

A hand is shown reaching out from the left side of the frame towards a digital globe. The globe is composed of a wireframe mesh and is surrounded by a network of white dots connected by thin lines, resembling a data network or a constellation. The background is a dark blue gradient with some blurred light spots.

**Space Hubs
Network
Alexandre Mencik
Mentor**

**Tips and
Pitfalls for
Space
Entrepreneurs**

Agenda

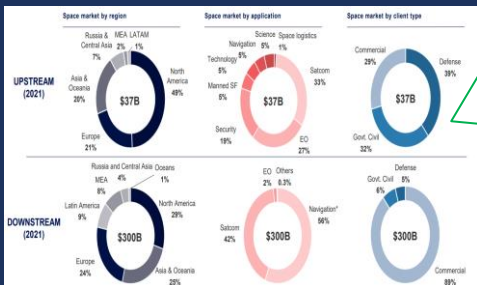
- **Why get into space entrepreneurship ?**
- **Dynamics of the space economy**
- **Space-related businesses**
- **Funding & investments**
- **Space ecosystem**
- **Takeaways**
- **Q&A**
- **Annexes**

Why Space Entrepreneurship?

- **Definition of space**
- **>7% of the global economy depends upon space**
- **Space has “survival” value for mankind**
- **Can help achieving 17 UN SDGs & top policy priorities**
- **Critical component of an effective defense strategy**
- **Strong public firepower**
- **Record years for private investments in the space sector**
- **Visible entrepreneurs and business angels**
- **Space is inspiring**

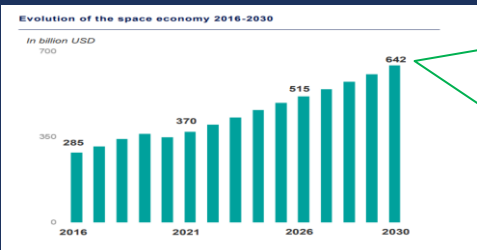
The Dynamics of the Space Economy

2021



- Global market: \$ 337 B
- Upstream commercial: 29%
- Downstream com: 89%
- Europe: 21% upstream
- Europe: 24% downstream

Expected growth: 2030



- Global market: \$ 642 B
- 74% growth 2021-2030

Players

Global

Europe

- >4800 satellites
- >1600 launch vehicles
- >2000 entities
- >1000 startups
- >57 spaceports
- >100 micro-launchers

- 2nd sat manufacturer
- >35 micro-launchers
- >450 startups
- >17 spaceports-projects

GNSS market



Earth Observation for insurance & finance = highest growth

Space-related Businesses

- **Finding the right business location**
- **Business structure and governance**
- **Incentives**
- **Biggest space startups challenges**
- **Finding the right balance**

Funding & Investments

➤ European public funding for the space sector (Annex 2)

- > 35 public funding programs can help space + ~€21 billion of public support next 3-7 years
- see [Guide to Public Funding](#)

BUT

- Demand > offer + success rates decreasing + focus on short term actions, aligned with priorities

➤ Emerging ecosystem of private investors (Annex 3)

BUT

- US ahead of Europe in terms of the number of space-related companies (52,1%)
- Limited number of specialized VCs and business angels in Europe

➤ Private-sector space tech investment in Europe growing

- €3.7 billion in 2021 (CAGR of 37% 2017-2021)

BUT

- Number of funded companies decreased by ~50%
- Downstream attract ~80% of such investments

Space Ecosystem

Space Platform Directory

Governments, Ministries, Departments
and Agencies (42)

Space Agencies (57)

Regulatory Agencies (102)

Standard Agencies (10)

Universities and Research Centers (90)

Military and Intelligence (12)

Associations (52)

Launch Vehicles and Services (479)

Spacecraft Manufacturing (1141)

Professional Equipment and Software
Suppliers (874)

Spacecraft Operators (242)

Manned Space (178)

Spaceports (57)

Service Providers (1463)

Ground Segment (89)

Cybersecurity (61)

Oceans (11)

Robotics (38)

Space Ressources (257)

Space Tourism (22)

Space Biology (14)

