BUSINESS INCUBATION CENTRE

Finland

ESA BIC Finland Startups 2026

Space Business Forum

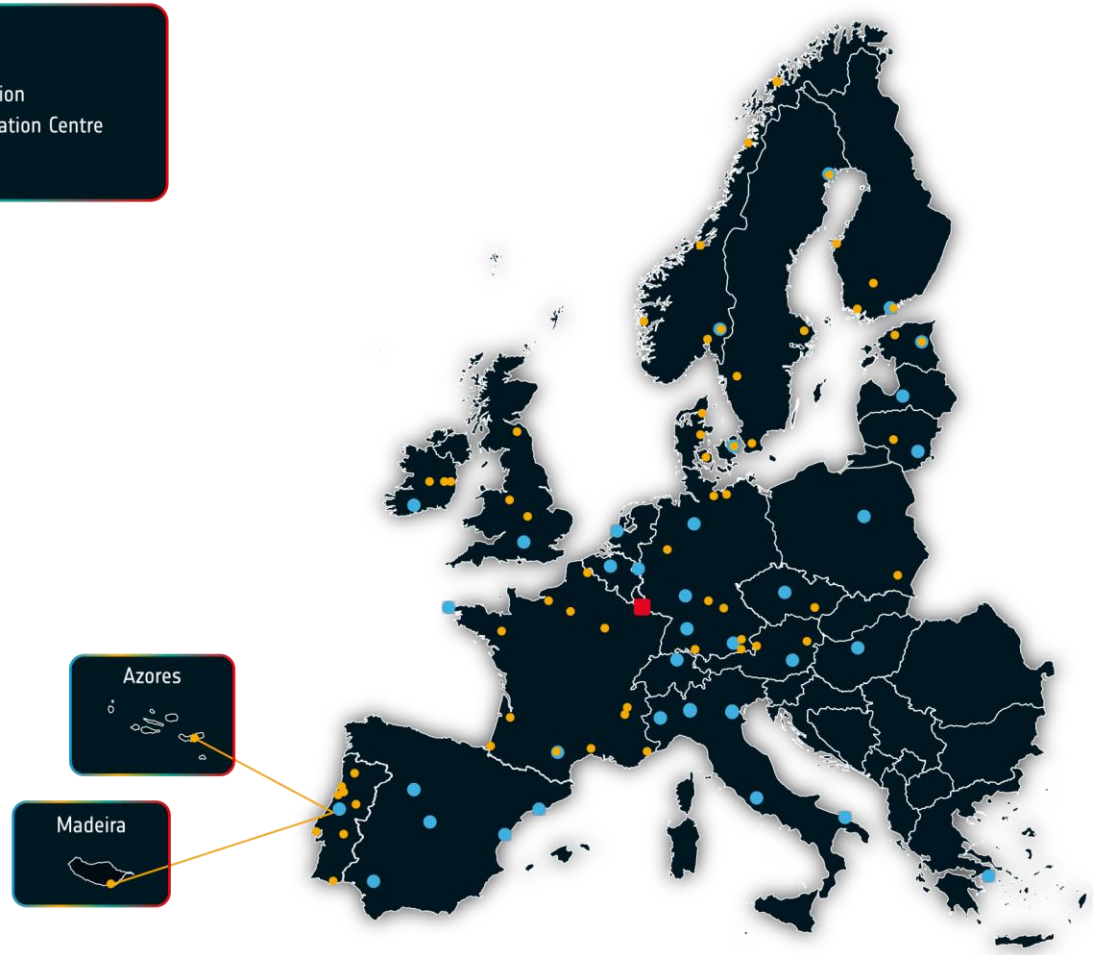
Kaisa Ahonen

ESA BIC Finland Manager

27.2.2026

ESA BUSINESS INCUBATION CENTRES MAP

- 36 Incubation centres
- 23 countries
- 240+ Startups selected annually
- 2000+ Startups selected
- Over 20 years



ESA BIC Finland startups and alumni

- Target 9-10 companies annually
- Currently 8 companies in incubation
- Calls twice a year

- Since 2018
- 35 alumni
- Solar Foods, Kuva Space, APT

We are searching startups who

- Technical and business support: Aalto, UniVaasa, partners
- Office space in 4 locations: Espoo, Vaasa, Turku, Tampere
- Connections and collaborations: investors, partners
- PR and events: professional productions, Slush
- Equity-free funding up to 90.000 EUR by

