

The 8th Bridging Transportation Researchers Conference (BTR#8)

12-13 August 2026

Building Urban Air Mobility: Technology, Policy, and Public Perception in China's Greater Bay Area

建设粤港澳大湾区城市空中交通：技术、政策与公众认知



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Outline 概要

Part I: Current Status, Trends, and Challenges of Low-Altitude Economy (LAE) Development

低空經濟發展現狀、趨勢及挑戰

Part II: What We Have Done (Theoretical Part)

我們的有關研究工作(理論部分)

Part III: Key Issues in the Development of Hong Kong's LAE

香港低空經濟發展關鍵問題

Part IV: Introduction to Strategic Public Policy Research Funding Scheme (SPPRF) Project and Major Policy Recommendations

關於策略性公共政策研究資助計劃（SPPRF）項目及主要政策建議

Part I: Current Status, Trends, and Challenges of Low-Altitude Economy (LAE) Development

第一部分：低空經濟發展現狀、趨勢及挑戰

National Development Strategy

國家發展戰略

2021年2月

《國家綜合立體交通網規劃綱要》首次將「低空經濟」寫入國家規劃，明確提出發展低空經濟

The National Comprehensive Transportation Plan first included the Low-Altitude Economy in the national strategy

2023年12月

中央經濟工作會議提出打造「低空經濟」等若干戰略性新興產業，加快產業轉型升級

The Central Economic Work Conference identified the low-altitude economy as a strategic emerging industry

2024年7月

黨的二十屆三中全會明確提出發展通用航空和低空經濟

The Third Plenary Session proposed developing low-altitude airspace and the low-altitude economy

2025年12月

國家發改委印發《低空經濟及其核心產業統計分類（試行）》，明確低空經濟概念與產業邊界

China issued the Statistical Classification of Core Industries of the Low-Altitude Economy (Trial)

2026年3月

《第十個五年規劃綱要》提出推進低空經濟健康有序發展，提升低空空域管理精細化水平，加強適航審定能力建設，強化低空飛行安全保障

The 15th Five-Year Plan emphasized safe and orderly development of the low-altitude economy

2023年6月

國務院、中央軍委《無人駕駛航空器飛行管理暫行條例》正式發佈，標誌著無人機運營管理迎來法律制度保障

China officially released interim regulations for unmanned aircraft flight operations

2024年3月

政府工作報告指出推動發展新質生產力，積極打造先進位造業、高端服務業集群，低空經濟等新增長引擎

The Government Work Report positioned the low-altitude economy as a new growth engine

2024年12月

國家發展和改革委員會成立低空經濟發展司

The NDRC established the Low-Altitude Economy Development Division



The Immense Potential of LAE

低空經濟的巨大潛力



Passenger travel
乘客出行



Delivery
物流配送



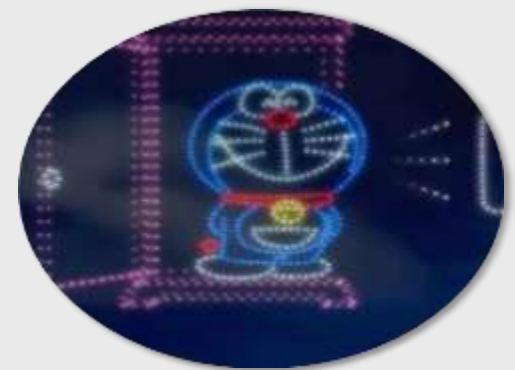
Inspection and monitoring
巡查與監測



Unmanned Farming
無人化農業



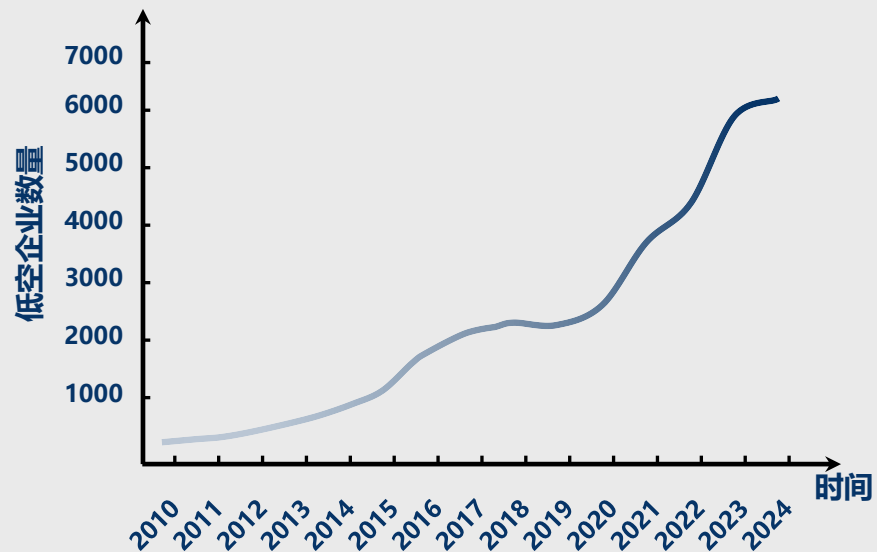
Public service
公共服務



Drone show
無人機表演

The LAE Is Experiencing Strong Growth Momentum

低空經濟發展勢頭強勁



Growth of LAE Company in GBA

大灣區低空企業數量變化趨勢

LAE has exceeded **850 billion** with expanding applications and growing policy support

我國低空經濟產值達8500億，應用場景持續拓展、政策支援力度不斷加大，發展勢頭強勁



Drone delivery, agricultural drones, drone shows, and eVTOL applications

無人機外賣、農業無人機、無人機表演、空中的士等應用場景

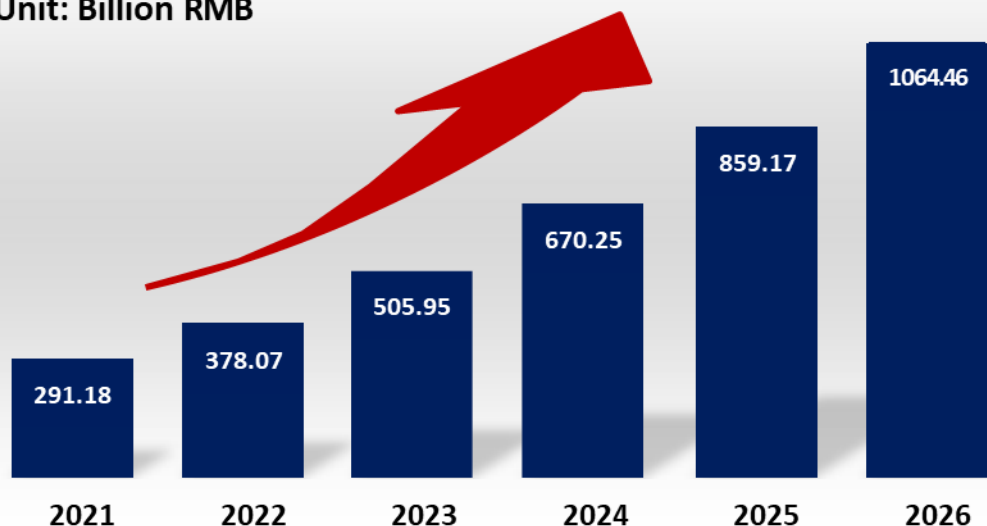
LAE Development: the **Greater Bay Area**

粵港澳大灣區低空經濟發展

The Outline Development Plan for the Guangdong-Hong Kong Macao Greater Bay Area 《粵港澳大灣區發展規劃綱要》，issued in 2019, highlights the need for reforms in low-altitude airspace management, the acceleration of general aviation progress, and the promotion of cross-border aircraft services.

