



esa

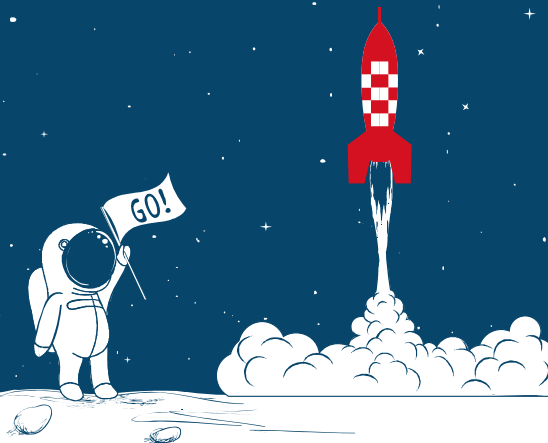
business incubation centre

Switzerland

# ESA BIC Switzerland – Info Event

23 June 2020, online via Zoom

# Agenda



- 01 Welcome
- 02 Introduction to ESA BIC CH
- 03 ESA BIC CH start-up EH Group and their experience in the program
- 04 Q & A



esa

business incubation centre

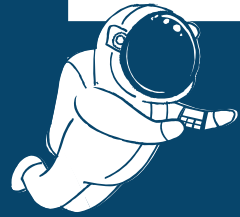
Switzerland

# Introduction to ESA BIC Switzerland

Nanja Strecker

# ESA business incubation

Network of **20 centers** in **17 ESA countries** supporting space-related start-ups to get their business off the ground.



180+

Yearly start-ups supported across Europe

700+

Start-ups supported to date



● ESA Business Incubation Centre

# 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?



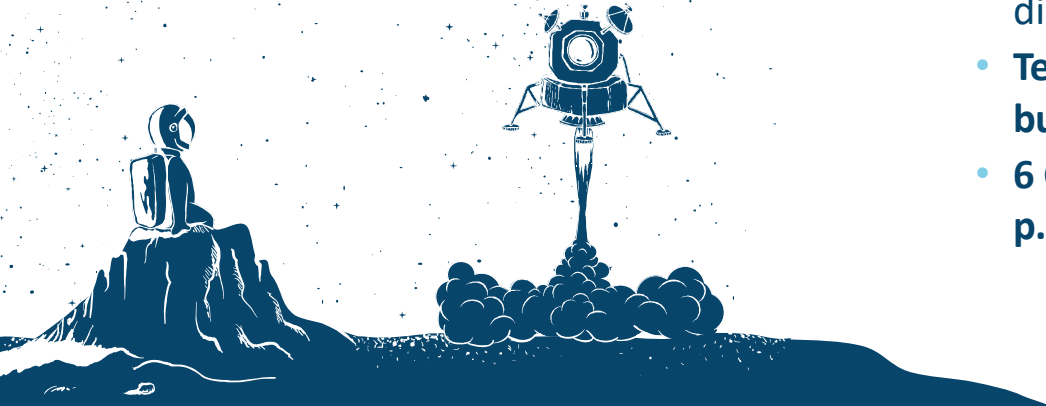
Two year program for **up to 10 new start-ups per year**

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

## When?



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



# The process – how does it work?



- Registration on [esabic.ch/application](https://esabic.ch/application)
- “Two-pager”
- Full application
- Open Call with two deadlines: end of February & end of October

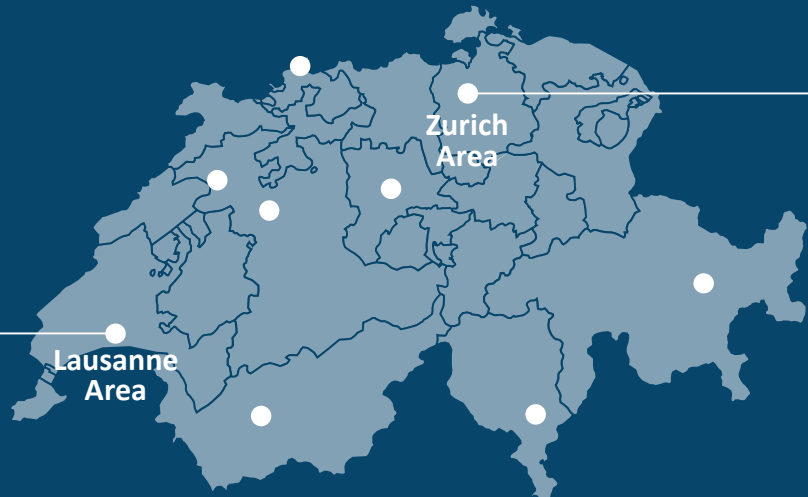


<sup>1</sup> All grants without equity; however requiring matching funds.

