

CANSO EXECUTIVE SUMMIT 2022

Monday 20 June 2022 09:15-13:00

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WELCOME AND OPENING



Mr. Simon Hocquard

Director General CANSO



AGENDA

Today we will cover

- A laser-like focus on customer needs
- A roadmap to Future Skies
- Short break
- Delivering a Sustainable future for Aviation
- Launch of CANSO's new environmental accreditation scheme



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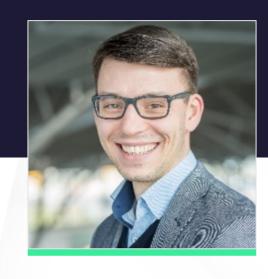


A LASER-LIKE FOCUS ON CUSTOMER NEEDS









Dr. Giorgio Cioni

Director of Armament and Aerospace Capabilities, Division of Defence Investment

NATO

Mr. Steve Clarke

Deputy Associate Administrator for Aeronautics Research Directorate

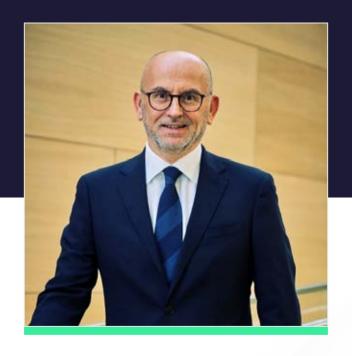
NASA

Mr. Marvin König

Manager Government Relations and Public Affairs Europe – Airspace and Infrastructure

Lilium





Dr. Giorgio Cioni

Director of Armament and Aerospace Capabilities, Division of Defence Investment NATO



The New Security Reality



- Safeguarding Allies and Partners freedom through political and military means and increased dialogue
- Committed to ensure rulebased international order



The security of our societies is the foundation

Increasing NATO's defence posture

- The challenges-



Cross border air mobility



Integration of legacy platforms with modern combat aircraft and the ability to train in new airspace constructs



Embracing new technologies



New Entrants and HLA



Cyber Challenges



Climate Change adaptation

Increasing NATO's Defence Posture

- Strategic Solutions-



NATO 2022 STRATEGIC CONCEPT



"The Madrid Strategic Concept will reflect the new security environment, recommit to our values, and reaffirm our unity, ensuring that our Alliance is fit for the future."

JENS STOLTENBERG, NATO SECRETARY GENERAL

Like Minded Partners

Partner Nations and International Organisations- NATO Aviation Committee

Allies and Partners



NATO Aviation Committee is NATO's primary forum for the engagement of international aviation organizations and institutions at both policy and technical levels.











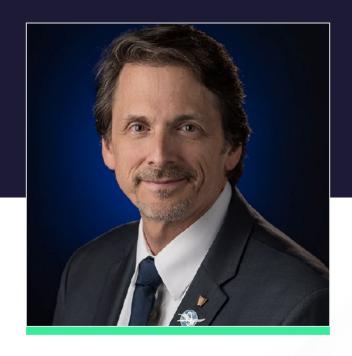








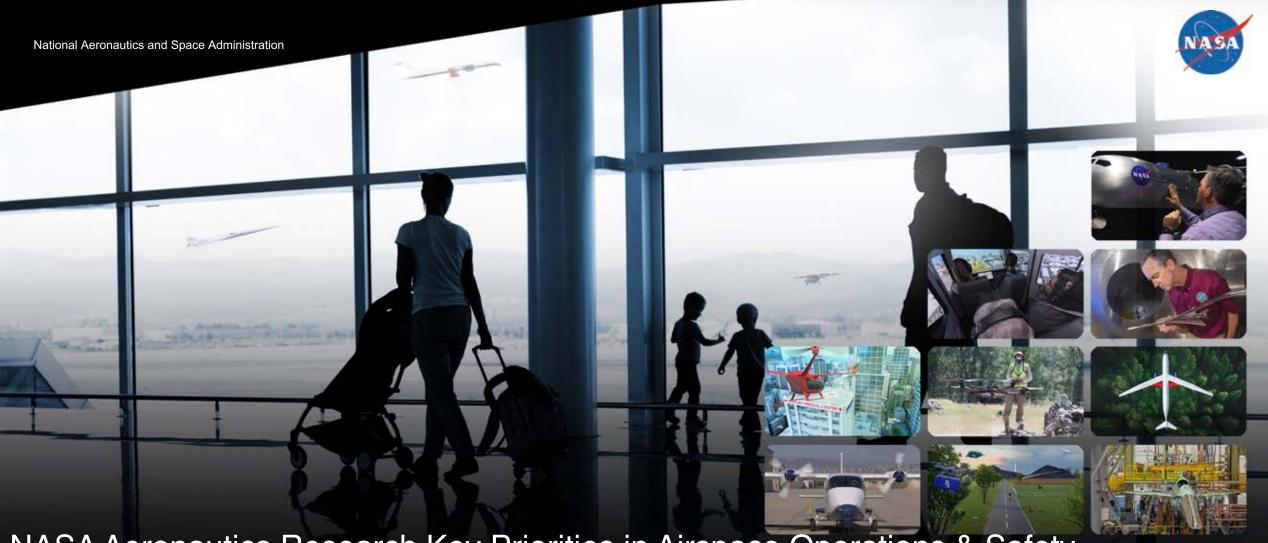




Mr. Steve Clarke

Deputy Associate Administrator for Aeronautics Research Directorate

NASA



NASA Aeronautics Research Key Priorities in Airspace Operations & Safety

Steven Clarke, Deputy Associate Administrator Aeronautics Research Mission Directorate

