



Information Day

2024

24.06.2024

Online

Welcome to the ESA BIC Portugal Information Day







Before we start...

- Please keep your microphones muted at all times
- Please use the Q&A area to submit your questions; these will be addressed at the end of the presentations.





Welcome and Introduction

The Portuguese Space Sector

The ESA BIC Programme

ESA BIC Portugal 2025-2029

Questions & Answers

→ THE EUROPEAN SPACE AGENCY



WELCOME AND INTRODUCTION

Portugal Space & ESA-

Joan Alabart, Portugal Space Niels Eldering, ESA Adriana Lucas, ESA Inês Plácido, Serco for ESA

THE PORTUGUESE SPACE SECTOR

Portugal Space

Joan Alabart, Portugal Space

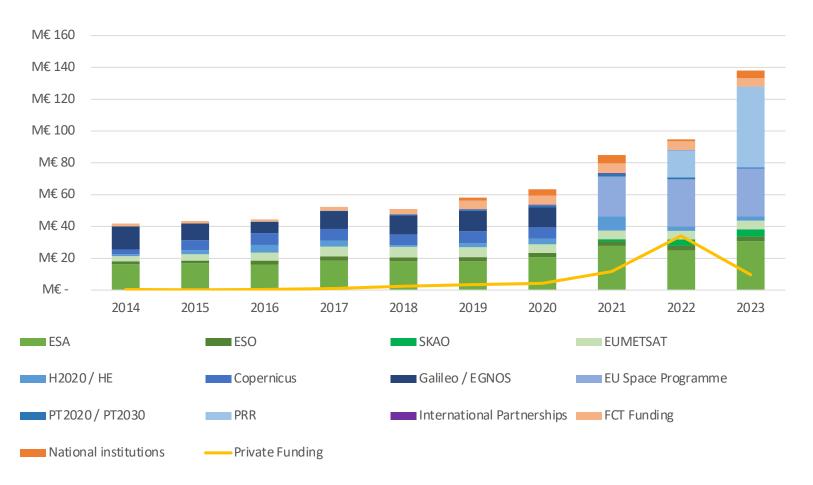


The Portuguese Space Ecosystem

Joan Alabart
Innovation, Entrepreneurship & Space
Exploration



Funding Space Sector - Portugal



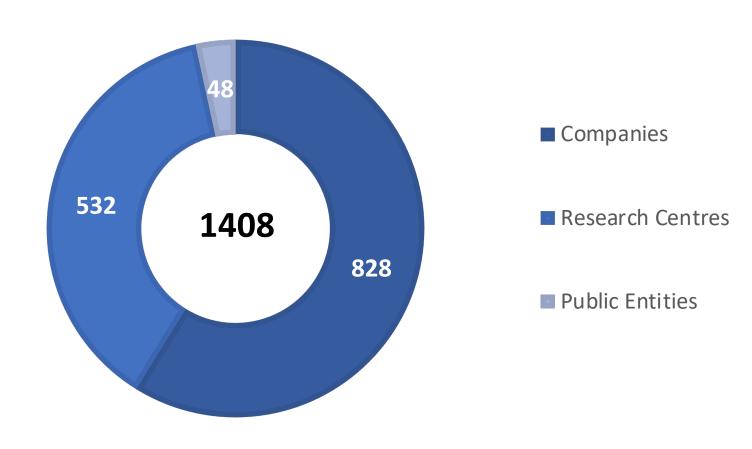
Total 2023: > 135M€

Inv Priv 2023: ~10M€

Source: Portuguese Space Agency



Employees (2022)



Source: Portuguese Space Agency based upon yearly financial statements and surveys ecosystem



Space Industry in Portugal

• Companies:

85 (+50%)

• Revenue (*):

62 M€ (+50%)

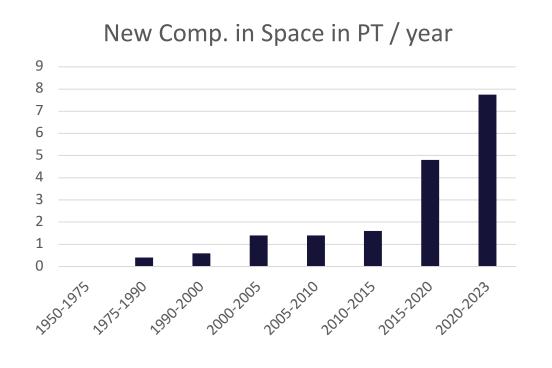
• Employees:

