Intro

Connecting Industrial IoT

hiSky provides private satellite networks for remote industries in need of connecting assets and workforce from any location.

hiSky At a Glance

> Founded 2015

> Full in-house Technology

> Strategic Investors

> ~100 Employees, IL & UK

> Manufacturing in Italy
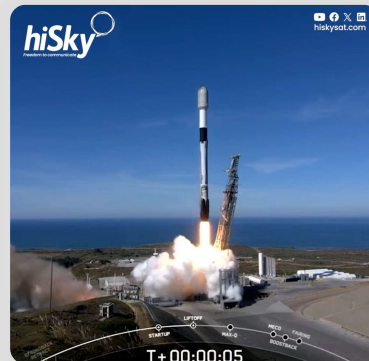
> Multiple Networks Deployed

Legend:
- 🟡 Activated Networks
- 🔴 R&D
- 🟢 Manufacturing
- 🔵 Sales

Recent Highlights

Intelsat's investment in hiSky & partnership agreement
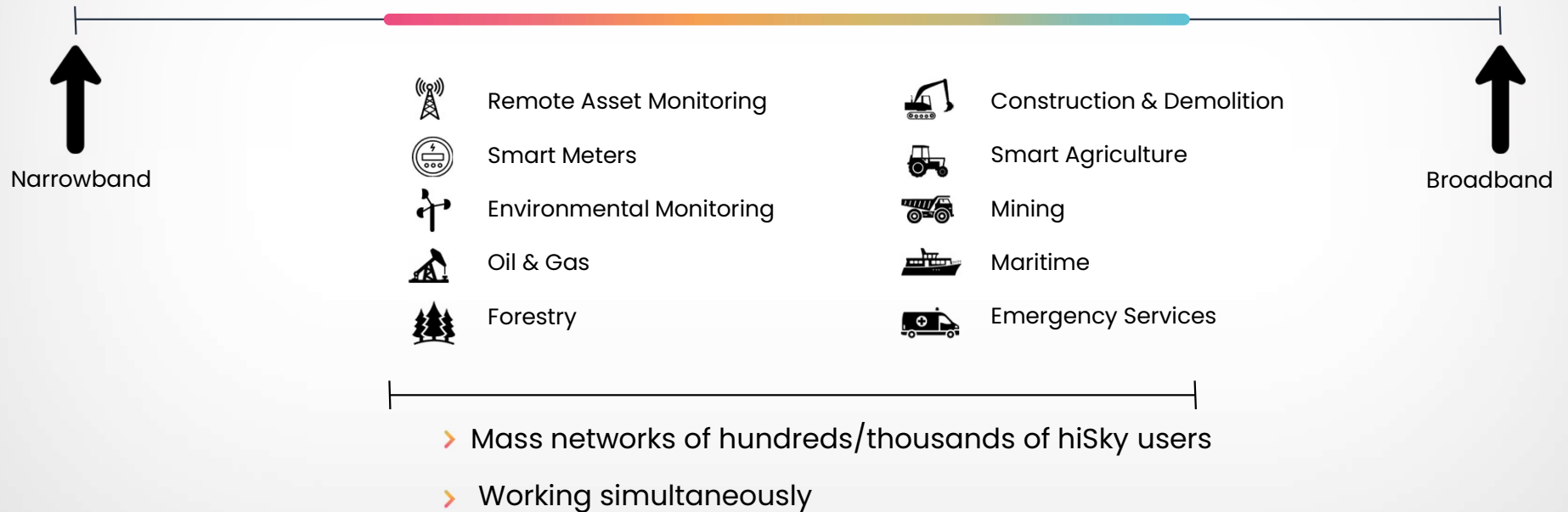

LEO Satellite

CNH deal

What is Industrial IoT

Narrow-to-broadband applications needed for digitalizing processes, increasing operational growth and workforce safety.

