



Avy | Investor announcement

Avy partners with Droniq to expand its drone operations

Amsterdam, 23 February – Avy Drone Network announces a new partnership with Droniq GmbH, a joint venture of DFS Deutsche Flugsicherung and Deutsche Telekom. Through this collaboration, Droniq will add Avy's VTOL fixed-wing drones to their product portfolio, enabling their customers to conduct safe and effective long-range drone operations (BVLOS) across Germany.

Enabling Safe BVLOS Operations

At the core of Droniq's offering is its Unmanned Traffic Management system (UTM), which gives pilots a real-time overview of all surrounding air traffic – both manned and unmanned – while making the drone visible to other airspace users when needed. This system, unique in Germany, forms the foundation for safe BVLOS operations. Complementing the UTM, Droniq offers drone sales for commercial and government use, hardware and software solutions for safe drone operations, and detection of unauthorized drones. Their customer base spans federal and state police units, fire brigades, rescue services, and industries including chemicals, logistics, construction and security.

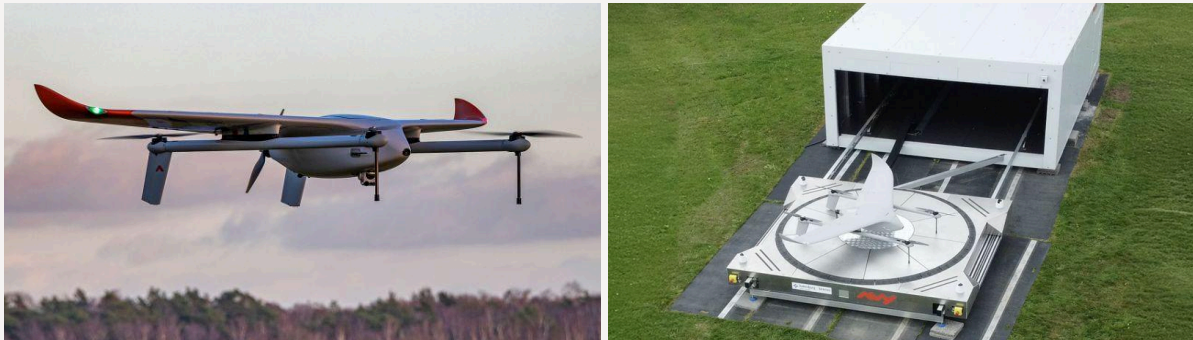
Long-Range Capability with the Avy Aera

To extend its BVLOS offering, Droniq is adding Avy's VTOL fixed-wing drones to its portfolio. The Avy Aera combines the vertical take-off and landing capability of a multicopter with the aerodynamic efficiency of a fixed-wing aircraft, achieving a range of up to 100 kilometres, a flight time of up to 75 minutes, and a payload capacity of up to three kilograms. The system is available both as a standalone drone and as an integrated drone-in-a-box solution enabling fully automated flights – particularly suited for large-area surveying and situational awareness missions for public authorities.

A Natural Fit

"At Avy, we spend a lot of time thinking about what first responders and operators actually need in the field. Droniq thinks the same way. By working together, we can close that gap for our customers instead of leaving them to figure it out themselves," says Benjamin van der Hilst, CEO of Avy.

"Through our collaboration with Avy, we can offer our customers additional high-performance drones for BVLOS operations," adds Thilo Vogt, Director Sales and Business Development at Droniq. "Combined with our live airspace awareness tool TraX, we can now provide everything needed to execute BVLOS missions safely and effectively."



v.l.n.r.: Benjamin van der Hilst (Avy), Thilo Vogt (Droniq GmbH), Roy Langelaar (Avy)

About Avy

Avy is a Dutch developer and manufacturer of long-range autonomous drones, fully designed and built in-house in Amsterdam. The Avy Aera VTOL fixed-wing UAV is purpose-built for emergency services, remote monitoring and security, and is one of the most advanced solutions for remote and automated drone operations. Fully weatherproof and capable of operating in rain and high winds, the Aera is equipped with a parachute for safe flight over populated areas and automatically recharges in Avy's specially developed docking stations – enabling continuous, unattended operations in the field.

About Droniq

Droniq GmbH is a 2019-founded joint venture of DFS Deutsche Flugsicherung (51%) and Deutsche Telekom (49%), headquartered in Frankfurt am Main. Droniq's mission is to enable the professional and safe use of drones for public authorities and businesses. In addition to its UTM system and drone sales, Droniq supports customers with permit applications, mission planning, and through its Drones-as-a-Service offering, takes over flight operations entirely when required. The Droniq Academy, with locations in Frankfurt and Mönchengladbach, offers training and certification for remote pilots.

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