

# SAR MARKET: TOWARDS A NEW ERA?

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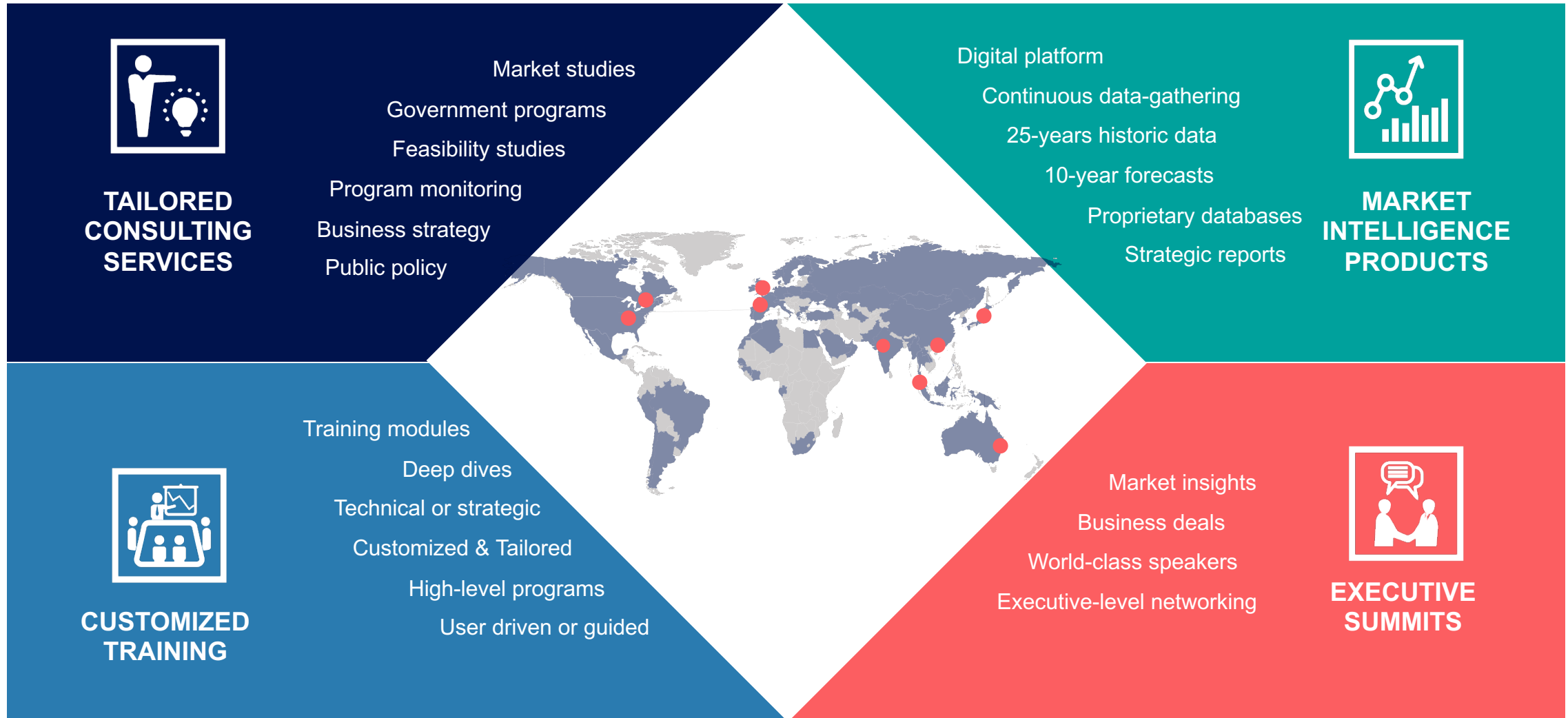
**GEOSPATIAL WORLD FORUM**

