



EUROPEAN UAS INDUSTRY & MARKET ISSUES

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OBJECTIVE OF THE EUROPEAN COMMISSION UAS PANEL



Provide arguments justifying the effort necessary to remove the existing barriers to non-military UAS applications

Provide the basis for the future work in the support of the development of non-military UAS applications in Europe

Motivating Factors	Strategic importance to Europe
	Economically viable
	Technological benefits
	Societal benefits
	Job creation

Over-arching Principal: **There has to be a justifiable business case**



OVERVIEW



UAS Industrial Base	- Military	MTOM < & > 150 kg
	- Non-Military	MTOM < & > 150 kg
Current Market & Application	- Military	MTOM < & > 150 kg
	- Non-Military	MTOM < & > 150 kg
Market Prospects & Users	- Military	MTOM < & > 150 kg
	- Non-Military	MTOM < & > 150 kg

Strengths & Weaknesses & Opportunities

Conclusions & How this could apply to SAR/CAR



EUROPEAN UAS INDUSTRIAL BASE

UAS (System Level)



MTOM	< 150 kg	> 150 kg	Total
Design, development, production :	21 countries	12 countries	21
Referenced design & production entities :			
- Industry	36	15	51
- SMEs	158	6	164
- Government organisations	4		4
- Research organisations	14	2	16
- Universities	8		8
- Teaming internat. arrangements	7	19	26
Total	227	42	269
Quantity of UAS models referenced :			
- In service	25	11	36
- Market ready	115	7	122
- Proof-of-concept	6		6
- Under development	189	51	240
Total	329	71	400



EU UAS INDUSTRIAL BASE

UAS (Sub-System Level)



Airframes
Alternators
Antennas
Auto-land systems
Autopilots
Auxiliary power units
Avionics
Batteries
Command & Control
Communications
Computer systems
Control stations
Data links
Data recorders
Data terminals
De-icing systems
Electronics
Encryption
Energy storage

- **UAS are systems-of-systems**
- **The supply chain is wide**
- **The ITAR (International Traffic in Arms Regulations) should be a motivation to source from within the EU**

Fuel cells
Fuel systems & tanks
Landing gear
Launchers
Micro electronics

Mission planning systems
Nano electronics
Navigation lights
Navigation systems
Propellers
Propulsion
Rotors & rotor hubs
Sensors (imaging)
Sensors (non-imaging)
Servos & actuators
Signal processing
Simulators
Specialised software
Solar cells
Take-off & recovery systems
Telemetry
Test equipment
Training systems
Transponders



EU UAS INDUSTRIAL BASE

Technologies



- UAS are systems-of-systems.
- These systems make use of a large variety of technologies.
- These technologies are not always traditional aviation-related.
- Many of these technologies have cross-over potential (applications in other sectors – incl. **manned aviation + unmanned ground, naval & space systems**).

Consequence

- The relevant industry base is much wider than just UAS manufacturers.
- Investments in the field of UAS-related technologies will have positive spin-off effects in other areas.
- These spin-off effects will influence other products in a positive way.
- Consequently, the return of investment related to UAS can be higher than anticipated & investment should not be judged only in relation to UAS.
- SMEs are key in the development of such innovative technologies.



CURRENT EU MILITARY MARKET

17 EU countries operate : 31 < 150 kg (19 models)
[only 3 RW (< 150 kg)] **9 > 150 & < 500 kg (8 models)**
7 > 500 kg (6 models)

MTOM < 150 kg

UAS **DEFINING EUROPE'S STRATEGY**

	<u>Produced In</u>		<u>In Service In</u>
Aladin	DE		DE, NL, NO
Alo	ES		ES
Casper 200	IL		HU
Copter 1b	FR	RW	FR
Desert Hawk	US		UK
DRAC	FR		FR
FanCopter	DE	RW	DE
LUNA	DE		DE
MASS	FI		FI
Orbiter	IL		IE, PL
Pointer	US		FR, IT
Raven	US		CZ, DK, EE, FR IT, NL, NO, ES
RQ-16 T-Hawk	US	RW	UK
ScanEagle	US		NL (ordered)
Shadow 200	US		PL, SE
SkyLark I	IL		FR, SE
Sojka III	CZ		CZ
Spy Arrow	FR		FR
Yastreb-25	BU		BU

