

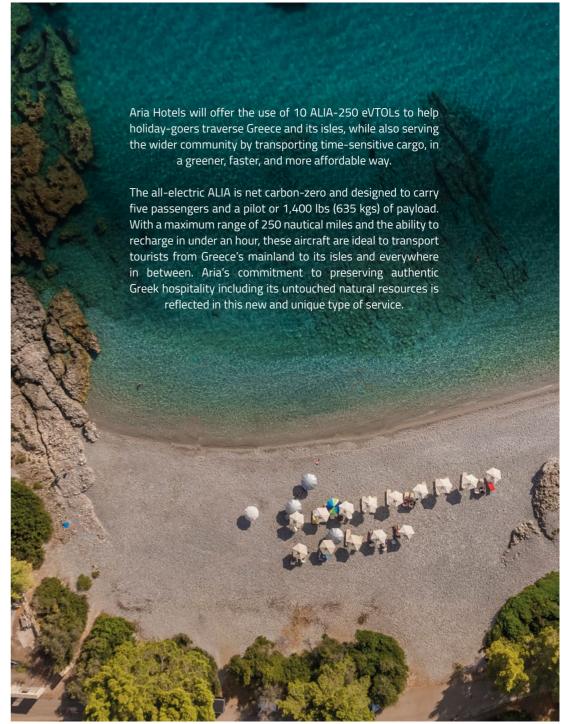
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## The Tipping Point is Here

**90%+** of the global economy is covered by national net zero commitments.

**One-third of the 2,000** largest global companies (by revenue) have made net zero emissions targets.

**\$130 trillion** in private capital is currently committed by the financial sector to achieve net zero targets.

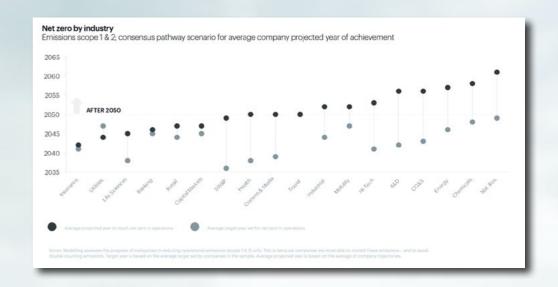
**\$226 billion** has been invested in new worldwide renewable energy in the first six months of 2022, alone (+11% YoY, and the highest ever recorded for an H1.)<sup>1</sup>



### But Few will Reach Sustainability Goals

**93%** of companies with net-zero commitments will miss their goals - unless they accelerate their progress and actions.

**8%** of companies who have made a sustainability commitment will reach net zero by 2050, based on current trends.<sup>1</sup>





## **Pragmatic Charging Solutions**

**Multimodal:** EV charging that supports all EVs – aircraft, trucks, cars – not just BETA's ALIA

<1 Hr. Charge: Harmony between the aircraft and charging systems enable safe supercharging

**50ft retractable reel:** The 50 foot cord provides flexibility in aircraft parking orientation and location to minimize aircraft ground handling.

**Mobile App:** Powered by a mobile-app that allows for seamless, touch-free access to reliable charging.



## **Training and Simulation**

BETA's training program is built around a curriculum that prioritizes safety and simplicity.

**Training as-a-service model:** creating a program to train pilots and maintainers on electric aircraft (partnering with CAE)

**Custom training tools:** Highly realistic, custom simulators developed in-house for aircraft development, pilot training, and stakeholder education

**Education:** inspiring the next generation of pilots and engineers by exposing them to electric flight



# ALIA 250 eVTOL

#### Lift+Cruise Design

A simple lift+cruise design is the most direct and least complex path to electric vertical flight

