

ESA Commercialisation: Marketplace

Co-financing B2B deals for accelerated ecosystem growth

ESA COMMERCIALISATION GATEWAY

SPACE FOR BUSINESS BUSINESS FOR SPACE

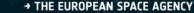
Riho Palis

Commercialisation Officer

Entrepreneurship & Business Incubation Office

Commercialisation Department

ESA UNCLASSIFIED – For ESA Official Use Only





ESA Commercialisation Agenda







ESA AMBITION ON COMMERCIALISATION

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



ESA UNCLASSIFIED – For ESA Official Use Only















































EARTH OBSERVATION

- Incubed 2
- Ф-Sat

OPERATIONS

• S2P (COSMIC - Competitiveness)

TELECOMS

- Space for 5G
- Space Systems for Safety and Security (4S)
- Optical Communication

- Future Preparation
- Partnership **Projects**

D/CIC

COMMERCIALISATION AND COMPETITIVENESS SUPPORT SERVICES AT ESA

> **SCALEUP BASS**

 E3P Period 3 (BSGN and commercial mission support services)

TECHNOLOGY

GSTP (Develop, Make, Fly)

NAVIGATION

- · Navisp (Element 2) Third Phase
- FutureNAV

SPACE TRANSPORT

- Boost! 2.0 (Commercial Services; Support to MS; Service Procurement)

ICLASSIFIED - For ESA Official Use Only































SUPPORTING THE SCALEUP OF VENTURES

BUSINESS SUPPORT

Pool of various services to best answer individual acceleration needs For companies with high business potential with mature technology

ESA MARKETPLACE

Development of industrial players on new upstream & downstream markets aggregating service requests and offers from and for industry

Disruptive research innovation projects

Φ-LABNET

Start-up creation & incubation services for entrepreneurs

ESA BICs **NETWORK** Commercial innovation projects integrating space technologies

