFPA, GAMA
Vertiport planning	• Standardized designs for vertiport airfields, terminal and terminals, agreed with OEMs • Aircraft capacity calculations using a proprietary model simulation • In-house design of site-specific configurations that account for airspace, surface access, and other constraints
Technology	• Software to process passengers, manage resources and scheduling and maintain situational awareness for safe vertiport operation
Operations	• Vertiport and heliport operations that ensure regulatory compliance, operational efficiency and safety

OEM & OPERATOR PARTNERSHIPS

Our unrivalled partnerships with vehicle manufacturers ensures our vertiports are designed and located according to manufacturers' and operators' needs and requirements.

NON-EXHAUSTIVE

VOLOCOPTER

Joby

LILIUM

supernal

VERTICAL

URBAN AERONAUTICS

wisk

ARCHER

AIRBUS

VEHICLE SPECIFICATIONS

CHARGING/FUEL REQUIREMENTS

SPECIAL CONDITIONS

PASSENGER EXPERIENCE

TARGET MARKETS

ROUTING

OUR REGULATORY EXPERTISE – ROLES (US)

Skyports is an active and leading participant, and influencer in the development of international regulatory frameworks for AAM

Market	Activity	Organisations
North America	**Infrastructure and Aviation** • Member, General Aviation Manufacturer's Association, Electric Propulsion & Innovation Committee (EPIC) & Chair of the EPIC Infrastructure Sub-Committee • Member, FAA Advanced Aviation Advisory Committee Task Group 13 (AAM) • Member, National Association of State Aviation Officials • World Business Partner, Airports Council International **Fire Protection** • Member, National Fire Protection Association, 418 Vertiport Working Group • Member, Aircraft Rescue Fire Fighting Working Group, UAM Committee **Security** • Member, TSA, Aviation Security Advisory Committee, General Aviation Subcommittee's, AAM Working Group **Florida** • Member, FDOT AAM Working Group • Member, Miami-Dade AAM Working Group • Member, City of Miami Working Group	ASTM, GAMA, ACI North America Airports Council International, U.S. Department of Homeland Security, Federal Aviation Administration, NFPA, Aircraft Rescue & Fire Fighting ARFF Working Group, NASAO National Association of State Aviation Officials, NATA National Air Transportation Association The Voice of Aviation Business

PASSENGER VERTIPORT FEATURES

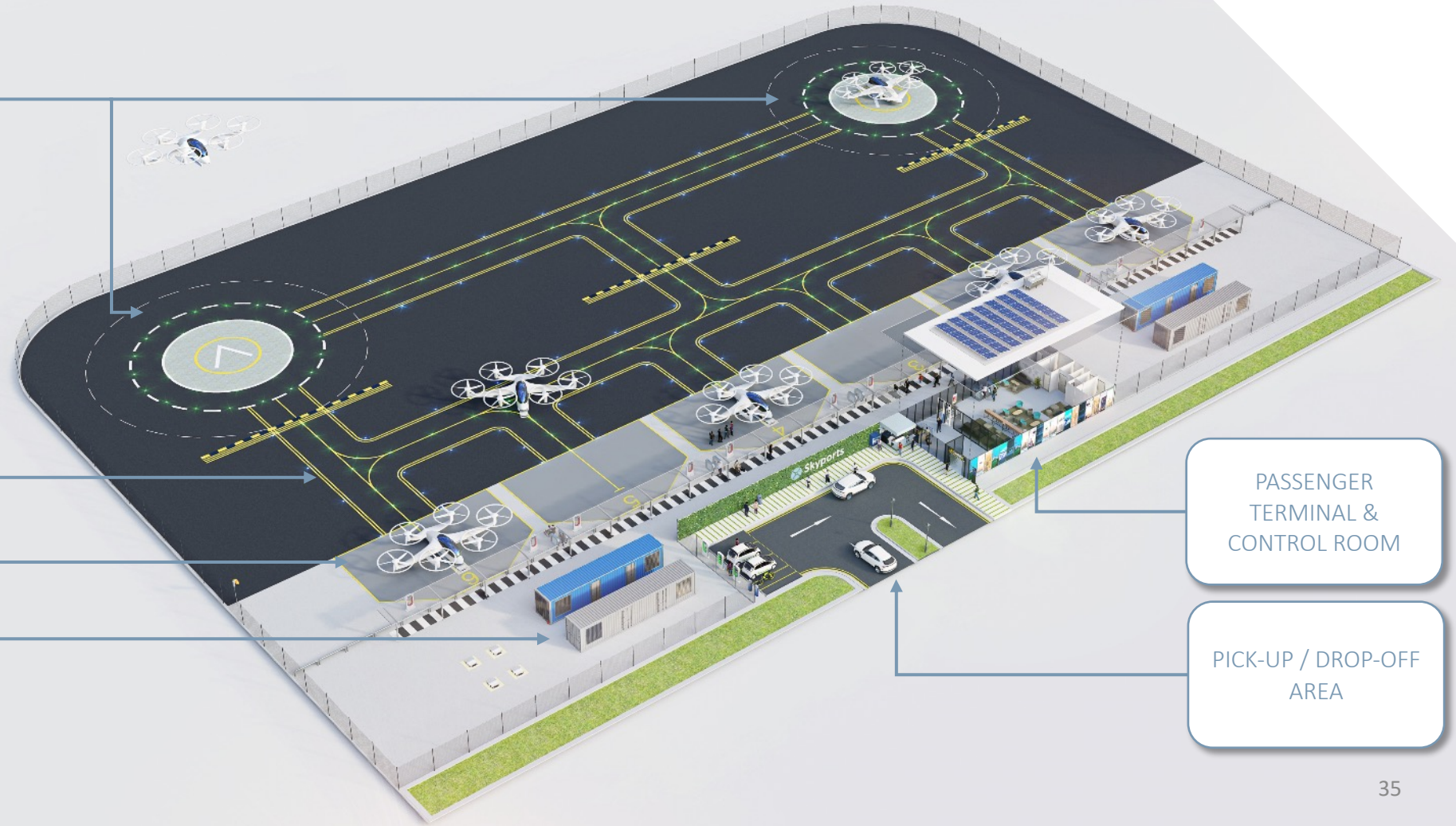
The main features of a vehicle-agnostic passenger vertiport are landing areas, aircraft stands, recharging and turnaround equipment, passenger terminal, control room and safety and security facilities.

INDEPENDENT FINAL APPROACH AND TAKE-OFF AREAS (FATOs)

HIGH-CAPACITY AIRFIELD WITH BYPASS TAXIWAY

STANDS W/ RECHARGING & TURNAROUND EQUIPMENT

BATTERY ENERGY STORAGE SYSTEM (BESS)



PASSENGER TERMINAL & CONTROL ROOM

PICK-UP / DROP-OFF AREA

PARTNERSHIP APPROACH

Financial model

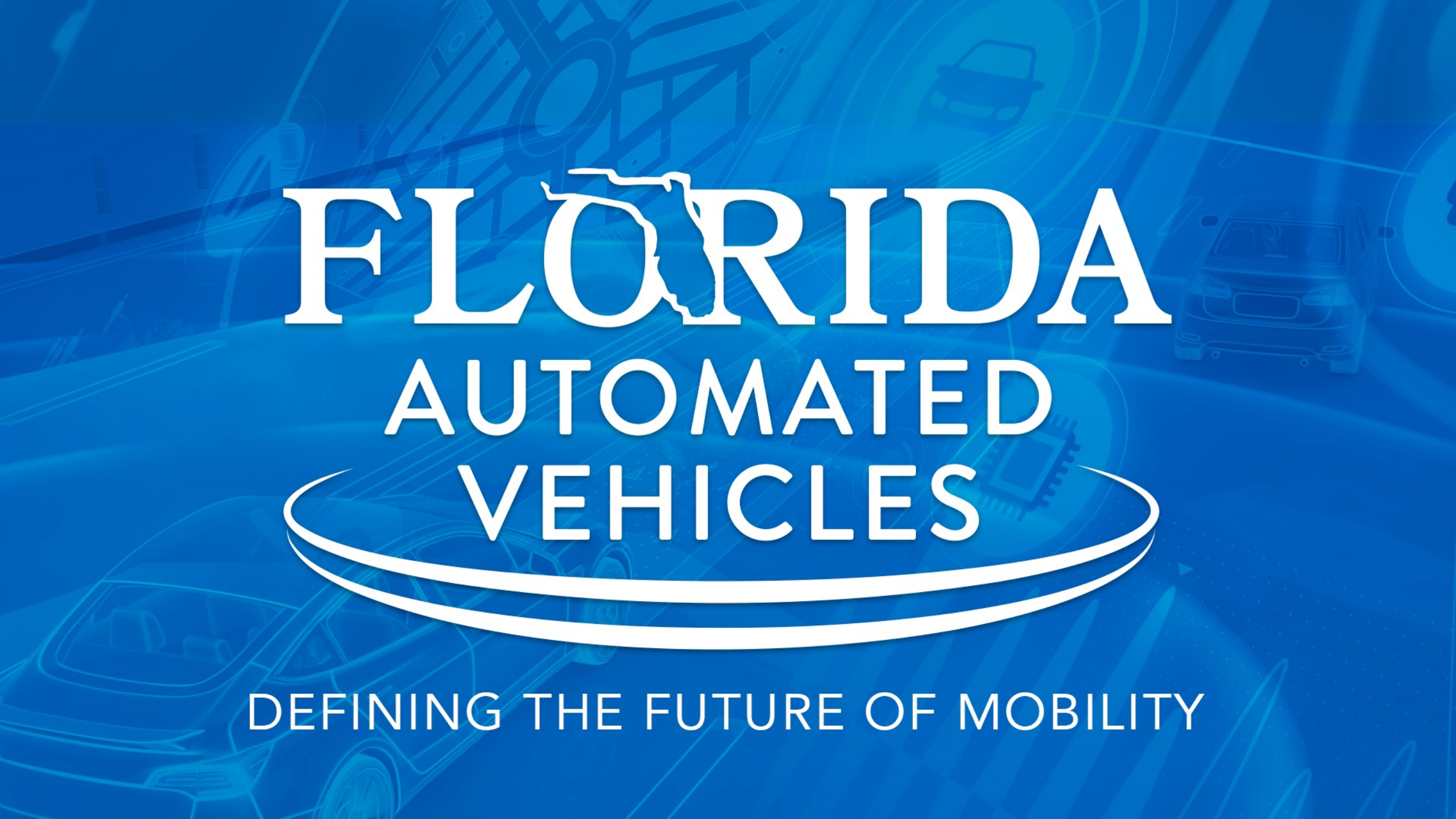
Skyports will commit capital for vertiport buildout and cover operating expenses. There are options for how Skyports and our development partners can structure the commercial agreement:

- Skyports pays a flat rent
- Skyports and partner establish a revenue share agreement
- Partner contributes some capital for an equity share of the vertiport

Applications

The potential for AAM exists across all major markets in the US and internationally. Skyports and our partners can collaborate on a variety of property types:

- Retrofit existing partner-owned assets
- Design into new partner developments
- Identify locations without partner affiliation and acquire them, with vertiport development planned in


FLORIDA
AUTOMATED
VEHICLES
DEFINING THE FUTURE OF MOBILITY

First Spin-off from EmbraerX

eVTOL and UATM projects incubated for four years within EmbraerX

Addressing a Massive Global TAM

Pure play focus on a $0.76T revenue opportunity 2025E – 2040E (1)

NYSE Listed Company (EVEX) on May 10, 2022

2022 capital raise of $377 million from strategic and financial investors

Clear Revenue Visibility

Largest order pipeline in AAM industry, with customers around the globe in all continents

Strategic Support from Embraer

Leveraging 50+ years of aviation experience and 30+ models certified

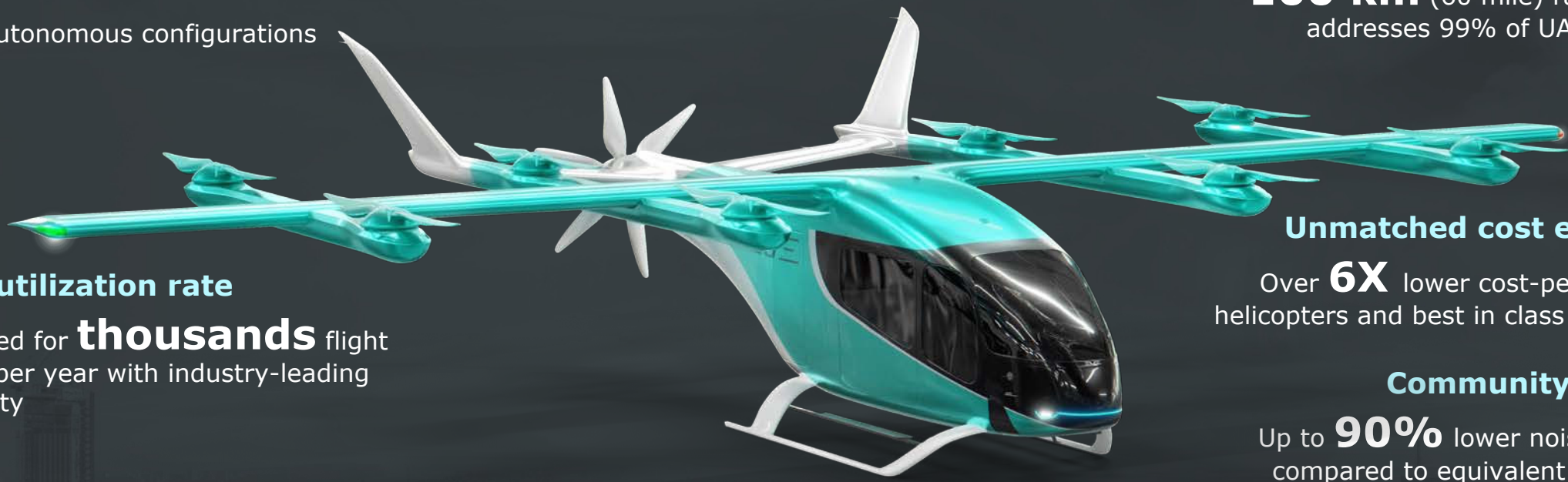
(1) Total addressable market ("TAM") estimate as per "Market for Urban Air Mobility" from KPMG dated June 2021 (includes passenger travel; excludes cargo, defense and emergency services).

VEHICLE DESIGN OPTIMIZED FOR URBAN MOBILITY

Flexible seating capacity

4 passengers at EIS with up to

6 in autonomous configurations



Tailored for urban mobility

100 km (60 mile) range at EIS addresses 99% of UAM missions

Unmatched cost efficiency

Over **6X** lower cost-per-seat than helicopters and best in class for eVTOLs

Community-friendly

Up to **90%** lower noise footprint compared to equivalent helicopters

Lift + Cruise design

Overhead wings with distributed rotors and rear propeller

High utilization rate

Designed for **thousands** flight cycles per year with industry-leading reliability

100% Electric Vehicle

ZERO local carbon emissions

Enabling AAM ecosystem by developing product and solutions that offer scalability and support

eVTOL Development

Designing, developing and certifying an electric vertical take-off and landing (eVTOL) vehicle

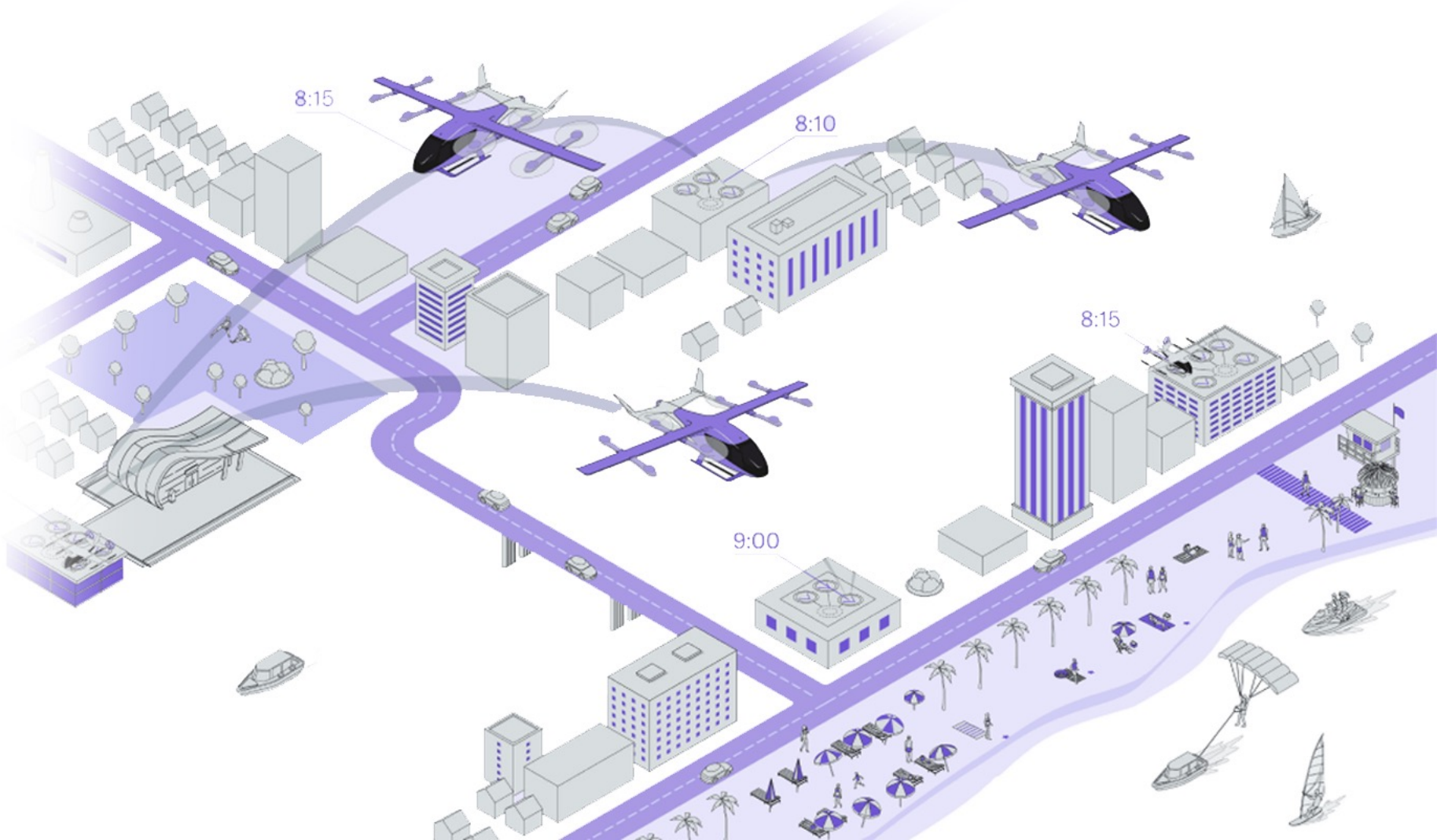
UAM Services

Fleet Operations: Provide UAM capacity on demand through a network of eVTOLs and strategic partners

