Session 4 (SG Aerospace & Defence)

From space to earth: satellite-based monitoring and space data services for a sustainable and secure planet

Welcome and thank you to the organizing team of SustainableSolutionsMatch!

Welcome & Introduction

Your hosts from SG Aerospace & Defence:

Rosalia Vicente, Fundacion para el conocimiento Madrid

Susana Larrea, Basque Business Development Agency

Simone Sparano, Unioncamere Campania

Daniela Cena, Camera di commercio di Torino

Tim Zebahl, TUTECH

Moderating:

Kurt Kristensen, Erhvervshus Midtjylland

Session Agenda

- Welcome & Introduction
- Sustainability in Sector Group Aerospace & Defence
- Pitch Presentations:
  - Pitch 1: EFTAS (Germany)
  - Pitch 2: WaltR (France)
  - Pitch 3: ASITIS (Czech Republic)
  - Pitch 4: GIScout (Spain)
  - Pitch 5: LATITUDO40 (Italy)
  - Pitch 6: GMATICS (Italy)
  - Pitch 7: DM-AirTech (Germany)
  - Pitch 8: NASSAT (Spain)
- Closing Remarks

Welcome & Introduction

Let’s play by the rules to make this run smooth 😊

- **Mute Policy:** Please remain muted unless speaking to avoid background noise.
- **Q&A Time:** After each pitch, there will be 1–2 minutes for questions. Please use the chat to ask questions.
- **Session Recording:** This session will be recorded.
- **Time management**: Pitchers, please keep track of your time. We will inform you if 5 minutes have passed.
- **Technical Issues:** If you encounter issues, use the chat to notify the host.

Pitch Presentations

Time to meet the innovators!

Pitch 1

EFTAS

Olaf Büscher

Solution title: Feeding digital twins with remote sensing data for sustainable land and water use

EFTAS

Olaf Büscher

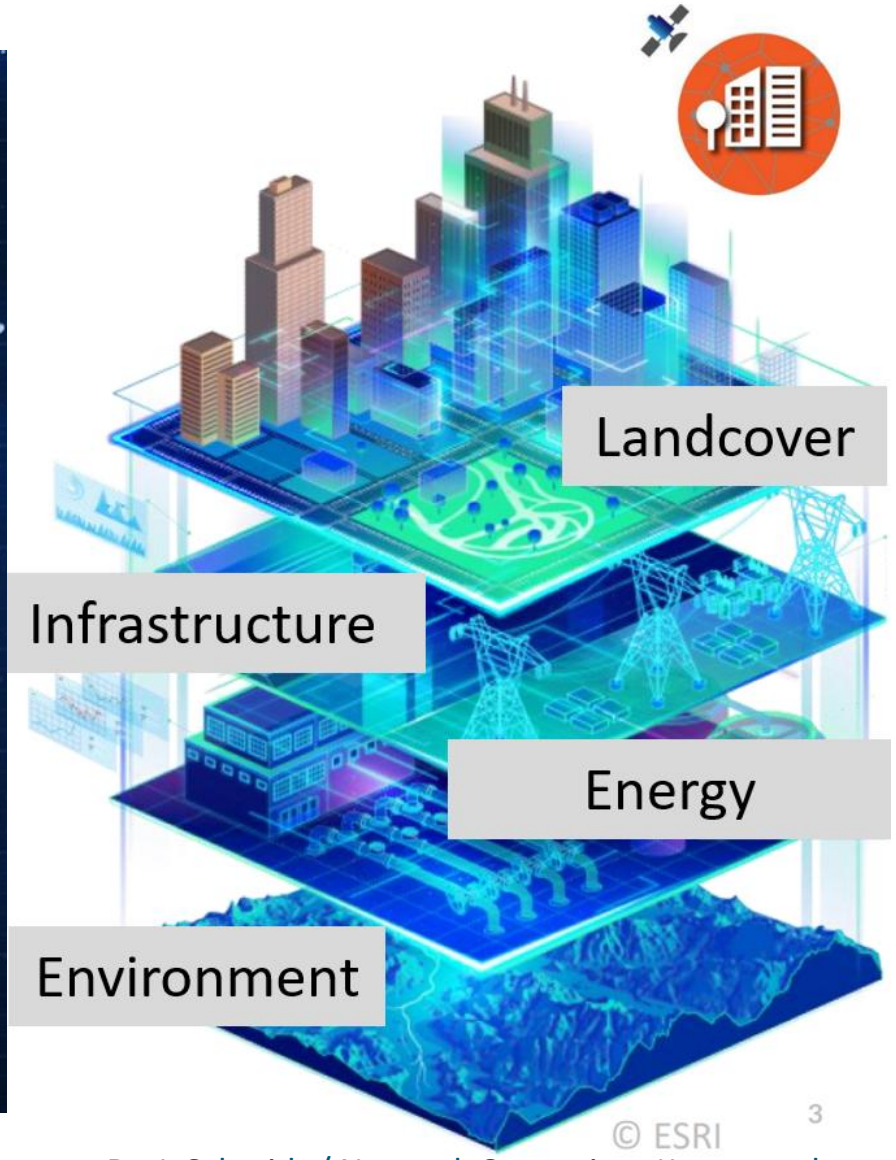
EFTAS.GeoIT
GENAU FÜR IHRE WELT

Feeding digital twins with remote sensing data for sustainable land and water use

Dr. Andreas Müterthies
andreas.mueterthies@eftas.com

www.eftas.com

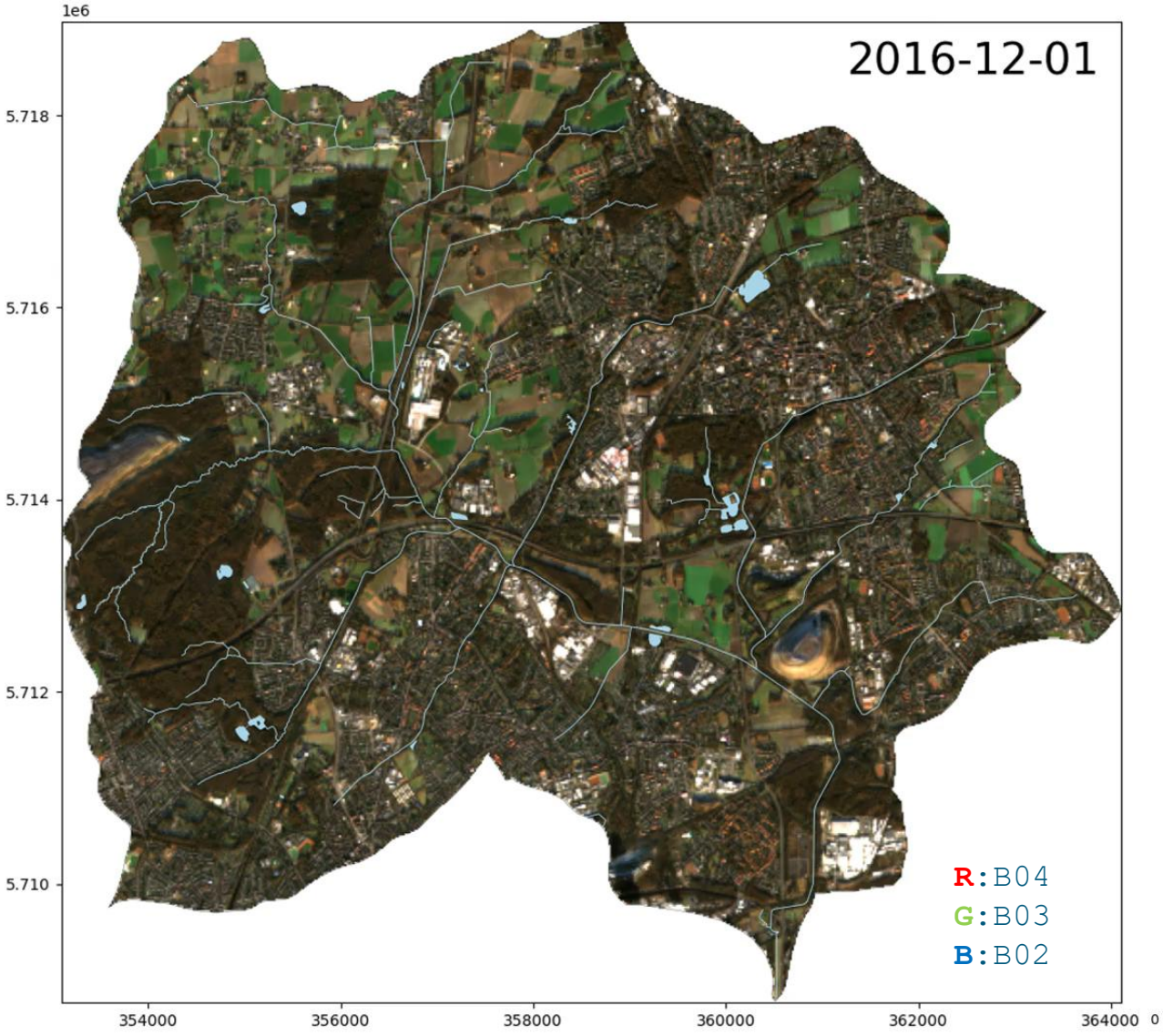
https://www.copernicus.eu/de/dienste/klimawandel



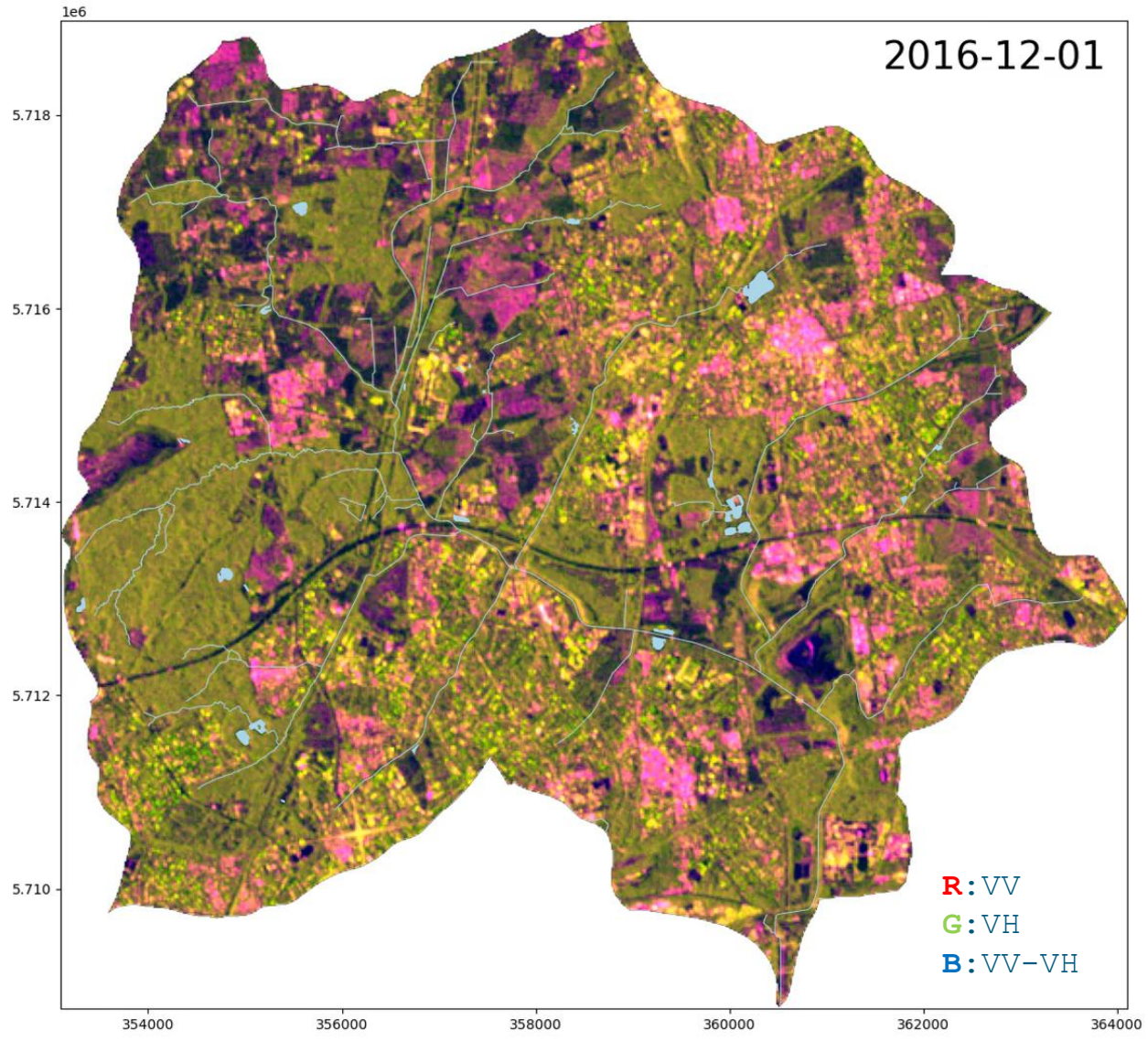
Source: Dr. J. Schmidt / Network Copernicus Kommunal

Remote Sensing with Copernicus-Sentinel Satellites….