ESA BROKERS NETWORK

BOOSTING INNOVATION AND COMMERCIALISATION

ESA UNCLASSIFIED - For ESA Official Use Only







































CONTRIBUTIONS IN THE COMPANY'S LIFE-CYCLE

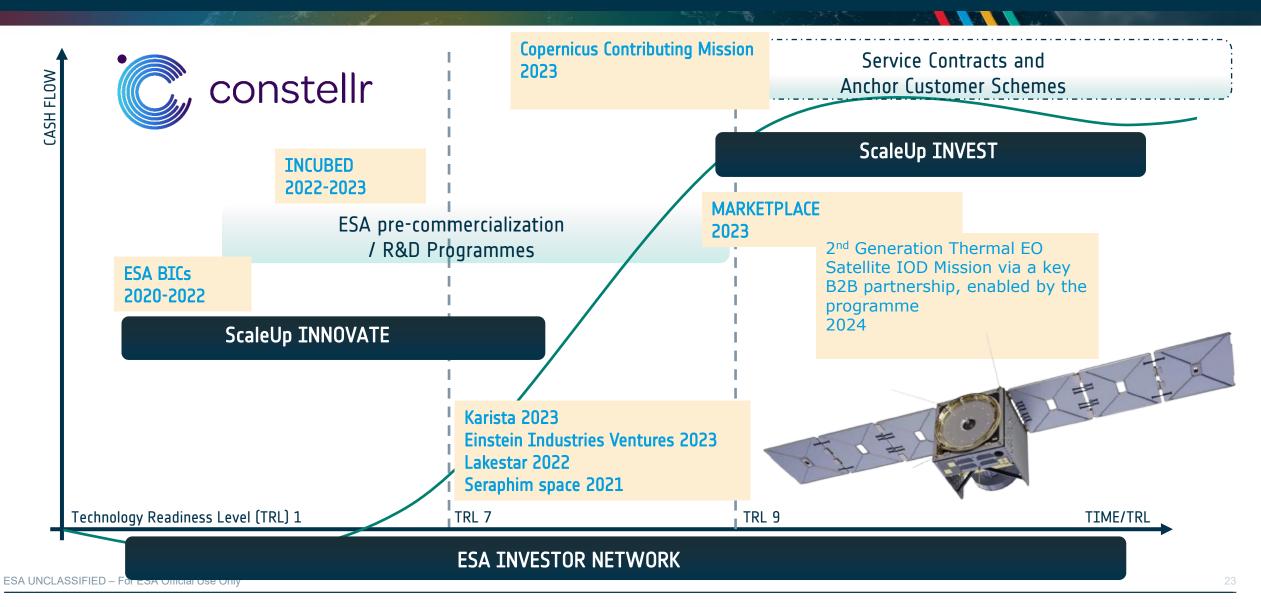




ESA UNCLASSIFIED – For ESA Official Use Only

A company within esa: example of Constellr







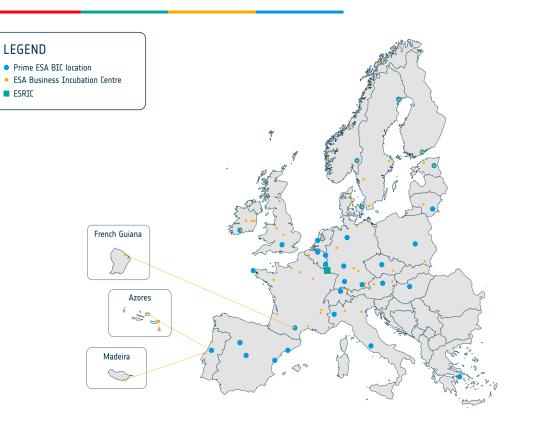
ScaleUp Innovate



ESA BUSINESS INCUBATION CENTRES



ESA BUSINESS INCUBATION CENTRES MAP



32 ESA BUSINESS INCUBATION CENTRES

230+ START-UPS SELECTED ANNUALLY

1,800+ START-UPS SELECTED OVERALL

ESA UNCLASSIFIED – For ESA Official Use Only











































BUSINESS INCUBATION CENTRES





USE OF ESA BIC

TECHNICAL SUPPORT



OFFICE SPACES AND SHARED FACILITIES



NETWORKING FOR START-UPS



60 k€ NON-EQUITY FUNDING (standard) 90 k€ in Finland



DOOR OPENER TO **INTERNATIONAL INVESTORS**

NCLASSIFIED - For ESA Official Use Only

→ THE EUROPEAN SPACE AGENCY

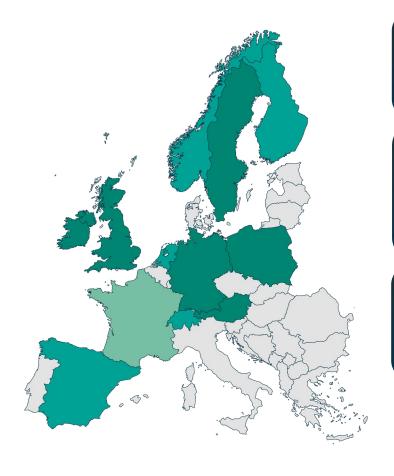
Implementation PHI-LAB Net 2023-2025



ESA PHILABNET MAP

LEGEND

- Large Philab
- Small Philab
- Pilot Philab



12 Φ-Labs

Supporting various technology domains

AT, CH, DE, NO, SE, UK, ES, FI, IE, NL, PL

ESA UNCLASSIFIED – For ESA Oπicial Use Only

→ THE EUROPEAN SPACE AGENCY





→ THE EUROPEAN SPACE AGENCY



ESA Marketplace



ESA Marketplace: Overview



Objectives

- Foster the development of industrial players
 - In the upstream and downstream sector
 - In new and emerging markets
 - To achieve sustained commercial growth
- ESA Marketplace brings together champions in their segment, presenting them to global markets

Target Companies

- SME or a large company/midcap with a demonstrated technology/proven services (TRL > 7)
- Credible and ambitious business growth