+800 (+43%)

• GBA (*):

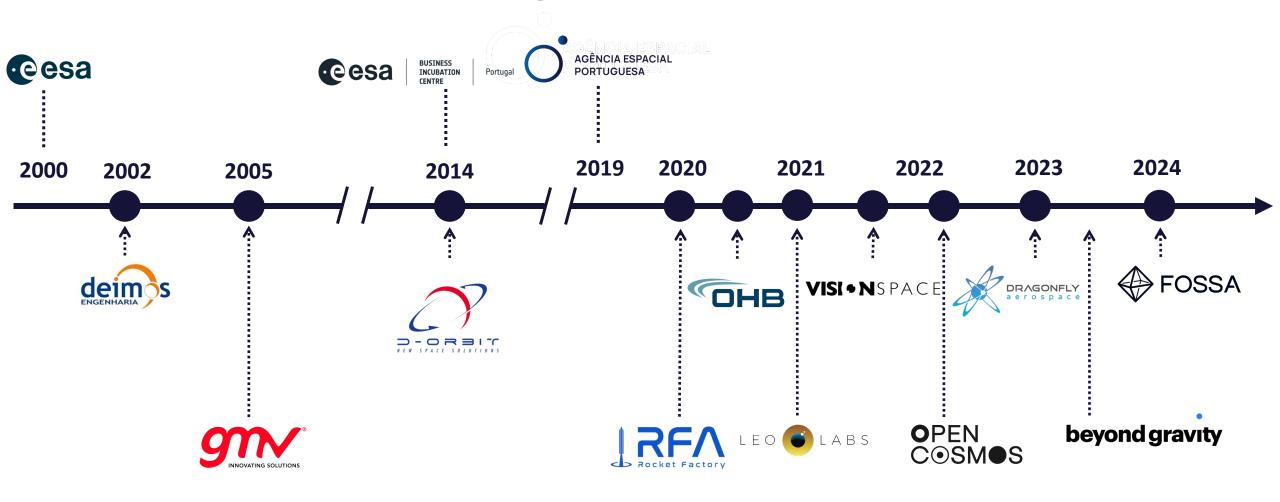
27 M€ (+57%)







Foreign Investment





Private Investment (BICs)



