Florida League of Cities

Electric air mobility addresses modern challenges

CONNECTIVITY

Electric air mobility **enhances connectivity** because they operate independently of road and rail

EMISSIONS

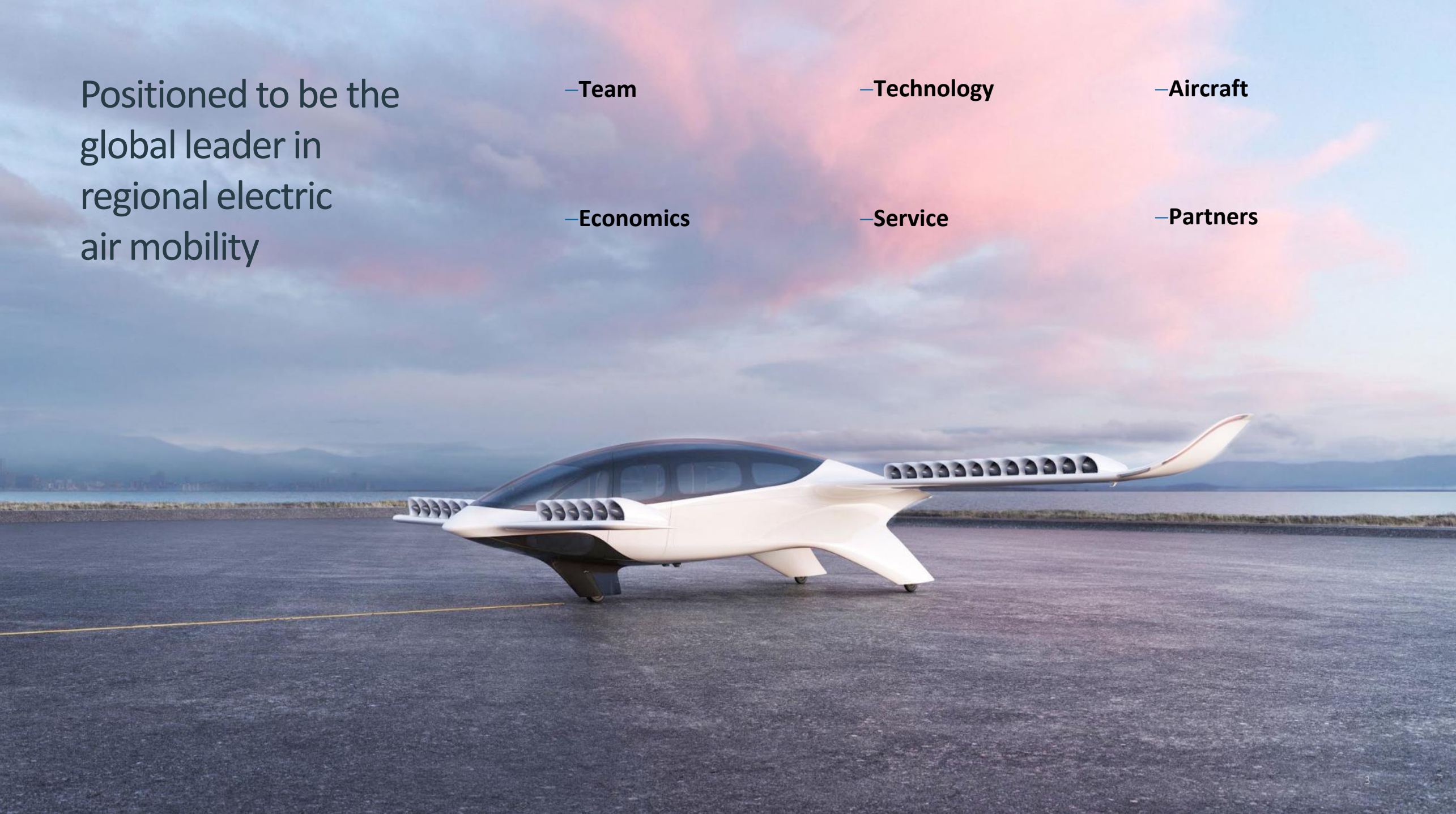
Electric air mobility vehicles are powered by electric motors, which means **no local emissions**

INFRASTRUCTURE

Electric air mobility allows high-speed connections with **minimal infrastructure** requirements