CANSO Executive Summit - June 20, 2022







Four Transformations for Sustainability, Greater Mobility, and Economic Growth

NASA Aeronautics – Vision for Aviation in the 21st Century





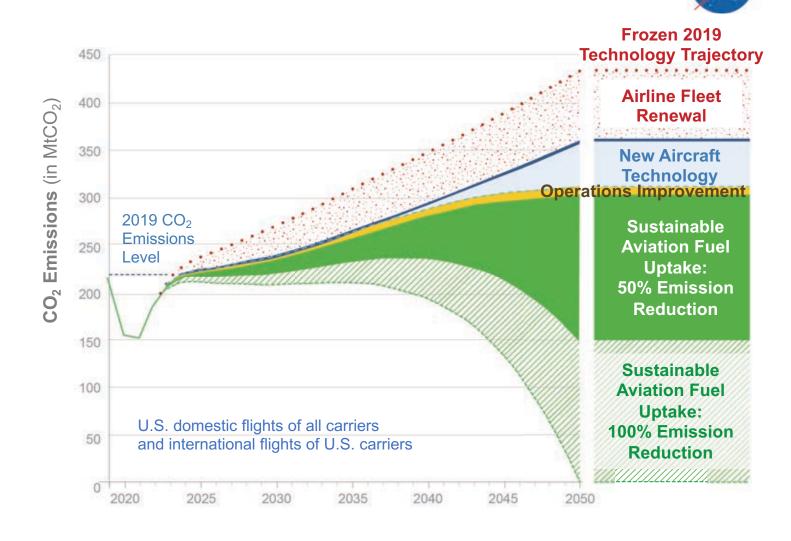
U.S. Aviation Climate Action Plan

Global Context for Sustainable Aviation

U.S. aviation goal is to achieve net-zero greenhouse gas emissions by 2050.

U.S. Aviation Climate Action Plan is aligned with

- U.S. economy-wide goal
- International Civil Aviation Organization
- Air Transport Action Group

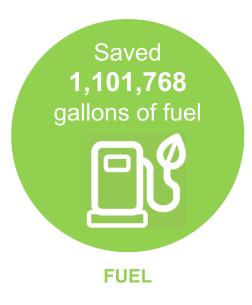


Today: Airspace Operational Tools Yield Immediate Benefits



Airspace Technology Demonstration 2

Benefits from field demonstrations of ATD-2 technologies at the Charlotte Douglas International Airport (29 Sep 2017–30 Sep 2021)









Saving passengers an estimated \$4,481,569 in value of time and operators an estimated \$1,375,224 in flight crew costs



Evolution of Airspace Operations and Safety



Automated in-time safety

monitoring and alerting services

+ Service-oriented architecture for tailored missions-oriented services



+ Complexity, scalability, and dynamic adaptation



Highly-Automated

Digital Transformation of ATM

Integrated predictive risk mitigation across domains

Automatically-assured adaptive in-time safety management

 (~ 2045)

(Today) (~2035)

Advanced Air Mobility is Emerging



CARGO TRANSPORT



PUBLIC GOOD

CONSUMER/ ENTERPRISE GOODS AND SERVICES





PASSENGER TRANSPORT

~ 2035: NASA's Vision for Sustainable Aviation Operations







- Integrated trajectories optimized for environmental benefit
- Advanced flight deck capabilities to operate on those trajectories
- Tailored services that support safe integration of all diverse operations

~ 2040: Planning to Achieve a Sky for All

NASA

Imagining tomorrow's aviation system today, leveraging FAA Info-centric NAS







Operator Optimization

Ubiquitous and Resilient Operations







Sustainable Solutions

Seamless Skies





Learning-Based Systems and Communities

- NASA-led effort to gather inputs from the aerospace community and FAA
- Co-developed vision of a mid-21st century shared airspace that is agile, scalable, optimizable, increasingly diverse, and equitable
- Evolution from trajectory-based operations to collaborative and highly automated operations
- Sky for All results will inform ARMD research and development portfolio and collaboration with FAA