110 M€ (*)



13.5 M€



2.5 M€



5.5 M€



2 M€



4 M€



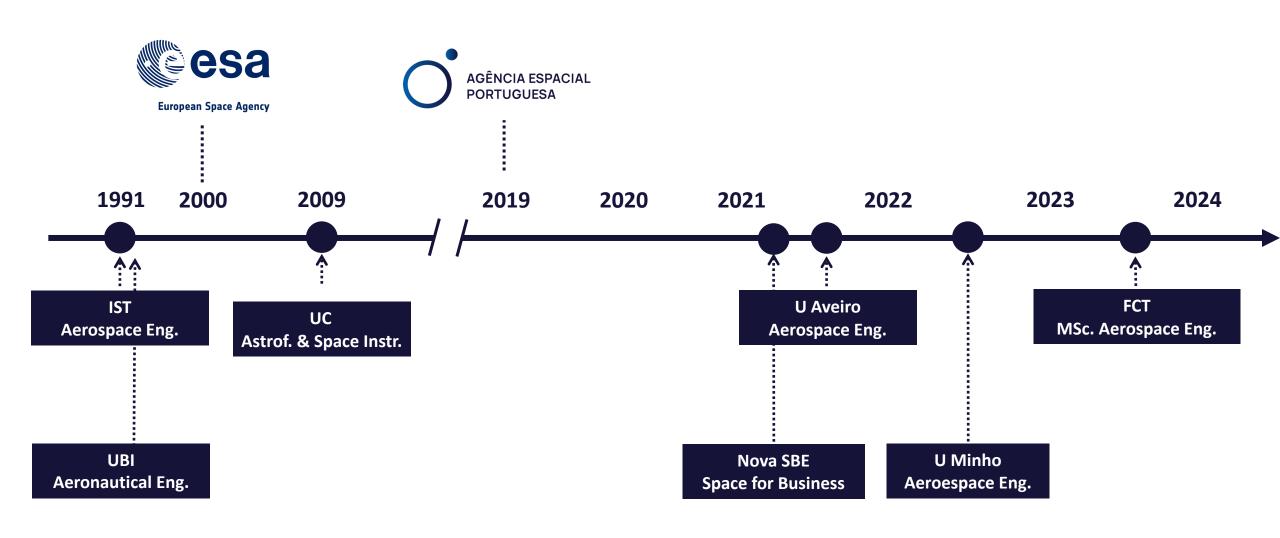
1.7 M€



1.8 M€

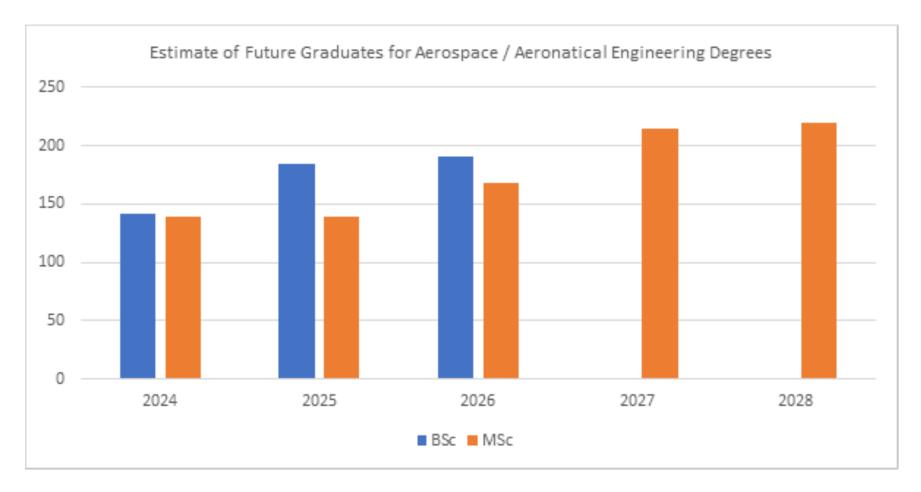


Education Offer





New professionals





THE ESA BIC PROGRAME

ESA

Niels Eldering

Head of Entrepreneurship & Business Incubation, ESA









EUROPE'S GATEWAY TO SPACE

WHAT

22 Member States, 5000 employees

WHY

Exploration and use of space for exclusively peaceful purposes

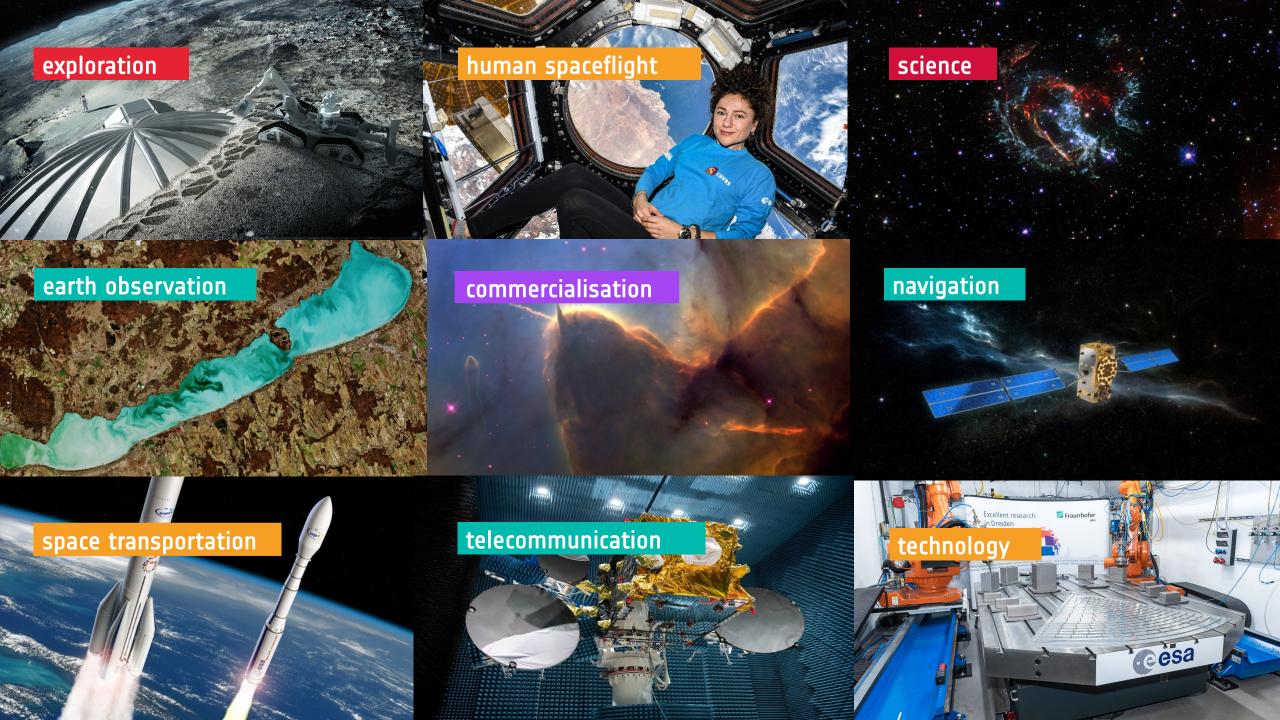
WHERE

HQ in Paris, 7 sites across Europe and a spaceport in French Guiana

HOW MUCH

€6.49 billion = €12 per European per year





THE NEW SPACE ECONOMY



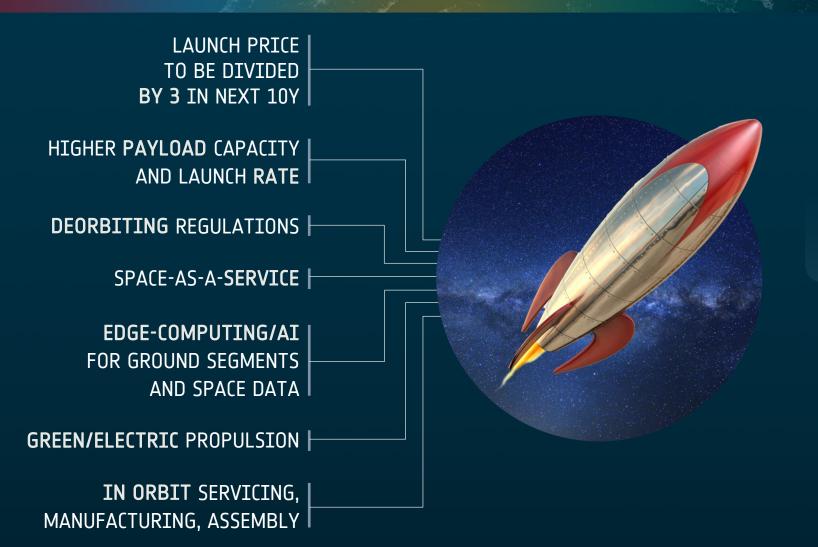


THE NEW SPACE ECONOMY



BUSINESS INCUBATION CENTRE





Avg. Satellites launched/year 2021–2031

382 → **1,704**

x4.5 demand increase

80% to come from constellations

75% revenues to come from govt.

Global Private Space Investment

13 B€ +95% in 2021 since 2020

Global Public Space Investment

93 B€ → 113 B€









WE LAUNCH IDEAS

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ESA AMBITION ON COMMERCIALISATION

TO MAKE EUROPE
A SPACE COMMERCIALISATION HUB
TO LAUNCH AND GROW GLOBAL
SPACE COMPANIES THAT
MAKE SENSE FOR OUR FUTURE



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INNOVATE

BOOSTING INNOVATION AND COMMERCIALISATION



Φ-LABNET

Disruptive research innovation projects

ESA BICs NETWORK

Start-up creation & incubation services for entrepreneurs

ESA BROKERS NETWORK

Commercial innovation projects integrating space technologies

INVESTMENT COMMUNITY,
SUPPORT TO SME,
COMMERCIALISATION GATEWAY,
INDUSTRY ALLIANCE,
TECHNICAL SUPPORT,
ETC...