esa BUSINESS FINLAND

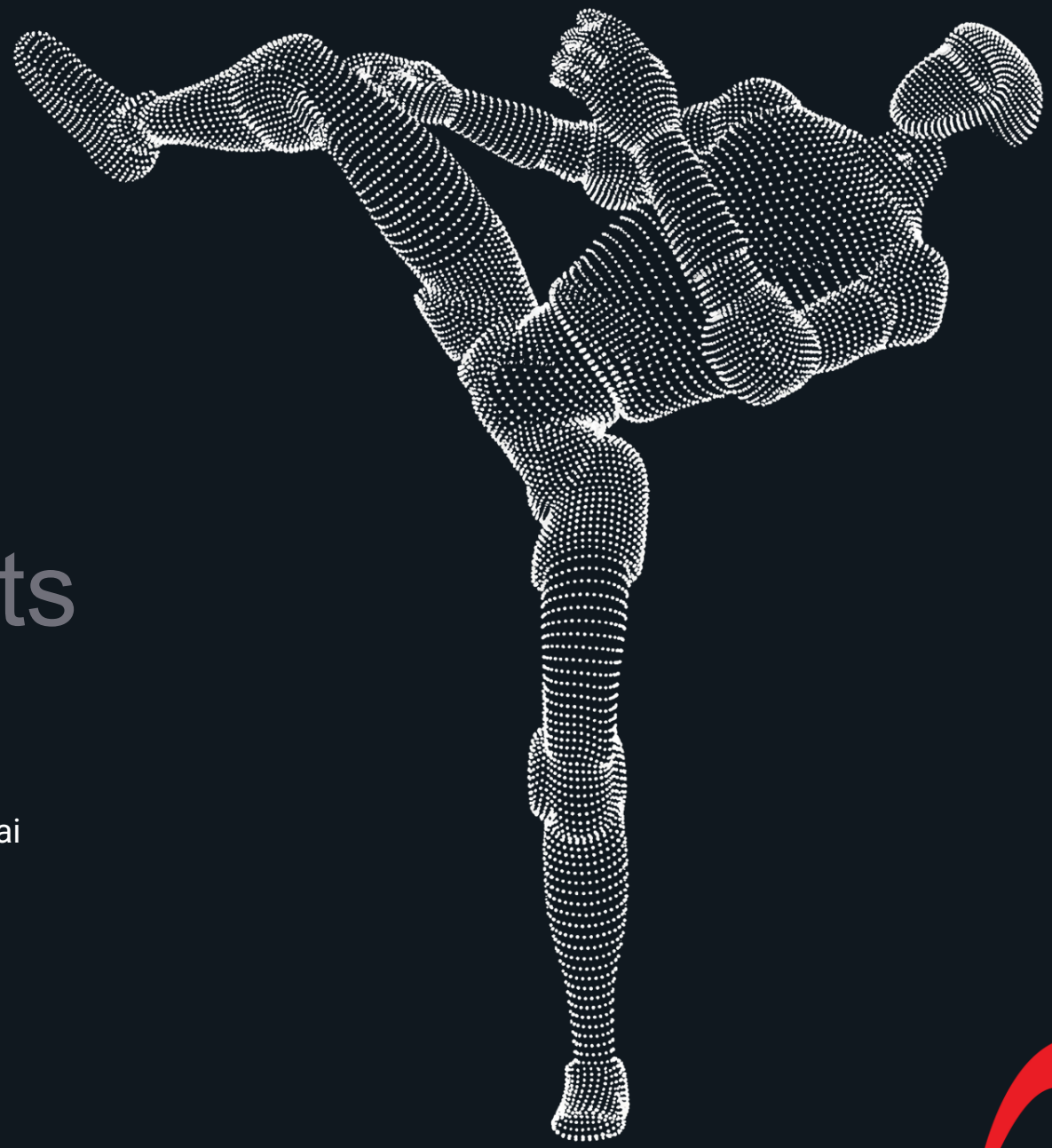
ESA BIC Finland New Startups

- Binabik AI, CEO Harry Edelman
- Cense Analytics, CEO Tuomas Siltala
- Polar Orbital, CEO Eero Kytömaa
- Twinverse, CEO Ismo Olkkonen

PHYSICAL AI PLATFORM

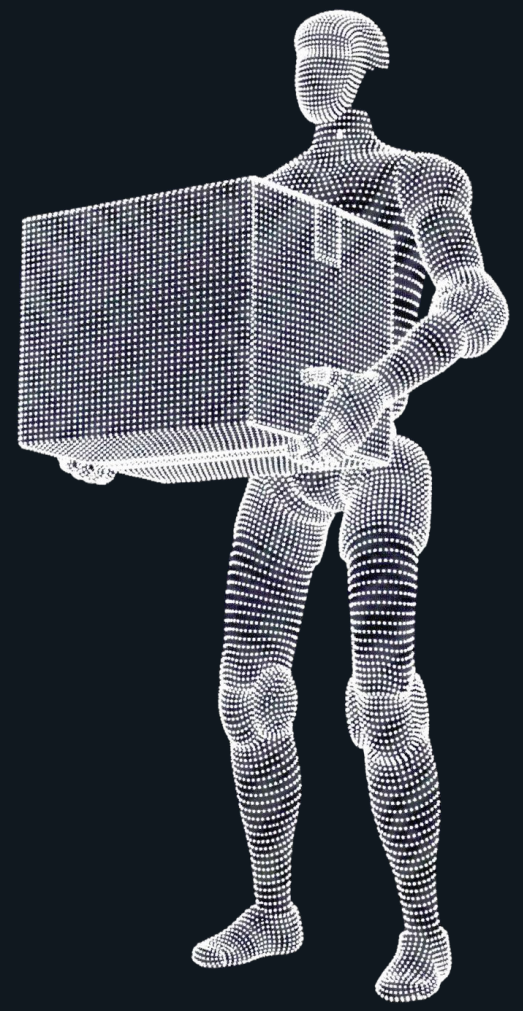
Binabik AI

The AI-Native OS for Humanoid Robots



Harry Edelman Co-Founder harry@binabik.ai

Opportunity



Industry wants AI-powered robots…And space applications are emerging.

Problem

Affordable hardware is available.

But reliable software is not there yet.