Sentinel-2

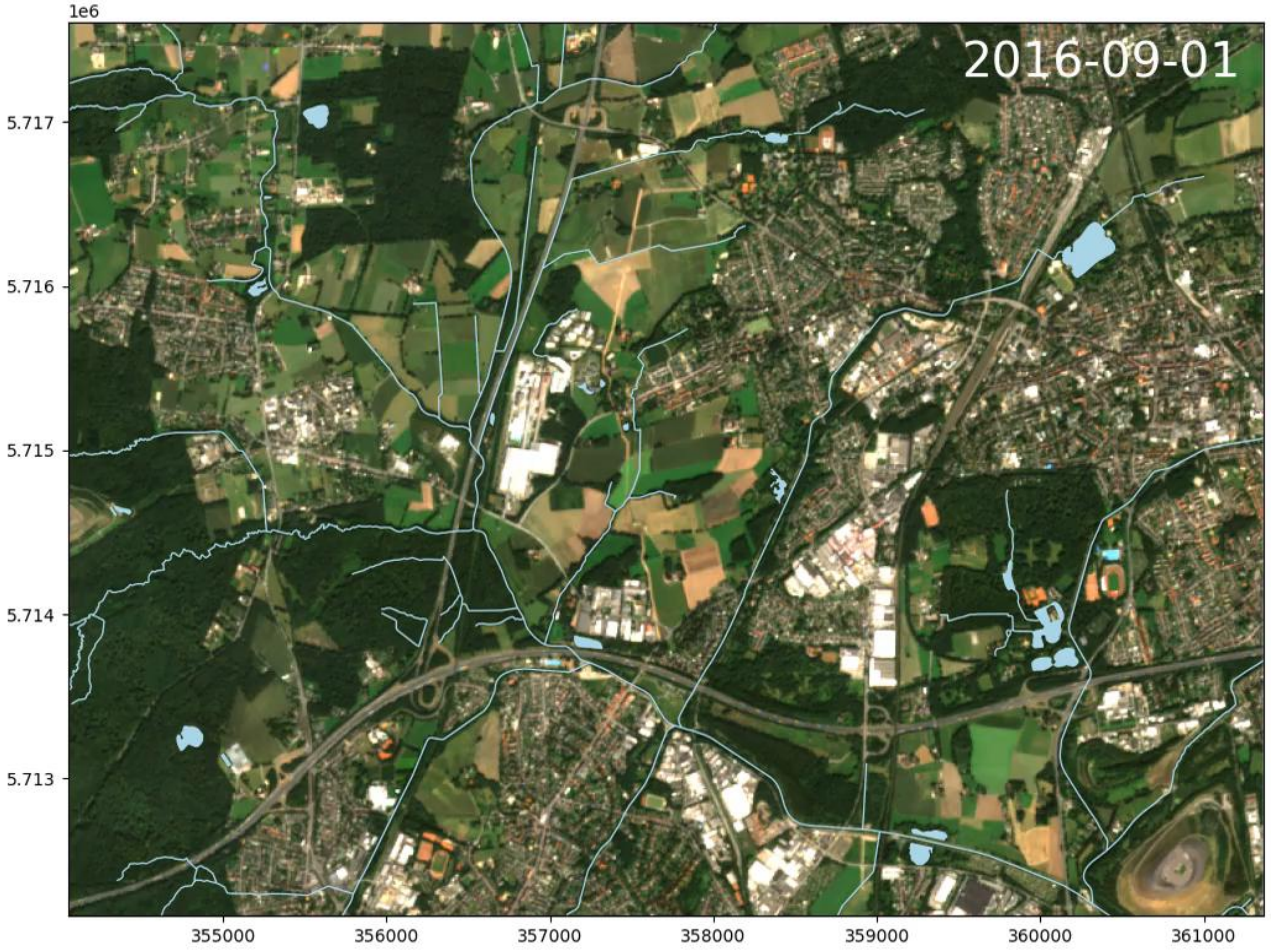


Sentinel-1

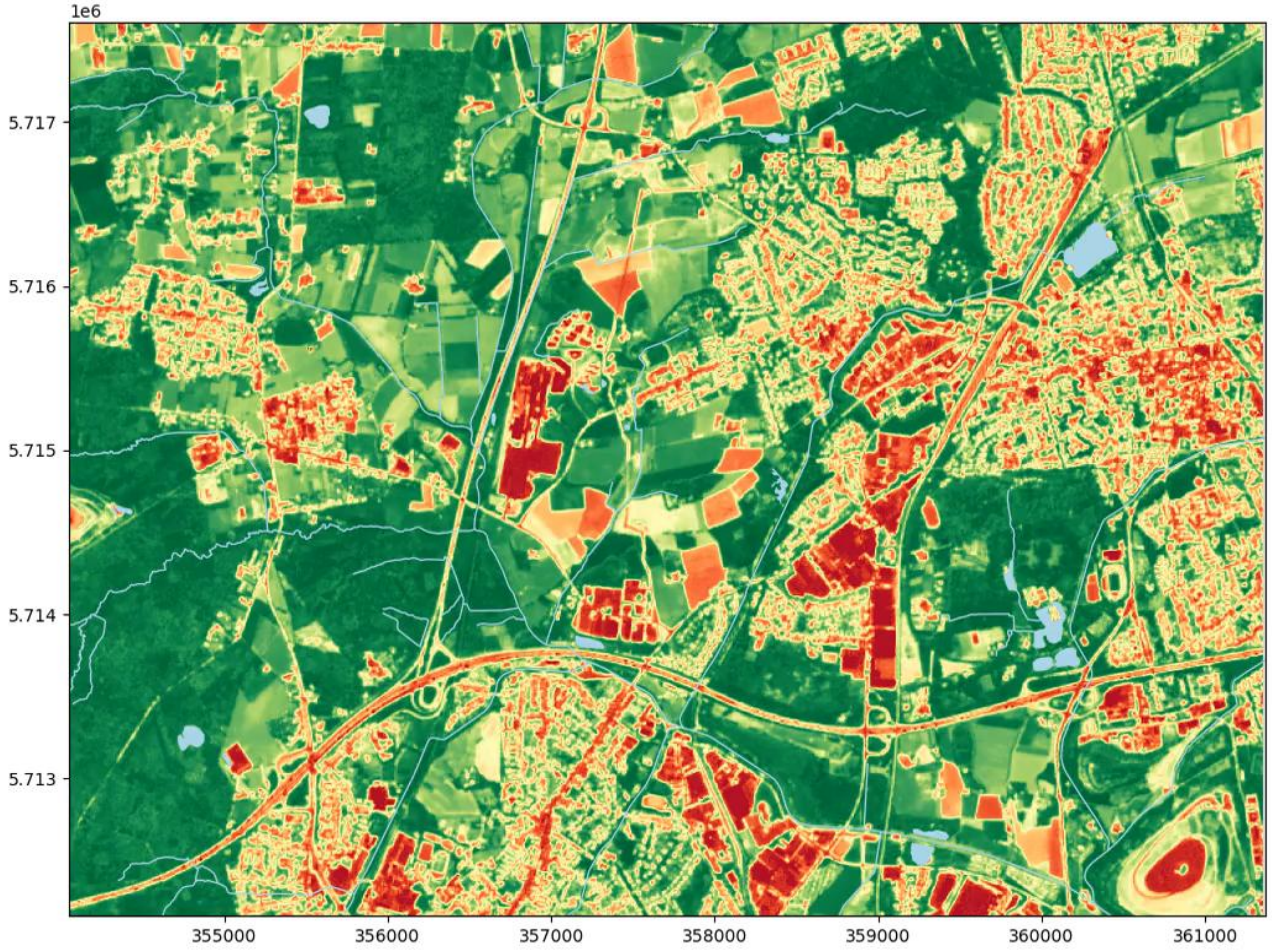


Monitoring of Vegetation….

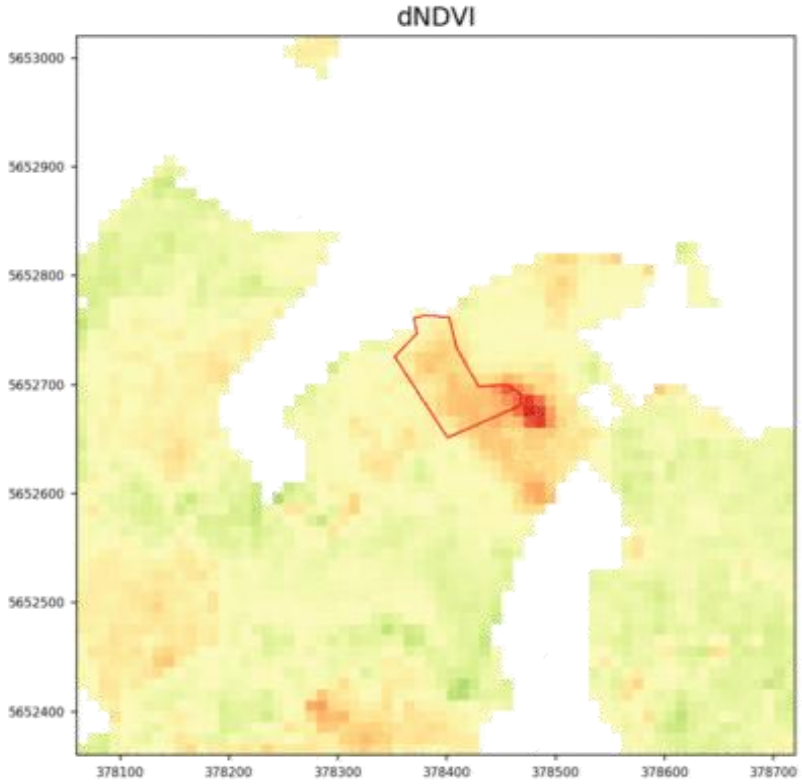
Sentinel-2



Vegetationindex (Biomass/Vitality)

