BUSINESS INCUBATION CENTRE Finland

ESA BIC Finland Startups 2026

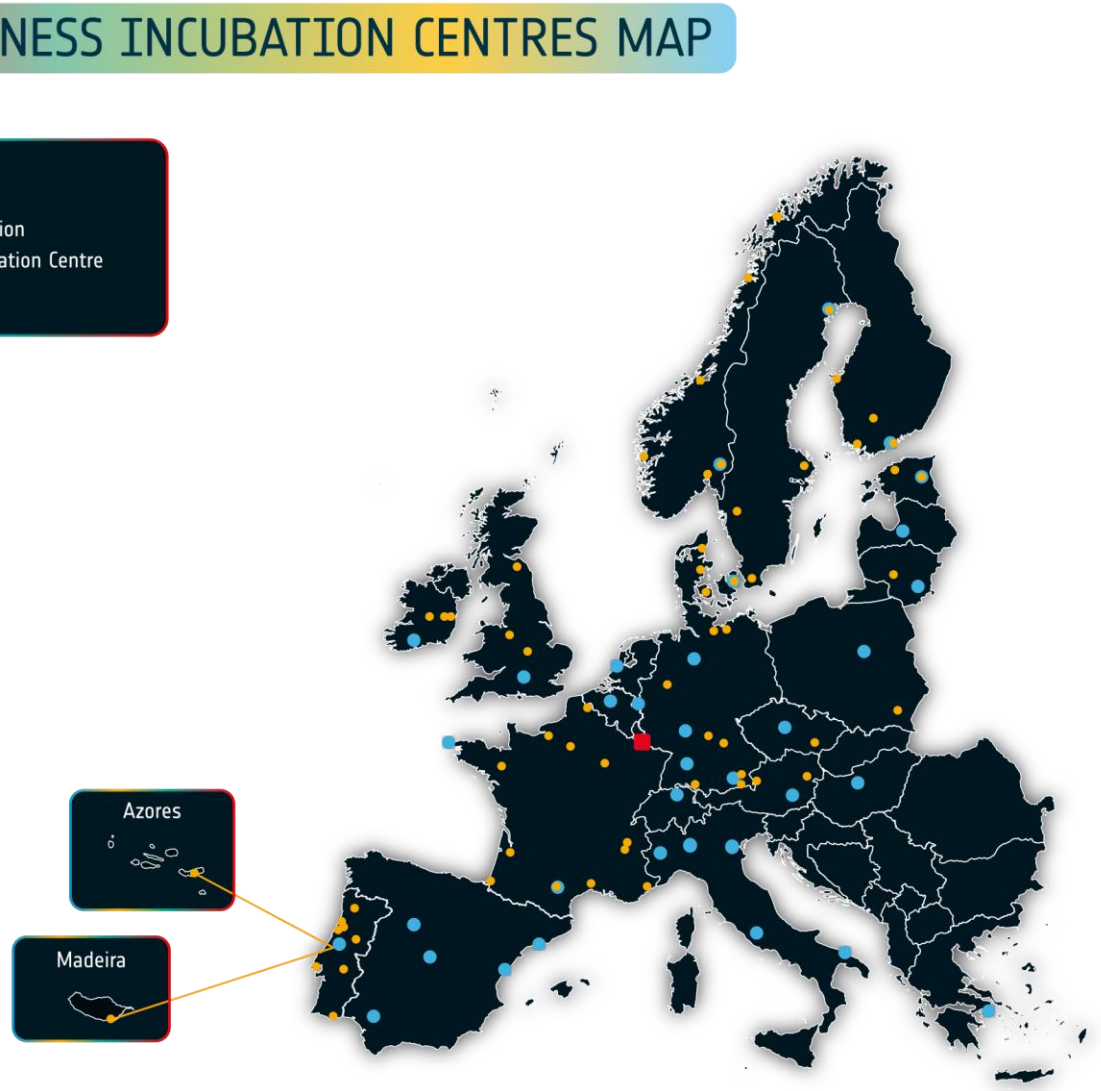
Space Business Forum

Kaisa Ahonen

ESA BIC Finland Manager

18.6.2026

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



What we offer

- Technical and business support: Aalto, UniVaasa, partners
- Office space in 4 locations: Espoo, Vaasa, Turku, Tampere
- Connections and collaborations: investors, partners, research
- Visibility: professional PR, events like Slush, Latitude59, Nordic Deeptech Business Summit, ESA events
- Equity-free funding up to 90.000 EUR for a project lasting for 12-24 months