#### Fixed pitch propellers

Simple propellers reduce reliance on complex moving parts



#### Distributed electric propulsion

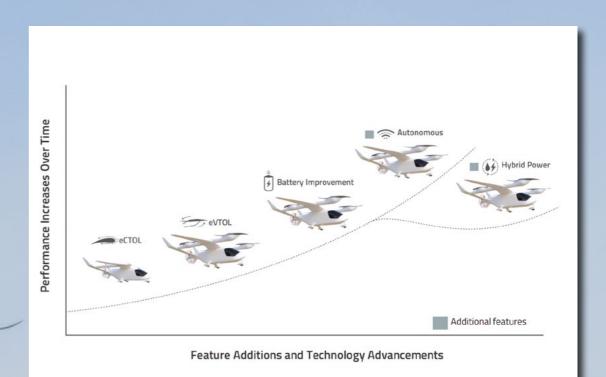
Redundant, power-dense electric motors enable zero emissions VTOL flight

#### Pusher motor

A reliable pusher motor - the same that powers CX300 - enables efficient CTOL flight in cruise

### ALIA as a Platform

Inspired by nature, ALIA is a simple platform that enables a new paradigm of electric flight - and is designed to get better over time.





## **Meet ALIA**

### Specifications

7m³ capacity 635 kg payload 6 seats 250 nmi ultimate range 150 knots Piloted <1hr charge

#### Elegant

Alia's design is inspired by nature - the long migrating Arctic Tern

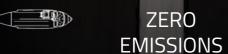


## Utilitarian Best all electric range | and payload |

### Efficient

Alia's lift-over-drag ratio outperforms most aircraft

#### **CARGO**

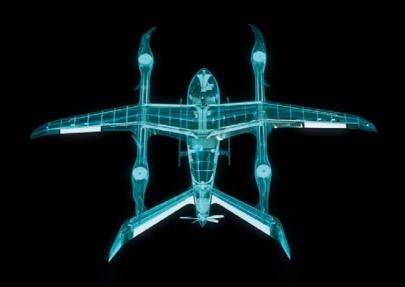


PASSENGER



## Simple, Safe, Certifiable

BETA prioritizes simplicity and first principles engineering, avoiding unnecessary complexity



- → No articulation
- → No liquid cooling motors
- → Fixed pitch propellers
- → Centralized batteries

## Deep on Enabling Technologies

#### Vertically integrated electric propulsion system

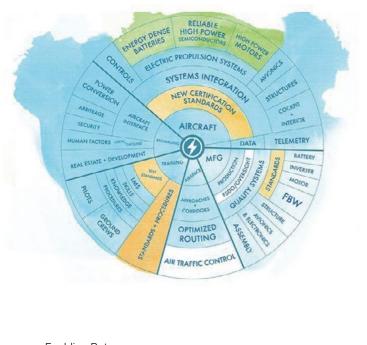
Designing, developing, and manufacturing proprietary motors, inverters, batteries and controls, simulation software and hardware

#### Partnerships for existing technologies

Working with leaders in the aerospace supply chain for remaining critical elements of the aircraft

#### This strategic approach

- → Creates licensing possibilities around core IP
- → De-risks path to certification and production



### BETA's Electric Motors

#### Safe

Quad redundant systems Extensive testing (system-level; on-aircraft) 10° safety proven on dynamometer testing 20,000 miles flown on-aircraft

#### Simple

Few moving parts; air-cooling; no gear box Highly reproducible Easy and cost-effective to maintain

#### **Efficient**

95%+ efficiency in cruise Torque density of 22 Nm/kg



## **Extensive Safety Testing**

- → Partnered with NIAR and the FAA to conduct the first-ever 50 ft drop test on a full-scale (800V) battery system
- → Successful result; the BETA-designed battery pack showed no significant damage at the cell or pack level, demonstrating completion of intended means of compliance for certification
- → Important step toward creating a foundation of battery safety and testing for the industry





## Increasing Rural Access

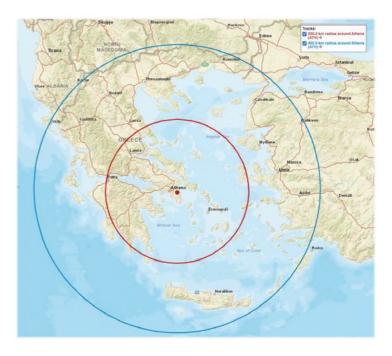
Electric aviation is a sustainable, cost-effective solution to restructuring our air networks to unlock access for rural and underserved geographies.

