

Workshop agenda

10 February 2020

09:30-09:40: Welcome address by the European Commission, DG DEFIS

09:40-09:50: Welcome address by the Portuguese Presidency

09:50-10:00: Introduction from the European Commission, DG DEFIS: objective of this workshop

10:00 – 10:50 1. Generating ideas for European New Space (Moderator: Martina Sindelar)

New space lives on new ideas. How can the EU best support entrepreneurs and start-ups to generate ideas, e.g. via hackathons and prizes? How can the winning of a prize be useful to a company's development? Can prizes be useful to get new orders or contracts? How should prizes be designed? What is important to attract companies to join in? Which are the new space areas you consider best suited for prizes, and why?

Format: 5 min company presentation/ 5 min response to questions, 10 min discussion; mix downstream / upstream.

- **Space.Science**, all-in-one platform for EO data users, Slovakia
- **Onestagetospace**, Space transportation, Belgium
- **Omnia Lda**, Launch services and technologies, Portugal

10:50 – 11:40 2. Developing ideas into products – what can the EU do to help new space and to provide the best ecosystem?

European entrepreneurs have great ideas. But they need to be translated into market driven products and services. What kind of business development support has been/is most important for your company? How do/did you go ahead, in finding the best support suited for your needs? Which role do you see for business accelerators? What kind of eco-system is needed, to support entrepreneurship in Europe ? How can the EU best provide support, to help you to get ideas into products?

- **OGOR (former LandMarket)**, Precision farming, Romania
- **Xylene**, Computer software, Germany
- **Mynaric**, Laser communications, Germany

11:45 – 12:00: COFFEE BREAK

12:00 – 12:50 3. How to get funding and expertise for your idea? – The European new space experience and Investment opportunities, matchmaking, mentoring etc.

(Moderator: Tomas Jonsson)

What type of funding has your company already used (e.g. equity, debt/loans, prizes, grants, customer financing, or public contracts)? What type of funding has been difficult to access, or unavailable to your company? If venture capital has been difficult to access, what could make it easier for your company to raise an investment round? Have you made any experience with crowdfunding, business angels etc.? What can the EU do to help? In which way do you think mentoring services can be useful for you? Have you made any experience with EU provided mentoring, and if so: do you have any recommendations related to how this can be improved? Is there an added value in EU action, compared to mentoring at regional or MS level? In how far shall the EU, in your opinion, foster industrial partnering and matchmaking with investors?

- **JKIC**, Independent Space Business and Finance Advisors, Germany
- **Epic Blue**, Workforce solutions, Belgium
- **Alen space**, nanosatellites manufacturer, Spain

12:50 – 13:50 LUNCH BREAK

13:50 – 17:20: 5. Research and innovation needs for new space – what are your needs?

What are your research and innovation needs? How can the EU support your best via its EU R&I Programmes (i.e.: by promoting specific emerging technologies, conducting frontier research on certain topics etc.). Is there a need to stronger focus on new instruments, such as innovation procurement? Are there any specific needs for dynamic new space companies, which are not yet covered by EU R/I support?

13:50 – 14:00: A glimpse into EU FPs: H2020 and Horizon Europe

14:00-14:40: 5.3 - Spaceports and Launchers

- **Hyimpulse**, Mini launchers, Germany
- **SSC**, Esrange Space Centre, Sweden
- **Pangea Aerospace**, Mini launchers, Spain

14:40-15:20: 5.2 - Positioning, Navigation and timing

- **Blue Dot Solutions**, use of EGNSS and EO for work and operations at airports, Poland (H2020)

- **Topview**, Integration of IoT systems in drones, Italy
- **Accurision**, EGNSS sensor for autonomous driving, Austria

15:20-16:00: 5.1 - Satellite Communications

- **Quside**, Quantum technologies, Spain
- **Golbriak Space**, Optical communications, Estonia
- **Endurosat**, nanosatellites, Bulgaria

16:00-16:40: 5.4 – Earth Observation

- **OroraTech**, nanosatellites constellation with infrared imagers, Germany
- **Satlantis**, payloads for microsatellites, Spain (H2020)
- **Composite solutions**, integrated solutions for maritime environments, Portugal

16:40-17:20: 5.5 – Emerging Space Markets

- **Jena-Optronik**, sensor suite of world's first commercial OOS mission (MEV-1), Germany
- **Muquans**, Quantum gravimetry, France
- **Aviosonic**, debris re-entry safety forecast, Italy

17:20 – 17:30: Conclusion and next steps – European Commission