



## PRESSE RELEASE

### **With Objenious, a subsidiary of Bouygues Telecom, and the Wize Alliance (SUEZ, GRDF, Sagemcom), Kinéis forges a series of partnerships and confirmed its position as a major player in Space IoT.**

Kinéis, a CLS Group spin-off, a subsidiary of CNES, is proud to announce the signing of two strategic partnerships, one with Objenious, a public IoT operator part of Bouygues Telecom, and another with the Wize Alliance (SUEZ, GRDF, Sagemcom, etc.).

These alliances reinforce Kinéis' position as a strategic player in the Internet of Things.

At the same time, Kinéis, supported by CNES, is reinforcing its technological strategy as supervising manager for the industrial space project to manufacture 25 nanosatellites and place them in orbit. Kinéis relies on Thales Alenia Space to define the system architecture, build ground stations and payloads, and on Hemeria (ex-Nexeya) to build platforms and integrate satellites. Technical specifications have been finalised and satellite production will start on 21 June.

Kinéis has positioned itself as a partner with terrestrial-network operators.

Obviously, it would be difficult to cover all the points of the globe with a network based solely on terrestrial infrastructure. With current terrestrial networks, it is impossible to cover the seas and oceans and, likewise, it is not cost-effective to deploy antennas in very isolated areas or those with very little traffic.

As a result, hybrid connectivity between satellite and terrestrial networks will now make it possible to connect mobile objects anywhere on Earth, even areas that currently do not have terrestrial infrastructure coverage. This hybrid connectivity provides a continuous link with the object tracked. The stakes are high—by 2030, the number of connected objects in the world will exceed 30 billion.



Alexandre Tisserant, Kinéis CEO

Kinéis is therefore proud to announce the signing of a strategic partnership with Objenious by Bouygues Telecom, an IoT terrestrial operator and founding member of the Lora Alliance®, Styckr, designer of embedded IoT systems, and Wisebatt, which offers a unique IoT prototyping platform. This partnership will enable Objenious by Bouygues Telecom to eventually offer all its customers global connectivity for the Internet of Things (IoT).

Alexandre Tisserant, Kinéis CEO:

“This partnership demonstrates that the experience of Kinéis' teams and the quality of our service offer meet the needs of companies that want to use IoT to invent the products and services of tomorrow. Connectivity must be accessible everywhere on Earth for many sectors such as industrial IoT, logistics, and stock optimisation as well as safety at sea, in the mountains, scientific research, sustainable fisheries management and tracking of goods. We are delighted with this partnership with a company as prestigious as Bouygues Telecom, via its terrestrial IoT operator.”



Philippe Cola, IoT Architect at Bouygues Telecom

Philippe Cola, IoT Architect at Bouygues Telecom:

“Through the partnership signed with Kinéis, Objenious by Bouygues Telecom is positioning itself as a global IoT operator. Synergies between satellite and terrestrial networks will enable us to offer global coverage to all our partners and customers so that their connected objects can be reached anywhere, anytime and at the lowest cost.”



## WizeAlliance: communication technology for industrial IoT and smart cities



François Moreau, Sales Director of  
SUEZ Smart Solutions

### KINÉIS ENTERS THE WIZE ALLIANCE AND OFFERS UNIVERSAL CONNECTIVITY

Kinéis is proud to announce that it has joined major companies such as SUEZ, GRDF, Sagemcom and Accenture as part of the Wize Alliance.

The Wize Alliance brings together public and private operators, manufacturers of connected objects and electronic components, integrators, start-ups and academics. Its goal is to develop Wize technology for industrial IoT, while promoting the development of an ecosystem of connected objects using the Wize protocol and supporting the standardisation of wireless and long-range radio technologies.

The Wize IoT technology used by manufacturers for more than 10 years has proven its effectiveness and usefulness in several use cases such as smart energy, water metering, waste collection, air monitoring and building-control systems. Networks using this technology already connect more than 7 million objects worldwide and continue to grow.

With Wize technology already proven in Europe, particularly in France and Spain, Wize Alliance's ambition is to ensure the future by developing new markets and therefore welcomes Kinéis to its ranks.

François Moreau, Sales Director of SUEZ Smart Solutions and Development Director at Wize Alliance: "Improving connectivity services by complementing terrestrial networks and securing their connectivity are major challenges for the success of IoT projects. We are delighted with the arrival of Kinéis in the Wize Alliance which will enable us to accelerate the development of new hybrid solutions."



