



## Kinéis and LuxSpace announce a European partnership around satellite AIS data

Kinéis, operator of the first European constellation dedicated to IoT and satellite AIS, and LuxSpace, a leading European space player and a pioneer in the field, announce the signing of a **strategic European partnership** focused on satellite AIS data.

This partnership is part of the continued commercial development of **Kin' AIS**, Kinéis' satellite AIS data offering, and reflects the shared ambition of both companies to contribute to a **European maritime data value chain**, based on infrastructures and expertise operated from Europe.

### A STRATEGIC MARKET FOR EUROPE IN RAPID TRANSFORMATION

The global maritime data and services market is experiencing sustained growth, driven in particular by the expansion of satellite AIS. According to sector analyses, the maritime data and intelligence market is expected to grow at an **annual rate of around 7%\***, fuelled by increasing needs in maritime surveillance, traffic analysis, security, regulatory compliance and risk management.

In this context, **access to AIS data operated from Europe** has become a strategic issue for both public and private stakeholders.



*“Through this European partnership with LuxSpace, Kinéis confirms its role as a provider of satellite AIS data designed to meet the growing needs of maritime data and intelligence players. Kin' AIS delivers reliable and actionable data, including in complex maritime areas, to support advanced analytics and informed decision-making,”* says **Cécile Morel**, Chief Commercial Officer at **Kinéis**.





## KIN' AIS: DATA AT THE HEART OF MARITIME INTELLIGENCE PLATFORMS

As part of this partnership, **LuxSpace** integrates Kinéis' satellite AIS data to enrich its **OrbitSailor** platform, dedicated to vessel tracking, maritime surveillance and maritime domain awareness.



*"In addition to providing an independent AIS data source, Kinéis data stands out through its ability to independently geolocate AIS messages. We firmly believe this approach will enable us to deliver a more robust and comprehensive global maritime situational awareness picture to our customers, as well as new analytics and insights that are simply not possible with other AIS data providers,"* says **Gerd Eiden**, Director of **LuxSpace's AIS** Business Department.

Kinéis data therefore enhances OrbitSailor's capabilities in analysis, detection and interpretation, combining satellite and terrestrial AIS data with advanced data fusion techniques, artificial intelligence and machine learning.

### A EUROPEAN PARTNERSHIP SERVING MARITIME INTELLIGENCE

This partnership is part of a series of collaborations established by Kinéis with major players in maritime data and intelligence. In a rapidly structuring market, **Kin' AIS** is emerging as a key component of the maritime data value chain, delivering **European satellite data** that is reliable, actionable and sovereign. Through this collaboration, Kinéis and LuxSpace contribute to the international reach of their respective expertise and affirm their shared ambition to develop a European maritime intelligence capability, deployed and leveraged on a global scale.

#### 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.

#### About LuxSpace | More information : [www.luxspace.lu](http://www.luxspace.lu) | OrbitSailor: [orbitsailor.com](http://orbitsailor.com)

LuxSpace, an OHB company, established in 2004 in Betzdorf, Luxembourg, is a satellite technology company with a long heritage in satellite AIS. It provides satellite products such as the Triton-X – a small satellite platform, the IAU – an integrated avionics unit. Building on its satellite engineering expertise, LuxSpace has expanded into maritime data services through OrbitSailor, its multi-source maritime intelligence platform.

#### KEY FIGURES

Founded in **2018**  
in Toulouse, France

**60 employees** and over  
200 people mobilized in the  
Occitanie region

**€100 million** raised  
in 2020

**France 2030**  
award winner

**Press contact:** Anne-Cécile Thibault | [athibault@kineis.com](mailto:athibault@kineis.com) | +33 (0)6 80 52 45 69 - Kinéis

Kinéis - 11, rue Hermès, Parc Technologique du canal, 31520 Ramonville-Saint-Agne - France