SURF AIR MOBILITY & BETA TECHNOLOGIES STRATEGIC PARTNERSHIP TO LAUNCH FIRST COMMERCIAL PASSENGER ELECTRIC AIRCRAFT SERVICE

News / Manufacturer

Surf Air Mobility Inc. and BETA Technologies announced an Aircraft Purchase Agreement and strategic partnership intended to accelerate the introduction of safe, reliable, and profitable advanced air mobility solutions. Under the terms of the Aircraft Purchase Agreement, Surf Air Mobility has signed a firm order for 25 all-electric ALIA CTOL aircraft and has the option to add up to 75 additional aircraft to its order. The aircraft will be introduced into Surf Air Mobility's platform for regional operations. This order adds to BETA's growing commercial aircraft backlog and highlights the versatility of its ALIA aircraft across passenger, cargo, and medical use cases.

As part of the strategic partnership, Surf Air Mobility will combine its operating expertise, existing passenger demand, and established airport infrastructure with BETA's market-leading electric aircraft and charging infrastructure to launch the first commercial electric passenger service in Hawaii. In addition to flight operations, Surf Air Mobility is preparing to operate a new MRO center, which, once certified, will be the exclusive factory-authorized service center for BETA electric aircraft in Hawaii.

The MRO facility is anticipated to add a new and growing revenue stream for Surf Air Mobility. The

companies also plan to collaborate on the deployment of BETA's charging and ground support equipment at mutually agreed locations to support Surf Air Mobility's fleet operations. Surf Air Mobility intends to designate BETA as its preferred supplier for electric ground infrastructure supporting its aircraft.

Deanna White, CEO of Surf Air Mobility, said: "BETA's aircraft are being designed for commercial operations, with the performance, operating cost, and reliability we believe can be utilized across our scheduled passenger, on-demand, and cargo services. Our Aircraft Purchase Agreement grants us the ability to benefit from BETA's unique product strategy, starting with the ALIA CTOL variant perfect for missions using existing regional airports, and ending with the introduction of a VTOL variant. Our goal is to lead the commercial rollout of electric aviation, including flying the first paying passenger on a next-generation electric aircraft."

Kyle Clark, Founder and CEO of BETA Technologies, said: "As a regional airline with real operational discipline, Surf Air Mobility has been reshaping mobility for a long time. We're proud to partner with them on this next step to electrify their fleet. Launching in Hawaii, with its short-haul routes, inter-island demand, and high fuel costs, enables us to continue to build on our extensive flight experience and transition that demonstrated performance into a scaled airline operation that is reliable and cost-efficient. We look forward to working together to stand up a launch market that will bring electric aviation to daily operations and accelerate expansion into additional regions."

Surf Air Mobility expects to initially deploy BETA aircraft for cargo services under Mokulele Airlines in Hawaii, an optimal launch market with frequent travel between islands, short-haul routes, and established airport infrastructure.

Following certification of BETA's passenger configured ALIA aircraft, Surf Air Mobility plans to be the first Part 135 operator to commercialize electric passenger flights for scheduled service and On Demand charter flights.

Details of strategic partnership:

1. Surf Air Mobility to be launch operator for BETA's passenger aircraft

Surf Air Mobility will serve as a launch operator for BETA's passenger aircraft, leading early deployment efforts and accelerating broader market adoption through Surf Air Mobility's integrated platform. To advance toward launch operations, Surf Air Mobility and BETA will conduct a series of demonstration flights using BETA's ALIA aircraft in 2026 and work collaboratively to cultivate regulatory and political support for the introduction of this next-generation aviation technology. The companies intend to launch joint marketing and communication initiatives that support Surf Air Mobility's mobility and software services, and BETA's aircraft.

Surf Air Mobility will provide BETA aircraft customers who prefer to contract operational and/or aircraft management services for BETA aircraft with operational support across multiple mission profiles, including passenger service, regional cargo operations, and on-demand charter flights.

2. Surf Air Mobility firm order for BETA Technologies electric aircraft

Surf Air Mobility has signed an Aircraft Purchase Agreement for 25 firm BETA ALIA CTOL aircraft, with options to purchase up to 75 additional aircraft. The aircraft order secures priority delivery positions in support of Surf Air Mobility's launch operator status.

The agreement provides Surf Air Mobility with flexibility across BETA's electric aircraft family and mission configurations, supporting a range of passenger and cargo use cases. This allows Surf Air Mobility to align aircraft deployment with market demand and operational requirements over time. Surf Air Mobility's operation of BETA's electric aircraft is expected to reduce direct operating costs across Surf Air Mobility's scheduled passenger, on-demand, and cargo operations.

3. Surf Air Mobility plans to establish BETA factory-authorized service centers with geographic exclusivity in launch regions

BETA and Surf Air Mobility desire to establish an operational framework whereby Surf Air Mobility will serve as BETA's Factory-Authorized Service Center in designated geographic regions. Both companies believe establishing MRO capabilities in launch regions is essential to ensure aircraft availability, reduce maintenance-related disruptions, and support high-frequency operations. BETA will provide Surf Air Mobility with technical support and training, and Surf Air Mobility will invest in specialized tooling, infrastructure, and workforce development necessary to establish a Factory-Authorized Service Center for BETA aircraft.

Subject to the completion of requirements, BETA agrees to designate Surf Air Mobility as the recommended Factory Authorized Service Center for BETA aircraft in the State of Hawaii. The companies expect to expand Factory-Authorized Service Centers to additional regions over time, with the potential for Surf Air Mobility to serve as the Factory-Authorized Service Center for BETA aircraft in such territories. This enables Surf Air Mobility to provide a local, factory-authorized option for operators seeking maintenance, repair, and technical support for their BETA aircraft fleets.

Surf Air Mobility and BETA's strategic partnership reflects a shared commitment to accelerating the commercial deployment of electric aircraft through integrated operations and maintenance support, beginning with an initial operational rollout in Hawaii.

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