# ESA BIC Switzerland: 22 incubatees and 15 alumni from all over Switzerland

**Lausanne Area**

- EH GROUP Engineering AG
- CYSEC
- KOMP-ACT
- Picterra
- NEURAL CONCEPT
- MicroR systems
- FLYBOTIX
- MIRA EX
- COMP AIR



**Zurich Area**

- POLARITON TECHNOLOGIES
- REOR<sub>20</sub>
- sevensense
- VOLIRO
- GILYTICS
- Menhir Photonics
- UniSieve
- Synthara
- MIRO ANALYTICAL TECHNOLOGIES
- DRONE HARMONY
- BQTA systems
- KLEPSYDRA ROBOTICS
- UDL UrbanDataLab

## Alumni

AVYbotics

DAVOS INSTRUMENTS

clearspace today

TOUCHLESS AUTOMATION  
special micro-handling solution

TWINGTEC  
WIND ENERGY 2.0

SKYPULL

IRsweep

DIRAMICS

embotech\*

FIXPOSITION

INVOLI

LIGENTEC

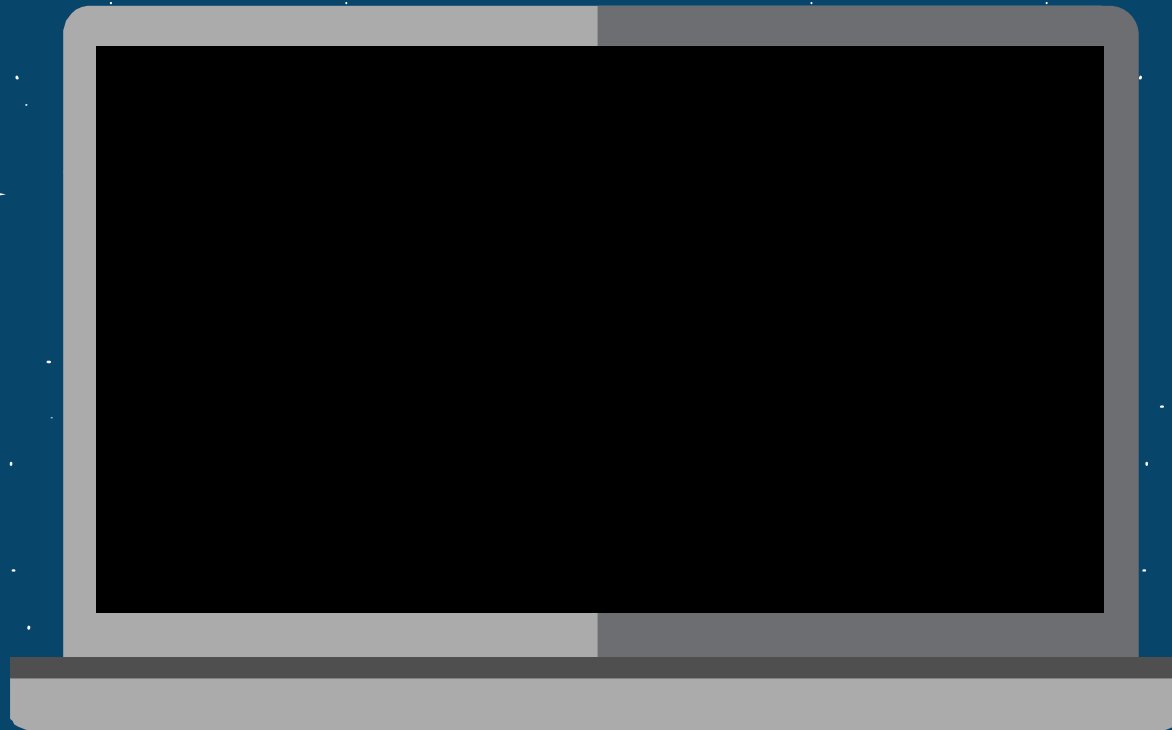
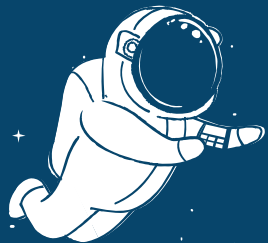
insolight

Space<sup>et</sup>ec  
technology

9T LABS

Note: 3 start-ups did not finish the full program and we do not count them here.