Pool of various services to best answer individual acceleration needs For companies with high business potential with mature technology ESA MARKETPLACE

Development of industrial players on new upstream & downstream markets aggregating service requests and offers from and for industry

SUPPORTING THE SCALEUP OF VENTURES

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INVEST



























ESA BICs

Foster start-up firms that set-up a new and innovative business using space-oriented technology, or data derived from space assets, for products and services in both space and terrestrial markets

ESA TECHNOLOGY BROKERS

Support technology transfer and appliances between established industry from the space and non-space sector, and within the space sector

ESA Φ-LAB NETWORK

Facilitates research teams to engage in groundbreaking science and technology development that have a potential in high-yield commercialisation



Ф-LAB NETWORK

ESA-WIDE COVERAGE
IN MULTIPLE
MEMBER STATES

GROUND-BREAKING RESEARCH, DIVIDING COMMERCIAL TECHNOLOGIES

FOR PhDs AND RESEARCHERS



BUSINESS INCUBATION

30 CENTRES

90+ LOCATIONS

200+ NEW STARTUPS P/Y

1600+
STARTUPS SUPPRTED



TECHNOLOGY BROKERS

> TECHNOLOGY BROKERS

> 404
> TECHNOLOGY
> TRANSFERS



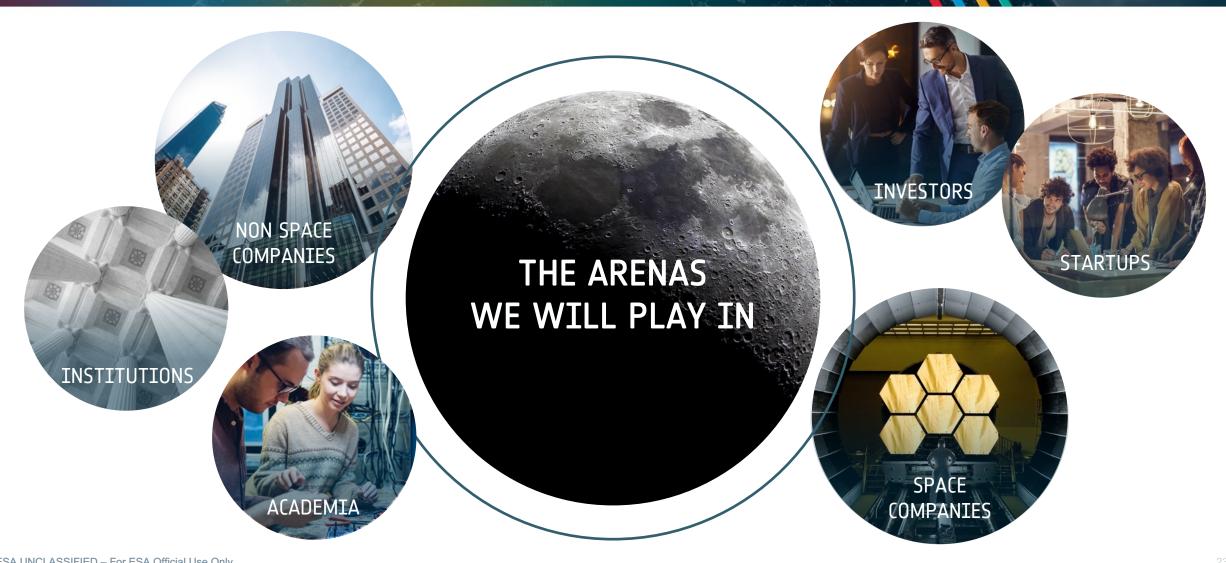
PARTNERSHIPS

FOR ENTREPRENEURS, CORPORATES, INSTITUTES, AND BUSINESS SCHOOLS

SUPPORTS START-UPS, ALUMNI AND NEWCOMERS

CONNECTING TO CURRENT & FUTURE DECISIONMAKERS



















































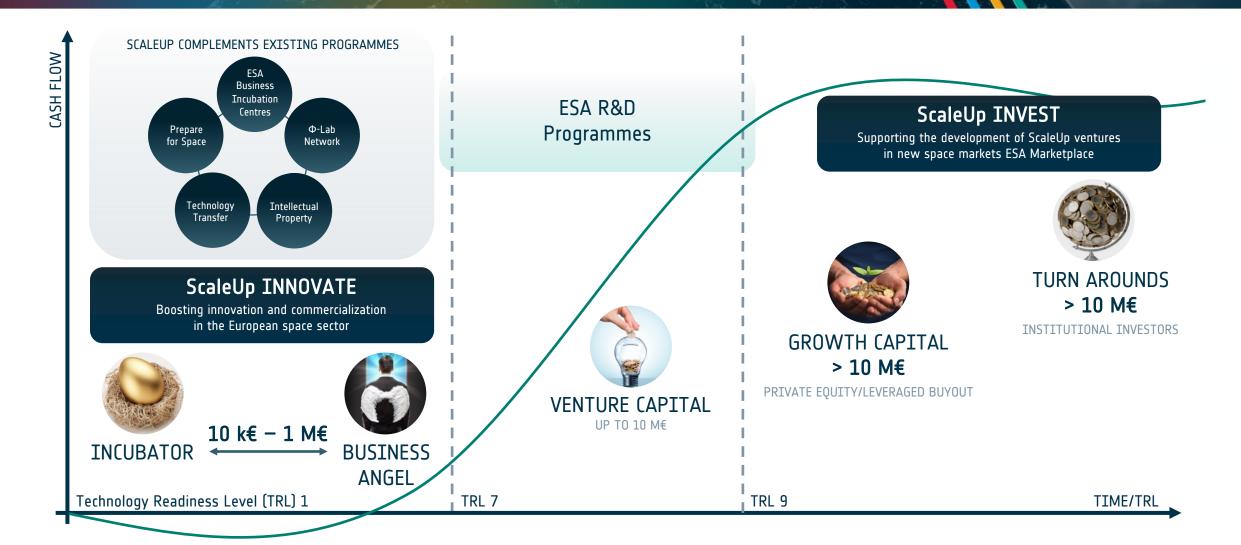


Contributions to a company's lifecycle



BUSINESS INCUBATION CENTRE





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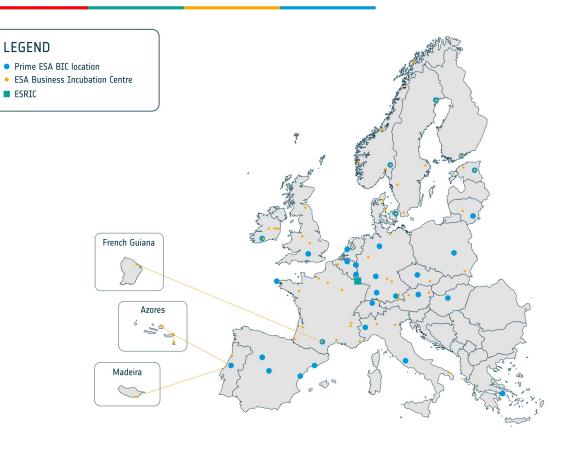
