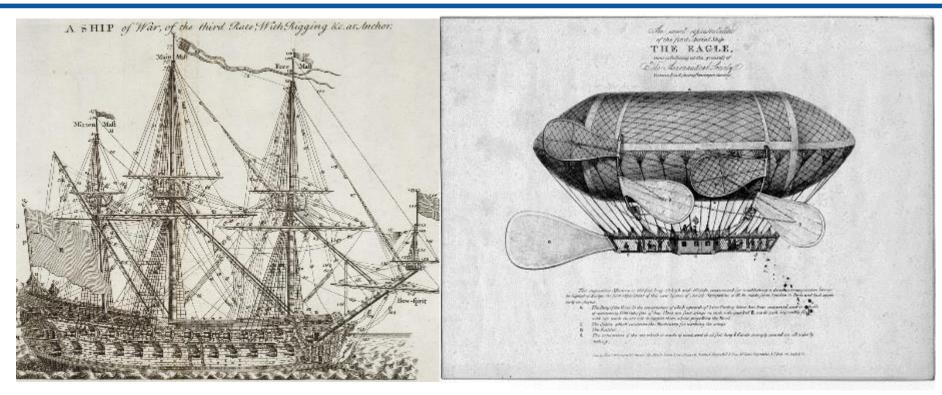
Hybrid Airships: Opening New Frontiers Alaska House Transportation Committee April 4, 2017



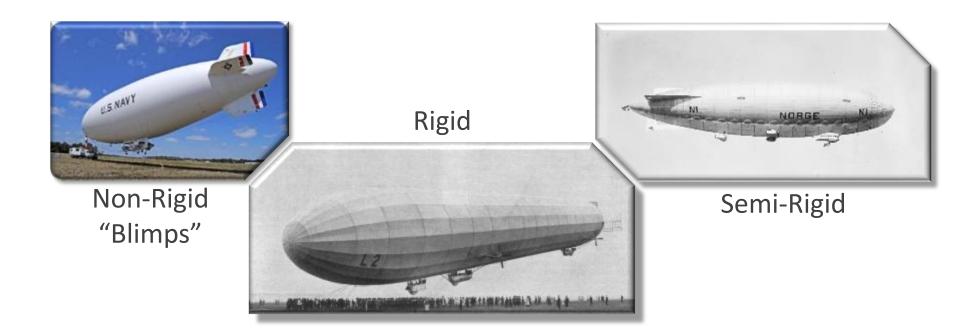
LECKSEED MARTIN



WHY AIRSHIPS?



