

A large graphic on the left side of the slide features a circular frame. The left half of the circle shows a teal-tinted image of Earth from space. The right half shows a rocket launch from a cloudy sky. The entire circular graphic is surrounded by a ring of small white tick marks, and a dashed teal line cuts across it from the top right to the bottom left.

ESA BIC Estonia

Sven Lilla

Head of Operations

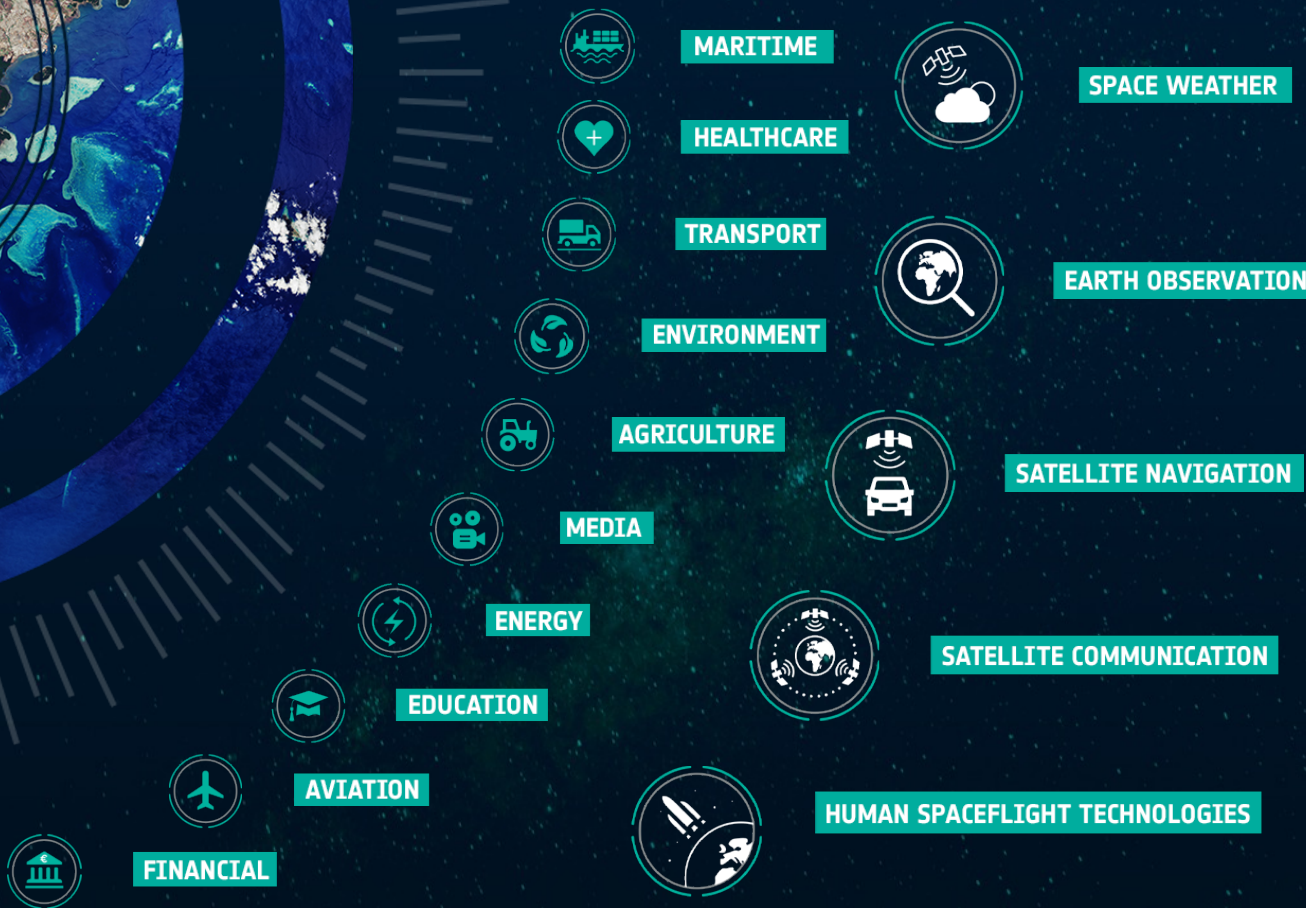
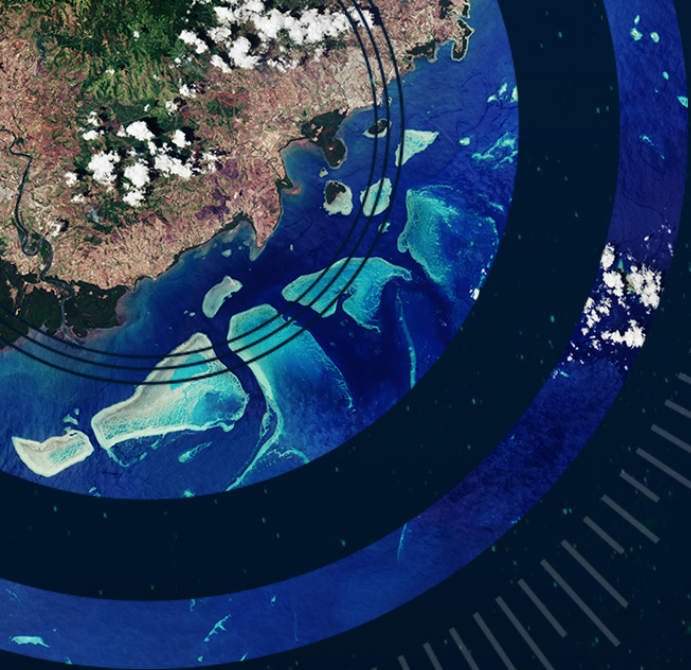
Estonia as a Space Nation