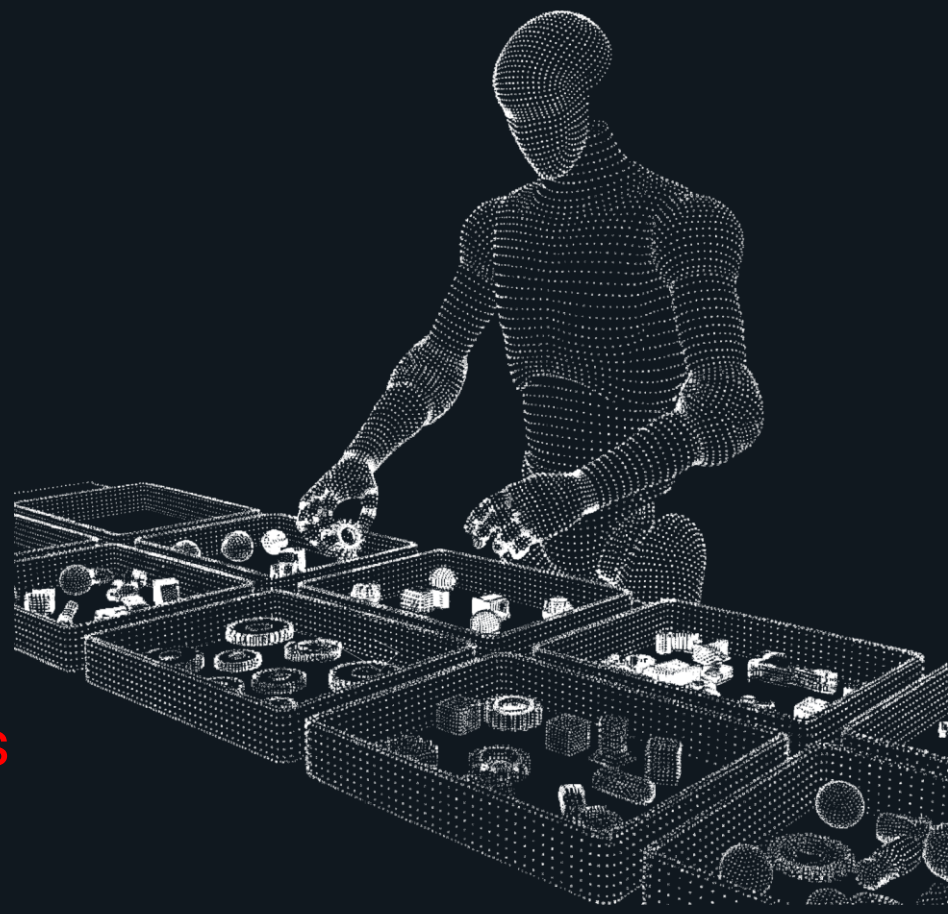
Our Solution

Binabik is an
Agentic Robotic OS
for humanoids.

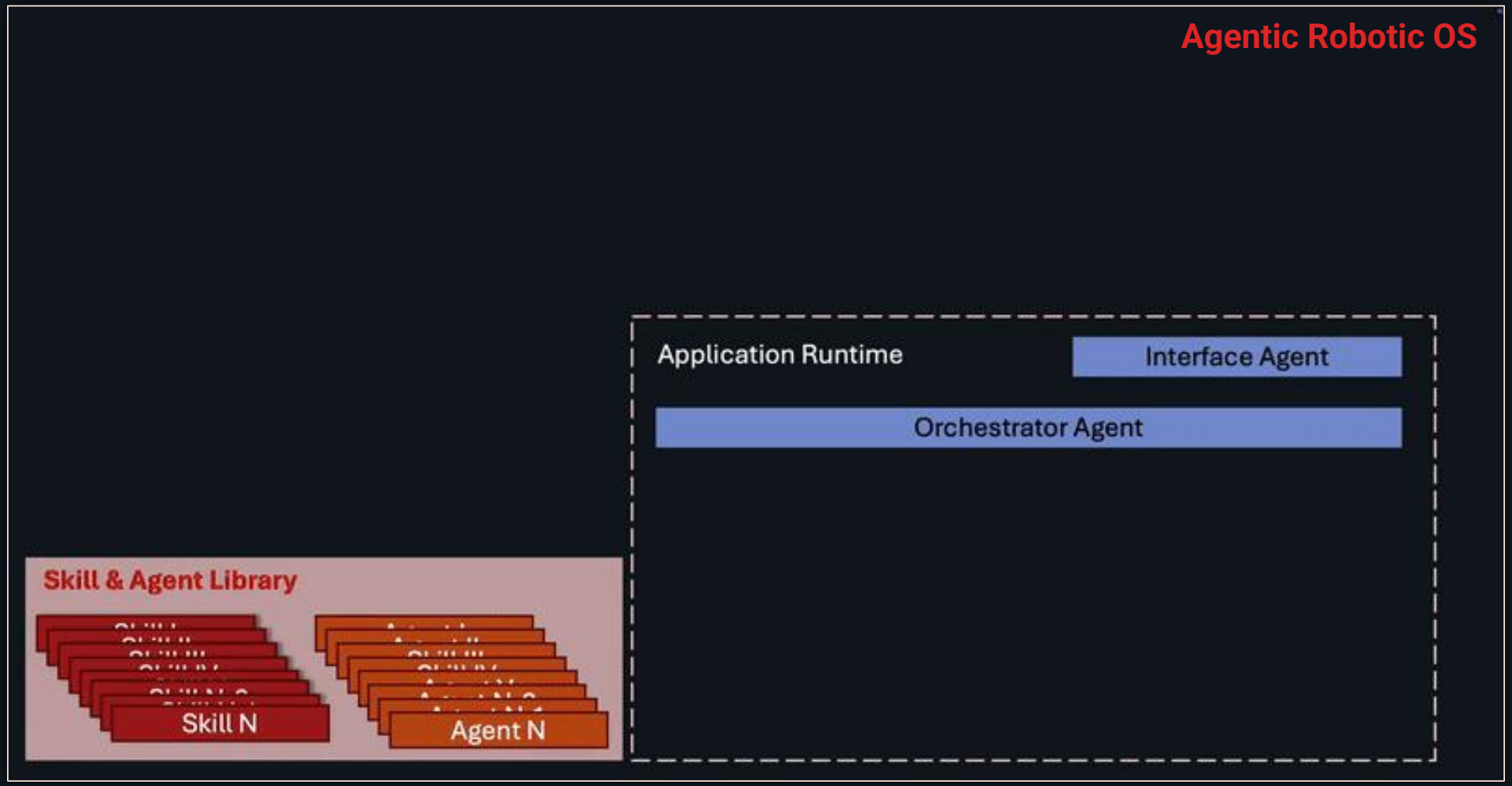
Addressing flexible automation needs:

- **USP:** highly efficient task learning
- **Data & model sovereignty** at the core