Drones (329)

Service Providers

- › Communications (479)
- › Meteorological (10)
- › Navigation and Tracking (41)
- › RF Monitoring and Geolocation (4)
- › Scientific (6)
- › Microgravity and Space Environment (17)
- › Inspace Manufacturing (2)
- › Operational (127)
- › Other Professional (394)
- › Cybersecurity and Cryptography (5)
- › Finance and procurement (94)
- › Earth Observation and Remote Sensing (61)
- › Brockers and insurance (58)
- › Consulting and Engineering services (4)
- › Legal (133)
- › Headhunters (28)

See also Annex 4 & 5

Takeaways

- **Clear momentum**
- **Growth**
 - But focus on downstream, sustainability and short term
- **Niche & disruptive**
- **Advantages of corporate structures**
- **Public support remains vital**
 - ➔ Only truly excellent proposals have a chance to get funding
- **Customers are the less expensive source of revenues**
- **Networking & partnerships**
- **Find the right balance**

Q&A and Contact

**For additional information, please contact
Mr. Alexandre Mencik
at amencik@skynet.be
See also Space Platform**

Annexes

1: Space & 17 UN SDGs



1. EO data for info on total water levels +10 other examples
2. Agricultural monitoring to improve food security +12 other examples
3. Monitoring the COVID-19 crisis from Space +11 other examples
4. Wi-Fi hotspots to low-income users in sub-Saharan +3 other examples
5. SSPI to promote networking and space
6. EO for water resources management in Africa +14 other examples
7. City-wide situational awareness for CO2 emissions +14 other examples
8. Satellite communications for daily life and other examples
9. Broadband access via space technologies and +8 other example
10. Deployable antenna for emergency scenarios +3 other examples
11. Global monitoring for smart cities +4 other examples
12. Radar imagery to support waste management + 3 other examples
13. Co2 and other greenhouse gases levels space-based monitoring
14. Monitoring coral reefs via space +7 other examples
15. Satellite applications for insular countries +3 other examples
16. Distribution via satellite of eLearning modules + many other examples
17. ESA roundtables and many other examples

2: European Public Funding Opportunities

PROGRAMS LINKED WITH EU	PROGRAMS LINKED TO AGENCIES	OTHERS
European Green Deal <ul style="list-style-type: none"> • Just Transition Fund (JTF) • Innovation Fund • InvestEU 	European Space Agency (ESA)	Digital Europe Programme
European Recovery <ul style="list-style-type: none"> • NextGenerationEU & Recovery Resilience Facility (RRF) 	EU GNSS Agency → EU Agency for Space Programme (EUSPA)	European Defense Fund
EU Space Programs (Galileo, EGNOS, Copernicus, SSA & GovSatcom)	Future European Defense Agency	European Innovation Council (EIC)
European Commission CASSINI initiative	European Union Satellite Center (SatCen)	Connecting Europe Facility (CEF)
Horizon Europe 2021-2027	EUMETSAT	Other programs under shared management
European Investment Bank (EIB) & European Investment Fund (EIF)	European Environment Agency (EEA), European Maritime Safety Agency (EMSA)...	National Space Plans (eg France space plan)

Brown = space-specific

3: European Private Funding Opportunities

Specialized VCs



UK - £180m 2021



Lux - \$78m 2021



It - €58m 2020



CEE - €100m 2020



Fr - target >50m 21



GE - target €150m



Lux – private equity

Other VCs

Since 2000, around 500 VC invested in space (globaly)

For more info, prefer to [space platform directory](#)

Corporate Funds

- Airbus
- AT&T
- Bharti Enterprises
- Boeing HorizonX
- Chevron
- ESRI
- Google
- Hughes Network Systems
- Intelsat
- Liberty Global
- Lockheed Martin
- Northrop Grumman
- OHB
- Qualcomm
- SES
- Sky Perfect JSAT Corp
- SoftBank
- Totalplay
- Virgin...