# What is a space connection?



# ESA BIC CH start-ups

## From space to earth: INSOLIGHT

Developed industrial prototype with  
world-record breaking solar cell  
efficiency



insolight

Insolight started  
within ESA BIC CH as  
a team of three with  
lab results using  
space-grade solar  
cells on earth



Are nowadays team  
of 15+, closed two  
financing rounds, and  
have the technical  
lead in an EU project  
of 10+ Mio €

# ESA BIC CH start-ups

## From earth to space: CYSEC

Vast majority of satellites are currently not secured  
where Cysec has identified an attractive market



Cysec has developed an  
all-in-one cybersecurity  
solution already in use  
within the financial  
sector

Just started a  
cooperation with  
Spacebelt to secure  
a constellation of  
satellites for cloud  
services

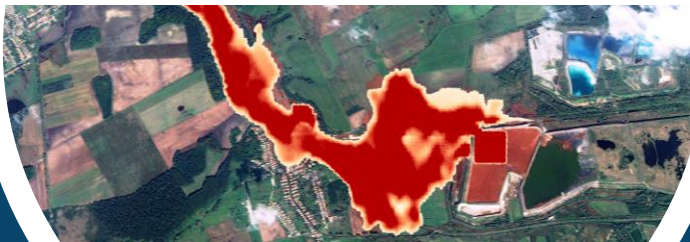
# ESA BIC CH start-ups

## Space data application: REOR20

Use topographic data combined with real-time satellite images to predict the risk of natural and man-made catastrophes earlier and better



Their offer will be particularly interesting for insurances and government entities



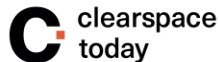
Have very experienced team from the insurance industry and secured first seed financing

# ESA BIC CH start-ups

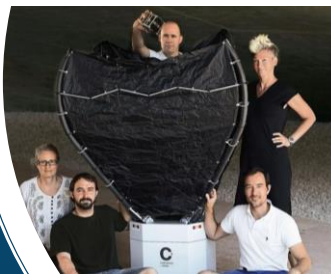
## Purely for space: ClearSpace

ClearSpace: the first garbage collection service for space!

Design agile satellites able to find, capture and remove non-functioning satellites from their orbits in space



clearspace  
today



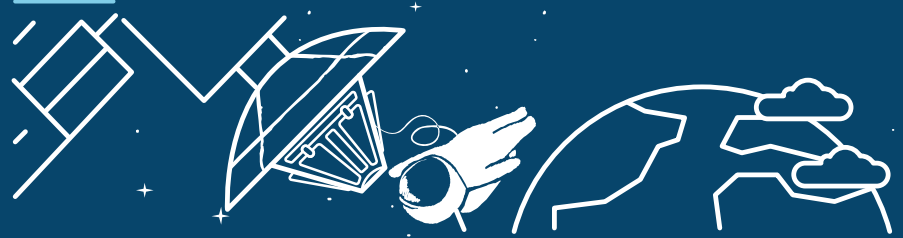
Are the first Swiss and first start-up led consortium commissioned for ESA's first space debris removal mission with a € 80+ million in financing by ESA member states