UAS Pilot Kit - Prototype





Follow Us

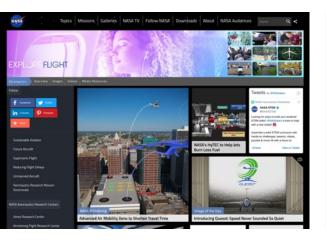




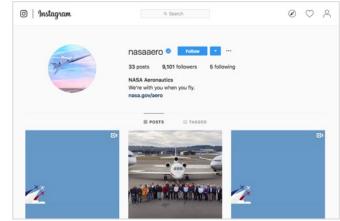














www.nasa.gov/aeroresearch/strategy

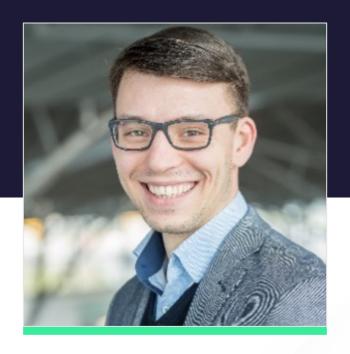
www.nasa.gov/aeroresearch/solicitations

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SHAPING OUR FUTURE SKIES

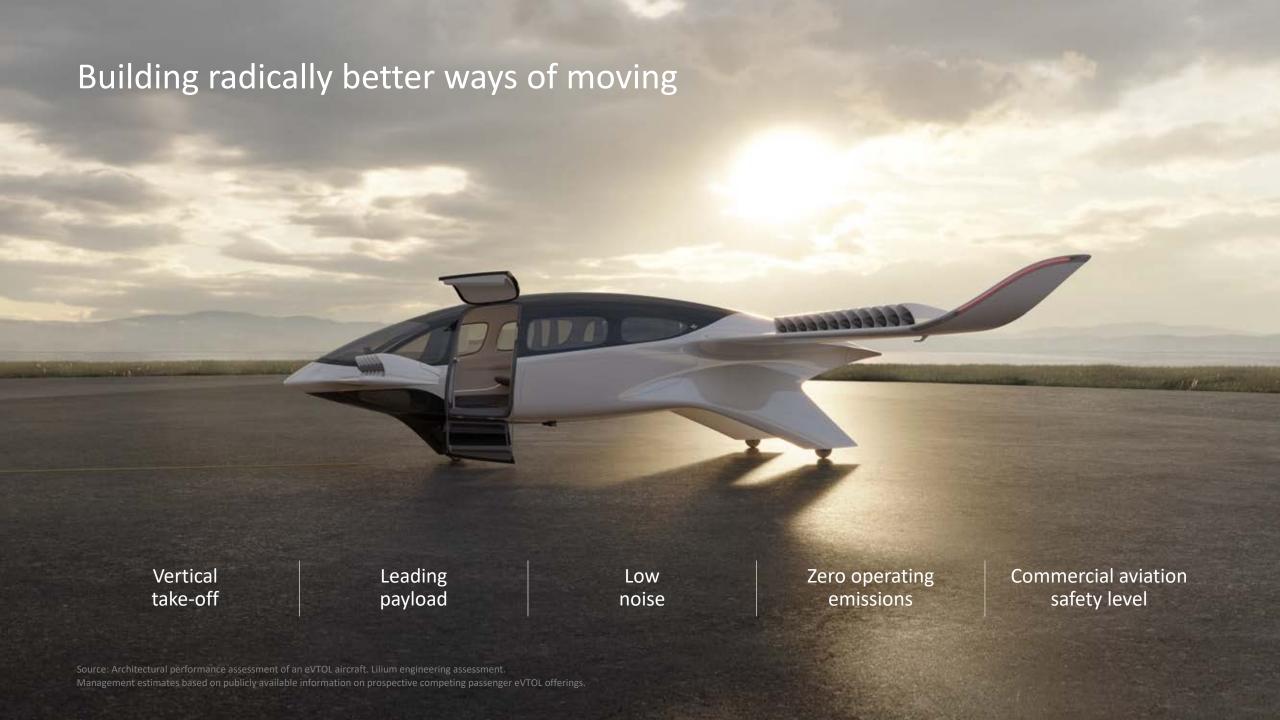




Mr. Marvin König

Manager Government Relations and Public Affairs Europe Markets Lilium





Airspace integration – three main challenges

01 On-airport locations: Flight path engineering to integrate high frequency traffic in CTR

02 Off-airport locations: Flight path engineering and integration with U-Space

03 Development of flight procedures allowing for operations below VMC





Enabling independent eVTOL operations at locations on-airport with CTR

Objective

- Safe flight operations
- No impact on runway operations / throughput
- No additional tower workload

Business Requirements

- VFR in VMC
- Maximum movements

Solution

- Use of existing VFR flight routes
- Preference for locations not collocated with the runway
- Development of a dedicated sector/corridor for exclusive use by eVTOL

Source: Lilium management

Novel procedures are required for flying through U-Space

Traffic clearance (AAM and UAV)

 Where no dedicated routes are available, clearance between UAV and eVTOL traffic is needed

Integration and Communication

Need for automated/ digital communication between aircraft and ATC





Performance-based flight procedures to allow for operations below VMC

Operations predictability

Flight operations based only on visual flight rules lack operational predictability

Flight procedures

 Flight performance of eVTOL aircraft are not sufficiently covered by existing instrument flight procedures

Landing site equipment

 Conventional instrument procedure navigation equipment not applicable for eVTOL landing sites

Source: Lilium management



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This presentation contains certain forward-looking statements within the meaning of the federal securities laws, including, but not limited to, statements regarding the Lilium Group's proposed business and business model, the markets and industry in which the Lilium Group operates or intends to operate, the anticipated timing of the commercialization and launch of the Lilium Group's business and business model, including when launched in phases. These forward-looking statements generally are identified by the words "believe," "project," "expect," "anticipate," "estimate," "intend," "strategy," "future," "opportunity," "plan," "may," "should," "will be," "will continue," "will likely result," and similar expressions. Such statements are based on management's belief or interpretation of information currently available. Forward-looking statements are predictions, projections and other statements about future events that are based on management's current expectations with respect to future events and are based on assumptions and subject to risk and uncertainties and subject to risk and uncertainties and subject to change at any time. The Lilium Group operates and will continue to operate in a rapidly changing emerging industry. New risks emerge every day. Given these risks and uncertainties, you should not rely on or place undue reliance on these forward-looking statements regarding when or whether any strategic collaboration between Lilium, on the one hand, and Azul or Netlets, respectively, on the other hand, will be effected, the number, price or timing of any Lilium jets to be acquired (or if any such Lilium jets will be acquired at all), the price to be paid therefor and the timing of launch or manner in which any proposed eVTOL network or anticipated commercial activities will operate. Actual events or results may differ materially from those contained in the projections or forward-looking statements.

