



## EU-Japan Partnering Support Mission in the Space Sector - Tokyo, 9 – 11 March 2015

Company Logo

# EARSC

European Association  
of Remote Sensing  
Companies



### Contact Details

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Picture of Participant



Geoff Sawyer

### Participant Profile

Currently an independent consultant in Brussels and Secretary General of EARSC, Geoff has followed a long and varied career holding senior management positions in the space industry as well as numerous representative positions in the UK and Europe. Geoff began his career as a radar systems engineer responsible for the ERS-1 synthetic aperture radar and continued until recently as EADS Vice President Corporate Strategist for Space. In addition to his extensive industrial experience, Geoff spent 3 years working for the European Commission where he was responsible for supporting space policy development and in particular the creation of the GMES initiative.

As secretary general of EARSC since 2011, Geoff has successfully developed the Association into a much more active and visible community. He has been responsible for several studies carried out by EARSC including a full survey of the EO services industry in 2013 and of a study into the impact of a free and open data policy for the Copernicus Sentinel data (often referred to as the “Geese and Golden Eggs” study). EARSC has also made its mark on the world stage and is widely recognised as the leading voice for the EO services companies in Europe.

### Company Profile

**Headquarters and branch locations:** Brussels

**Shareholders:** Association of Members

**Mission:** Promote the EO services industry sector.

**Technology portfolio:** EO services, satellite data and value added services. Consultancy

**Commercial footprint:**



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#### Value proposition for the Japanese market

EARSC represents 78 European companies which offer Geospatial products and services using satellite EO data. We develop tools to promote the industry and perform studies into aspects of the market which can help the industry. We look for partners at several levels:

1. For EARSC to conduct common activities and particularly studies into the market.
2. For EARSC to link with umbrella bodies either in the geospatial sector or in customer sectors where links can foster deeper understanding and new business opportunities.
3. For member companies which offer geospatial services and satellite data on the market

For the Japanese market, we perceive opportunities in all 3 areas. One particular aspect could be the use of common /complementary data coming from Copernicus or Japanese missions. A joint initiative around Copernicus would be particularly welcome.

European companies offer VA services in all domains of the market which can be complementary to those which Japanese companies address.

Studies into the market can include a deeper understanding of the industry sector or into the local/regional markets. The possibility could exist for a joint R&D action in this area (each funding own parts).

Finally EARSC has developed good links with the oil and gas industry globally and could seek to establish similar partnerships with Japanese associations in other sectors eg shipping, construction, insurance etc.

*EARSC, the European Association of Remote Sensing Companies represents the Earth Observation geo-information services sector in Europe. Today EARSC has 75 members (64 full members and 11 observers), coming from 22 countries covering the full EO services value chain including commercial operators of EO satellites, resellers of data, value-adding companies, geospatial information suppliers, consultancies and EO system/software providers. The sector plays a key role in providing value-added, geo-spatial information to its customers in Europe and the world. In 2012, the revenue of the sector in Europe is €750m giving work to 5000 highly skilled employees and is growing at around 10% per annum. The sector is dominated by small and medium enterprises with over 90% of the companies having less than 50 and over 60% having less than 10 persons employed.*

**Disclaimer:** *The information contained here is only used for the purposes of this event with the aim of facilitating the Business-to-Business meetings.*