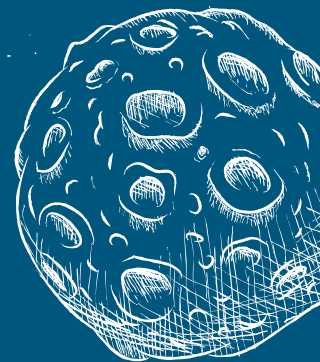


ESA BIC Switzerland - An Introduction

Dr Nanja Strecker, MD ESA BIC CH
2 June 2022



ESA business incubation

Network of **60 centers in 18 ESA countries** supporting space-related start-ups to get their business off the ground.

150+

Yearly start-ups supported across Europe

1000+

Start-ups supported to date



ESA BIC Switzerland – at a glance

What?



Switzerland-wide start-up program in cooperation with the European Space Agency (ESA)

For whom?



High-tech start-ups with “space connection”, <5 years old, registered in CH

How?



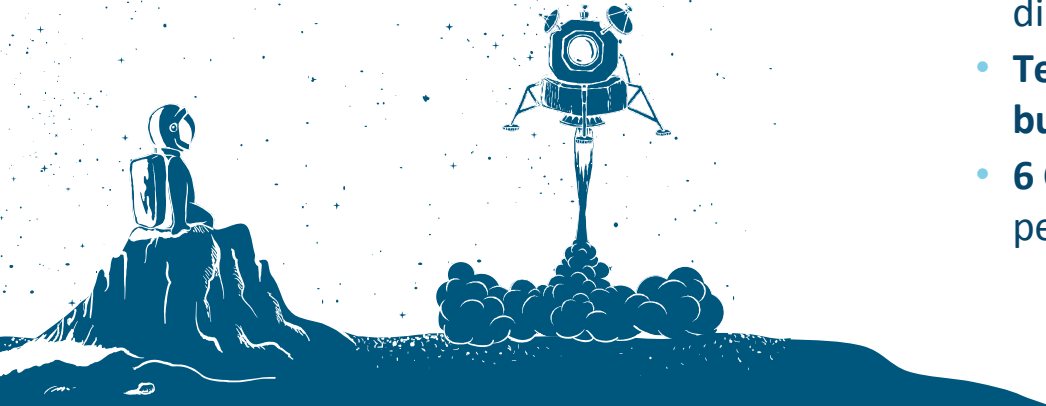
Two year program for **up to 10 new start-ups per year**

- **Up to 200k € per start-up** (non-dilutive funding)
- **Technical (80h) & business support**
- **6 Community Events** per year

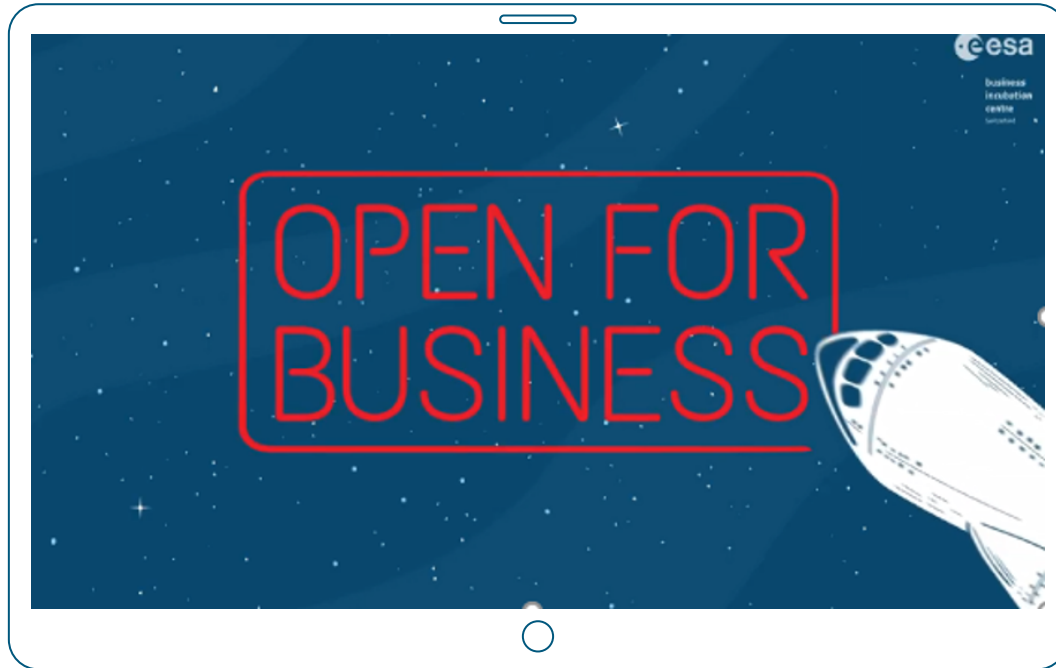
When?



