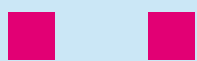


# EUROPEAN AVIATION NETWORK

Partnering to bring high speed  
broadband to the skies of Europe



**inmarsat**

The mobile satellite company



**Lufthansa Group**

# Timotheus Höttges

## CEO Deutsche Telekom AG



**Lufthansa Group**

# **OUR STRATEGY: BECOME THE LEADING EUROPEAN TELCO**



**WE CONNECT PEOPLE IN EUROPE**



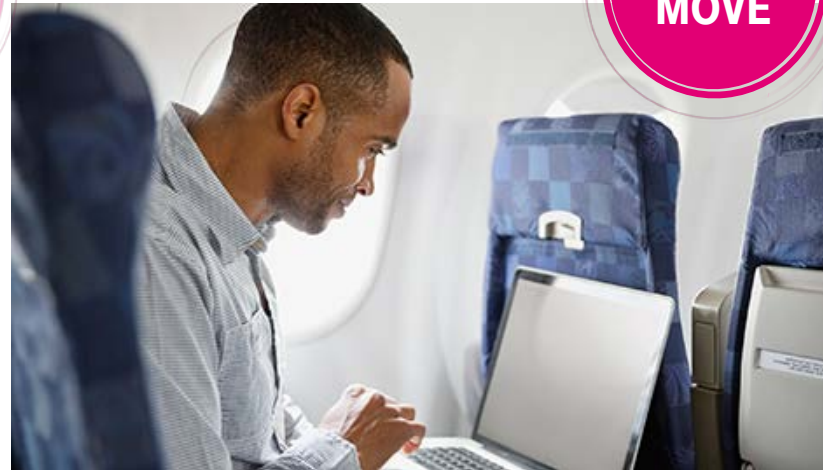
# CREATING VALUE FOR OUR CUSTOMERS WHEREVER THEY ARE



AT  
HOME



ON THE  
MOVE



# THE EUROPEAN AIRSPACE IS ONE OF THE BUSIEST IN THE WORLD

**22,500**

FLIGHTS  
DAILY ON  
AVERAGE

**500 M**

PASSENGERS  
P.A.









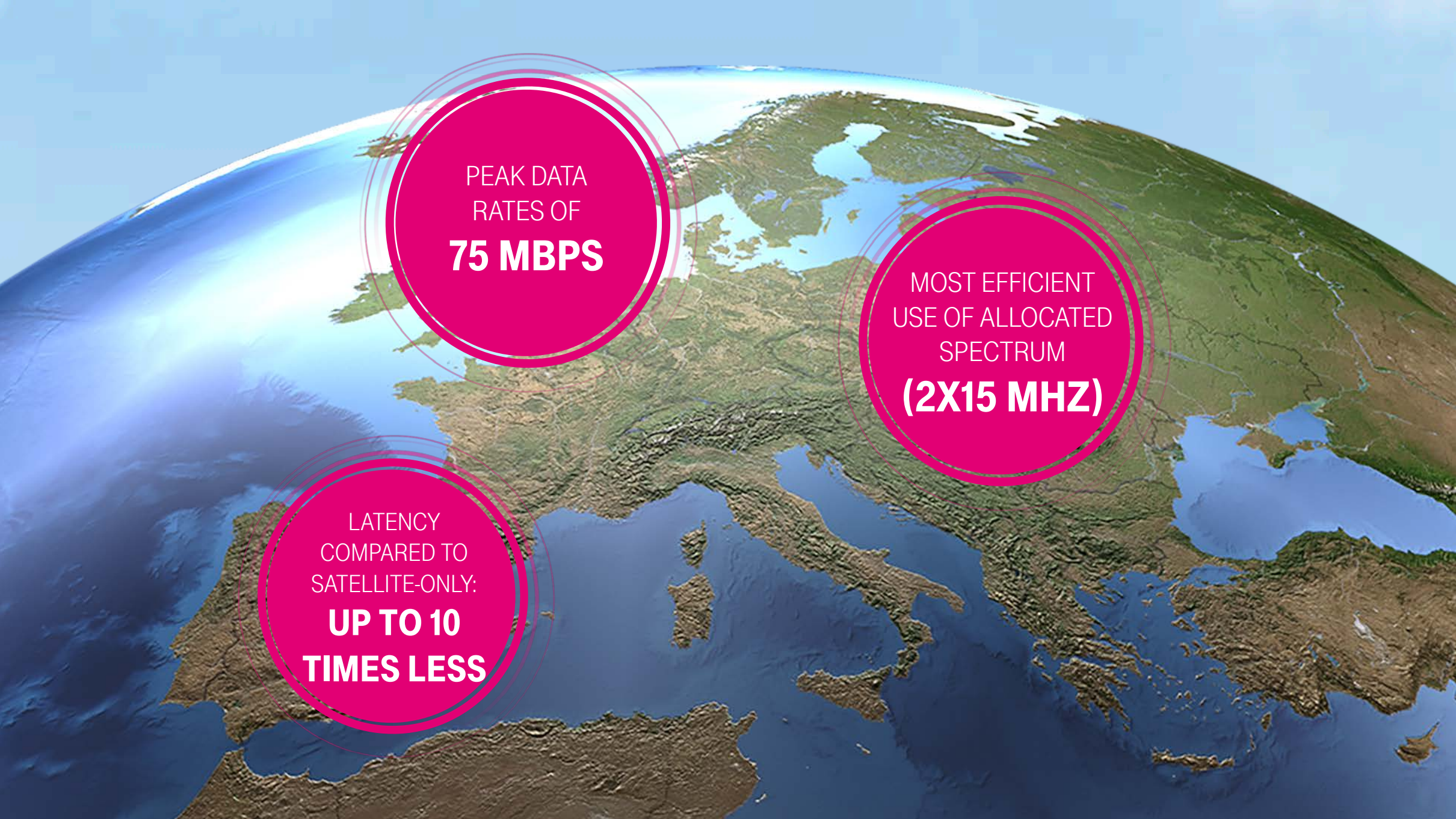
**FOR AN AIRSPACE WITH SUCH A HIGH FLIGHT  
DENSITY WE NEED A COMPLEMENTARY SOLUTION**