ESA BIC Finland New Startups

- Farsight Space Technologies, CEO Otso Mäkinen
- Hytrade, CEO Anne Särkilahti
- Sensible 4, CEO Matias Koski

- Read more here.

FARSIGHT

Orbital Intelligence Infrastructure for Space Safety

18. June 2026 // Otso Mäkinen

PROBLEM

We cannot reliably track what is happening in orbit

Space Safety

- Conjunction events increase at superlinear rate
- Collision risk increases
- False collision alerts waste limited propellant and operational time

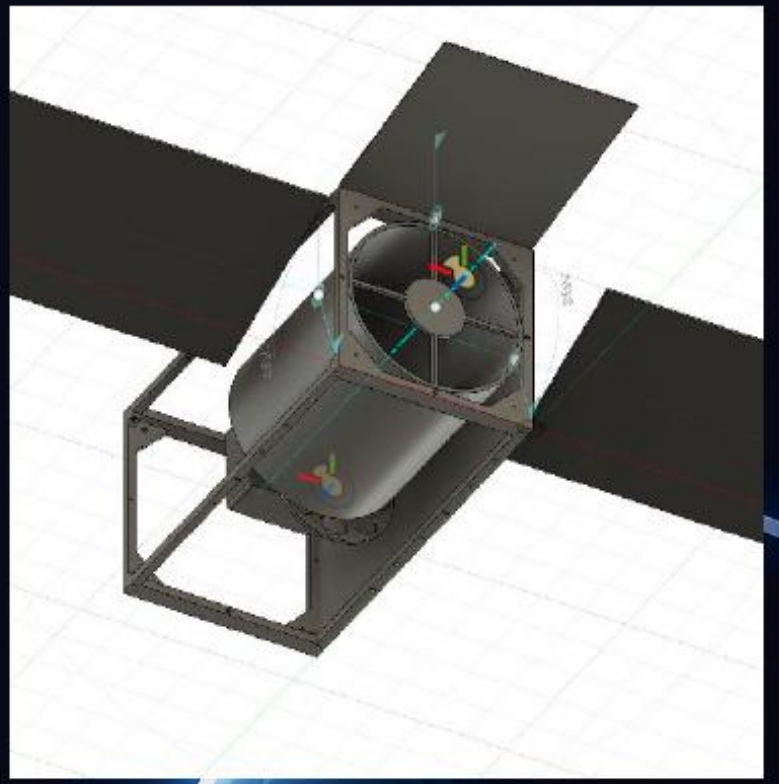
SSA Ground networks

- Weather and geography limit availability
- Unreliable revisit cadence for individual objects
- Distance and atmosphere limit angular resolution

SOLUTION

Constellation of cost-efficient small space telescopes

- Extends terrestrial SSA systems with high-precision, space-based observations
- Available 24/7
- Measurements at predictable, reliable cadence
- Closer to targets, free of atmosphere



