

Forthcoming Future: Low-Altitude Economy (LAE)

Explore Emerging Opportunities in the New Growth Engine in China

The "Low-Altitude Economy (LAE)" is a comprehensive economic form, driven by various lowaltitude flight activities involving both manned and unmanned aerial vehicles, which in turn stimulate and promote the integrated development of related industries.





The emerging future growth driver in China

The Low-Altitude economy is burgeoning and will become a new engine for future development of China: in Feb. 2024, an electric vertical take-off and landing (eVTOL) aircraft completed its inaugural intercity electric air taxi demo flight in Guangdong Province, significantly reducing the highway travel time between Shenzhen and Zhuhai from 2 hours to merely 20 minutes

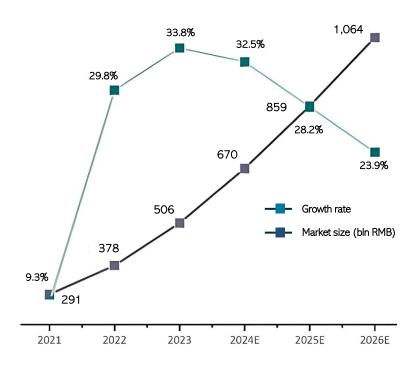




Market Development and Industry Value Chain

"Low altitude" usually refers to the airspace within 1,000 meters of the vertical distance from the ground (according to different regional characteristics and actual needs can be extended to 3,000m)

Market Size and Growth of Low-Altitude Economy in China



- Chinese LAE market size has kept growing by over 20% annual growth since 2021 and amounted to 506 bln RMB (65 bln EUR) in 2023.
- According to the estimates from the Civil Aviation
 Administration of China (CAAC), the market size of China's Low-Altitude Economy is expected to reach 3.5 trn CNY (450 bln EUR by 2035

Source: CCID, EAC research

Overview Industry Value Chain of Low-Altitude Economy

Diversified and wide involvement of numerous industries in the upstream (raw materials and components), mid-stream (key elements) and down-stream integrated business and fields in LAE

	Up-stream: Raw materials and components	
R&D	CAx	EDA
	PLM	AI
Key raw materials	Steel	Aluminum
	Eng. plastics	Ceramics
	Carbon fiber	Glass fiber
	Resin	Composites
Components	IC	PCB
	Battery	Motor
<u>t</u>	Gyroscope	Others

	Mid-stream: Key elements in Low-Altitude Economy	
	Camera	Sensor
Load		
	Cloud	Others
Low altitude product	eVTOL	Aircraft/ Drone
	High-end equipment	Accessory products
	Low altitude support	Comprehensive service
Ground system	Data processing	System monitor
	Remote inspection	Takeoff and landing system
	Auxiliary equip.	Control system



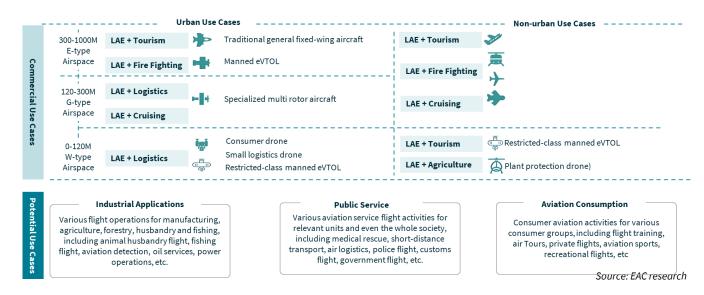




FORTHCOMING FUTURE: LOW-ALTITUDE ECONOMY Applications, Use Cases and Macro Guidelines

Applications and Use Cases in Low-Altitude Economy (selected)

Quite a few use cases are emerging in urban/ non-urban, industrial, public service and aviation consumption applications in the Low-Altitude Economy



Latest Government Policies and Initiatives

A series of signals have signified the direction of future policies and LAE has the potential to become a new growth engine in the future, similar to the mobile internet, intelligent logistics, and new energy vehicle industries:

January 2025: relevant departments of Chinese government announced their intention to promote reforms in aviation and low-altitude economy as part of their goals for 2025. These reforms encompass air traffic management systems and airspace management, both of which are pivotal for better regulation and achieving sustainable development in the industry.

December 2024: National Development and Reform Commission (NDRC) announced establishment of a specialized department for low-altitude economic development. This department will be responsible for formulating and implementing development strategies and medium- to long-term plans for the industry

November 2024: at press conference of the Zhuhai Airshow, Chinese Air Force announced that the Air Force and civil aviation departments will support the low altitude initiatives in 5 provinces incl. Sichuan, Hainan, Hunan, Anhui and Jiangxi, as well as the pilot of unmanned aerial vehicle urban flight in Shenzhen

August 2024: Shenzhen government unveiled "High-Quality Development Plan for Low-Altitude Takeoff & Landing Facilities in Shenzhen (2024-2025)", proposing that by 2025, proportion of open unmanned aerial vehicle (UAV) airspace to exceed 75%, and Shenzhen to carry out pilot projects