Services & Support: Provide agnostic maintenance, support and training services to Eve and third-party aircraft

UATM

Developing a next-generation Urban Air Traffic Management that provides shared situational awareness and enables equitable airspace access



The Largest and Most Diversified Backlog in the Industry

Letters of Intent for up to

2,850

eVTOL AIRCRAFT

Strong partnership network

AIRCRAFT OPERATOR & RIDESHARING PLATFORM

SkyWest INCORPORATED · Republic Airways · UNITED · Bristow · HELISUL AVIAÇÃO · GLOBALX · HALO · ASCENT · Microflite · NAUTILUS aviation · BLADE · HeliSpirit · OHI OMNI HELICOPTERS INTERNATIONAL · flapper · Sydney Seaplanes · FALCON AVIATION SERVICES · Kenya Airways · JAPAN AIRLINES · WIDERØEZERO · HELIPASS · BLADE INDIA · AVANTTO · VOAR · FLYBIS

INFRASTRUCTURE

acciona · CORPORACION AMERICA AIRPORTS · edp · Skyports · Signature AVIATION · VOLATUS INFRASTRUCTURES · SPACE FLORIDA · Skyway · ferrovial · bluenest by globalvia

LESSORS

AZORRA · FALKO · NAC

FINANCING

bradesco · BNDES

TECHNOLOGY

ROLLS ROYCE · THALES

DEFENSE

BAE SYSTEMS

INDUSTRIALIZATION

PORSCHE

EVE'S GLOBAL UAM ECOSYSTEM INITIATIVES

For an agnostic, integrated and equitable UAM ecosystem

Chicago CONOPS & Simulation

Simulating passenger services and operational ecosystem in commuting

UK CAA Regulatory Sandbox

Co-created solutions with ANSP to address regulatory barriers to airspace integration

Japan CONOPS

Understanding ground infrastructure and traffic management systems

Miami UAM CONOPS

Understanding Passenger Experiences and eVTOL User Journeys to prepare for UAM implementation

India Pilot Project

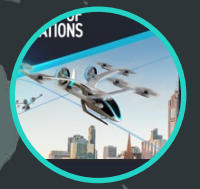
Supporting pilot project offering passenger services for commuting in Bengaluru

Rio CONOPS & Simulation

Simulating passenger services and operational ecosystem in airport shuttle

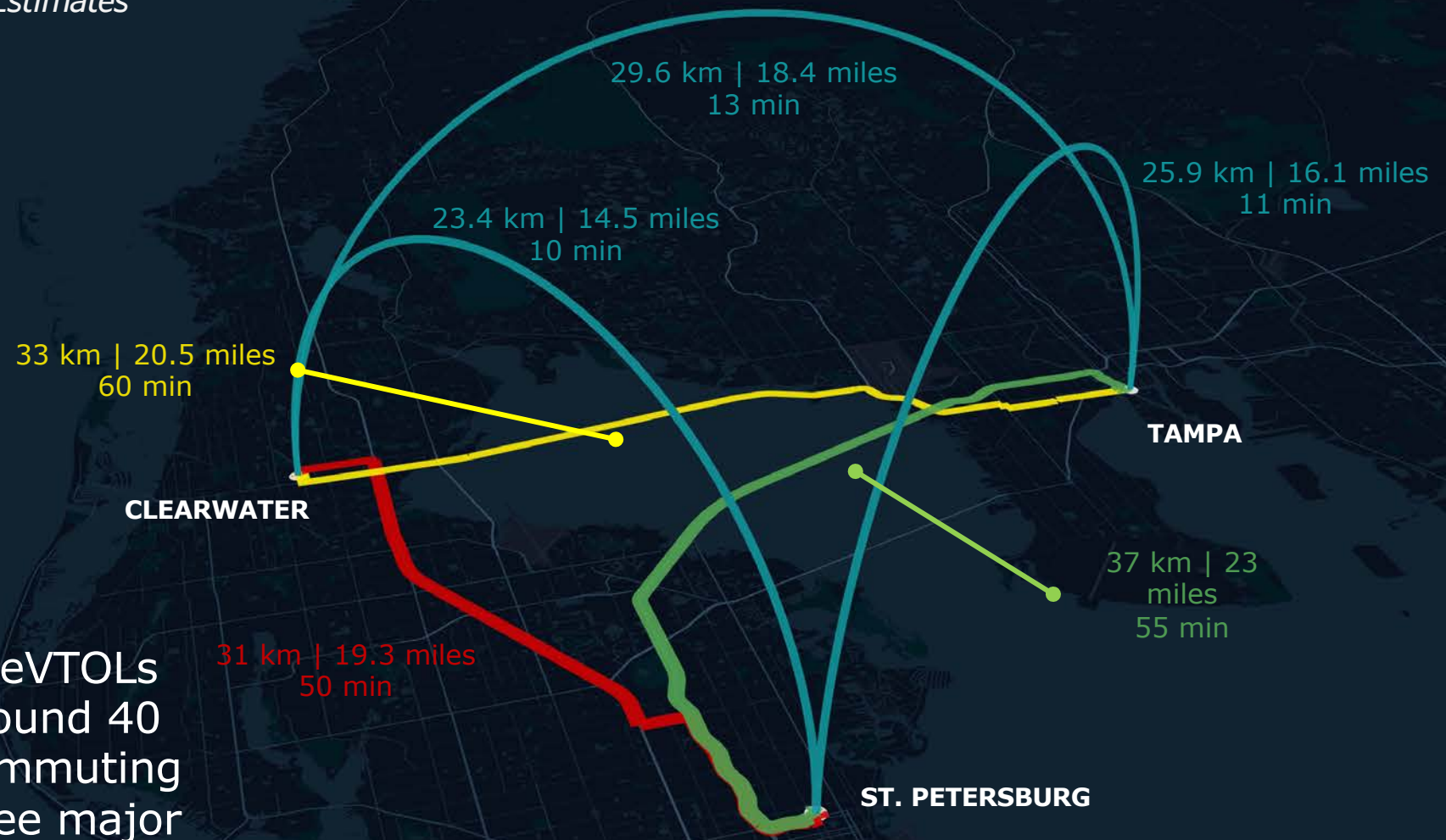
Australia UATM CONOPS

Developed and tested UATM CONOPS for airspace integration with Australia's ANSP



Tampa Bay Area Route Analysis

Evening Rush Hour Estimates



In rush hour, eVTOLs could save around 40 minutes of commuting within the three major cities of the Tampa Bay Region.