Farsight-1

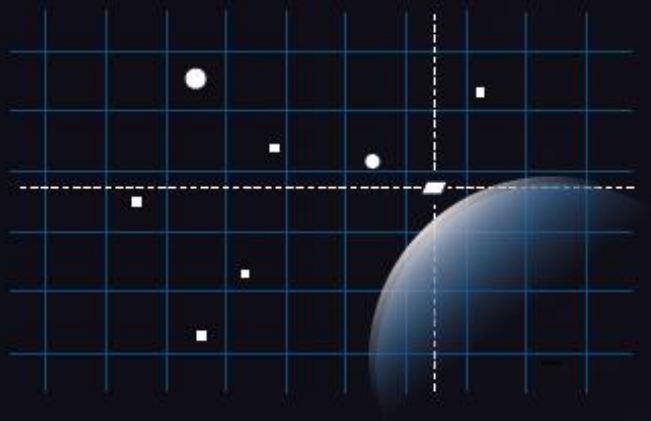
- 200 mm aperture
- 16U Cubesat

CAPABILITIES

Tracking and imaging

ASTROMETRY

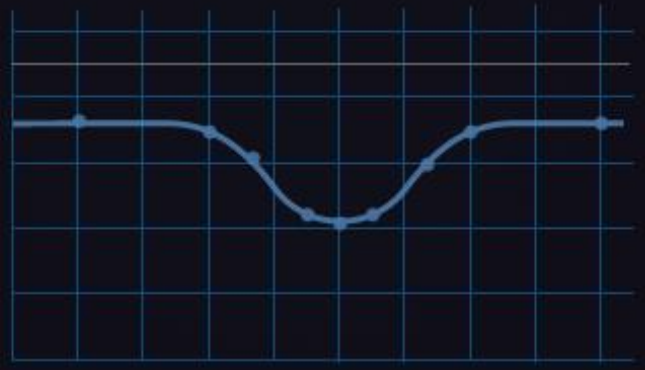
Orbit determination



- Orbit refinement
- Maneuver detection

PHOTOMETRY

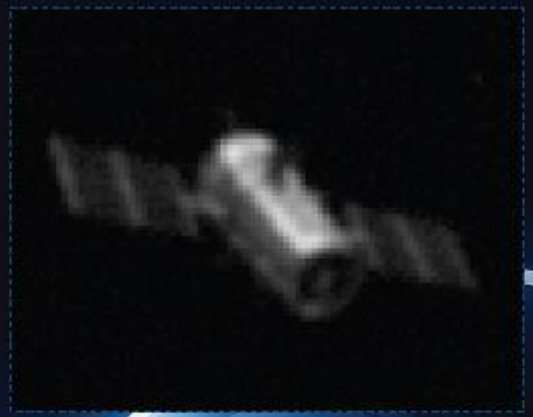
Time-series measurements



- Light curves
- Tumbling analysis
- Better drag modelling

DIRECT IMAGING

Object identification



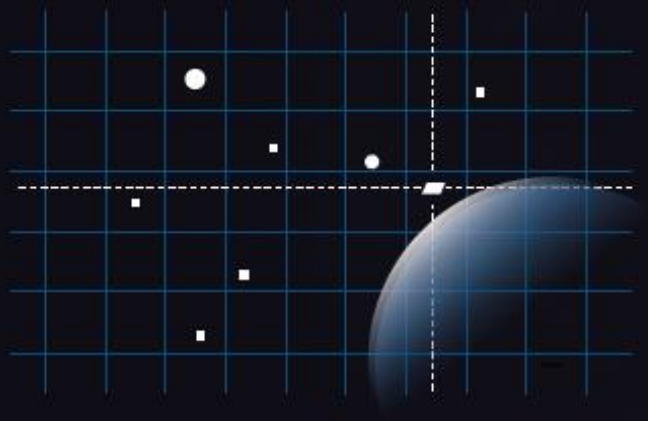
- Characterization
- Operational state analysis

PRIMARY USE CASE

Space traffic management and safety

SPACE SITUATIONAL AWARENESS

Decision-grade data for orbital safety, security, and defence



On-demand tracking of orbital objects

- Reduces collision uncertainty
- Tracking and characterisation of individual targets
- Enables real-time operational decisions

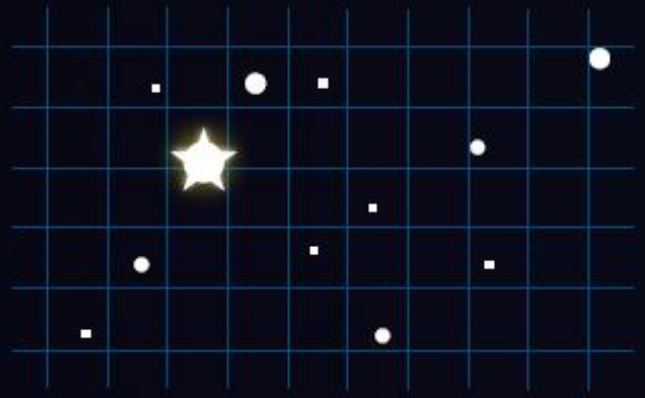
Integrates into existing tooling for sovereign, autonomous space operations