MTOM > 150 & < 500 kg

	<u>Produced In</u>	<u>In Service In</u>
Hermes 450	IL	UK, leased
KZO	DE	DE
Ranger	CH & IL	CH, FI
Searcher	IL	ES
Shadow 600	US	RO
Siva	ES	ES
Sperwer	FR	FR, GR
Watchkeeper	UK & IL	UK, ordered

MTOM > 500 kg

	<u>Produced in</u>	<u>In service In</u>
EuroHawk	US & DE	DE, ordered
Harfang	FR & IL	FR
Heron	IL	DE, lease
Heron TP	IL	FR, ordered
Hunter B	IL	BE
Predator	US	IT
Reaper	US	IT, UK



UAS MARKET IN THE EU

Non-Military Applications

Classification & Identification



All UAS airframe types & all sizes

Application Classes

Nr of
Application
Categories &
Sub-Categories

Security Related	39
Safety Related	35
Science & Research Related	31
Contractor-Supplied Flight Services	38
Civil/Military Coordination (Mutualisation)	34

Based on existing reports & studies & discussions with current & potential users



UAS MARKET IN THE EU

Non-Military Applications



Security-Related

[39 application (sub-) categories]

- Anti-looting control (post riot)**
- Anti-poaching control**
- Border surveillance**
- Crime scene** (surveillance, recording, situational awareness)
- Criminal car tracking**
- Crowd surveillance**
- Hostile protest control**
- Illegal immigrant & human trafficking control** (local, regional, national)
- Illegal activity control** (dumping & waste burning, historic site & heritage looting, drug cultivation, excavation, logging, illegal mining, ship bilge venting)
- International summit surveillance**
- Maritime surveillance** (regional area, sea lane, wide area)
- Police applications** (various)
- Riot control**
- Smuggling control**
- Surveillance of public gatherings** (pop concerts, sporting events)
- Urban law enforcement**
- Other**
- Anti-piracy operations**
- Anti-terrorist operations**
- Coastal surveillance**
- Critical infrastructure surveillance**
- Fight against drugs**
- Regional surveillance**
- Road traffic surveillance**
- Wildlife crime control**



UAS MARKET IN THE EU

Non-Military Applications

Safety-Related
[35 application (sub-) categories]



Avalanche survivor search

Dike monitoring

Emergency communications network (incl. relay) (local, regional, national, EU)

Fire scene inspection (pre-fire, during fire, post fire)

Fishery control

Forest Fire fighting (detection, monitoring, support)

Iceberg monitoring

Maritime search & rescue

Disaster site monitoring & mapping (earthquake, floods, icing rain storms, landslide, mud slide, plane crashes, ship collisions, storm & hurricane, train crashes, tsunami & tidal surge, volcano eruption)

Nuclear accident monitoring (contamination measurement, contamination tracking & monitoring)

Post-disaster relief operations

Road & highway traffic monitoring

Search for missing persons

Volcanic ash cloud (analysis, measurement, tracking & monitoring)

Other



UAS MARKET IN THE EU

Non-Military Applications

Scientific & Research-Related
[31 application (sub-) categories]



Aerial photogrammetry

Agricultural (crop monitoring & management, plant growth vigour mapping)