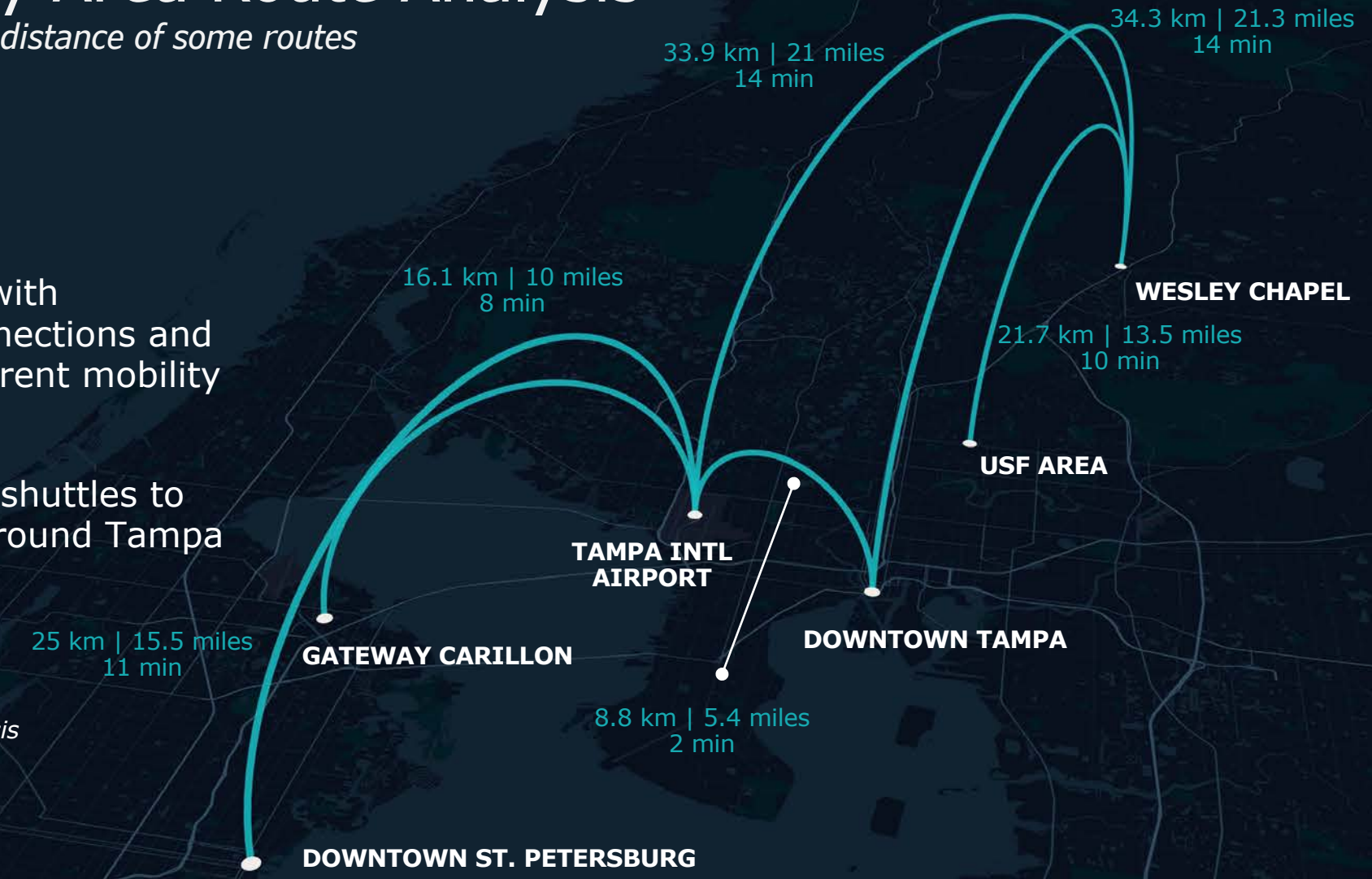
Source: Eve internal analysis

Tampa Bay Area Route Analysis

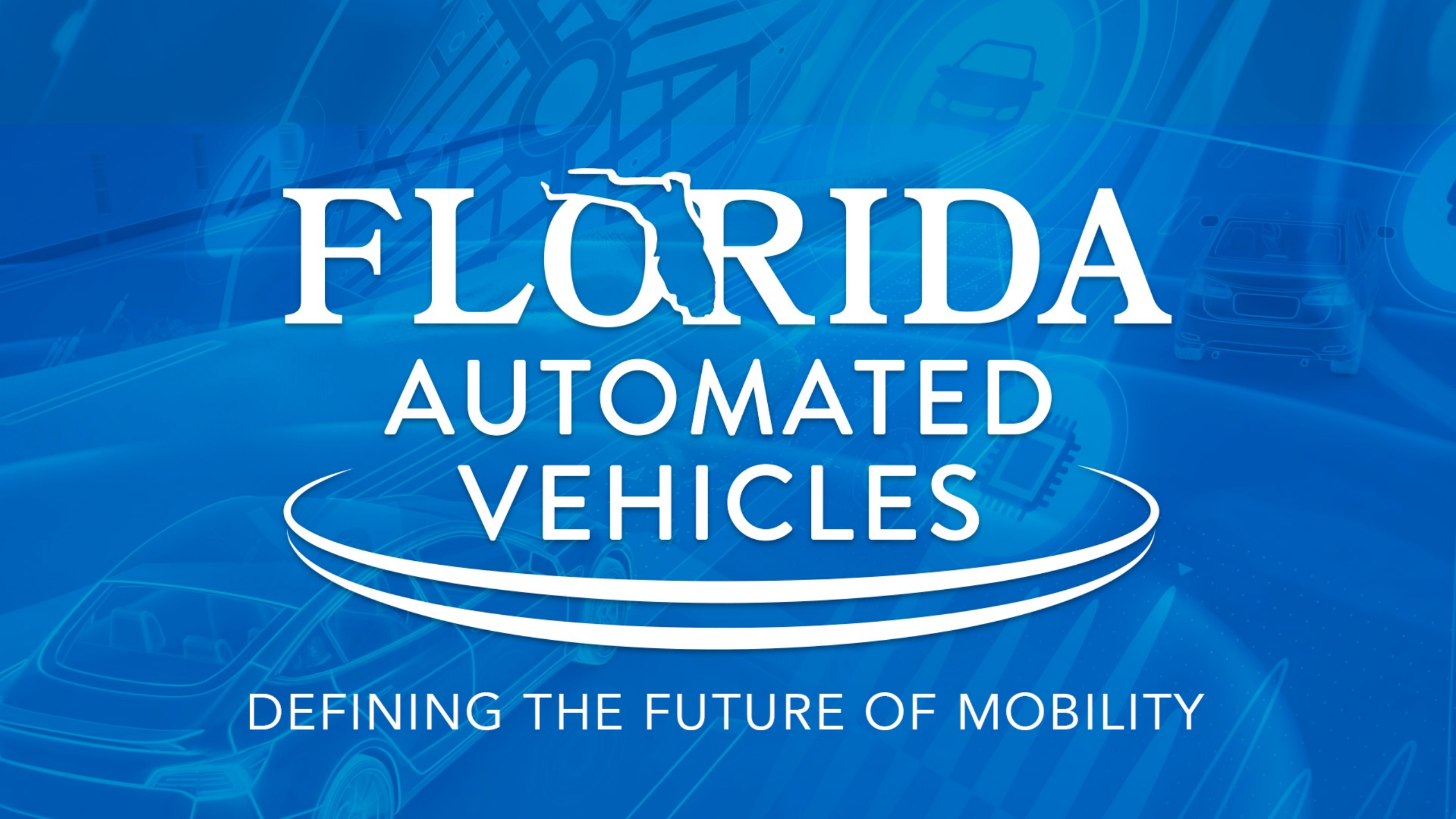
Estimated time and distance of some routes

UAM could:

- Connect cities with intermodal connections and support the current mobility system.
- Provide airport shuttles to key locations around Tampa Bay.



Source: Eve internal analysis


FLORIDA
AUTOMATED
VEHICLES
DEFINING THE FUTURE OF MOBILITY

TRANSFORMING AIR MOBILITY in the United States

September 2023

We bring urban air mobility to life.

Christian Bauer, CFO/CCO
Volocopter GmbH

VOLOCOPTER

WE ARE THE GLOBAL FRONTRUNNER FOR AIR TAXIS

6

CONFIRMED MEGA CITIES
Enables routes not addressable by helicopters

100+ bn

MARKET OPPORTUNITY
For urban & regional air mobility 2030

>1

YEAR AHEAD OF COMPETITION
Launch of commercial flights in Paris Q3 - 2024

400+

PRE-ORDERS
From airlines, OEMs and other companies

2027

BREAK-EVEN
Reaching financial milestones and profitability

1+ bn

REVENUE PROJECTION 2027
Robust business case

PASSENGER AIRCRAFTS for the urban and regional mission are our core

VoloCity will be the first fully certified Air Taxi for the urban mission, ready for global operations by 2024.

VOLOCITY

Urban **INNER-CITY** aircraft enabling early launch in Europe in 2024

USD 60bn[1]
market potential

VOLOCITY *NEXTGEN*

NEXT GENERATION aircraft expanding our urban mission profile

40% expected market share

VOLOREGION

Our **REGIONAL AIRCRAFT** optimized via lift & cruise technology

USD 45bn[2]
market potential

30% expected market share

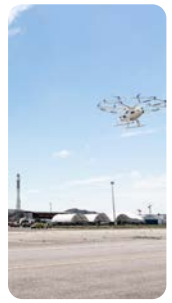
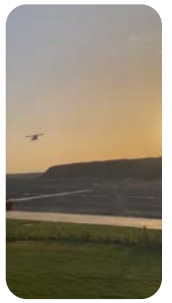
1. Internal market study for global addressable market 2030 (2023)
2. Internal market study ordered from Oliver Wyman, based on Deloitte, Morgan Stanley and Roland Berger research (2021)

VOLOCITY

VOLOCOPTER

2,000+ GLOBAL EVTOL FLIGHTS ALL AROUND THE GLOBE

Public test flights fully approved by regulatory bodies worldwide

2016	2017	2018	2019	2019	2019	2021	2021	2021	2021	2022	2022	2023	2023
													
Bruchsal VC200	**Dubai** VC200	**Las Vegas** VC200	**Helsinki** 2X	**Stuttgart** 2X	**Singapore** 2X	**Paris** 2X	**Oshkosh** 2X	**Hamburg** VD	**Seoul** 2x	**Pontoise** 2x	**ROME** 2x	**NEOM** 2x	**Paris** 2x

VOLOIQ
The digital backbone

We will be the **FIRST TO GO LIVE COMMERCIALLY** through launch partnerships

Paris 2024

1st Commercial launch industry-wide

5 First routes selected for launch

5 Vertiports planned for Launch Phase

WE ARE LOOKING FOR A PARTNERSHIP MODEL BASED ON DIFFERENT COLLABORATION DIMENSIONS

	Financial	Operational		
	Series E equity investment	**Ongoing certification in US**	**Strategic partners**	**Customers & aircraft operations**
				
Key partners	Financial institutions, strategic partners	Public entities, aircraft manufacturers	Aircraft manufacturers, and Co-developers	Airlines, aircraft operators, airports
	BlackRock, Micron, intel, Honeywell	**G-1 Issue Paper by FAA received**		To be disclosed today

Join us to make Florida the Frontrunner of UAM in the US!