Business Angels

EBAN Space

LSTA.lu
Luxembourg Space Tech Angels


SPACE CAPITAL

SPACE VENTURES
INVESTORS

Family offices

4: Available Business Assistance

Accelerators

- [CASSINI business accelerator](#)
- [Copernicus Accelerator](#)
- [EIC Accelerator](#)
- [Galileo Masters](#)
- [Seraphim space](#)
- [SpaceFounders](#)
- [Starburst](#)

Incubators

- [Copernicus Incubation](#)
- [ESA Business Incubation Centres \(ESA BICs\)](#) (29 centers)
- [Galileo Masters](#)
- [Incub Alliance](#) (France)
- [ISU](#)
- [UK Space](#)

Mentoring

- [Astropreneur](#)
- [CASSINI matchmaking](#)
- [Copernicus Accelerator](#)
- [EBAN Space](#)
- [EIC Woman Leadership](#)
- [Seraphim Capital](#)
- [Space Hub Network](#)

5 : Other Services for the Space Ecosystem

- **Space Platform Project**, which aims to support the space ecosystem and includes a number of modules and applications such as the **FindFund Module** to quickly and easily identify available public financing programs and obtain guidance by answering online questions
- **Astropreneurs**, which supports entrepreneurs, startups and SMEs, coming from space and non-space sectors, to create viable business cases and have faster market approaches; mentoring is offered on businesses and technical needs not only to facilitate access to private and public funding, but also to overcome the financial, administrative and networking barriers undermining success in the commercial phases
- **Go2Space-Hubs** that aims at facilitating the creation and up-scaling of European space businesses through the establishment of New Space Hubs
- **Space End**, which aim to expand the impact and adoption of space technologies by bringing together space startups, SMEs, entrepreneurs, spacetechnology providers and the digital ecosystem
- **Enterprise Europe Network** (EEN), which helps SMEs through innovation partnerships on areas linked to COVID-19 and advice on accessing dedicated European and national financial support
- **access to finance for SMEs** provides useful information on how to finance SME and available financial instruments.
- **EU SME envoys** is the link to the network of SME
- **entrepreneurship support** provides key support, networks and information for SMEs
- **Your Europe Business Portal** is a practical guide to doing business in Europe. It provides entrepreneurs with information and interactive services that help them expand their business abroad
- **Enterprise Europe Network** helps SMEs and entrepreneurs access market information, overcome legal obstacles, and find potential business partners across Europe
- **SME Internationalisation, which provides information on foreign markets and helps European business internationalize their activities**
- **the single portal on Access to Finance** helps SMEs find finance supported by the EU
- **European Cluster Collaboration Platform** offers dynamic mapping of over 1000 profiled cluster organizations worldwide or supports the emergence of new value chains through cross-sectorial cooperation
- **Erasmus for Young Entrepreneurs** is a cross-border exchange programme which gives new or aspiring entrepreneurs the chance to learn from experienced entrepreneurs running small businesses in other participating countries
- **SME Assembly**, an event for SMEs in Europe, presents different approaches to promoting SME entrepreneurship.
- **European IPR Helpdesk** offers free-of-charge, first-line support on Intellectual Property matters to beneficiaries of EU-funded research projects and EU SMEs involved in transnational partnership agreements
- **Horizon IP Scan** helps SMEs manage and valorize Intellectual Property (IP) in R&I collaborations.

6: Alexandre Mencik - Presentation

- Alexandre is the founder and CEO of the Space Platform and serves as Chief Business Officer of SpaceDreamS, member of the Council of the Access Space Alliance (ASA), member of the strategic committee of Karista and Board member of the French Astronomy Association and the Luxembourg Space Tech Angels.
- He is the author of the *Guide to Public Financing* and a mentor for Astropreneur, Copernicus Accelerator, EBAN Space, EIC Women Leadership Programme, Seraphim Capital and the Space Hubs Network. Alexandre is a former Executive Director of a Fortune 200 company and served in the European Commission.
- Alexandre Mencik has a background in Spacecraft Techniques and Technologies from the CNES, received his Juris Doctorate from the University of Louvain and holds a Master degree in Air and Space Law and in Business from McGill University. Alexandre is married with four children.
- Contact: Alexandre Mencik at admin@spacepp.com