Algae proliferation detection

Arctic research

Atmospheric monitoring

Coastal mapping

Environmental monitoring

Geophysical survey

Hurricane tracking

Invasive species identification/analysis

Meteorological research

Ozone measurements

Sand bank shift measurements/mapping

Tidal zone mapping

Volcano monitoring

Wildlife census

Archaeological site mapping

ATM Research

Climate monitoring

Coastal zone studies

Forestry management & research

Glacier & ice cap monitoring

Iceberg monitoring

Marine mammal monitoring

Ocean & sea research support

Salt water infiltration detection

Sea ice monitoring

Vegetation identification

UAS sensor research

Other



UAS MARKET IN THE EU

Non-Military Applications

Contractor Supplied Flight Services
[38 application (sub-) categories]



Advertising (lighter-than-air UAS) (indoor, outdoor)

Aerial photography

Aerial news broadcasting

Agricultural (Common Agricultural Policy control, crop monitoring & management, fertilizer dispensing, hydrometric mapping, insecticide spraying, monitoring for selective harvesting, plant growth vigour mapping)

Bird (strike) control

Cargo transport (small - large)

Cinema (aerial shots & special effects)

Forestry (tree growth & illness monitoring)

Inspection, monitoring, surveying, mapping [aerial terrain mapping: urban environment, non-urban environment, industrial site), critical infrastructure inspection, dike inspection, forest fire operations support, gas burn-off funnel tip inspection, geophysical survey, historical monument inspection, illegal crop cultivation detection, magnetic field survey (mineral search), magnetic mapping, oil & gas pipeline inspection, photogrammetry, power cable inspection, radiation measurement & monitoring, railway track bed inspection, thermal isolation analysis, wind turbine blade inspection]

Test bed (testing, validation, qualification of sensors, avionics, S&A, ATM, etc)

Other



UAS MARKET IN THE EU

Non-Military Applications

Civil/Military Cooperation – Mutualisation



Mutualisation = The operation of military UAS assets by the military for non-military governmental applications.

Basic advantages of mutualisation:

- Offers the military additional UAS flight training opportunities;
- Supplies added value to military flight training exercises;
- Permits to increase the return on investment for military UAS by using them for non-military governmental missions with societal benefits (incl. European external border surveillance);
- Gives non-military governmental authorities access to capabilities they may not be able to afford otherwise and thereby increases national security & safety;
- Allows to spread the cost of such UAS missions over various government organisations;
- Can contribute to familiarizing non-military governmental organisations with the use and advantages of UAS.



UAS MARKET IN THE EU

Non-Military Applications

Civil/Military Cooperation – Mutualisation



[34 application (sub-) categories]

Anti-piracy operations

Border surveillance

Coastal surveillance

Critical infrastructure surveillance

Emergency communications network (incl. relay): (local, regional, national, EU)

Fishery control

Forest fire fighting (detection, monitoring, support)

Illegal drug cultivation detection

Illegal ship bilge venting detection

Illegal immigrant control (local, regional, national, EU)

International summit surveillance

Maritime search & rescue

Maritime surveillance

Natural disaster site monitoring (earthquake, floods, icing rain storms, landslide, mud slide, plane crashes, ship collisions, storm & hurricane, train crashes, tsunami & tidal surge, volcano eruption)

Sea lane surveillance

Surveillance of public gatherings

Surveillance of international sporting events

Other



UAS MARKET IN THE EU

Non-Military Applications



<u>CURRENT</u> Applications	MTOM < 150 kg			MTOM > 150 kg		
	VLOS	BLOS	EU	VLOS	BLOS	EU
Security Related	6	8	14	5	6	11
Safety Related	6	1	7	1	1	2
Scientific & Research Related	14	2	16	1	1	2
Contractor Supplied Flight Services	25	4	29	1	1	2
Civil/Military Coop-Mutualisation	1	0	1	0	5	5

<u>PROJECTED</u> Applications	MTOM < 150 kg			MTOM > 150 kg		
	VLOS	BLOS	EU	VLOS	BLOS	EU
Security Related	23	26	49	5	27	38
Safety Related	30	27	57	2	29	31
Scientific & Research Related	20	20	40	0	21	21
Contractor Supplied Flight Services	35	15	50	0	13	13
Civil/Military Coop-Mutualisation	1	24	25	0	33	33



