



THE EUROPEAN SPACE AGENCY

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Michel Courtois

www.esa.int

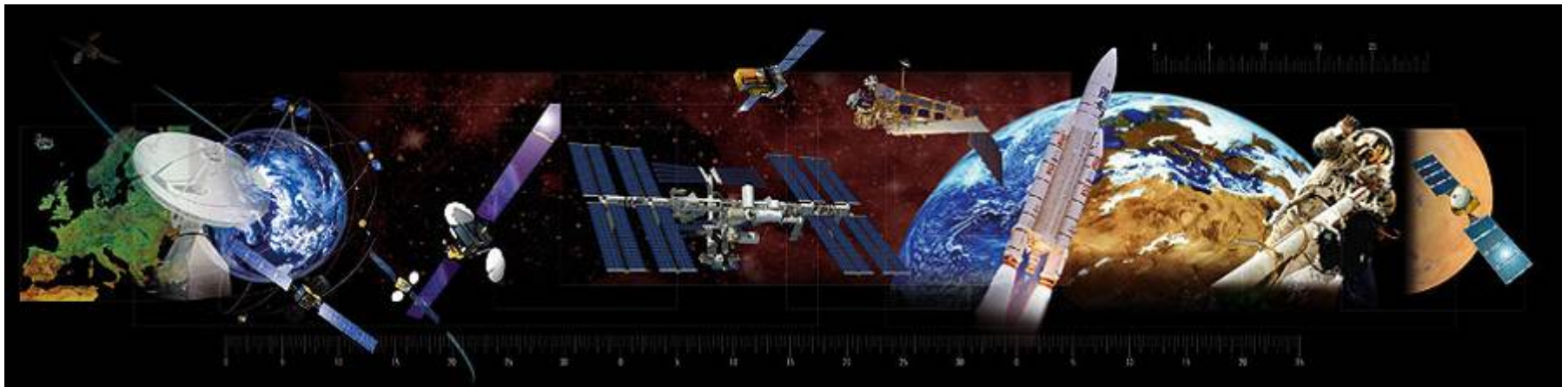
European Space Agency

ACTIVITIES



ESA is one of the few space agencies in the world to combine responsibility in all areas of space activity.

- Space science
- Human spaceflight
- Exploration
- Earth observation
- Launchers
- Navigation
- Telecommunications
- Technology
- Operations



ESA ESTEC



ESA-TTP Lines of business



Transfer of Technology Services and Applications

SPACE INDUSTRY IP

Technology Transfer
Open Call
for feasibility studies
and demonstrators

Technology Brokers Network (TTN)

- France
- Italy
- Spain
- UK
- Germany

National Technology Transfer Initiatives (NTTI)

- The Netherlands
- Belgium
- Denmark
- Ireland
- Norway
- Portugal

ESA's IP

Exploitation of ESA's IP for non-space applications

Support

ESA Business Incubation

- ESTEC (NL)
- ESOC (D)
- ESRIN (I)
- AZO (D)

European Space Incubators Network (ESINET)

managed by the European
Business & Innovation Centre
Network

Investment Fund

Investment Forum

Investment Readiness Programme

Open Call GSTP
Prototype Development

Cooperation with: EC European EnterpriseNetwork
National Space Agencies
EIROForum & technology transfer working group
GSA, DG-TREN, DG-ENT



- In 2000, after several technology transfers led to the creation of start-ups, ESA decided to initiate activities in the field of incubation with the view to developing an incubator network.
 - EBN was tasked to develop the business plan for ESINET: European Space Incubators Network
- In 2002 ESINET was born, as an experimental platform for the transfer of knowledge and technologies
 - Four founding members: EBN, WSL, D' Appolonia and ESA
- In 2007 ESA outsourced the management of ESINET to EBN.
 - ESINET was integrated within the EBN Network.

- Today ESINET comprises of 31 Members (including ESA BICs) and has become a leading network of incubators focusing – wholly or partially – on space related technologies used in all sectors.

Network of incubators focusing – wholly or partially – on the application of space technologies or systems in all sectors.

– **ESINET Mission:**

- Create an interactive community of start-ups, spin-off, entrepreneurs and early stage ventures
- Become a platform of successful space & satellite Technology Transfer
- Maximize the quantity of quality projects and companies supported by BIC's and incubators

– **ESINET Services:**

- for the incubator member: Networking, benchmarking and best practices, participation to European Projects, etc.
- For the start-ups of this incubator: access to finance, workshops, training days, and support from ESA Technical department, etc.

– **ESA Support to ESINET Members:**

- ESINET Members can access technical support for their start-ups from ESTEC, access to investment readiness training, fora, etc...

— ESA TTP:

- 225 transfers from space to non-space industry (target of 26 new transfers per year)
- Technology Transfer Network of 5 brokers and 7 associated National Technology Transfer Initiatives (Creaction is leading the NTTI consortium in Belgium)
- Investment fund: First closing at 15M€ should take place this quarter

— ESA-BICs:

- 4 ESA-BICs and 3 projects in discussion (Harwell-UK, Madrid-E, Redu-B).
- 76 start-ups supported since 2002 (51 alumni and 25 incubated)
- 7 received equity investment (+ 18M€)
- Survival rate: 90%

Future Objectives



- ESINET and ESA-BICs to support around 120 start-ups per anno in the coming years (± 65 ESA-BICs, ± 55 ESINET)
- Renaming ESINET with the ESA-BIC Network label in order to emphasize better the support provided by ESA to ESINET
- Leverage on ESINET and ESA-BICs to bring high quality dealflow to the ESA Investment Fora and the Investment Fund

- Europe Innova has had an important role (through Invesat, Financespace, CastleProjects under FP6) in particular to:
 - increase dealflow of companies using space technology
 - map the SMEs and start-ups active in the sector > 550 start-ups are registered in ESINET database
 - raise awareness of the investment community of commercial opportunity in this sector

- Location based services (combined with mobile telecom) are becoming the new trend
 - Third call from GSA has budgeted 38M€ to foster use of EGNOS
 - It is expected that this initiative boost the dealflow of projects integrating the use of EGNOS and Galileo systems.
 - Today 70% of ESINET projects are in this field.



Technology Transfer Programme

"The space you need
to bring your business
off the ground"

www.esa.int/ttp
www.esa.int/bic
www.esa.int/SPECIALS/Technology

ttp@esa.int
technology@esa.int