



# Business Aviation

## A World of Opportunities

31 October 2019

#MaltaBizAv2019

Network: excelsior SSID Hot-Spot  
Username: ExcelsiorHotel  
Password: ExcelsiorHotel





# Welcome

Contributing to a stronger Europe



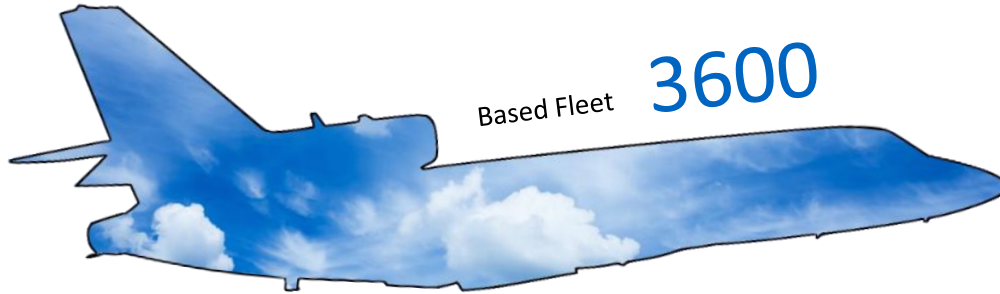
## Athar Husain Khan

Secretary-General of the European  
Business Aviation Association

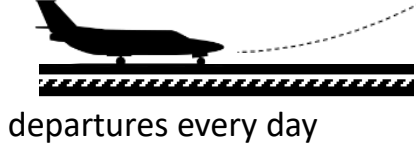
# European Business aviation in a nutshell

€87B

Economic output



2000



2000



70 medical flights a day

+100.000

European city Pairs

Traditional Airlines

51%



8%

of European traffic



32%

Low Cost No Frills Airlines

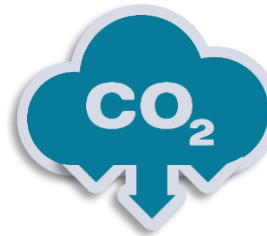


minutes of time saved compared with the shortest alternative (in average)