VOLOCOPTER

SAFEST.
Our “highest safety, lowest complexity” design beats other concepts

Multicopter and Lift & Cruise designs are as safe as traditional aircraft and 100x safer than tilt-rotor designs

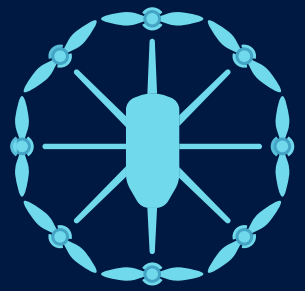
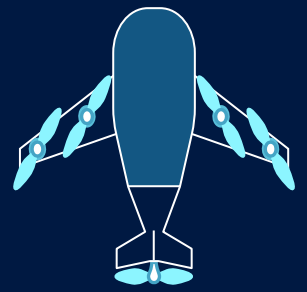
Multicopters are least complex and easiest to certify – followed by lift & cruise

Multicopters are the most efficient electric aircraft design for urban use cases, lift & cruise for regional use cases

1. US national weather services 2. Current requirements
* 10^{-9}: One catastrophic failure in one billion flight hour, 10^{-7}: one hundred catastrophic failures in one billion flight hours

KEY SUCCESS FACTORS for Certification and Entry into Service

VOLOCOPTER

	VOLOCITY	VOLOREGION	
DESIGN ARCHITECTURE Highly influences the safety level of the aircraft	**MULTICOPTER** 	**LIFT & CRUISE** 	**TILT-ROTOR OR TILT WING** 
SAFETY LEVEL Decisive for Certification	**HIGHEST** SAFETY **10^{-9} ***	**HIGHEST** SAFETY **10^{-9} ***	**LOWER** SAFETY **10^{-7} ***
TECHNICAL COMPLEXITY Decisive for certification	**LOWEST** COMPLEXITY	**MODERATE** COMPLEXITY	**HIGH** COMPLEXITY
PERMISSION to fly over densely populated areas	✓	✓	✗

VOLOCOPTER

QUIETEST.
VoloCity achieves the ideal noise signature for the city

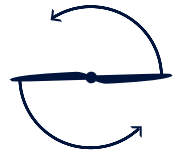
Our multicopter design architecture allows for the **quietest take-off and landing noise levels** that cannot be achieved by our competitors. This is essential for operating in densely populated areas.

