



## Summary

Broadband services for the aviation industry: we create cellular networks in the sky, to which aircrafts connect with the means of an ultra-compact terminal under the belly. This disruptive approach delivers high speed data services at a minimum cost, enabling higher operational efficiency, service differentiation, and ancillary revenue generation.



made  
in Germany



## Company profile

SkyFive was created in 2019 as a spin-off from telecommunications giant Nokia, with the objective of forming an agile company entirely focused on serving the aviation industry with disruptive broadband services. The company's Air-to-Ground (A2G) solution is the result of 9 years of Research & Development in Bell Labs, Alcatel-Lucent, and then Nokia. SkyFive is home to the team that deployed the European Aviation Network, world's largest A2G network to date, and relies on a unique set of competences from the telecommunications and aviation industries. The company is headquartered on the campus of its strategic partner Airbus in Munich, Germany.

## Products / Services

SkyFive is a provider of Inflight Connectivity services, based on its unique Air-to-Ground (A2G) solution, with which aircraft are connected from the ground up rather than from a satellite 36.000 kilometers away. This disruptive approach enables delivering high-speed data services at a minimum total cost of ownership for airlines.

The aircraft modifications are minimal, thanks to the small size and low complexity of the A2G terminal mounted under the belly. The terminal establishes a high-throughput-low-latency data pipe to a purpose-built cellular network with sky-pointing antennas on the ground.

SkyFive delivers its Inflight Connectivity services from a Global Service Operations Center. The company also provides a range of capabilities around aircraft solution design, STC, and retrofits, which are performed with the help of its international DO and MRO partners.

## References and export activities

The SkyFive A2G solution is in commercial operations in 35 European countries, covering the entire airspace of the continent. Several European airlines have installed the A2G terminal on hundreds of Airbus A320-family aircraft to date. SkyFive is also active in the Middle East and Asia-Pacific regions, including deployments in Saudi-Arabia and New Zealand, and further countries that remain to be disclosed. In 2020, SkyFive and Airbus announced their strategic collaboration for the Chinese market.

## Target group

Our primary target group is airlines (Chief Commercial / Experience / Digitization Officers and their staff) and other aircraft operators, including public safety authorities, who are looking to enhance aerial mission effectiveness with real-time video streaming and other data-heavy use cases.

Furthermore, we are looking to engage with representatives from aviation and telecommunications regulatory bodies.

## Competitive advantages

A2G outperforms any satellite service in data throughput, transmission latency, and cost per bit by at least one order of magnitude. The A2G architecture is based on open standards, which brings an end to vertically integrated systems and enables choice of aircraft terminals. The small size of the terminal allows fitting it also on regional jets and turboprops.

## Purpose of participation in the project

SkyFive is looking to provide broadband services to airlines in India. With a very high share of domestic traffic, high-density air routes, intense competition, and strong RPK growth, A2G is an ideal technology for the challenging needs of the Indian aviation market. As a first step, we are looking to deploy the service for a busy city pair, together with a lead airline that has a profound digitization strategy and is keen to become a leader in air travel experience.

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