374.000

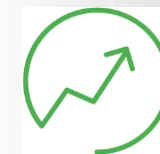
jobs



50%

reduction by 2050

Carbon-neutral growth by 2020



2%

Improvement in fuel efficiency per year

Contributing to a stronger Malta



## Stanley Bugeja

President of the Malta  
Business Aviation Association

# Contributing to a stronger Malta

**Stanley Bugeja**  
President Malta Business Aviation Association



# Business Aviation in Malta

Fleet of   
**133** aircraft



**3,250** jobs  
(direct & indirect)

**€ 511 Million**  
Economic output



Nearly **1**  
in 10 flights in and  
out of Malta are  
bizav flights



**4,462**  
movements  
in 2018

**MBAA**

MALTA BUSINESS AVIATION ASSOCIATION



# **Business Aviation means Jobs**

**MBAA**

MALTA BUSINESS AVIATION ASSOCIATION





**Malta is a  
business aviation-friendly  
jurisdiction**

**...and an attractive  
business aviation  
market**

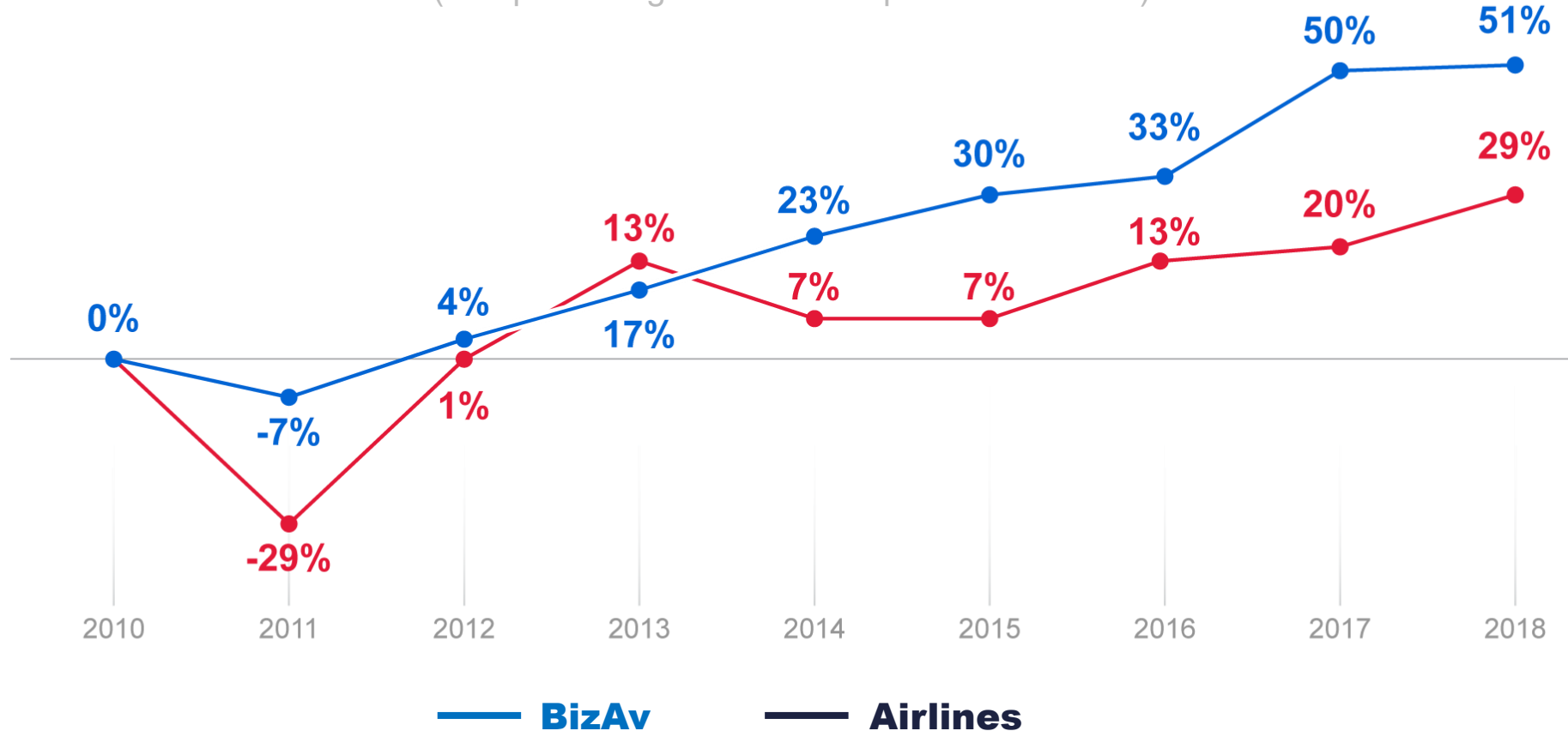
**MBAA**

MALTA BUSINESS AVIATION ASSOCIATION

# And as such, bizav is on the rise...

## Aviation traffic evolution since 2010

(The percentages mean "compared with 2010")