- → **70%+** of domestic U.S. travel is routed through just 0.6% of airports
- → Rural dwellers have ~2x the travel time to nearest hospital, compared with urbanites
- → 28% of the US population lives in lower-48 zip codes where cargo companies will assess rural or extended delivery area surcharges.



## Broad Access Throughout Greece

- → Ability to fly in both VTOL and CTOL configurations
- → Expanded access to islands that do not have consistent service today
- → Charging network can be designed grid-independent for maximum impact







TOGETHER WE FLY

# Aria offers guest luxurious, authentic Greek experiences

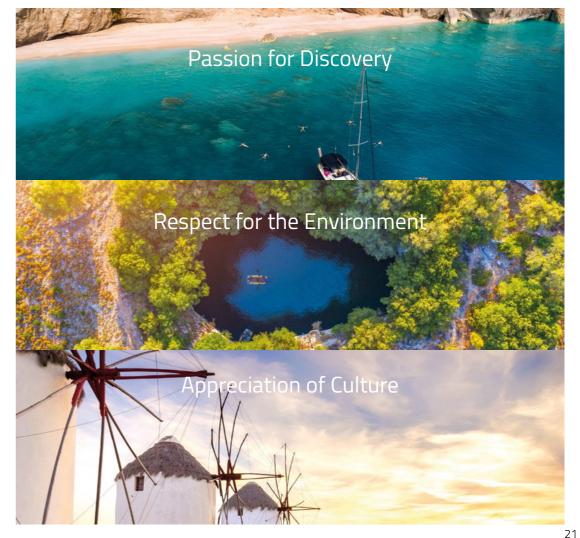
- → Over 60 luxury hotels and villas
  Athens, Crete, Cyclades, Sporades, Epirus, Evia,
  Peloponnese, Dodecanese and the Ionian Islands.
- → Curated, end-to-end guest experiences



## BETA's mission and Aria Hotels' values align

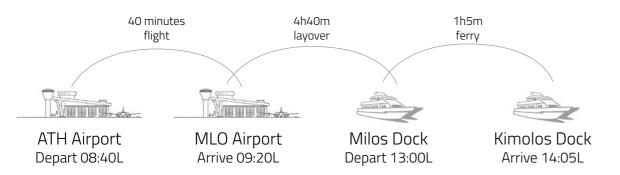






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## A guest's current journey from Athens to Kimolos



### Guests spend up to 7 hours traveling from Athens to Kimolos

- → Does not include time to check in and clear security at ATH
- → \$200 one-way fare for flights and ferries
- → 14 kg CO2 per passenger one-way (includes flight and ferry)
- → Alternative: private helicopter transfer
- --> Fast, but expensive, noisy, and carbon intensive

## Concept: eVTOL transfers to Aria landing facilities

- → BETA and Aria build custom eVTOL landing facilities near popular but hard-to-reach destinations
  E.g., West Mani, Kimolos
- → BETA and Aria build simple eVTOL landing pads on-site at select properties
  E.g., Kipi Suites, Pegassus Private Island
- → Shuttle guests to eVTOL sites from existing airports or public vertiports



Example eVTOL landing facility with crew accommodations, BETA HQ - Burlington, VT USA