Forecast of China's LAE market value

Unit: Billion RMB



- Spanning 56,000 square kilometers and home to approximately 90 million people, the Greater Bay Area is a leader in the development of low-altitude economics.
- **> 90%** of China's exported drones are from the Greater Bay Area.
- **~ 70%** of the world's consumer drone market share comes from the Greater Bay Area.
- **220,000** food orders were delivered using drones
 - by Meituan in the Greater Bay Area.
- A general aviation network has been established.

Seven Urban Air Mobility (UAM) Principles

城市空中交通七項原則



Safety

New forms of air transport must achieve levels of safety performance consistent with conventional aviation operations.



Sustainability

UAM must improve environmental outcomes and embrace innovation to achieve measurable behaviors.



Equity of Access

There should be equitable access to mobility for disadvantaged communities.



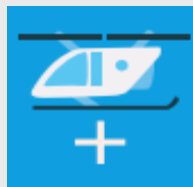
Low Noise

Noise disturbances should be measured and mitigated by a community-first approach.



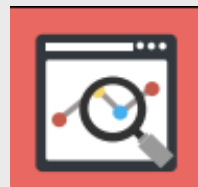
Local Workforce Development

UAM is expected to increase jobs on the ground and in the air.



Multimodal Connectivity

UAM should connect to existing, high-quality transport options, offering seamless travel.



Purpose-Driven Data Sharing

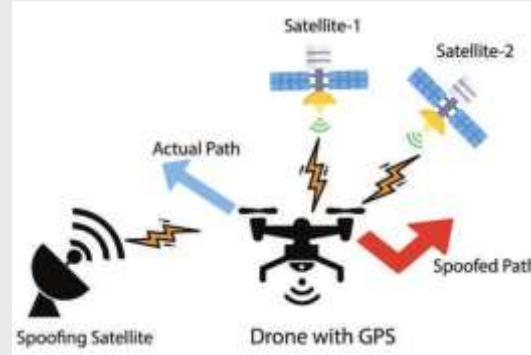
Data sharing should help providers quickly respond to passenger need and market demand.

Technical Problems and Challenges for LAE Development

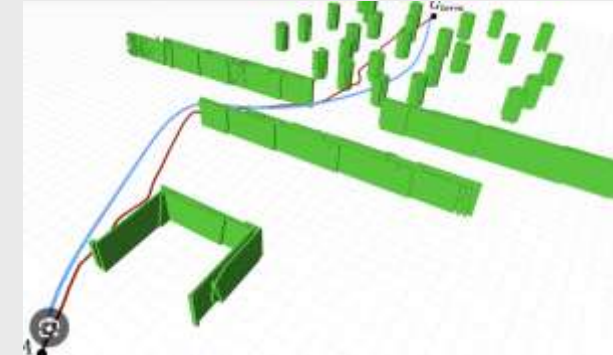
低空經濟開發中的技術問題與挑戰



Infrastructure Investment



Reliable Positioning



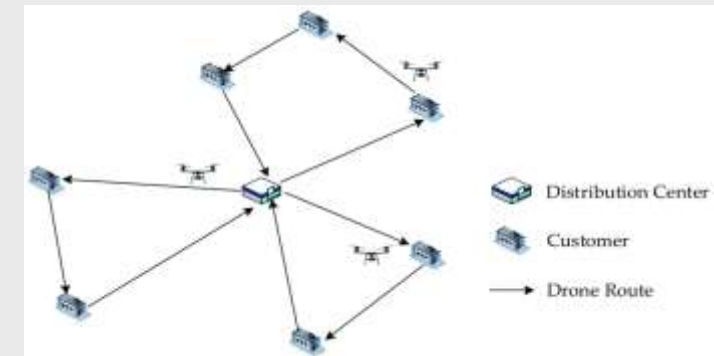
Control and Navigating



Sensing and Communication



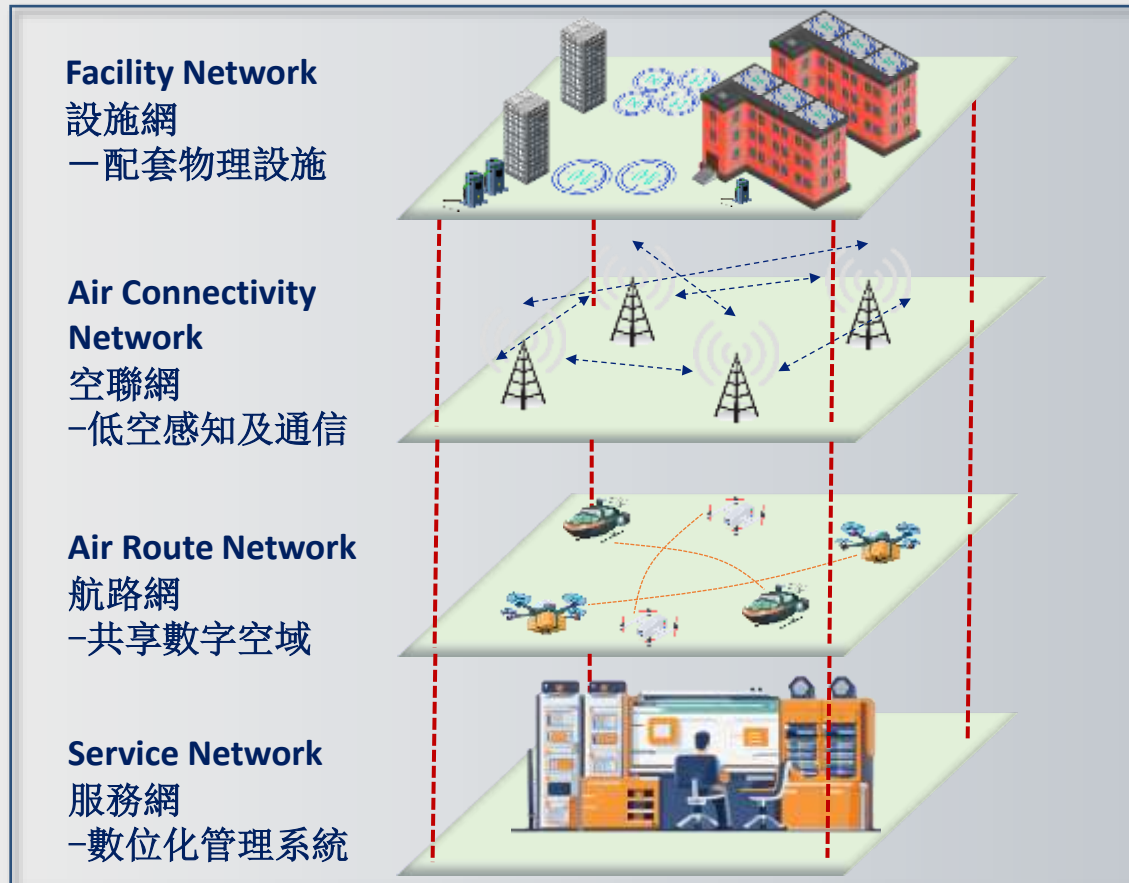
3D GIS-based Airspace Management Platform



Route Planning and Scheduling

An integrated low-altitude mobility system

四網融合的低空出行系統



Infrastructure network is the foundation

基礎設施網絡是基礎

- **Building a diversified, well-coordinated air-ground transport network and optimizing low-altitude infrastructure are essential**