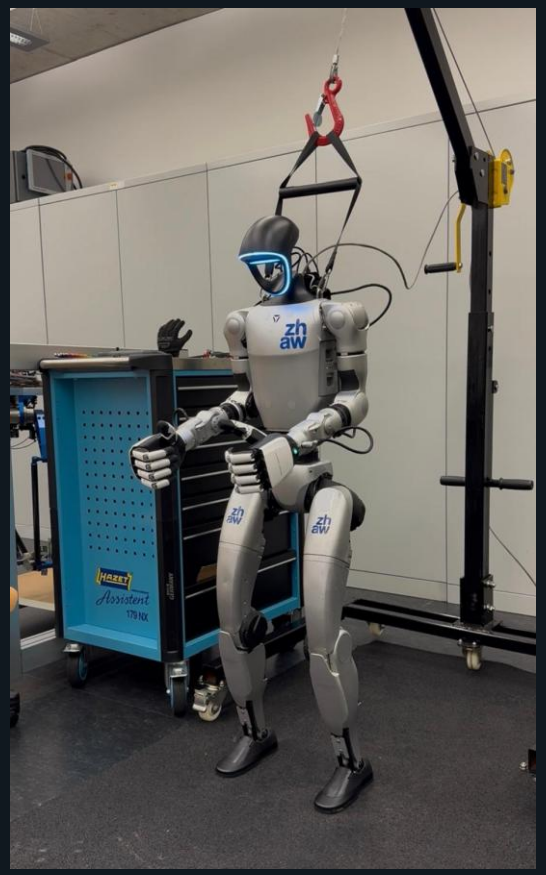
We purchase, retrofit and operate humanoid robots as a service for industry in Europe and America.