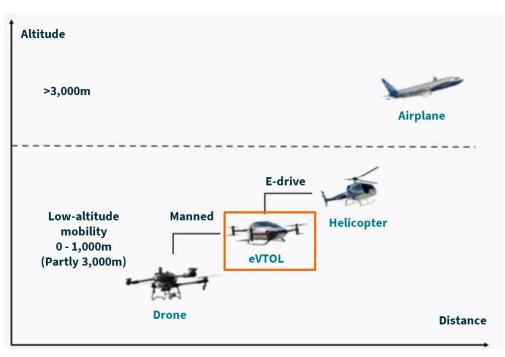
March 2024: Chinese government stated that it will actively build-up new growth engines such as biomanufacturing, commercial aerospace, and **low-altitude economy** - first time that "Low-altitude Economy" has been included in the central government's working report





eVTOL is developing fast and expected to be the mainstream

Aircraft Types in Different Altitudes



- In addition to traditional fixed-wing aircraft, helicopters and drones, Electric Vertical Take-off and Landing (eVTOL) has attracted global attentions in recent years
- Due to its green flight, vertical take-off and landing, low noise and other characteristics, there are quite extensive downstream use cases for eVTOL.
- eVTOL is expected to be the main aircraft for low altitude use cases

Source: EAC research

eVTOL Archetypes and Key Modules

eVTOL (electric Vertical Takeoff and Landing) aircraft archetypes include multicopters, tiltrotors, vectored thrust, and lift + cruise. Key modules are propulsion systems, particularly electric motors and batteries, driving efficiency and innovation.

EVTOL OVERVIEW

Definition: Electric Vertical Take-Off and Landing (EVTOL) is a kind of aircraft capable of taking off, hovering, and landing vertically by using electric propulsion systems

Main archetypes of eVTOL aircrafts

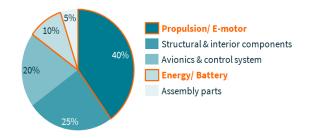


Source: EAC research

KEY MODULES & VALUE SHARE IN EVTOL SYSTEM

eVTOL is mainly composed of propulsion system (E-motor), structural components, avionics system, power system (battery) and assembly parts

Value share in eVTOL system, by modules







EAC Supports You as a Knowledge Partner

EAC Helps You to Explore LAE New Markets and Opportunities

Market development and technology trend scouting

- Market & application demand and outlook, growth drivers
- Customer landscape, requirements and technology cooperations
- LAE industry trend and technology roadmaps
- R&D and innovations
- Government policies and programs
- LAE value chain and ecosystem, key stakeholders, decision making process

Deep-dive LAE key players and innovators

- LAE player landscape, incl. R&D, portfolio offering, supply chain set-up, e.g. eVTOL
- R&D and investment projects (in pipeline)
- Cooperation partners and co-development projects
- USP, strength, weakness and future strategic considerations

Derivation initiatives for developing LAE business

- LAE business opportunity assessment
- Business models and scenarios
- Technology innovation from "0 -to-1" and "1-to-n" programs and processes
- Value chain set-up, "Make" or "Buy"
- Acquisition/ partnership with local players
- Resource planning and investment requirements
- Implementation roadmap

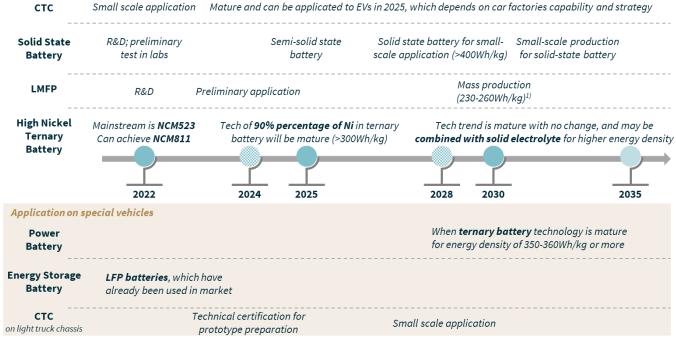
Execution Support

- LAE ecosystem build-up to achieve "system relevance" suppliers
- LAE innovation idea generation, technology development and roadmap
- Potential M&A targets/ partners screening and execution
- PMO and project coordination

EAC Case Study: Battery Innovation Scouting Special Vehicles

BATTERY TECHNOLOGY ROADMAP AND TIMELINE FOR SPECIAL VEHICLES

Overall battery technologies will continue to develop rapidly in the next 10 years; tech applications on special vehicles still need time for better tech performance and special vehicle market development







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Daniel Berger 🖾 讷

Partner EAC Shanghai



John Deng Dartner

EAC Shanghai



Managing Consultant EAC Shanghai

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EAC MUNICH

EAC - Euro Asia Consulting PartG Widenmayerstraße 29 80538 Munich Germany

Phone +49 89 92 29 93-0 eac-muc@eac-consulting.de

EAC SHANGHAI

EAC - Euro Asia Consulting Ascendas Plaza, Rm. 1902 333 Tian Yao Qiao Road 200030 Shanghai/ China

Phone +86 21 63 50 81 50 eac-sha@eac-consulting.de

EAC MUMBAI

EAC - Euro Asia Consulting Pvt. Ltd. 704, Leela Business Park, Andheri Kurla Road, Andheri (East) Mumbai -400 059/ India

Phone +91 77 18 96 71 26/27 eac-mum@eac-consulting.de

EAC KUALA LUMPUR
EAC - Euro Asia Consulting
GBC Menara Hap Seng 2
Plaza Hap Seng, No. 1 Jalan P.
Ramlee

50250 Kuala Lumpur Phone: +60 43 9235 1800 eac-sea@eac-consulting.de EAC NEW YORK
EAC International Consulting Inc.
300 East 59th Street
New York City
10022 New York/ USA

Phone: +1 917 345-6365 eac-usa@eac-consulting.de