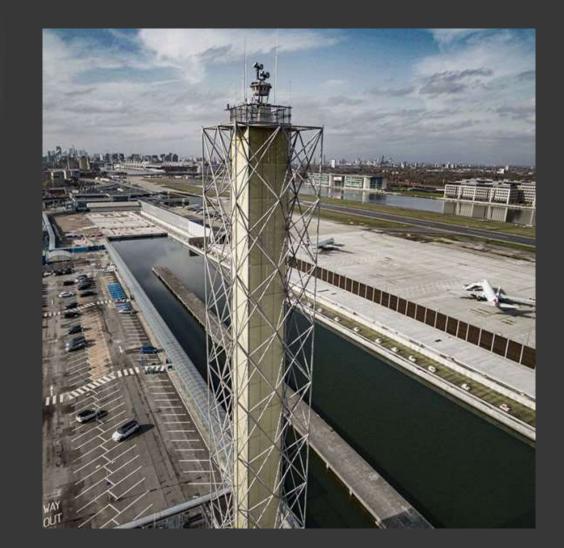
Saab Digital Sky -

expanding the digital tower centre...for drones

SAAB

Live Drone Demo Day – Linköping October 5th

Niclas Gustavsson, business development, Saab ATM





Strong demand for "traditional air travel" beyond 2040



New trends are emerging but too early to estimate traffic impact Social and environmental considerations will play a role



(Alternative) Energy cost



Environment awareness and passenger behaviour



COMPANY RESTRICTED | NOT EXPORT CONTROLLED | NOT CLASSIFIED Your Name | Document Identification | Issue 1 Corporate travel evolution

Saab ATM Product portfolio today !



ATC Automation

I-ATS takes your tower and controller operations to the next level of automation

Digital Towers

World leading digital and remote tower solutions.

CDM & Efficiency

Power your decisions and maximize performance at every stage to reduce delays, costs and environmental impact.

CNS

Critical situational awareness and safety at all weather conditions for ANSPs and airport operators





Towards Digitalized ATM & Airports

DIGITAL TRANSFORMATION new Services ...on almost every ANSPs agenda!

TE C

Our Shared Vision for 2045

SAAB DIGITAL SKY

CANSO – IATA – ACI \rightarrow consolidated view



Complete Air Traffic System (CATS) Global Council

Our Shared Vision for 2045



2045 Vision Narrative

In 2045, a wide range of airborne vehicles share our skies.

We all operate in a fair, intelligent, interoperable global airspace that is user-centric, technology-agnostic and performance-based.

Similar to user demand; technology, digitisation and data have fuelled the rise of new and improved services, which are provided to a larger than ever number of manned and unmanned aircraft with more efficient levels of performance. A network of realtime data, machine-to-machine communications and automated technology are dramatically shifting the competitive environment and business models, with service providers capitalising on opportunities in information management and technology, data-based services and connectivity with other transport modes, for example, air taxis and autonomous vehicles in urban environments.

Automated, digitised and data-powered, we're each a node in a smart, connected network that's resilient and scalable in the face of disruption.

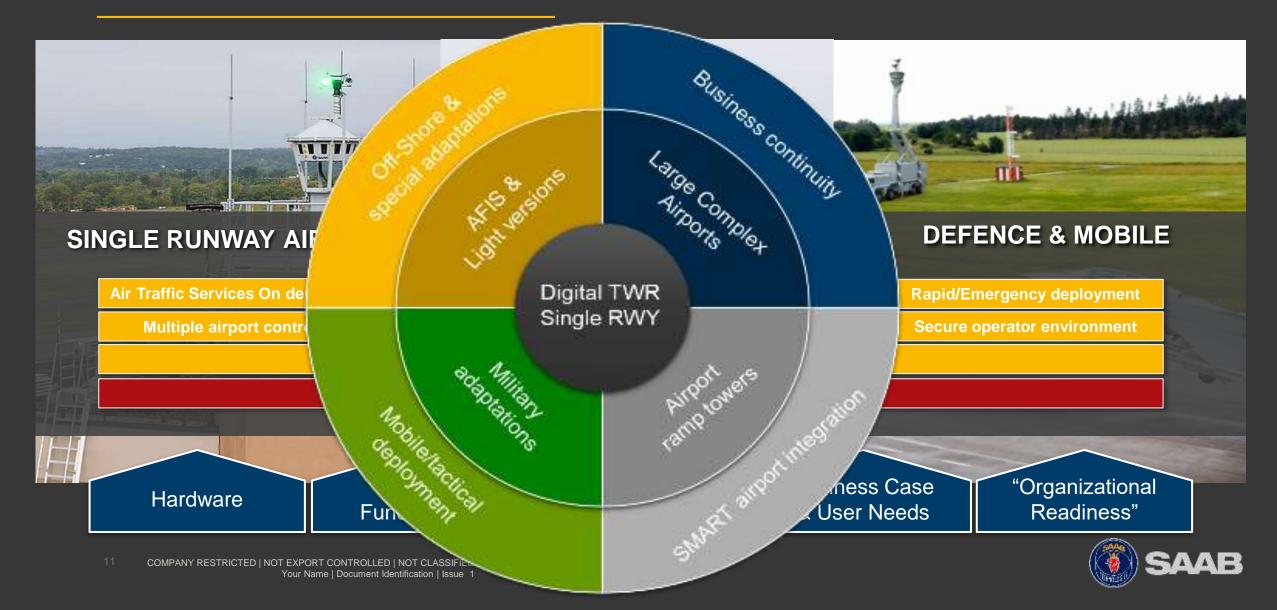
Seamless point-to-point travel is facilitated by a harmonised, integrated system; permitted by common regulatory frameworks and underpinned by global safety standards.