THE LARGEST NETWORK OF SPACE INCUBATORS IN EUROPE







ESA BUSINESS INCUBATION CENTRES MAP



ESA BUSINESS INCUBATION CENTRES

ZUU+ NEW START-UPS SELECTED YEARLY

1,600+ START-UPS SUPPORTED OVERALL

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ESRIC



















































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- In 2001/2002 it was noticed that creating new companies was an effective method for tech transfer and so the idea of creating a European Space Incubator (ESI) at ESTEC was born. This was the precursor to the ESA BIC and the subsequent ESA BIC Network.
- To promote the idea of business incubation aimed at space tech transfer, a pan-European network initiative was launched in parallel, the European Space Incubators Network (ESINET).
- In September 2003, the first ESA Business Incubation Centre was shaping up, with the appropriation of funds on 1/1/2004, marking the official start of operations.
- From the 1st ESA BIC in Noordwijk, it has grown into a network of 30 ESA BICs in 21 Participating States (status 2024 Q1.
- In addition, the ESRIC Start-up Support Programme was launched in Luxembourg in 2021
- The ESA BICs have been implemented through various optional programmes: GSTP, Artes, ScaleUp (CM 22)
- The space connection has varied throughout the years, with upstream coming to the scene around 2015-2016.
 - By end of 2023, upstream start-ups had grown to take 22% of the total portfolio
 - 61% of the start-ups focused on downstream applications and 17% on technology transfer
- As of 2024 Q1, more than 1600 start-ups have been supported, out of these 69% are alumni, 24% incubatees and 7% failed incubation

ESA Business Incubation Centres: 20 years!