May 5<sup>th</sup>, 2023





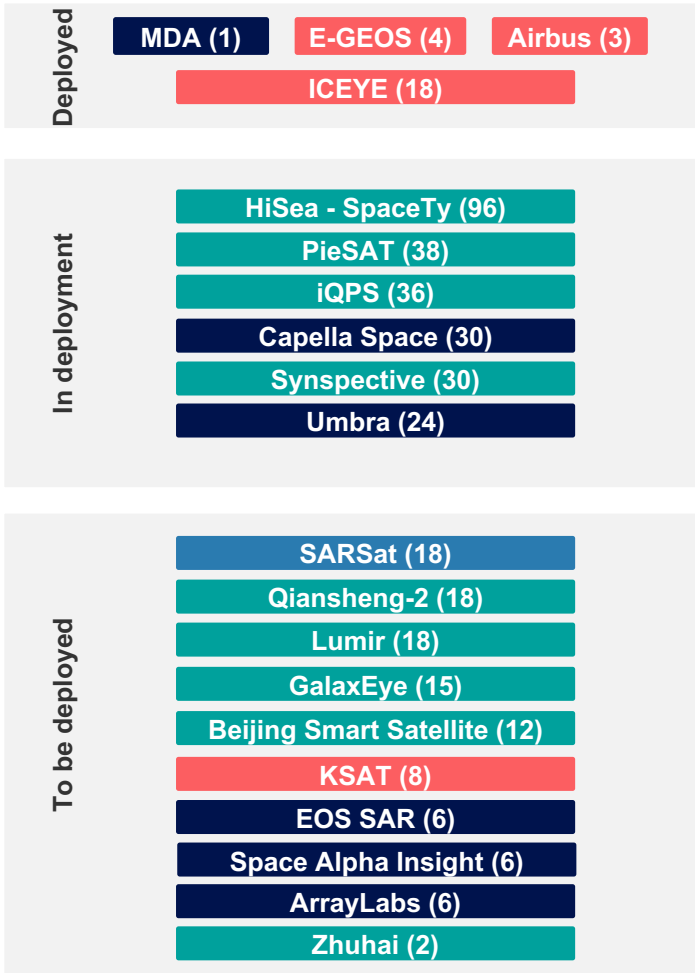
# EUROCONSULT – WHO WE ARE





# SAR CONSTELLATIONS, THE NEW ERA OF EARTH OBSERVATION?

## NEW SOLUTIONS, MORE SUPPLY\*

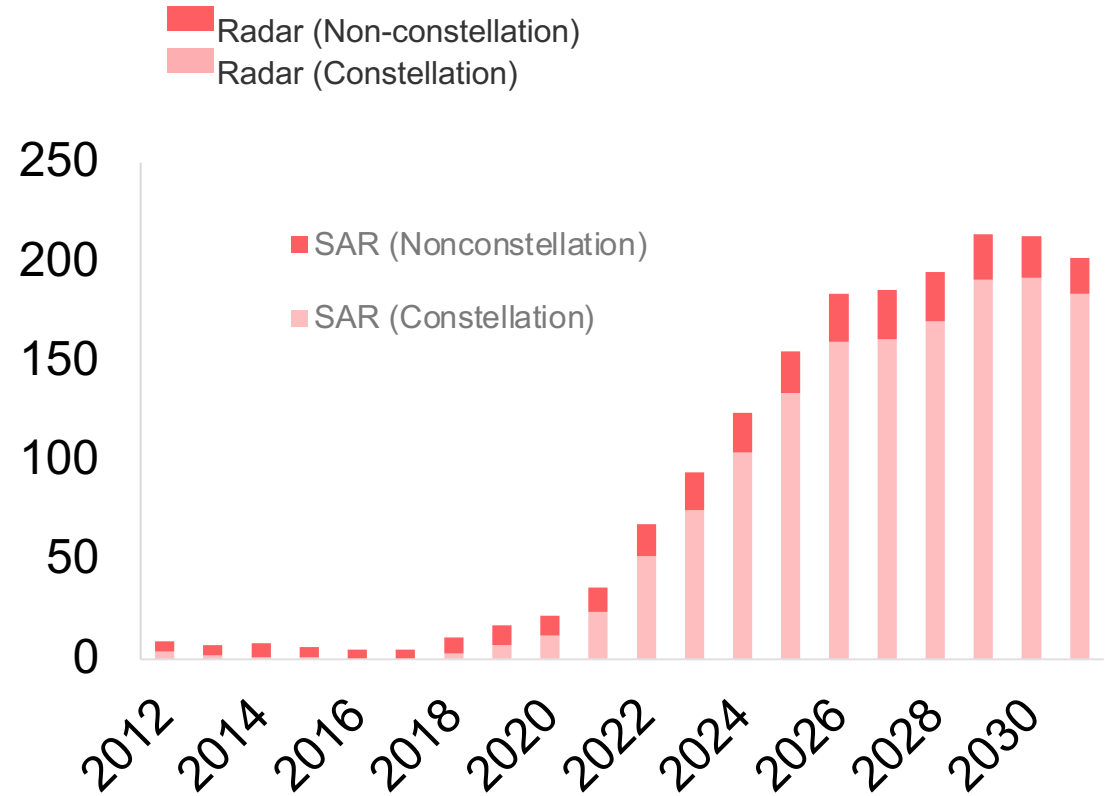


**LEGEND:**

- Europe
- North America
- Asia
- Other

Name of the company (Nb claimed for the operational phase)

## OPERATIONAL COMMERCIAL SAR SATELLITES\*\*

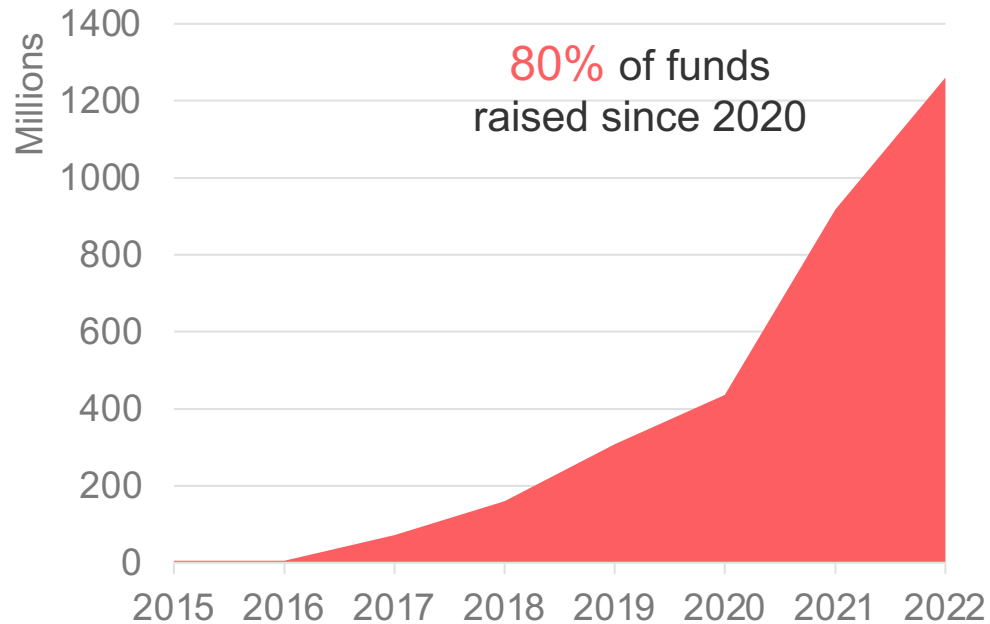


\*\*Includes satellites from private enterprises and governments whose data are made available on a commercial basis. Excludes noncommercial satellites. HSI and GhG are part of optical category. MeteOcean & RF satellites are excluded. Satellites in operation are based on reported/expected life spans.



# A GLANCE AT FUNDRAISING

Cumulative funds\* raised by SAR operators (million USD)



- Over US \$1.2B raised in the past 10 years from SAR operators
- SAR constellations enabled higher fundraising: D & C-series attained for the first time ensuring the new supply matches the demand