Airspace is maximised to its fullest potential as a global resource, powering growth and prosperity. Airspace design and allocation is system-centric, mission-led and performance-based.

The aviation sector is a healthy, competitive marketplace, its culture is one of agility and innovation, and the airspace management community is thriving with a new generation of highly-skilled talent.



A Solution to meet multiple Use Cases



r-TWR Instal













Traffic Management at Saab
54m • (5)

NATO Air Base Geilenkirchen goes operational with digital tower. The base is equipped with a Saab r-TWR system.

#Nato #airbase #remotetower #saab



NATO Air Base Geilenkirchen goes live with Digital Tower from Saab



Sundsvall Örnsköldsvik, Sundsvall, Þing, SMA



_AND and Shannon



ium eroi/ Liege RTC

r-TWR Deployable



AB

Integration of Altitude Angel Guardian UTM



- ✓ Common concept
- ✓ Validated integration
- Coordinated road-map and support concept



New vehicles and services is in constant evolution



•••	Range	0 km	>300 km	
i,i,	Seat capacity	•	<u>≤1</u>	>19
X	Segments	UAVs UAM	RAM short-distance RAM long-din	ne-
\mathbf{H}	Aircraft capability		VTOL ¹ STOL ²	TOL ³
SS)	Propulsion type		Battery H2-FC ⁴ Turbo	prop, turbofan, GTF, H2-FC ⁴
1.	Infrastructure requirements	New infrastruct	re Mostly existing airfields	sting airfields and airports
	Certification limits ake-off and landing 2 S	SC-VTOL (<3,175)	kg) CS-23 (<8,618 kg)	CS-25



Air Traffic Management revenue streams

Traditional revenue stream PAX AIR TRANSPORT based on passenger and goods INDEXED VALUE STREAM - Maintained or reduced PASSENGER AIRPORT AURI II SPEND Drone and UAM REVENUE operations OPEX UTM/ UAM EBITDA servicea DEPRECIATION Electrical / EBIT Hydrogen infrastructure NET INTEREST Autonomous/ ÉBT Smart airport RATIO TO REVENUE. 16% 85% - OFEX 20% ERITIDA 54% 15% 27% 34% 14% **\$** Billions.... But business model is not 7% **EBIT** 687 17% 7% 11% clear yet



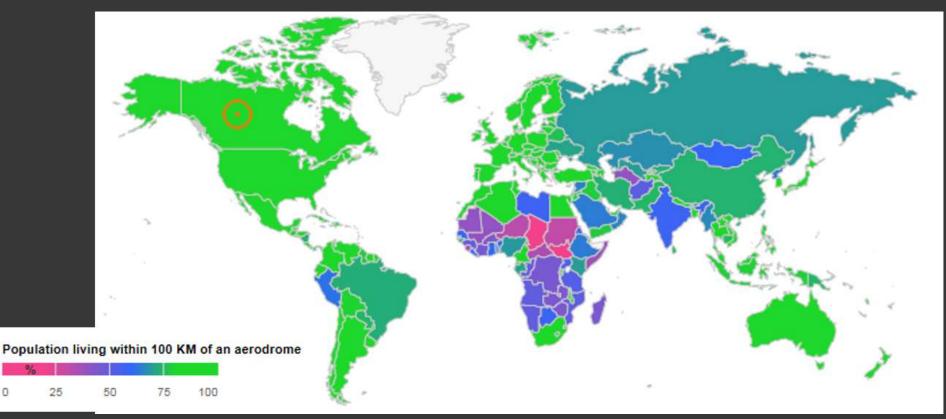
stor waters managed at \$50000. SHOT \$ \$100