Narrowband ← → **Broadband**

Remote Asset Monitoring	Construction & Demolition
Smart Meters	Smart Agriculture
Environmental Monitoring	Mining
Oil & Gas	Maritime
Forestry	Emergency Services

> Mass networks of hundreds/thousands of hiSky users

> Working simultaneously

Competitive Landscape

Narrowband

Broadband

Narrowband
50 KBytes – 500 KByte / Month
Occasional messages

- Public networks
- Latency instability
- Reliability Challenges

inmarsat
IDP

iridium
SBD

ORBCOMM

skylo
L/S-Band mssg

SATELIOT
Nano-Sat
Store & Forward

hiSky
Freedom to communicate

1 MByte– 5GByte / Month
3Kbps – 3Mbps

- Private / Secure Network
- Always-On
- Ku/Ka-Band
- Volume at Low-Cost
- Voice & Data
- Hybrid LTE-Sat solution

THURAYA   **iridium**
Certus

inmarsat
BGAN

L-Band, always-on

Broadband
5GByte / Month
5 Mbps

- Costly HW
- Requires engineers to set up

- Reliability Challenges
- Large data plans
- Frail hardware

VSAT: FSS, Parabolic or COTM

STARLINK
Public Broadband

Vision and Strategy

Disrupting a traditional industry

Vision

1 Creating an accessible offering of IoT *(Internet of Things)* & MSS *(Mobile Satellite Services)* services

2 Enabling satellite connectivity to mass market through a disruptive asset-light model and pricing

Strategy

1 **Change the technology**
Operate massive networks by connecting many devices using minimal data through GEO satellite with high-frequency signals (Ka/Ku Band)

2 **Change the architecture**
Provide global services using a network of global partnerships with multiple Satellite Service Providers

*Low bandwidth technology, transmitting small volumes of data at a time

User Terminal

The hiSky solution supports both on-the-move and fixed IoT use cases, serving land, maritime, government and enterprise users

hiSky's Smartellite™ terminals are designed to meet the requirements of both GEO & LEO satellites, guaranteeing a future-proofed solution that will correlate with the market's connectivity demands of both narrowband and broadband applications.

Smartellite™ Terminal Classification:

8*8 / 16*16	KA band / KU band	Dynamic / Fixed
⌄	⌄	⌄
Throughput	Constellation	Use-case

Smartellite™ Fixed **8x8**

Ku/Ka-band

Our terminals are FCC & CE certified, lightweight, easy to mount, install, pair and operate, allowing you to communicate with anyone in the world, regardless of where you are.

- ✔ For fixed installation
- ✔ Suitable for
- ✔ Designed for low-to-medium data rates
- ✔ Connection protocols: PoE, WiFi

Industries

- Remote Asset Monitoring
- Smart Meters
- Environmental Monitoring
- Industrial Power
- Oil & Gas
- Smart Agriculture

Ku

Dimensions	45h / 300w / 180d mm
Weight	2.3 Kg

Ka

Dimensions	50h / 241w / 170d mm
Weight	2 Kg

hiSky

Smartellite™ Dynamic **8x8**

Ku/Ka-band

Our terminals are FCC & CE certified, lightweight, easy to mount, install, pair and operate. Designed to be used by your driving workforce.

✔ Connectivity is maintained on the move.

✔ Automatic satellite acquisition with ES, phased array antennas eliminating the

✔ Vehicle movement from affecting connectivity.

✔ Connection protocols: Circular serial connector/ Wi-Fi

Video: hiSky Agile Satellite IoT Network >   Video: hiSky @Dubai Dunes >

Industries

🏛 Government

🚜 Agriculture

🚜 Construction & Demolition

🌲 Forestry

🛥 Maritime

🚛 Mining

🚑 Emergency Services

Ku
Dimensions   42h / 286w / 187d mm
Weight   2.2 Kg

Ka
Dimensions   42h / 244w / 141d mm
Weight   1.4 Kg

Smartellite™ Dynamic **16x16**

Ku/Ka-band

The terminal comprises a 16x16 element, electronically steerable, phased array antenna, and a built-in modem, providing a mountable, slim single-unit solution, which independently & seamlessly directs low to high data rate communication

- ✔ Remote Display Access
- ✔ Process Data Transfer
- ✔ Software Download
- ✔ Machine Data Share
- ✔ VoIP Calls

Industries

🚚 Fleet Management

🚜 Agriculture

🏗 Construction & Demolition

🏛 Government

🛥 Maritime

🚛 Mining

🚑 Emergency Services

Dimensions   30 / 290 / 604 mm
Weight   >6 Kg

Hybrid Drive in Uganda

✓ Extrenal LTE router that interfaces with the terminal

✓ Unified data management over one ecosystem

✓ Cellular as default, satellite for redundancy

✓ Automatic switching between satellite and cellular connectivity.