**ICEYE**

**\$310M (D)**



**\$200M (B)**



Capella Space

**\$180M (C)**



**\$80M (B)**



**SPACETY**

**\$37M (B)**

*\*Upstream actors only.*

*Based on publicly available information*

*Investment in private equity only*

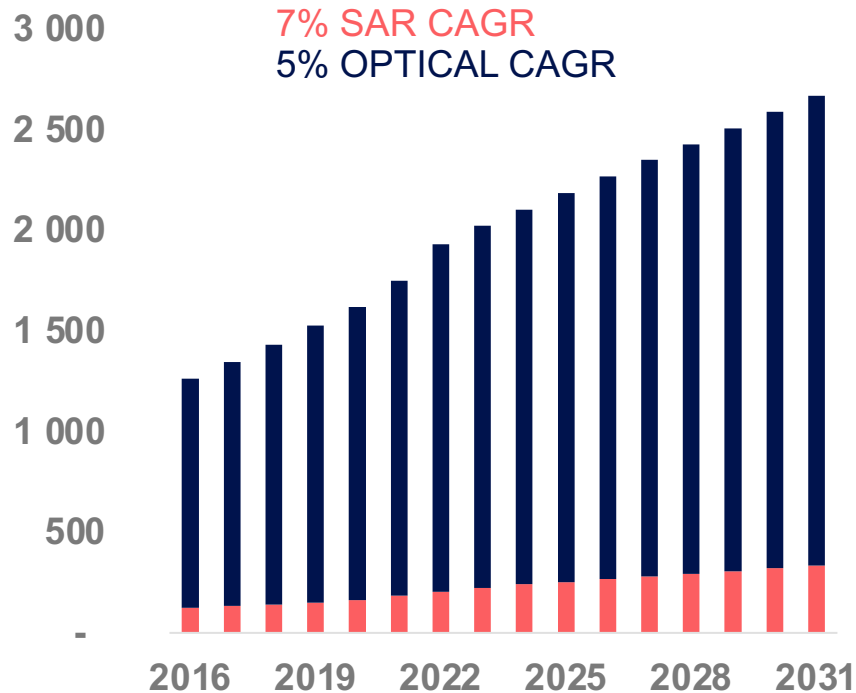
*Source: Euroconsult – Earth Observation Data and Services Market*