IC FIVE AEHO

New revenue stream based on drones, UAM, elctrification of flights etc - Expanding fast during the period

New Aviation ECO system will increase the number of airports – using new Air Mobility

Airport Accessibility





Drones – use cases \rightarrow driving U-SPACE/ UTM



https://www.dronegenuity.com/commer cial-drone-use-cases-comprehensiveist/

FOOD / RESTAURANT INDUSTRY

1. remove people from dangerous work;

2. reduce the number of people needed;

3. reduce the number of steps in the process;

4. replace more costly methods;

5. access inaccessible (by humans) locations;

6. perform tasks quicker or more efficiently;

7. and, perform functions people do not want to perform / not strong enough labor pool.

AGRICULTURE

RETAIL – Last Mile Delivery

HEALTHCARE

ENERGY

SPORTS AND ENTERTAINMENT HOSPITALITY & TOURISM URBAN PLANNING INSURANCE

CONSTRUCTION

EMERGENCY RESPONSE

TELECOMMUNICATIONS / ENTERTAINMENT

WEATHER FORECASTING

MINING AND RESOURCE EXPLORATION

13 COMPANY RESTRICTED | NOT EXPORT CONTROLLED | NOT CLASSIFIED Your Name | Document Identification | Issue 1 MANUFACTURING AND INVENTORY MANAGEMENT

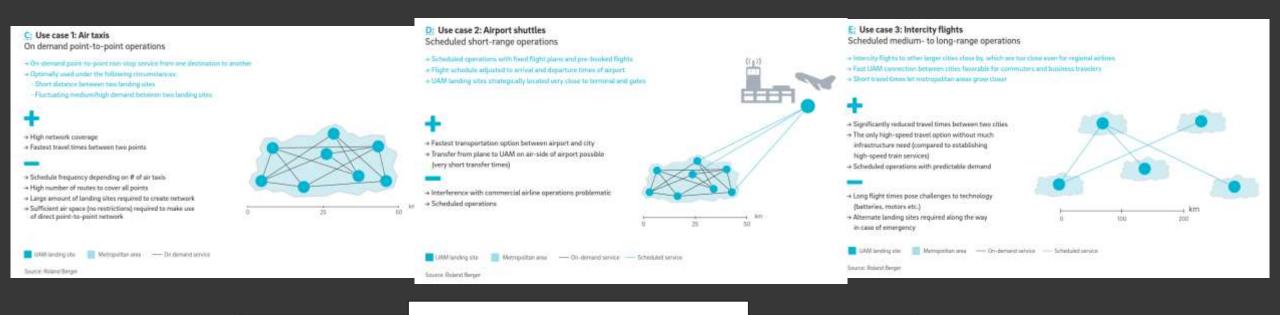
AIRLINES AND AIRPORTS

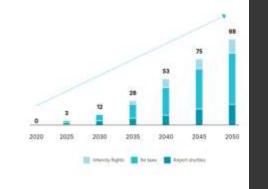
SHIPPING

REAL ESTATE

🍘 SAAB

Initial UAM/AAM use cases





Many new landing sites (vertiports or similar) at and out of airports

- Use of "non used" airspace in combination with used airspace
- IFR/ VFR needs
- Range will groove over time
- Integration with other types of traffic !
- Expansion of U-SPACE regulation possible

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Local/National UTM/UAM systems incl. SUR/

Civ/ Mil (C-UAS) integration – (Smart Air Base



It's about supporting an expanding infrastructure

Enabling SERVICES for Air Traffic Management, UTM/ U-SPACE Air Mobility/ UAM) and electrical flights