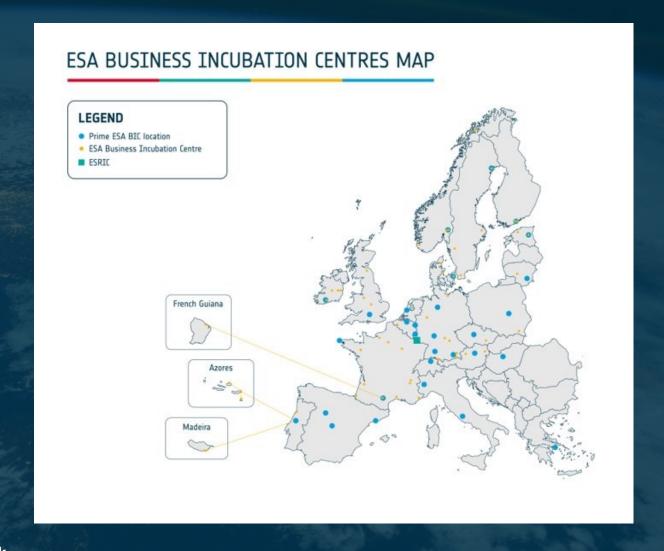


30 ESA BICs in 21 Participating States

- 200+ start-ups selected annually
- 1600 start-ups selected in 20 years

Socioeconomic Impact in 2022*:

- > 177.5 M€ of revenue (on average 300k€ per start-up)
- > 395 M€ of investment raised (101 M€ public, 268 M€ private, 25 M€/= other)
- ~ 5000 full-time jobs created and sustained (~25% female)
- > **136 patents** granted in 2022 (> 390 total)



*Based on a survey covering \sim 45% of the start-ups in the ESA BIC Network





ESA BIC Portugal 2025-2029

Tender Objectives and Information

Inês Plácido, ESA BIC Network Coordinator, Serco for ESA





To create and strengthen the community of successful space related start-ups in Portugal by supporting 30 incubatees over the period of 3 years under the ESA BIC scheme.

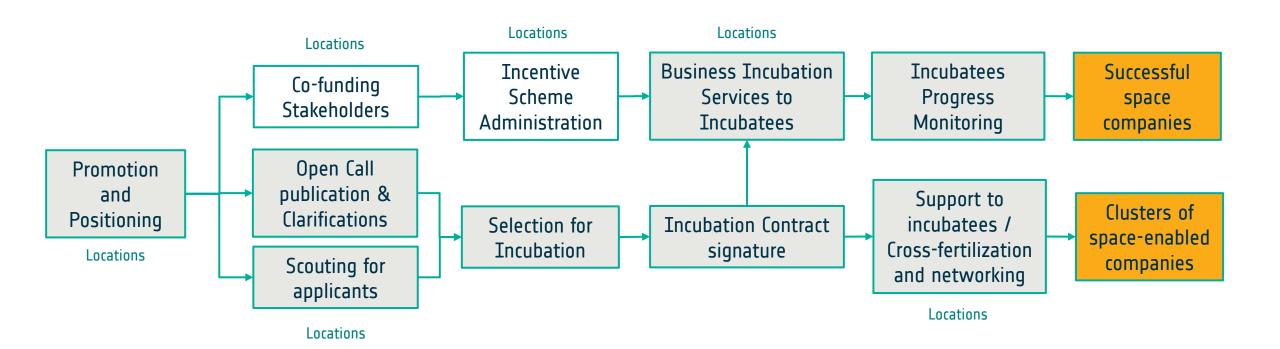
The winning bid shall cover, as a minimum, the Regions of Norte, Centro, Grande Lisboa and Região Autónoma dos Açores. A maximum of 10 locations may be offered in total.







Common Approach and Workflow









PROMOTING AND POSITIONING

Task 1

- General Promotion & Marketing
- Positioning
- Advisory Board

FROM SCOUTING TO SELECTION

Tasks 2-6

- Active Scouting
- Publish open call
- Clarifications
- Evaluation
- Selection
- Contractual Agreements

SUPPORT TO INCUBATEES

Task 7

- Office Facilities
- Technical Support
- Business Coaching
- IPR/legal advice

INCENTIVE SCHEME

Tasks 8-9

- Administer ESA incentive
- Monitor Progress

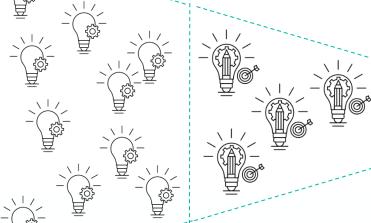
NETWORKS AND CLUSTERING

Tasks 10-13

- Network of incubatees & Alumni
- Clusters Growth
- Cross-fertilisation
- ESA BIC Network