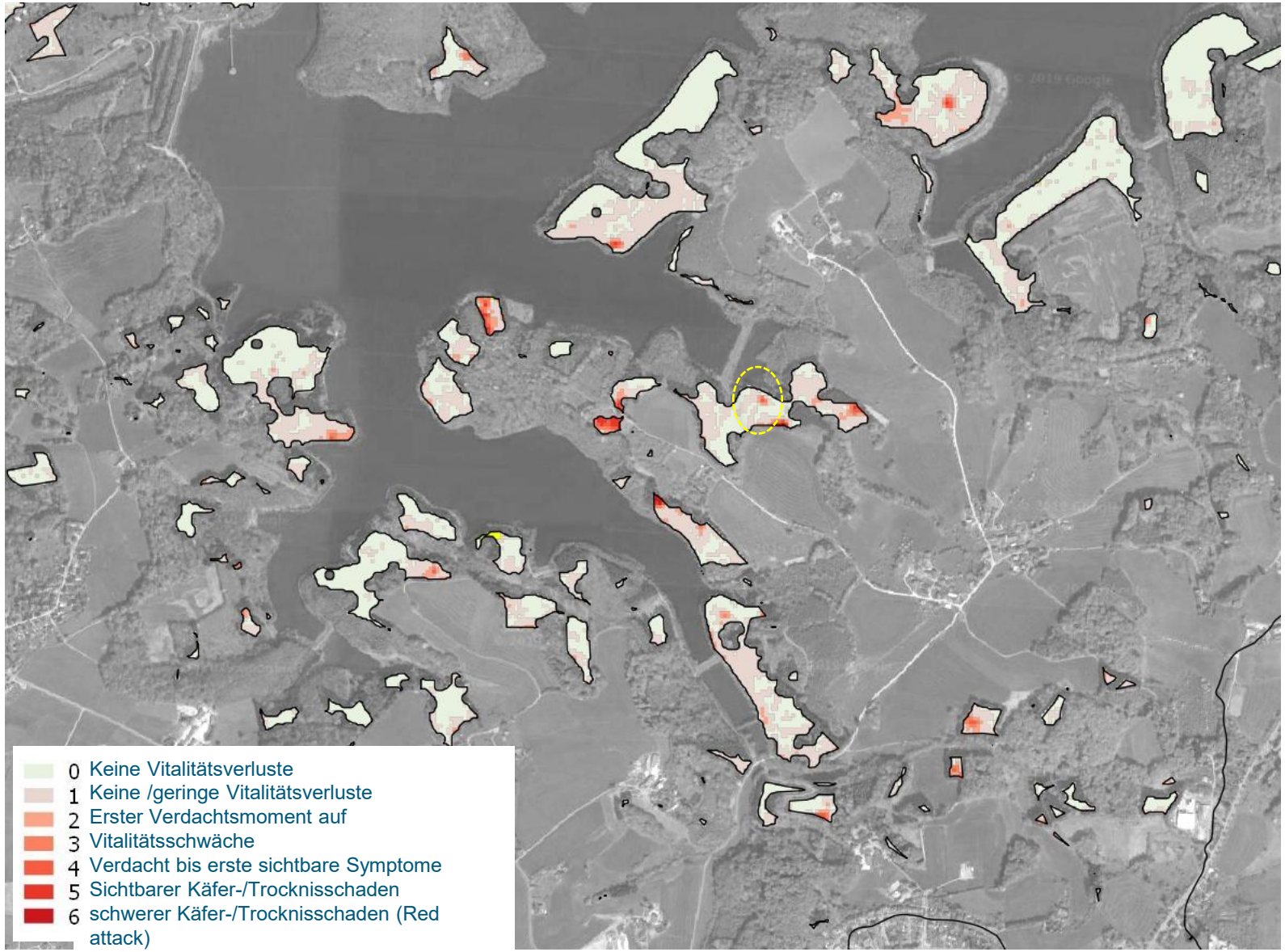


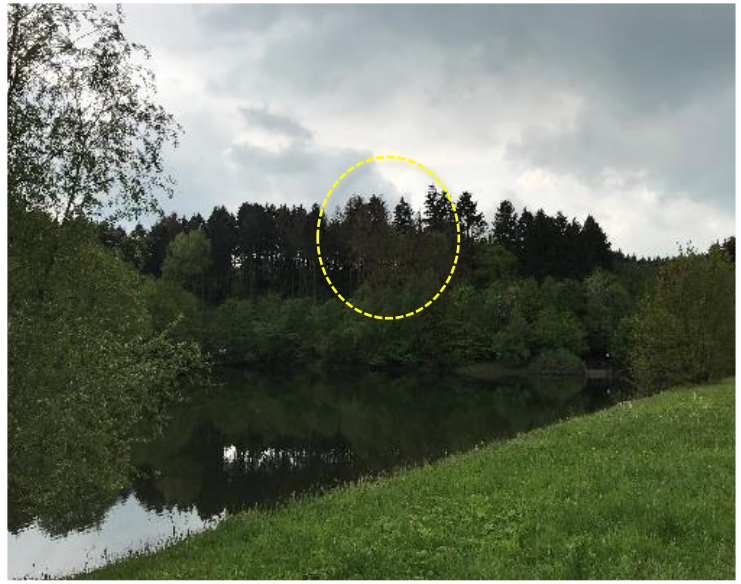
Example: Forestmonitoring-data



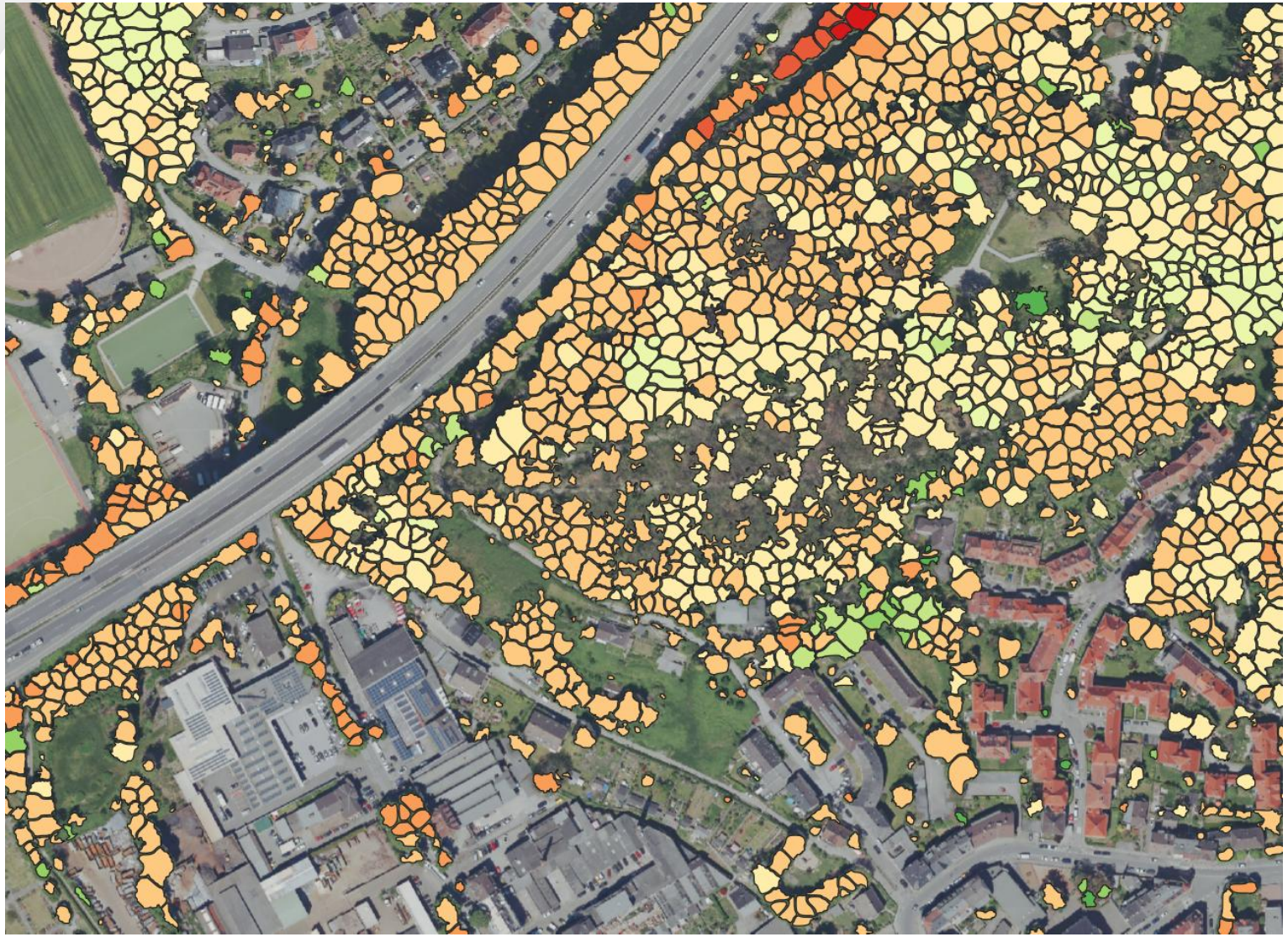
[Animation]

Example: Protection of water-reservoirs





Example: Tree-Vitality data for Digital Twin City of Wuppertal



Tree-Vitality

- -1 - -0,8
- -0,8 - -0,6
- -0,6 - -0,4
- -0,4 - -0,2
- -0,2 - 0
- 0 - 0,2
- 0,2 - 0,4
- 0,4 - 0,6
- 0,6 - 0,8
- 0,8 - 1

Example: Landcovermonitoring for Germany : COP4ALL - https://www.bkg.bund.de/SharedDocs/Produktinformationen/BKG/DE/P-2025/250917_LB-DE.html

Landcover

© Cop4ALL

© ESRI

Source: Dr. J. Schmidt / Netzwork Copernicus Kommunal

EFTAS.GeoIT
GENAU FÜR IHRE WELT

Feeding digital twins with remote sensing data for sustainable land and water use

Dr. Andreas Müterthies
andreas.mueterthies@eftas.com

www.eftas.com

Pitch Presentations

Time to meet the innovators!

Pitch 2

WaltR

Arnaud DEDIEU

Solution title: Provides high-resolution, real-time emissions monitoring to support Net Zero strategies.

WaltR

Arnaud DEDIEU

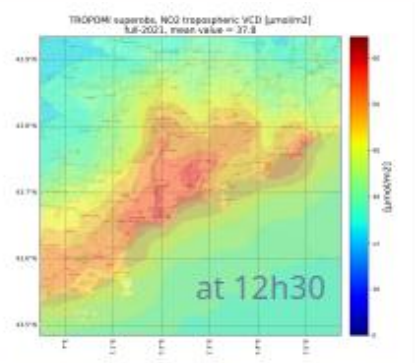
Space Emission Tracker

Waltr

Arnaud DEDIEU
Co-founder, Director of Business Development

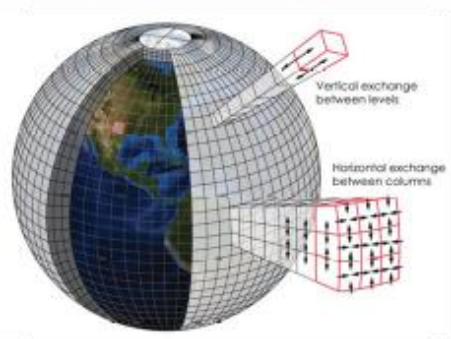
Detection, Identification, and Monitoring of emissions

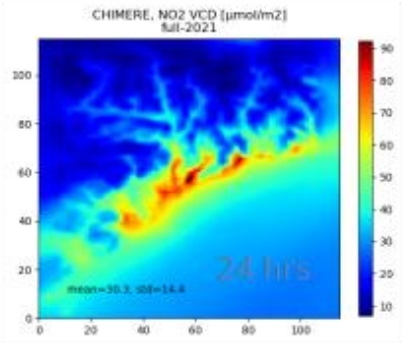
Satellite



NO2 tropospheric column

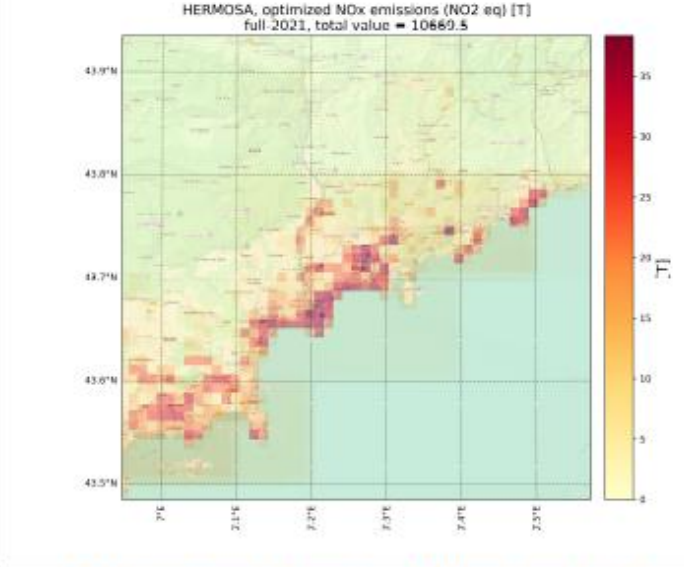
CHIMERE model





NO2 tropospheric column

Mass conservation equation

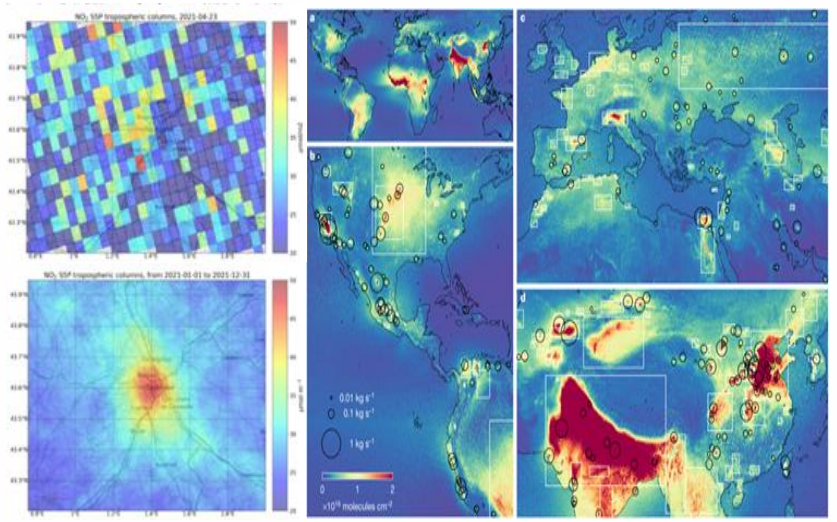


NOx emissions – Nice region

2021

Emission Tracking using Space Imagery

- “Super-resolution” of satellite data
- Detection of emission sources using AI
- Daily, Monthly & Yearly emission rate quantification using transparent methodologies
- Validated with world class research labs & Air quality agencies
- Patented



SustainableSolutionsMatch

Empower our clients with measurable, trustworthy and actionable emission data

GREEN INFRASTRUCTURE & INDUSTRY


- Control the compliance with regulations
- Decision making action / investment roadmap
- Impact assessment

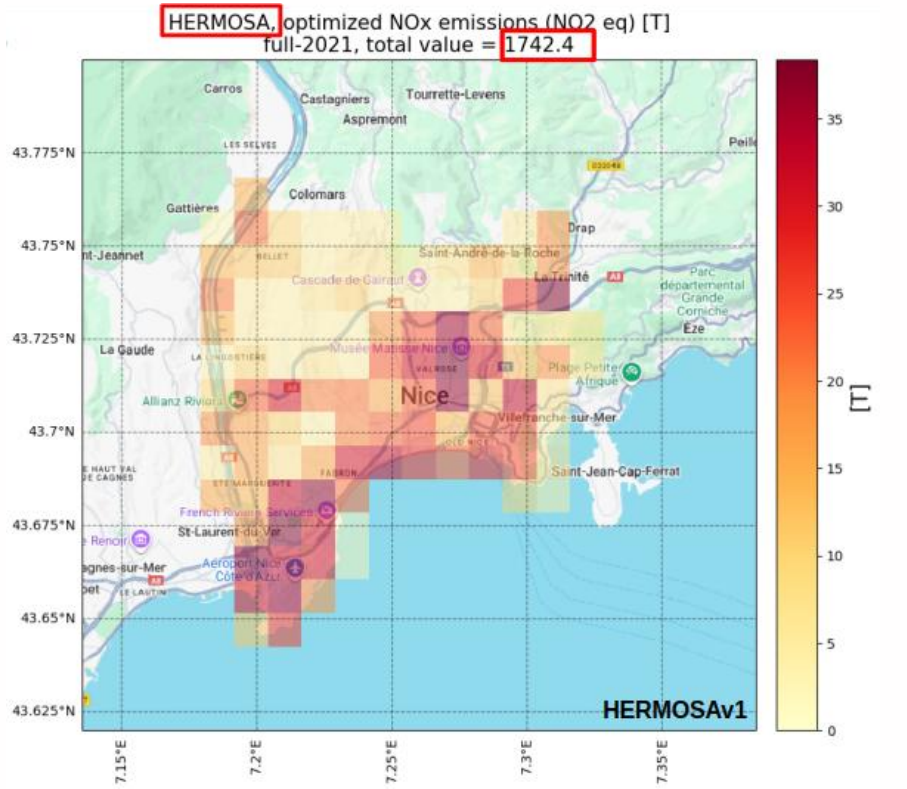
AIR QUALITY & GREENHOUSE GAS MONTORING FOR CITIES


- Emission inventories
- Decision & policy making
- Locate reduction opportunities
- Impact assessment