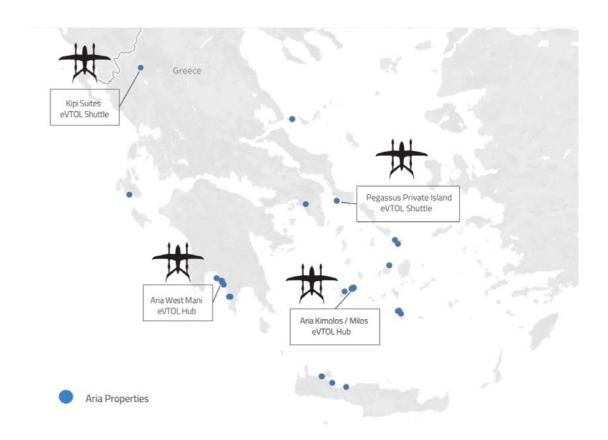
## ALIA offers nonstop, zero emissions service to Kimolos

# Reach paradise faster with ARIA eVTOL guest transfers



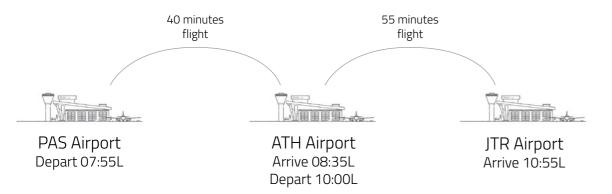
## No-hassle, nonstop service to Kimolos saves guests up to six hours

- → eCTOL departure from ATH allows easy connections for international passengers
- → eVTOL arrival at Aria Kimolos eVTOL hub bypasses regional flights and ferries
- → \$789 one-way breakeven fare
- → A quieter, cleaner, less-expensive option than private helicopters
  - **33-70% lower trip cost** vs. helicopters (AS350 and S-76)
  - 10-100x quieter than the average helicopter (80dB)
  - **Zero emissions** (-365 kg vs. AS350, -502kg vs. S-76)



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## A guest's current journey from Athens to Kimolos



## Guests spend 3-5 hours traveling from Paros to Santorini by air (or ferry)

- → Does not include time to check in and clear security at ATH
- → Guests risk misconnecting at ATH, disrupting their vacation plans
- Ferry trips are time consuming, fuel intensive, and do not match the Aria guest experience
- → \$150 one-way fare for flights, \$80 one-way fare for ferries
- → 33kg CO<sub>2</sub> per passenger by flying, 2.6kg CO<sub>2</sub> per passenger by ferry

## Concept: eCTOL inter-island Aria guest shuttles

- Today, inter-island travelers from Aria properties must use ferries or fly with a connection at ATH

  Mykonos, Santorini, Paros, Crete, Skiathos, and Kefalonia
- → Aria Hotels can offer guests fast, zero-emissions, inter-island travel using BETA's eCTOL aircraft
- → Shuttle guests between islands using existing airports



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Source: Diio MI

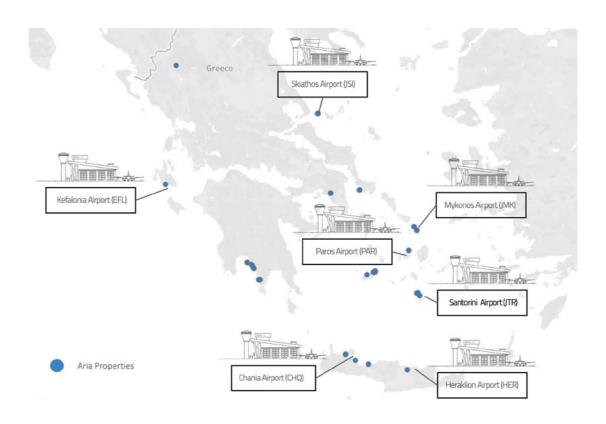
## ALIA offers nonstop, zero emissions service to Kimolos

# Offer inter-island guest shuttles using existing airports



## A private transfer between Paros and Santorini saves guests up to 4 hours

- → eCTOL operations require minimal infrastructure expenditures (uses existing airports)
- → \$395 one-way breakeven fare
- → A faster, greener option than flying commercial or taking the ferry
  - 2.5 hours faster than flying commercial, 3.5 hours faster than the ferry
  - **Zero emissions** (-33kg CO<sub>2</sub> per passenger vs. flying, -2.6 kgs per passenger vs. ferry)



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