**We must maintain  
what we've gained**

# Access

**Environment**





**Did you know?**

**Business aviation is more  
sustainable than you think.**

**A case study of another island nation...**

**MBAA**

MALTA BUSINESS AVIATION ASSOCIATION

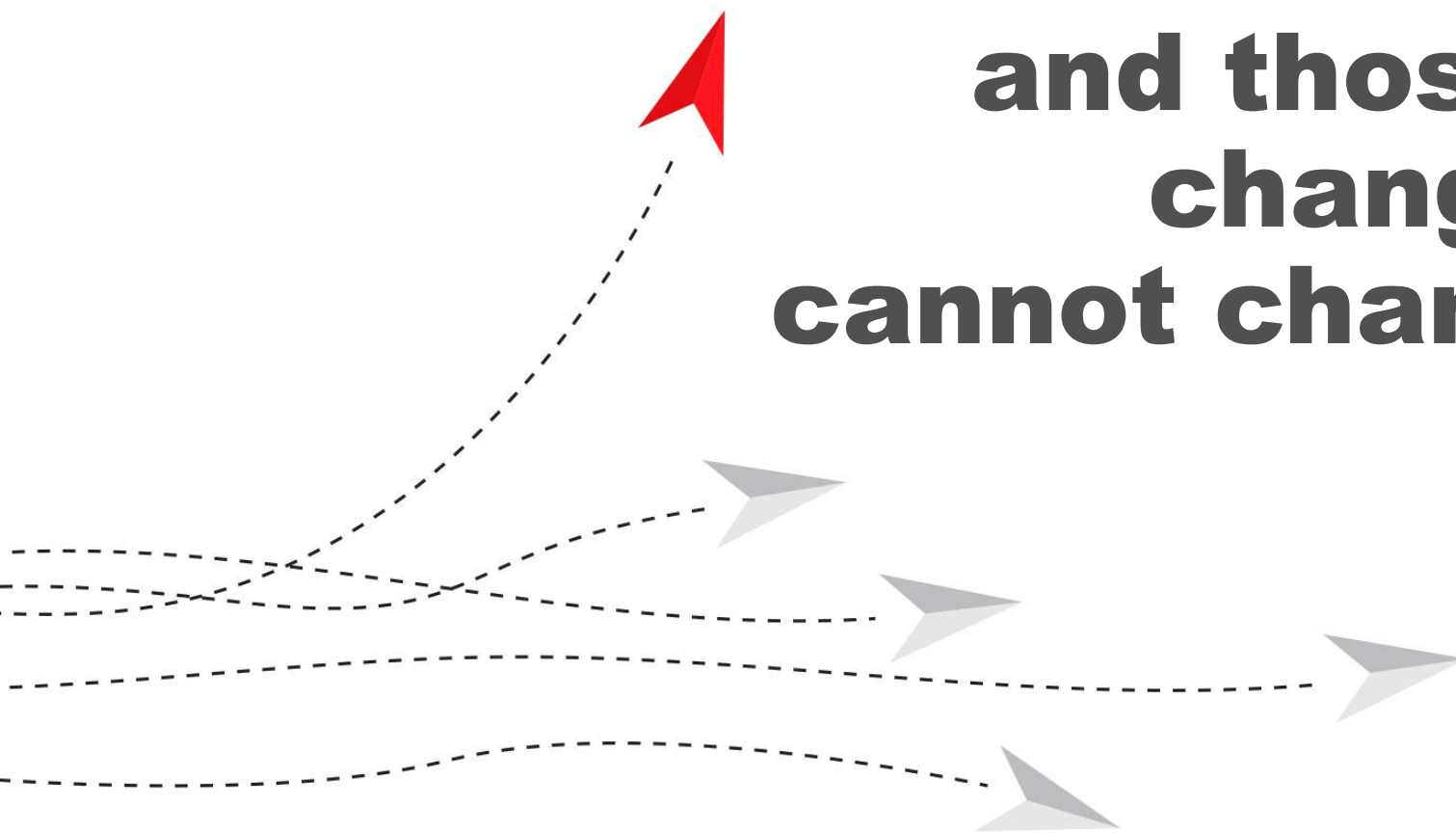


**Every effort counts**

**MBAA**

MALTA BUSINESS AVIATION ASSOCIATION

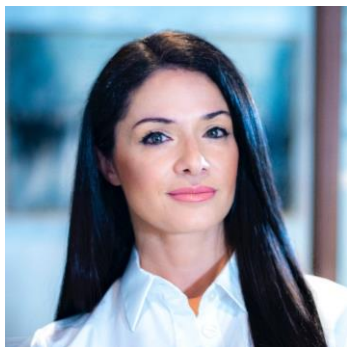


A decorative graphic on the left side of the slide consists of several dashed lines of varying lengths and curves. Each line ends with a 3D-style arrowhead. One arrowhead is red and points upwards and to the right. The other four arrowheads are grey and point in various directions, mostly towards the right or slightly downwards and to the right.