UAS MARKET IN THE EU

Non-Military Applications



The Obstacles

Common to all UAS

- Absence of rules & regulations harmonized at pan-European level [standards, certification (UAS, pilot licensing, operator licensing, qualified entity, etc), ATM (operational standards)]
- The lack of regulatory framework for UAS is preventing industry from building pertinent business cases & launching developments required to answer non-military (governmental, research, commercial) needs
- Lack of political awareness (regional, national, European levels) of the potential societal benefits of UAS
- Many legal aspects have not been addressed yet
- No harmonized safety assessment approach
- Absence of European requirements for communication & navigation
- No European-wide technology gap analysis (UAS < & > 150 kg) has taken place
- No European-wide economic impact analysis (UAS < & > 150 kg) has taken place
- No entity designated as central collection point of operational data
- Third party liability insurance is not readily available on equal basis in all EU countries
- Specific policies covering equipment/accident insurance, personnel (incl. pilot) insurance & risks specific to aerial work are not readily available
- Insufficient coordination between the DGs relative to UAS-related study contracts prior to them being launched (results: duplication of effort & needless financial waste)
- There is no central repository where the results of concluded EC-funded studies and R&D contracts are stored and can be found by qualified applicants
- Insufficient use is made of academic research potential.



UAS MARKET IN THE EU

Non-Military Applications



The Obstacles

Specific to
UAS with a MTOM less than 150 kg

- National certification standards & rules are applicable. Basic standards & rules exist only in Norway and UK, and are nearing completion in the Czech Rep., the Netherlands & France, but they are not harmonized on a European level. This fact poses problems for European-wide fair competition.
- National experimental flight certificates can be granted in some countries [such certificates are limited (where, on what date, at what time, for what duration, how far & how high can be flown)].
- Access to airspace varies from country to country.
- There is no ongoing or upcoming funded study relative to a Sense & Avoid specifically for Small UAS (25 to 150 kg class).



UAS MARKET IN THE EU

Non-Military Applications



The Obstacles

Specific to
UAS with a MTOM of more than 150 kg

- European (EASA) certification standards & rules apply, but they do not yet exist.
- Access to airspace is extremely problematic.
- It has not yet been decided if the safety objectives for military & non-military UAS should be the same.
- Training missions require to transit from reserved or non-reserved airfields to the training area or operational areas when mutualised UAS assets are used (either in GAT or under OAT).
- Trans-border flights are currently impossible.
- Short requirement lead time (urgent operational requirements) leads to partnerships with non-European industries, which does not give Europe the possibility to develop the required technologies & capabilities.



UAS MARKET IN THE EU

Non-Military Applications

The Obstacles



Funding – Common to all UAS

- There are no European institutions with adequate funding for UAS-related R&D and study programmes linked to practical demonstrator programmes (volcanic ash cloud sampling & monitoring should be an imperative).
- Neither EASA, nor EUROCONTROL, has adequate UAS-related R&D funding resources.
- FRONTEX does not have the financial means required for their ambitions.



UAS MARKET IN THE EU

Non-Military Applications

Efforts Contributing to Alleviation of the Obstacles



International - Regulatory

- ICAO UAS Study Group activities (publication of Circular 328).
- ICAO Civil/Military ATM Cooperation Initiative (publication of Circular 330).