Positioned to be the global leader in regional electric air mobility

- **Team**
- **Technology**
- **Aircraft**
- **Economics**
- **Service**
- **Partners**



Market-leading performance

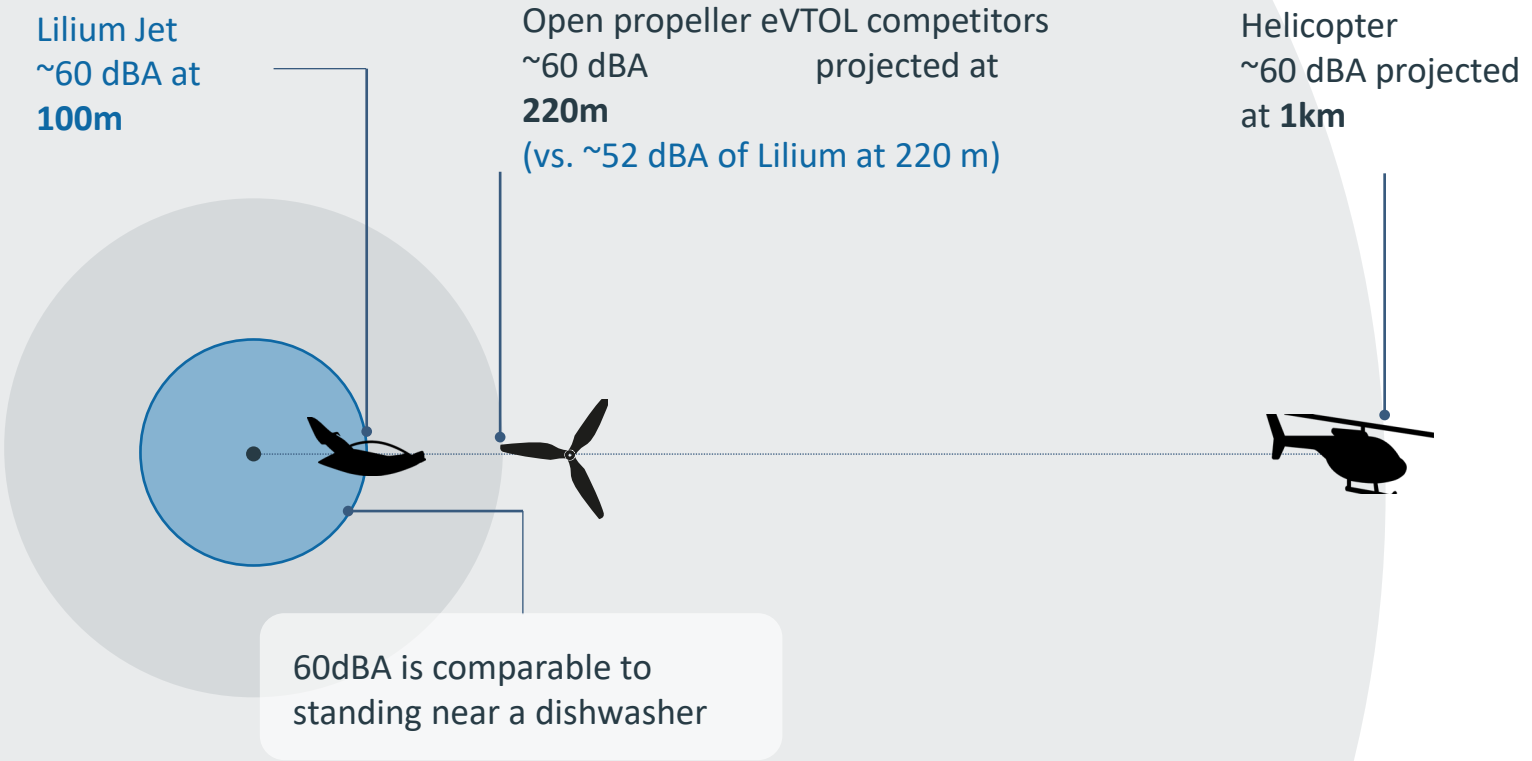
Fully Electric	>	Lower operating costs
7-Seater	>	Leading passenger / cargo payload
175 mph	>	5X faster than average car journey
Lowest noise profile in industry	>	Developed for urban landing
~155 mile range	>	Access to urban & regional routes

Source: Architectural performance assessment of an eVTOL aircraft. Lilium engineering assessment. Management estimates.
Note: Cruise speed based on Lilium engineering assessment assuming flight at 10,000 ft. Range refers to physical range (service range + reserves).