Source: Volocopter noise measurements taken in test campaign with EASA

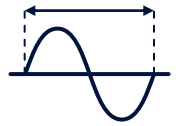
VOLOCOPTER

Key Noise Factors

Disc Load

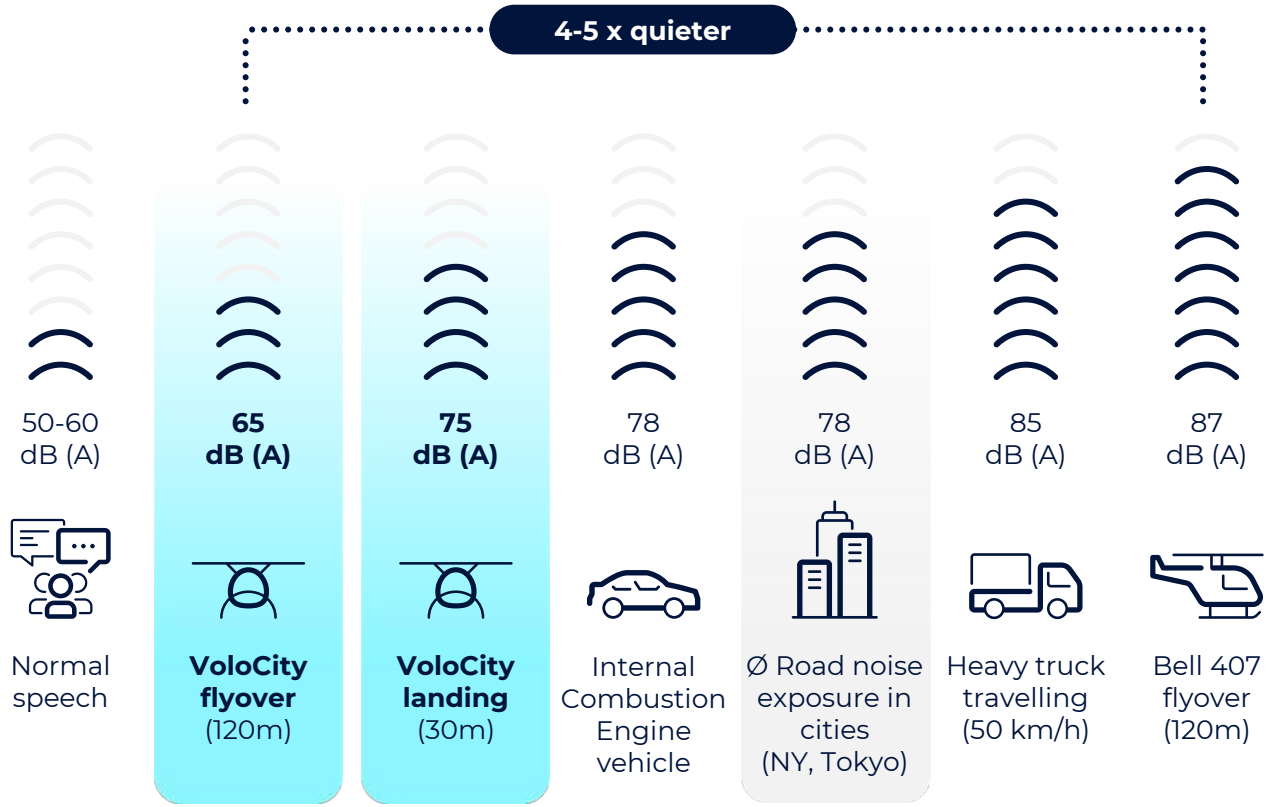


Rotor Tip Speed



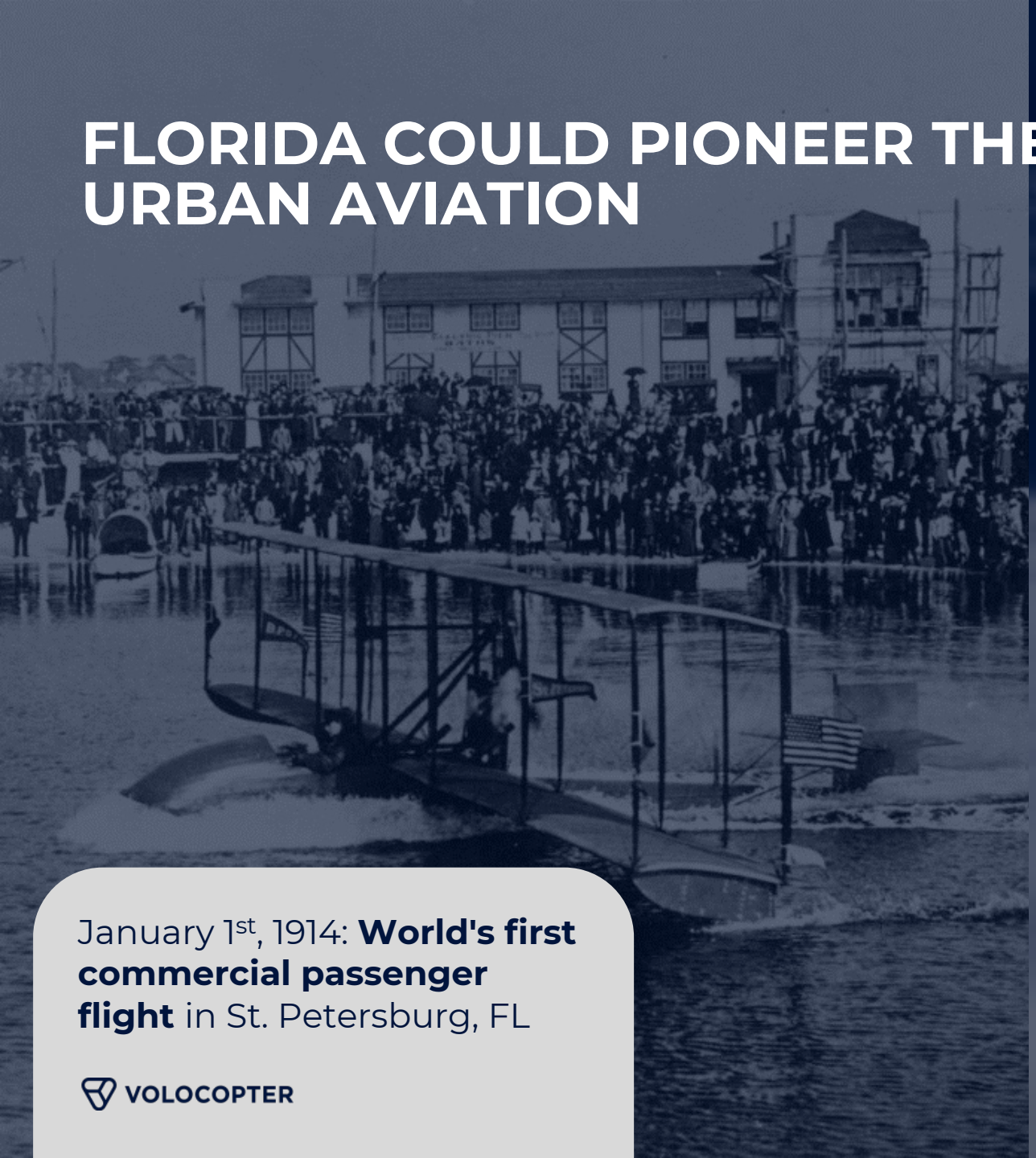
Noise Frequency

VoloCity Noise Levels



VOLOCOPTER partners Bristow

FLORIDA COULD PIONEER THE NEXT DEVELOPMENT IN URBAN AVIATION



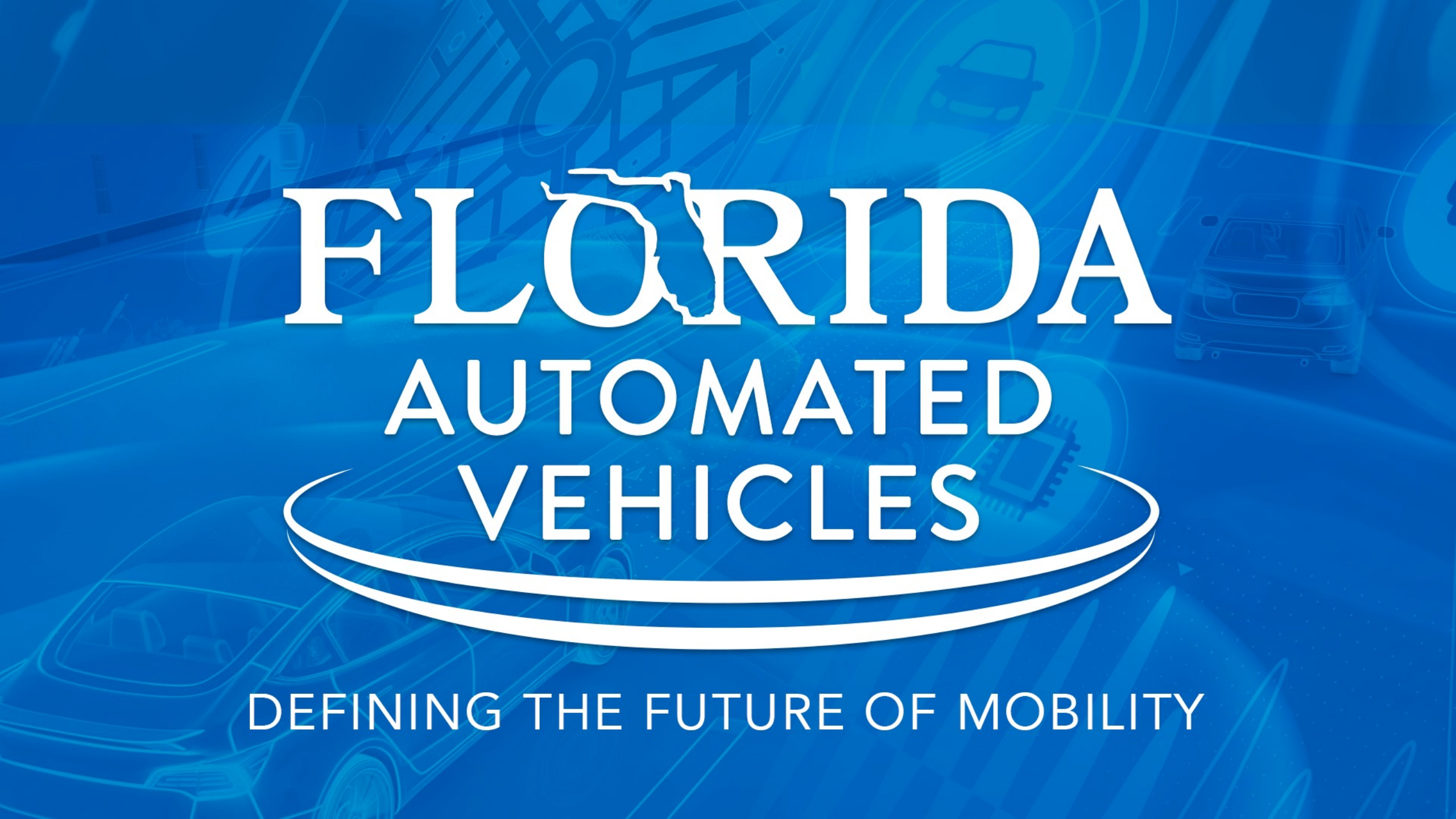
January 1st, 1914: **World's first commercial passenger flight** in St. Petersburg, FL

VOLOCOPTER

United States' first electric passenger flight in Florida?

Become
part of the
GLOBAL AIR MOBILITY REVOLUTION

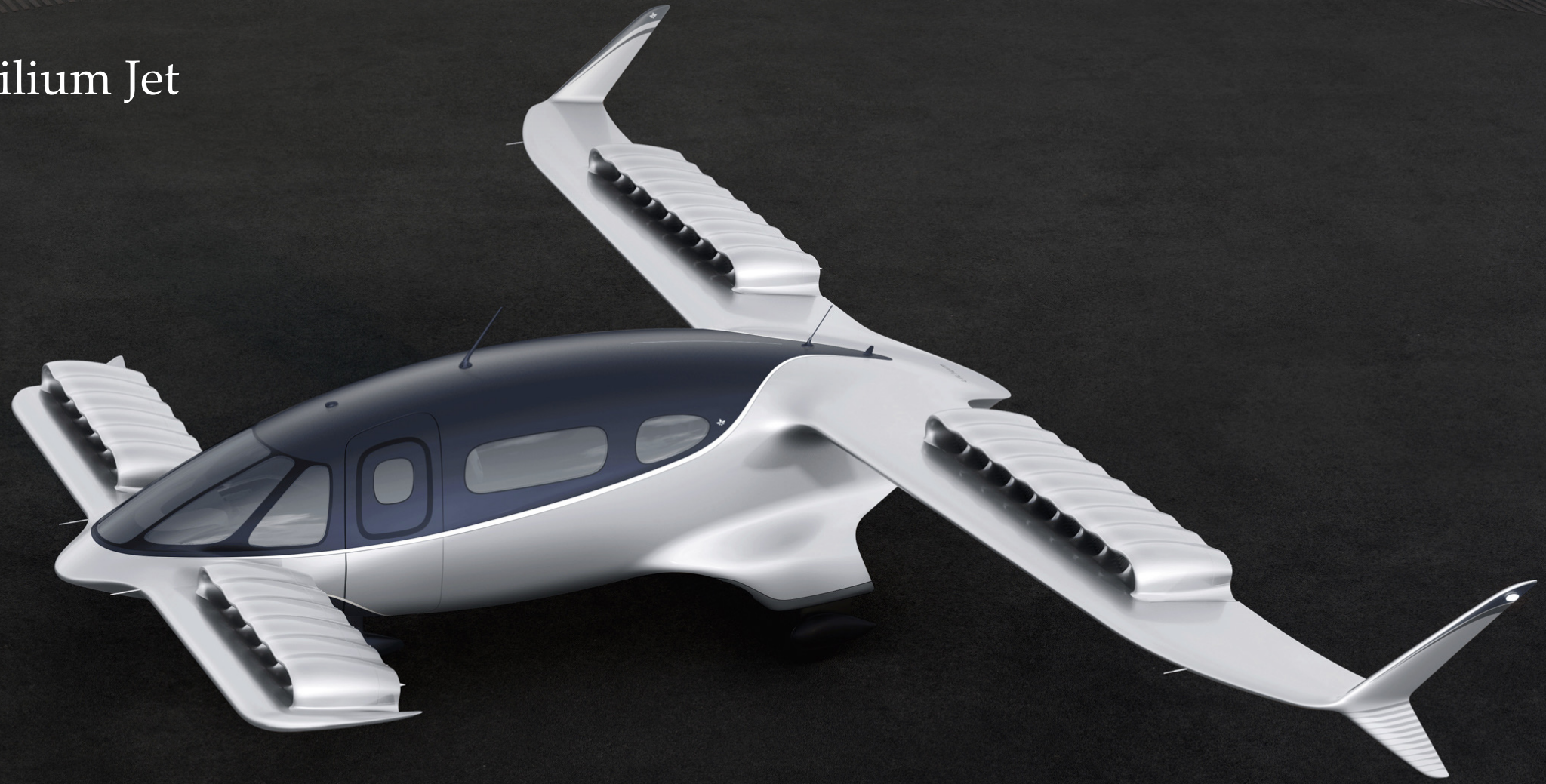
VOLOCOPTER


FLORIDA
AUTOMATED
VEHICLES
DEFINING THE FUTURE OF MOBILITY

Revolutionizing sustainable, high-speed regional air mobility

September 2023

The Lilium Jet



HIGH-SPEED	250KM PHYSICAL RANGE[1]	LOW NOISE	ZERO OPERATING EMISSIONS	HIGHEST SAFETY
250 KM/H[1]	175 KM OPERATING RANGE[1,2]	68 dBA at 100 M[1]	FULLY ELECTRIC[1]	10^{-9} SAFETY LEVEL[3]