建立模式多元、統籌銜接的空地一體交通網絡，優化低空基礎設施的規劃、建設與管理是重中之重



LAE development, operation, and management are core

低空系統建設、運營與管理是核心

- **Unclear demand** 低空出行需求
- **Infrastructure planning** 規劃方案
- **Air-ground network coordination** 空地網絡聯動
- **Regulation efficiency** 設施管理規制政策體系

Part II: What We Have Done (Theoretical Part)

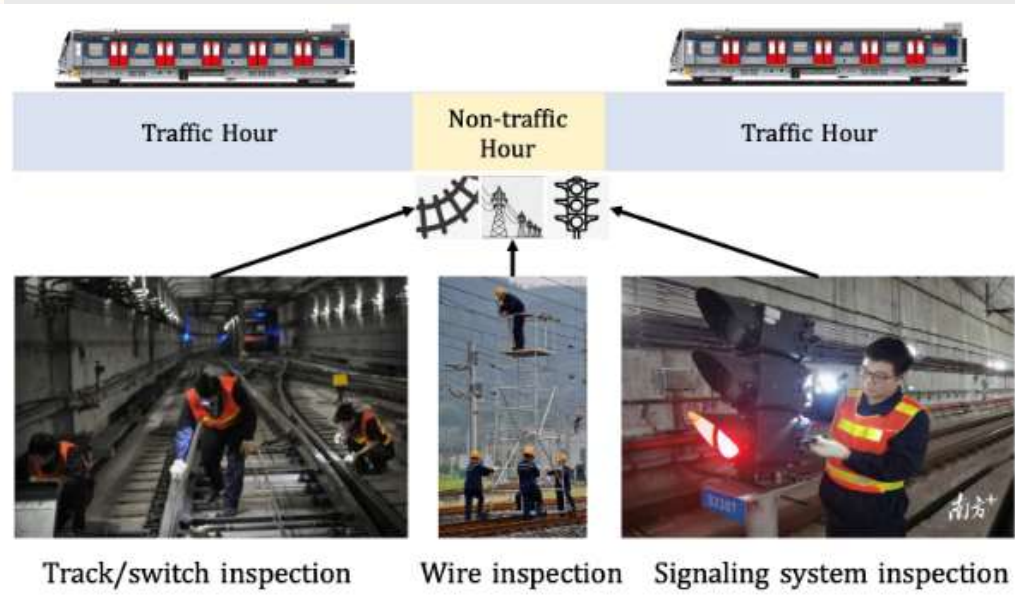
第二部分：我们的有关研究工作(理論部分)

Design and Optimization of Unmanned Aerial Vehicle (UAV) Services for Urban Inspection and Monitoring

- Zhou, B., Liu, W., Yang, H., 2023. Unmanned aerial vehicle service network design for urban monitoring. *Transportation Research Part C: Emerging Technologies*, 157, 104406.
- Zhou, B., Zeng, W., Liu, W., Yang, H. (2025). Scheduling UAV-assisted urban subway inspection services. *Transportation Research Part B: Methodological*, 199, 103287.



UAV Routes for Urban Monitoring



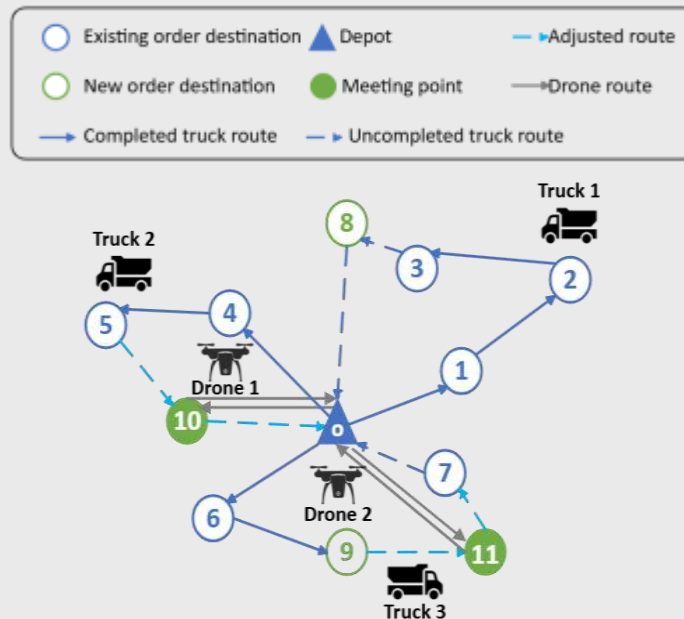
Inspection of Urban Subway Facilities



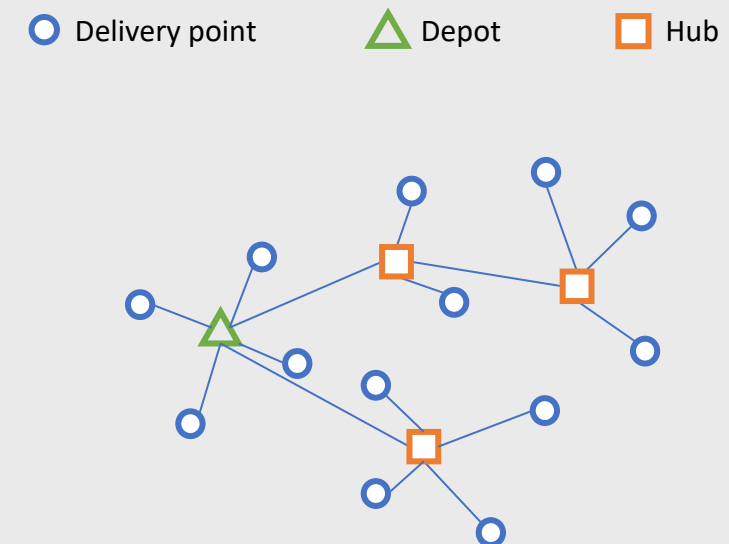
Multi-depot location-routing for UAVs

Design and Optimization of UAV Services for Urban Delivery

- Xia, Y., Zeng, W., Zhang, C., Yang, H., 2023. A branch-and-price-and-cut algorithm for the vehicle routing problem with load-dependent drones. *Transportation Research Part B: Methodological*, 171, 80-110.
- Zeng, W., Yang, H., Wang, H., Qi, M. (2025). Urban delivery with a coordinated fleet of trucks and drones. *Informa Journal on Computing*, major revision.
- Zeng, W., Jiang, R., Yang, H., Wang, H., 2024. Two-stage drone delivery network design with uncertain demand (https://tristan2025.org/proceedings/TRISTAN2025_ExtendedAbstract_407.pdf).
- Zhou, B., Zeng, W., Yang, H. (2025). Multi-trip UAV-UGV delivery network design with release times. *Transportation Research Part C: Emerging Technologies*, 181, 105389.



