

# Supporting commercialisation and internationalisation in the space sector

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SME section  
22 July 2022



# ESA Agenda 2025

Five priorities with targets for 2025

Common European Space Vision for 2035+



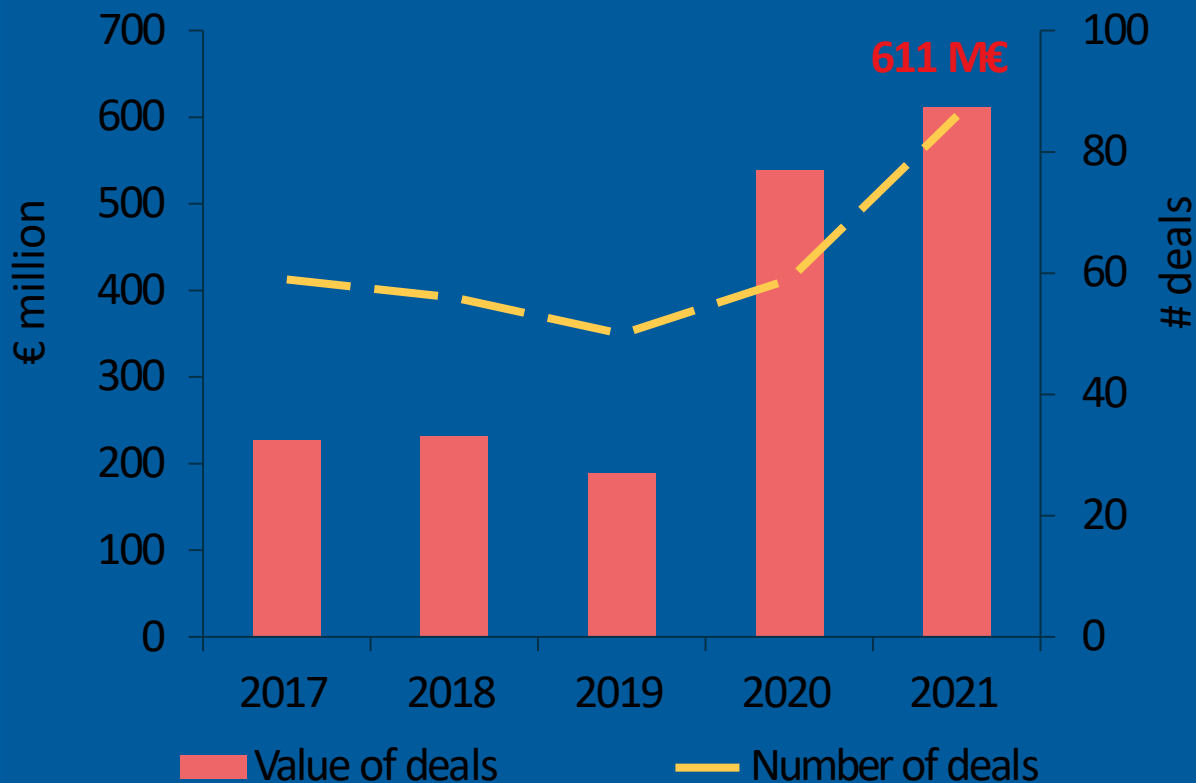
1. ESA-EU relations
- 2. Commercialisation**
3. Safety & security
4. Programme challenges
5. ESA transformation