Many factors could cause actual future events to differ materially from the forward-looking statements in this presentation, including, but not limited to, the following risks: (i) the lilium Group's business; (ii) the Lilium Group's ability to realize the anticipated benefits of its recent business combination with Qell Acquisition Corp. ("Qell"); (iii) the Lilium Group's ability to maintain the listing of its securities on the Nasdag; (iv) the market price of Lilium's securities may be volatile due to a variety of factors, such as changes in the competitive environment in which the Lilium Group will operate, the regulatory framework of the industry in which the Lilium Group's business and operations, and any future changes in its capital structure; (v) the Lilium Group's ability to implement its business plans, operating models, forecasts and other expectations and identify and realize additional business opportunities; (vi) the Lilium Group's and its partners' inability to achieve anticipated specifications for the Lilium jet and any related infrastructure; (vii) general economic downturns or general systematic changes to the industry in which the Lilium Group's and its partners' inability to achieve anticipated specifications for the Lilium jet and any related infrastructure; (vii) general economic downturns or general systematic changes to the industry in which the Lilium Group's and its partners' inability to achieve anticipated specifications for the Lilium jet and any related infrastructure; (vii) general economic downturns or general systematic changes to the industry in which the Lilium Group's and its partners' inability to achieve anticipated specifications for the Lilium jet and any related infrastructure; (vii) general economic downturns or general systematic changes to the industry in which the Lilium Group's and its partners' inability to achieve anticipated specifications for the Lilium industry in which the Lilium Group's and its partners' inability to achieve anticipated specifications for the Lilium industry in which the Lilium Group's and its partners' inability to achieve anticipated specifications for the Lilium industry in which the Lilium Group's and its partners' inability to achieve anticipated specifications for the Lilium industry in which incident involving one of the Lilium Group's competitors that results in decreased demand for the Lilium Group's jets or services; (viii) the failure of the Lilium Group and its current and future business partners to successfully develop and commercialize the Lilium Group's business or significant delays in its ability to do so; (ix) the Lilium Group may never achieve or sustain profitability; (x) the Lilium Group will need to raise additional capital to execute its business plan, which may not be available on acceptable terms or at all; (xi) the Lilium Group may experience difficulties in managing its growth, moving between development phases or expanding its operations; (xii) third-party suppliers, component manufacturers or service provider partners are not able to fully and timely meet their obligations or deliver the high-level customer service that the Lilium Group's customers will expect, and impacts from disruptions in the Lilium Group's supply chains due to the COVID-19 pandemic, inflationary pressures or otherwise; (xiii) the Lilium Group's jets not performing as expected, delays in producing the Lilium Group's lineup of jets or delays in seeking full certification of all aspects of the Lilium Group's lineup of jets, causing overall delays in the anticipated time frame for the Lilium Group's commercialization and launch of any or all of the anticipated Lilium iet models: (xiv) the technology necessary to successfully operate the Lilium Group's iets and business operations is delayed, unavailable, not available at commercially anticipated prices, not sufficiently tested, not certified for passenger use or otherwise unavailable to the Lilium Group based on its current expectations and anticipated needs; (xv) any identified material weaknesses in the Lilium Group's internal control over financial reporting which, if not corrected, could adversely affect the reliability of the Lilium Group's financial reporting; (xvi) product liability lawsuits, civil or damages claims or regulatory proceedings relating to the Lilium Group's jets, technology, intellectual property or services; (xvii) the Lilium Group's inability to secure or protect its intellectual property; (xviii) any failure of the Lilium Group to agree upon final commercial terms or fail to finalize and enter into definitive documentation relating to any anticipated commercial transactions or strategic alliances with Lilium's prospective partners and suppliers, including with Azul and NetJets; (xix) that the final terms of any commercial transaction or strategic alliance with Lilium's prospective partners and suppliers, including Azul and NetJets, may differ, including materially, from the terms currently anticipated; (xx) negative publicity about the Lilium Group, its employees, directors, management, shareholders, affiliated parties or Lilium's founders; and (xxi) currency fluctuation risk related to changes in foreign currency exchange rates from time to time. The foregoing list of factors is not exhaustive. Forward-looking statements speak only as of the date they are made. You are cautioned not to put undue reliance on forward-looking statements, and the Lilium Group assumes no obligation to, and does not intend to, update or revise these forward-looking statements, whether as a result of new information, future events, or otherwise. The Lilium Group is not giving you any assurance that it will achieve its expectations. A further list and description of risks, uncertainties and other matters can be found in the section titled "Risk Factors" in our fillings with the U.S. Securities and Exchange Commission ("SEC"), all of which are available at www.sec.gov. All forward-looking statements attributable to the Lilium Group or any person acting on its behalf are expressly qualified in their entirety by this cautionary statement.

Description of Key Partnerships

This presentation contains descriptions of some of Lilium's key business partnerships with whom Lilium has entered into feasibility studies, indications of interest, memorandums of understanding or other preliminary arrangements. These descriptions are based on the Lilium management team's discussions and the latest available information and estimates as of the date of this presentation and, as a result, the nature, scope and content of these key business partnerships remain subject to change.

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The information contained herein is made as of June 20, 2022 and does not reflect any subsequent events.

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LILIUM P.



A LASER-LIKE FOCUS ON CUSTOMER NEEDS





Mr. Simon Hocquard

Director General CANSO



A ROADMAP TO FUTURE SKIES









Dr. Eduardo García

Manager European ATM Coordination and Safety CANSO

Mr. Alex Bristol

CEO skyguide

Mr. Richard Parker

CEO Altitude Angel



The Complete Air Traffic System (CATS) Global Council

























































































































The first ever cross-industry vision for our future skies

In October 2021 the Complete Air Traffic System (CATS) Global Council, a forum of industry aviation leaders, launched 'our shared vision for the skies of 2045'



2045 Vision Statement

To create global airspace that is safe, fair, intelligent and interoperable, leveraging revolutionised design, technology and services to power sustainable global mobility and prosperity.