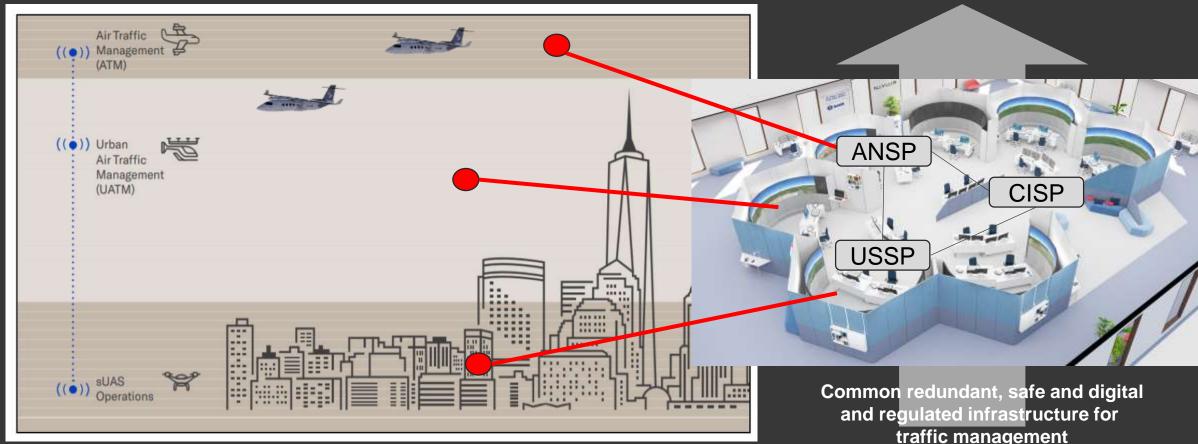




Common redundant, safe and digital and regulated infrastructure for traffic management

It's all about Traffic Management – safety and capacity

Enabling SERVICES for Air Traffic Management, UTM/ U-SPACE Air Mobility/ UAM) and electrical flights





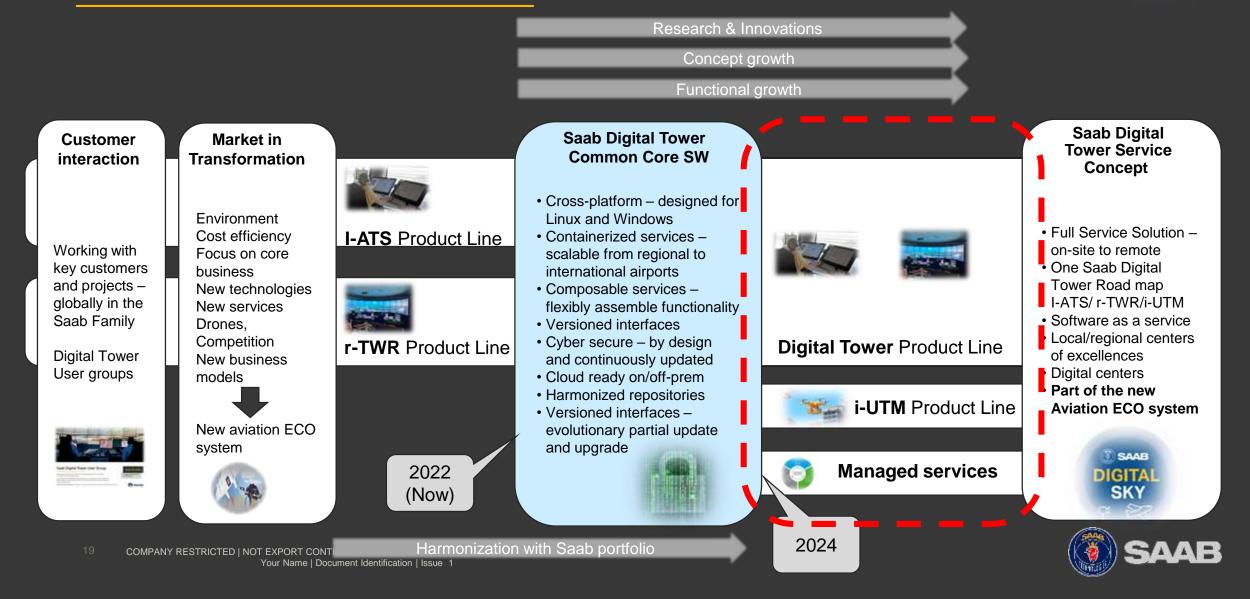
It's all about airspace...its complicated



First step towards the Saab Digital Sky and the Saab product portfolio for tomorrow !

DIGITAL

SKY



Focus of Saab and Autonomous Airport Project

The r-TWR Centre – enabling Saab Digital Sky



Thank you!

www.saab.com

SAAB DIGITAL SKY Q