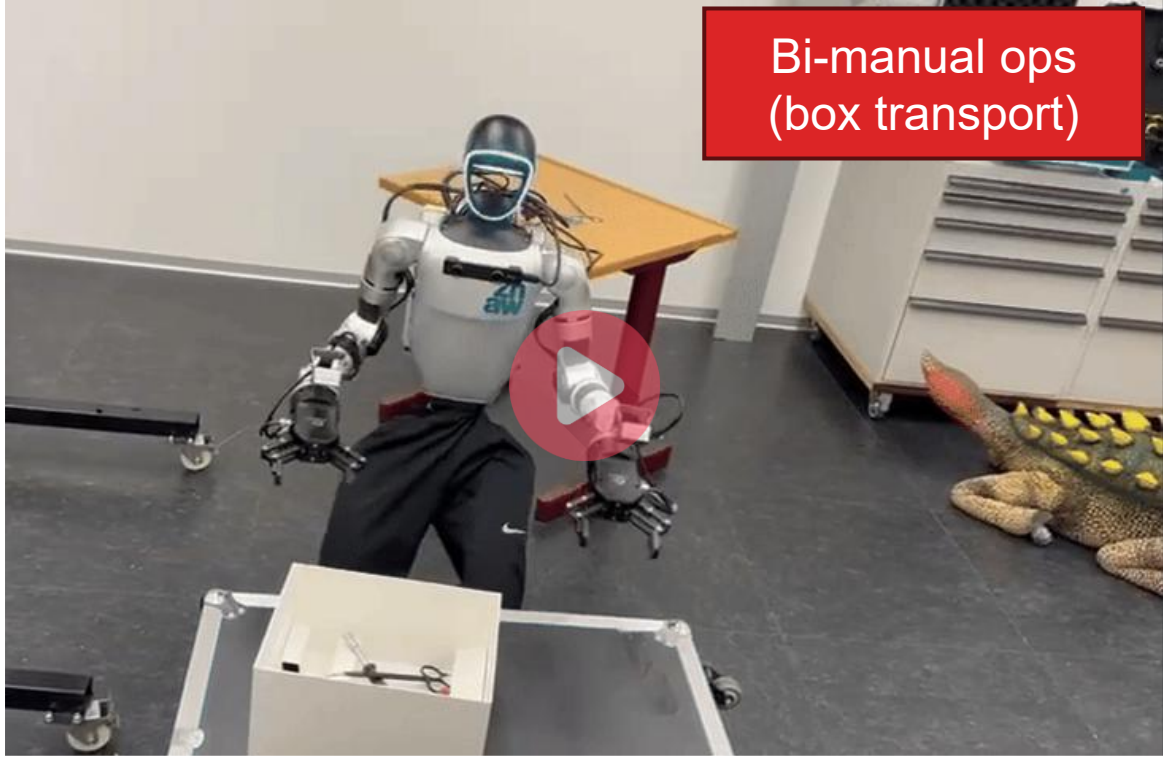
Our Solution



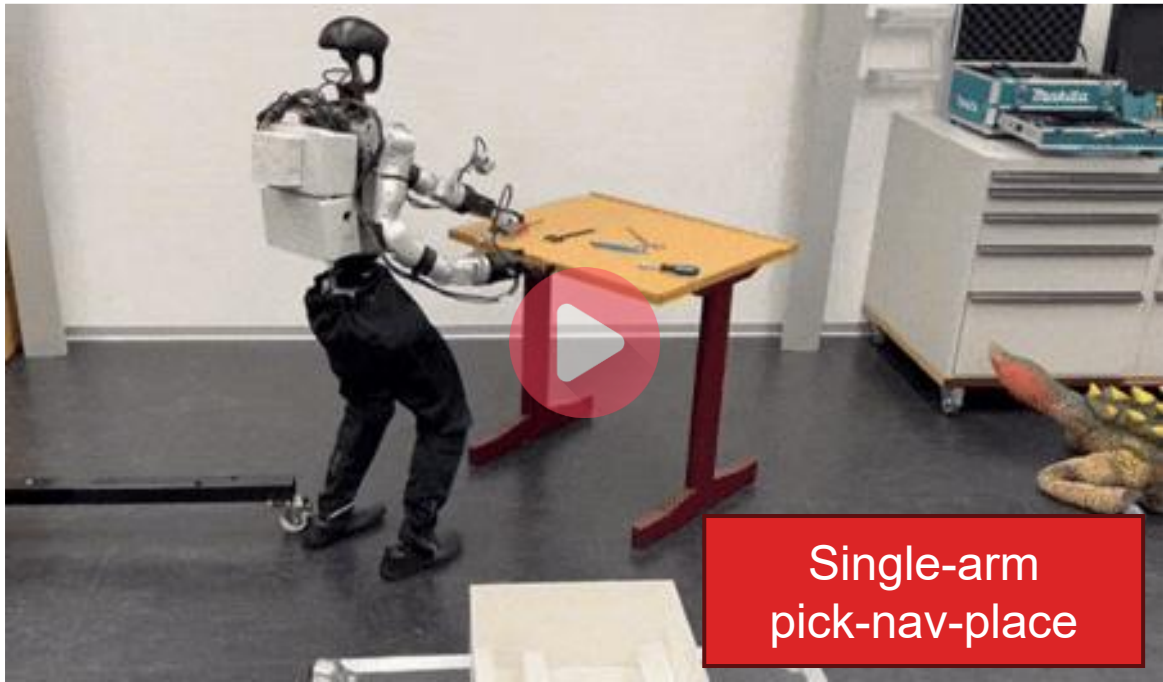
Tech



Whole-body control & teleop



Bi-manual ops
(box transport)



Single-arm
pick-nav-place

Space applications

Space Ecosystem Services

Ground Operations

Spacecraft and equipment manufacturing (incl. aviation).
Maintenance and infrastructure services.

In-Space Operations

Last-meter logistics, pick & place, assembly and maintenance: in-orbit, extra-terrestrial services (habitats, mining, etc.).

Go-to-market:

Healthcare, Central Sterilisation Services Departments (CSSDs)

Follower markets (Tier 1):
Automotive industry
Film industry
Space – ESA (R&D)

Business Model (RaaS per-robot subscription)

Go-to market estimates (conservative baseline)

$2500-5000/month per robot subscription
(40% of equivalent labor costs, 80% from 2028 onwards)

$5000/year per Binabik license
(edge only – no hardware included. From 2030 onwards)

50-75% CAPEX covered by training and setup

CAPEX ROI 10 months (2026) → 6 months (2028)

Financials | 2030

Market: Basis for space markets

€50B Humanoid TAM

€20B Industrial SAM

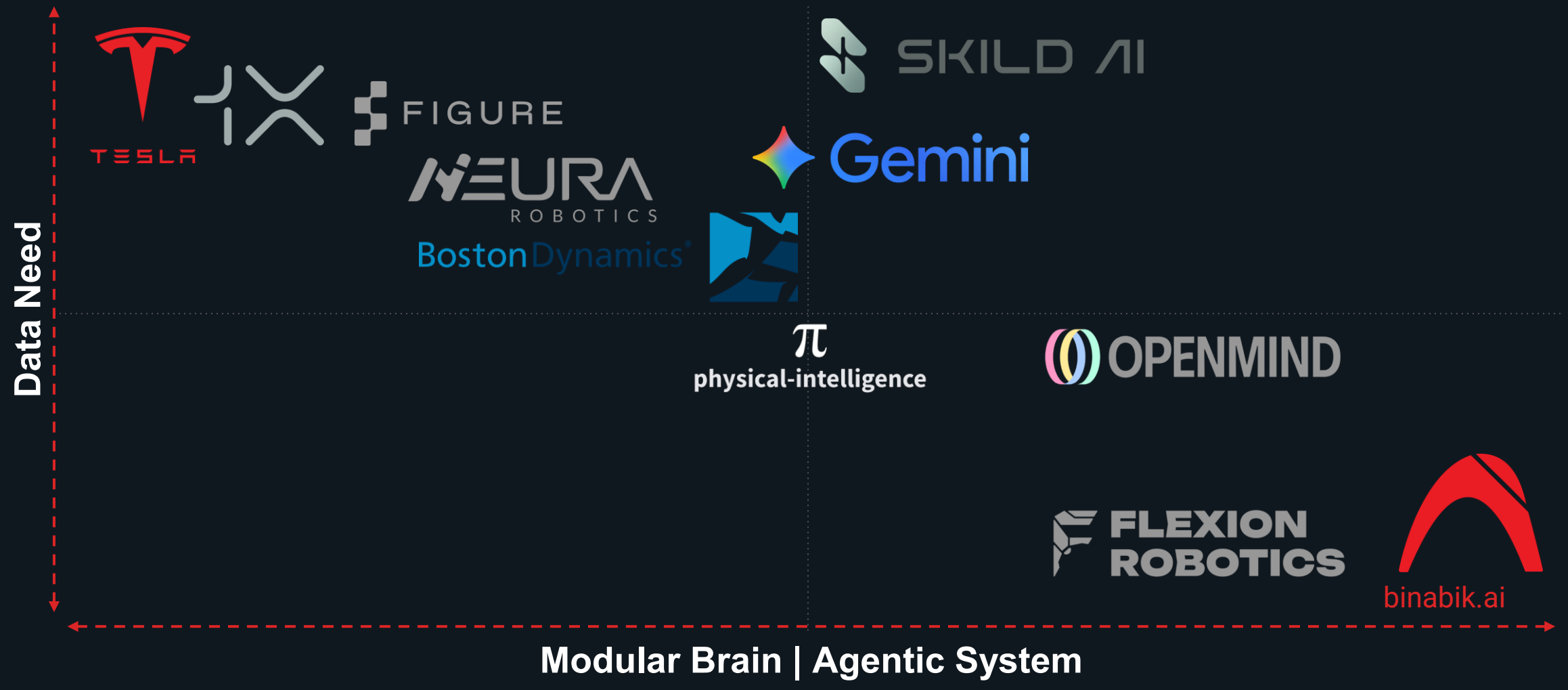
€500M SOM

*Conservative 1% EU + USA

- **€ 10M revenue by 2030 (conservative)**
- **EBITDA Positive (> € 1M) by 2030**
- **Unit economics 7x LTV/CAC at maturity, 6-month HW payback period**

→ Profitable model with € 100M+ ARR opportunity 2030-2035

Competitive Landscape



Team

Jorge Peña Queralta

ex-ETH, 2x Startup CTO

Giovanni Toffetti

ex-IBM, Infrastructure Lead

Pascal Sager

PhD @ UZH + ETH AI Center

Lei Fu

Agentic Systems Lead

Harry Edelman

ex-MIT, 2x Startup CEO

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ETH AI CENTER

MIT

Binabik AI

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ETH AI CENTER

MIT

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CENSE ANALYTICS

Your carbon trail.