**“Progress is impossible  
without change,  
and those who cannot  
change their minds  
cannot change anything.”**

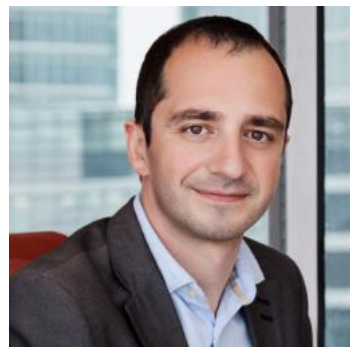
*- George Bernard Shaw*

# Business Aviation in Malta: positive impact and challenges ahead



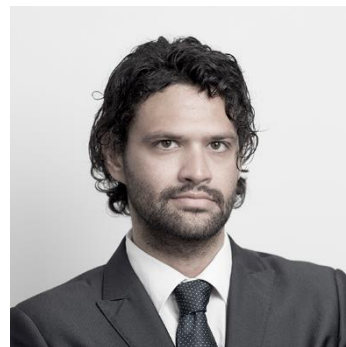
**Miriam  
Dalli**

Member of  
European  
Parliament



**Razvan  
Stefan**

CEO,  
Emperor  
Aviation



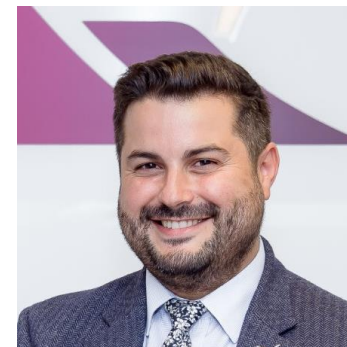
**Dr Filippo  
Arcaleni**

Associate, DF  
Advocates



**Dr Katrina  
Abela**

Senior  
Associate,  
GVZH  
Advocates



**David  
Grivet**

European  
Affairs  
Manager,  
EBAA



**Stanley  
Bugeja**

President,  
MBAA -  
Moderator



# Networking Lunch

# What future for Business Aviation in Europe?



**Dr Sebastiano Fumero**

European Commission, Directorate Clean Planet, DG Research & Innovation



**Dr Anita Sengupta**

Co-Founder and Chief Product Officer, Airspace Experience Technologies (ASX)



**Paolo Sommariva**

CEO, FL3XX



**Athar Husain Khan**

Secretary-General of the European Business Aviation Association – Moderator

Business aviation's competitive advantage  
for businesses



**Guillaume Chamoin**

Jetcraft



Be sure to join us at 17:00 for the Plenary Keynote:  
**The future of urban air transport**



## **Dr Anita Sengupta**

Co-Founder and Chief Product Officer  
(CPO) of Airspace Experience  
Technologies (ASX)



**Urban Air Mobility Evolution**  
*The Future of Transportation*

Dr. Anita Sengupta, Co-Founder/ CPO ASX @Doctor\_Astro



## THE PROBLEM

TRAFFIC IS  
TAKING OVER  
OUR LIVES

Annually, US drivers waste  
\$300 billion in fuel and  
productivity due to  
gridlock traffic



\$1400

Productivity in dollars lost  
per driver per year due to  
traffic



\$1.9 billion

Gallons of fuel wasted  
per year due to traffic



97 hours

Time urban commuters sit in  
traffic per year

Source: INRIX, 2018, 2019

"Total global addressable market growing to \$1.5 trillion by 2040, or 1.2% of projected global gross domestic product." – *Adam Jonas (Morgan Stanley)*

"The Drone Logistics and Transportation Market is Projected to Grow from USD 11.20 Billion in 2022 to USD 29.06 Billion by 2027, at a CAGR of 21.01%" – *Research and Markets 2018 Report*