Truck and Drone Collaborative Delivery



Drone-based Delivery Network

Urban Delivery: A Branch-and-price-and-cut Algorithm for the Vehicle Routing Problem with Load-dependent Drones

Key Focus

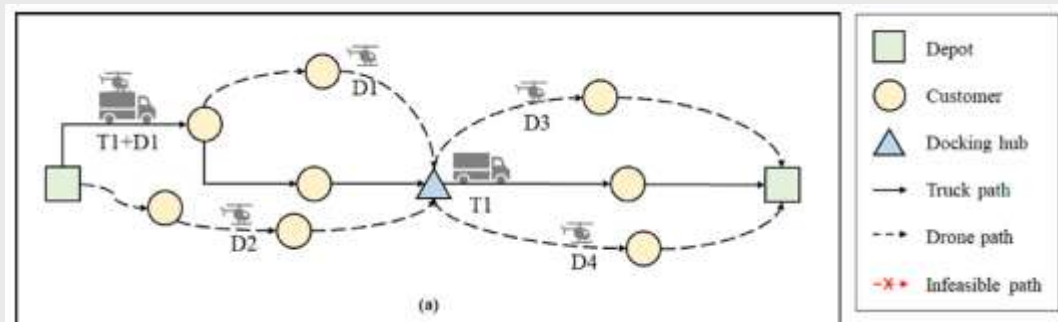
- **Load-dependent energy consumption** of drones in collaborative truck-drone delivery
- Optimal routing with **docking hubs** to enhance efficiency

Methodology

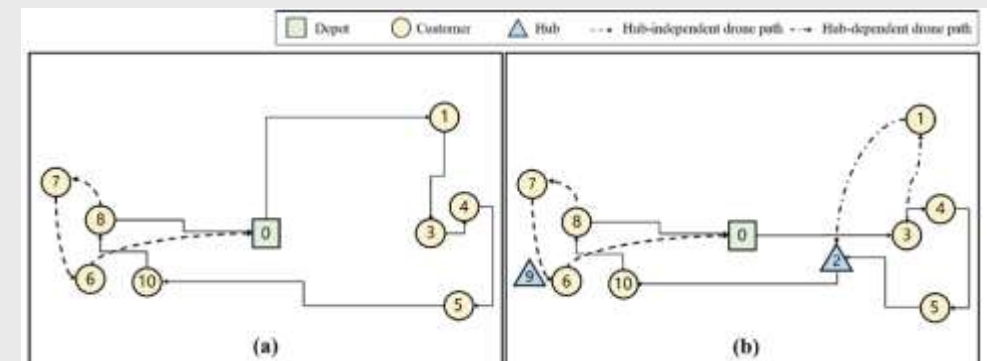
- **Exact Branch-and-Price-and-Cut algorithm**, solves **larger-scale instances to optimality** (validated via extensive experiments)
- **Advanced energy modeling** for realistic drone performance

Key Findings

1. **Energy-Aware Drones:** Accurate energy models increase reliance on **trucks & hubs** for efficiency.
2. **Strategic Hub Placement:** Proper hub locations reduce costs and improve coordination.
3. **Scalability:** Algorithm outperforms benchmarks on various instances.



Schematic examples for vehicle routing problem with load-dependent drones



The solution with respect to different numbers of hubs

Urban Delivery: Operations with a Coordinated Fleet of Trucks and Drones

Research Focus

Developing an efficient urban delivery system using:

- **A coordinated fleet of trucks** (for bulk parcel delivery)
- **On-demand drones** (for dynamic resupply to meet delivery needs)

Methodology

1. JAMES Framework:

- **Exact joint Assigning, Meeting, and Scheduling** approach
- Solves the **NP-hard problem** with exponential variables/constraints

2. Online Policy:

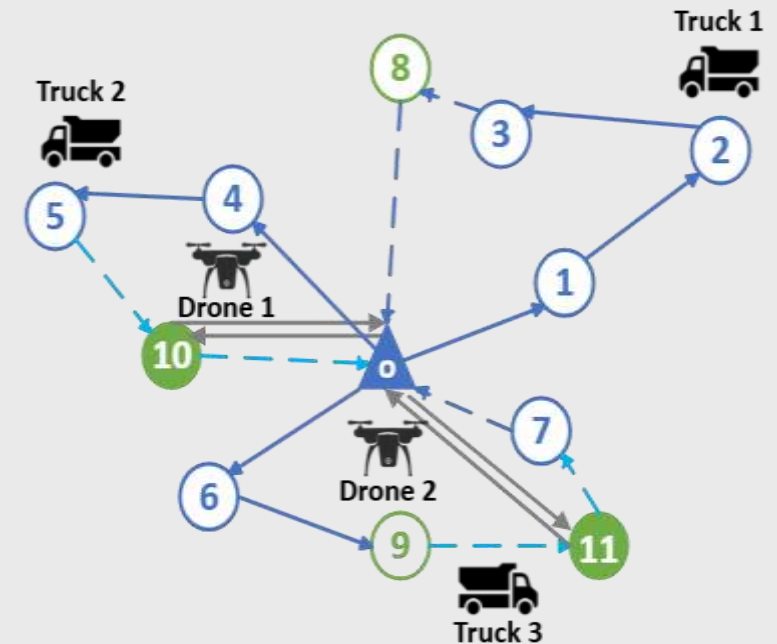
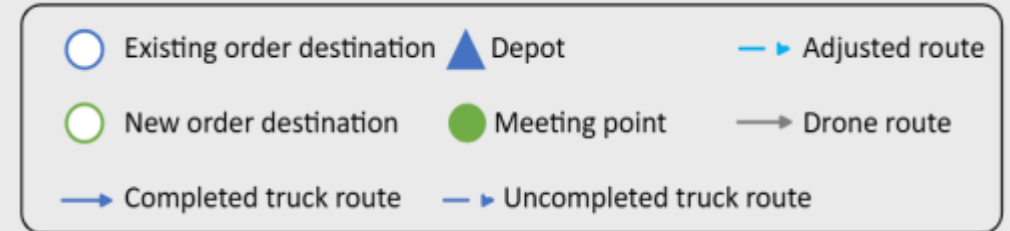
- Handles **dynamic environments** with vast state spaces
- Optimizes **long-term system performance**

Case Study: Singapore Dataset

- **20-30% higher efficiency** vs. traditional delivery
- **More robust performance** under limited resources
- Maintains **higher service levels** during peak demand

Key Benefits

- **Cost-effective** – Reduces operational costs by optimizing resources
- **Scalable** – Adapts to dynamic urban delivery demands
- **Reliable** – Ensures consistent service levels



Truck and drone collaborative delivery

Urban Delivery: Two-stage Drone Delivery Network Design with Uncertain Demand

Key Innovations

- **Novel two-stage distributionally robust optimization (DRO) model** that simultaneously considers:
 - **Arc accessibility uncertainty** (weather, no-fly zones)
 - **Demand variability** (dynamic customer needs)
 - **Drone operational constraints** (range, payload, battery)