12 RESPONSIBLE CONSUMPTION AND PRODUCTION

13 CLIMATE ACTION

14 LIFE BELOW WATER

15 LIFE ON LAND

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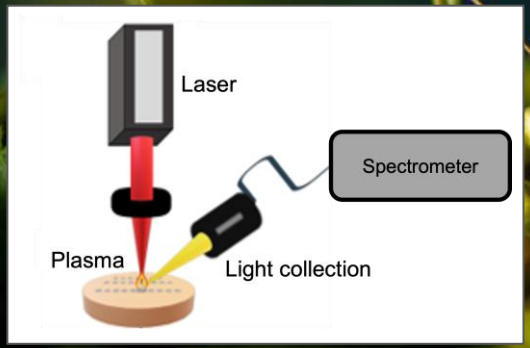
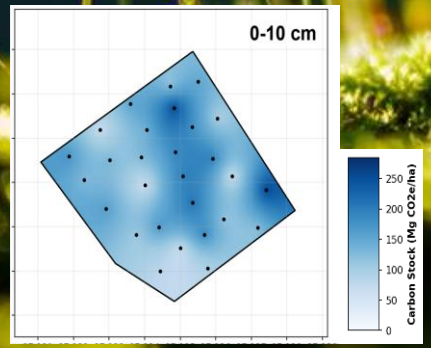
CENSE ANALYTICS

From Soil to Sky

Easy and reliable soil carbon measurements with scientifically proven technology.





In-situ laser technology

Remote sensing

Data integration and AI modelling

CENSE ANALYTICS

Founders have passion to prevent climate change!

Ilkka Herlin
Chairman

Prof. Juha Toivonen
Board Member

Management

Tuomas Siltala
(MSc. Economics)
CEO

Technologies

Dr. Jan Viljanen
CSO

Agriculture

Agronomist
Juuso Joona

CENSE ANALYTICS

Healthy soil
= Healthy planet

Thank you!

POLAR ORBITAL

Polar Orbital

Enabling Secure & Sovereign Control of Space Assets

February 2026

Company Intro

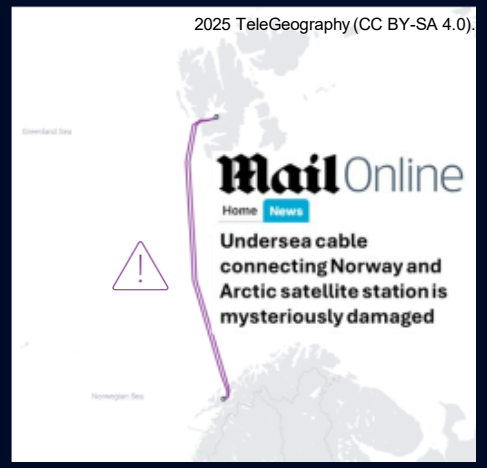
POLAR ORBITAL

- **Polar Orbital** is a Finnish dual-use start-up on a mission to strengthen sovereign control of European space assets. Established in 2023
- We are developing next-generation satellite ground station systems and services to support national and commercial satellite ISR capabilities
- Our solution is cybersecure, mission-versatile, rapidly deployable, and secure by design
- With a vertically integrated approach, we deliver scalable solutions tailored to customer needs

Business Case: Europe lacks sovereign space connectivity

POLAR ORBITAL

- ISR satellite deployments booming, but ground stations are congested and using outdated technology
- Major vulnerabilities related to undersea cable-dependent ground station infrastructure
- Expensive, fixed legacy GS installations inadequate for today's security environment
- Growing need to cut the sensor-to-shooter cycle, and bring SAT ISR directly to the end user



Our Patent-pending Solution

POLAR ORBITAL

- Mobile and deployable composite parabolic antenna for LEO/MEO satellite ISR missions (uplink & downlink)
- Product is 100% EU made, designed for component-level security of supply
- Multiband and Modular
- Low-cost and scalable for high-intensity scenarios
- Tailor-made MILSPEC customer specifications available
  - E.g. off-grid ground networks and power; ISR data analysis integration; and EW countermeasures
- Downlink tests conducted in Q3-Q4 2025
- Deployment in Q2/2026 in the Arctic Region

EU CASSINI Challenges 2024 prototype track winner

Legacy Solutions:

- Permanent and vulnerable sites
- Slow construction projects
- 1-2 year system roll-out
- Security as an afterthought
- Single-mission design, CIVSPEC
- High unit cost
- Manufacture – operator separation

Our Value Proposition:

- Versatile scalable, rapidly deployable
- Non-permissive operational environments short 2 months rollout
- Secure by design philosophy
- Highly flexible and adaptable, dual-use & MILSPEC with tailored add-ons
- Low unit cost
- Vertical integration

Customer Dialogue, Business Development & R&D Collaboration

POLAR ORBITAL

- Testing cooperation & ISR data integration
- Customer insight and technological advice

- Business development,
  - ESA BIC Programme 2026
  - EU Defence Innovation Scheme (EUDIS) Coaching Programme 2025
  - Helsinki Incubator Programme, Finalist 2025