# Boost green and digital commercialisation

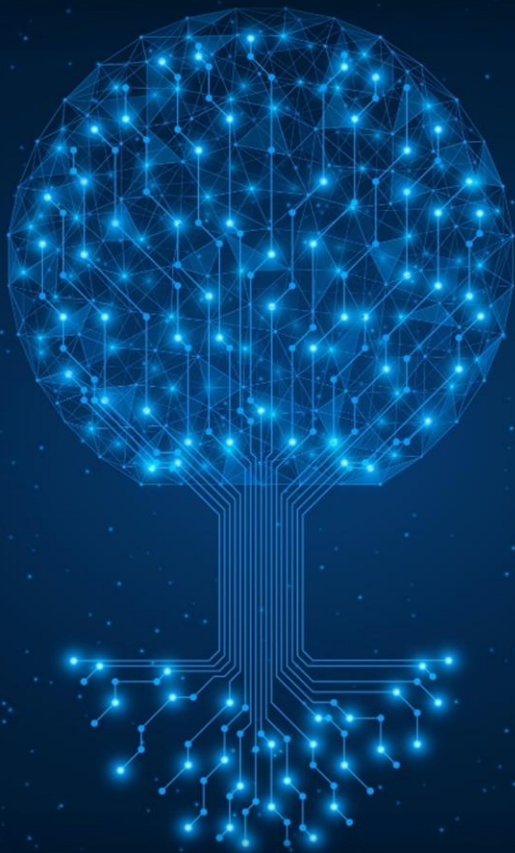


Number and value of deals in European space start-ups 2017-2021



Sources | ESPI 2022, Bryce 2022

## 3 ESA lines of action



Talent  
Capital  
Speed



**SPEED**

**ESA AMBITION ON COMMERCIALISATION**  
**TO MAKE EUROPE A SPACE  
COMMERCIALISATION HUB**  
**TO LAUNCH AND GROW GLOBAL SPACE  
COMPANIES THAT MAKE SENSE FOR  
OUR FUTURE**

**CAPITAL**

**TALENT**



**SPEED UP  
TIME  
TO MARKET**

**CUSTOMER-  
ORIENTED: GOOD  
ENOUGH VS BEST  
IN CLASS**

**NEW APPROACH TO  
PROJECT MANAGEMENT  
AND RISK  
ACCEPTANCE**





# ESA AND NEW SPACE

For ESA, there are no “New Space companies”, but a New Space approach which can be observed from large well-established companies to small newcomer entities. This approach implies a business mindset based on private investments leveraging on speed, customer focus and new risk acceptance culture.



Support of Commercial development

development

		ESA			
		Business Development needed	Funding	Involvement in the development	ESA-driven requirements
	Enabler Providing the right tools	√		If required	
	Accelerator Supporting commercial takeoff	√	For development	If required	
	Reference Customer (mature services or products) ←		For product/service		√
	“Traditional” Customer	√	√	√	√







# SCALE UP



- Supports **New Space** developments, allowing companies to take more risks, hit the markets faster, attract investors, and introduce game-changing innovation.
- Is **domain independent**, including **upstream and downstream**.
- Does not address TRL maturation, but provides **end-to-end business support to innovation**.
- Offers to **all ESA Directorates** a platform to create new industrial players, explore new markets, and/or scale up promising companies emerging from their respective programmes.



# SCALE UP



## CONNECTION WITH THE INVESTOR COMMUNITY

### Element 1: INNOVATE



**Boosting innovation** and commercialisation in the European space sector

- ❑ Foster and develop transformative innovations ready for market adoption by the 'innovate and apply under-one-roof' approach (**Φ-labNET**)
- ❑ Protection and commercialisation of industry IP (**IP@ESA**)
- ❑ Transfer of technology for commercial purposes (**TT@ESA**)
- ❑ ESA Business incubation centres network 2.0 (**BICs**)
- ❑ Reduce barrier to enter ESA Programmes (**PrepareToESA**)

### Element 2: INVEST

Supporting the development of **scale-up ventures** in new space markets

- ❑ **Business VALIDATION Phase:** a network of business accelerators to support development of business plans, business strategies and growth roadmap
- ❑ **Business GROWTH Phase:** a marketplace for new space services and products e.g. IOD/IOV opportunities





 **INDUSTRY  
SPACE DAYS  
2022**

ESA/ESTEC  
NOORDWIJK, THE NETHERLANDS

**28 | 29  
SEPTEMBER 2022**

**DAY 1**

**9:30 - 17:30** B2B MEETINGS  
EXHIBITION  
CONFERENCE

**17:30** NETWORKING DRINKS

**DAY 2**

**9:00 - 17:30** B2B MEETINGS  
EXHIBITION  
CONFERENCE



SPACE FOR BUSINESS OPPORTUNITIES

#ISD2022ESA

 ISD.ESA.INT





# COMMERCIALISATION GATEWAY



[commercialisation.esa.int](https://commercialisation.esa.int)



Easy access for newcomers  
One stop shop  
Raising awareness on space opportunities





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# Φ-LAB NET



**Accelerate the future of Space via transformative innovation**  
**Generating commercial competitive advantage**  
**Facilitating investment actions**



# TECHNOLOGY TRANSFER



Technology scouting  
 Brokering introductions to potential clients  
 Business support and coaching  
 Technical feasibility and market analysis  
 Guidance and support on funding