ESA Marketplace: Support Mechanisms



ESA Marketplace can support eligible companies in three ways:

- 1. Enhanced visibility and credibility by collaborating with ESA experts, enabling possible future partnerships
- 2. Boost* customer acquisition (as Seller role)
 - Acquire strategic customers
 - De-risk the rollout of new products/services
 - Expand beyond national markets
- 3. Accelerate* the time-to-market for new products/services (as Customer role)
 - Reduce Time-To-Market
 - De-risk the integration of new technology in product/service proposition
 - Build reliable industry partnerships

* decreasing co-funding contribution (up to 5 projects per companies)

ESA gathers business/technical insights from New Space companies to develop new initiatives and programs





























ESA Marketplace: NewSpace Approach



- Fast tracked procurement in reply to ESA call for proposals
 - 2-step proposal
 - Light proposal as first step
- **Straightforward Implementation**
 - Key Performance Gates (fail/pass type)
 - Customer-driven
 - No technical development





































Is your company aiming for...





Sustainable Revenues?

- Reach Next Investment Round
- Secure Bank Loans
- Accelerate Growth to Scale Vision



Global Markets?

- Bigger Total Addressable Market
- Secure New Revenue Streams
- Gain Business Resilience

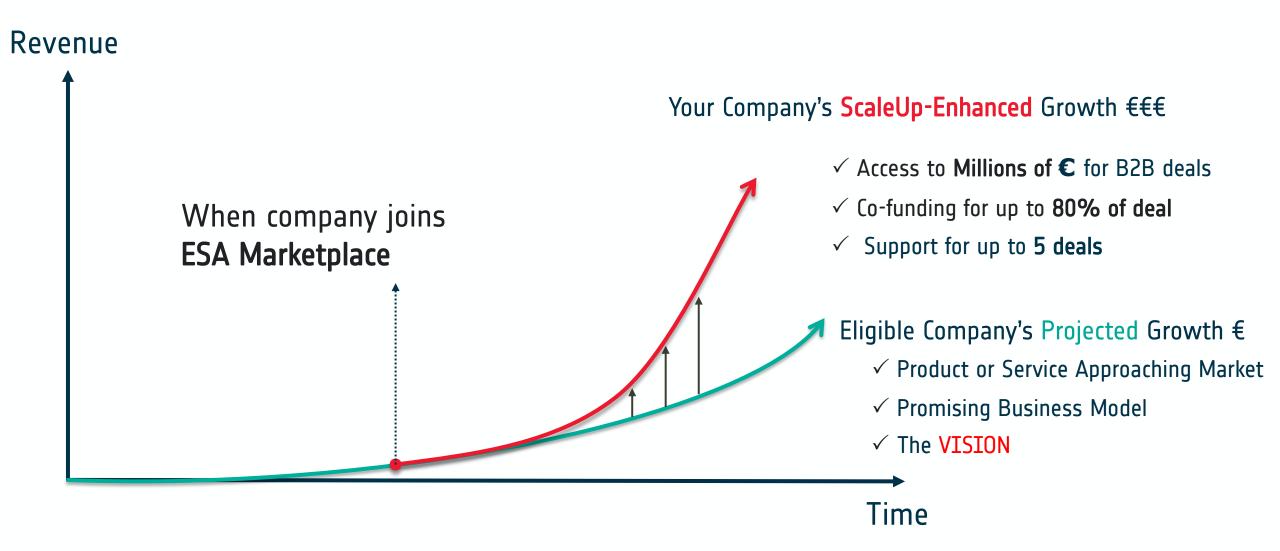


New Clients?