GREEN FINANCE

- Impact loans
- Parametric insurances ESG Assessment
- Asset Management

Use case : Emission mapping for the city and its surroundings



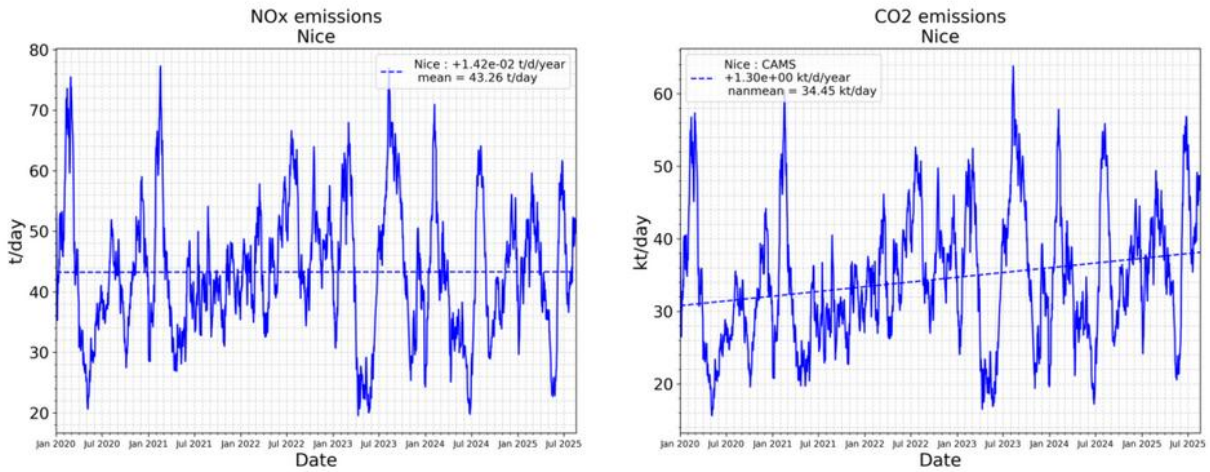
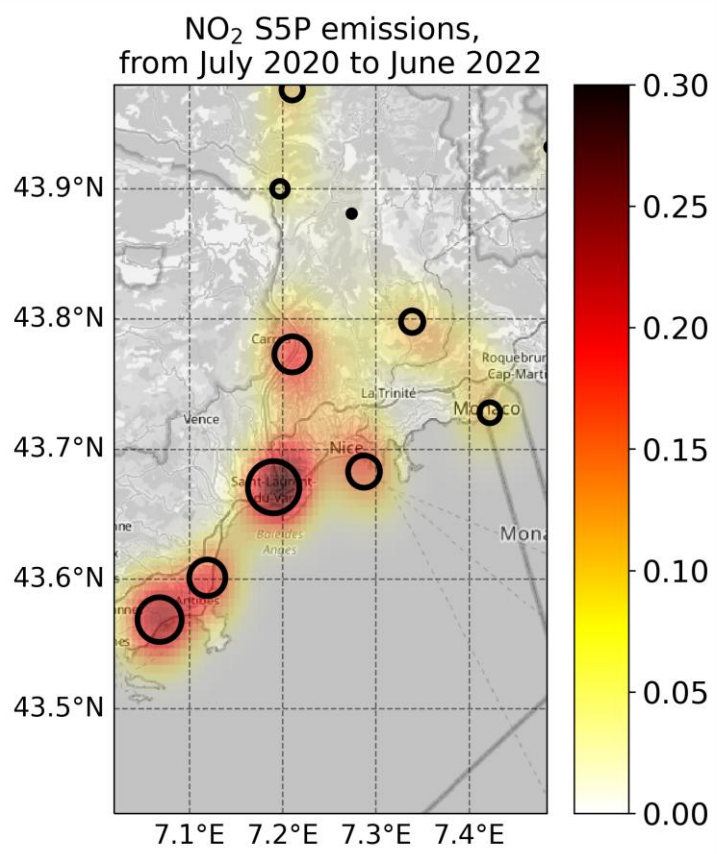
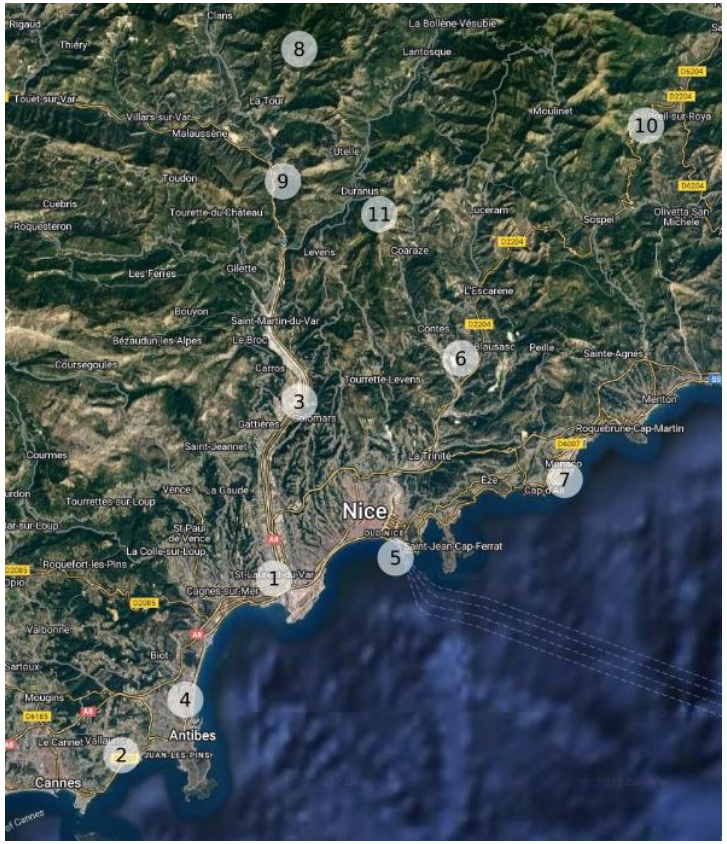


Figure X : Série temporelle des émissions de NOx (gauche) et CO2 (droite) intégrées sur la région de Nice.

Use case : Identifying major source hotspots



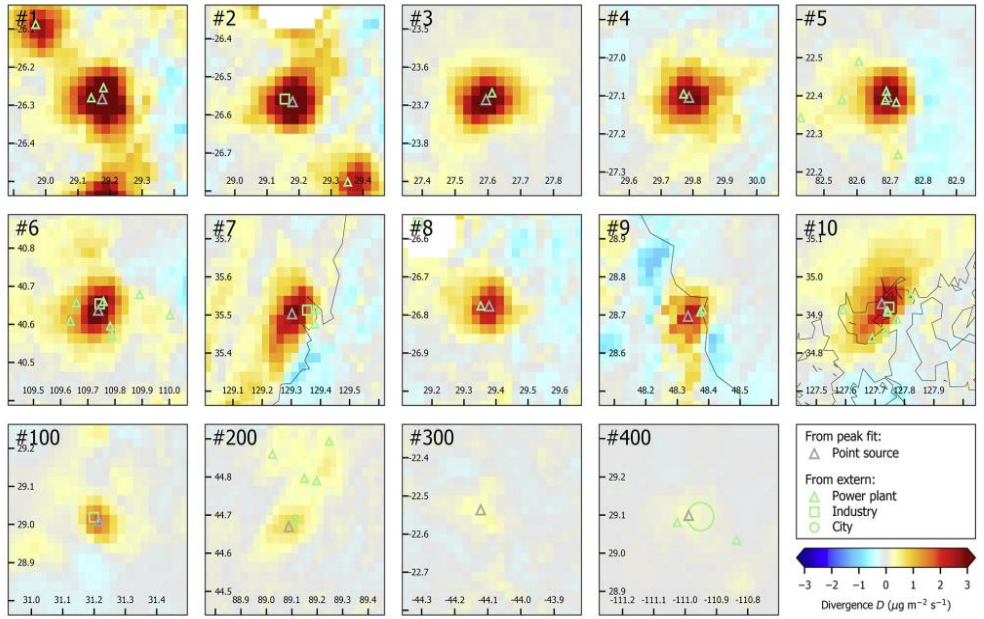


Z.I.
Carros

Nice
Côte d'azur
airport

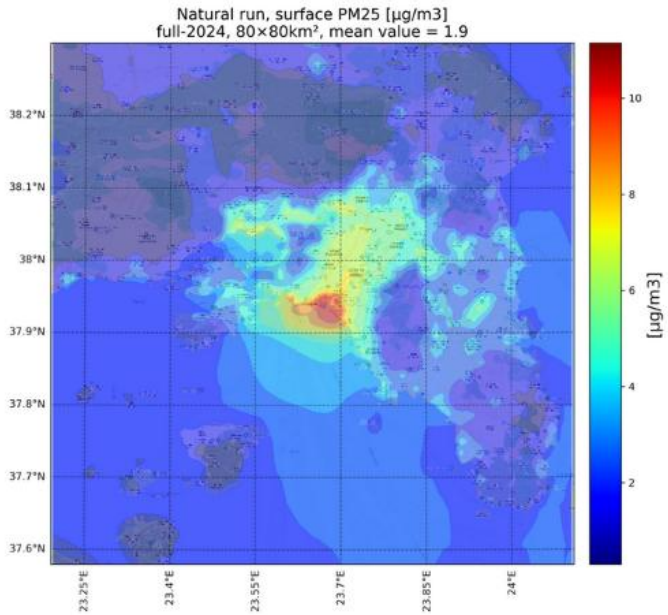
Cannes &
Antibes

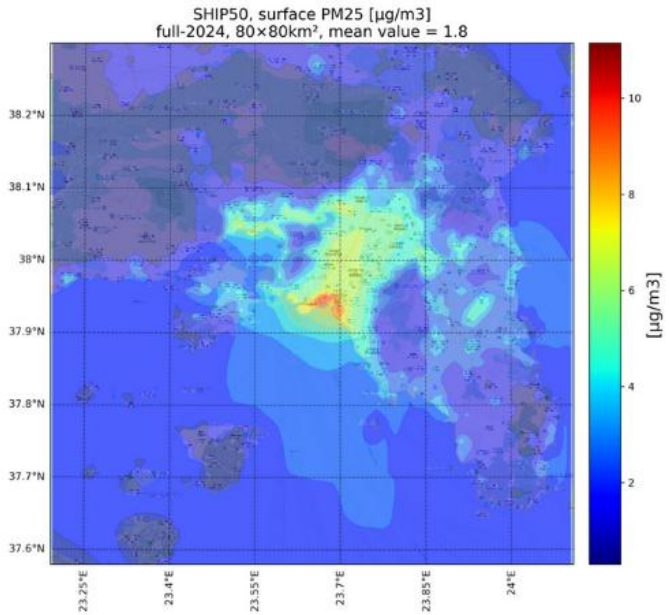
Use case : Objectify & track impact on air quality neighbourhood to maintain & develop industrial activity

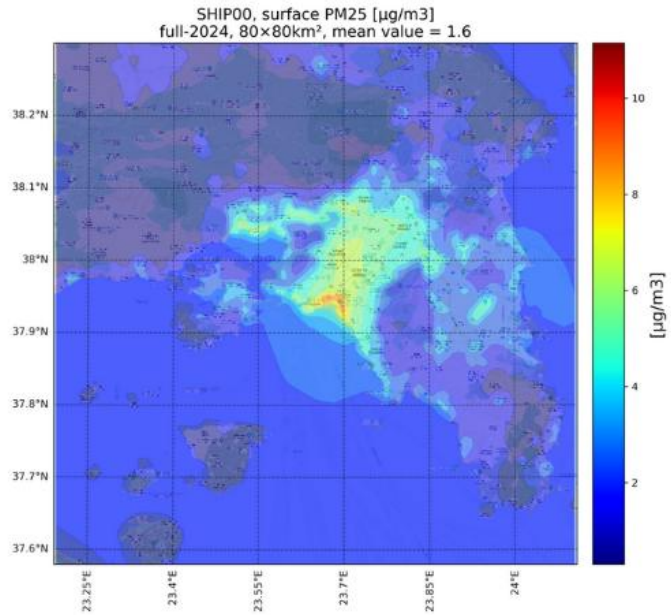


Use case Prediction (scenario simulation)

Example of the Port of Piraeus, with a use case on the formation of PM2.5 by maritime transport







Why Waltr?

*USP	Direct emission measurement *	High-Resolution Emission Flux *	Payback *	Pinpoint emitters	Up-to-date	Validated methodologies*	Full pollutant coverage	Consistent global coverage
waltr.	✓	✓	✓	✓	✓	✓	✓	✓

Looking for partners to accelerate our business & R&D

- Working in our markets
- European calls; climate & air quality, AI
- Green finance innovative products
- Distribution channel

#EENCanHelp

Book a meeting with: Waltr

Arnaud DEDIEU
Co-founder
Waltr
arnaud.dedieu@waltr.fr

een.ec.europa.eu

Pitch Presentations

Time to meet the innovators!

Pitch 3

ASITIS

Lea Heise

Solution title: Measures and improves urban greenery for smarter city planning.

ASITIS

Ready for climate change

ASITIS

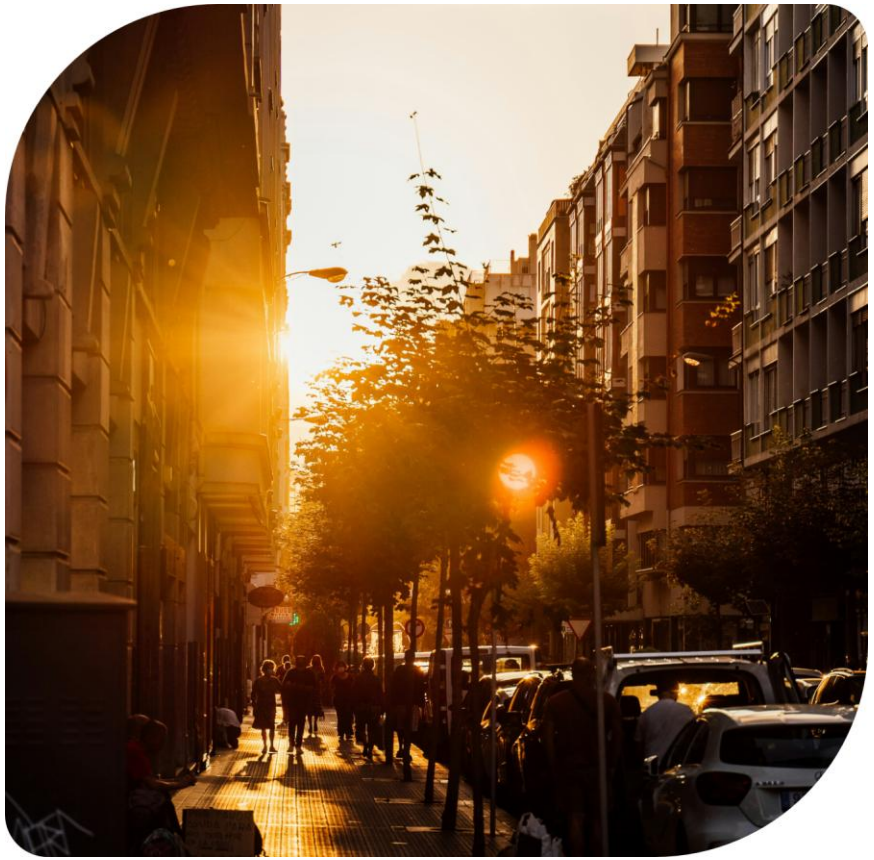
Lea Heise

UpGreen

Urban Greenery Audits: Resilient Cities

ASITIS s.r.o.