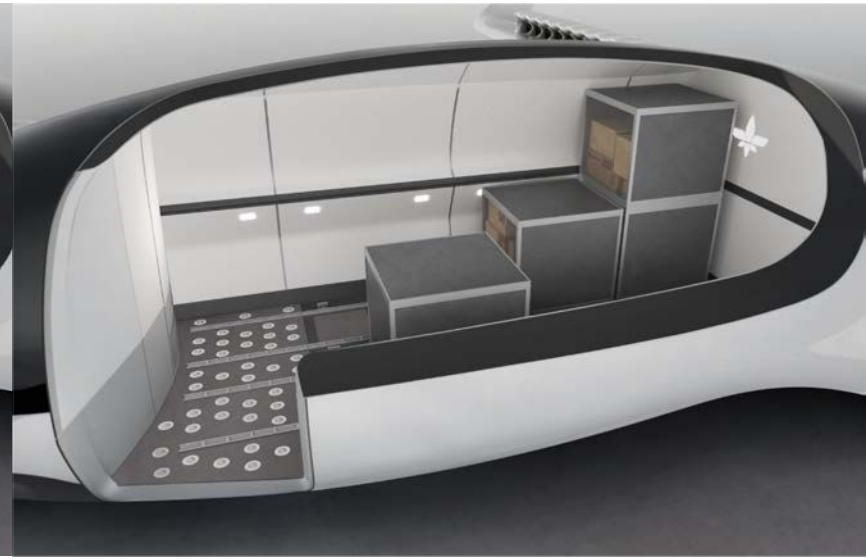
LILIUM

[1]Performance targets based on current development status of aircraft. Cruise speed based on Lilium engineering assessment assuming flight at 10,000 ft. [2]Operating range refers to service range (after accounting for reserves). [3]Lilium's primary certification authority (EASA) stipulates probability of less than one aircraft loss per billion flight hours.

Versatile design can serve multiple business segments

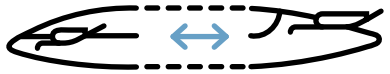
4 PASSENGER CLUB CABIN

6 PASSENGER SHUTTLE CABIN



FLEXIBLE CARGO CABIN:
6 m^3 volume

SCALABLE PLATFORM



Larger form factors on same technologies in the future

Source: Lilium engineering assessment & management estimates.

Plan to launch in premium, scale with OEM sales – first Pre-Delivery Payments (PDPs) received

LAUNCH IN PREMIUM MARKET

PRIVATE AND FRACTIONAL OWNERSHIP & CHARTER SERVICES

Taking deposits and pre-delivery payments as of 2023

Aim to sell aircraft and aftermarket services to early adopters in General and Business Aviation

SCALING IN MASS MARKET

SHUTTLE & FLEET OPERATORS

Plan to take pre-delivery payments by end of 2023

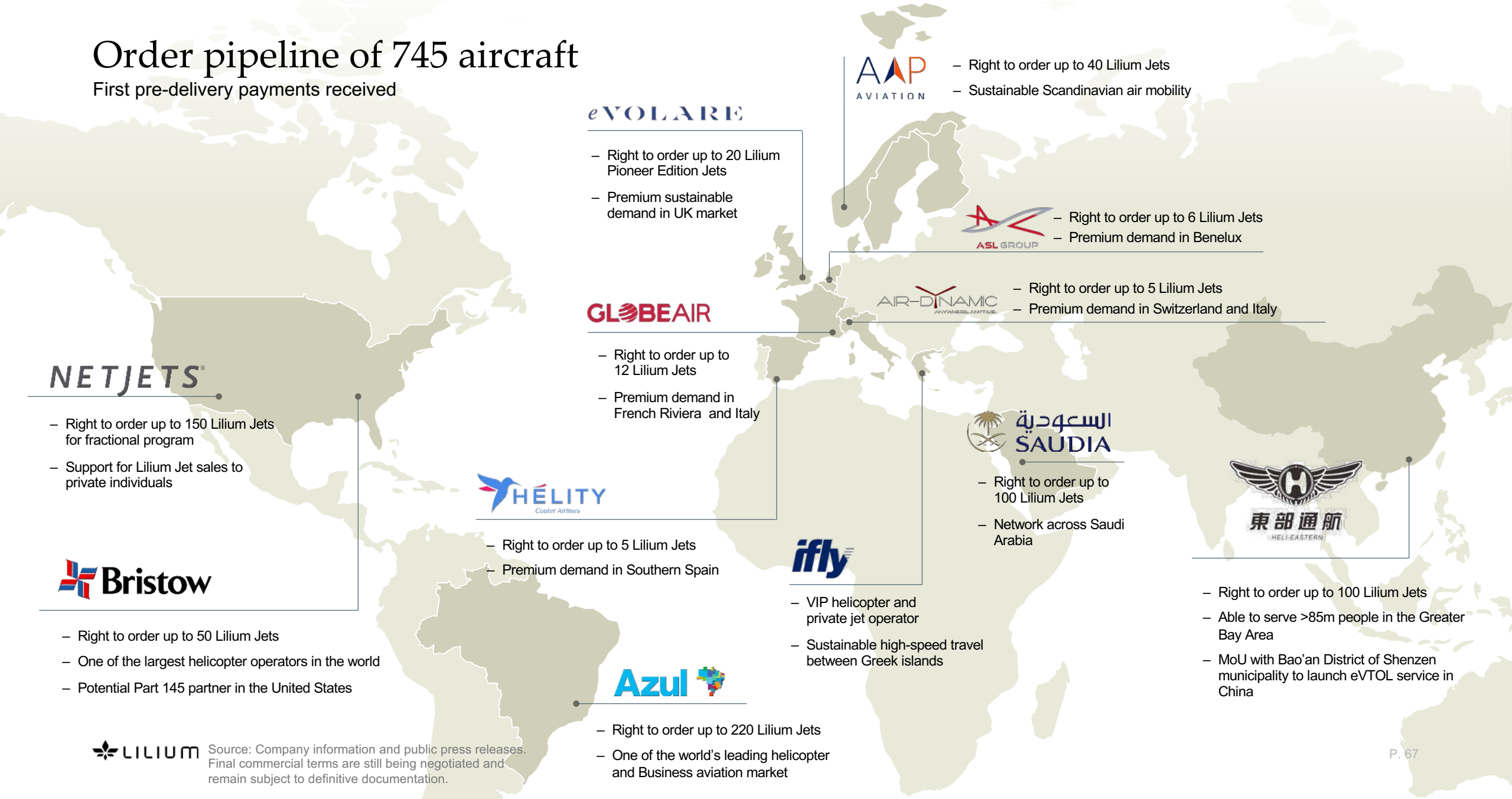
Aim to sell aircraft to commercial airlines, corporates, and governments

LILIUM

Source: Planned Lilium business model. Statements with respect to scaling are forward-looking, subject to significant business, economic, regulatory and competitive uncertainties and contingencies, many of which are beyond the control of the Company & are based upon assumptions with respect to future decisions and events, which are subject to change. Actual results will vary & those variations may be material. Nothing in this presentation should be regarded as a representation by any person that the scaling will be achieved as described herein.

Order pipeline of 745 aircraft

First pre-delivery payments received



AAP AVIATION
- Right to order up to 40 Lilium Jets
- Sustainable Scandinavian air mobility

eVOLARE
- Right to order up to 20 Lilium Pioneer Edition Jets
- Premium sustainable demand in UK market

ASL GROUP
- Right to order up to 6 Lilium Jets
- Premium demand in Benelux

AIR-DYNAMIC
- Right to order up to 5 Lilium Jets
- Premium demand in Switzerland and Italy

GLOBEAIR
- Right to order up to 12 Lilium Jets
- Premium demand in French Riviera and Italy

NETJETS
- Right to order up to 150 Lilium Jets for fractional program
- Support for Lilium Jet sales to private individuals

السعودية SAUDIA
- Right to order up to 100 Lilium Jets
- Network across Saudi Arabia

HELITY Copter Airlines
- Right to order up to 5 Lilium Jets
- Premium demand in Southern Spain

東部通航 HELI-EASTERN
- Right to order up to 100 Lilium Jets
- Able to serve >85m people in the Greater Bay Area
- MoU with Bao'an District of Shenzen municipality to launch eVTOL service in China

ifly
- VIP helicopter and private jet operator
- Sustainable high-speed travel between Greek islands

Bristow
- Right to order up to 50 Lilium Jets
- One of the largest helicopter operators in the world
- Potential Part 145 partner in the United States

Azul
- Right to order up to 220 Lilium Jets
- One of the world's leading helicopter and Business aviation market

LILIUM

Source: Company information and public press releases. Final commercial terms are still being negotiated and remain subject to definitive documentation.