- Risk Averse Industry
- Forming Long-term Partnerships
- Competitive Agility

Get your company to the next level







Programme

Solutions:

CO-FINANCING B2B DEALS

ENABLING CASH FLOW WITHOUT DIRECT INVOLVEMENT OF ESA

ENABLES AEROSPACE COMPANIES
TO SCALE UP THEIR OPERATIONS

Bridges Supply & Demand

Grows Companies' Valuation

Accelerates Ecosystem Growth





€€€ to fund deal BUSINESS & TECHNICAL
INSIGHT





Supported by ScaleUp

Antenna Manufacturer

- > Secure long-term partnership
- Gain traction, attract investment



Buyer

€€€ to fund deal BUSINESS & TECHNICAL INSIGHT





Supported by ScaleUp

Earth Observation Company

- Enter new markets
- Acquire new customers (reduced CCA)



Customer

Non-Space Sector







€€€ to fund deal BUSINESS & TECHNICAL INSIGHT





Seller



Satellite Company

- Finance cost of payload
- > New product launch
- Demonstrate service maturity

€€€ to fund deal BUSINESS & TECHNICAL INSIGHT



ScaleUp INVEST

Swift 2-Step Application





ESA Marketplace – A Successful Start





Companies* applying in ESA Marketplace have developed their products and services in the frame of ESA programmes



ESA UNCLASSIFIED – For ESA Official Use Only





Become the next company to be supported by ScaleUp INVEST!

FIND MORE INFORMATION ON OUR WEBSITE
OR
APPLY DIRECTLY ON THE ideas.esa.int



FACILITATING
ACCESS TO FINANCE
FOR EUROPEAN
SPACE COMPANIES



FSA UNCLASSIFIED - For FSA Official Use Only













































Access to the financial community



EUROPEAN COMMISSION & EUSPA & EIC



INVESTORS

Venture Capital, Private Equity, Institutional investors

55+ MEMBERS OF THE ESA INVESTOR NETWORK

FUND & EUROPEAN INVESTMENT INVESTMENT BANK

ACCELERATORS

Space founders, Seraphim,
TakeOff!, CDL Space, Starburst, CASSINI
Business Accelerator, ESA Business
Accelerator

- Technical and market advisory
- Investment opportunities
- Dedicated events with the ESA Commercialisation Networks
- Network for exploring new strategic initiatives

Please contact: investor-network@esa.int

Resources



GENERAL

- TENDER APPLICATION, esa-star Publication, https://esastar-publication-ext.sso.esa.int/
- Open Discover Ideas Channel, OSIP Platform, https://ideas.esa.int

COMMERCIALISATION

- <u>Call for Opportunities</u>, https://commercialisation.esa.int/call-for-opportunities
- Investors Network, https://commercialisation.esa.int/investor-network/
- Intellectual Property Management, https://commercialisation.esa.int/intellectual-property/
- ScaleUp Invest Marketplace, OSIP Platform, https://ideas.esa.int
- ScaleUp Invest Martketplace IOD/IOV Turn-Key services, OSIP Platform, https://ideas.esa.int
- Business Applications and Space Solution (BASS), https://business.esa.int/

EARTH OBSERVATION

· Incubed 2, How to apply to Incubed Program, https://incubed.esa.int/how-to-apply/

SPACE SAFETY PROGRAMME (S2)

• <u>COSMIC, OSIP Platform</u>, https://ideas.esa.int

ESA UNCLASSIFIED – For ESA Official Use Only

Resources



EXPLORATION

BSGN and commercial mission support services, https://bsgn.esa.int/

TECHNOLOGY

• GSTP Element 1 - De-Risk, Advanced Manufacturing & Quantum Technology Frameworks through OSIP platform, https://ideas.esa.int

NAVIGATION

Navisp (Element 2) Third Phase, https://navisp.esa.int/

SPACE TRANSPORT

Boost! 2.0 (Commercial Services; Support to MS; Service Procurement), OSIP Page

TELECOMS

ARTES 4.0 Programme, https://connectivity.esa.int/artes-40

ESA UNCLASSIFIED - For ESA Official Use Only



































THANK YOU FOR YOUR ATTENTION

COMMERCIALISATION.ESA.INT

FSA UNCLASSIFIED - For FSA Official Use Only