CABIN

DEMONSTRATORS

Low noise allows regular landings near communities



Due to noise impact… “out of 40 helipads only 1 is active in San Francisco”

Source: Management estimates. Architectural performance assessment of an eVTOL aircraft. Morgan Stanley.
Note: Assumes similar aircraft weight for open propeller eVTOLs vs. Lilium’s 7-Seater.

Our Vertiports

Vertiport plans with Ferrovial for Florida

Our Vertiports enable communities a 360 degrees high-speed connection – regardless of their size

- High speed connection for a fraction of traditional infrastructure cost ($5M to $15M CapEx per pad)
- Lean, modular design enabling flexible, local adaptability (4,000 m² to 10,000m² footprint)
- Realization on the ground or integration into existing structures or new builds
- 0.5 to 1M passengers per year through a single pad
- Building time <12 months

Key industry players already committing significant capital to network rollout

~$200M commitment for Florida development

Lilium is partnering with leading infrastructure partners to build up to 14 vertiports across Florida

Goal to establish more than 2,000 miles of high-speed connectivity connecting all major urban centres.

ferrovial

TAVISTOCK
DEVELOPMENT COMPANY

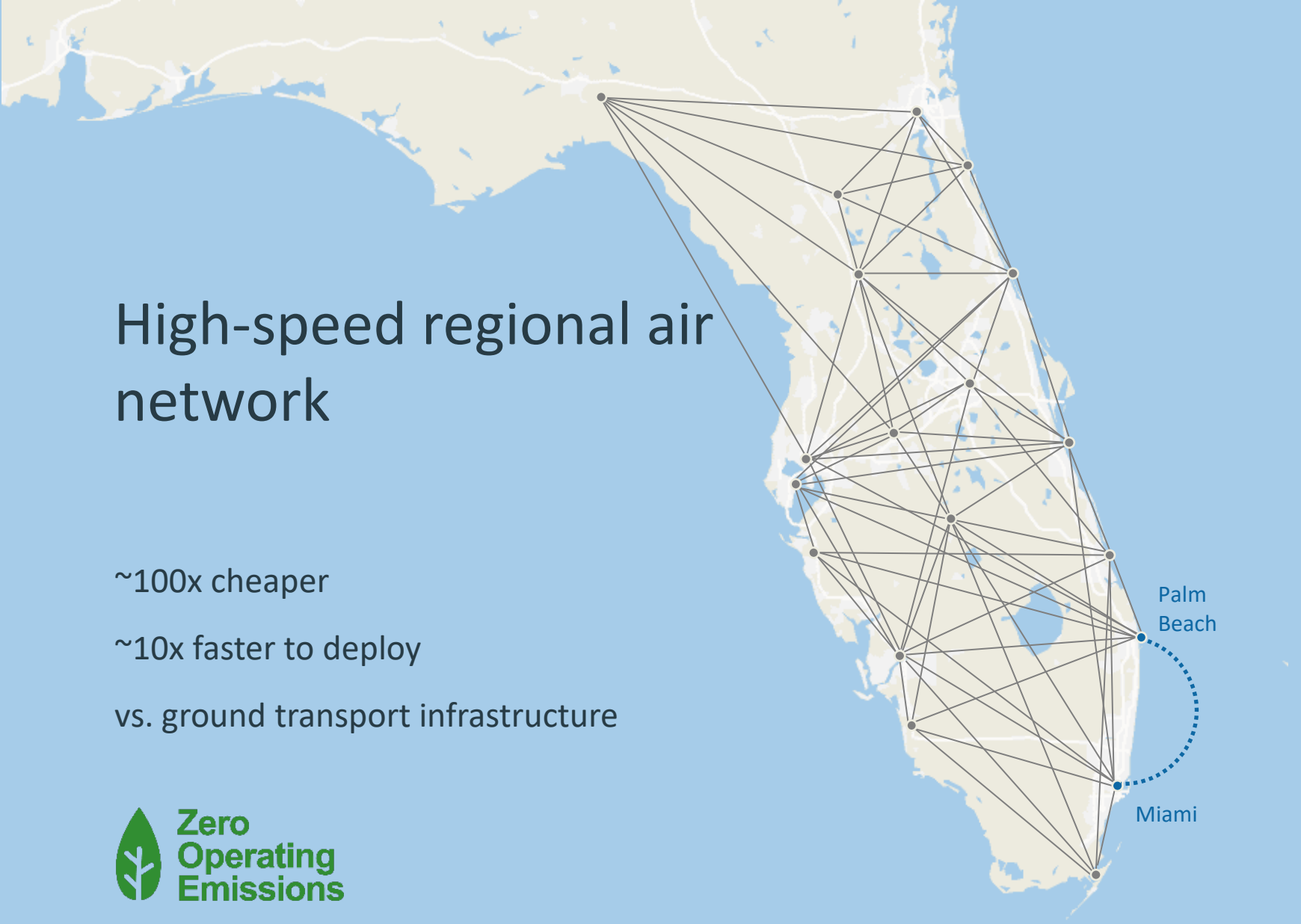
High-speed regional air network

~100x cheaper

~10x faster to deploy

vs. ground transport infrastructure

Zero Operating Emissions



Source: Lilium Business Plan. European Court of Auditors. Management estimates.
Note: Network based on mid-term range potential. These comparison to ground transport infrastructure is based on judgments and assumptions of our management in light of information available at this time; actual results may differ

Regional and Urban Access

Landing closer to where you want to go

Miami → Palm Beach

~$150

~20 minutes

~5x faster than driving

We will launch within existing regulatory frameworks

Air Operations

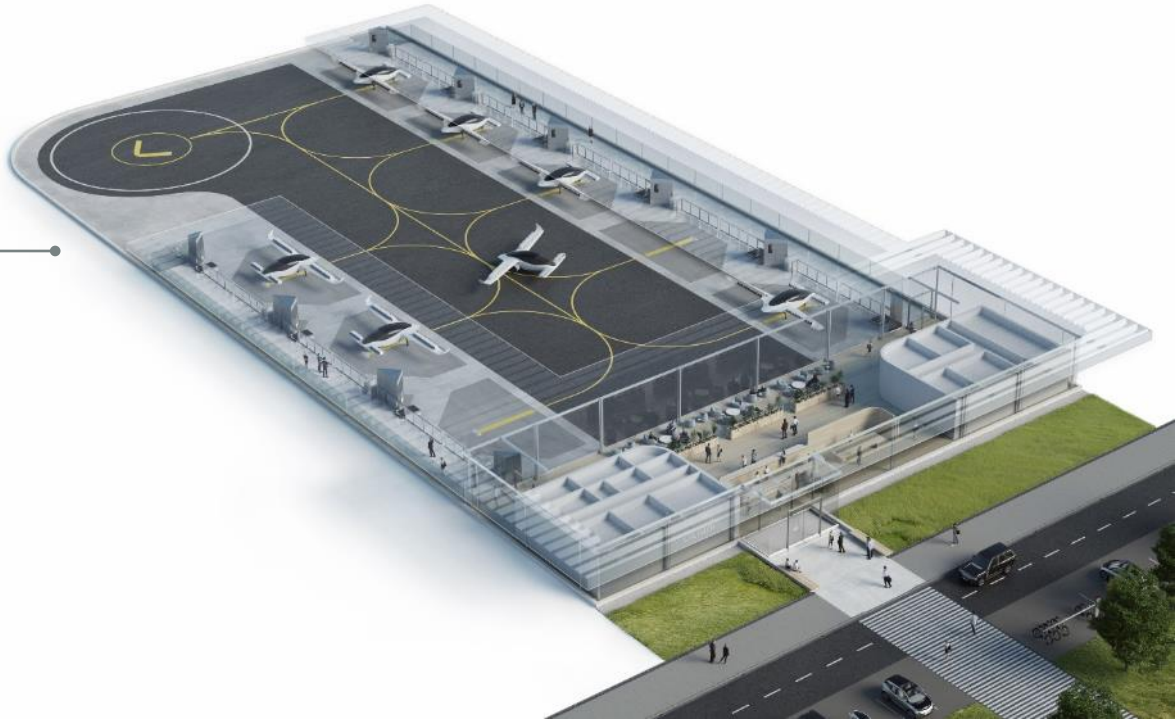
- Traffic coordination under existing rules of the air
- Certified commercial passenger operations like a regular airline

Aircraft

- Certification under existing regulation under way
- Close liaison with EASA and FAA since 2017

