

European Association of Remote Sensing Companies



Giovanni SYLOS LABINI: EARSC VP.



• • • EARSC

EARSC is a trade association (non-profit Belgian company), founded in 1989, dedicated to helping European companies: *providing services (including consultancy) or supplying equipment in the field of remote sensing.*

Our mission is:

- to foster the development of the European Geo-Information Service Industry
- to represent European geospatial-information providers, creating a sustainable network between industry, decision makers and users

Today: 85 members (75 full and 10 observers) from 22 countries in Europe





Market development & promotion



OGEO: Link with Oil & Gas Industry



EOpages: Brokerage site

This is the forme of the DARGC (D) 1000 quarks. It provides a great resource for orderstanding KO applications in their sectors advanced accessed providing to the DARGC fractionary which shortfins a full energy of products complete ED accesses and december their applications. This is all disconteness with ED BHE parts the second they page.			
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EO Portal (wiki): Information on Geospatial services



EOmag: Sector magazine

Achievement Award

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EO4OG: guide to geospatial products for the O&G Industry

Research Corner

eo4All Links with IFI's





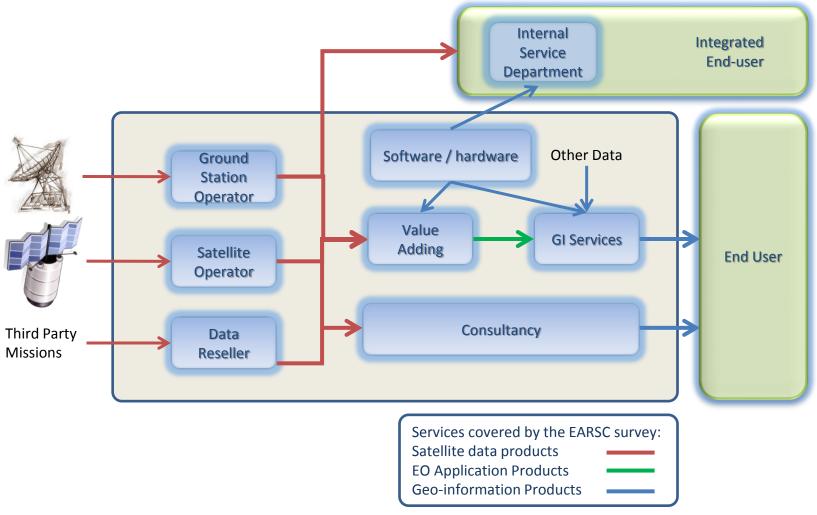


Annual Report

EARSC on Twitter

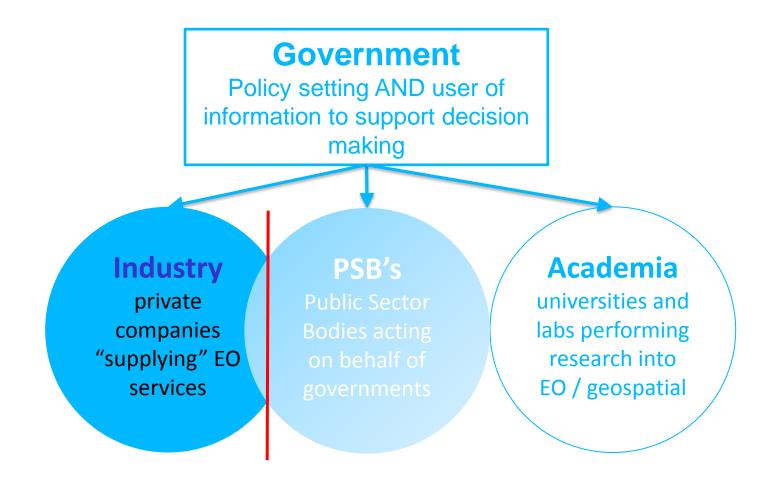


••• Value Chain





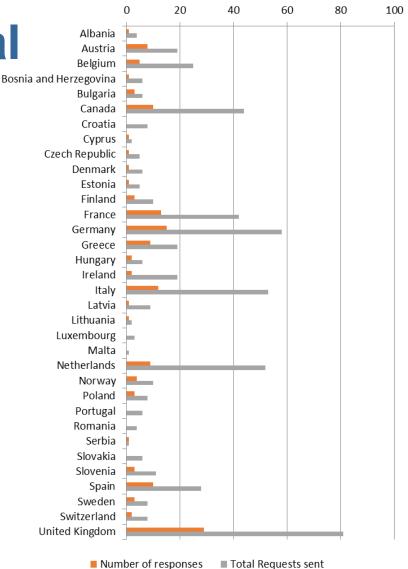
••• EO Service Ecosystem





Geographical distribution

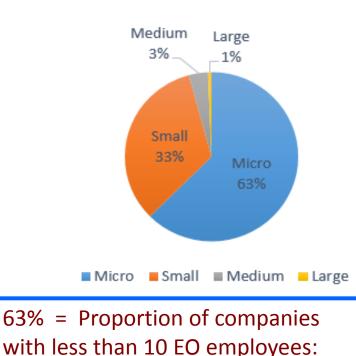
- Companies are distributed throughout Europe with 10 countries having 20 or more companies
- This is a strength to serve local needs but is not a good position from which to address the global market