Lea Heise
Urban Resilience Strategy Manager



Urban heat islands drive summer mortality

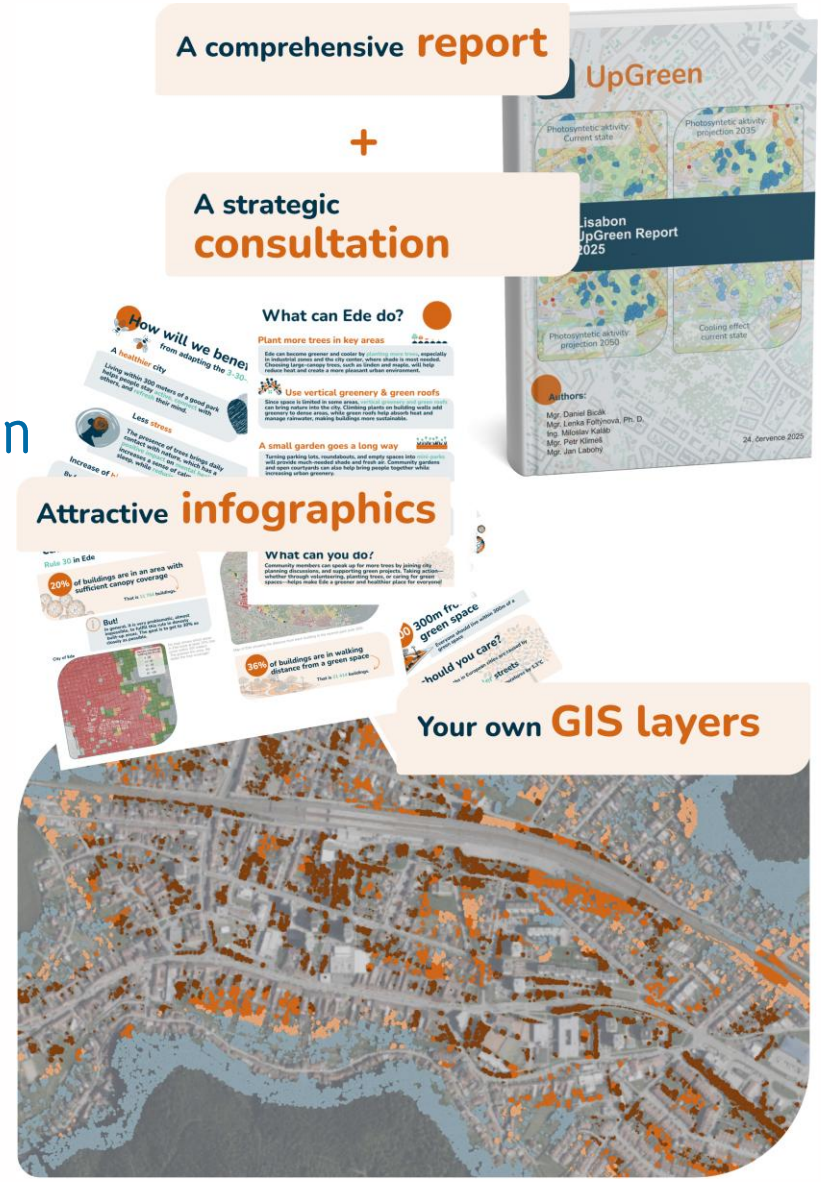
Over 4% of summer deaths in European cities are linked to heat.

Cities lack actionable tree health data

Struggling trees and missing greenery go undetected.

Our sustainable solution

- ASITIS turns invisible green assets into planned, measurable infrastructure through Urban Greenery Audits.
- We provide GIS maps, simple dashboards, and reports that turn trees and parks into a **planned asset.**



SustainableSolutionsMatch

Our sustainable solution

1. 3-30-300 Framework

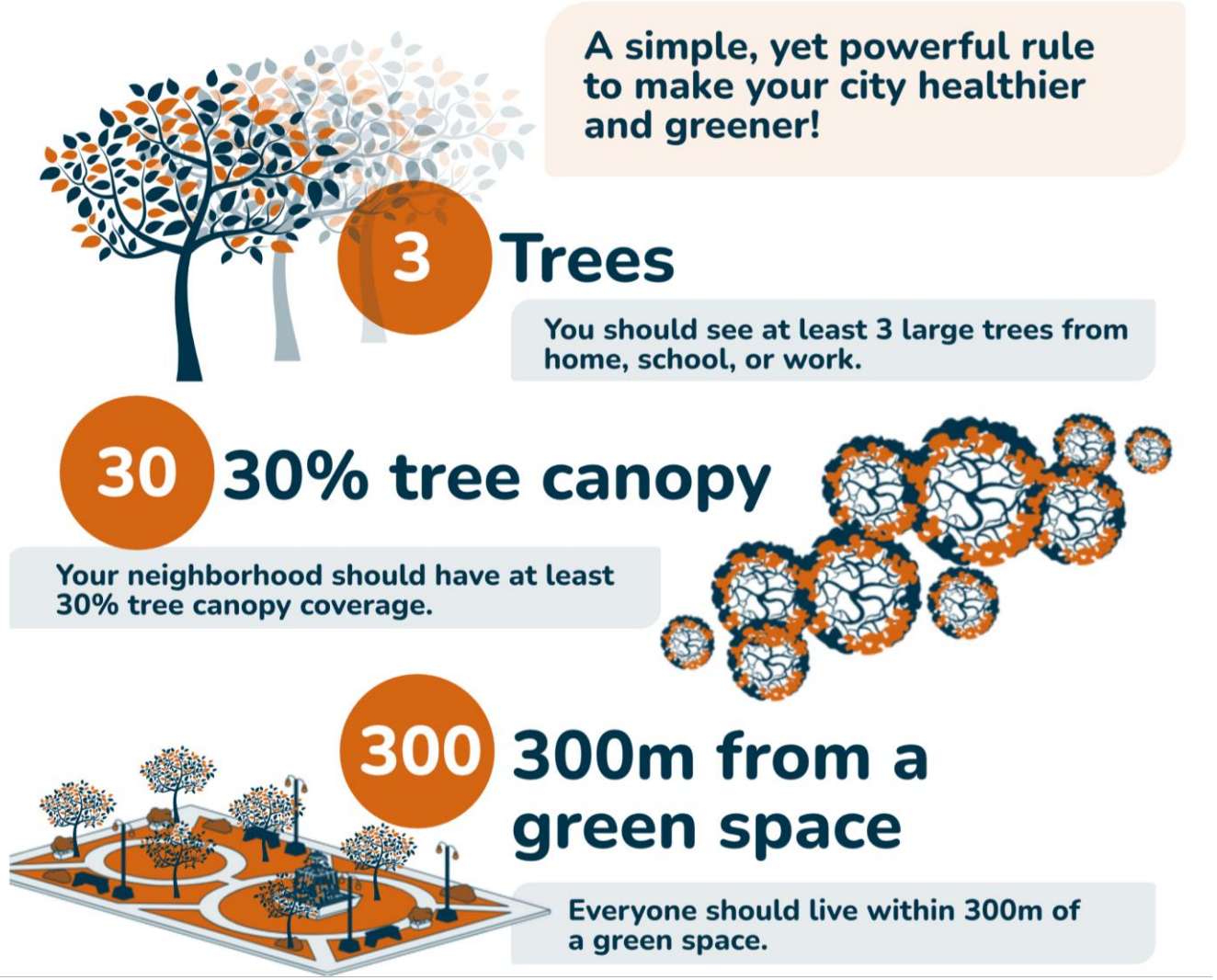
- Maps fair access to greenery

- Identifies if you can see **3** trees

- Measures if you have **30%** tree canopy cover per neighborhood

- Shows **300m** park access gaps

→ Cities see exactly where to invest for maximum equity and cooling



Technical specification and methodology

- Segmentation of greenery using four-band orthophotos, including RGB and near-infrared (NIR) channels, or alternatively satellite imagery.
- Rule-based analysis for each building.
- Aggregation of results to identify problematic areas.

SustainableSolutionsMatch

Up2Circ

2. UpGreen

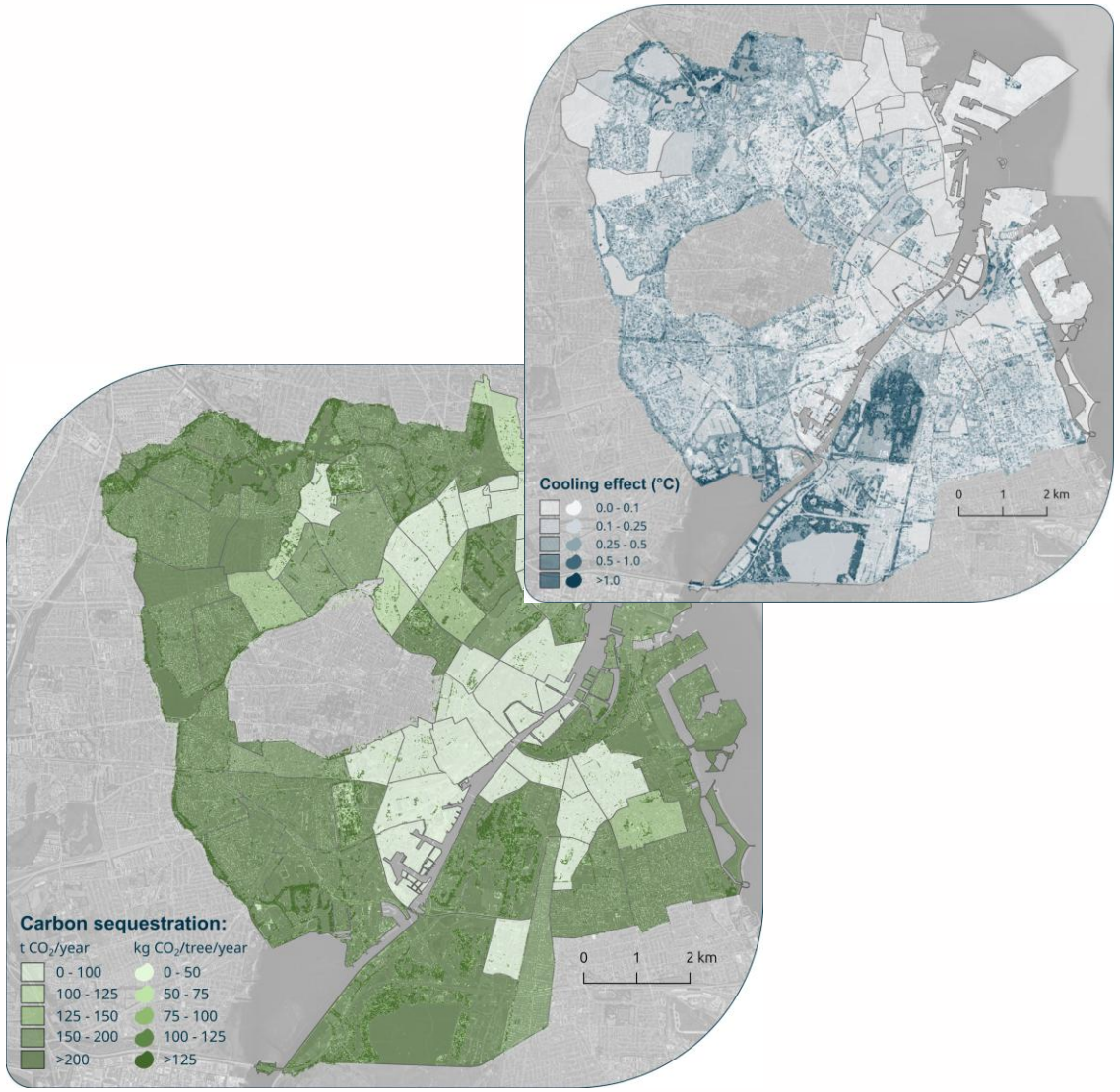
- Tree health and performance
- Uses satellite data and predictive modelling to reveal real tree health.
- In Copenhagen, we mapped **280,000 trees** and found about **20%** were low performing, even though they looked fine.
- Helps cities see stress, cooling effect, and vitality, and decide where to act first.

Impact

- Supports climate action by showing **cooling and carbon** effects.
- Helps make access to healthy green spaces more equal.

Current approach: Manual surveys (6-12 months, 30% coverage, outdated at delivery)

ASITIS approach: Automated satellite + AI (4-8 weeks, 100% coverage, updatable annually)



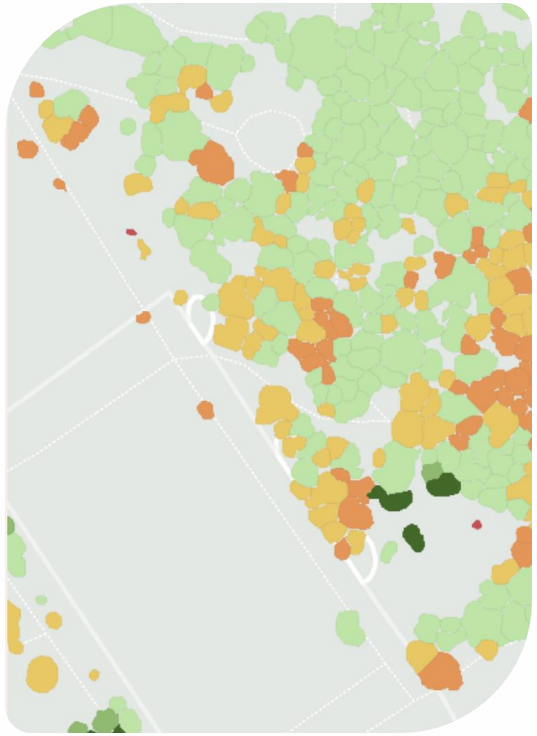
Adaptability

- Works for small and large cities, in different climates.
- Useful for city governments, planners, landscape architects, and tree officers.
- Can plug into existing **GIS and planning tools** in many local contexts.

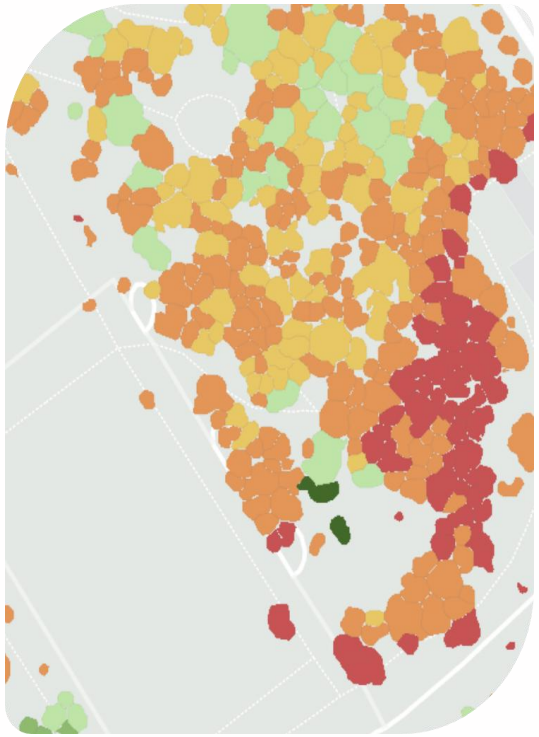
Practical implementation – UpGreen

Ecosystem benefits of tree segments

Survival capacity



Survival capacity prediction



Level of stress

Why Cities Choose Us

Differential value and sustainable impact

Indicator	Metric	Proven Outcomes
3 Trees	% buildings with view (Yes/No map)	Lower stress, better mental health
30% Canopy	Coverage % per district	Urban cooling, air quality gains; CO_2 sequestration
300m Access	% buildings within range (distance polygons)	More activity, social ties; fewer heat deaths

- Maps 100% urban trees (public/private), vitality, stress, productivity
- Predictive modelling: 10-20 year forecasts of tree health, survival, productivity under climate scenarios.
- Actionable outputs: GIS layers, reports, web apps
- Unlike manual audits or generic tools - creates measurable sustainable impact.