Vertiports

- Operations on certified aerodromes based on existing standards



Vertiport Site Requirements

- Adequate Space
- Sufficient Energy Capacity
- Multimodal Connectivity
- Passenger Demand
- Safe Operations

An eVTOL landing pad would drive ~$40M of economic benefits into each city annually

Assuming 500k passengers per year

1. Boosting connectivity in Florida	**2. Bringing economic growth to Florida**	3. Florida as a leader in sustainability
Direct Economic Benefits	**$4mn** Food & beverage revenue	• Assuming 20% of arriving Lilium passengers are induced traffic and spend an average of $40 on F&B in the City
	$10mn Hotel revenue	• Assuming 20% of arriving Lilium passengers are induced business travellers who spend 1 night in a hotel in the City at $100 per night
	$3.5mn County taxes	• Assuming 2.5% tax on food and beverage and hotel revenue
Indirect Economic Benefits	**$15mn** Time saved value	• Using monetary value of travel time saved (VTTS) for initial routes
	$10mn Marketing value	• Siting a vertiport in a downtown will be highly marketable

Lilium aims to take sustainable mobility to the next level

End-to-end CO_2 footprint including emissions from operations, production and infrastructure

Passenger Jets
CO_2/pkm:
189g

Gasoline Cars
CO_2/pkm:
142g

Electric Cars
CO_2/pkm:
31g

Trains
CO_2/pkm:
18g

Lilium
CO_2/pkm:
13g

Source: International Energy Agency. Fraunhofer Institute. The International Council on Clean Transportation. Umweltbundesamt. Öko-Institut. Lilium engineering estimates.
Note: Analysis assumes that electric cars, trains and Lilium Jet run with renewable energy and that the batteries of electric cars and Lilium are produced with renewable energy.

Lilium will help the cities across Florida deliver on their strategic goals

Common City Goals	Lilium operations in in Florida cities
Establishing sustainability and resilience	The Lilium jet is **100% electric**; its 250km range enables it to serve domestic flight routes and **drive large reduction** in the aviation sector's emissions output
Enhancing workforce development	The infrastructure setup and operations will create **hundreds of highly-skilled jobs** in each city while tapping into the city's robust workforce
Improving infrastructure and mobility	The Lilium service will **establish new high-speed connections** across the region while being **integrated with the existing transport system**
Grow your economy	The Lilium service will **bring appx > $40 mn of economic activity,** to each city downtown with just one vertiport location

What can cities do to prepare for eVTOL

Understand Value

Determine the best location

Check against zoning and land use

Find the right Partners

Matthew.Broffman@lilium.com

Enabling an Autonomous Reality

Racquel Asa

Beep, CMO

Autonomous Mobility Solutions

August 13, 2021

WHAT BEEP DOES?

Beep provides communities with turnkey autonomous mobility networks for first-mile, last-mile use cases. We lead the entire **launch**, **oversight**, and **ongoing management** of all aspects for each project.

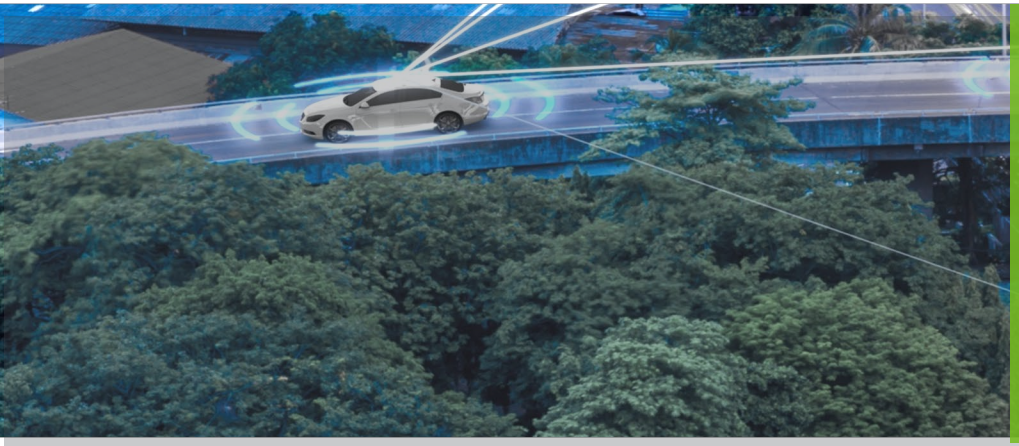
With Beep, communities are safer, stress-free, and eco-friendly with driverless mobility.