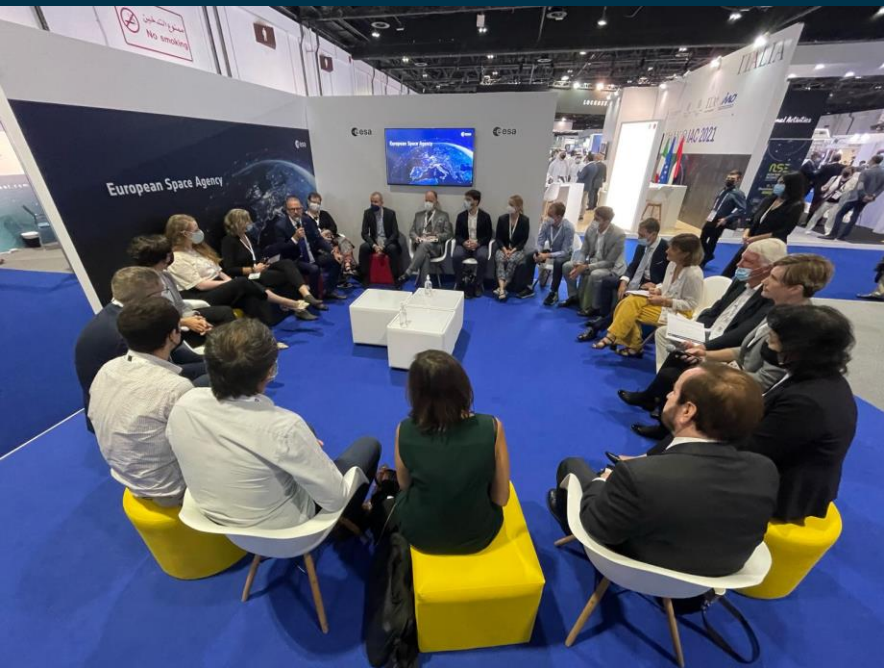
# SME OFFICE



SME Information and support  
Helpdesk dedicated to SMEs  
Training, Networking and Matchmaking



# ESA Competitions & Challenges





- Competition launched by ESA with the operational and technical support of Eurisy
- Selection of 6 SMEs in the space sector (3 in the upstream and 3 in the downstream area) submitting the most promising and convincing internationalisation plans for their products and/or services



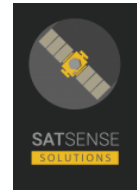
- Support European space start-ups and SMEs in their internationalisation efforts and the development of networks in new markets;
- Promote start-up and SME capabilities and know-how, in Europe and abroad.



# Top 12 Participants



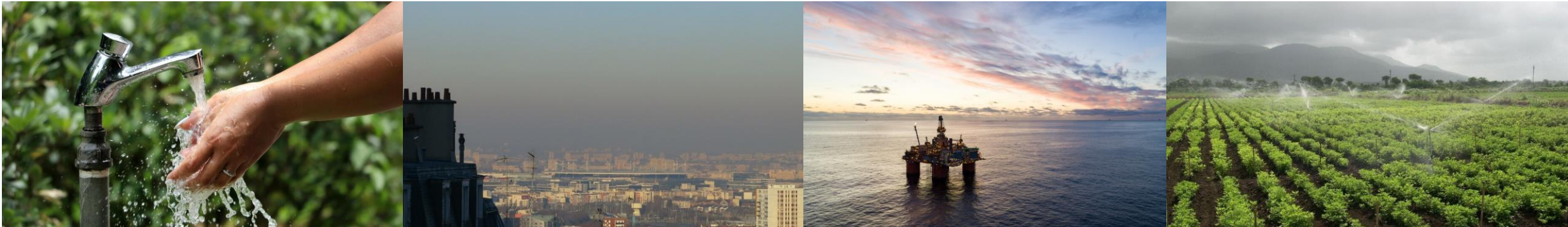
	Company	Country
	Lios	Ireland
	Technology for Propulsion and Innovation	Italy
	Pasquali Microwave Systems Srl	Italy
	DcubeD (Deployables Cubed GmbH)	Germany
	Lens Research & Development	Netherlands
	EICAS AUTOMAZIONE SpA	Italy



	Company	Country
	LATITUDO 40 S.R.L.	Italy
	SatADSL	Belgium
	Satsense Solutions Limited	United Kingdom
	A.U.G Signals Ltd	Canada
	Detektia Earth Surface Monitoring S.L.	Spain
	EOMAP	Germany



- **Competition objectives:**
  - highlight the increasingly important role of start-ups in the space ecosystem
  - give visibility to innovative European start-ups and encourage and support their development
- **Participants:**
  - entrepreneurs in **ESA Member States** developing innovative services and/or products using space technology





# ESA Start-Up Competition 2020 - Winners



1<sup>st</sup>



Cosmic Srl, Italy

2<sup>nd</sup>



Hawa Dawa, Germany

3<sup>rd</sup>



Orbital EOS, Spain

3<sup>rd</sup>



ConstellR, Germany



# Thank you for your attention!