Getting the Best of Two Modes



Evolving since 1852

CONCEPTS & PROTOTYPES

Aeroscraft- USA

Varialift - UK

Boeing-USA

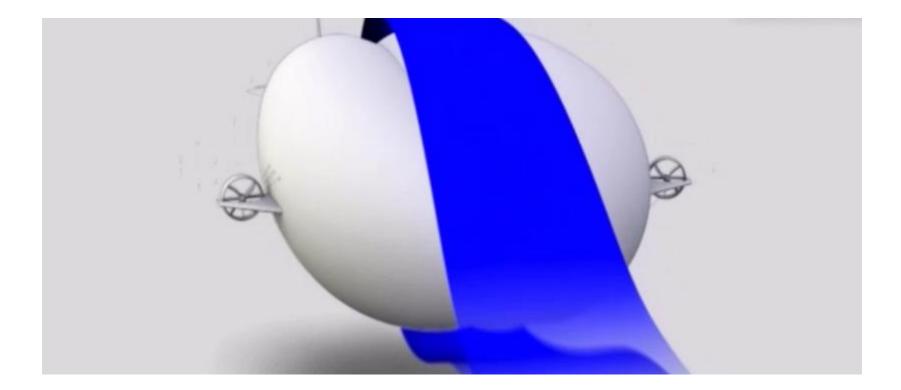
Piasecki - US

Hybrid Air Vehicles - UK

RosAeros Systems - RU

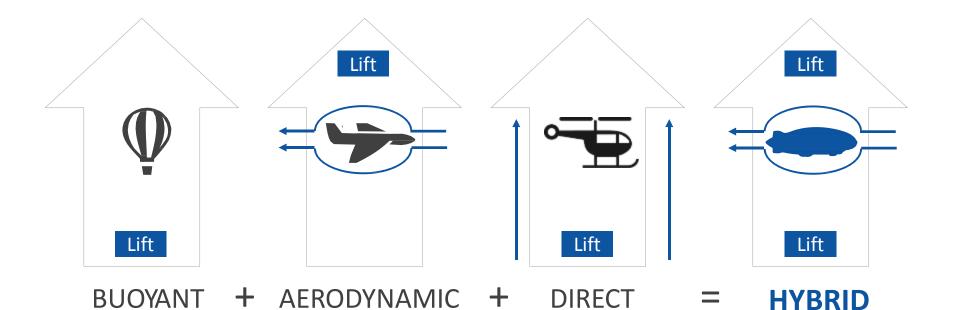
Visit www.airship-association.org

WHAT IS HYBRID LIFT? (video)



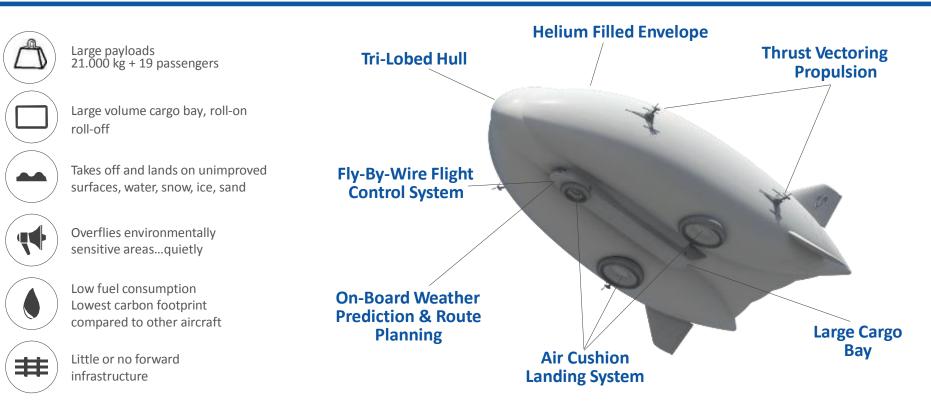
80% Lift from Buoyancy | 20% Lift from Aerodynamic or Direct Lift 5

WHAT IS HYBRID LIFT?



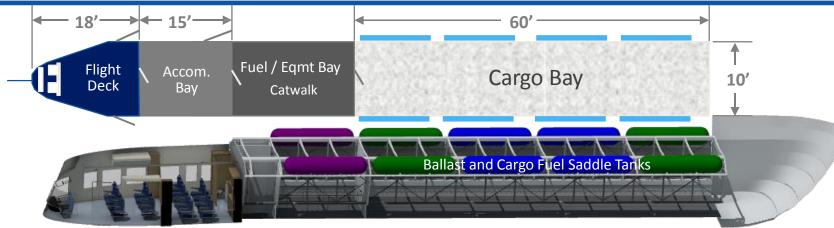
80% Lift from Buoyancy | 20% Lift from Aerodynamic or Direct Lift 6

OUR HYBRID AIRSHIP



Hybrid Airships – Outstanding Remote Cargo Delivery

LMH-1 INTERIOR LAYOUT





- Flight Deck 2 pilots and 8-19 passenger seats
- Cargo Bay 60'x 10' floor area, 10' height, truck bed height
- Aft full size door extended loads capable with door open
- Saddle tanks for ballast water and optional cargo fuel

Built for cargo with passenger capability

OPERATIONS (video)



#No Roads, No Problem

TECH DEMO TO OPERATIONAL CAPABILITY

P-791 (2006)