- 2007 first negotiations with European Space Agency (ESA)
- 2010 ESA Associated Member State
- 2013 EstCube-1 successful launch
- 2015 Estonia got Full Member State status
- 2017 opening of ESA BIC Estonia



SEAMLESS COOPERATION

ACROSS EUROPE



→ **ESA SPACE SOLUTIONS**

The largest space innovation network in the world

- The go-to place for great business involving space to improve everyday life.
- Supporting European start-ups and SMEs to develop businesses using space technology and data.
- Offering funding, business and technical support to help to generate successful business and create jobs.



ESA Space Solutions incubation network

22 incubators 60+ locations
1100+ startups supported

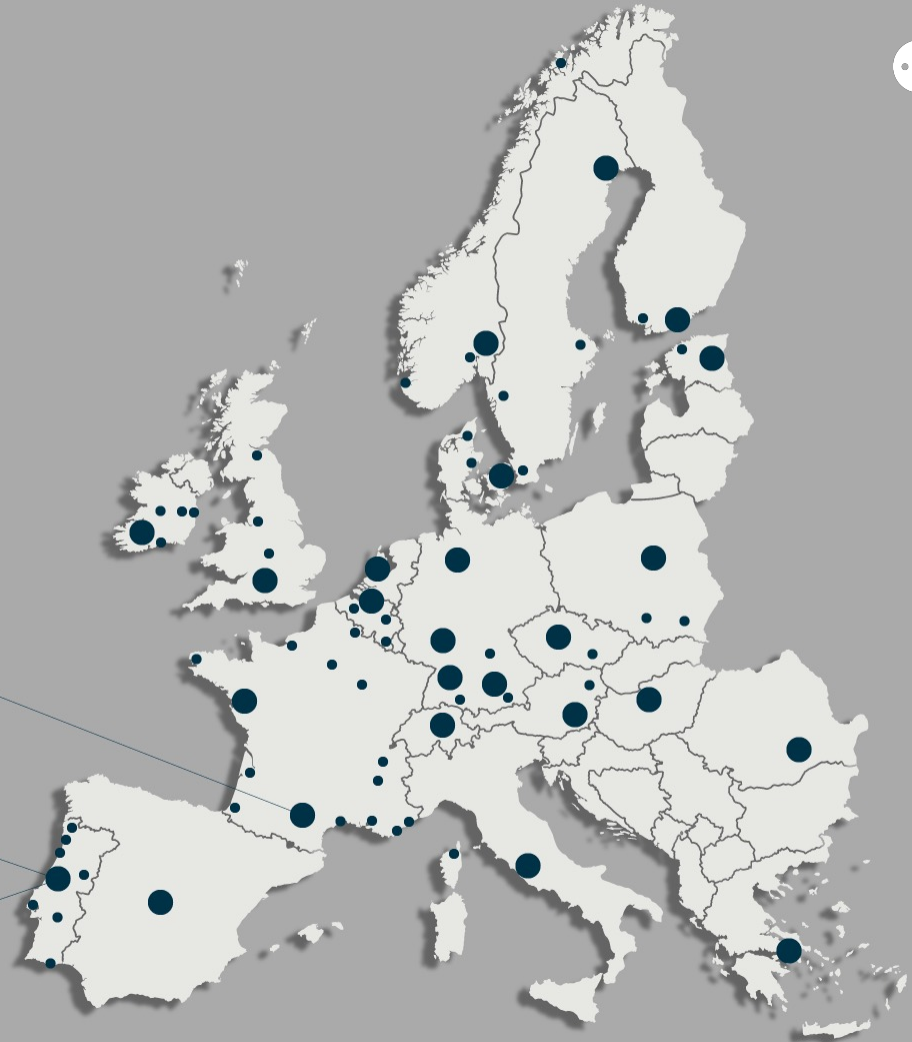
French Guiana



Azores



Madeira



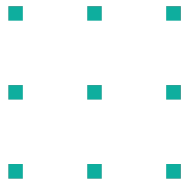
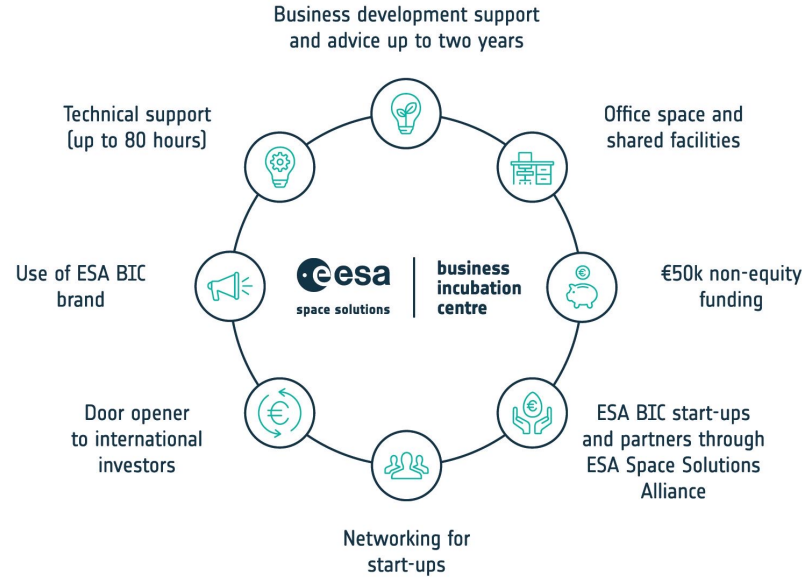
WHO CAN APPLY

- + Business idea must be based on space-related technology or data and target the non-space market
- + Company must not be older than 5 years
- + Company has to be located and managed from your preferred ESA BIC