European – Political

- EC's Hearing on Light UAS (Oct. 2009).
- EC's high level conference on UAS (1 July 2010).
- UAVS International's survey on Light UAS (MTOM < 150 kg) (industry base + current & potential applications) was supplied to the EC during the Hearing on Light UAS.
- UAVS International's petition to the EC in December 2010
- European Commission UAS Panel Initiative



UAS MARKET IN THE EU

Non-Military Applications

Efforts Contributing to Alleviation of the Obstacles



European – Regulatory - 1

- EUROCAE Working Group (WG) 73 has been struggling with creating proposals for UAS standards for 4 years. This effort is based on voluntary inputs from industry (which are currently not earning any money with UAS).
- EUROCAE WG73 SG4 on Light UAS has brought out a «Europeanized» version of the CAP 722 document produced by the CAA, UK, which will supply guidance for European civil aviation authorities.
- EUROCAE WG93 on Light Remotely Piloted Aircraft Systems (RPAS) is about to kick-off.
- EUROCONTROL-funded UAS-related studies (OAT, data links, spectrum, ATC simulation, etc) have all been supplied to EUROCAE WG for consideration.
- EUROCONTROL supplies personnel support to EUROCAE.
- JARUS (Joint Authorities for Rulemaking on Unmanned Systems) has been created by European national civil aviation authorities with the intent to harmonize, on a pan-European basis, their approaches & avoid duplication of work relative to regulations and certification standards. The draft technical & operational requirements for the certification & airspace access of Small UAS (MTOM < 150) produced by JARUS are supplied to EUROCAE WG73 & WG93 for consideration.



UAS MARKET IN THE EU

Non-Military Applications

Efforts Contributing to Alleviation of the Obstacles



European – Regulatory - 2

In October 2009, the EC organized its first UAS-centric hearing. In the EC's final report on the hearing on Light (Small) UAS (< 150 kg), it was recommended that standardization groups like EUROCAE evaluate the possibility of starting up dedicated activities aiming to develop specific solutions for Light UAS, with the view to speed up their insertion into civil managed airspace by producing dedicated standards. This suggestion is motivated by the following:

- a) The large number of SMEs involved with the development of Light UAS;
- b) SMEs are unable to participate in working groups on the same basis as Industry, mainly due to insufficient personnel, as well as time & financial restrictions;
- c) The standards for Light UAS have a specific & diverging nature in comparison to UAS MTOM >150 kg;
- d) The work methodology adopted, must be designed to specifically accommodate SMEs.

The start-up of EUROCAE WG93 on Light RPAS (Remotely Piloted Aircraft Systems), which replaces WG73's SG4 on Light UAS, was decided in December 2011, and it takes the aforementioned points into consideration. WG93 on Light RPAS has finalized its terms of reference, has organized its own SharePoint web site, defined its internal rules and work methodology, and will be kicked off on 23 & 24 May 2012.



UAS MARKET IN THE EU

Non-Military Applications

Efforts Contributing to Alleviation of the Obstacles



European Studies

- EC-funded projects (INOUI study, market study by Frost & Sullivan Study, etc).
- EDA-funded UAS-related studies: SIGAT (spectrum), MIDCAS (sense & avoid), Command & Control links (with ESA).
- ASD's Air4All initiative

NATIONAL - Regulatory

- National regulatory efforts of various depth & amplitude pertaining to UAS have taken place /are still taking place in BE, CH, CZ, FR, IE, IT, NL, NO, SE, UK.
- National activities are **not sufficiently coordinated** on a European level.

PS: National activities are mostly conducted in the national language (information sharing is problematic – and raises the problem of the funding of translation costs)



UAS MARKET IN THE EU

Non-Military Applications

Efforts Contributing to Alleviation of the Obstacles



NATIONAL – Regional Promotion

Various UAS-related regional initiatives, which in some cases consist of Centers of Excellence, have taken place or are starting to take place in DE, DK, ES, FR, IT, NL, NO, UK. These regional initiatives are often politically driven (job creation) and in many cases involve some form of regional investment (creation of start-ups, attracting new industry). These initiatives are **not coordinated on a European level**.

NATIONAL – Research & Studies

There are a good number of national R&D initiatives that have taken place and/or are still taking place. However, because national funding is used, the **results of such R&D programmes are not often shared** (for reasons of competition) with non-national entities, and consequently, there is a substantial risk of duplication of effort. The UK's ASTRAEA programme is a clear example, but also the most ambitious of such programmes.

