



SCANWORLD

GTEO meeting
20th of May 2021



SECTION 01

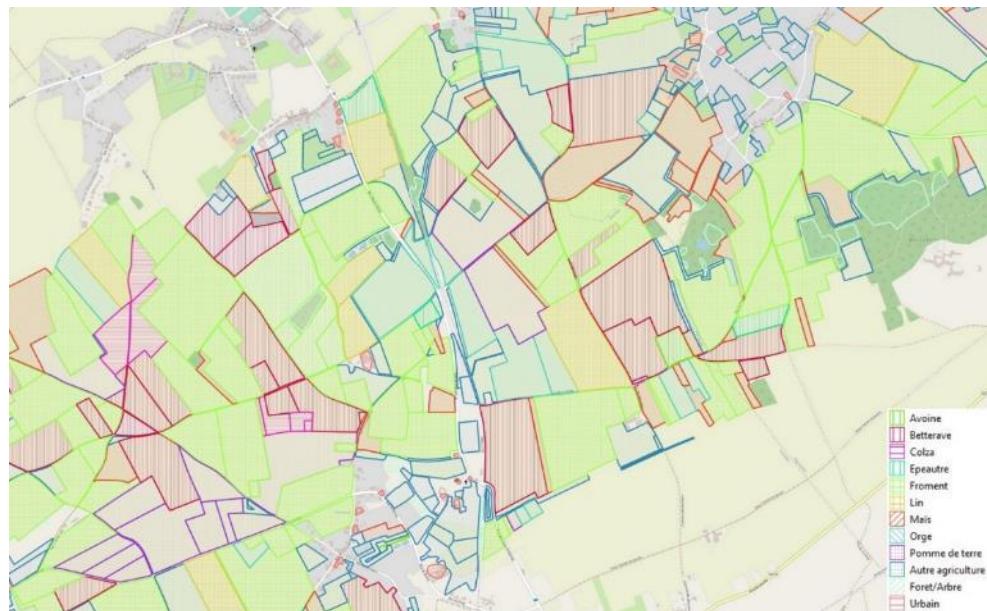
ScanWorld



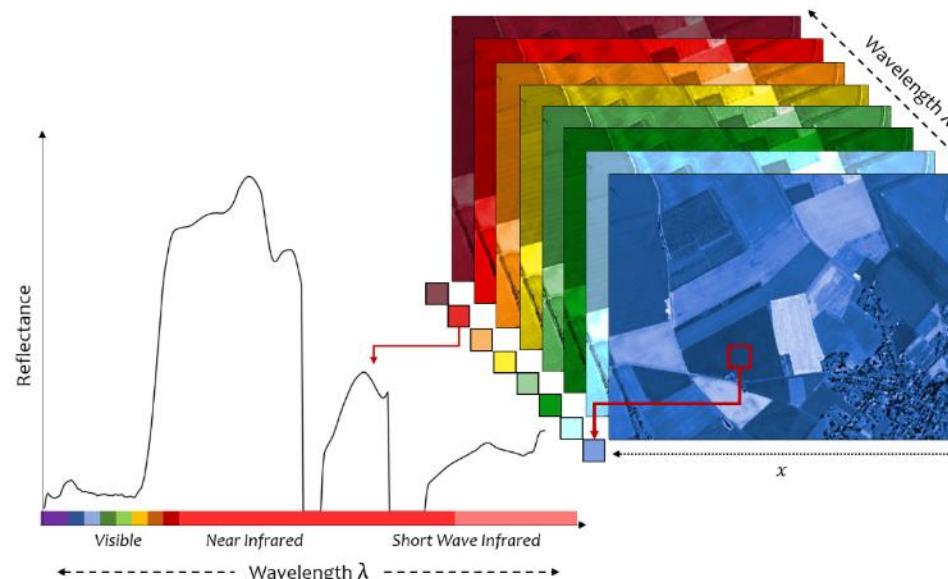
Our core focus is hyperspectral imagery, a powerful remote sensing tool

hyperspectral datacube

Full [spectral signature](#) for each pixel,
access to the [chemical nature](#) of objects