SECONDARY USE CASE

Scientific imaging

TRANSIENTS

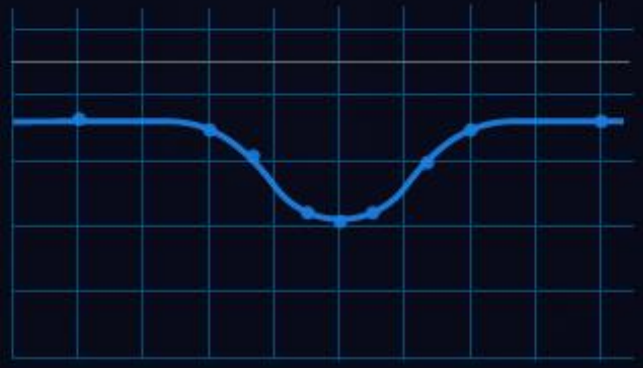
Immediate follow-up of unexpected events



- (Super)novae
- Gamma-ray bursts
- Recurring novae

PHOTOMETRY

Time-series measurements



- Exoplanets
- Variable stars
- (Super)novae

PHOTOGRAPHY

Morphology studies, object identification

- Nebulae
- Galaxies
- Planetary nebulae
- Supernova remnants
- Star clusters

PROGRAMMABLE ORBITAL SENSING PLATFORM

Hardware + software = real-time orbital intelligence

CONSTELLATION

Satellites cooperate to maximize throughput and minimize latency

SCHEDULER

Distributes tasks from users to satellites

PLANNING TOOL

Visualize target availability

API FOR TASK SUBMISSION

Submit target object and cadence
Integrates into existing networks

THE TEAM

Experienced second-time founders

- Prior successful exits to NVIDIA and Amazon Robotics
- Experienced telescope designers and astrophotographers
- Backgrounds in mission-critical software, hardware, optics, astronomy, robotics


Thank you!
https://farsight.space

Hytrade

AI-powered SaaS that enables more renewable energy to power system

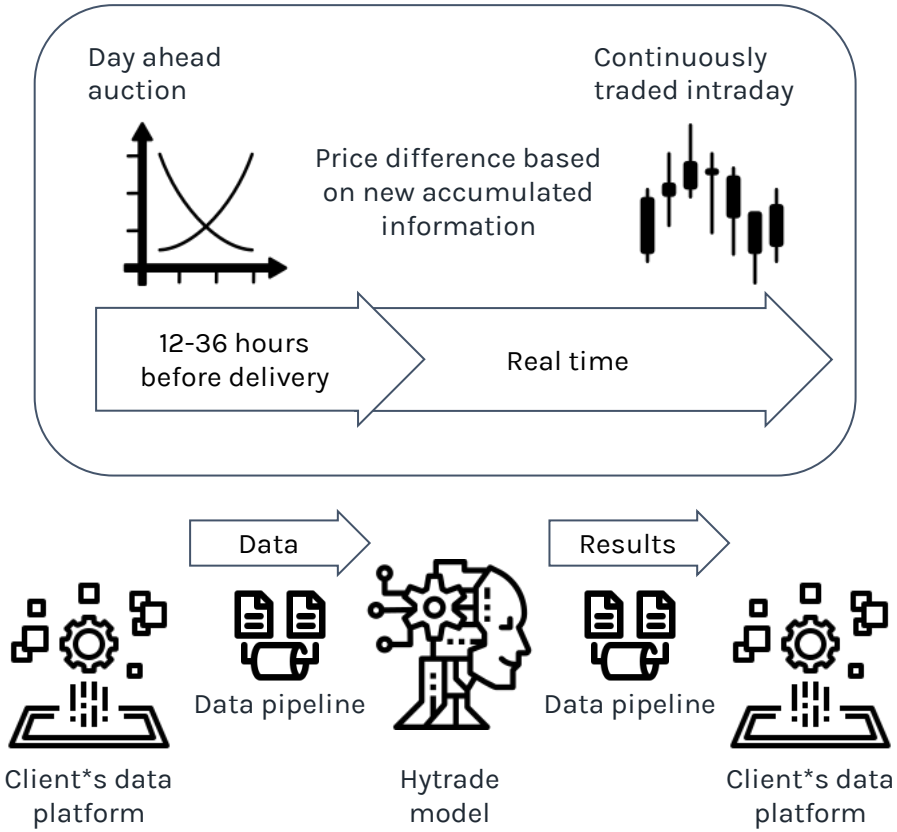
Speeding up value delivery with satellite forecasting module

