ESA BIC Switzerland – online Info Event

30 June 2021
Agenda

01 Welcome

02 Introduction to ESA BIC CH

03 ESA BIC CH start-up CompPair and their experience in the program

04 Q & A
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

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**BICs across Europe**

- BIC Sweden
- BIC Estonia
- BIC Finland
- BIC Portugal
- BIC Madrid Region
- BIC Barcelona
- BIC Lazio
- BIC Sud France
- BIC Switzerland
- BIC Ireland
- BIC Harrow
- BIC Wallonia-Brabant
- BIC Flanders
- BIC Noordwijk
- BIC Flanders
- BIC Darmstadt
- BIC Bavaria
- BIC Luxembourg
- BIC Austria
- BIC Prague
- BIC Noordwijk
- BIC Flanders
- BIC Darmstadt
- BIC Bavaria
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

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1 All grants without equity; however requiring matching funds.
ESA BIC Switzerland: 24 incubatees and 24 alumni from all over Switzerland
ESA BIC Switzerland – results to date

- **7.4 mio €** non-dilutive funding from ESA
- **195+ mio €** 3rd party money raised
- **475+ jobs** created in CH
- **24** incubatees and **24** alumni (plus 3 drop-outs)
- **8+** start-ups with 1+ mio CHF revenues p.a.
- **115+ full applications** since start of ESA BIC CH
- **115+ mio €** non-dilutive funding from ESA
- **475+ jobs** created in CH
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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.
What is a space connection?
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
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: 9.7/10
Technical & business support: overview

What?

- Technical & business support via partner network
- Individual business support sessions by ESA BIC CH team or external experts
- Special offers from diverse service providers (e.g. software licenses, cloud services, comm./marketing services)

How?

- Technical: via Michael
- Business: via KAM*
- To be initiated via KAM*
- All on shared ESA BIC CH dropbox folder

* KAM = Key Account Manager, either Cyril or Nanja

New, additional business support offer to be launched in 2021 – stay tuned!
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!
Thanks to ESA and ESA BIC Finland, for example, the start-ups gained attractive international exposure – in 2017-19, and hopefully back in 2022...
Our feedback on the program is more than enthusiastic. During the incubation we reached milestones and got access to resources that would have been impossible without ESA BIC CH. It surely is the best incubation program we have experienced.

Without ESA BIC CH we would not have been able to get to where we are today. The absolute best incubation program in Europe!

This is a great program to be part of. It has helped us to grow our network and credibility and opened many doors for us. The support we received and the focused business development approach are perfect.
Insolight started within ESA BIC CH as a team of three with lab results using space-grade solar cells on earth.

Developed industrial prototype with world-record breaking solar cell efficiency.

Are nowadays team of 20+, 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

CYSEC has been awarded a contract by ESA mitigating the cyber risks related to ship tracking using satellite communications
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
We provide prepregs to build healable and sustainable composites

The Technology/Product
- Composite semi-products with new chemistry
- Damage repair
- Efficient recycling
- Industries: sports, marine, transports, space

Space Connection
- Handling defects
- Ballistic impact
- Reusable structures
- Demisability

ESA BIC Benefits
- Strong and valuable support
- Credibility
- Partnerships: Almatech for us
Any questions?

www.esabic.ch
Dr Nanja Strecker, Cyril Kubr, Ina Schultz, Michael Gschweital
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