



SAUDIA GROUP SIGNS SALES AGREEMENT WITH LILIUM TO ACQUIRE UP TO 100 EVTOL JETS

News / Airlines, Business aviation, Manufacturer



Saudia Group and Lilium signed a binding sales agreement for 50 Lilium Jets, with options for the purchase of 50 more. This sales agreement marks the largest of its kind in the MENA region and represents an important industry milestone as the largest reported firm order of eVTOL aircraft by an airline that plans to operate the aircraft. The agreement includes a schedule of deposit and pre-delivery payments, timeline of future deliveries, guarantees on aircraft performance, and provisions on spare parts, maintenance, and repairs. In addition, the parties intend to sign a comprehensive “Lilium POWER-ON” agreement for aircraft fleet maintenance and support services.

H.E. Engr. Ibrahim Al-Omar, Director General of Saudia Group, commented: “Saudia Group is proud to pioneer the MENA region as the first company to acquire all-electric eVTOL jets, which reflects our commitment to continuously reducing our carbon footprint and becoming an industry leader in regional electric aviation. We recognize the critical role that Lilium is positioned to play in enabling us to deliver a sustainable premium aviation experience and transport our guests even closer to their destination. This agreement amplifies our commitment to the Saudi Vision 2030 and is the result of a collaborative effort over the past years between Lilium and Saudia Group to

explore how we can best bring eVTOL to the skies of Saudi Arabia. We are looking forward to the journey ahead. The eVTOL jets are revolutionizing guest transportation. Their unique vertical take-off and landing capabilities open up entirely new routes. Imagine traveling up to 175 kilometers at speeds of 250 kilometers per hour, saving valuable time compared to traditional options. This technology also tackles traffic congestion head-on. Business travelers and exhibition attendees will benefit tremendously from the ease and speed of electric aircraft, allowing them to seamlessly attend and participate in events. These innovative vehicles will also be a game-changer for tourism, sports, and entertainment, offering a premium travel experience for these exciting destinations."

Klaus Roewe, CEO of Lilium, stated: "We are proud of our partnership with a market leading airline such as Saudia. And we are thrilled to be pioneering progress in the eVTOL industry as the eVTOL manufacturer with the largest reported firm purchase order from an international airline that plans to operate the aircraft. The Middle East is a priority for Lilium, and Saudi Arabia will be a very large and exciting market for electric, high-speed regional air mobility. Our partnership will combine Saudia Group's significant market knowledge with our unique eVTOL technology to transform premium class air travel in the GCC region."

Through this agreement, Saudia Group continues its ambitious objective to bring the world to the Kingdom by deploying its fleet of advanced eVTOL jets. This initiative enhances connectivity by providing seamless first and last leg connections into Saudia Group's regional hubs and new point-to-point city connections, such as Jeddah to Makkah, expected to reduce regional travel times by up to 90%. These jets will support Hajj and Umrah pilgrimages, offer faster access to key sports and entertainment events in Riyadh, and unlock new possibilities for exploring hard-to-reach tourist destinations across the Kingdom. Additionally, business travelers attending conferences and events will benefit from improved access and swift transportation. The eVTOL jets are anticipated to increase flight frequencies and decrease traffic congestion, providing a fast and convenient alternative for reaching various destinations within the Kingdom.

Saudia Group expects to receive the first jets in 2026, for which operations will be managed and run by Saudia Private, a subsidiary of Saudia Group. The Lilium Jet will feature large, premium cabins with capacity for up to six passengers plus luggage. It will deliver the Saudia premium experience that is deeply valued by the airline's guests. Prior to commercialization, Saudia Group will provide strategic support in Lilium's certification process with the General Authority of Civil Aviation (GACA), Saudi Arabia's aviation regulatory agency.

This purchase agreement with Saudia Group marks the latest addition to Lilium's extensive order pipeline that now consists of 106 firm orders and reservations, 76 options, and roughly 600 aircraft under MOU. Lilium is in advanced discussions with additional global carriers that are looking to reduce carbon emissions and electrify regional air travel.

22 JULY 2024

ARTICLE LINK:

<https://ids.50skyshades.com/news/business-aviation/saudia-group-signs-sales-agreement-with-lilium-to-acquire-up-to-100-evtol-jets>