



## Kineis and Netmore join forces to bridge iot connectivity gaps worldwide

Ahead of the space summit, European satellite operator Kinéis and Netmore Group, a global leader in LPWAN, today announced an international strategic partnership. The goal: to deliver a hybrid satellite/terrestrial IoT connectivity solution that can be deployed immediately, across the 18 countries where Netmore already operates.

Driven by growing demand for service continuity in areas not covered by terrestrial networks, the global hybrid IoT connectivity market, combining terrestrial cellular networks and satellite, is estimated at \$8.6 billion in 2025. It is expected to nearly grow tenfold to reach \$89.4 billion by 2034, representing a compound annual growth rate of close to 30% (source: Hybrid Terrestrial-Satellite Cellular IoT Connectivity Market Research Report 2034, 2026). This market momentum reinforces the strategic relevance of the Kinéis-Netmore partnership.

### A PARTNERSHIP TO CLOSE THE GAPS IN IOT CONNECTIVITY

Netmore Group, a leading operator for massive IoT serving the utilities, water, infrastructure, and smart city sectors, is adding Kinéis' satellite connectivity to its LPWAN portfolio. Kinéis operates a sovereign European constellation of 25 satellites dedicated to IoT and AIS.

Through the agreement, Kinéis' satellite connectivity is now available directly from Netmore, giving customers a single platform for hybrid terrestrial-satellite IoT connectivity.

This integration allows Netmore to extend its coverage beyond the limits of terrestrial LoRaWAN networks, and to address use cases and geographic areas previously out of reach for ground-based deployments alone. For Kinéis, this partnership demonstrates its ability to team up with a major player in massive IoT on an international scale, ahead of a space summit that will reaffirm Europe's ambitions in the sector.

### TANGIBLE BENEFITS OF HYBRIDIZATION FOR END USERS

Combining terrestrial and satellite networks enables uninterrupted tracking and monitoring of assets wherever they are located. Terrestrial networks ensure responsiveness in densely covered areas, while satellites take over everywhere else, guaranteeing global coverage even where no ground infrastructure exists or can ever be installed.



This complementarity gives businesses the ability to:

- **Remotely monitor sensitive equipment or sites**, with no human intervention required;
- **Shift from reactive to predictive maintenance**, by detecting warning signs before failures occur;
- **Manage risks more effectively** (leaks, fire outbreaks, etc.), even outside conventional coverage areas;
- **Optimize routes and itineraries**, thanks to continuous asset tracking

Switching between networks is fully automated between LPWAN and satellite stepping in whenever needed with no manual intervention.

Delivered directly through Netmore's ThingPark platform, this hybrid connectivity is available to Netmore's customers and partners – keeping devices connected whether they communicate over satellite or terrestrial LoRaWAN.

This hybrid approach gives businesses constant control over their operations, the ability to react quickly to anomalies, and the service continuity that the most sensitive sectors require

## FASTER TIME-TO-MARKET THROUGH PROVEN HYBRID SOLUTIONS

Kinéis already offers proven hybrid LoRaWAN/satellite products across several key verticals, enabling rapid deployment without additional hardware development. This immediate product availability is a key advantage for Netmore and its customers: rather than investing in a long and costly development cycle, businesses can deploy operational hybrid connectivity today.

**Track Value and Beepro (Beepings) for Asset tracking**, uninterrupted geolocation as soon as an asset leaves LoRaWAN coverage.

**Sentiv for water and infrastructure management**, remote monitoring of meters, tanks, and facilities, even in remote areas.

**Sylvanet (Dryad) for environmental monitoring and wildfire detection**, continuous surveillance of critical environments, independent of any pre-existing network coverage

Both Netmore and Kinéis are members of the LoRa Alliance, and the partnership aligns closely with the Alliance's evolving technical roadmap for hybrid terrestrial-satellite connectivity. For example, a planned Satellite Discovery Enhancements extension will standardize how commercial off-the-shelf LoRaWAN devices discover and connect to satellite constellations, building on existing support for LEO and GEO satellite communication and reinforcing the long-term standards foundation underpinning this partnership.

For infrastructure, energy, and logistics operators, data continuity is not a matter of comfort, it is an operational requirement. By eliminating connectivity blind spots, satellite/terrestrial hybridization strengthens organizations' ability to monitor, anticipate, and react, regardless of field conditions, a resilience that has become critical in sensitive sectors.



*This partnership with Netmore is a concrete illustration of our ability to team up with major players in massive IoT to build solutions that are ready to deploy from day one. By combining the global reach of our constellation with the strength of Netmore's LoRaWAN network, we offer businesses a level of service continuity that neither technology could guarantee on its own.*

**Cécile Morel, Chief Commercial Officer at Kinéis.**



*Kinéis' IoT satellite constellation complements Netmore's carrier-grade LoRaWAN network, giving our customers a hybrid connectivity option that supports monitoring, tracking, and control for applications with devices or assets in remote operating environments. For the sectors we serve, this level of service continuity is increasingly an operational requirement, and we are proud to be the partner that can deliver it end to end.*

**Andreas Stenhager, Chief Commercial Officer at Netmore**



**About Kinéis | [www.kineis.com](http://www.kineis.com)**

Founded in 2018, Kinéis is the operator of the first European satellite constellation dedicated to IoT and AIS data from space. Its constellation enables the global, sovereign and secure transmission of field data, including from remote or hard-to-reach areas, to support informed operational decision-making. Kinéis supports public and private stakeholders by enabling them to leverage data from assets located anywhere in the world, for use cases such as infrastructure and equipment monitoring, maritime surveillance and operational optimization.

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