Advanced Methodology

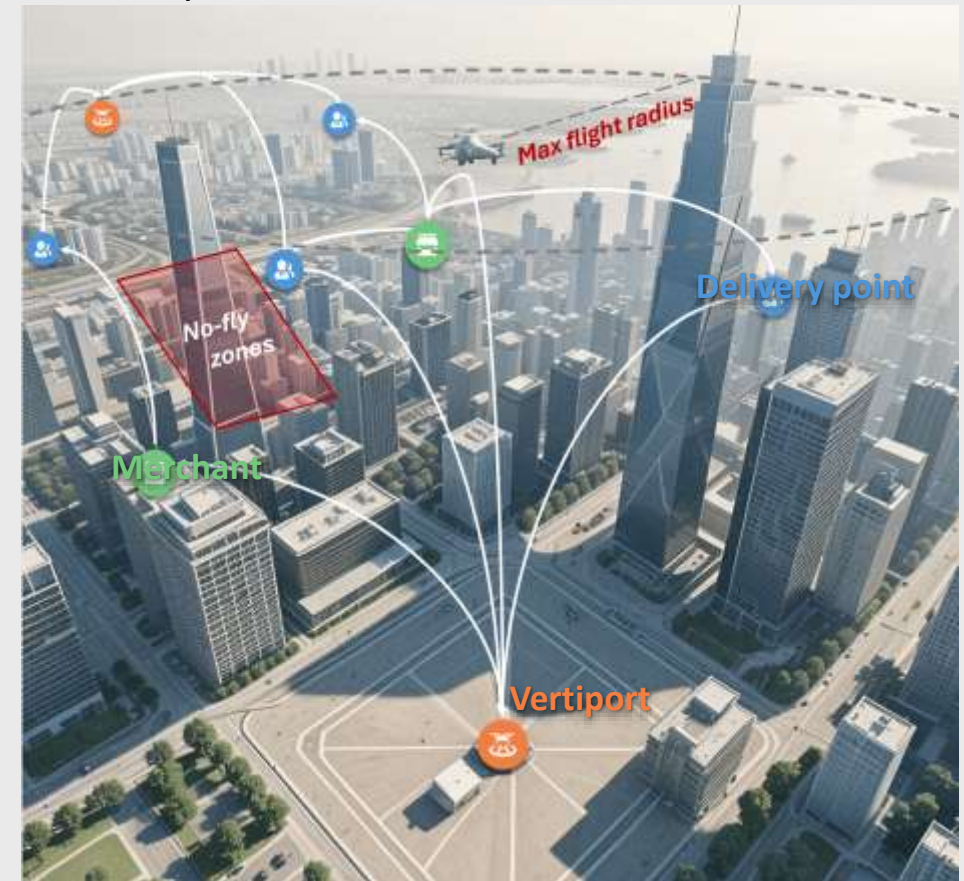
- **Hybrid solution framework** combining:
 - **Benders decomposition** for efficiency
 - **Column-and-constraint generation** for accuracy
 - **Distribution separation procedure** for robust solutions

Real-World Validation

- **Extensive computational experiments** using:
 - Actual urban delivery network data
 - Multiple uncertainty scenarios
 - Benchmark comparisons

Key Results:

- **Improvement** in reliability vs. deterministic models
- **Cost reduction** under worst-case scenarios
- Maintains service levels during **demand surges**



Urban drone delivery network design

Urban Delivery: Multi-trip UAV-UGV Delivery Network Design with Release Times

Key Components:T

- Flying drones (UAVs) for fast aerial transport
- Ground vehicles (UGVs) for final delivery
- Smart docking hubs for seamless transfers

Real-World Considerations:

- Strict delivery time windows
- Varying package availability times
- Vehicles can make multiple trips

Our Approach:

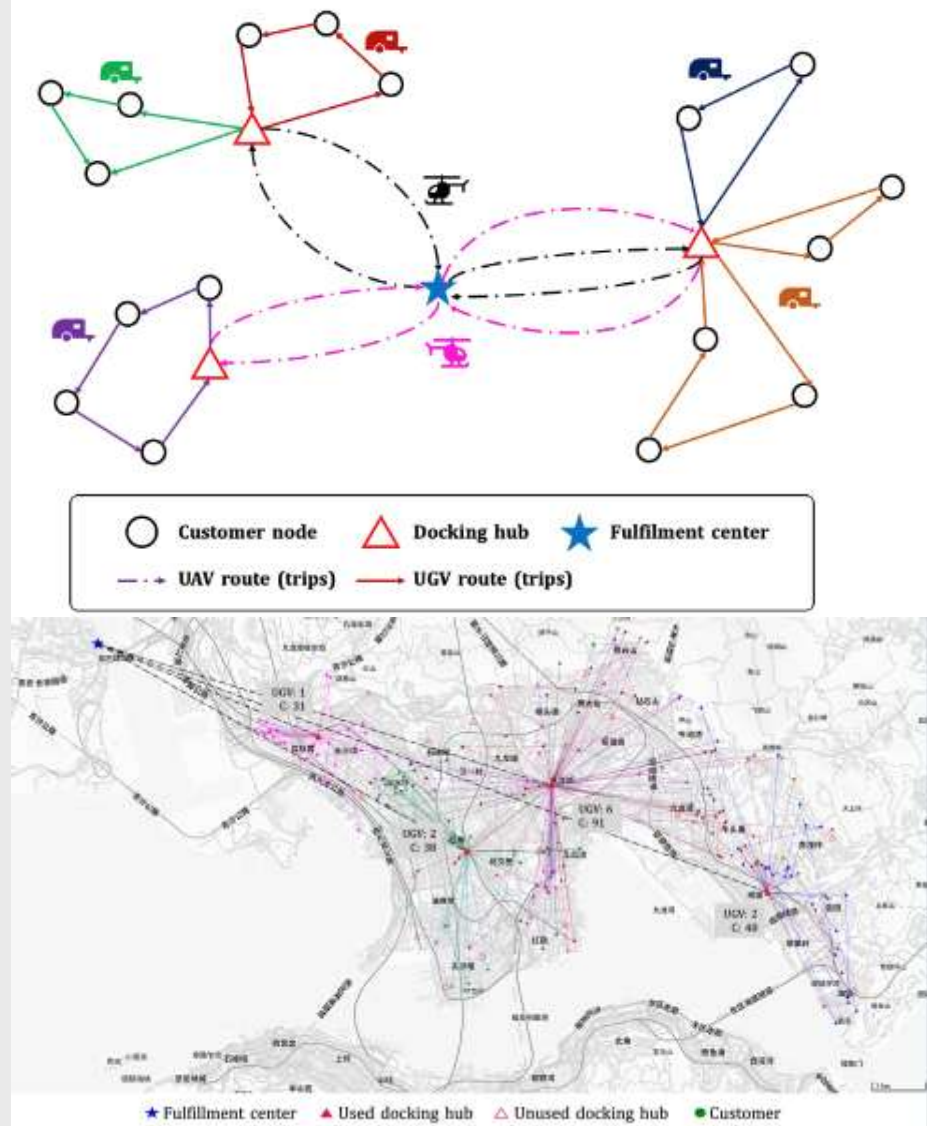
1. Optimization Model that calculates:

- Best hub locations
- Ideal number of drones/vehicles
- Most efficient routes

2. Smart Algorithm that quickly solves complex decisions

Key Benefits:

- Lower operating costs
- More reliable deliveries
- Better resource utilization



Part III: Key Issues in the Development of Hong Kong's LAE

第三部分：香港低空經濟發展关键问题

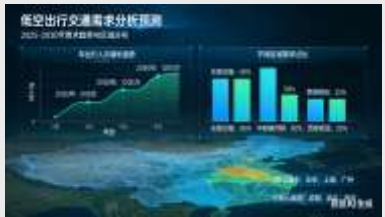
Development Framework of the LAE

低空經濟的發展框架

Research Framework and Key Issues

研究框架与关键问题

構建用戶畫像揭示 需求特徵與機理



Demand is the driving force

需求是发展驱动力

建立政策框架明確 發展目標與路徑



Policy is the guiding direction

政策是引領方向標

兼顧協同性與韌性的 設施布局規劃



Infrastructure is the foundation

佈局是基本支撐面

考慮不確定與多主 體博弈的建設策略



Construction is the key to implementation

建設是應用落腳點

多模式-多層級聯 動運營管理



Operations are the lifeline

運營是保障生命線

Demand Analysis and Forecasting
交通需求分析預測

Policy and Institutional Design
政策規制與機制設計

Infrastructure Layout Planning
基礎設施佈局規劃

Multi-Stage Construction Strategy
多阶段建设策略

Service Operations Management
服務運營管理與優化

Positioning and Strategy for the Development of Hong Kong's LAE

關鍵問題一：香港低空經濟發展的定位與策略

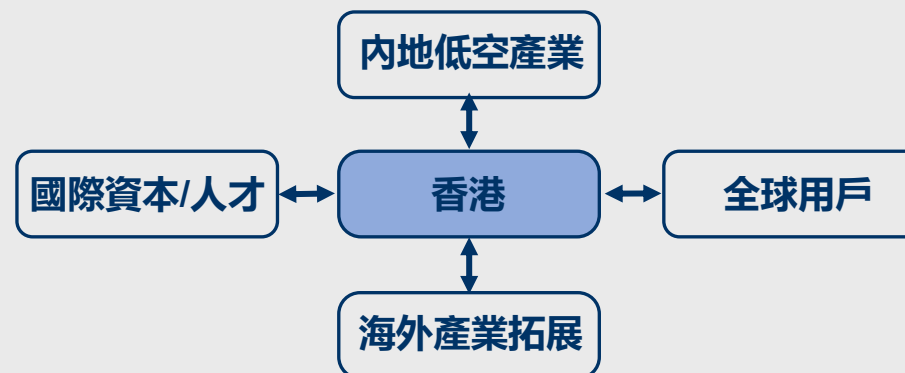


▶ Hong Kong's Unique Advantages 香港的獨特優勢



- International Financial Center
國際金融中心
- International Standards
國際標準接軌
- International Demonstration
國際展示窗口

▶ Hong Kong's Positioning 香港的定位



Roles of Hong Kong 香港可扮演的角色

- International Rules
國際規則與認證平臺
- Cross-Border Hub
跨境低空交通試點
- Connector for Global Industry
國際資本與產業連接器

Hong Kong's value lies not only in its market, but also in its role as a **“Global Connector”**
香港的價值不僅在市場規模，更在於其**國際化平臺**功能，是國際化的**“超級聯繫人”**

From Policy-Driven to Demand-Driven

關鍵問題二：如何由政策導向轉換為需求導向

- Demand is the driving force
需求是低空经济发展的驱动力
- The key for LAE to shift from policy-driven to market-driven
需求是低空经济从政策驱动走向市场驱动可持续发展的关键

Core Principles of Demand-Driven Development

需求導向發展的核心原則



User-Centered
以用戶為核心



Market Validation
以市場為檢驗



Demand-Oriented
以需求為導向



Ecosystem Support
以生態為支援

Focus on High-Value Applications and Expand Operations

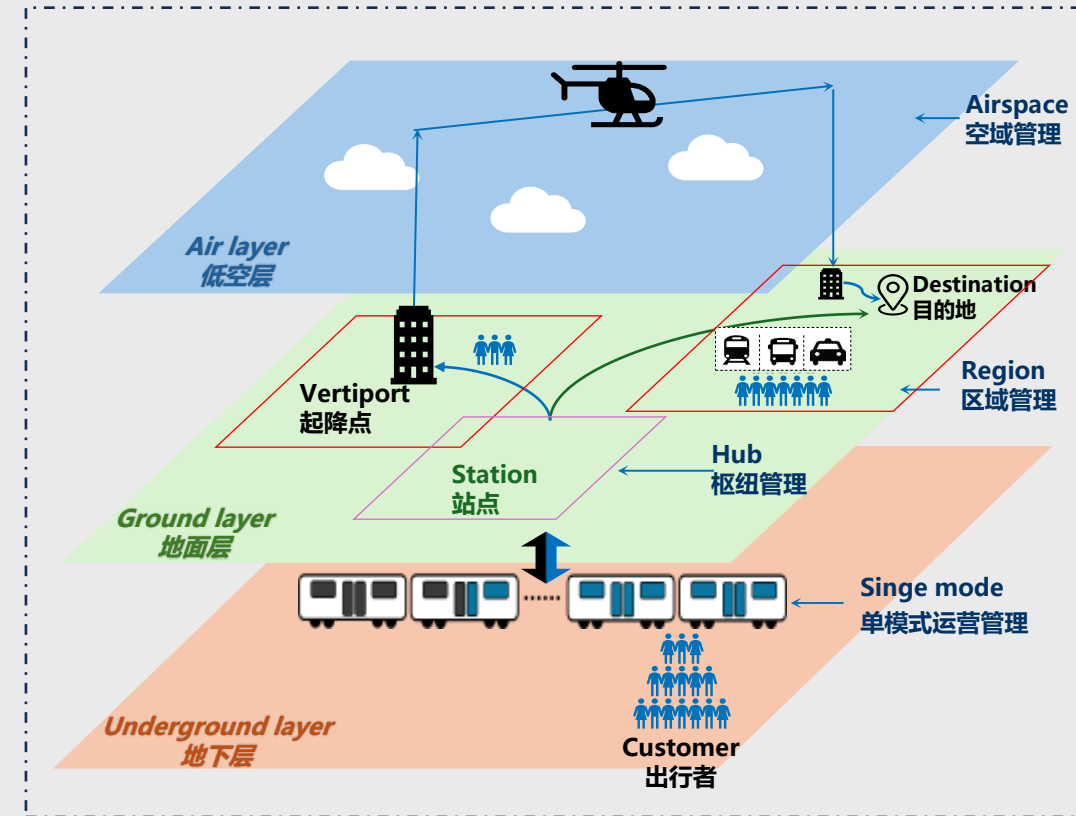
聚焦高價值應用場景，循序漸進拓展運營範圍

- Island Monitoring & Inspection 島嶼監測與巡查
- Emergency Rescue 應急救援與災害響應
- Public Service Support 公共服務保障
- Medical Delivery 醫療物資運輸



Government Roles and Demand-Driven Development

關鍵問題三： 政府角色与市场化发展



Multi-Modal and Multi-Level Integrated 3D Travel System

三維多模式多層級城市空中交通網絡

Build new infrastructure operation models, balance stakeholder interests, and maximize social benefits.

构建设施布局、建设、管理、运营新模式，平衡政府、企业与用户的利益，实现社会整体效益最大化

Part IV: Introduction to Strategic Public Policy Research Funding Scheme (SPPRF) Project and Major Policy Recommendations

第四部分：关于策略性公共政策研究资助计划项目及主要政策建議

Introduction to Strategic Public Policy Research Funding Scheme (SPPRF)

香港特别行政区政府特首政策组研究项目进展介绍

1 Jan 2025 – 31 Dec 2027

Development Strategies for an Advanced Air Mobility Network in the Guangdong–Hong Kong–Macao Greater Bay Area

粵港澳大灣區先進空中運輸網絡發展策略研究



香港科技大學
THE HONG KONG UNIVERSITY OF
SCIENCE AND TECHNOLOGY



THE HONG KONG
POLYTECHNIC UNIVERSITY
香港理工大學



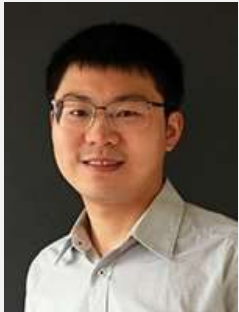
香港科技大學(廣州)
THE HONG KONG UNIVERSITY OF SCIENCE
AND TECHNOLOGY (GUANGZHOU)

Multi-disciplinary Team

跨學科團隊



PI, Prof. Hai Yang, Changjiang Chair Professor, Chair Professor,
Dept. of Civil and Environmental Eng. and **Founding Director** of
HKUST–DiDi Joint Research Laboratory, **HKUST.**



Co-I, Prof. Wei Liu
Presidential Young Scholar,
Associate Professor
and **Associate Head,**
Dept. of Aeronautical
and Aviation Eng.,
HKPU.