# What is a space connection?

## Space data



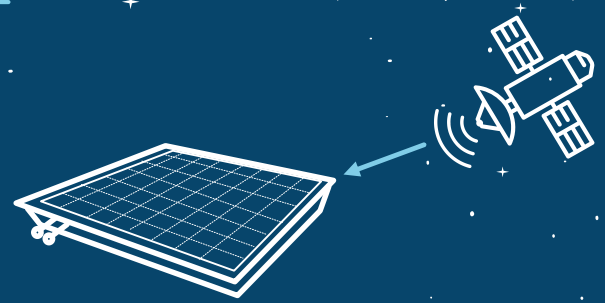
## Purely for space



## From earth to space



## From space to earth



# Start-ups in different space business segments

## Exploration & cleaning



## Sensing in space & on earth



## Telecommunication & security



## Space infrastructure (e.g. satellite components)



## Materials & processes



## Space data applications



# 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 of ESA BIC CH:

No. 1: Network & contacts

No. 2: Funding

No. 3: Technical & business support

No. 4: ESA brand & visibility/events



# ESA BIC CH community events: meet, leverage & learn

## Topics, e.g.

- Branding
- Certification
- EU and other ESA funding
- HR topics
- Intellectual property
- (New) space and ESA
- Product development
- Sales and biz. dev.
- Supply chain mgmt.
- Best practice exchange



## Involved partners & alumni, e.g.

- Anybotics
- Art of Technology
- Apco
- maxon
- Ruag Space
- Swiss Re
- Swiss Post
- u-blox
- Walder Wyss
- Zühlke

## Location

- Every second month at Impact Hubs around Switzerland


...followed by an apéro & socializing!



80+ mio €  
signed at  
ESA Ministerial19



AWbotics

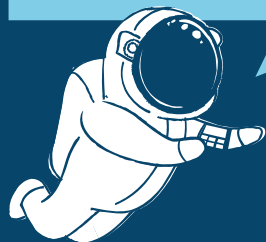


Four ESA BIC CH  
start-ups got selected  
for H2020 SME  
Phase 2, with a total  
of ca. € 6.5+m.



6 ESA BIC CH start-ups  
in Top100, 2019:  
9T Labs, Fixposition,  
Insolight, Ligentec,  
Anybotics, Involi.

Great achievements  
of ESA BIC Switzerland  
supported start-ups and  
alumni in 2019/20



9T Labs – recent  
ESA BIC CH  
alumni - raises  
\$4.3m in seed  
funding.



HIPERION PROJECT AWARDED  
€10.6 MILLION IN EU FUNDING

insolight  
... with  
technical  
lead.

FIXPOSITION  
Fixposition  
raises  
CHF 3.35m.

# ESA BIC Switzerland – results to date



\* Source: ESA BIC CH team and program. Figures from May 2020, where available.

\* In addition ESA BIC Switzerland Incubatee ClearSpace secured an ESA project worth 86 mio €, at the ESA Ministerial19.

# ESA BIC Switzerland: operational set-up

**Dr Nanja Strecker, Cyril Kubr, Ina Schultz, Michael Gschweilt**

ETH Zürich (VPFW)

General Management, Project and Technical Lead



**Nino Müller**

Impact Hub

Community Management



**Philip Hassler**

Venture Kick

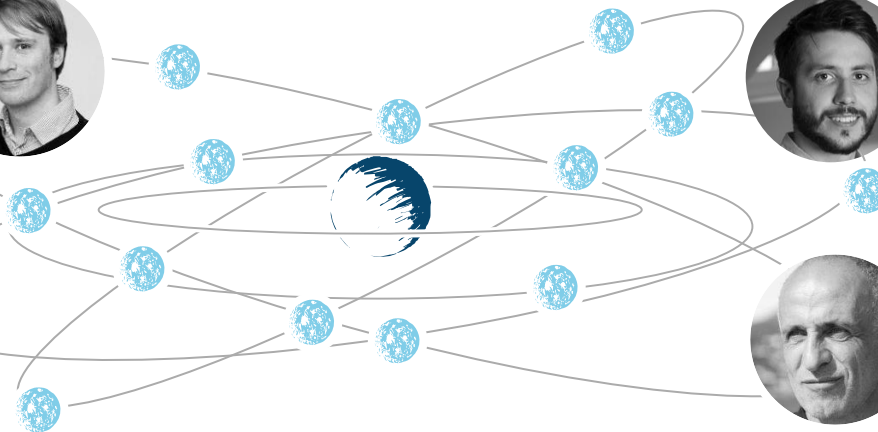
Startup Management



**Dr Jose Achache**

AP Swiss

Space Expert & IAP Management



Any questions?  
[www.esabic.ch](http://www.esabic.ch)