**JOINED FORCES FOR THE BEST BROADBAND  
CONNECTIVITY FOR THE CUSTOMER**



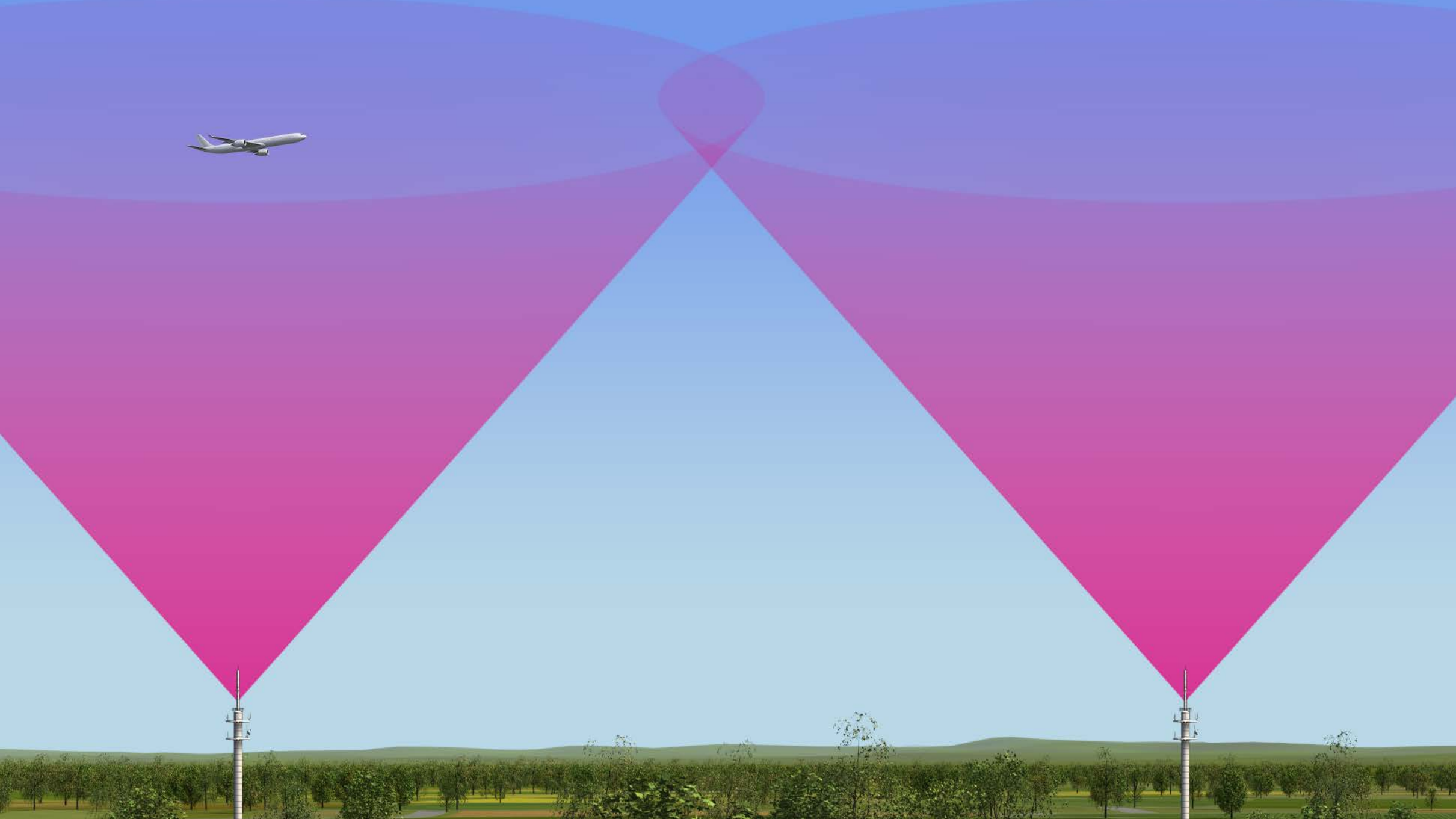


PEAK DATA  
RATES OF  
**75 MBPS**

MOST EFFICIENT  
USE OF ALLOCATED  
SPECTRUM  
**(2X15 MHZ)**

LATENCY  
COMPARED TO  
SATELLITE-ONLY:  
**UP TO 10  
TIMES LESS**







# LTE TECHNOLOGY COMPLEMENTS SATELLITE TECHNOLOGY IN A HYBRID APPROACH

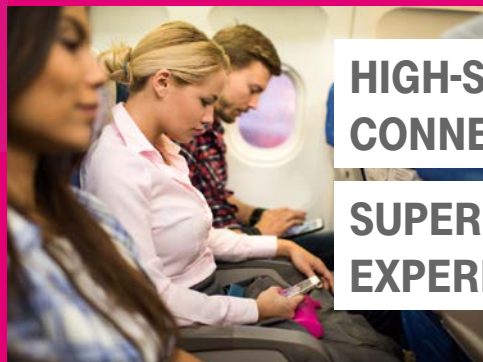


**FOR THE EUROPEAN AIRSPACE WE ARE GOING  
TO BUILD A NEW NETWORK OF LTE SITES**



# WITH THE EUROPEAN AVIATION NETWORK EVERYONE WINS

## CUSTOMERS



**HIGH-SPEED  
CONNECTIVITY**

**SUPERIOR USER  
EXPERIENCE**

## AIRLINES



**LOW TOTAL COST  
OF OWNERSHIP**

**FUTURE-PROOF  
SOLUTION**

## EUROPE



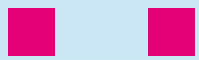
**INNOVATION  
LEADERSHIP**

**FASTEST  
CONNECTED  
AIRSPACE**