Co-I, Prof. Jack Chin
Pang
Cheng
Professor and
Associate Head, Dept.
of Civil., Director of
BIM Lab **HKUST.**



Co-I, Prof. Shuai Jia
Assistant Professor,
Thrust of Intelligent
Transportation,
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Co-I, Prof.
Guodong Lyu
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Dept. of
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Systems, **HKUST.**



Co-I, Prof. Xiaotong
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Thrust of Intelligent
Transportation,
HKUST(GZ).



Co-I, Prof. Pengyu
Zhu
Professor, Director
of the Center for
Applied Social and
Economic Research,
HKUST.

Research Objectives

研究目標

*The **primary objective** is to design, analyze, and evaluate the advanced air mobility (AAM) systems, providing a comprehensive perspective to assist government authorities in making policies and regulations, balancing innovation with safety, environmental considerations, and social welfare.*

主要目標是設計、分析和評估先進空中交通（AAM）系統，提供全面的視角來指導政府當局制定政策和法規，平衡創新與安全、環境考量和社會福利。

- 1. To analyze the demand features, market structure, regulatory framework, and to examine their impacts on the advanced air mobility network.*

分析需求特徵、市場結構、監管框架，並研究它們對先進空中交通網絡的影響。

- 2. To design an advanced air mobility infrastructure network for efficient facility location and multi-type service provision.*

設計先進空中交通基礎設施網絡，以實現高效率的設施選址的及多類型服務的提供。

- 3. To build a simulation framework of optimal infrastructure location and low-altitude route planning for AAM in the Guangdong-Hong Kong-Macao Greater Bay Area.*

建立粵港澳大灣區先進空中移動最佳基礎設施選址與低空航線規劃的模擬平台。

Research Tasks and Strategies

研究任務與策略

需求特徵、市場結構與
監管框架分析（任务1）

**Analysis of Demand
Features, Market Structure
and Regulatory Framework
(Task 1)**

*Market behavior
as input*

Network scenarios

**Advanced Air Mobility
Infrastructure Design
(Task 2)**

先進空中交通基礎設施
設計（任务2）

Methodology

- Extensive surveys and data collection
- Behavioral economics models
- User equilibrium theory
- Market operation analysis
- Policy and mechanism design

Evaluation

*Policy
options*

*Network
scenarios*

**3D Simulation Platform
(Task 3)**

Decisions:

- Vertiport location
- Air route
- Design capacity
- Infrastructure and services

Key factors:

Safety; Noise; Privacy risks; Environmental considerations, etc.

Performance metrics

Operational efficiency; Safety; Regulatory compliance

Empirical Analysis: Industry Engagement and User Surveys

实证基础：行业走访交流与用户调查

■ Field Research in LAE Industry

低空经济行业实地调研&交流合作

The research team visited **over 20 LAE companies** in the GBA, including EHang, Fengyi UAV, and Meituan Drone, to discuss drone technology, platform operations, airspace management, and low-altitude transportation integration

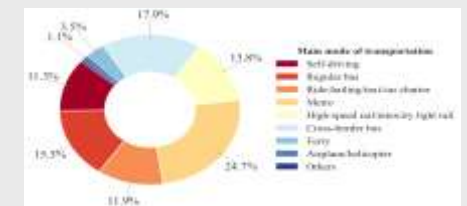
研究團隊實地走訪了大灣區多家低空經濟企業，如億航智能、豐翼無人機、美團無人機等20餘家企業，就無人機技術、平台運營、空域管理及低空與交通系統融合等議題進行了深入交流

■ Hong Kong User Survey

香港用户问卷调查

The research team conducted a **survey among residents in Hong Kong and the Greater Bay Area** regarding on low-altitude economy services, **collecting over 3,000 valid responses**. The survey covered usage intention, user demand, price sensitivity, safety and privacy concerns, and supporting facilities, providing data support for user profiling and application scenarios

研究團隊面向香港居民及大湾区11个城市居民開展了低空經濟用戶問卷調查，覆蓋不同人群與使用場景，累計回收有效問卷3000余份。圍繞低空出行服務的使用意願、核心需求、價格敏感度、安全與隱私顧慮以及配套設施等維度展開，構建用戶畫像，為應用場景落地提供數據支撐



受访者跨境出行主要交通方式分布



受访者跨境出行主要目的分布

Policy Recommendations from the Industry Perspective

基於企業視角的政策建議

Policy Recommendations from the Industry Perspective

基於企業視角的政策建議（1）

1. Regulatory Alignment & Sandbox Optimization 監管協同與沙盒優化

- **Fast-track legislative amendments:** Expand drone and eVTOL regulations to include mid- and large-sized aircraft; update laws to enable mutual recognition of pilot licenses and airworthiness certificates with GBA cities
加速立法修訂：擴展無人機及eVTOL監管範圍，涵蓋中大型飛行器；更新法律，實現與大灣區城市飛行員執照及適航證書的互認
- **Enhance Sandbox pilots:** Allocate dedicated airspace and landing sites for Sandbox projects; establish a centralized online platform for LAE flight applications to simplify and expedite regulatory approvals
加強沙盒試點：為沙盒項目劃定專用空域和起降場地；建立低空經濟飛行申請集中線上平台，簡化並加快監管審批流程
- **Establish a cross-border regulatory taskforce:** Coordinate with GBA counterparts to streamline cross-border LAE flight approvals, mutually recognize flight permits, operator qualifications, and aircraft certification, and promote unified regulatory standards across the region
設立跨境監管專責小組：與大灣區相關方協作，優化跨境低空經濟飛行審批流程，實現飛行許可、運營資質及飛機認證的互認，推動區域統一監管標準

Policy Recommendations from the Industry Perspective

基於企業視角的政策建議（2）

2. Infrastructure Investment & Centralized Platform Management 基建投資與集中平台管理

- **Public funding for strategic facilities:** Prioritize government investment in vertiports, drone charging stations, and real-time environment monitoring
公共資金投入戰略設施：優先由政府投資於垂直起降場、無人機充電站及實時環境監測設施
- **Unified LAE platform:** Develop a city-wide digital airspace management system with APIs for operators, integrating meteorological, 5G, and geofencing data, and enabling automated flight approvals
統一的低空交通管理平台：建設全港數字化空域管理系統，為運營商提供API介面，整合氣象、5G及電子圍欄數據，實現自動化飛行審批
- **Facilitate government-guided industry collaboration.** Encourage industry operators to work together, with government coordination, to develop interoperable business formats
促進政府引導下的產業協作：鼓勵行業運營商在政府協調下共同合作，推動商業模式的互通兼容

Policy Recommendations from the Industry Perspective

基於企業視角的政策建議（3）

3. Talent Cultivation & Development 人才培育與發展

- **Expand academic programs:** Support universities and colleges to offer specialized LAE degrees and certification for drone and eVTOL pilots, maintenance technicians, and UTM managers
擴展學術課程：支持大學及職業院校開設專業低空經濟學位項目及無人機、eVTOL飛行員、維修技術員和LAE管理人員的認證課程
- **Talent exchange mechanisms:** Launch GBA-wide internship and exchange programs for students and professionals in R&D, operations, and airspace management
人才交流機制：在大灣區範圍內推動學生與專業人士在研發、運營及空域管理等領域的實習與交流計劃
- **Attract global experts:** Provide relocation incentives and streamlined work permits for international talent in airworthiness certification, digital aviation, and IP management
吸引全球專家：為從事適航認證、數字低空和知識產權管理的國際人才提供搬遷激勵和簡化的工作許可流程