Space Business Forum 18.6.2026

Anne Särkilahti

Hytrade enable renewable power sellers and buyers manage their assets efficiently

HYTRADE MARKET MODEL



SERVICES

Market allocation

Trade timing

Risk management

USE CASES

Industrial electrification & district heating:

- Helping industry and e-boiler owners buy renewable energy in efficient way

Wind park risk management:

- Helping forecast wind production and sell it correctly

Data centers:

- Helping use clean energy in efficient way

50+ combined years at the top of Nordic power markets

Domain depth that no cannot be replicated quickly.

Anne Särkilahti
CEO & Founder

- 25 yrs energy market experience
- UPM Energy Director — 9 TWh generation, 7 TWh consumption
- Fortum Head of Asset-Backed Trading — 50 TWh Nordic power portfolio

Jukka-Pekka Häkli
COO & Founder

- 28 yrs energy market experience
- Founded SEAM Oy — first Nordic demand-side FCR provider
- EUR 400M derivatives portfolio at Nordic Energy
- Proprietary trader TXU Nordic (450 TWh/yr)

Elias Keski-Nisula
Analyst / Data Scientist

- MSc Aalto University — Energy Systems & Markets
- Thesis: AI data centre demand response
- Prior: Equinor, Wartsila, Kongsberg Maritime

Tomi Salo
Full-Stack Developer

- 30 yrs software development
- Core platform architecture and customer integrations
  - SSH Communications security

Investors: Gorilla Capital, Sofokus Ventures, Angel CoFund, 8 angel and one industrial investor

Vision: Default AI trading optimisation layer for flexible energy assets across Europe.

Quantified sustainability impact

Every MWh we help optimise is a MWh of renewable energy that comes in the system and helps increase them in the future

Reduces the financial risk of operating renewable assets. Makes investment in new renewable and e-boiler capacity more attractive by improving asset economics.

Improves economics of wind parks and e-boilers — accelerates renewable energy viability and directly displaces fossil fuel use in district heating.


sensible4
Autonomy for Heavy Industries
Level4 自動運転実証実験
sensible4 UD TRUCKS KOBELCO ShinMaywa
sensible4 UD TRUCKS
KOBELCO ShinMaywa
UD TRUCKS
Fujin

PROBLEM

2.7M+

Loaders and trucks currently in operation

620k+/year

New construction machines deployed manually

<4k

Autonomous machines worldwide

Construction and mining industry

- Massive Hiring Needs combined with High Vacancy Rates
- Retirement Crisis
- Dangerous and hazardous working environments

Existing autonomy solutions

- Are OEM-locked or platform-specific
- Autonomy Deployments take too long
- Requires massive CAPEX investments
- AV stacks optimised for highways and urban traffic, not ports, mines, and yards
- Deployments typically run as custom engineering projects: long lead times, expensive sensor configurations

SOLUTION
DAWN™ Universal AD suite

7 patents
30 inventions

Full Autonomy System
Hardware (sensors, NVIDIA computer) + software stack (perception, planning, control, safety)

Extreme Environment Capability
Proven in snow, dust, fog, and off-road terrain - built and tested in Europe

Retrofit-Ready
Retrofit ready for existing heavy equipment machines
Fast deployment & platform-agnostic

Built for Real-World Autonomy at Scale

Extreme Environment Capability

Proven in snow, dust, fog, and off-road terrain - where most AV systems fail

AI-Enhanced Perception & Navigation

Uses advanced sensor fusion with onboard AI. Safer, more reliable, and adaptive in dynamic environments