# Carsten Spohr

## CEO Lufthansa Group



**Lufthansa Group**

# Taking connectivity one level up

Building the European aviation network  
with the best partners



**Lufthansa Group**

# Online in the skies



85%

would give up amenities  
to get internet onboard



66%

say in-flight connectivity  
influences flight selection

We make it happen

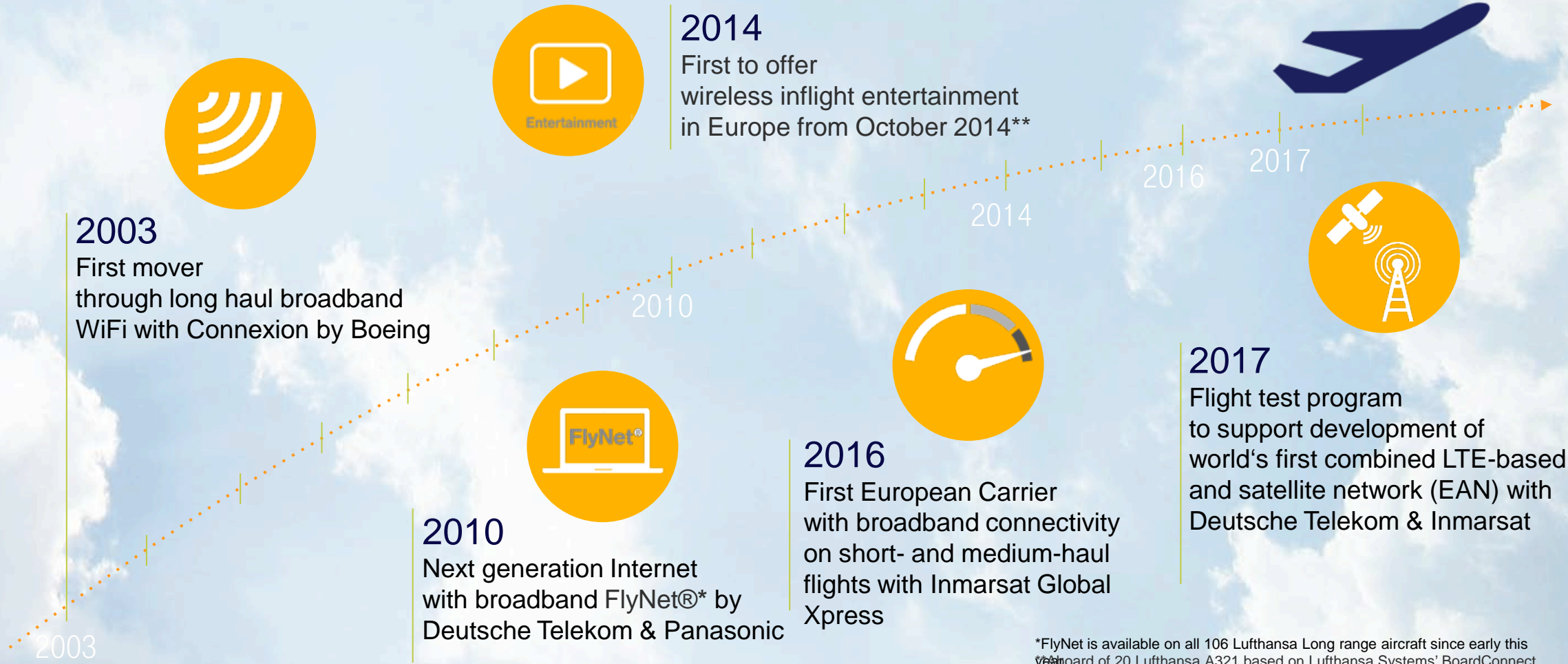


Lufthansa





# We are pioneers in inflight connectivity since 2003



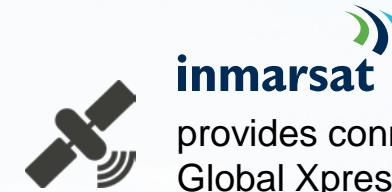
\*FlyNet is available on all 106 Lufthansa Long range aircraft since early this year  
\*\*on board of 20 Lufthansa A321 based on Lufthansa Systems' BoardConnect



**Lufthansa**



# Our Lufthansa Group's experience enables connectivity to European customers in 2016



provides connectivity via its Global Xpress broadband satellite technology.



## Lufthansa Systems



provides onboard network a portal service and IFE via its BoardConnect platform.



## Lufthansa Technik



supports with expertise in the fields of aircraft components, regulatory approval, and installation and maintenance.



Lufthansa





# Connected services will enrich our customers' flight experience

Rebook your  
connecting  
flight

Find fellow  
travellers to  
share a taxi  
at your  
destination

Stay connected  
with your friends  
and colleagues

Shop on board  
and have it  
waiting for you  
at your  
destination

Receive transfer  
information prior  
to landing,  
e.g. gate changes



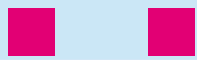
Lufthansa





# Andrew Sukawaty

Chairman Inmarsat



**inmarsat**

The mobile satellite company



**Lufthansa Group**



**inmarsat**

The mobile satellite company



■ ■ ■ LIFE IS FOR SHARING.