Who needs UpGreen/3-30-300 most?

Primary buyers:

- City governments and green departments
- Tree Officer & Local authorities

Influencers:

- Urban planners, landscape architects
- Consultants and partners

End beneficiaries:

- City Residents

Cooperation Partners

- Tree officers and municipal green teams
- GIS and EO experts
- Local partner organizations for innovations
- Landscape architect offices
- Climate adaptation consultancies
- EU policy networks
- SECAP coordinators

#EENCanHelp

Book a meeting with: **ASITIS** and become a top-tier green city

Lea Heise
Urban Resilience Strategy Manager
Asitis s.r.o.
+34 614 902 696
heise@asitis.cz

een.ec.europa.eu

ASITIS

Up2Circ

enterprise europe network

Pitch Presentations

Time to meet the innovators!

Pitch 4

GIScout

Maria Duarte Navalon

Solution title: Automates drone and satellite data analysis for energy, industrial, and environmental sectors.

GIScout

Maria Duarte Navalon

GIScout

María Duarte
Co-founder and COO

SustainableSolutionsMatch

One platform to capture, process and analyze geospatial data

- SaaS platform automating geospatial data capture, processing, and analysis.
- Supports drones, satellite imagery, and advanced precision sensing technologies.
- Handles RGB, thermal, GNSS, LiDAR, multispectral, and hyperspectral data.
- First application: utility-scale PV thermal inspections (IEC TS 62446-3).

One core technology, multiple industries

- Modular architecture designed for adaptable, seamless cross-industry deployments.
- SaaS scalability ensures reliable growth and seamless system integration.

SustainableSolutionsMatch

Up2Circ

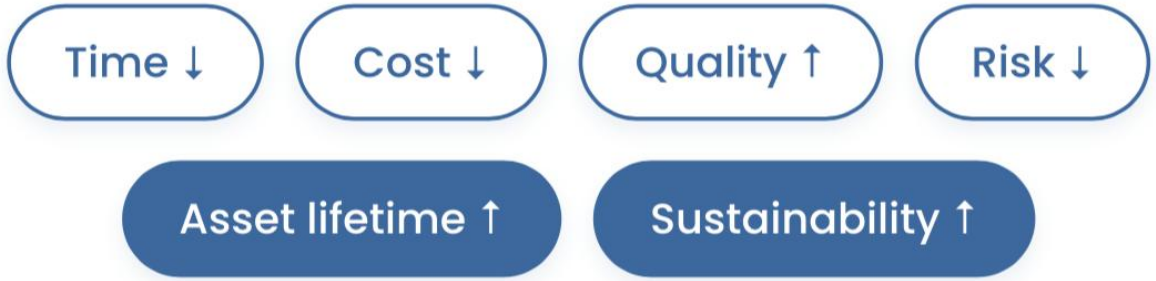
Differentiation: intelligent acquisition + automated analytics

BEFORE

- Manual and fragmented data acquisition.
- Generic capture without intelligence.
- Slow and error-prone reporting.
- High uncertainty in data quality.

AFTER GISCOUT

- End-to-end automation of geospatial workflows.
- Intelligent acquisition with precision planning.
- AI-based analysis + structured outputs.
- Better asset performance and lifetime management.



SustainableSolutionsMatch

Up2Circ

Who GIScout is for

PRIMARY

- Renewable energy operators
- Industrial asset owners
- Environmental management

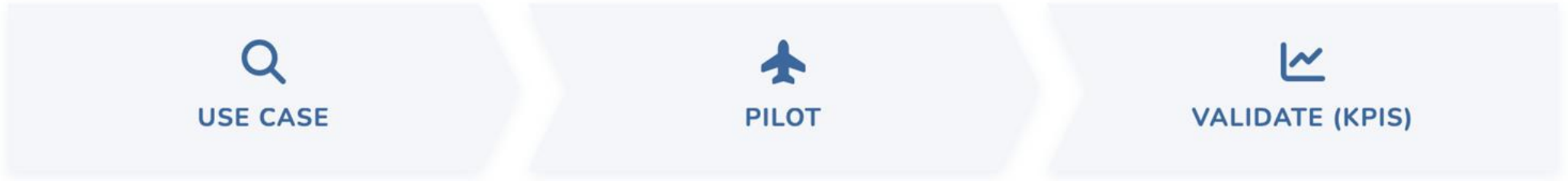
ALSO

- Inspection providers
- Engineering firms
- Public authorities

SustainableSolutionsMatch

Up2Circ

Looking for real use cases to validate and refine



- Seeking end users for targeted technology pilot programs.
- Collaborating with strategic partners to refine core technology.
- Pilot-oriented approach ensures practical, high-value outcome generation.
- Focused on achieving specific targets and key performance indicators.

elp

Book a meeting with: GIScout

María Duarte
Co-founder and COO
GIScout
m.duarte@giscout.com

een.ec.europa.eu

Pitch Presentations

Time to meet the innovators!

Pitch 5

LATITUDO40

Francesco Amato

Solution title: Uses satellite imagery and AI for sustainable urban planning and climate resilience.

LATITUDO40

Francesco Amato

LATITUDO 40®

AI-POWERED CLIMATE INTELLIGENCE FROM SPACE

www.latitudo40.com

Paiporta, Valencia, November 6, 2024. REUTERS/Eva Manez

PROBLEM: UNUSED DATA

LATITUDO 40®

>100 TB

Earth Observation data captured every day

<5%

Data that is used

Why?

Hard to access, hard to interpret, hard to apply with no expertise

WHY WE ARE HERE

Climate data are vast and complex.

We simplify, refine, and make them accessible for everyone

SOLUTION: FROM IMAGES TO ACTIONABLE INSIGHTS

RAW DATA
FROM SPACE

+

OUR AI
PIPELINE

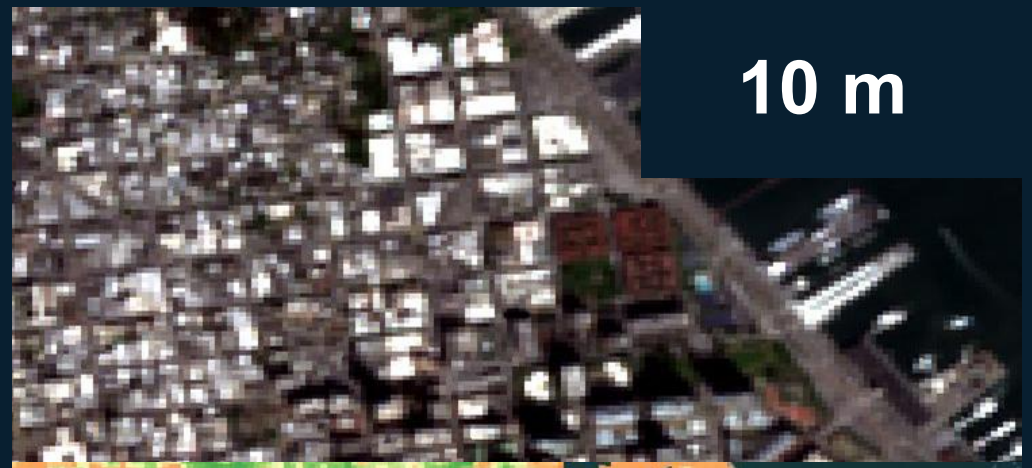
=

**ACTIONABLE INSIGHTS
& SIMULATIONS**

info@latitudo40.com

SOLUTION: AI-BASED SUPER-RESOLUTION

10x smarter decision, pixel by pixel



10 m

Hi-res imagery
€ 30/km²
OUR PRICE
€ 3/km²
(-90%/km²)

1 m

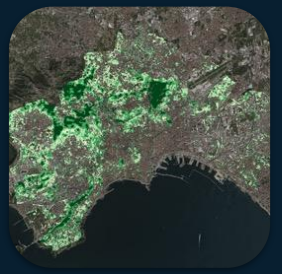
SOLUTION: BUILDING BLOCKS OF URBAN RESILIENCE

LAND SURFACE TEMPERATURE

CARBON STORAGE

URBAN HEAT ISLANDS

TREE COVER DENSITY



HEATWAVE RISK

FLOODING RISKS

MICROCLIMATIC PERFORMANCE INDEX

PHOTOVOLTAIC POTENTIAL INDEX

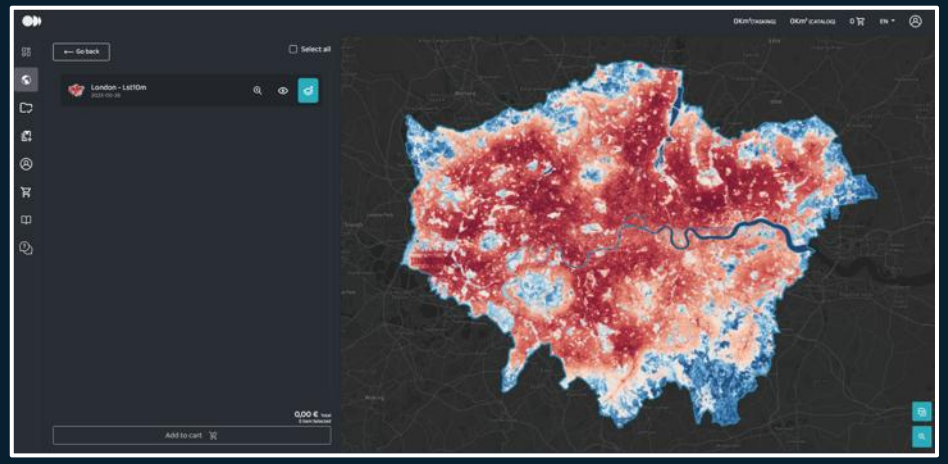
+12 MORE DATA

info@latitudo40.com

BUSINESS MODEL

EARTHDATA PLACE

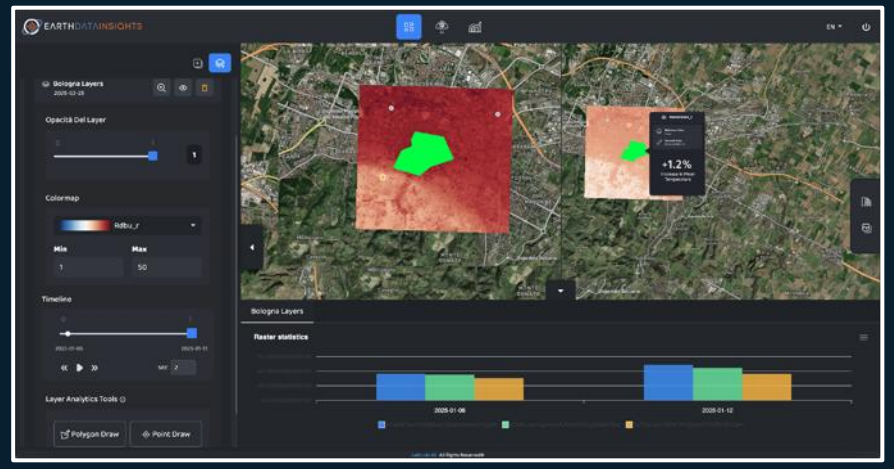
DIGITAL MARKETPLACE PLATFORM



PAY per USE x SqKm Vs Annual Subscription

EARTHDATAINSIGHTS

COGNITIVE PLACES PLATFORM



Annual Subscription

SOLUTION: PREDICTING FUTURE SCENARIOS

Predicting tomorrow's outcomes today with EARTHDATAINSIGHTS

LATITUDO 40

Alternative interventions

SYNTHETIC SATELLITE IMAGE INCORPORATING THE CHANGES

Current situation

LAND SURFACE TEMPERATURE

Predicted outcomes

OUR CUSTOMERS AND TRACTION

€0.59M	€0.93M	€1,7M	€3,0M
2022	2023	2024	2025
13 customers	22 customers	40 customers	75 customers

DIGITAL CITIES

Barcelona · Comune di Milano · Forum Virium Helsinki · Vilnius · Grenoble Alpes Métropole · Comune di Napoli · Tallinn · Sandyford Business District

SYSTEM INTEGRATORS

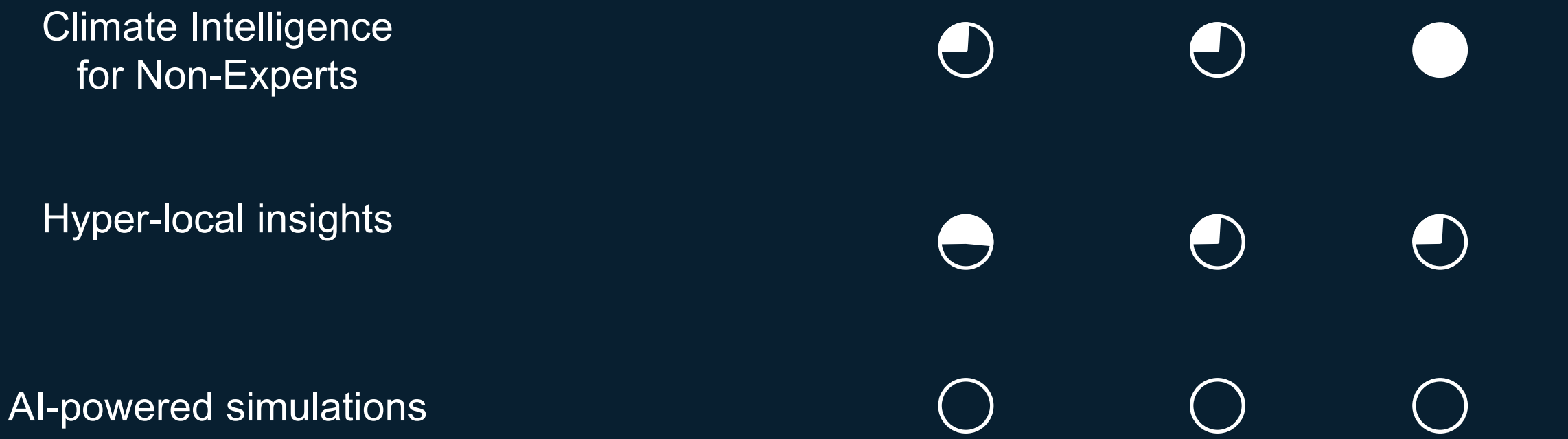
Agricolus · planetek italia · ENEA · Kibernetes · ms.gis · ASI Agenzia Spaziale Italiana · esa · Statistics Canada · Engineering · Deloitte.