- Proven <u>technology</u> demonstrator
- Tri-lobe envelope design
- Digital flight control
- Full vectored thrust
- Air cushion landing system
- No payload test only

LMH-1 (2018)



- <u>Remote</u> cargo transport
- 1,400 nm range
- Take-off & land from unimproved fields or water
- <u>Low</u> operating costs (much less than helicopters)



- <u>Regional</u> cargo transport
- 3,000+ nm range
- <u>Lower</u> operating costs (similar to fixed wing)

LMH-3



- <u>Global</u> cargo transport
- 6,000+ nm range
- Very large cargo hold
- Containerized freight mover
- Lowest operating cost



P-791: 120' long, 65' wide 37' tall



22 Tons Payload: ~300' Long



90 Tons Payload: ~400' long



500 Tons Payload: ~700' long

10

Three platform sizes – Decades of development and growth

DEMONSTRATOR FLIGHT (video)



Maneuverability

GETTING TO MARKET



Revolutionary Impacts Happen When Value Stream Clear

OFFSHORE OPERATIONS SUPPORT

- Using the hybrid airships to support offshore operations has significant cost and range benefits
- Challenge is how to safely move personnel and cargo from the hybrid airship to the platform
- Sea conditions throughout the year at the platform locations may result in different solutions unique to each location



Hybrid Airship Requires Unique Considerations

OIL & GAS SUPPORT

- Exploration Phase
 - Surveillance & Communications
 - Aerial Surveying
 - Emergency Services
- Development Phase
 - Rig Relocation & Support
 - Pipeline Construction

- Production Phase
 - Spill Response
 - Transport & Resupply



Broad Capability at Affordable Costs

HYBRID OPERATIONS CASE STUDY

Remote Cargo Service

Challenge



- No All Weather Roads
- No Rail Service
- No Ship Access
- No Runway Access
- Rates Extremely High
- Service Has Limited Volume
- Beyond Helicopter Range