European Aviation Network

# More than 20 years' experience

Supporting global aviation connectivity



1995



2005



2015





# Global, integrated, fit-for-purpose connectivity

For any aircraft, anywhere

## Global



## Europe

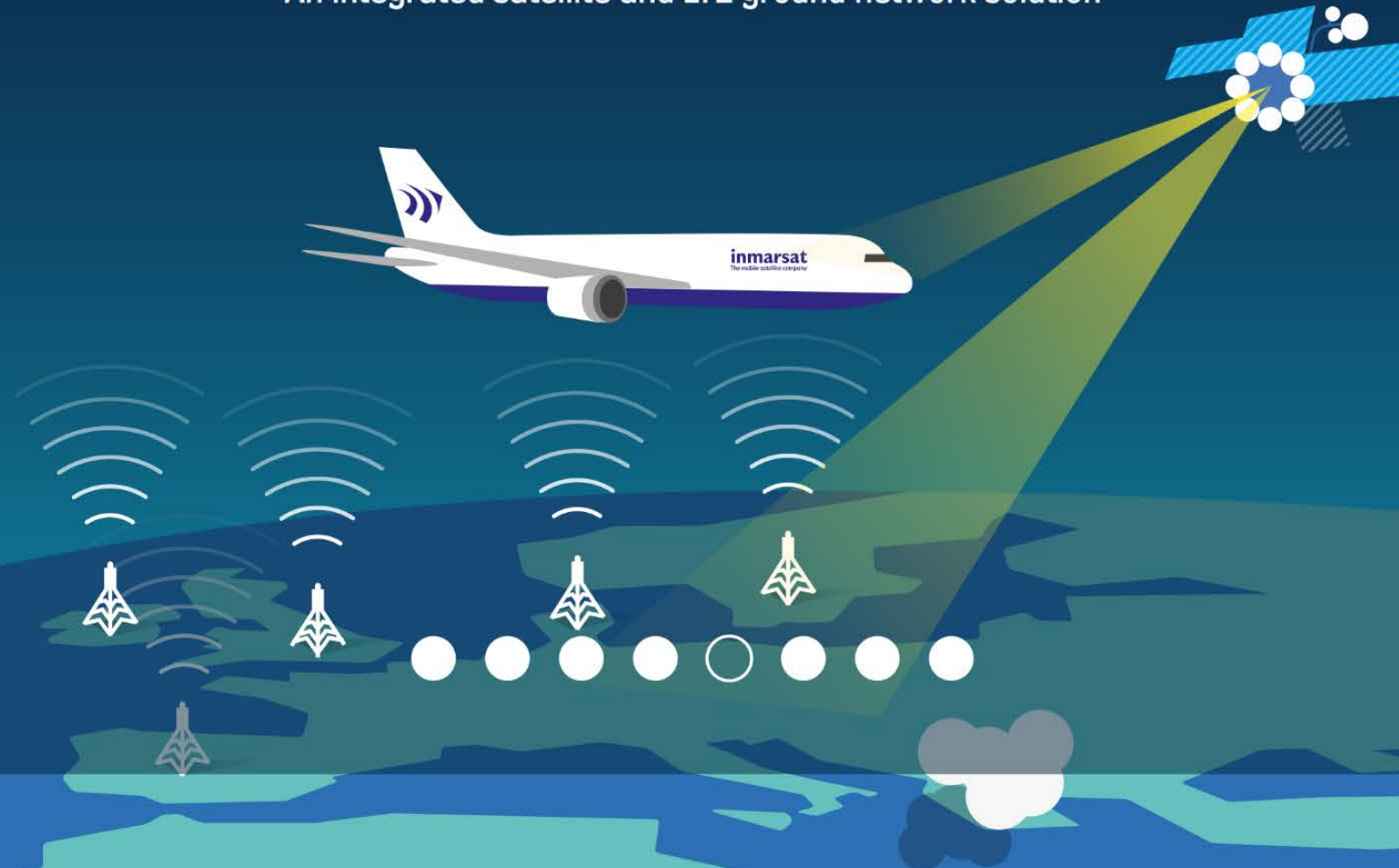


European Aviation Network



# Transforming in-flight connectivity over Europe

An integrated satellite and LTE ground network solution



# Meeting today's high demand

## And tomorrow's growth

### Sky-high demand:

80% of passengers over Europe would pay for connectivity