REAL ESTATE

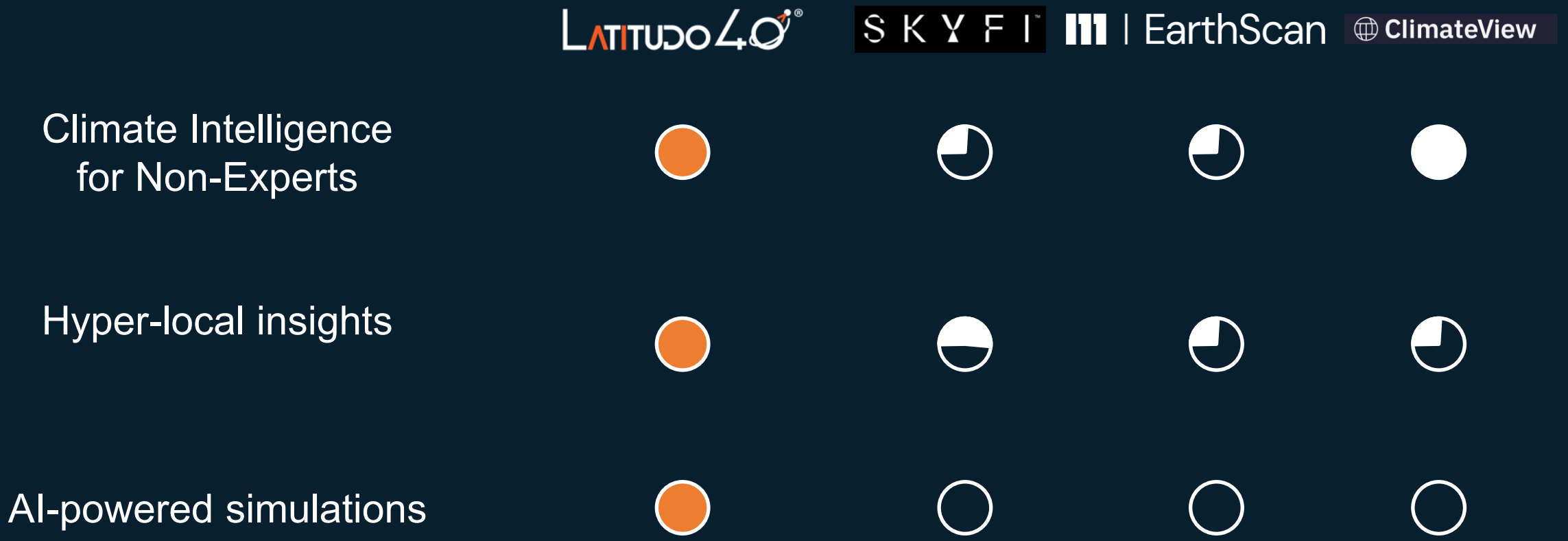
Movyon · autostrade per l'Italia · مركز أبوظبي للمشاريع والبنية التحتية Abu Dhabi Projects and Infrastructure Centre · cdp · CRIF

WHAT MARKET IS LOOKING FOR

SKYFI | EarthScan | ClimateView



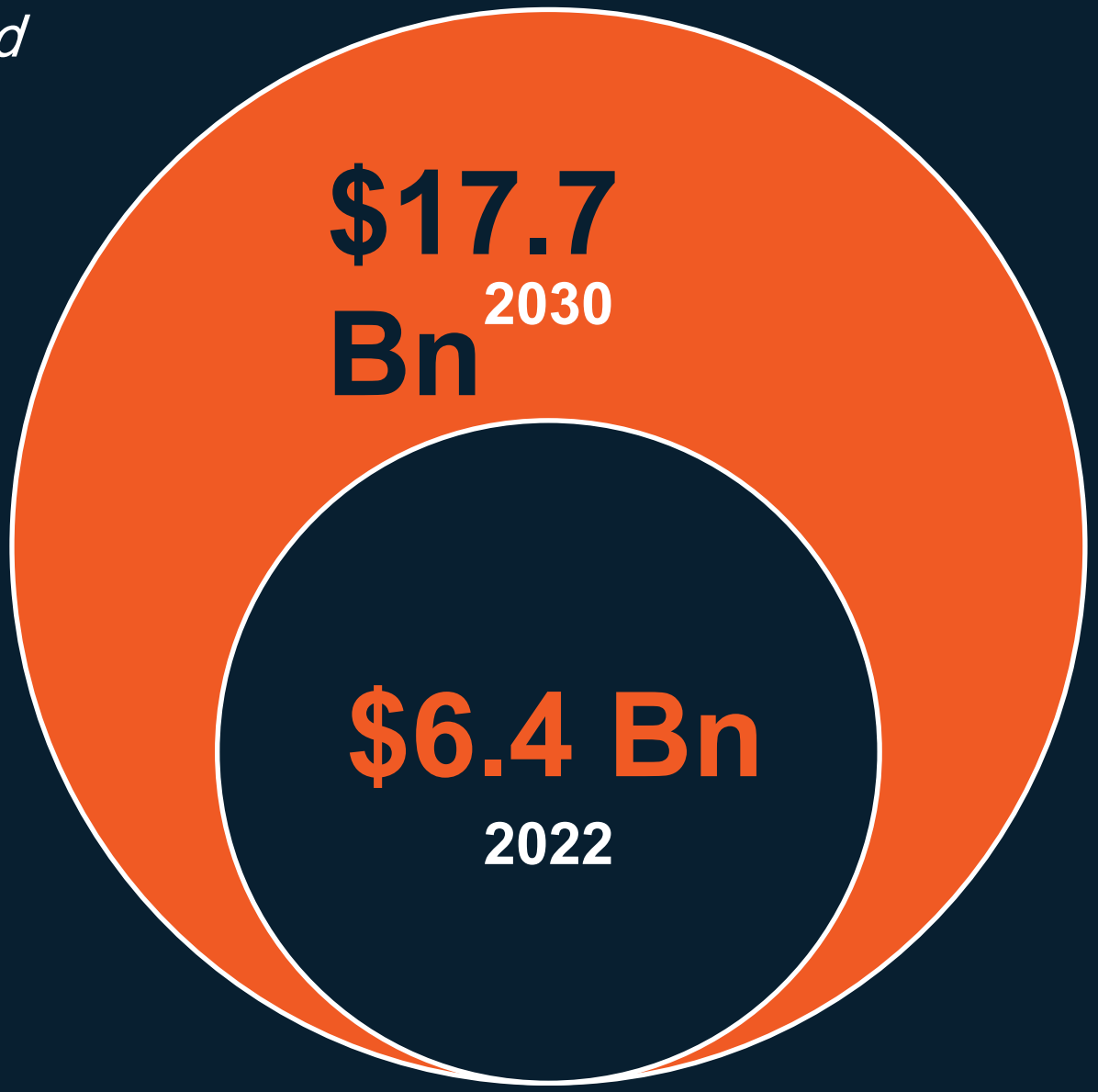
DIFFERENTIATORS - OUR IMPACT



MARKET & OPPORTUNITY

Our tech fits into market craving clarity and climate compliance

Growing demand from smart cities, ESG investors, infrastructure and resilience project



Global market for AI based Urban Planning & Monitoring

info@latitudo40.com

OUR TEAM: THE CORE OF THE COMPANY

3
FOUNDERS

27
EMPLOYEES

60%
GROWTH IN 2024

100%
SPACE / CLIMATE ENTHUSIASTS

info@latitudo40.com

LATITUDO 40®

LET'S SHAPE A SUSTAINABLE FUTURE TOGETHER

THANK YOU!

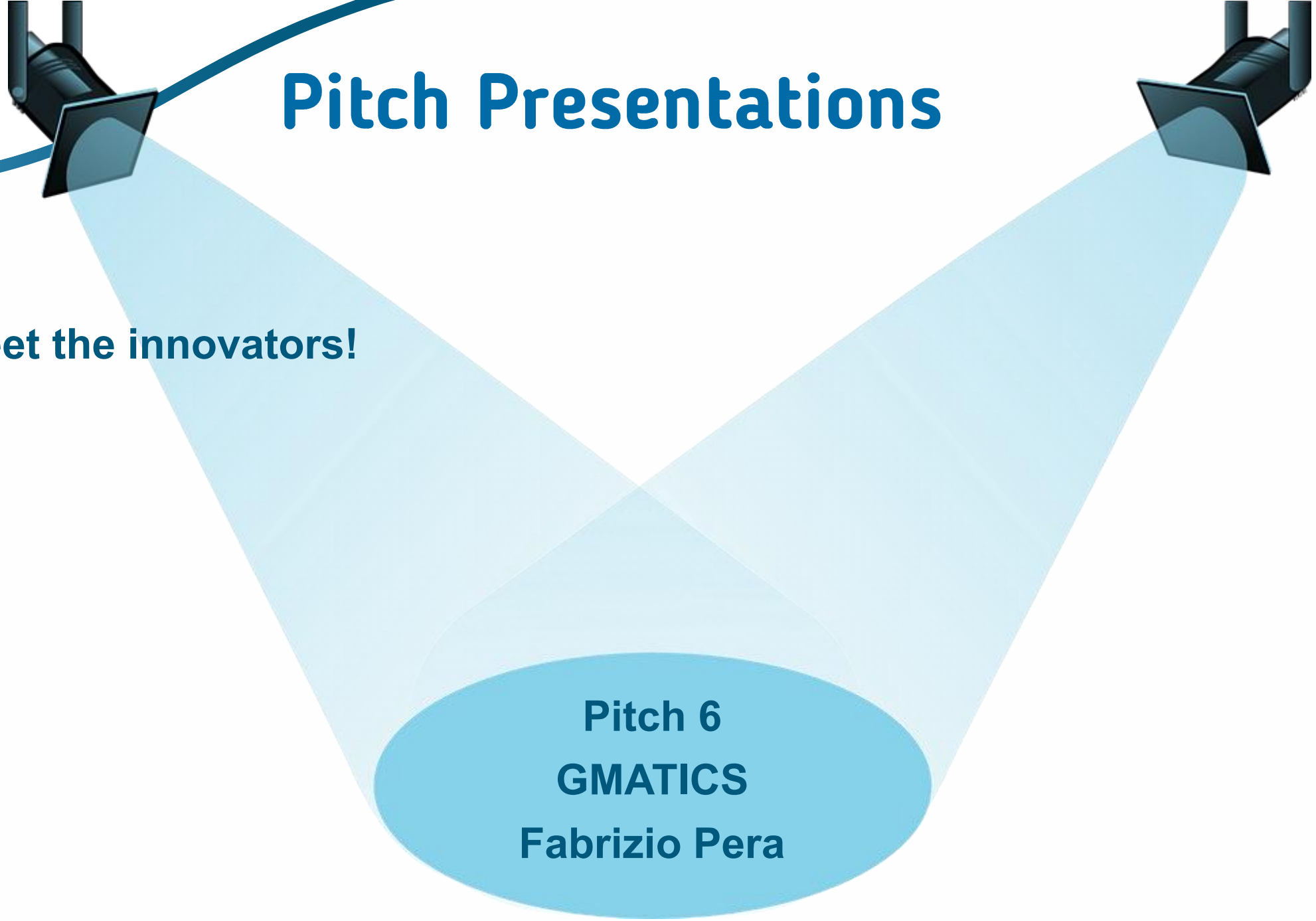
Francesco Amato
Business Dev Manager

francesco.amato@latitudo40.com
+39 338 251 13 36

www.latitudo40.com

Pitch Presentations

Time to meet the innovators!



Pitch 6

GMATICS

Fabrizio Pera

Solution title: Provides AI-driven Earth Observation to monitor urban heat and air quality for cities.

GMATICS

Fabrizio Pera

From Satellite Data to Operational Decisions for Cities and Regions

AI-powered Earth Observation services for urban heat, air quality, land and resilience planning

GMATICS

Fabrizio Pera
Commercial Director

Operational satellite monitoring for climate resilience and extreme heat preparedness

Turn satellite and geospatial data into operational intelligence for faster, evidence-based decisions.

Our services support public authorities in monitoring and managing:

- *Urban extreme heat: Land Surface Temperature patterns, hotspots and evolution*
- *Air quality*
- *Urban greenery and land transformation*

Our objective is not simply to generate maps, but to provide decision-ready information that helps authorities (regions, provinces, cities) identify vulnerable areas and prioritise interventions in relation to climate adaptation, public health and sustainable territorial planning.

Our approach combines satellite observation, geospatial intelligence and AI-powered processing to generate thematic indicators and operational risk layers for cities and regions.

At a high level, the process includes:

- *Multi-source Earth Observation and complementary local data*
- *AI-based processing and information extraction*
- *Production of specialised thematic layers*
- *Multiple access capabilities to products, for seamless exploitation by users*

GMATICS services are operational, scalable and decision-oriented.

Our differential value

- ***Operational relevance*** *– we deliver services for regular use by cities and regional authorities, not only for analysis*
- ***Actionable outputs*** *– our solutions address concrete needs of the public sector translating EO complexity into easily understandable urban intelligence*
- ***Scalability*** *– multi-source satellite monitoring and AI based processing enables repeatable and cost-efficient coverage over large territories*

Our sustainable impact

- *Healthier and more liveable urban environments to concretely implement* ***One Health*** *approach in cities*
- *Support to* ***prioritisation and intervention planning*** *for climate adaptation and resilience*
- ***Higher number of cities*** *can be served with* ***value for money*** *pricing (Italian, European and international markets)*

Who can apply your solution?

Our solution is designed for organisations that need reliable, scalable territorial intelligence to support planning, preparedness and public action.

- *Cities, Metropolitan and Regional authorities*
- *Climate adaptation and urban planning departments*
- *Civil protection and urban safety actors*
- *Public-health authorities*
- *Ecosystem and land management stakeholders*
- *Utilities*

Sustainable and circular innovation needs good networks along the whole value chain.

We are looking to connect with:

- *Vertical scientific entities*
- *Local actors willing to turn climate intelligence into operational local impact*

#EENCanHelp

Book a meeting with: GMATICS

Fabrizio Pera
Commercial Director
GMATICS
fabrizio.pera@gmatics.eu

een.ec.europa.eu

GMATICS
BIG GEOSPATIAL DATA MADE READY

Up2Circ

enterprise europe network

Pitch Presentations

Time to meet the innovators!