No GPS? No 5G? No Problem

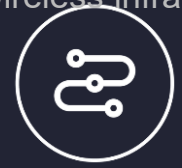
Operates in GNSS-denied and low-connectivity zones. No need for expensive private wireless infrastructure

Designed for Industrial & Defense Use

Dual-use focus with real commercial traction. Team with deep experience delivering autonomy at scale

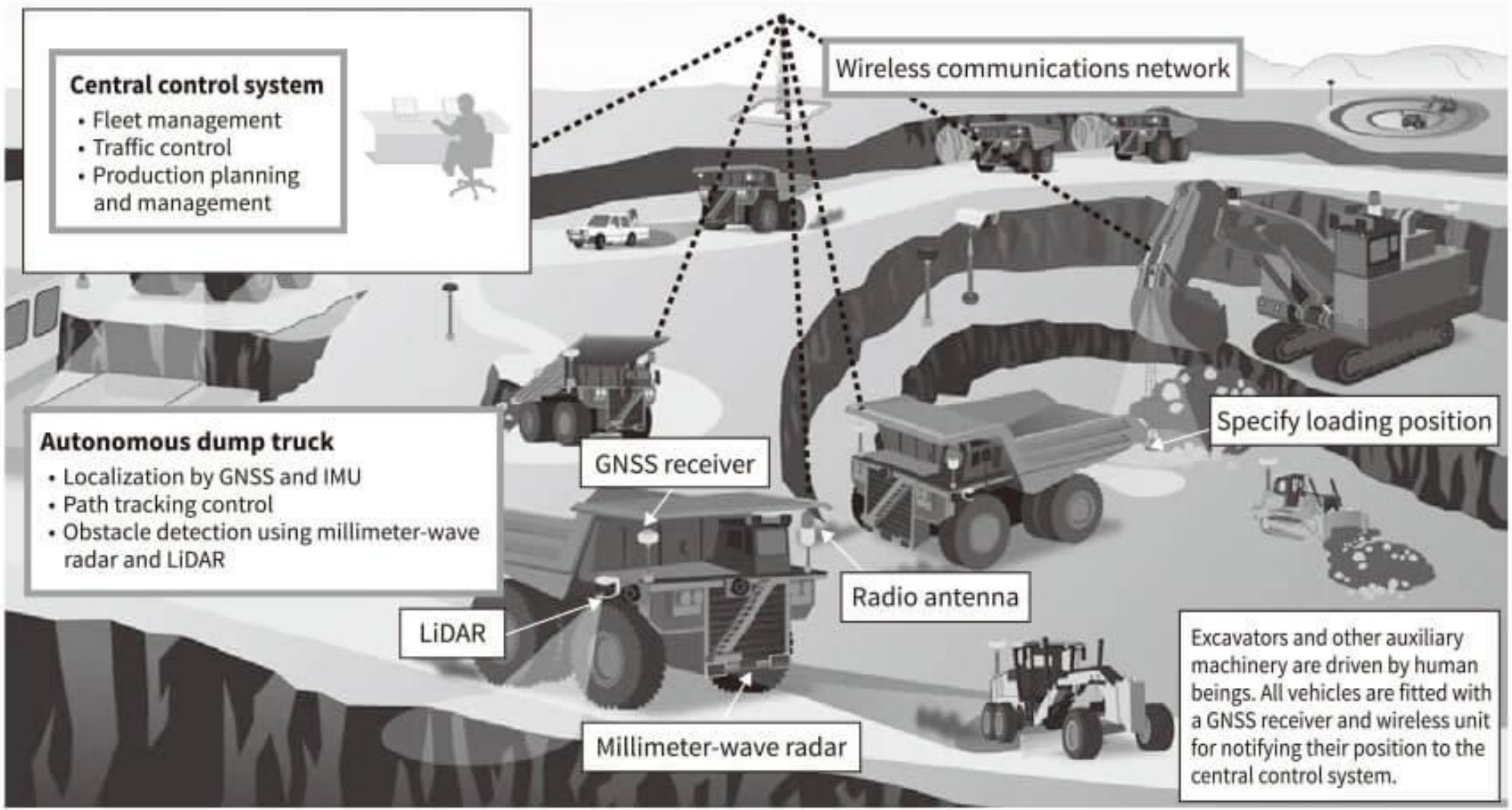
Retrofit-Ready & Platform-Agnostic

Works on any industrial or military vehicle - no OEM lock-in, fast deployment



Up to SAE Level 5

Full self-driving capability where the vehicle can operate without any human input or supervision under all conditions