MANAGEMENT AND REPORTING

- Reporting to the Agency
- Project Management
- Monitoring & Success
 Assessment
- Coordination Meetings
- Deliverables



SCOUTING











SELECTION

SUPPORT

RESULTS







Management Fee

EURO 300,000 over 5 years

Incentive Scheme for incubatees

EURO 900,000 over 3 years covering 50% of the incentives for a total of 30 Incubatees

Events, Workshops and Training

EURO 60,000 over 3 years







Indigenous Regional Economic Development Strategy

Co-funding expected for all budget components

Incentive Scheme for incubatees

In principle, spent in the ESA BIC country

Linked to agreed deliverables, to be verified by the ESA BIC

Co-funding secured by the ESA BIC (and detailed in the proposal)

Provided by one or several co-funding partners

Provided to the Incubatee in equal terms as the ESA part of the incentive







Tender Reference

AO/1-12419/24/NL/AL/an, ESA BIC Portugal (2025-2029)

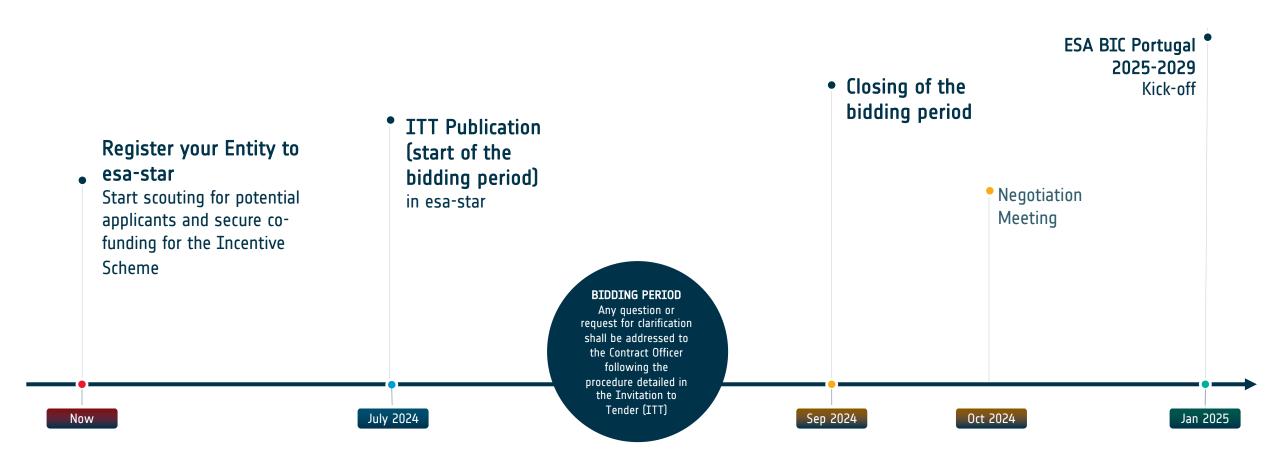
Open from July 2024 (exact day tbc) to 15/09/2024

Eligibility

The Agency can only consider proposals from a company or organisation — be it as Prime or as Subcontractor — registered in Portugal.

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Register your entity at esa-star Registration

Download the official tender documentation from esa-star Publication (currently Intended Tender)

Create your "Bidder Restricted Area" in esa-star Tendering

Write your proposal

Submit your proposal through the 'Bidder Restricted Area' in esa-star Tendering



'Doing business with ESA' Portal:

https://doing-business.sso.esa.int/

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How to apply - documentation







Letter of Invitation

Statement of Work

Special Contract Conditions

Special Tender Conditions

Clarifications (if applicable)

Cover Letter and Proposal Template

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QUESTIONS

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ANSWERS







Before the Q&A...

General informations

The slides will be published after the session.

The registrations list will be shared among all registered participants.

About the Q&A

Please submit your questions in the Q&A area.

ESA will publish an anonymous copy of the question on *esa-star*, together with the ESA's answer.

Any questions to be raised after this Information Session, shall preferably be raised via the dedicated function on esa-star (the latest 14 calendar days before the closing date). Alternatively, through the Tender Contract Officer: Adriana.Lucas@esa.int.







































THANK YOU FOR YOUR ATTENTION

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