



## **Dhruva Space and Kinéis partner to establish Space assets and offer satellite-based services**

**Thursday 16 March 2023 (WASHINGTON D.C., U.S.A)** India-based full-stack space-engineering solutions provider Dhruva Space and France-based satellite operator and global connectivity provider Kinéis have inked a Memorandum of Agreement (MoA), marking a partnership where both companies will collaborate to establish space and ground infrastructure to scale the diversity and impact of satellite-based solutions.

With 9 satellites in orbit, Kinéis' services are operational and providing global worldwide coverage today. Thanks to the launch of 25 satellites, Kinéis expands and unlocks new services for new applications with its IoT satellite-based connectivity and develops a new product line to facilitate its integration. The new services include logistics and transport, smart agriculture, maritime, network and infrastructure and many other applications.

As part of its space-as-a-service offering, Dhruva Space builds satellite platforms with multi-payload configurations, widening the company's scope to work with any payload. In November 2022, Dhruva Space successfully deployed two CubeSats Thybolt-1 and Thybolt-2 onboard ISRO's PSLV-C54.

As per the MoA, both companies will move ahead in a bilateral partnership in the establishment of space assets and the offering of satellite-based services. This would include the development and manufacturing of ground terminals powered by Kinéis' chipsets, mutual commercialisation of space assets; and satellite earth stations to enable satellite-based services.

Looking forward to the partnership ahead, Ms. Astrid Cousteau, CCO, Kinéis, says, "The MoA between Kinéis and Dhruva Space is a major milestone for the international positioning of Kinéis, combining the French and Indian Space know-how we have exciting times ahead. This agreement confirms the willingness of Kinéis to strengthen the go-to-market strategy in India and democratize access to IoT satellite connectivity worldwide".

Sanjay Nekkanti, CEO, Dhruva Space, adds, "The signing of an MoA with Kinéis is a reflection of the convergence of goals from both French and Indian Space industries, marking a new phase of growth and collaboration between Kinéis and Dhruva Space. This agreement is another promising step in Dhruva Space's global development strategy, in line with the developmental goals of India."

Marking an exciting evolution of the relationship between Kinéis and Dhruva Space, the MoA was signed at the 2023 edition of Satellite, organized by Via Satellite. Themed 'Leaning In. Linking Up', Satellite has proven to be a consistent hub for international satellite entities to showcase their technologies, share knowledge and build relationships on Earth and beyond.



## **About Kinéis**

Created in 2018, Kinéis is a satellite operator and global connectivity provider. It inherited 40 years of expertise in the Argos system, founded by CNES (French Space Agency) and historically operated by CLS (Collecte Localisation Satellites).

Its mission is to develop reliable technology that provides easy access to useful satellite data. To make life easier for professionals and individuals and encourage them to use its products and services, Kinéis locates and connects objects wherever they are on the planet. This way, the company deploys all its technological innovation capabilities to bring together New Space and IoT.

In 2020, Kinéis raised €100 million from French private and public investors. In 2021, Kinéis generated a turnover of €8.4 million (+20% compared to 2020). In 2022, Kinéis expanded to the USA and joined the French Tech Next40 program for the second year in a row.

## **About Dhruva Space**

Dhruva Space, founded in 2012, is a National Award-winning, full-stack space engineering solutions provider based in Hyderabad, India. The company is active across Space, Launch, and Ground segments, and supports civilian and defence clients worldwide.

Dhruva Space offers satellite/s coupled with Earth station/s and launch services as an integrated solution or individually as technology solutions to power space-based applications on Earth and beyond.

## **Visual assets**

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