### KINEIS: A GROUNDBREAKING CONSTELLATION

As announced last September, Kinéis has chosen Thales Alenia Space and Hemeria (NEXEYA Group) to manufacture its constellation of 25 nanosatellites, while Kinéis, with the support of CNES teams, will be the supervising contractor for the system, to be placed in orbit and commissioned in 2022.

## CNES - DRIVING INNOVATION WITH COMPLETE SUPPORT FOR KINÉIS TEAMS



Jean-Yves Le Gall, CNES President:  
“In supporting Kinéis, CNES is supporting the development of French NewSpace.”

Jean-Yves Le Gall: CNES President

“The space sector is in constant flux, with the emergence of new state and private actors. CNES' innovation strategy, which aims to do better, faster and cheaper, responds to the new opportunities that are being created and enables CNES to maintain its leadership position. By supporting Kinéis, CNES is supporting a French company that will effectively offer more efficient and less costly connectivity, based on the ARGOS system. CNES is pleased that Kinéis has got off to a good start, both technically and commercially—a sign that once again, space is useful to society and that its access can be democratised. Our support for Kinéis reflects France's desire to strengthen the space sector to spur economic development and promote France's reputation for excellence around the world.”

The Kinéis constellation will be operational in 2022, however, Kinéis is already operating the ARGOS system (which has 7 satellites in service, with 1 more to come this year). It offers all leaders of connected object projects the opportunity to test its connectivity with priority access. Upon entering the Space Priority Programme, personalised support will be provided for launching significant pilot projects. These demonstrations will give the selected companies a clear competitive edge.



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### KINÉIS

Kinéis, a new major player in French NewSpace, created last July with the support of CNES and CLS (Collecte Localisation Satellites), aims to become a major player in NewSpace and to enable several million objects to be connected, wherever they are on the globe, by 2030. Professionals and the general public alike will have access to a global satellite location and connectivity service that is both easy to use and affordable.





## CLS

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## CLS

CLS, a subsidiary of CNES, ARDIAN (an independent private investment company that manages and/or advises on \$60 billion in assets) and IFREMER, is an international company that has been pioneering Earth observation and monitoring solutions since 1986. Its vision is to conceive and deploy satellite-based solutions to understand and protect our planet, and manage its resources sustainably. CLS employs 720 people at its headquarters in Toulouse and 25 other sites around the world. The company operates in 5 strategic business sectors: sustainable fisheries management, environmental monitoring, maritime safety and security, fleet management, and energy and mining. In particular, CLS provides satellite services based on the location and collection of environmental data (100,000 beacons and terminals processed each month, drifting buoys, animals, fishing and commercial fleets, etc.), observation of the oceans and inland waters (more than 20 instruments on board satellites provide daily information to CLS on the world's seas and oceans), and monitoring of land and maritime activities (nearly 10,000 radar images are processed each year by CLS). The CLS Group achieved a turnover of more than 128 million euros in 2018 and plans to increase it to nearly 136 million in 2019. The Group has been growing strongly in recent years and has set itself ambitious objectives by breaking into new markets.



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## CNES

The French Space Agency, CNES, is a public establishment of an industrial and commercial nature, responsible for proposing space policy to the French Government and then implementing Europe's space policy in France. As such, it invents the space systems of the future, masters all the technologies, and guarantees France autonomous access to space. CNES is a pivotal player in Europe's space programme, and makes proposals on how France and Europe can remain leaders in the competitive world market. CNES also represents France as a member of the European Space Agency (ESA). It works closely with scientific and industrial partners, with whom it develops the space programmes it designs. It participates in numerous international cooperative projects—an indispensable requirement for any ambitious space policy.

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The Internet of Things is a new industrial revolution that has begun for all companies. To support them, Objenious by Bouygues Telecom has chosen LoRa® technology, a global standard, and offers a national network, an IoT platform, and adapted services that meet the needs of companies in all sectors as well as those of local authorities.



**SUEZ SMART SOLUTIONS – Spokesperson for the Wize Alliance**



**SUEZ**

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SUEZ supports regional development around the world through its long-standing water and waste management activities. These regions must now reinvent themselves, in particular with the environmental transition, along with the digital transition initiated by the Internet and the globalisation of trade that it engenders. With its subsidiary, SUEZ Smart Solutions, the Group has created this complementary environmental and digital expertise. With a workforce of 300, SUEZ Smart Solutions provides solutions ranging from connected objects to the design of applications for regional governments and their users. Today, SUEZ Smart Solutions operates more than 4 million connected objects and 700 expert systems worldwide.

**THALES ALENIA SPACE & HEMERIA**



**Thales Alenia Space**

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