Our Shared Vision for 2045

2045 Vision Building Blocks



Services and Service Delivery



Technology and Digitisation



Safety and Regulation



Environmental Sustainability and Social Impact



Airspace Design and Classification



Data and Security



People, Organisation and Talent

CATS GC Vision Roadmap Structure

VISION STATEMENT

A **future-facing** statement of what success looks like

BUILDING BLOCKS

Key pillars that **underpin** the vision and will **enable** it to be achieved

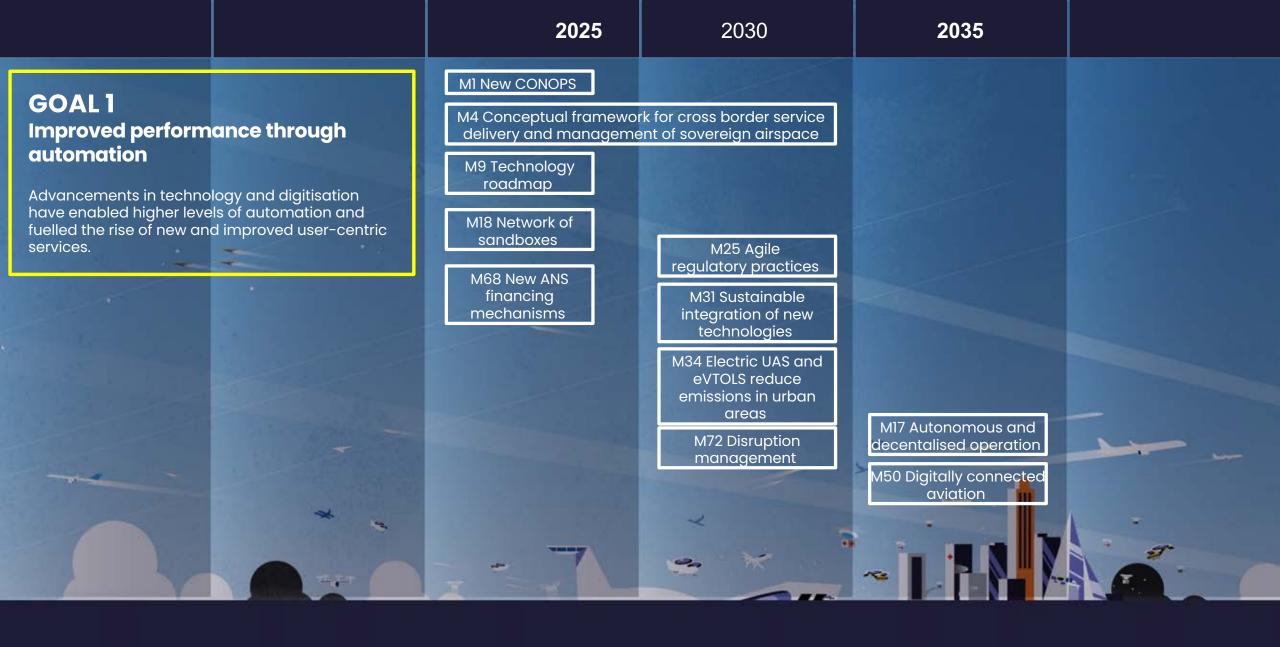
GOALS & MILESTONES

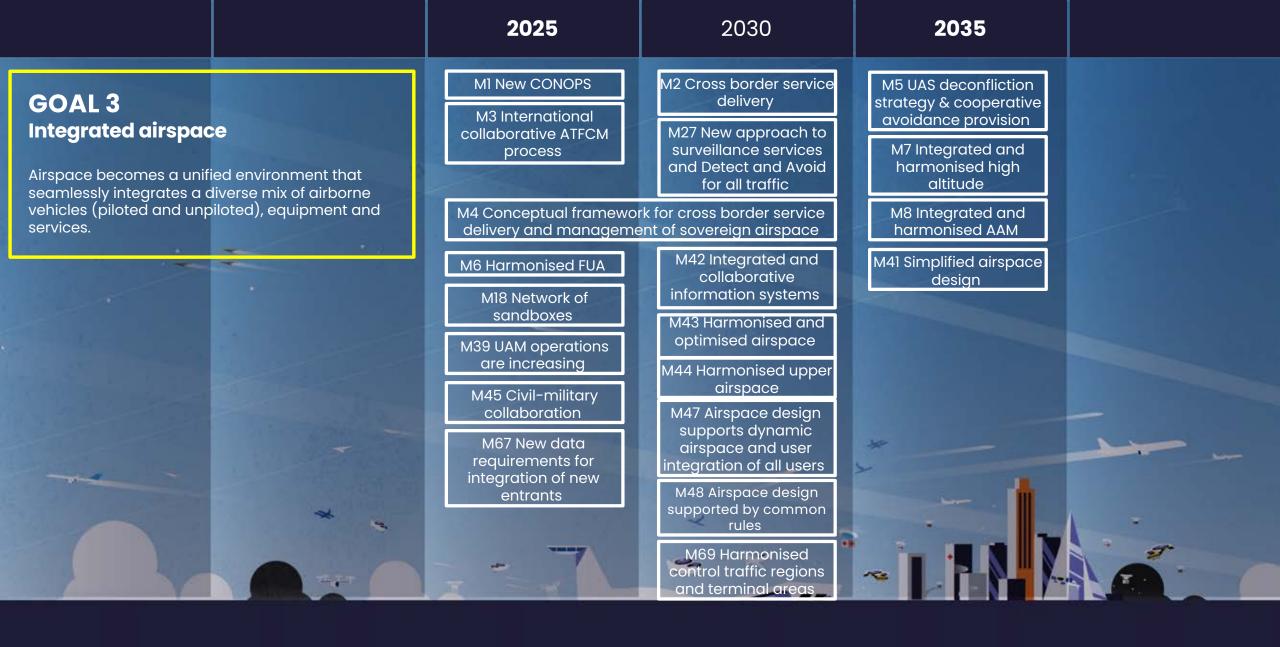
Targets linked to each building block and interim steps to get there