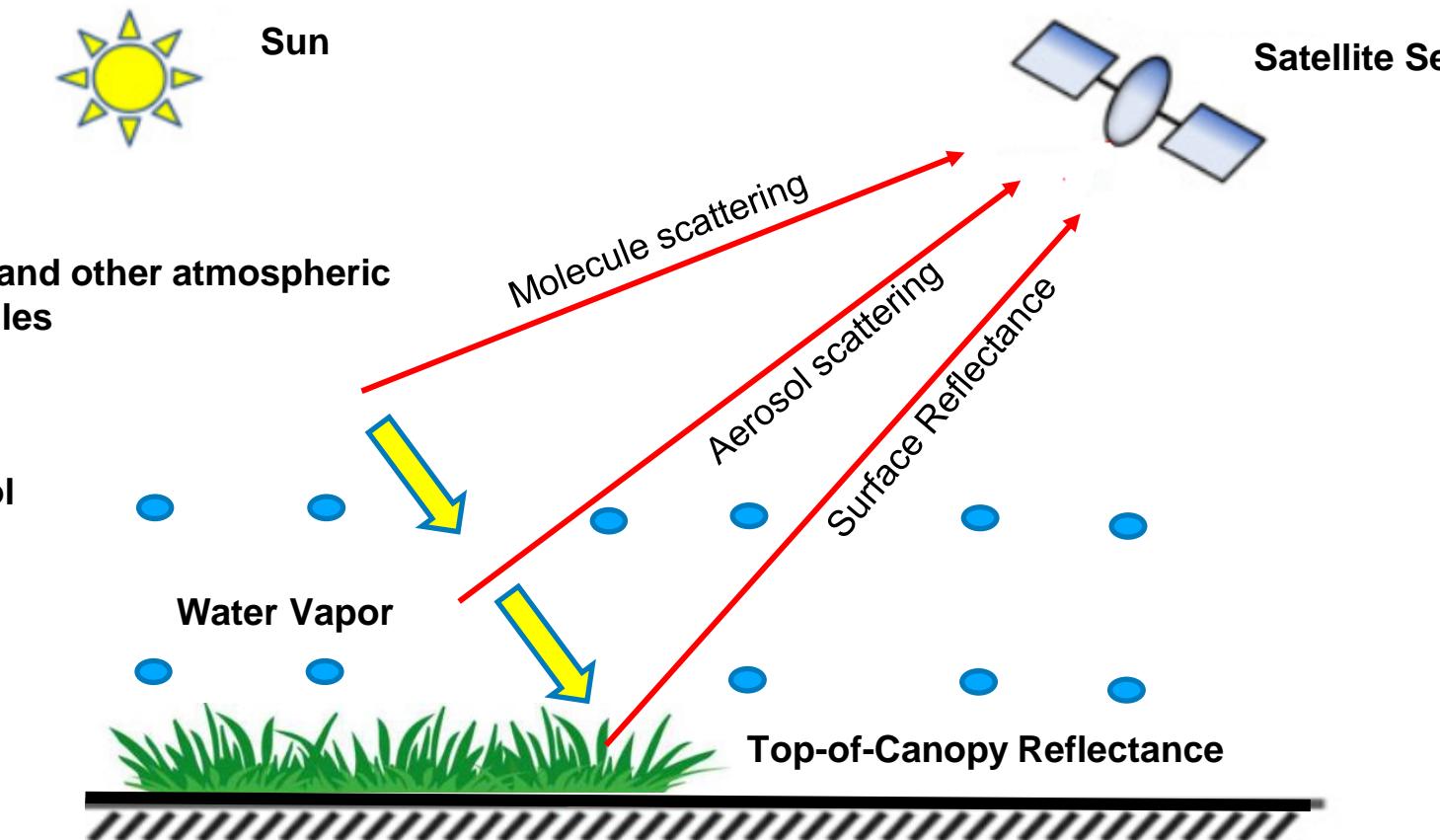


Processed image of Gembloux, Belgium, based on the APEX aerial campaign



top-of-canopy calibration

We provide calibrated and [geo-referenced](#)
[Level 2 HS imagery](#) with top-of-canopy
reflectance values.





Hyperspectral has a multiple applications in a wide number of verticals

ENABLE DATA-DRIVEN DECISION MAKING



Environment mitigate the impact of industrial activities

Assessment water and land pollution, atmospheric health, and industrial footprint. Oil spills and hazardous materials detection. GHG monitoring. Regulatory compliance.

Agriculture & Forestry identify stresses and manage resources

Soil characterization, including organic carbon content. Assessment of nutrients and water needs. Crops and species classification. Life-cycle monitoring. Diseases and pest alerts.



Processed image of the Port of Zeebrugge, Belgium, based on the APEX aerial campaign

Natural Resources rapid and large-scale surveying

Detect, classify, and map mineral deposits and geological features. Exploration in remote locations. New features and change detection.

Infrastructure & Construction monitor critical assets

Land cover classification. Health monitoring. Leak detection. Site monitoring, facility security and intrusion detection. Assessment of bathymetry and inland waterway conditions.



Processed image of Schaerbeek railway station, Belgium, based on the APEX aerial campaign



Our solution to make the data more affordable and global is to bring the sensors in orbit

ScanWorld is launching its own constellation...