AHS: autonomous haulage system GNSS: global navigation satellite system IMU: inertial measurement unit LiDAR: light detection and ranging

Downstream Commercialization
Galileo HAS for Autonomous Industrial fleets

🚀 Space Connection – Galileo HAS Integration

- Leveraging Galileo High Accuracy Service (HAS) to enable decimeter-level positioning for autonomous fleets
- Utilizing EU sovereign GNSS infrastructure, removing dependency on extra infra (e.g., RTK base stations)
- Integration of Galileo HAS with proprietary autonomy stack (DAWN) for real-time navigation and control

🛰️ Technical Innovation

- Development of a custom Precise Point Positioning (PPP) pipeline to decode and utilize Galileo HAS corrections
- Real-time processing of GNSS data using high-performance onboard computing (NVIDIA-based edge systems)

sensible4

Downstream Commercialization
Galileo HAS for Autonomous Industrial fleets

🌍 Strategic Relevance to ESA

- Demonstrates direct downstream commercial use of Galileo HAS in industrial autonomy
- Expands Galileo adoption into new high-value sectors (mining, construction, defense)
- Aligns with ESA's mission to translate space technologies into scalable commercial applications

📈 Business & Impact

- Unlocks faster deployment of autonomous fleets without reliance on external correction infrastructure
- Enables plug-and-play autonomy solutions across OEM vehicle platforms

sensible4

MARKET

A large retrofit opportunity as off-highway automation accelerates

Off-highway vehicles

$544B 2024 market →

$805B by 2030 · 6.9% CAGR

Construction, mining, agriculture, industrial and defense vehicles. Machines run for 10–20+ years, creating a strong incentive to retrofit rather than replace whole fleets.

Off-highway automation

$74.65B 2024 market →

$590.42B by 2034 · 22.97% CAGR

Defence and transport are the largest and fastest-growing segments, driven by labour shortages, safety regulation and rising operating costs.

Source: Global autonomous off-highway market research by GHD Advisory 2025

TRACTION

Strong start in high-need markets

€90M
customer pipeline

100,000 km
driven autonomously

€400k
revenue by end of Aug 2026

- First customer deployments ongoing
- 4 paying customers live at the end of August 2026.
- Sales partnership discussion ongoing with one of the market leading OEMs
- Strategic partnership with Hexagon Ab
- 400K EUR revenue by end of August
- 2M EUR target revenue for 2026

NEOM KWH LOGISTICS EP Power Minerals EFLA esan Magnezyum Tesisi

BUSINESS MODEL

Scalable revenue model

One-time sales: Universal Autonomy Retrofit Kits (HW + SW)