### Fast-growing market:

European fleet will double by 2034 to 7,560 aircraft



### Enormous potential:

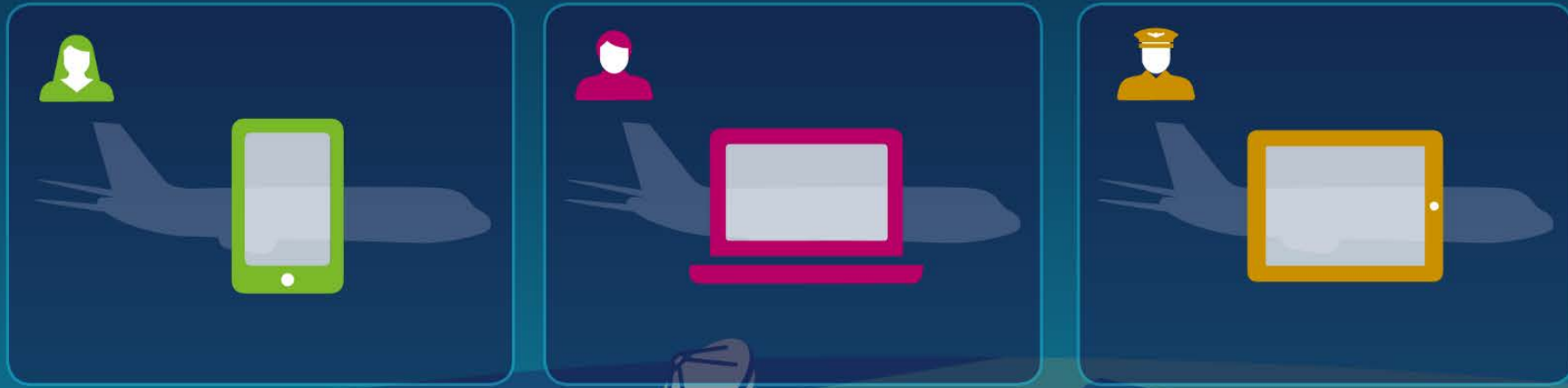
European market will be worth \$5.2bn by 2024





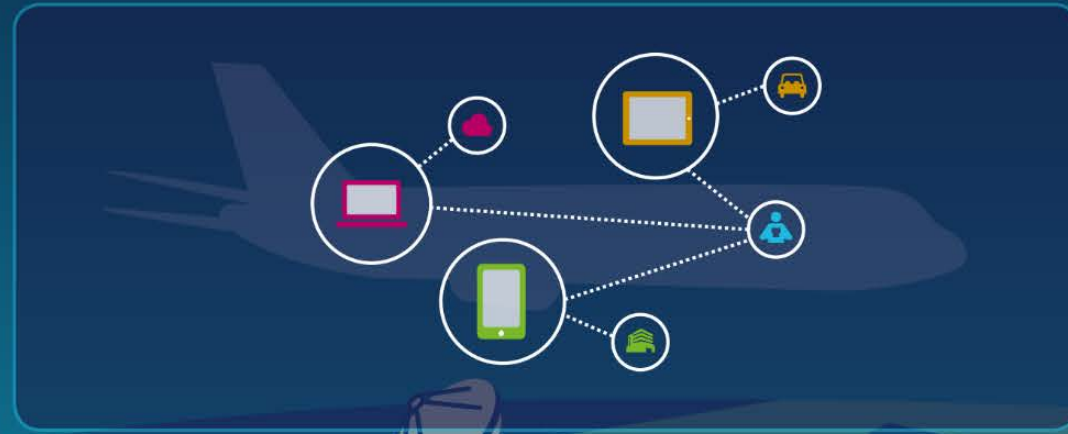
# We are only at the beginning of understanding

The possibilities of on-board broadband

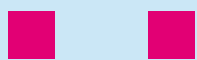


# A connectivity revolution now

And for the next generation



# Thank you!



**Lufthansa Group**