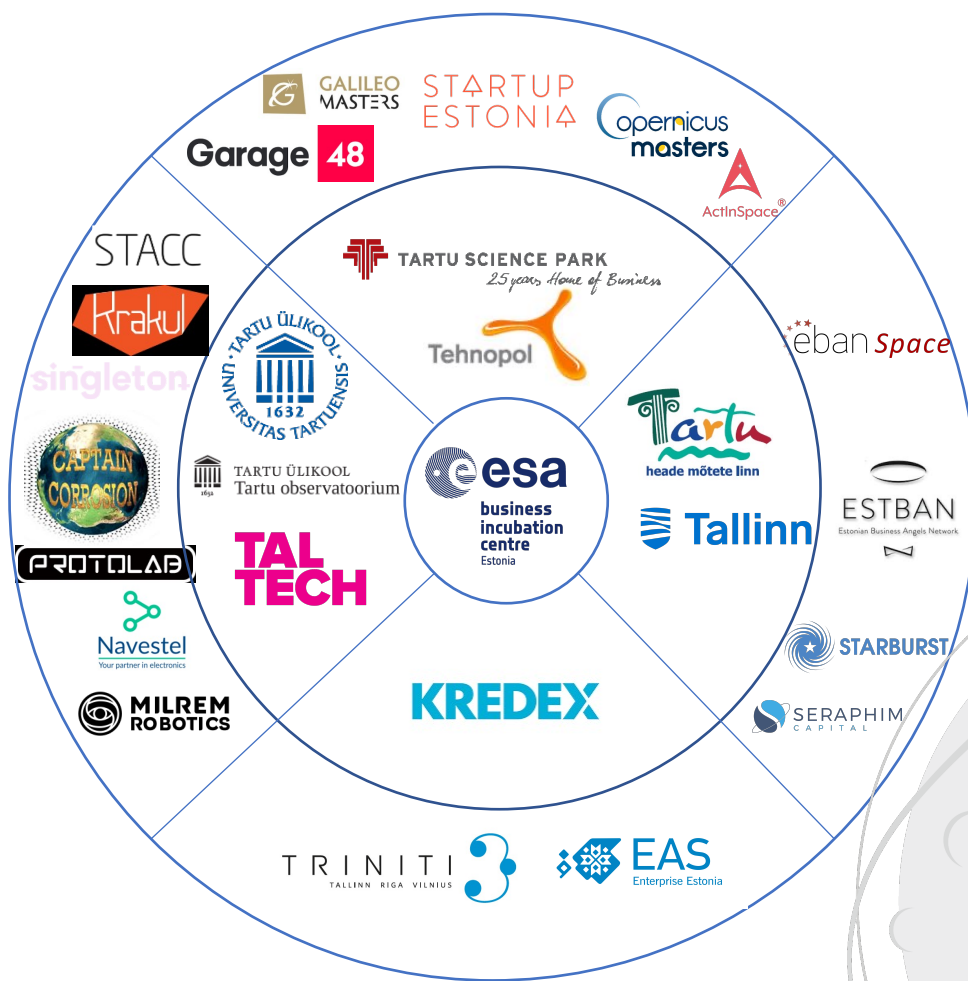


ESA BUSINESS INCUBATION CENTRES



ESA UNCLASSIFIED





ESA UNCLASSIFIED



ESA BIC Estonia

- Opened in November 2017
- 9 Selection campaigns
- 50 applications
- 19 startups selected
- 9 active
- 9 alumni
- 1 default



ESA UNCLASSIFIED



KPI

Start-ups	ESA BIC funding*	Additional funding*	Number of employees	Labour Taxes*	Turnover*
19	720 000,00 €	7 684 000,00 €	109	1 502 208,79 €	4 594 243,14 €

Spin-off Multipliers

Revenue	6,4
funding	10,7
Jobs	16



HIGHLIGHTS



HIGHLIGHTS

Hepta Airborne

- Raised 2,85M€
- Created 33 new jobs





HIGHLIGHTS

Golbriak Space

Golbriak Space launched two satellites with their optical terminals





HIGHLIGHTS

PowerUP Energy Technologies

The team has grown to 33 people and they are shipping first units to customers





HIGHLIGHTS

SKYCORP

First company in ESA BIC Estonia that patented the know-how they've gathered during their incubation





Skudo

Won ESA Tender for testing in
parallel with Incubation
First Paying customers





Thank you for listening!

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**SUCCESS IS
YOUR BUSINESS
POWERED BY SPACE**

ESA UNCLASSIFIED



European Space Agency

Ansaldo STS