Pitch 7

DM-AirTech

Suman Halder

Solution title: Provides hyper-local weather intelligence to improve drone flyability, safety, and operational efficiency.

DM-AirTech

Suman Halder

Hyperlocal Weather Intelligence for Innovative Air Mobility and Beyond.

DM-AirTech

Suman Halder
CEO | CTO

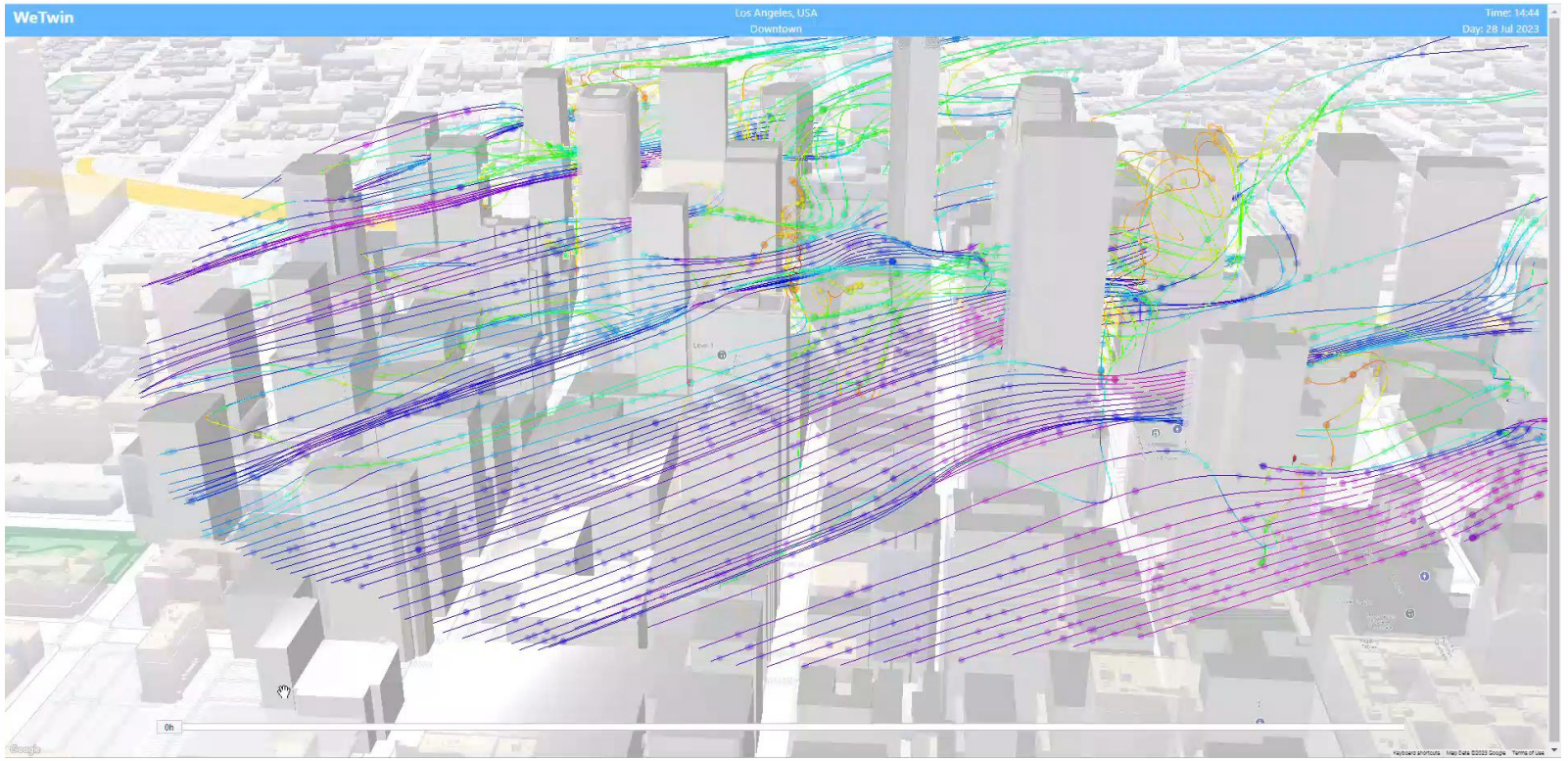
WeTwin: Hyper-local weather technology

Leveraging Computational Physics, our technology provides weather data:

at low altitude

in any environment including cities

at the highest level of resolution

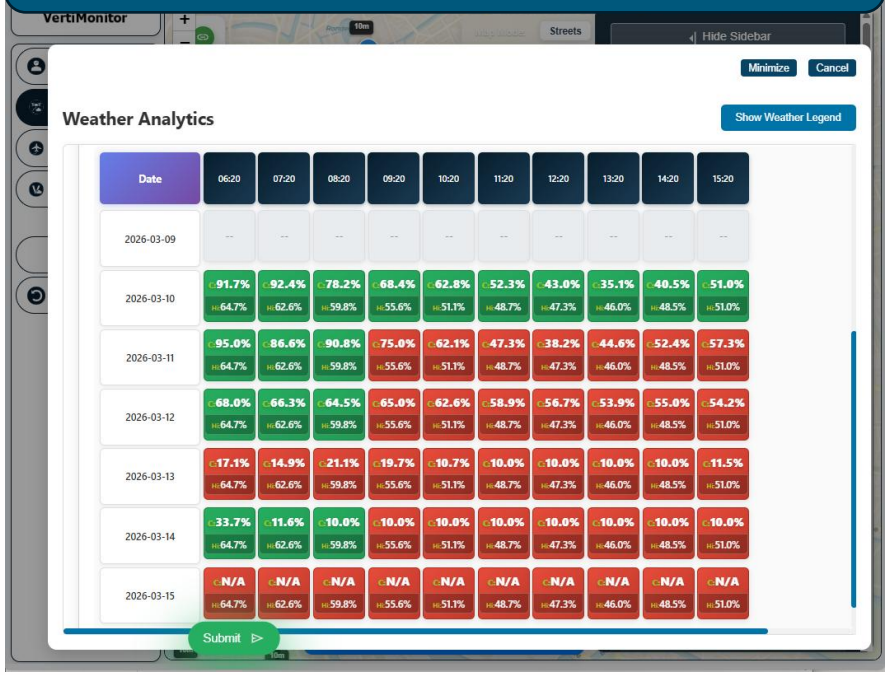


SustainableSolutionsMatch

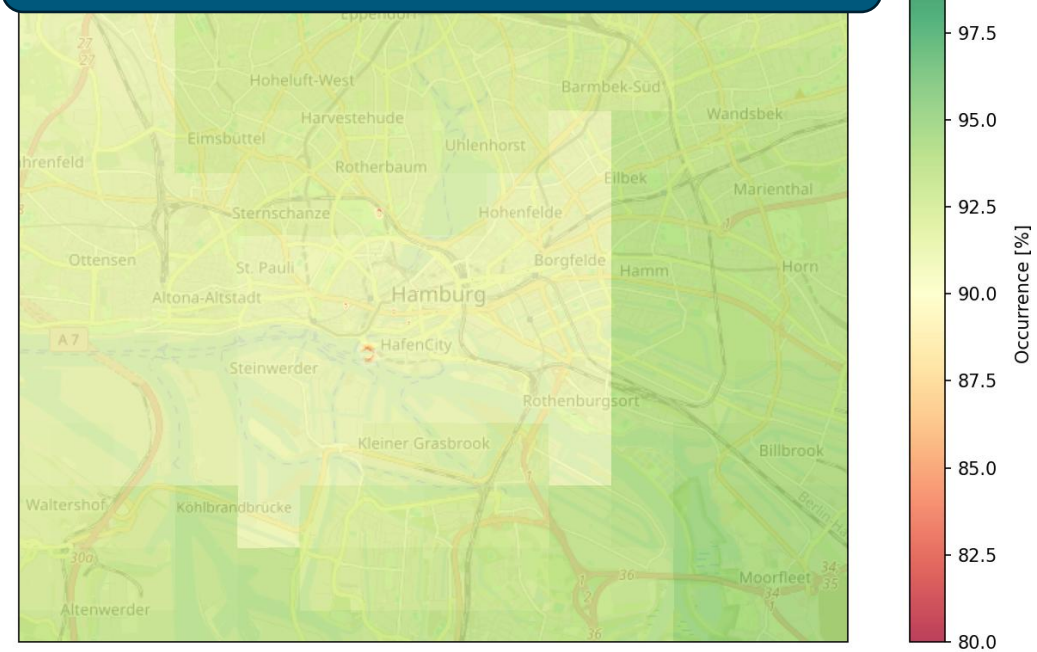
Up2Circ

Enabled by our technology

Optimizing Operations



Long Term Benefits



Current Market Adoption

Drones

Wind Engineering

Hyper-local weather intelligence is being used by Drone Operators, OEMs and Infrastructure Companies

Collaboration Areas Sought

- Drones
- Wind Engineering
- Mobility and logistics
- Buildings and Constr.
- Energy

#EENCanHelp

Book a meeting with: Company name

Dr.-Eng. Dario Milani
CEO | CTO
DM-AirTech
dario@dm-airtech.com

een.ec.europa.eu

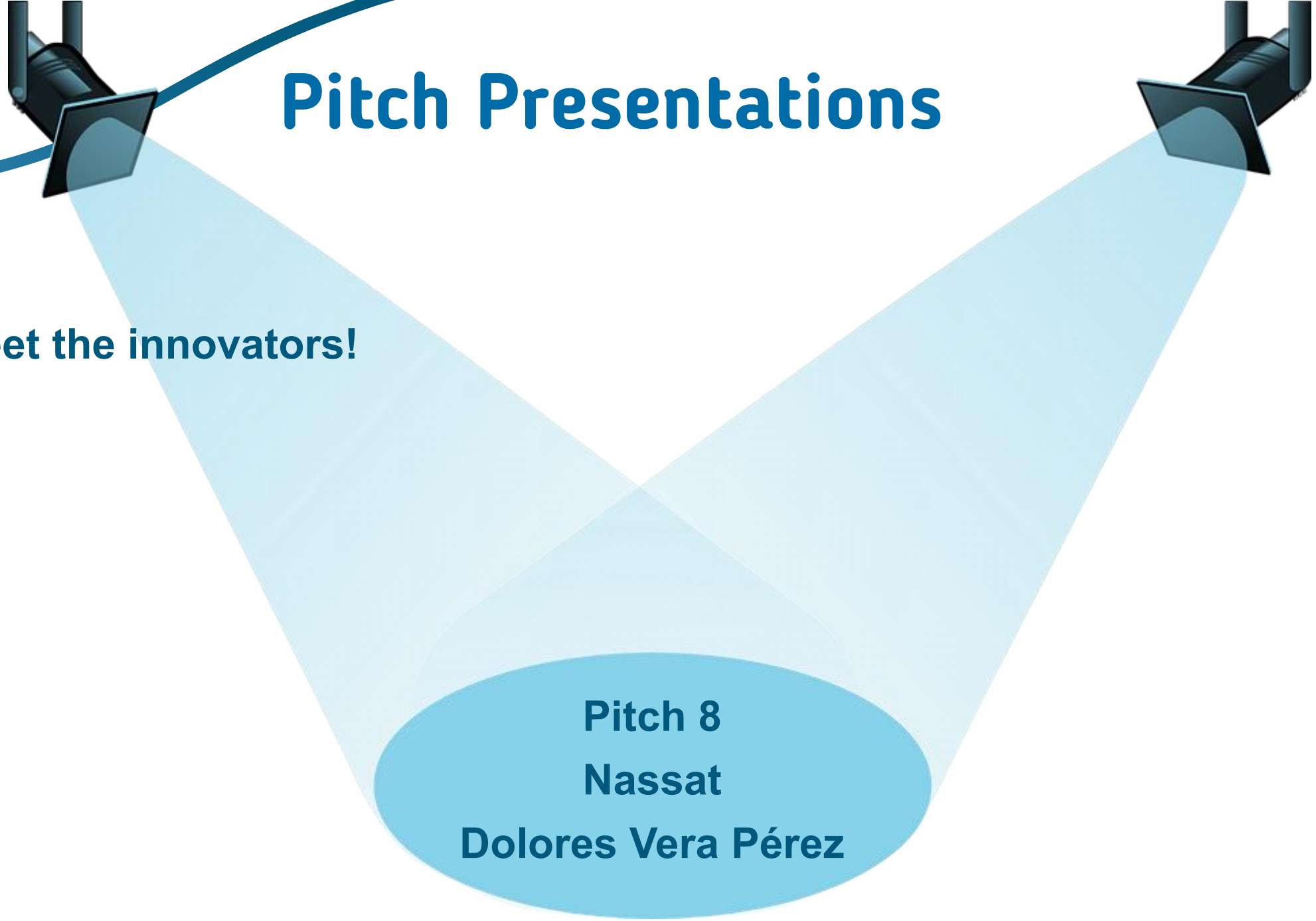
DM-AirTech

Up2Circ

enterprise europe network

Pitch Presentations

Time to meet the innovators!



Solution title: Sustainable space data Fabric.

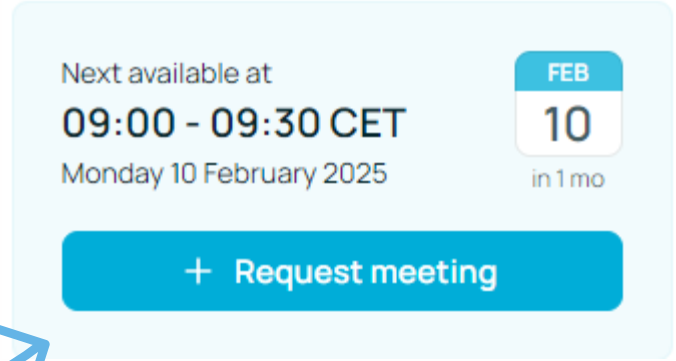
NASSAT – video

Dolores Vera Pérez

Closing Remarks

A big thank you to all pitchers and attendees!
We appreciate your participation today.

If you'd like to connect with any of the pitching companies, please use the matchmaking tool to **book a meeting**!



Need support? **Enterprise Europe Network is here to help!**

Reach out to your local Network partner:

https://een.ec.europa.eu/local-contact-points

#EENCanHelp

Thank you!

Name session lead
Role
Organisation
Email

een.ec.europa.eu

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