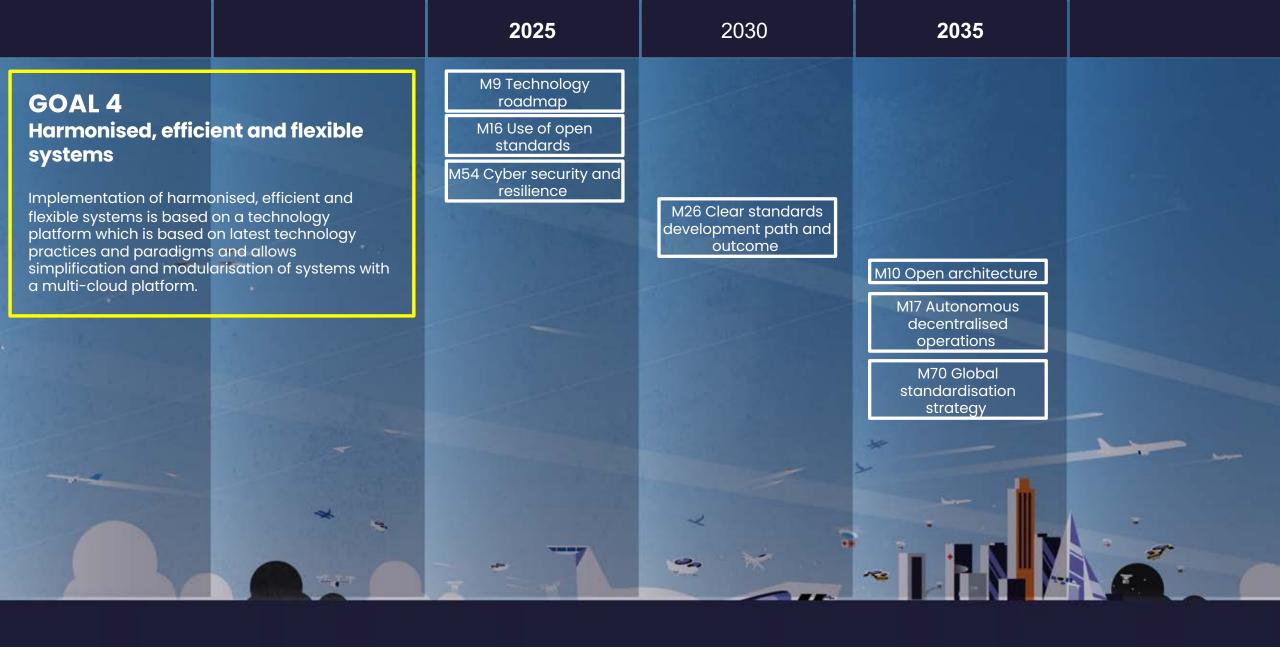
ACTIONS

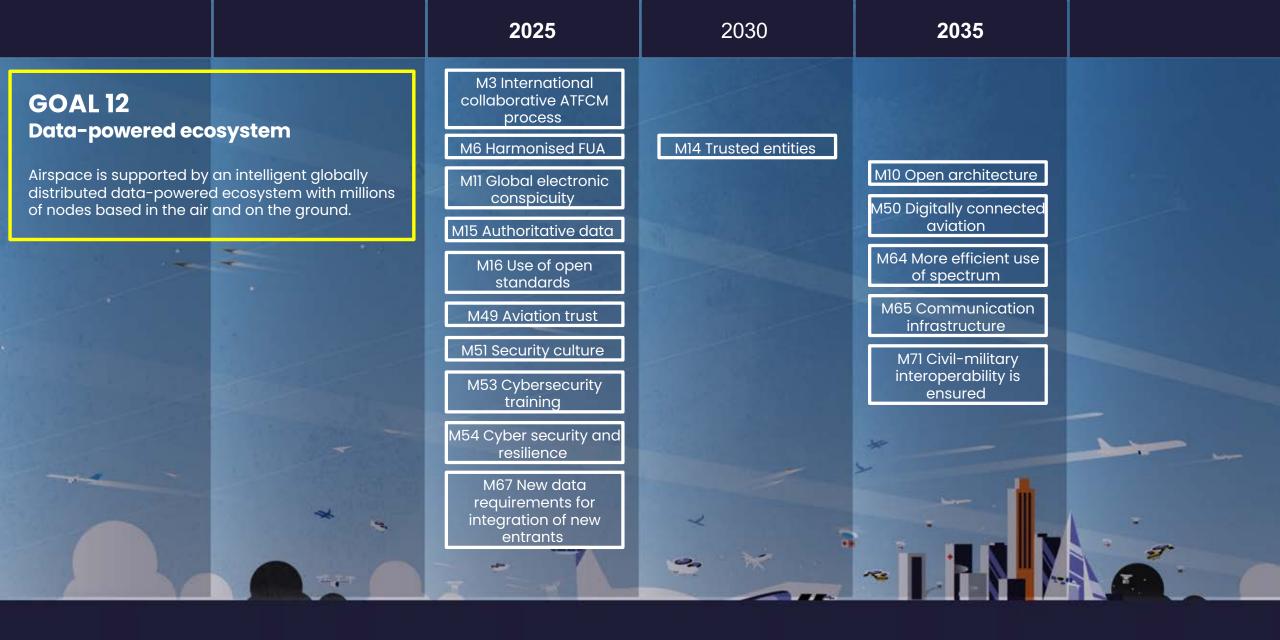
Directives and initiatives to help us reach the goals and overcome the challenges within each Building Block











Next activities of the CATS Global Council

- Alignment issues with existing global and regional plans
- > Start working on the implementation of the vision roadmap:
 - Define a 3-year work programme facilitated by CANSO
 - Find champions / sponsors for each key milestone

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BREAK



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CANSO EXECUTIVE SUMMIT 2022

Monday 20 June 2022 09:15-13:00

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WELCOME BACK!



Mr. Simon Hocquard

Director General CANSO



DELIVERING A SUSTAINABLE FUTURE FOR AVIATION





Mr. Michiel van Dorst

CEO

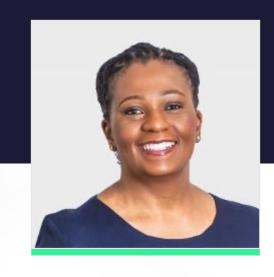
LVNL











Mr. Tim Arel

Chief Operating Officer of the Air Traffic Organization

FAA

Mr. Benjamin Binet

Vice-President of Strategy, Airspace Mobility Solutions

Thales

Mr. Filip Cornelis

Director for Aviation European Commission

Ms. Nozipho Mdawe

CEO ATINS

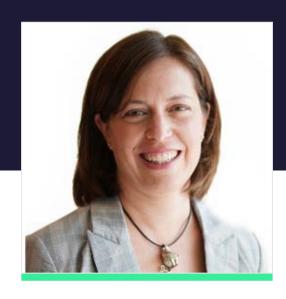


DELIVERING A SUSTAINABLE FUTURE FOR AVIATION



LAUNCH OF CANSO'S NEW ENVIRONMENTAL ACCREDITATION SCHEME

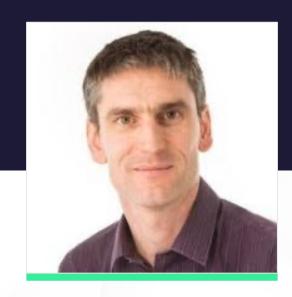




Ms. Michelle Bishop

Director Programmes

CANSO



Mr. Nick Boud

Principal Consultant

Think Research



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canso.org

ANSP Environmental Accreditation

Michelle Bishop, CANSO Director Programmes Nick Boud, Think Research, Principal Consultant



What if we all stopped flying tomorrow?