EUDIS

esa BUSINESS INCUBATION CENTRE

- Member of EDF funded BODYGUARD project (6.5 MEUR)
- Leading future ground segment studies and design
- Leading developer of Defence Technology Roadmap for the Consortium

BODYGUARD

twinverse

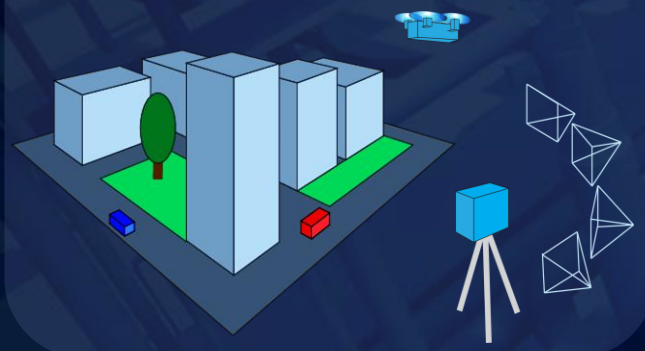
Living Digital Twins

We bring industrial site models to life with Galileo,
for safer, smarter, and more efficient remote operations

Space Business Forum 27.2.2026

VALUE PROPOSITION

Real-world facilities, sites, machinery, equipment etc.



State-of-the-art 3D reality models

Operational data and documents

Asset and process data, safety and quality instructions, training videos, PI diagrams etc.

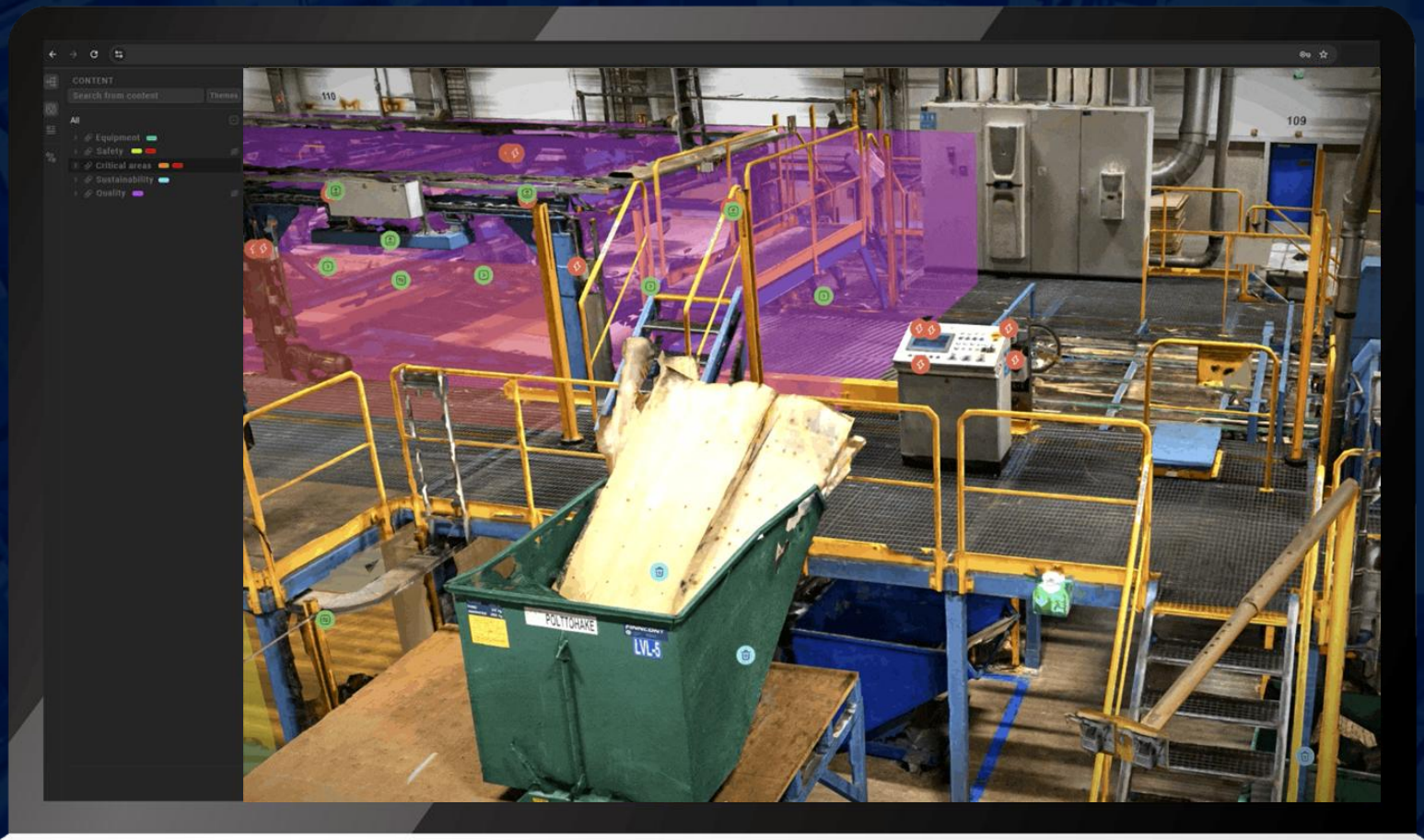
Twinverse collaborative 3D web platform

More efficient use of the information related to the operational environment and processes

Reduced maintenance costs, minimized operational downtime, decreased travel expenses, improved error detection, enhanced training effectiveness, optimized construction, and reduced dispute resolution costs

twinverse

Problem: **How to support dynamic operative use cases?**



Current digital twins provide a great map of complex environments …

but **can't see or react to the movement of people and equipment**

e.g. identifying logistical bottlenecks and safety incidents

twinverse

Space-Enabled Solution: **From Static Model to Living Digital Twin with Galileo**

Logistic & material flow efficiency analysis
(location intelligence)