Connected **Autonomous** **Shared** **Electric**

40,000+
live road hours

48,000+
passengers

Dedicated
autonomous
vehicle
command
center



23 autonomous
shuttles

8 project
locations

PLATFORM PARTNERS

navya

local motors by

ROBOTIC RESEARCH

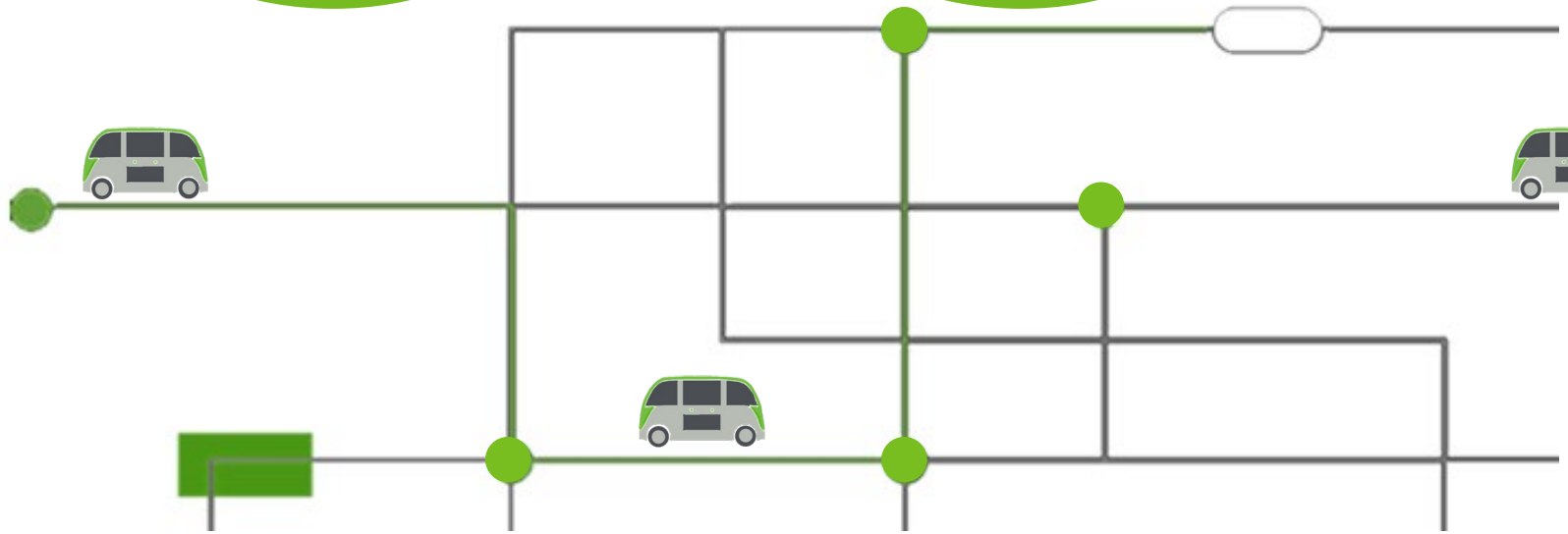
beep

OUR APPROACH

Process
Synergize technical AV capabilities with regulatory requirements

Planning
Manage, plan and optimize autonomous mobility with purpose

Products
Best of breed AV platforms and development of shuttle agnostic technology



OUR PROJECTS

- **Planned Development:**
  - Tavistock Development - Lake Nona, FL
  - Mattamy Homes – Tradition, FL
- **Federal:**
  - Yellowstone National Park, WY
- **Public Transit:**
  - Pinellas Suncoast Transit Agency, FL
  - Hillsborough Area Regional Transit, FL
  - Jacksonville Transportation Authority, FL
- **Municipal:**
  - City of Peoria, AZ
  - City of Peachtree Corners, GA

MAKE YOUR CITY FUTURE READY

Align		Educate executive stakeholders on current technical capabilities with realistic expectations
Identify		Plan a route addressing first-mile, last-mile challenges
Commit		Project team with defined goals and objectives
Partner		Find the best partner with regulatory and AV technical expertise
Fund		Search for traditional, innovative and grant opportunities

Autonomous Mobility Solutions