ESA BIC Switzerland – Info Event

23 June 2020, online via Zoom
Welcome

Introduction to ESA BIC CH

ESA BIC CH start-up EH Group and their experience in the program

Q & A
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 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
- “Two-pager”
- Full application
- Open Call with two deadlines: end of February & end of October

JURY SELECTION
- 2 Months
- March & November

INCENTIVE SCHEME
- Max. € 25,000

ASSESSMENT
- 3 Months

INCUBATION BOOST
- Max. € 175,000
- Up to 20 Months

Technical Support + Business Support
+ Community Events

1 All grants without equity; however requiring matching funds.
ESA BIC Switzerland: 22 incubatees and 15 alumni from all over Switzerland

Note: 3 start-ups did not finish the full program and we do not count them here.
What is a space connection?
From space to earth: INSOLIGHT

Developed industrial prototype with world-record breaking solar cell efficiency

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

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

From earth to space

Purely for space

From space to earth
Start-ups in different space business segments

Exploration & cleaning
- sevensense
- FLYBOTIX
- cleannesspace today

Sensing in space & on earth
- SpaceY
- MIRO Technologies
- DAVOS INSTRUMENTS

Telecommunication & security
- POLARITON TECHNOLOGIES
- CYSEC
- Menhir Photonics

Space infrastructure (e.g. satellite components)
- EH GROUP Engineering AG
- KOMP-Act
- Synthara AG

Materials & processes
- insolight

Space data applications
- REOR
- FIXPOSITION
- Picterra
Benefits – feedback from start-ups

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

Nicola Mona
Skypull

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).

Samir Bouabdallah
Flybotix

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

Mélanie Guittet
Involi
Key benefits of ESA BIC CH:

No. 1: Network & contacts

No. 2: Funding

No. 3: Technical & business support

No. 4: ESA brand & visibility/events

Rating by start-ups: 9.2/10
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!
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.

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.

Fixposition raises CHF 3.35m.

80+ mio € signed at ESA Ministerial19

... with technical lead.
ESA BIC Switzerland – results to date

4.9 mio €
non-dilutive funding from ESA

300+ jobs created in CH

120+ full applications since start of ESA BIC CH

22 incubatees and 15 alumni (plus 3 drop-outs)

50+ mio € 3rd party money raised*

7+ start-ups with 1+ mio CHF revenues p.a.

50+ mio €

Supported start-ups, from German, French, and Italian speaking part of Switzerland

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 Kibur, Ina Schultz, Michael Gschweitl
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

Note: all part-time on ESA BIC Switzerland
Any questions?

www.esabic.ch