

Sateliot will rely on the know-how of Thales Alenia Space and Telespazio for the deployment of its constellation of nanosatellites and for the development of the Internet of Things market

- ☺ **Thales Alenia Space will advise Sateliot and ensure the viability of the entire technical phase**
- ☺ **Telespazio will help Sateliot to promote the development of the IoT (Internet of Things) market**

Barcelona, Rome 23 February 2021 - The satellite telecommunications operator Sateliot will rely on the experience and know-how of The Space Alliance between Thales Alenia Space (Thales 67%, Leonardo 33%) and Telespazio (Leonardo 67%, Thales 33%) for the development of a constellation of nanosatellites to ensure that IoT connectivity is compatible with the 5G standard.

Acting as telecommunications cell towers in space, the space assets – the plan envisages 16 satellites from 2022 to reach 96 satellites by 2025 with an investment of around 100 million euros – will enable the deployment of IoT services in sectors such as maritime, logistics, energy, agri-food, infrastructures and environmental monitoring.

Sateliot has reached an agreement with Thales Alenia Space in Spain and France to coordinate the design and development of the technologies required to offer the envisaged IoT services with 5G coverage from 2022.

In more detail, Thales Alenia Space will build on over 40 years of experience in the space sector to ensure the viability of the entire technical phase - including engineering activities and the definition of the mission and end-user needs - with the objective of guaranteeing coverage extension services to European, American, South American and even African telecommunications operators from 2022.

The agreement between Sateliot and Telespazio is aimed at promoting the development of the IoT market. In particular, Sateliot will leverage Telespazio's experience and penetration in the international space services market to assess the main needs of customers in different sectors, while Telespazio will use Sateliot's capabilities to boost its offering in an IoT sector that already includes global hybrid coverage based on the integration of LTE/WiFi/Lora/Satellite technologies.

This partnership confirms Telespazio's vocation for innovation and the constant quest for increasingly advanced services for partners, customers and citizens, in-line with Leonardo's strategy and initiatives aimed at sustainable progress in a safer world. The agreement will allow Telespazio and Sateliot to develop new IoT services in sectors such as seaborne freight, agriculture, infrastructure management and telecommunications. In the freight sector, for example, IoT sensors connected via satellite are able to offer information about the load status, allowing transport monitoring and enhanced security, while in the agricultural sector they can provide real-time data to promote sustainable crop management. IoT sensors are also one of the most promising solutions for infrastructure monitoring and management, maintenance management, traffic status control and rescue operations management after accidents.

According to Jaume Sanpera, founder and CEO of Sateliot, "this strategic agreement with The Space Alliance, formed by Thales Alenia Space and Telespazio, underpins our

business plan focused on two growth paths. On the one hand, through a transversal strategy with telecommunications operators. And, on the other, through a vertical business line, aimed at end customers, to whom we will facilitate the monitoring of different variables in real time for profitable decision making for their businesses".

The objective of Sateliot's business plan is to close 2025 with a turnover of around 236 million euros and a total workforce of over 100 people. To make this possible, Sateliot has completed two capital increases and is negotiating a new round of financing with various international funds.

About Sateliot

Sateliot is the first satellite telecommunications operator that will provide global and continuous connectivity to all the elements that will make up the universe of the Internet of Things (IoT) -such as the connected car or home- under the 5G protocol. Thanks to a constellation of state-of-the-art nanosatellites, located at low altitude that act as mobile cell towers, Sateliot is the perfect complement to large telecommunications companies by providing the necessary infrastructure where terrestrial technologies do not reach. More information in our [web](#), [Twitter](#) and [LinkedIn](#).

MORE INFORMATION:

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About the Space Alliance

The Space Alliance, founded in 2005, is a strategic partnership between Leonardo and Thales, the major industrial groups in the aerospace industry in Italy and France. It includes two joint ventures: Telespazio (Leonardo 67%, Thales 33%) and Thales Alenia Space (Thales 67%, Leonardo 33%). The complementary capabilities of Thales Alenia Space in satellite systems and Telespazio in the services associated with them provides the Space Alliance all the assets needed to respond positively and effectively to the needs of the market, which today are increasingly focused on applications related to space technologies. In this scenario, Telespazio and Thales Alenia Space have a unique offering of its kind, ranging from the field of communications to navigation, as well as scientific research and observation, which enables both companies to consolidate their position in the aerospace and defence and security markets.

About Thales Alenia Space

Drawing on over 40 years of experience and a unique combination of skills, expertise and cultures, Thales Alenia Space delivers cost-effective solutions for telecommunications, navigation, Earth observation, environmental management, exploration, science and orbital infrastructures. Governments and private industry alike count on Thales Alenia Space to design satellite-based systems that provide anytime, anywhere connections and positioning, monitor our planet, enhance management of its resources, and explore our Solar System and beyond. Thales Alenia Space sees space as a new horizon, helping to build a better, more sustainable life on Earth. A joint venture between Thales (67%) and Leonardo (33%), Thales Alenia Space also teams up with Telespazio to form the parent companies' Space Alliance, which offers a complete range of services. Thales Alenia Space posted consolidated revenues of approximately 2.15 billion euros in 2019 and has around 7,700 employees in nine countries.

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About Telespazio



Telespazio, a joint venture between Leonardo (67%) and Thales (33%), is one of the world's main operators in the space services sector. These include the design and development of space systems, the management of satellite launch and in-orbit control services, Earth observation services, integrated communications, satellite navigation and localisation, and scientific programmes. Telespazio plays a leading role in its relevant markets by leveraging the technological expertise it has acquired through 60 years of activity, through developing its own infrastructures, and through its participation in space programmes such as Galileo, EGNOS, Copernicus and COSMO-SkyMed. In 2019 Telespazio generated a turnover of €535 million, with a workforce of around 2,600 employees across eight countries. www.telespazio.com

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