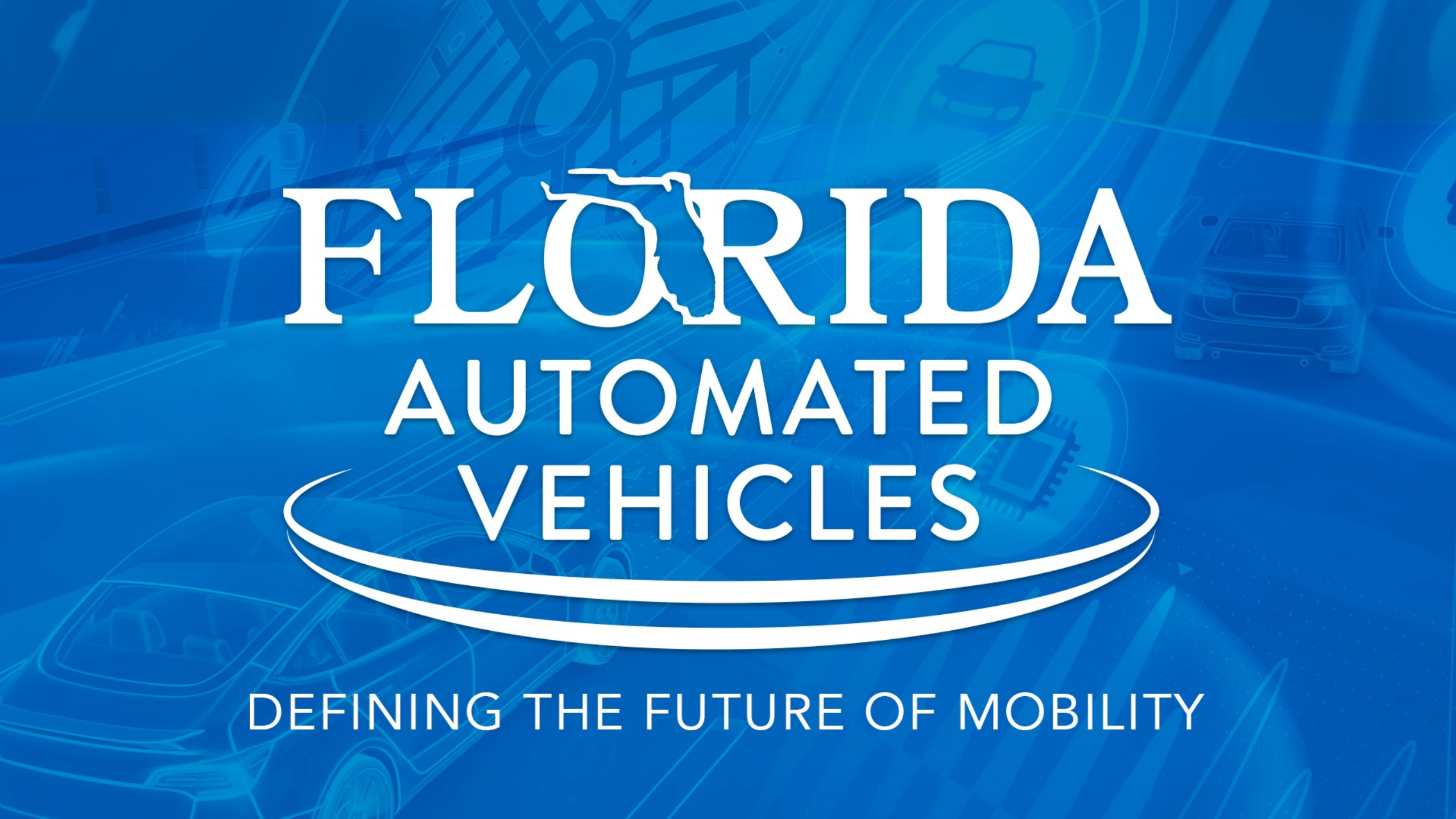
Ducted Electric Vectored Thrust (DEVT) differentiates Lilium jet from all open-rotor competitors

- **95% of all global airplanes use jet engines**, which are preferred by customers for their **high safety, low vibrations, and low noise**
- We have **developed our own electric version**, with an electric motor replacing the gas turbine **allowing for a much simpler, smaller, and lighter engine design**
- The **small engines provide redundancy** and are integrated into the wings

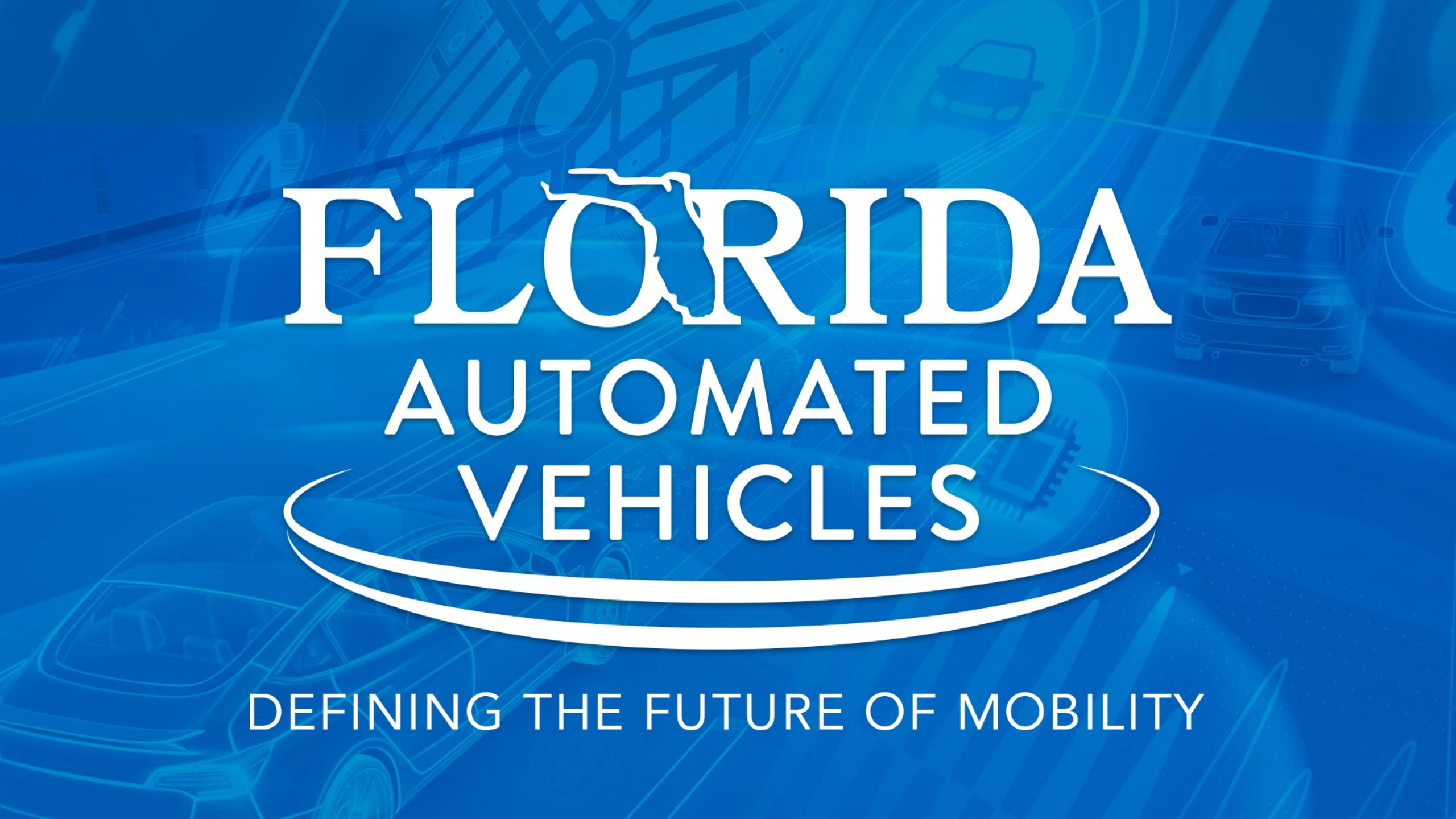
TIER 1 SUPPLIERS FOR E-MOTOR AND JET FLAP

Honeywell DENSO AERnnova

Source: GAMA, JADC, Lilium management estimates & company information.


FLORIDA
AUTOMATED
VEHICLES
DEFINING THE FUTURE OF MOBILITY


cruise
STOP


FLORIDA
AUTOMATED
VEHICLES
DEFINING THE FUTURE OF MOBILITY