9 small satellites in low Earth orbit



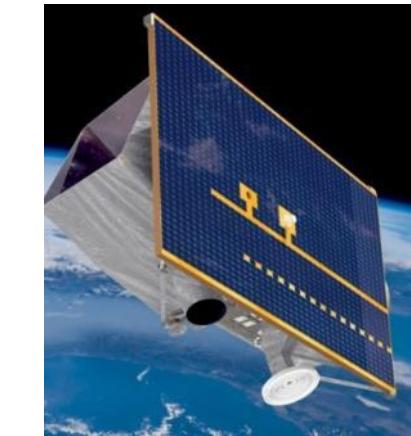
first launch in 2024
full deployment in 2026

...to combine with third-party imagery through proprietary data fusion techniques

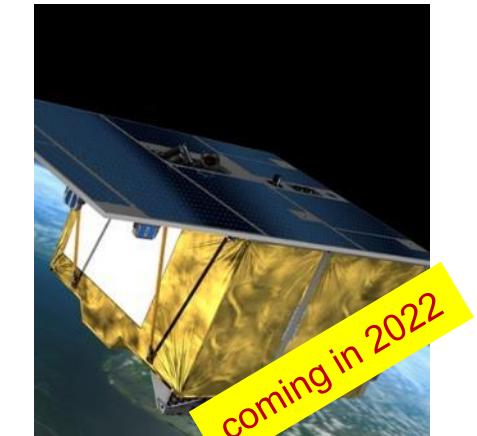
SENTINEL-2



PRISMA



EnMAP



CHIME



SBG



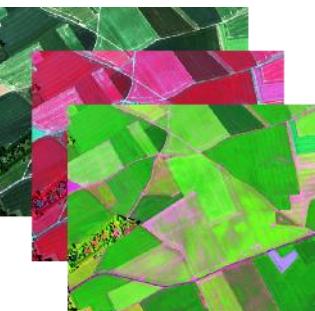
We are a SaaS company, selling both raw data and value-added products



we provide a [continuous access](#)
to our [entire database](#) for a given area
including all [latest incoming imagery](#)

hyperspectral imagery

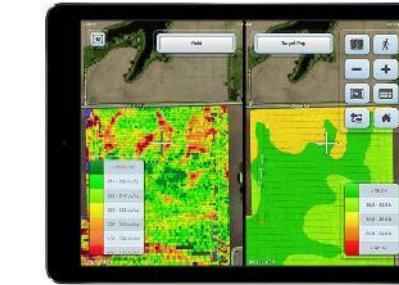
[plain vanilla product](#) allowing customers
to implement their own secret sauce, to
be blended with other data streams



very low unit sales price
extremely large sales volume

analytical insights

[killer apps](#) where we can leverage on our
large imagery database, e.g. soil organic
carbon estimations, yellow rust alerts



moderate unit sales price
moderate sales volume



SECTION 02

GTEO feedback

#1 recommendation: leverage on the private sector and get the institutions to act as anchor customer



- | | |
|----|---|
| 1 | Institutionnaliser l'utilisation des données d'observation de la Terre au sein des administrations - Plan Opérationnel Géomatique pour la Wallonie (POGW) |
| ↓ | |
| 4 | Développer des prototypes - Faciliter les synergies entre les acteurs académiques et privés dans les marchés publics pour le développement de prototypes |
| 2 | Renforcer et pérenniser les relais entre les acteurs publics et privés - Ecosystème dual (GTCoWal + GTEO) avec les Services Publics, les Industriels et les Scientifiques |
| 3 | Poursuivre les inventaires en expertises et en besoins au sein des services publics - Spécifier les caractéristiques techniques des services à développer |
| 6 | Sensibiliser et former nos services publics - Actions de sensibilisation, outils de vulgarisation (guides de bonnes pratiques) et formation à ces technologies |
| ↓ | |
| 5 | Se donner les moyens de mettre en œuvre les services validés retenus - Disponibilité des budgets pour la conversion des prototypes en services opérationnels |
| ↓ | |
| 14 | Se positionner au niveau belge et international - Solutions développées en Wallonie doivent devenir des sources potentielles d'exportation de notre savoir-faire |



YES!
why not implement risk procurement schemes?

Good complements!





The other recommendations are certainly interesting to nourish the ecosystem

13	Soutenir notre secteur privé = assurer un soutien régional complémentaire adéquat afin de permettre le développement et la validation de services en Wallonie
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Sure, the most efficient being actual procurement (previous slide)

7	Élargir notre démarche et notre audience – Autres acteurs publics (Provinces, Communes, Intercommunales...) afin de mutualiser les moyens disponibles
8	Le challenge du Big Data et de l'Intelligence Artificielle - Permettre le développement et l'intégration de l'OT pour l'administration et l'ensemble des acteurs wallons
9	Poursuivre la comparaison et le réseautage avec d'autres pays - Multiplier nos sources d'inspiration auprès d'autres régions et pays.
10	Appels à projets Skywin comme outil de développement - Projets utilisant des données d'OT devraient être plus largement supportés par le Gouvernement Wallon
11	Promotion de notre démarche - Promouvoir notre stratégie de développement concertée entre nos 2 GT pour s'assurer de l'obtention de budgets et de financements
12	Renforcer nos compétences scientifiques en OT - Mutualisation accrue des compétences universitaires et partant de former les "data scientists" de demain



Nice to have!



Contact Us

Agriculture is both one of the major contributor to climate change, and one of its first victims. Coincidentally, agriculture is also a key lever to enable a smooth transition to a more sustainable world - but that will require data-driven decisions.

ScanWorld delivers hyperspectral imagery, weekly, for any point of the globe. This enables a wide range of applications such as disease alerts, water and fertilisers management, yield quantity and quality assessment, etc.

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