

News Release

March 28, 2019
SKY Perfect JSAT Corporation
PASCO CORPORATION

Partnership in Space Business
-Seeking New Business Creation in the Joint Utilization of
Satellite Ground Stations and Satellite Data-

SKY Perfect JSAT Corporation (Head office: Minato Ward, Tokyo; Representative Director, President & CEO: Shinji Takada; hereinafter “SKY Perfect JSAT”) has reached a business partnership agreement on March 28, 2019 with PASCO CORPORATION (Head office: Meguro Ward, Tokyo; President & CEO: Dr. Hideki Shimamura; hereinafter “PASCO”) with the goal of creating high added-value services and mutually making effective use of the technologies and resources owned by both companies in the wide range of fields from the satellite to geospatial data business, while also seeking increased efficiency for the low-earth-orbit (LEO) satellite-based services currently offered by both companies and expanding the markets for these services.

The types of services which will be bolstered as a result of this agreement are as follows.

1) Satellite ground station services

Utilize the applied technologies, expertise, and resources owned by both companies to expand the earth observation business of SKY Perfect JSAT, while also expanding business by offering network services with the ground stations for LEO satellites in Japan and in other countries for earth observation and telecommunications companies.

2) Satellite data utilization

Begin developing new services by mutually making effective use of the earth observation satellite data and services of both companies.

3) Market expansion

Start to develop business models that promote effective use of the resources such as the services and sales channels of both companies with the aim of growing the markets in the fields of satellite communications, positioning satellites, and earth observation services

■ **Social background**

On May 29, 2017 the Japanese government published its “Space Industry Vision 2030,” and now considers the space industry to be one of the growth industries driving the “Fourth Industrial Revolution” in Japan. Since the costs associated with the production and launch of satellites have been dramatically decreasing, the potential markets that utilize satellites has been growing. Private companies have also been entering the market in the domain of these services. These companies, including startups, have already begun launching satellites and offering satellite launch services.

Against this backdrop, SKY Perfect JSAT and PASCO have entered into business partnership in order to mutually utilize their respective advantages while bolstering their initiatives in new business fields to accommodate such ever-growing “New Space” field of satellite utilization.

[SKY Perfect JSAT Corporation]

Representative: Representative Director, President & CEO Shinji Takada

Established: November 10, 1994

Head office address: 1-8-1 Akasaka, Minato-ku, Tokyo

Businesses: SKY Perfect JSAT Corporation is a leader in the converging fields of broadcasting and communications. It is Asia’s largest satellite operator with a fleet of 17 satellites, and Japan’s only provider of both multi-channel pay TV broadcasting and satellite communications services. SKY Perfect JSAT delivers a broad range of entertainment through the SKY PerfectTV platform, the most extensive in Japan with a total of 3 million subscribers. In addition, SKY Perfect JSAT’s satellite communications services, which cover Japan and the rest of Asia, as well as Oceania, Russia, Middle East, Hawaii and North America, play a vital role in supporting safety, security and convenience for society as a whole.

URL: <https://www.sptvjsat.com/>

Satellite business site: <https://www.jsat.net/jp/index.html>

SKY Perfect JSAT Group mission: <https://www.skyperfectjsat.co.jp/about/principle.html>

[PASCO CORPORATION]

Representative: Dr. Hideki Shimamura, President and CEO

Established: October 27, 1953 (Registration: July 15, 1949)

Head office address: 1-1-2 Higashiyama, Meguro-ku, Tokyo

Businesses: PASCO collects geospatial information by mounting various sensors such as optical, laser, microwave, thermal and sonar on various platforms such as satellites, aircraft, drones, special vehicles and ships. From the past to the present and the future are anticipated by interpretation, evaluation, and analysis technologies and we provide geospatial information services to solve social issues such as management and conservation of land and environment, maintenance and management of infrastructure, disaster and other risk management and countermeasures etc.

URL: <https://www.pasco.co.jp/eng/>