100k per unit

Recurring SaaS: Autonomy stack license, OTA updates, diagnostics and fleet tools

22 000 ARR per unit

Revenue outlook

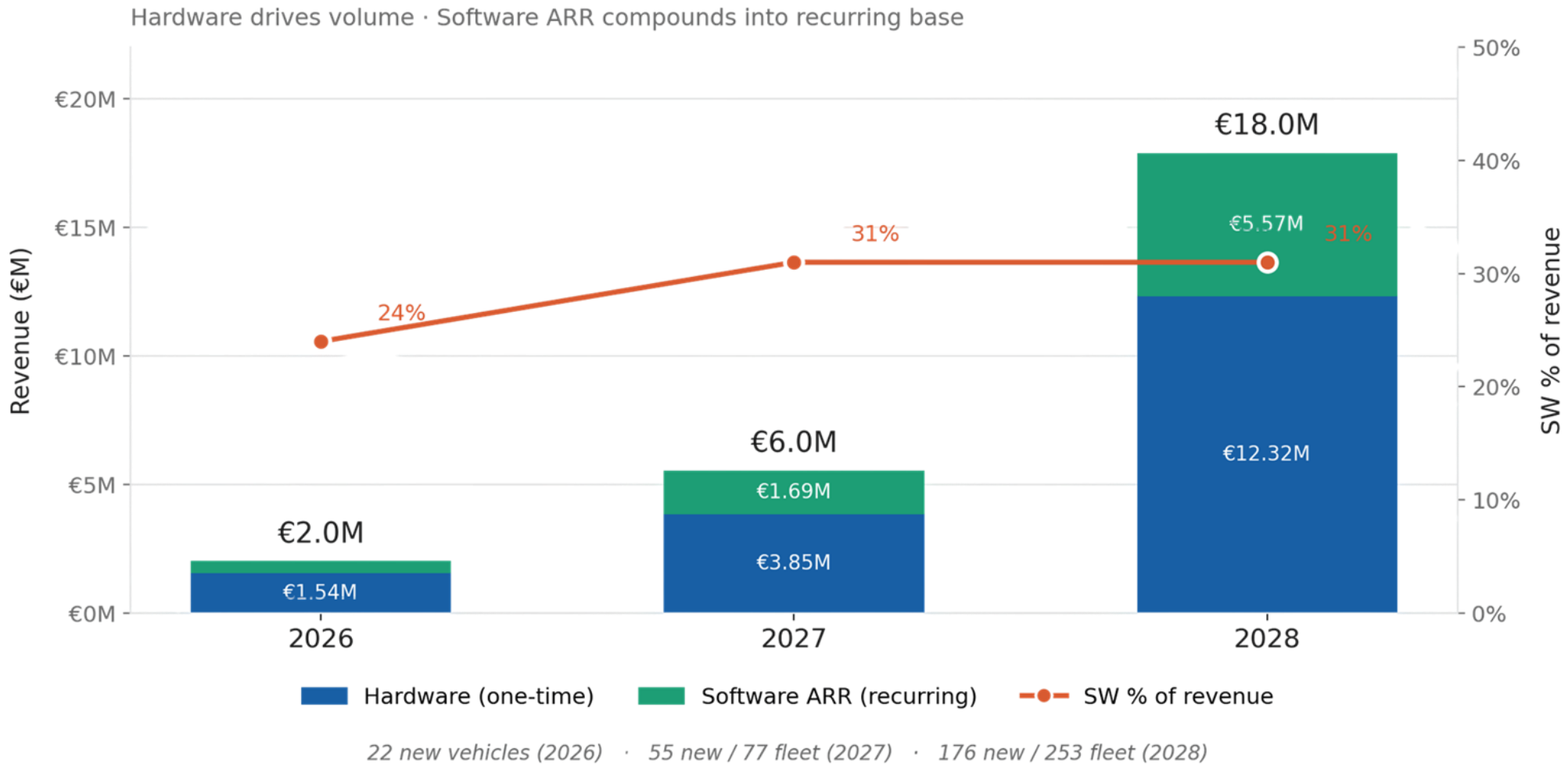
Revenue is expected to triple annually in next three years

2M EUR - 2026

6M EUR - 2027

18M EUR - 2028

REVENUE TRAJECTORY



FOUNDING TEAM

Commercial-first, autonomy savvy with strong track record from global autonomy deployments.
Lean multinational team, ready to scale with strategic partners.

SANDVIK · Sumitomo Corporation · KOMATSU · HEXAGON · VOLVO · NEW BOLIDEN

MATIAS KOSKI
CEO, FOUNDER

15+ years of international experience across startups, scale-ups, and global corporations.

AHMED ABDELAZIM
COO, FOUNDER

20+ years in automation, robotics, and autonomous systems for mining and industrial sectors.

JONI NISKALA
CTO, FOUNDER

20 years in automation, wireless communications, and industrial operations.

MARGARITA KHARTANOVICH
CMO, CO-FOUNDER

20+ years in marketing, communications, PR, branding and GTM for new tech ventures.

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