# Looking up

Preparing the US for advanced air mobility leadership

New opportunities are taking off, literally, as multiple industries and organizations turn their attention to advanced air mobility (AAM)—which relies on a new generation of aircraft to transport people and goods in cost-effective, community-friendly ways. From air taxis to last-mile cargo delivery, AAM applications could grow dramatically in coming years as they show the potential to deliver new business value, elevate customer service, improve quality of life, and support the missions of government agencies. US organizations have a chance to lead—if they can act on it.



Numerous ecosystem players and forces will likely have a role in shaping the future of AAM, from academia to technology developers to traffic managers to policy-makers to business customers. So what do leaders in aerospace and defense, automotive, and aviation need to know about the future of AAM? Here are some key insights from a <u>2020 study</u>, <u>conducted by Deloitte and the Aerospace Industries Association (AIA)</u>, and surveying more than 100 senior US aerospace and automotive industry leaders.



#### Measuring the market Momentum is building

Between 2025 and 2035, the market is expected to grow nearly sevenfold.

US\$ billion
Passenger AAM market
Cargo AAM market

\$115

**Passenger vs. cargo** Room for growth, room for both

Passenger mobility has the bigger spotlight now, but cargo mobility could become a sizeable market.





**Preparing passengers** for liftoff

Acceptance to accelerate

Beyond 2035, passenger mobility is expected to experience widespread adoption while driving significant economic and societal benefits.

**44%** Of respondents believe a sizeable percentage of passengers will use AAM beyond 2035



Half of executives surveyed expect commercial passenger mobility to be the larger market

# 3 out 10

Nearly one-third of respondents believe commercial cargo mobility will be larger

**53%** Of respondents believe more than 16% of passengers now using private/public transportation will use AAM beyond 2035



#### **Early opportunities** Pondering passenger business models

The AAM ecosystem is likely to see a balanced mix of business models for passenger mobility during the early operational phase.

3 Say scheduled intra-city travel will be more suitable

Believe scheduled inter-city operations are more likely business models

See on-demand air taxis as being a more appropriate business model



#### **Obstacles to adoption** Regulated? Safe? Reliable?

What are the obstacles for AAM to be successful globally? Having a robust regulatory framework, ensuring safety, and improving consumer perception are some top concerns.





6 out 1

#### **United States as a leader?** Steep global competition

While generally in a strong position, the US may not set the pace when it comes to regulation and certification.

> Of those surveyed expect the US will follow or lag behind on regulation and certification





Design

#### **Building the fleet** Mobility + manufacturing



### **Critical technologies**

Innovation in focus



Besides policy, regulation, and infrastructure leaders surveyed say these three items should be top long-term focus areas in the US.

Integration

Assembly

Executives surveyed say these areas remain critical for AAM to be commercially successful in the US.



Advanced

battery

technology



Traffic

management

systems

Distributed electric and hybrid-electric propulsion systems

Deloitte.

## Heads up!

These insights tell only part of the emerging AAM story. Explore the full <u>Deloitte/AIA</u> <u>report</u> to get more insights on the future of advanced air mobility and how you can begin preparing for the challenges and the opportunities that lie ahead.

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