# OUR VISION

Travel 5x faster than driving for the cost of an UberX ride

Electric Vertical Takeoff & Landing aircraft | 3-dimensional urban air taxi

Highways in The Sky  
LOW CAPEX

Air travel  
5x faster than driving

Electric Power  
Reduced Carbon Footprint and OPEX

# FINDING SYNERGIES

Aviation x Automotive | Best of both Worlds



ACQUISITION AND PARTNERSHIP OF  
VALIDATED ELECTRIC VEHICLE IP,  
SENSORS AND SOFTWARE

ASX - Connected



ACQUISITION AND PARTNERSHIP WITH  
MASS PRODUCTION  
INFRASTRUCTURE



ORGANIZE AIR TRAFFIC USING  
DSRC V2V IN 3D & AVIATION SAFETY

## Technical Specifications

**Take-off and landing:**  
Vertical/Short-Take Off

**Range:**  
65 miles Electric / >300 miles Hybrid

**Cruising speed:**  
150 mph

**Type:**  
Tilt wing with VTOL capability

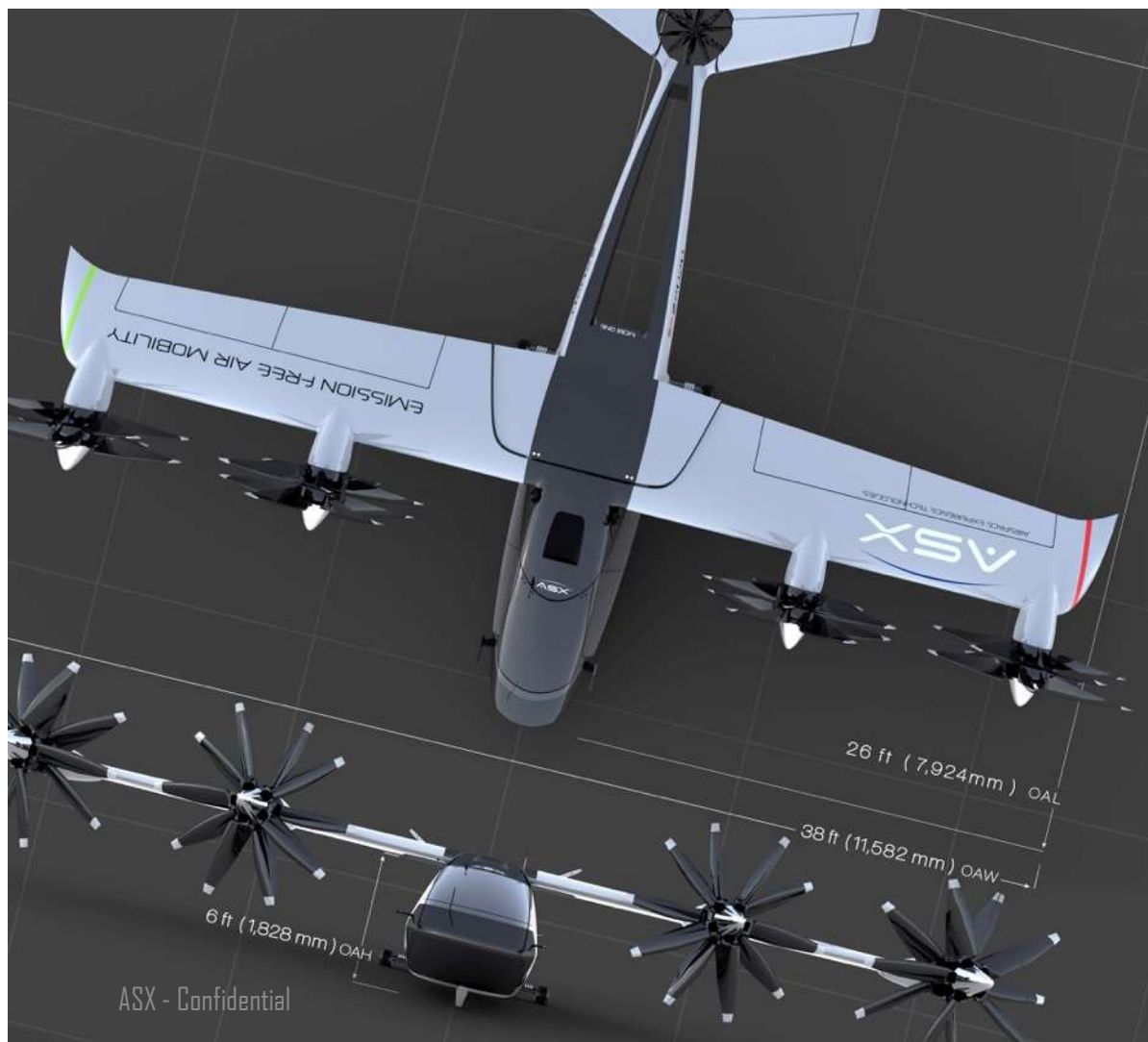
**Payload Type**  
Passenger/ Cargo/ Medical/ EVAC