Larger Loads

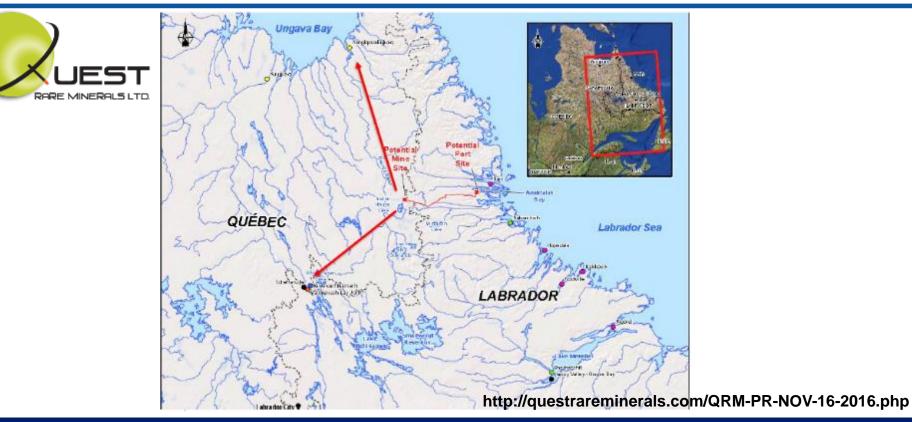


Hybrids Bring Affordable Service to Remote Areas



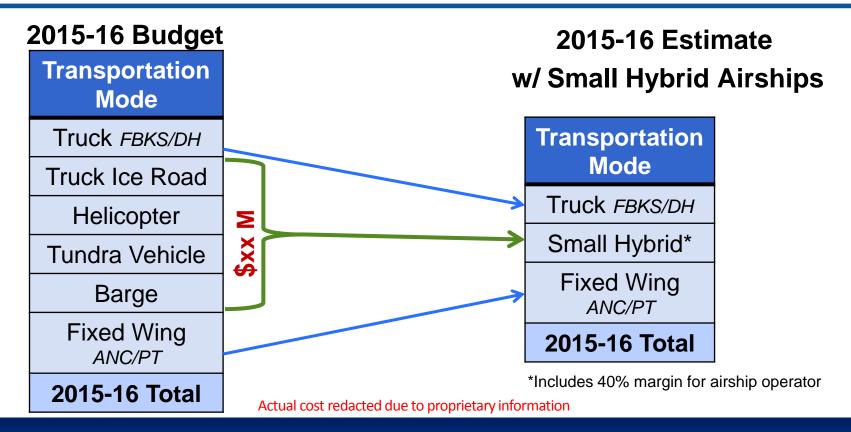
Lower Rates

THE "ROADLESS" MINE



10 Year \$850M Agreement to Move Product by Airship

ARTIC OPERATIONS- Ice Road Replacement – Point Thomson



25% Transportation Cost Reduction

HYBRID CASE STUDY





Komo Airfield and Infrastructure Costs

Total actual project cost \$xxxM, completed 2013

Hybrid Airship Alternative

• Total estimated project cost ≈\$xxM

Actual cost redacted due to proprietary information

98% Reduction in Infrastructure Costs

HYBRID CASE STUDY

AN124 vs LMH-1- Remote Pacific

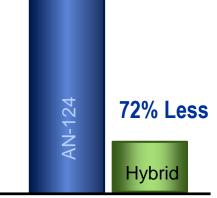


<u>AN-124</u>

- 89 flight days
- 6,219 tons delivered
- 70 tons per flight
- \$xx M (actual cost)

LMH- 1 Hybrid

- 101 flight days
- 6,060 tons delivered
- 20 tons per flight
- \$xx M



Transportation Cost

Actual cost redacted due to proprietary information

Hybrid Airships Reduce Delivery Cost by 72%

OPERATIONAL SAFETY

Low Speed Takeoff, Approach & Landing

Soft Structures

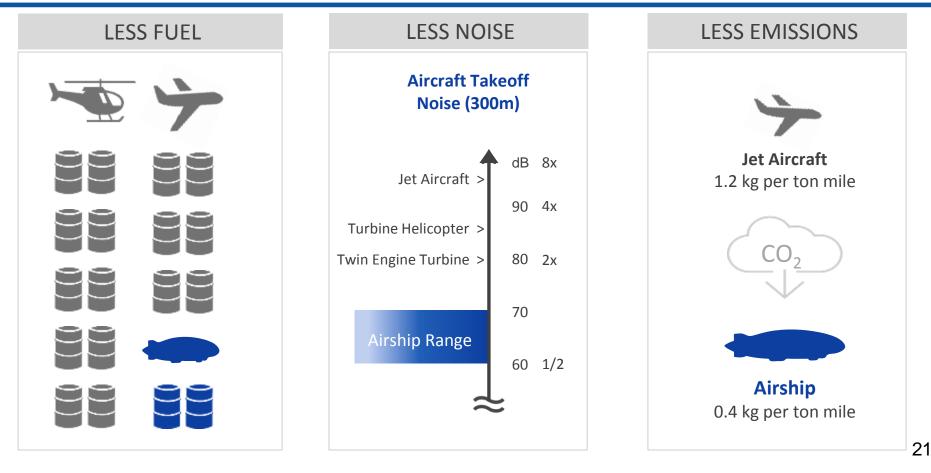
Redundant Systems

Potential Fire Zones Away From People

Ability to Land In Any Open Spaces and On Water

Excellent Safety Features

HYBRID AIRSHIP SUSTAINABILITY



SUMMARY

Ideally suited for <u>remote operations</u>

Takeoff and land on <u>unimproved</u> <u>surfaces</u>

Low carbon emissions + low noise + eliminate infrastructure = <u>environmentally friendly</u>

<u>Dramatic cost reduction</u> in transportation for remote projects

Enable launch of projects previously thought inaccessible

Coming to Alaska – as early as 2019



Hybrid Airship Opening a New Frontier

OCKHEED MARTIN