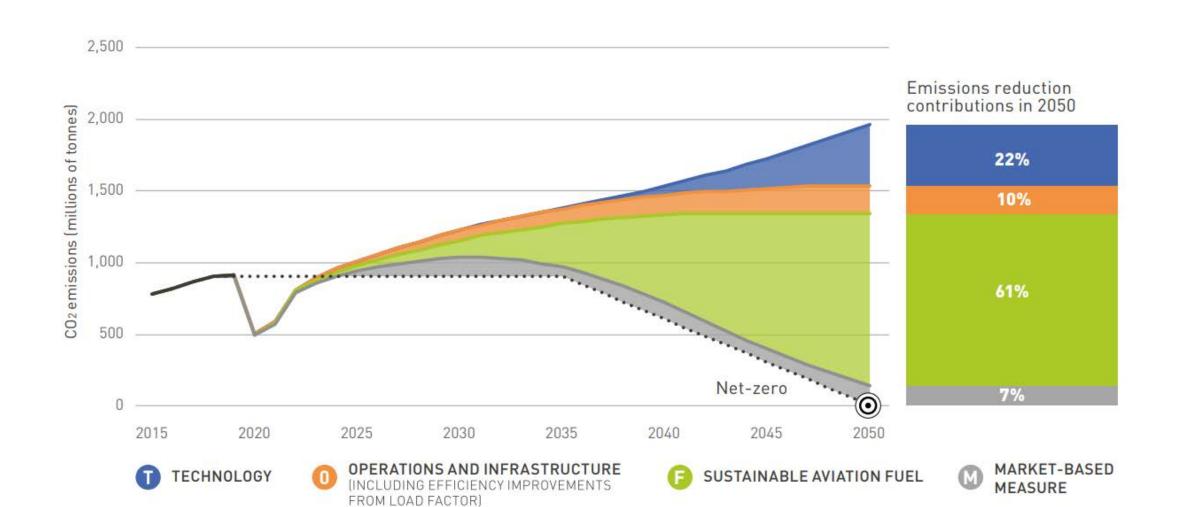






Aviation's pathway to sustainability





GREEN ATM

Why an accreditation programme?



- Increasing pressure from regulators, governments, airspace customers and employees to objectively demonstrate that we are doing whatever we can
- Existing programmes don't fit well
- Environmental Accreditation programmes in aviation already exist that cover airports, airlines, business aviation and cargo operators
- GreenATM will enable us to celebrate accomplishments and encourage higher levels of ambition and adoption of best practice

Accreditation Levels

- 5 levels
- ANSPs accredited at a single level
- Based on assessment across 4 categories.



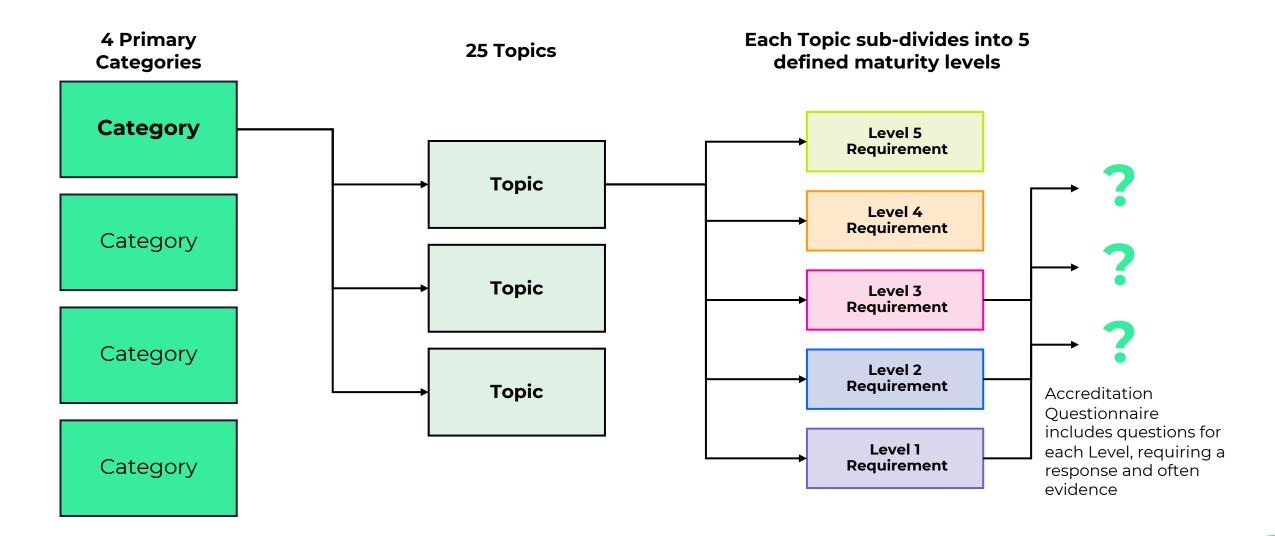








Accreditation scheme structure





Mission & Policy

Corporate policy to minimise the impact of the organisation's infrastructure, operations and services

INFRASTRUCTURE & UTILITIES

Environmental Management System (EMS) A systematic framework to manage the immediate and long term environmental impacts of the ANSP

OTHER

Education & awareness

The organisation engages its employees to make sustainability part of the organisation's culture and DNA

