ESA BIC Switzerland – online Info Event

29 August 2023
Agenda

01 Welcome

02 Introduction to ESA BIC CH

03 ESA BIC CH start-up TerraRad Tech 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
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
- Max. € 175,000

**INCUBATION BOOST**
- 1 Month
- Up to 20 Months

- Technical Support
- Business Support
- Community Events

\(^1\) All grants without equity; however requiring matching funds
ESA BIC Switzerland: 19 incubatees and 48 alumni from all over Switzerland

Alumni

- Co paused
- Kido Dynamics
- Swister
- Sunwell
- DEEP LIGHT
- INVERTO
- TOYA
- Basel Area
- Bern Area
- Zurich Area
- Lausanne Area
- Lugano Area
- Archimage
ESA BIC Switzerland – results to date

10.8 mio €
non-dilutive funding from ESA

19 incubatees and 48 alumni
(and 3 drop-outs)

470+ mio €
3rd party money raised\(^1\)

900+ jobs
created in CH

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

160+ full applications
since start of ESA BIC CH

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

10.8 mio €
non-dilutive funding from ESA

Source: ESA BIC CH team and annual survey.

\(^1\) 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?
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 (examples)

- Exploration & cleaning
- Sensing in space & on earth
- Telecommunication & security
- Space infrastructure (e.g. satellite components)
- Materials & processes
- Space data applications
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 first 5 years:
- 370+ interactions during past years
- 1400+ hours of support provided

Start-up satisfaction 9.6/10
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 KAM¹

• To be initiated via KAM¹

• All on shared dropbox folder

¹ KAM = Key Account Manager, either Christof or Nanja
ESA BIC CH community events: meet, leverage & learn

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

Involved partners/experts, e.g.
- Art of Technology
- Apco
- maxon
- beyond gravity (ex Ruag)
- Sofo Consulting
- Swiss Post
- Swiss Re
- u-blox
- Unit9
- Walder Wyss
- Zühlke
- ... and many alumni!
  ...followed by an apéro & socializing!

Location
- Every second month at different locations around Switzerland 2023:
  06.07., 17.8., 12.10., 07.12.
Thanks to ESA and other ESA BICs, start-ups gained attractive international exposure.
Benefits – feedback from start-ups

Amael Cohades
CompPair

The structure of the program helped us to be more organized, e.g. the requested reportings and progress reviews gave us an overview of where we were standing and was also valuable for our advisory board.

Luc Piguet
ClearSpace

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

John Jost
Enlightra

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.
Note: all part-time on ESA BIC Switzerland
ESA BIC CH start-up: TerraRad Tech

Earth Observation satellite tech for saving water
Soil moisture mapping for irrigation

We bring efficiency to agriculture and golf by applying groundbreaking innovations in the field of microwave remote sensing

ESA BIC is supporting us with the relevant network, business coaching and insightful events
Any questions?

www.esabic.ch
Benefits – feedback from our start-up Menhir Photonics
Start-ups are at different stages of the incubation period (2y)

- Kick-off (incentive scheme)
- Review
- Midterm review
- Re-kick-off
- Check point I (Incubation Boost)
- Check point II
- Final review
- Max. 2 years

Cohorts 1/2/3/4/5/6/7/8/9/10
48 firms

Cohort 11
4 firms
January 2022
December 2023

Cohort 12
4 firms
May 2022

Cohort 13
6 firms
January 2023

Cohort 14
5 firms
April 2023

Meeting took place/Incentive Scheme
Future meetings

Note: three start-ups have not completed the full program (and are not shown here).
ESA BIC CH technical support: 2 more examples

Synthara & CSEM

- **CSEM: academic partner**
- Synthara requested technical support from CSEM’s micro-control experts (technology development and breadboard testing)
- Collaboration was very successful and a joint Innosuisse project was granted
- Joint IP was developed

Zühlke Engineering & Botas Systems

- **Zühlke Engineering: industrial partner**
- Bota Systems was looking for a test bead to understand the EMC signature of their device before entering any costly certification testing
- Zühlke has an in-house test chamber (to assess EMC signature of Zühlke’s own developments)
- Zühlke granted Botas Systems access to the test facility in the frame of ESA BIC CH tech. support
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

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