# EVOLUTION OF THE COMMERCIAL SAR MARKET

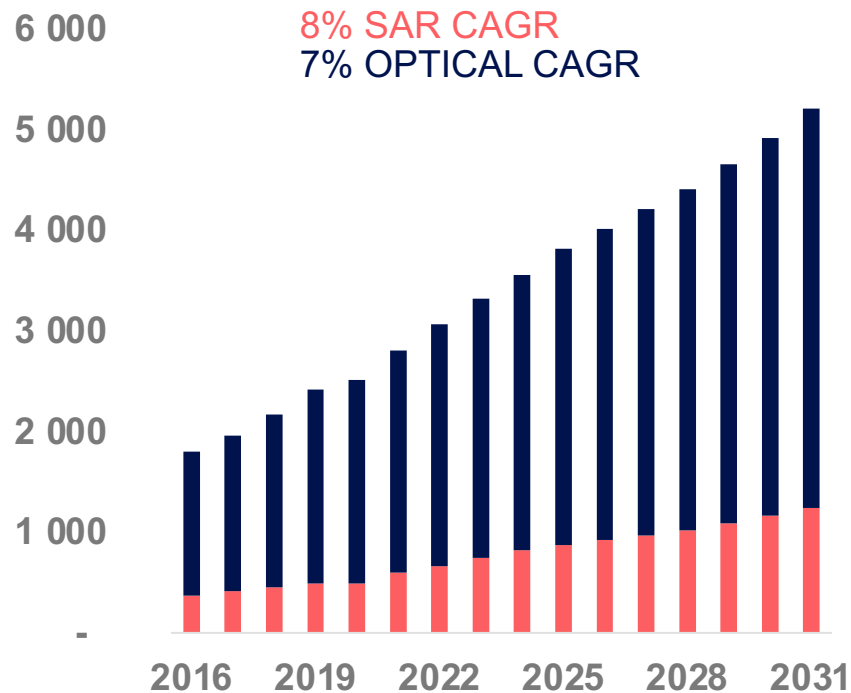
## EO data revenues

IN MILLION USD



## EO VAS revenues

IN MILLION USD



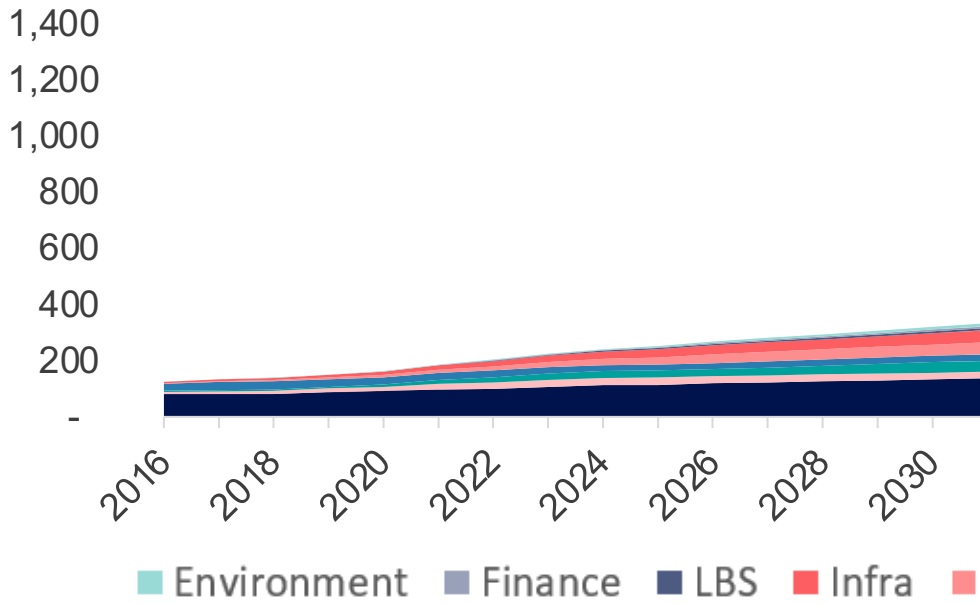
- SAR revenues for both data and VAS to **double** in the next decade
- SAR revenues to remain lower than their optical counterparts
- **New constellations** to decrease data's pricing so it can be leveraged to build VAS
- Pricing and application domain specifications imply more optical data sales compared to SAR
- **Quicker** growth for SAR compared to optical that is more mature

Source: Euroconsult – *Earth Observation Data and Services Market*  
 Optical imaging includes specific missions such as GhG or TIR, whether MSP or HSI systems are used

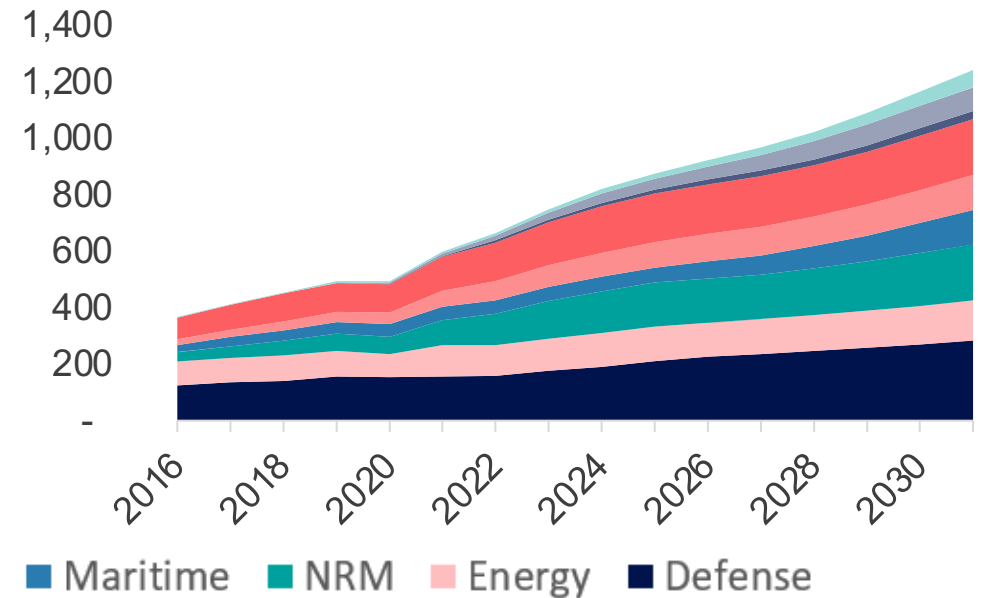


# MAIN CUSTOMERS OF SAR

SAR data sales (in million USD)



SAR VAS sales (in million USD)



- **Defense** to remain the first destination for SAR data and its closely associated **maritime** applications
- **Finance** is one of the fastest-growing sectors in SAR

- Greater opportunities will come from applications requiring **high spatial/temporal** resolutions
- Still some limitations for higher growth in some segments

Source: Euroconsult – Earth Observation Data and Services Market

Muchas Gracias

Дякую

Danke

Merci

谢谢

شكرا

Thank you

спасибо

Հնորհալպալըրթըր  
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ありがとうございました

Euroconsult

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