IMPROVED ATM

Environmental management targets

Environmental targets that are scientifically based, monitored, and reported

INFRASTRUCTURE & UTILITIES

OTHER

IMPROVED ATM

Systematic analysis of energy consumption, **Energy** optimisation of use and regular monitoring of management efficiency Purchase / Maximise the production / purchase of power production of from renewable sources power Optimising the airborne calibration of CNS **CNS Flight** infrastructure to minimise environmental inspection impacts CNS Removal of surplus and inefficient CNS Rationalisation infrastructure, whilst maintaining CNS resilience Minimise waste produced, maximising recycling Waste and managing disposal Minimising the use of fresh water across the Water organisation



Sustainable procurement

Enabling socially responsible procurement to minimise environmental and climate impacts

INFRASTRUCTURE & UTILITIES

Airport & Community Relations

Being an active stakeholder in the management of aviation's social impacts, through proactive and transparent engagement

OTHER

Airspace Change Ensuring airspace changes balance safety, operational and environmental requirements, and community impacts

IMPROVED ATM

Staff mobility

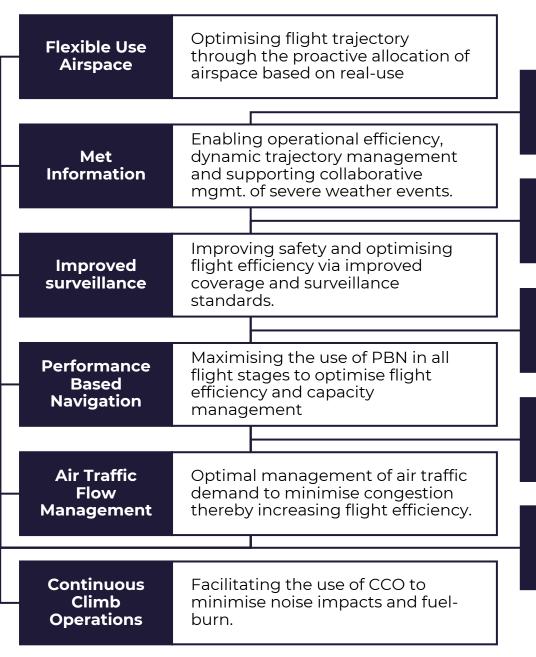
To promote and enable sustainable mobility, including business travel, commuting and remote working

INFRASTRUCTURE

& UTILITIES

OTHER

IMPROVED ATM





Continuous Descent Operations Facilitating CDO, from as high as practicable, to minimise fuel-burn, and at lower altitudes noise impacts.

Wake turbulence optimisation Optimising wake separation to reduce delays and emissions through improved operational efficiency.

Flex Track Routes Variation in ATS routes, on a predetermined basis to optimise flight efficiency

Free Route Airspace Enabling airspace users to individually optimise flight trajectory

Surface management Improved flow and delay reduction through A-CDM and optimisation of ground movements.

Scoring



Category	Points per category
Governance	15
Improved ATM	65
Infrastructure & Utilities	14
Other	6

Each level has 100 points

ANSPs will be accredited at the highest level at which they score 80 out of a possible 100 points

Scoring – Example



LEVEL 5	0/100	LEVEL 5		
LEVEL 4	20/100	LEVEL 4	5/100	\times
LEVEL 3	65/100	LEVEL 3	65+15=80	LEVEL 4
LEVEL 2	82/100	LEVEL 2	82/100	$\overline{\bigcirc}$
LEVEL 1	90/100	LEVEL 1	90/100	\odot

Accreditation validity



- Accreditation once awarded is valid for one to three years.
- During the first three years annual renewal is required. A streamlined renewal process and lower fee will apply to renewals.
- Once an ANSP has been consistently awarded a particular accreditation level for 3 years or more they can move to a three year renewal cycle.
- A full application is required if an ANSP is seeking to be accredited at a higher level than they currently hold.

Testing the programme

 Currently testing the programme with 4 ANPS who have agreed to participate in a trial







Lessons learned during the trial are currently being incorporated

Programme governance structure



CANSO

Think will administer the programme, serving as its Secretariat. They are:

- The recipient and initial evaluator of ANSPs accreditation submissions
- Responsible for preparing an evaluation report for each submission received
- Accountable to CANSO and the Panel

A 5 person Panel will be appointed and be accountable for:

- The programme and ongoing updates to it
- Receiving the recommendation for accreditation based on initial assessment and deciding on the final accreditation level to be awarded

Accreditation process





How to participate



When:

In early fall 2022 the programme manual and final questionnaire will be available. At that time ANSPs can request and start completing their submission.

How:

- Complete questionnaire for each topic up to and including the highest level at which you meet requirements.
- Attach documentation as evidence to your answers
- Submit final application and accreditation fee
- Participate in workshop calls for clarification and scoring discussion

Benefits



- Addresses a real gap. While there is a proliferation of ESG programmes, none fits the unique nature of ATM
- Provides objective validation of an ANSPs efforts, enhancing transparency and credibility with the public and stakeholders
- Facilitates enhanced appreciation of what ANSPs can do to reduce emissions in the skies and improve their own environmental footprint
- Emphasises and stimulates a path to continuous improvement

- Opportunity to highlight best practices and shared learning in our industry and inspire coordinated action that can deliver real environmental benefits
- Provides a framework for engagement with stakeholders and employees on climate action
- Recognise and acknowledge ANSPs efforts and achievements in reducing environmental footprint.















QUESTIONS?

THANK YOU



SHAPING OUR FUTURE SKIES



CLOSING REMARKS



Mr. Simon Hocquard

Director General CANSO



CANSO NETWORKING COCKTAIL RECEPTION 2022

Monday 20 June 2022 19:00-21:30 RAMSES Plaza de la Independencia, 4





CANSO NETWORKING COCKTAIL RECEPTION 2022

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ENAIRe - Indra



THALES
Building a future we can all trust





THANK YOU TO OUR LUNCH SPONSOR



Lunch is served in Cervant3s and the CANSO team are on hand to guide you