

March 29, 2021

Unseenlabs SAS

Marubeni Corporation

Commercial Partnership Agreement **between Unseenlabs and Marubeni for the Japanese Market**

On March 1st, 2021, Unseenlabs SAS (hereinafter, “Unseenlabs”) and Marubeni Corporation (hereinafter, “Marubeni”) signed a commercial partnership agreement to provide the entire Japanese market with Unseenlabs’ high added-value maritime data.

In November 2020, Unseenlabs, a French company that specializes in the geolocation of ships at sea, and a European leader in satellite RF detection from space, deployed its constellation dedicated to the geolocation of ships at sea with the launch of two new satellites, BRO-2 and BRO-3¹. Thanks to its embedded proprietary technology based on the identification of the electromagnetic signal emitted by ships, Unseenlabs is able to geolocate from space any ship at sea, even those whose cooperative beacon is turned off.

Marubeni is a major Japanese integrated trading and investment business conglomerate that handles products and provides services in a broad range of businesses across wide-ranging fields. Through this commercial partnership agreement, Marubeni aims to provide various commercial support for the Japanese market, including a wide distribution network for Unseenlabs’s maritime data.

“This agreement with Marubeni fits perfectly with Unseenlabs’ commercial development plan and will enable us to answer many clients’ growing need for a better knowledge of human activities on their waters. We are delighted with this partnership and the great perspectives it opens for us in Japan.”, commented Clément Galic, Cofounder and CEO, Unseenlabs.

“We are very excited to work with Unseenlabs, to pursue new opportunities for space-based geospatial services in Japan. Through this collaboration, we are confident that our team can offer full support to explore the Japanese market, especially in the national security sector.”, commented Michimoto Asano, General Manager, Aviation, Space and Defense Dept., Marubeni Corporation.

¹ Unseenlabs’ constellation’s first satellite, BRO-1 was launched in 2019 from the Mahia peninsula in New-Zealand.

About Unseenlabs

Company Name	Unseenlabs SAS
Business	Created in 2015, Unseenlabs is an innovative company of French origin, leader in Europe in RF satellite geolocation of ships at sea. Its proprietary on-board satellite technology allows to geolocate any ship at sea even those with cooperative beacon off. Unseenlabs provides a wide range of maritime players with accurate data on ship positions, enabling better monitoring of activities at sea. Whether it is to meet the data needs of maritime companies, or to help institutions and organizations fight against illegal and anti-environmental behavior, such as illegal fishing or illegal dumping, Unseenlabs is intended to be a tool at the service of the oceans. In 2018, Unseenlabs welcomed Definvest (Bpifrance and DGA), Breizh Up, the fund of the Brittany region supported by the Feder and Hemeria in its capital for an amount of 7.5M€.
Incorporated	June 5, 2015
Founders	Jonathan Galic (CTO) and Clément Galic (CEO)
Head Office	Rennes, France
Website	https://unseenlabs.space

About Marubeni

Company Name	Marubeni Corporation
Business	Marubeni Corporation and its consolidated subsidiaries use their broad business networks, both within Japan and overseas, to conduct importing and exporting (including third country trading), as well as domestic business, encompassing a diverse range of business activities across wide-ranging fields including lifestyle, ICT & real estate business, forest products, food, agi business, chemicals, energy, metlas & mineral resources, power business, infrastructure project, aerospace & ship, finance & leasing business, construction, industrial machinery & mobility, and next generation business development. Additionnally, the Marubeni Group offers a variety of services, makes internal and external investments, and is involved in resource development throughout all of the above industries.
Incorporated	December 1, 1949
President and CEO	Masumi Kakinoki
Head Office	Tokyo Nihombashi Tower, 7-1, Nihonbashi 2-chome, Chuo-ku, Tokyo, 103-6060, Japan
Website	https://www.marubeni.com/en/