Open call with **2 selection rounds per year – in March and November**



The famous *space connection* - explained



Start-ups in different space business segments (examples)

Exploration & cleaning



Sensing in space & on earth



Telecommunication & security



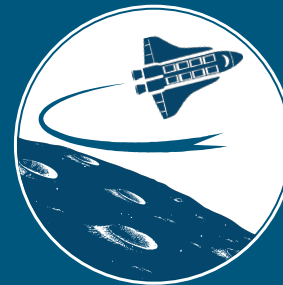
Space infrastructure (e.g. satellite components)



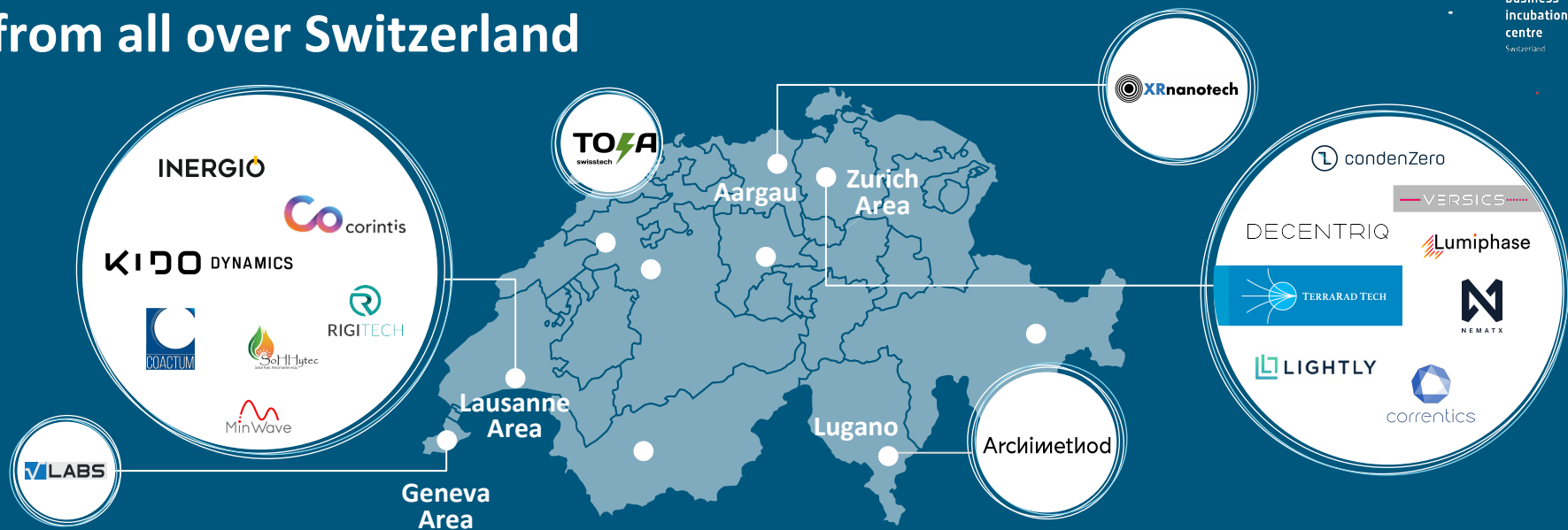
Materials & processes



Space data applications



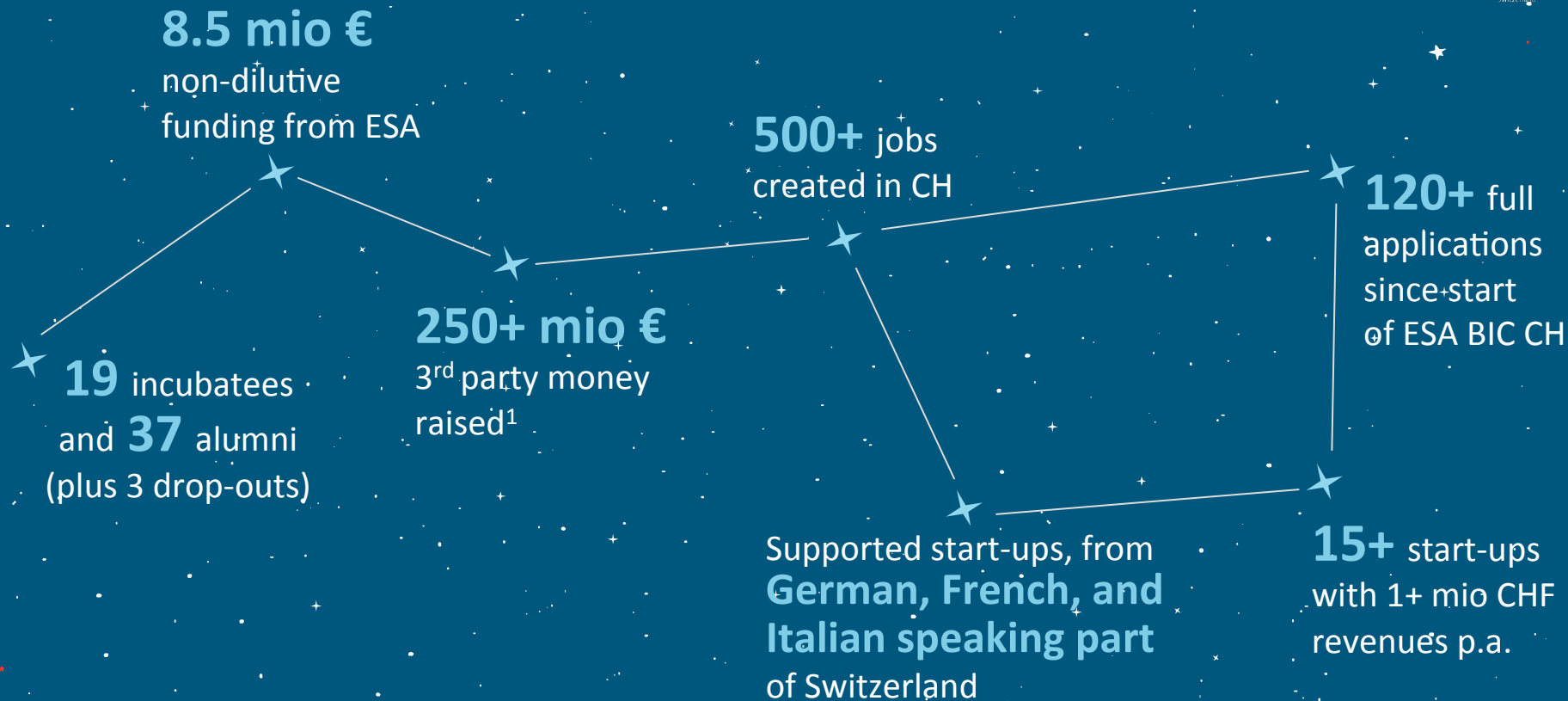
ESA BIC Switzerland: 19 incubatees and 37 alumni from all over Switzerland



Alumni



ESA BIC Switzerland – results to date



Source: ESA BIC CH team and program.

¹ This includes an ESA project ESA BIC CH supported start-up ClearSpace secured worth 86 mio €, at the ESA Ministerial19.

Benefits – feedback from start-ups



Nicola Mona
Skypull



” The ESA BIC team has been outstanding and **its influence has been perceived on national level** and in other competitions we have participated.



Mélanie Guittet
Involi



” ... **amazing power of the network** they opened for us ... with high-level people we **could not have hoped to meet otherwise.**



Samir Bouabdallah
Flybotix



” The **community building events** are not only excellent to network with other start-ups, but are also **appreciated for its content** (e.g. sales workshop).