Policy Recommendations from the Customer Perspective

基於用戶視角的政策建議

Policy Recommendations from the Customer Perspective

基於用戶視角的政策建議（1）

1. Improve first/last-mile connections and reduce procedure time / 改善第一 / 最後一公里的接駁，並縮短安檢與通關等地面相關流程時間

- Optimize vertiport location & ground access / 優化vertiport選址與地面接駁
 - 1) Locate initial vertiports at high-connectivity transportation nodes / 將Vertiport佈局於高連通性的交通樞紐
 - 2) Provide seamless first/last-mile access (walk links, dedicated curb space, feeder shuttles, integration with ride-hailing/taxi) / 提供無縫的「第一/最後一公里」接駁方案（步行連接、專用路側空間、接駁巴士、與網約車/計程車整合）
- Streamline passenger process & oversight / 簡化乘客流程與監管
 - 1) Streamline check-in, ID verification, security, and customs through standardized, predictable, and digitally-enabled processes / 通過標準化、可預測且數位化的流程，精簡身份驗證、安檢與清關
 - 2) Establish clear multi-agency coordination rules for cross-border trips; regulators should monitor and manage “Time in Process” as a key service performance indicator alongside safety compliance / 建立清晰的跨境出行多部門協調規則；將流程耗時作為與核心服務績效指標進行監控與管理

Policy Recommendations from the Customer Perspective

基於用戶視角的政策建議 (2)

2. Enhance safety and reliability and establish standards for privacy, comfort, and noise / 提升安全及可靠性，並建立可執行的隱私、舒適與噪音標準

- Strengthen safety governance & resilience / 強化安全治理與韌性
 - 1) Strengthen user trust through transparent safety governance, regular audits, and on-site emergency readiness / 通過透明的安全治理、定期審計及現場應急準備來強化使用者信任
 - 2) Mandate operators to adopt incident-response plans and public reporting to maintain confidence after any incident / 強制要求運營商制定事件回應計劃並進行公眾報告，以在任何事件后維持公眾信心
- Establish enforceable experience standards / 建立可執行的體驗標準
 - 1) Establish clear rules for data privacy and monitoring / 為數據隱私與監控建立明確規則
 - 2) Require measurable comfort and noise standards in certification and licensing to support public acceptance / 在認證與許可中，要求符合可量化的舒適度與噪音標準，以支持公眾接受度

Policy Recommendations from the Customer Perspective

基於用戶視角的政策建議 (3)

3. Deploy in phases and tailor services by user groups and trip purposes / 分階段推行服務，並根據用戶群體及出行目的進行差異化設計

- Adopt a phased and tailored rollout strategy / 採用分階段、差異化的推廣策略
 - 1) Strategy: Implement phased deployment and market segmentation to better accommodate heterogeneous user needs rather than a one-size-fits-all approach / 取分階段部署與市場區隔，以更妥善回應使用者需求的異質性，而非採用一體適用的單一模式
 - 2) Action: Start with corridors and user groups where time savings and willingness-to-pay are highest (e.g., time-sensitive business, premium leisure travel), expanding access as reliability and network coverage improve / 從時間節約價值和支付意願最高的走廊及用戶群體起步（例如：時間敏感的商業出行、高端休閒旅遊），隨著可靠性和網路覆蓋的提升逐步擴大服務範圍

Policy Recommendations from the Customer Perspective

基於用戶視角的政策建議（4）

4. Promote equitable access and avoid a premium-only service pattern / 促進服務公平性，避免僅提供高端服務模式

- Proactively demonstrate public value / 主動構建普惠的公共價值
 - 1) Targeting corridors with poor ground connectivity to improve door-to-door time reliability / 服務於地面連通性差的走廊，改善門到門時間可靠性
 - 2) Position LAE as a complement that strengthens overall network connectivity and resilience, not an isolated premium option / 將LAE定位為加強整體交通網路連通性和韌性的補充性服務，而非孤立的高端選項
 - 3) Foster the initial market with policy incentives, stimulate demand through high-value applications, and gradually extend services to the broader public / 以激勵政策培育初始市場，以高端應用帶動需求增長，逐步向公共服務普及

Demonstration of the Advanced 3D Air Mobility Simulation Platform

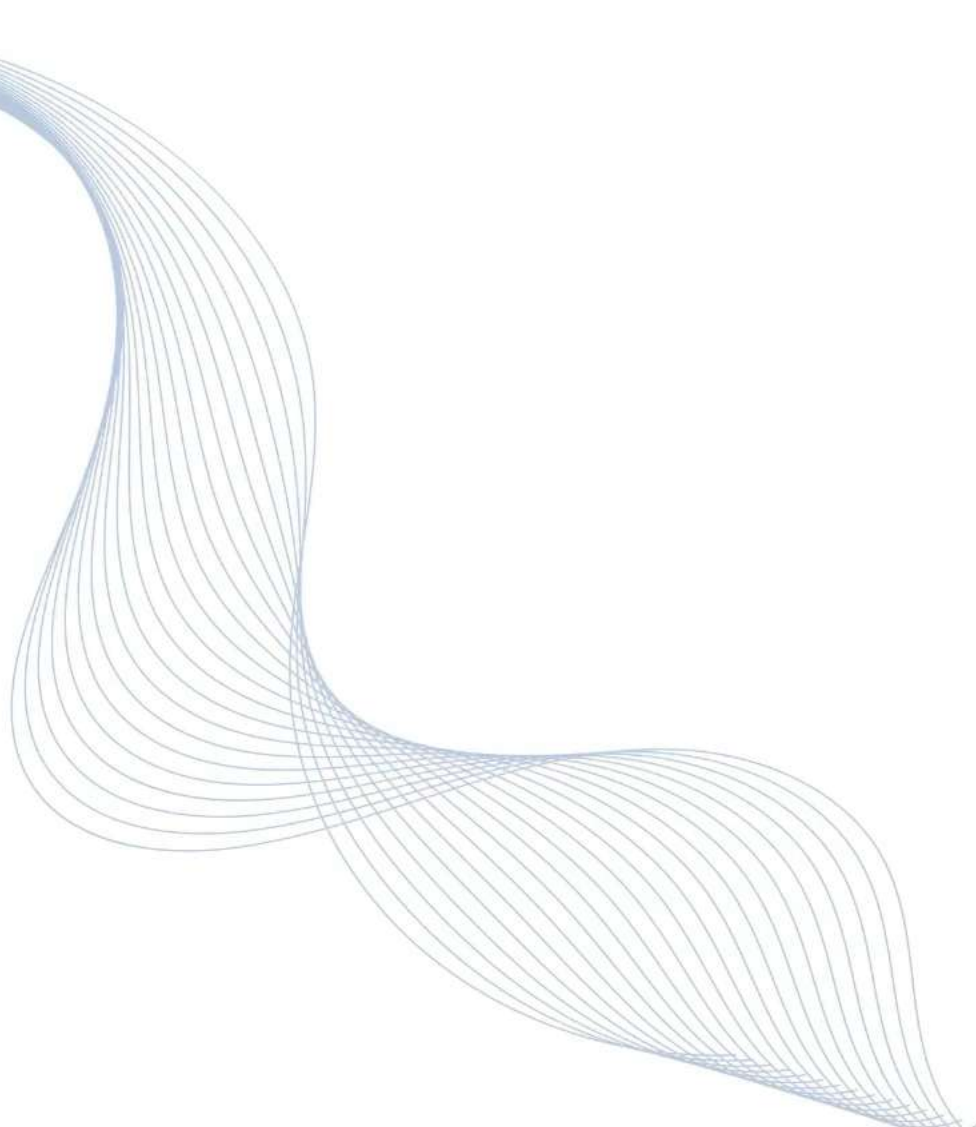
先進三維低空交通仿真平台展示



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Thank you very much