

February 4, 2025
SKY Perfect JSAT Corporation

SKY Perfect JSAT Supports Real Estate Transactions from Space: Business Partnership with JAXA Startup “Penetrator”

SKY Perfect JSAT Corporation (Head Office: Minato-ku, Tokyo; Representative Director, President & CEO: Eiichi Yonekura; “SKY Perfect JSAT”) has entered into a business partnership with Penetrator Inc. (Head Office: Bunkyo-ku, Tokyo; Founder CEO: Takeo Akutsu; “Penetrator”). Through this partnership, both companies will leverage their respective strengths to address challenges in real estate transactions and create new value in the real estate industry.

In the real estate brokerage industry, approximately 70% of land acquisitions are conducted through analog methods such as personal network-based introductions^{*1}. In particular, obtaining information on premium off-market properties is difficult, making the digitalization and efficiency improvement of land acquisitions an urgent issue across the industry. To address this, Penetrator has developed Japan’s first^{*2} AI-powered real estate search engine that integrates satellite data, government data, and web data, providing solutions to real estate professionals. However, the high cost of high-resolution satellite data used by Penetrator, as well as the need for frequent property data updates have posed significant challenges.

Through this partnership, SKY Perfect JSAT will develop a service that leverages cost-effective satellite data while utilizing its proprietary technology to enable high-frequency data difference extraction with near high-resolution quality. (See diagram below) This collaboration not only aims to resolve Penetrator’s challenges but also seeks to enhance the utilization and sales of satellite data in the real estate industry, further expanding the satellite data business in the private sector.

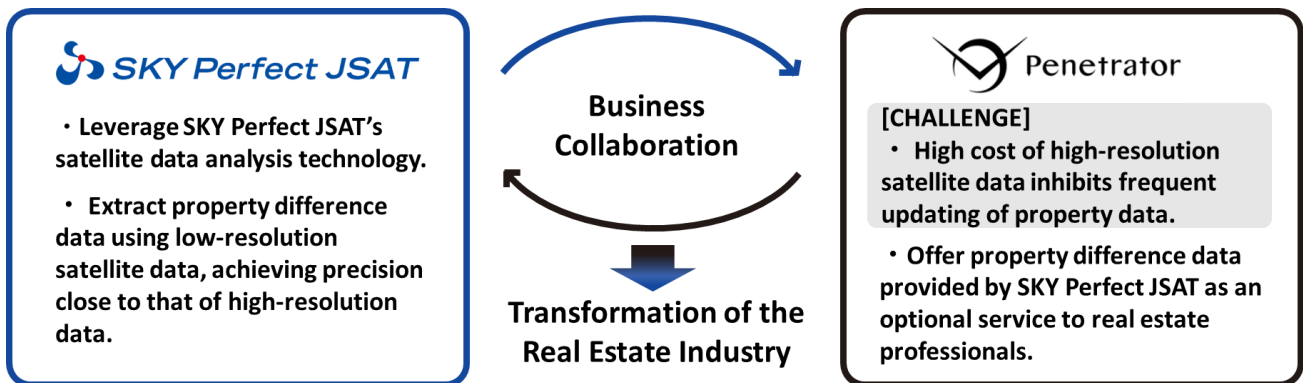


Diagram: Image of Business Collaboration

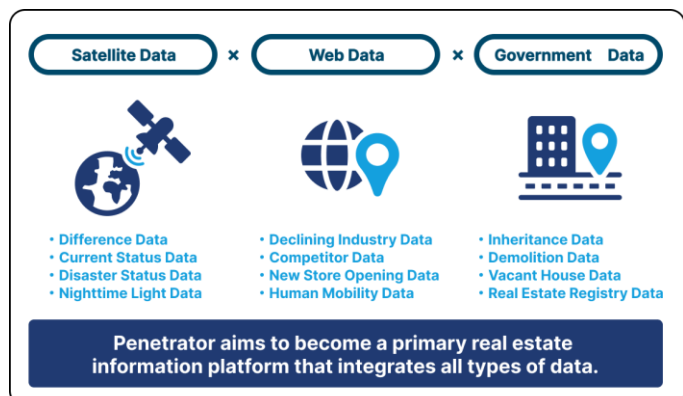
*1 Source: Penetrator, based on a survey at the Housing Business Fair 2022.

*2 Source: Penetrator.

■ About Penetrator

Penetrator Inc. is a JAXA startup dedicated to transforming the real estate industry from space. By extracting valuable real estate insights—such as current land usage (parking lots, vacant lots, farmland, old buildings) and economic activity levels—from satellite imagery and integrating them with web-based and government data, Penetrator is pioneering a new approach to real estate acquisition.

URL: <https://pntwhere.com/en>





SPACE STARTUP CONNECT
2024

Content of this news release is part of SKY Perfect JSAT's ongoing efforts to collaborate with space-related startups both in Japan and internationally. By combining SKY Perfect JSAT's expertise and assets in satellite business with the innovative technologies brought by startups, we aim to co-create new space businesses that contribute to a sustainable future.

Major Space-Related Collaborations and Achievements in the Past Five Years



Establishment of Orbital Lasers (2024)

- 2020** • Initiated Business Partnership with Zenrin and Nippon Koei Toward Japan's First Satellite-Based Disaster Information Service
- 2021** • Signed Business Partnership Agreement with Kyushu-based Startup iQPS
- 2022** • Established Joint Venture Space Compass with NTT
- 2023** • Commenced Collaboration with iQPS on Small Satellite Operations
- 2024** • Established Orbital Lasers, a startup carved out from SKY Perfect JSAT
- 2025** • Announced Investment and Business Partnership with ArkEdge Space

■ **Related Links**

- February 4, 2025: SKY Perfect JSAT Forms Capital and Business Partnership with “ArkEdge Space” to Promote Micro-satellite Missions
https://www.skyperfectjsat.space/en/news/detail/arkedge_space_partnership.html
- January 30, 2024: Notice Regarding Establishment of “Orbital Lasers Co., Ltd.” Aiming for the World's First Commercial Use of Space-based Laser Technologies
https://www.skyperfectjsat.space/en/news/detail/orbital_lasers_en.html
- July 18, 2023: SKY Perfect JSAT and iQPS Commence Collaboration on Small Satellite Operations
https://www.skyperfectjsat.space/news/detail/qps_1.html (in Japanese only)
- April 26, 2022: NTT and SKY Perfect JSAT Agree to Establish Space Compass Corporation -Novel Space Integrated Computing Network Enterprise to Aid Realization of a Sustainable Society-
https://www.skyperfectjsat.space/en/news/detail/ntt_and_sky_perfect_jsat_agree_to_establish_space_compass_corporation_novel_space_integrated_comput_1.html
- December 9, 2021: SKY Perfect JSAT and iQPS Form Business Partnership Expanding Business Utilizing Small SAR Satellite Constellation
https://www.skyperfectjsat.space/news/detail/qps_sar.html (in Japanese only)
- October 15, 2020: JSAT - ZENRIN - NIPPON KOEI
A new business partnership to provide "Satellite Anti-Disaster Information Service"
https://www.skyperfectjsat.space/en/news/detail/jsat_-_zenrin_-_nippon_koei_a_new_business_partnership_to_providesatellite_anti-disaster_information.html