**Optimal Payload:**  
5 passengers or 1100 pounds of cargo

**Flight Control:**  
Pilot assisted and fully autonomous

**Communication:**  
DSRC (V2X)

**Power train:**  
Hybrid electric or full electric



# MOBi-One User Experience



# Selected to showcase at UBER Elevate 2018



ASX - Confidential

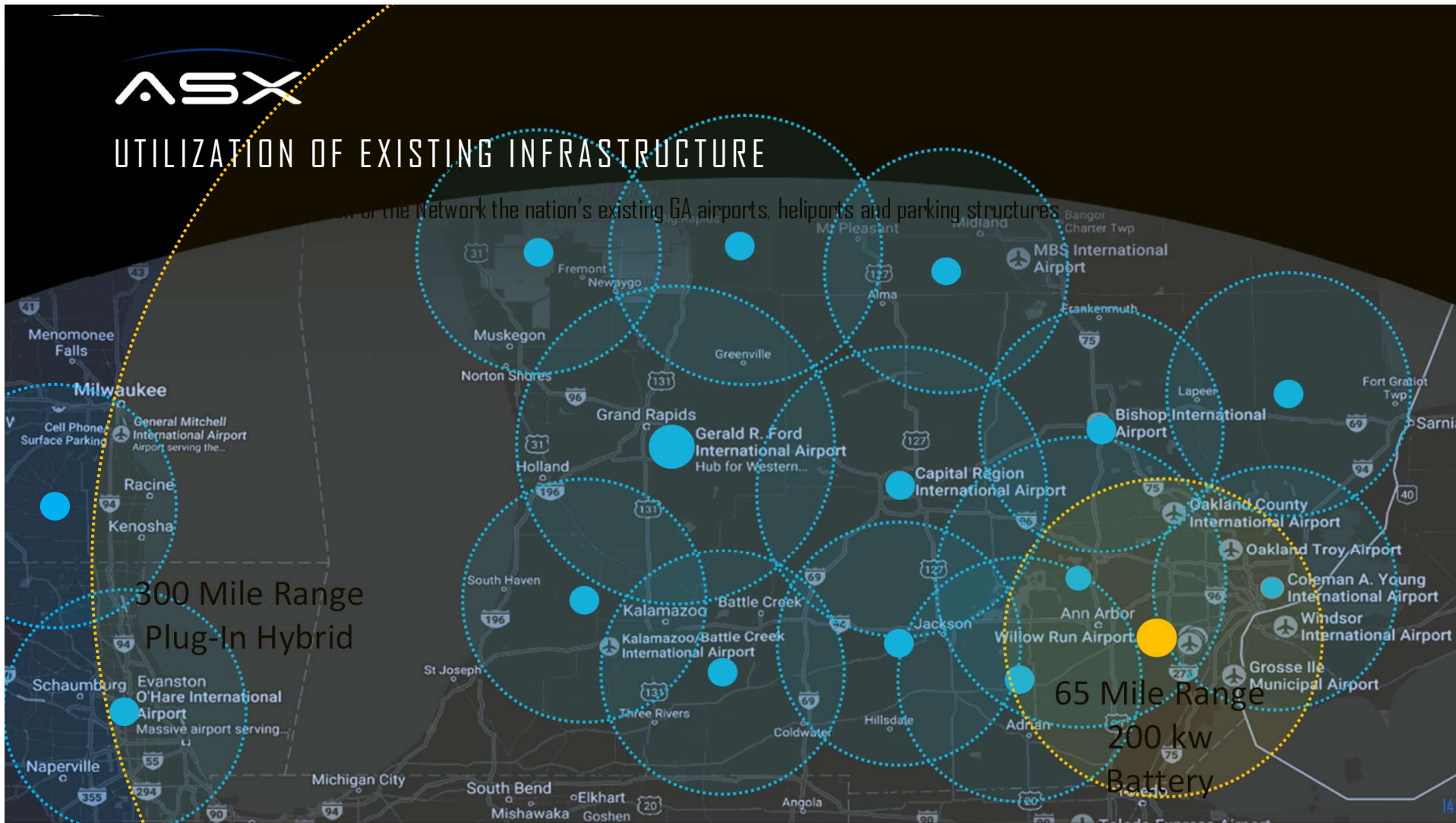
**FAST COMPANY**

*"One of the most amazing designs at UBER Elevate"*



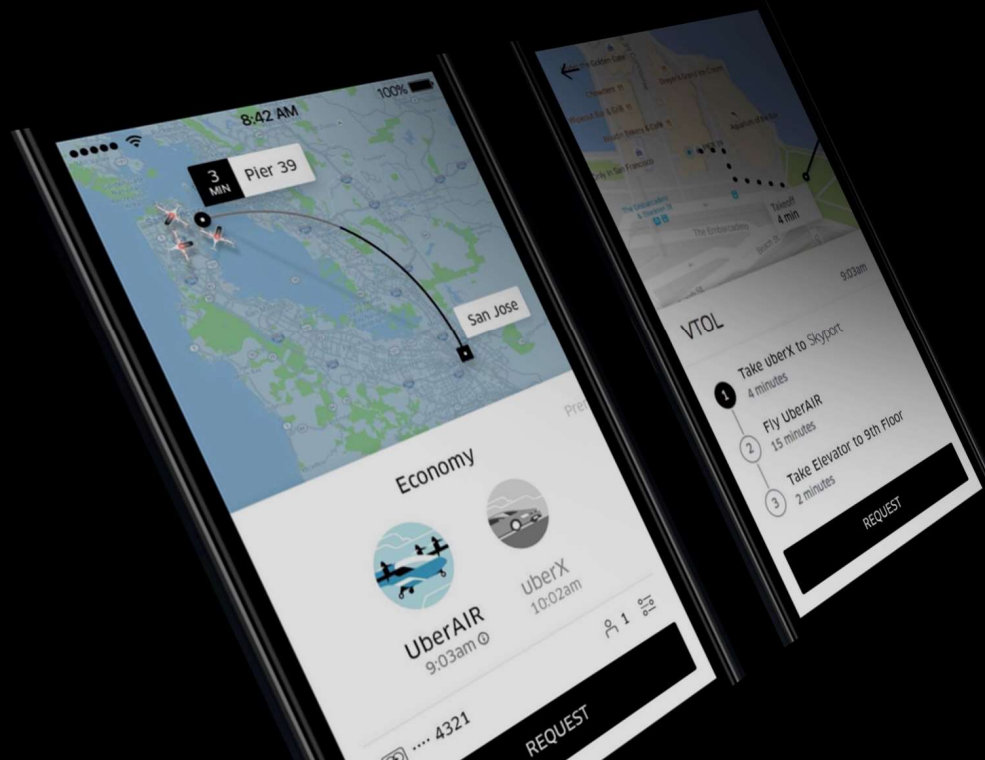
# UTILIZATION OF EXISTING INFRASTRUCTURE

of the network the nation's existing GA airports, heliports and parking structures





# MOBILITY AS A SERVICE





# Sustainable Mobility Is a Global Solution





THANK YOU | @AirspaceXP [www.iflyasx.com](http://www.iflyasx.com)



**Anita Sengupta**  
Co-Founder & Chief Product  
Officer ASX  
[@Doctor\\_Astro](https://twitter.com/Doctor_Astro) [as@asx.us](mailto:as@asx.us)

# Networking Break, sponsored by Collins Aerospace