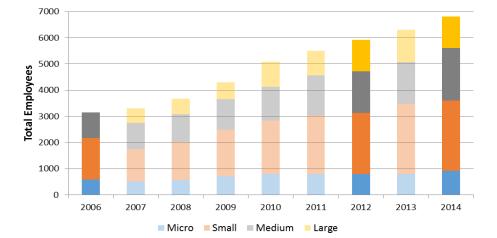


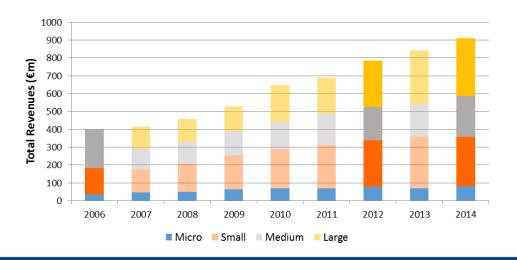
EARSC European Association of Remote Sensing Companies

EO Services Industry Sector Profile

Key Facts : From EARSC 2015 Industry Survey







96% with less than 50 employees 451 companies in Europe

6811 direct employees €910m revenue

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••• Percentage Revenues by Activity

European Companies are active throughout the value chain

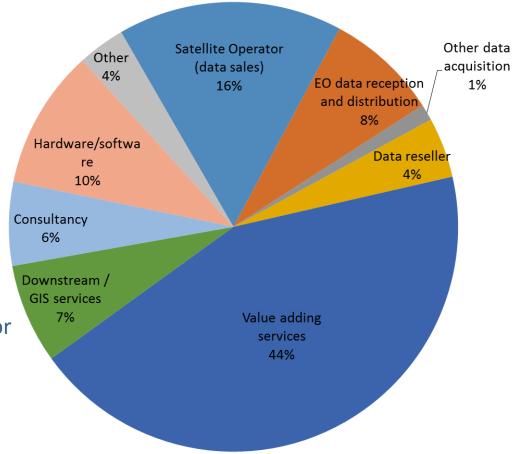
Data selling activities represent a 29% share of the market at €270m.

This represents a growth of 5% since 2012

The information services part of the business represents 51% of the market or €462m.

This represents a growth of 72% since 2012 (31% per annum).

FARS



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- Government plays a determining role as a user of data / information as well as setting policies.
- Public sector bodies act on behalf of their governments.
- Industry can include internal service departments

FARS

Industry

private companies "supplying" EO services

PSB's

Government

Policy setting AND user of

information to support decision

making

Public Sector Bodies acting on behalf of governments

Academia

universities and labs performing research into EO / geospatial

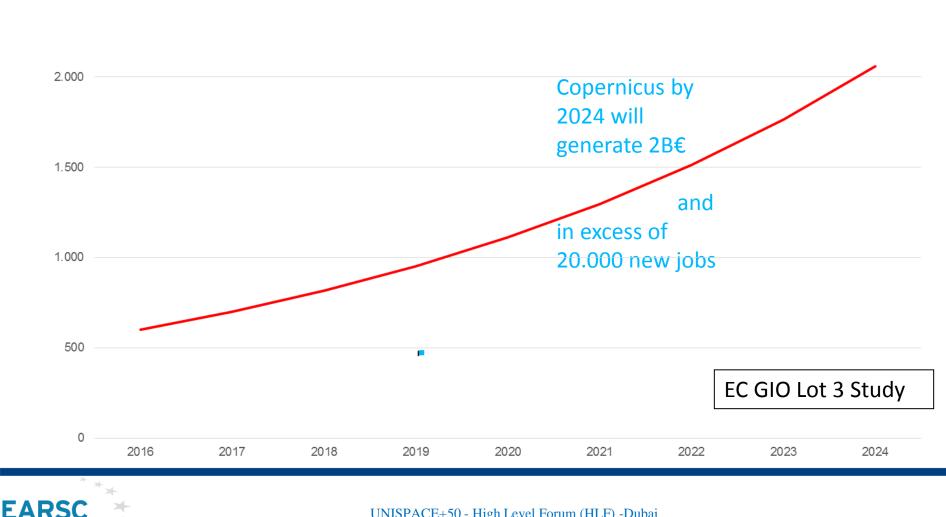
 Overlap between public sector bodies and industry causes unfair competition, uncertainty and leads to reduced investment in new products and services



•••| **Impact of Copernicus**

2.500

Extimated Total Addressable Market





For Information on EARSC:

www.earsc.eu / www.eomag.eu / secretariat@earsc.org

For more information on the remote sensing industry:

www.eopages.eu

For information on EO applications:

www.earsc-portal.eu

For links to the O&G Community

www.ogeo-portal.eu