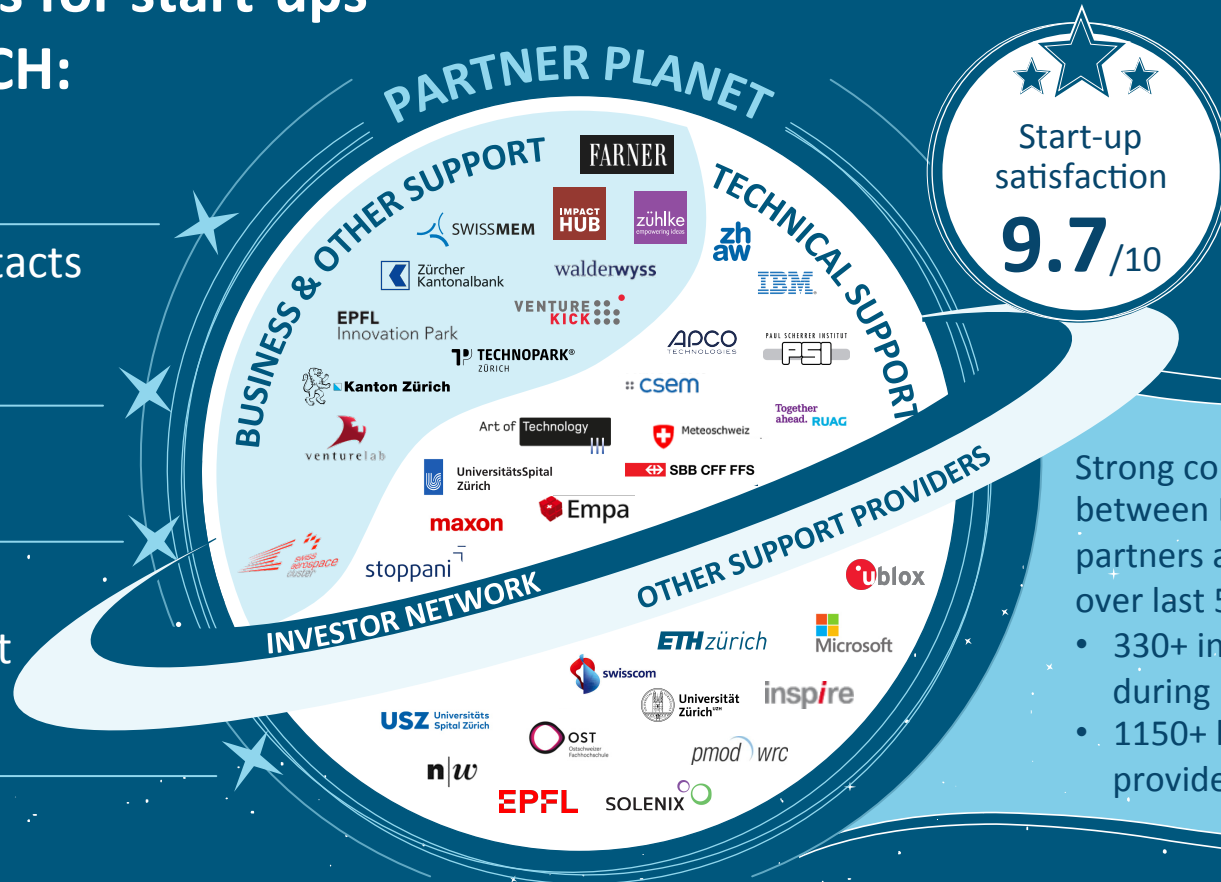
Key benefits for start-ups of ESA BIC CH:

No. 1: _____
Network & contacts

No. 2: _____
Funding

No. 3: _____
Technical &
business support

No. 4: _____
ESA brand &
visibility/events



Strong collaboration
between ESA BIC CH
partners and start-ups
over last 5 years:

- 330+ interactions during past years
- 1150+ hours of support provided



Thanks to ESA and other
ESA BICs, start-ups gain
attractive international
exposure, even during
Corona times



Space and start-ups – the challenges and solutions



• Even though New Space is different, **space remains a cost- and time-intensive niche market**, which is moving slowly and hence not ideal for start-ups

• For **European space-related start-ups** there are mainly two approaches:

• Space as one market segment, of various

• Funding by ESA. VCs still not easy for pure space start-ups in need of substantial \$

• However: the **space market and ecosystem in Europe and ESA** are also changing substantially and fast and are becoming **ever more mainstream!**

Any questions?

www.esabicc.ch



ESA BIC Switzerland: operational set-up

Dr Nanja Strecker, Cyril Kubr, Ina Schultz, Michael Gschweidl

ETH Zürich (VPWW, Prof. Dr. Vanessa Wood)

General Management, Project and Technical Lead



Merle Zur

Impact Hub

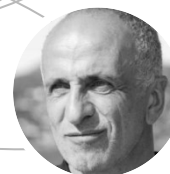
Community Management



Philip Hassler

Venture Kick

Startup Management



Dr Jose Achache

Space Expert & IAP Management

