

New ways of boosting Earth Observation in Europe

Guillaume de La Brosse

Head of Unit
Innovation & New Space – Space Defence
DG Defence Industry and Space
European Commission

CASSINI

A programme of the Commission in support of New Space

Close cooperation with ESA

PROMOTION

Hackathons & Mentoring

INNOVATION COMPETITIONS

Prizes (access to space, maritime)
Challenges

INVESTMENT

Equities (€1 billion capacity or more
8 VC funds signed + co-investments)

Debt funding (90 million already committed, 6 deals)

MATCHMAKING

CASSINI Matchmaking
9 physical events in 8 countries
150+ companies participating

Capacity building

Networks and knowledge
VC funds and other investors

Helios Space Stock Market Index

IOD/IOV

In-Orbit Demonstration and Validation

BUSINESS GROWTH

CASSINI Business Accelerator
40 New Space companies

ANCHOR CUSTOMER

Long-term perspective
Copernicus Contributing Mission

In support of EO



CASSINI Matchmaking

Bringing together the whole space ecosystem

Over €1B funding raised by CASSINI-backed companies

Matchmaking Opportunities

WebSummit, 13-16 November, Lisbon (PT)



CASSINI Seed & Growth Facility

€1+ billion boost to space investments

Investment agreements signed with 8 VC Funds:

- Alpine Space
- OTB Ventures
- Primo Space
- Orbital Ventures/Promus Ventures
- UnternehmerTUM VC/UVC Partners
- Vsquared Ventures
- Deep Blue Ventures
- 42 CAP IV

CASSINI Business Accelerator

Accelerating go-to-market plans and helping space companies grow

- Batch #1 – 8 EO companies
- Batch #2 – 7 EO companies

Debt Funding for Space Companies

- EIB Venture-debt operations offer non-dilutive funding, ticket sizes €10-40 million (InvestEU guarantees)
- EIB offers loans €10-75 million suitable for fast-growing mid-caps – with InvestEU guarantees
- Private banks can offer business loans €1.0 - 7.5 million – with InvestEU guarantees

CASSINI Hackathons

Developing skills and fostering new business ideas using space data

Next CASSINI Hackathon on Humanitarian Aid & Sustainable Development taking place on 3-5 November

Examples of winning solutions using EO:

- **Galacticum** (LT) – identification and removal of asbestos rooftops using satellite data
- **STOL** (LV) – supporting maritime professionals to harness the power of EO data to protect the Arctic



New Ways of Doing Space: Copernicus Contributing Missions



In June 2023, 9 New Space companies were awarded contracts for a value of €5M each to act as suppliers of Copernicus Contributing Missions

Cat. 2 Competition for Copernicus Contributing Missions to be published soon!