SCHIEBEL GROUP APPOINTS DRONE INDUSTRY VETERAN GRETCHE
WEST AS PRESIDENT AND CEO OF SCHIEBEL AIRCRAFT, INC. (SAI) IN THE
UNITED STATE

Fairfax, VA, 01 August 2019 – Schiebel Group announces expansion of its U.S. subsidiary, Schiebel Aircraft, Inc.,
with the appointment of Gretchen West as President and CEO to facilitate the growth of its unrivaled CAMCOP-
TER® S-100 UAS in the United States with a focus on the tremendous opportunities in the U.S. defense, civil and
commercial markets.

“Gretchen has been at the forefront of the U.S. unmanned systems industry for 15 years and has advocated on be-
half of the global community to reduce barriers to enable operations and general use,” stated Hans Georg Schiebel,
Chairman of the Schiebel Group. “With experience across multiple industries – defense, civil, and commercial –
Gretchen brings a wealth of knowledge and experience to SAI. We are thrilled to welcome Gretchen to our global
team and to serve these new markets under her leadership.”

Most recently, Gretchen served as a senior director in the Global Unmanned Aircraft Systems (UAS) practice group
at leading law firm Hogan Lovells focusing on drone policy initiatives and strategies for commercial drone market
expansion. She also serves as CoExecutive Director of the Commercial Drone Alliance, an independent non-profit,
where she advocates on behalf of the commercial drone industry for a stronger and expanded policy and regula-
tory environment for UAS integration. Prior to those roles, Gretchen served as Executive Vice President at AUVSI
where she oversaw the association’s advocacy, business development, and strategy efforts.

Widely recognized as a pioneer in the commercial drone market and other emerging technologies, Gretchen has
been widely featured in print and TV media outlets and has educated various industries at over hundred confer-
ences and events on the benefits of commercial drone technologies. She has also represented the unmanned
systems industry in front of Congress and other Federal Agencies, providing testimony, briefings, and educational
presentations.

“Having known the proven technology that the Schiebel Group brings with the CAMCOPTER® S-100 UAS over the
course of my career in the unmanned systems industry, I am thrilled with the opportunity to lead Schiebel Aircraft
here in America,” stated Gretchen West. “I look forward to working with the Federal Government to integrate our
system, to demonstrate our capabilities to customers across all domains - defense, civil, and commercial - and
to develop a robust market for our unique and unparalleled UAS. The opportunities in the U.S. are great, and I’m
excited to build out this company and team.”

About Schiebel Aircraft:

Schiebel Aircraft, Inc. (SAI), the United States subsidiary of the Vienna-based Schiebel Group, demonstrates a
commitment to local industry and is backed by Schiebel’s international reputation for quality products and excep-
tional after-sales services. The US base focuses on contract management with the revolutionary CAMCOPTER®
S-100 Unmanned Air System (UAS) and provides the United States with a permanent and comprehensive pro-
gram, logistics and sales hub.

About the CAMCOPTER® S-100:

Schiebel’s CAMCOPTER® S-100 Unmanned Air System (UAS) is an operationally proven capability for military
and civilian applications. The Vertical Takeoff and Landing (VTOL) UAS requires no prepared area or supporting
equipment to enable launch and recovery. It operates by day and by night, under adverse weather conditions, with
a beyond line-of-sight capability out to 200 km / 108 nm, over land and sea. Its carbon fiber and titanium fuselage
provides capacity for a wide range of payload/endurance combinations up to a service ceiling of 5,500 m / 18,000 ft.
In a typical configuration, the CAMCOPTER® S-100 carries a 34-kg / 75-lbs payload up to 10 hours and is powered
with AVGas or JP-5 heavy fuel. High-definition payload imagery is transmitted to the control station in real time. In
addition to its standard GPS waypoint or manual navigation, the S-100 can successfully operate in environments
where GPS is not available, with missions planned and controlled via a simple point-and-click graphical user inter-
face. The high-tech unmanned helicopter is backed by Schiebel’s excellent customer support and training services.