PS: National studies are not always conducted in English (information sharing becomes problematic).



UAS MARKET IN THE EU

Non-Military Applications

EU Strengths



- European civil aeronautics is established as a world leader.
- Aviation Industry is prepared to reinvest in R&D.
- Military UAS capability can act as early adopter.
- Mutualisation of UAS assets is seriously being considered in a significant number of European countries.
- Establishment of STANAG 4671 for military UAS.
- Establishment of EASA responsibility for UAS >150 kg.
- JARUS established & contributing to European level harmonization of rules & regulations, and taking an international leading role.
- UAS operations are taking place but under special arrangements.
- Non-military BLOS (scientific) operations are taking place in Norway (out of Svalbard) under special conditions granted by CAA, Norway and these missions can contribute to supplying valuable statistics.
- Wide industry base including a large number of SMEs involved with UAS (systems, sub-systems).



UAS MARKET IN THE EU

Non-Military Applications

EU Weaknesses



- Lack of a coherent, well-funded, central procurement authority for non-military government applications.
- Large US governmental budgets lead to domination of international market segments.
- Availability of off-the-shelf products from US and Israel.
- No common, harmonized legislation to enable UAS insertion into non-segregated airspace.
- UAS Standards and Certification criteria are not (yet) established at European level.
- Initiatives to promote non-military applications have been ad hoc and uncoordinated.
- Key technologies for traffic insertion still maturing i.e. sense and avoid, LOS and BLOS equipment, health management and autonomy.
- Rules for segregated UAS operations vary between nations.
- Lack of agreed RF communications and sensor spectrum.
- No European-level agreement on training and licensing of UAS crews.
- No federation of European universities involved with aviation.
- No coordination of regional UAS-related initiatives on a European level.
- No European UAS centers of excellence.



UAS MARKET IN THE EU

Non-Military Applications

EU Opportunities



- Civil market offers significant opportunities in the very short & medium term.
- Europe is very conscience of environmental issues and UAS have wide application possibilities in this arena.
- Europe can position its industrial base to help set standards for the rest of the world.
- Early access to non-segregated airspace will enable Europe to better exploit the global market.
- Emerging technologies hold promise for exploitation across aviation and other sectors.
- UAS have the potential to be more cost-effective than current manned solutions.
- UAS are capable of missions that would not be possible with manned aircraft.
- UAS can be more effective than manned aircraft at dull, dirty & dangerous tasks.
- Dual-use technologies have emerged and are already being exploited e.g. solar electric HALE UAV (< 150 kg) with record-breaking endurance.
- Exploitation of military UAS operational experience.
- Mutualization of UAS assets offers significant potential for non-military governmental and European organizations to increase their capabilities and efficiency.
- Non-military UAS applications can create a totally new flight services industry.



UAS MARKET IN THE EU

Non-Military Applications

Conclusions



- Aeronautics is an important industry for Europe, and UAS represent a new paradigm and significant market growth opportunities.
- Military technologies have led the way; however, the non-military UAS markets promise higher and sustainable returns.
- The non-military UAS market has to be unlocked.
- Mutualisation of UAS assets could play a key role to make the capabilities offered by UAS available to non-military governmental organizations at a much reduced cost.
- Europe has a unique opportunity to build on an established technology base to fly UAS and put them to use for many public & private purposes with societal benefits.
- Europe has the potential to create a strong UAS industrial (manufacturing & services) base within this emergent strategic market & stimulate the creation of jobs.
- A robust and pragmatic UAS regulatory framework must be created.
- Investment must be stimulated in infrastructures and the prioritized core technology base at all levels, including Industry & SMEs (systems integrators, manufacturers at system & sub-system level, and service providers), scientific & academic community.
- Europe needs to act now to maintain or increase its competitive edge.
- To open the market, Europe needs to open its airspace.



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