Navigation assistance for inspection and maintenance

Fusing 3D Reality with Live Galileo Data

For improved efficiency, safety and sustainability

Robotic mapping, inspection and surveillance
(data georeferencing)

Accident & incident prevention
(geofencing, driver visibility)

Key Elements: **ESA Galileo HAS & OSNMA**

High Accuracy Service (HAS)

- High accuracy tracking of mobile assets with better scalability than Real-Time Kinematic (RTK)

Open Service Navigation Message Authentication (OSNMA)

- Reliability and spoofing protection, essential for safety-critical industrial operations

Twinverse is adding Galileo GNSS (HAS + OSNMA) positioning in its platform

- Integration support from ESA in ESA BIC Finland's program
- Test users are sought

GALILEO

twinverse

ESA BIC Project Supporters and Collaborators

Aalto-yliopisto
Aalto-universitetet
Aalto University

NLS FINNISH GEOSPATIAL RESEARCH INSTITUTE FGI

NVIDIA Inception Program

Helsinki

Location Innovation Hub

ROBOCOAST

FAIR Finnish AI Region | EDIH

PORT OF HELSINKI

Puolustusvoimat
The Finnish Defence Forces

Valmet

RAUMA MARINE CONSTRUCTIONS

PORT OULU

PORT OF JAKOBSTAD PIETARSAARI

FINAVIA

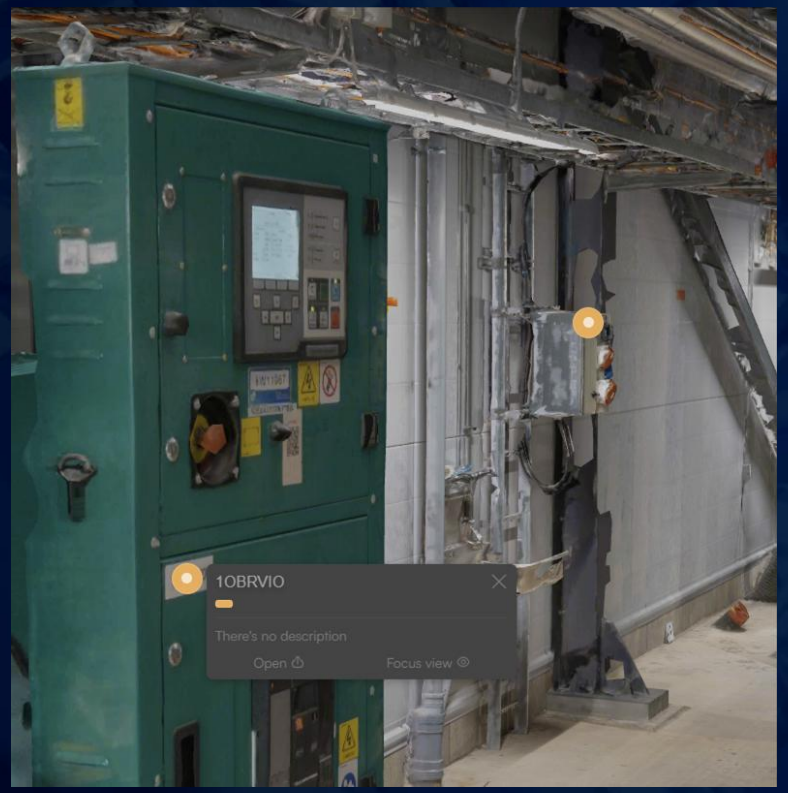
Targeted customers are seaports, shipyards, airports, industrial parks, defence forces

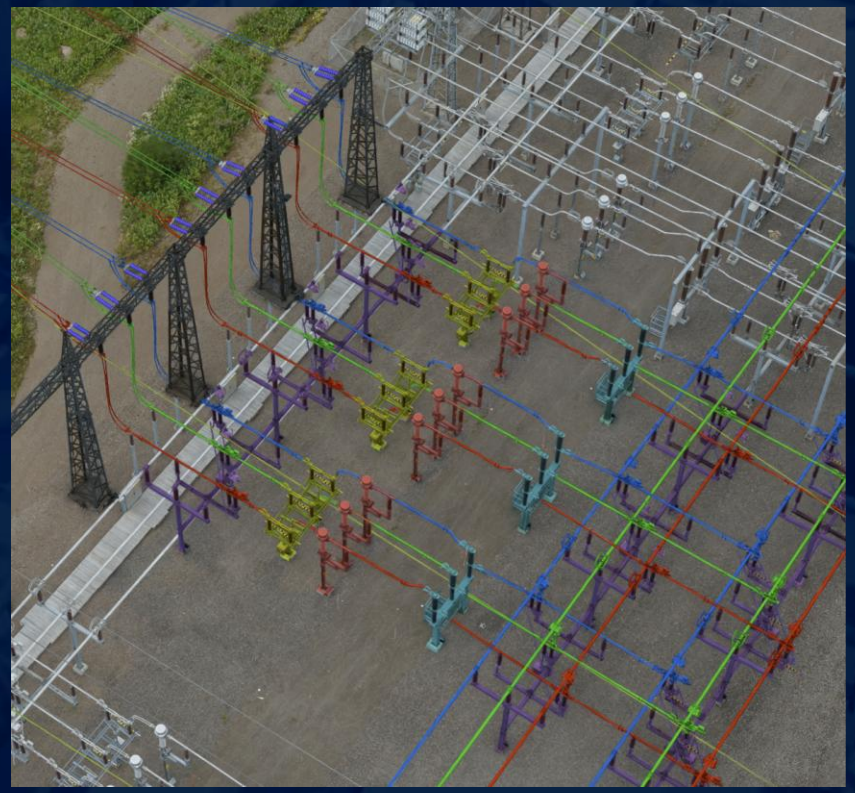
twinverse

Vision: **Living Digital Twin as a Service**

Complete remote view and control of the site and its activities

Smooth transition between outdoor and indoor, including positioning





twinverse

esabic.fi