

A central digital globe composed of a grid of blue and green dots, surrounded by glowing purple and blue data lines and patterns on a dark blue background.

# THE 2<sup>nd</sup> EO COMMERCIALISATION FORUM

DETAILED AGENDA

27–28 November 2024 | KAP Europa, Frankfurt

# THE 2nd EO COMMERCIALISATION FORUM PROGRAMME

DAY 1 - WEDNESDAY 27 NOVEMBER



WELCOME BREAKFAST AND REGISTRATION

08:00 - 09:00



OPENING SESSION

09:00 - 10:35

MERIDIAN



**Ioana Lung**

*Communication Programme  
Officer for EO  
ESA*



**Josef Aschbacher**

*Director General  
ESA*



**Simonetta Cheli**

*Director of Earth  
Observation Programmes  
ESA*



**Geraldine Naja**

*Director of Commercialisation,  
Industry and Competitiveness  
ESA*



**Guillaume de la Brosse**

*Head of Innovation  
and NewSpace Unit  
DG-DEFIS, European Commission*



**Dusan Chrenek**

*Principal Adviser  
DG- CLIMA  
European Commission*



**Jaroslav Toth**

*Innovation Finance Advisor  
EIB*



**Rob Desborough**

*General Partner  
Seraphim Space*



**Jeffrey Griffin**

*Senior Coordinator GEF Coordination  
Unit, Office of Climate Change  
FAO*



**Walther Pelzer**

*Member of the Executive Board  
Director General of the German  
Space Agency at DLR*



COFFEE BREAK

10:35 - 11:05

FOYER

# THE 2nd EO COMMERCIALISATION FORUM PROGRAMME

DAY 1 - WEDNESDAY 27 NOVEMBER



## KEYNOTE SPEECH

11:05 - 11:25

MERIDIAN



**Alexander MacDonald**  
*Chief Economist*  
NASA



## THE EO WORLDWIDE MARKET

11:25 - 13:15

MERIDIAN



**Giuseppe Borghi**  
*Head of  $\Phi$ -lab Division*  
ESA



**Carla Filotico**  
*Partner and Managing Director*  
Nova Space



**Giovanni Sylos Labini**  
*Vice-Chairman*  
EARSC



**Pierre Lionnet**  
*Research & Managing Director*  
ASD EUROSPACE



**Benoit Deper**  
*CEO & Founder*  
AEROSPACELAB



**Juan Tomas Hernani**  
*CEO & Founder*  
SATLANTIS



**Rafel Jorda Siquier**  
*CEO & Founder*  
OPEN COSMOS



**Sebastien Tailhades**  
*Domain Manager EO*  
OHB



**Eric Even**  
*Head of Space Digital*  
AIRBUS



**Sergio Greco**  
*Senior Vice President Operations*  
Thales Alenia

# THE 2nd EO COMMERCIALISATION FORUM PROGRAMME

DAY 1 - WEDNESDAY 27 NOVEMBER



LUNCH BREAK

13:15 - 14:30

FOYER



VIP LUNCH

13:15 - 14:15

ORIENT



GREEN AND SUSTAINABLE FUTURE OPPORTUNITIES FOR THE EO INDUSTRY

14.15 - 16.15

MERIDIAN



**Rune Floberghagen**  
*Dept. Head Climate action,  
sustainability and Science*  
ESA



**Inge Jonckheere**  
*Head of the Green  
Solution Division*  
EOP-SG, ESA



**Ola Grabak**  
*Earth Observ Applicat.Engineer*  
ESA



**Heike Bach**  
*CEO*  
Vista/Baywa



**Zita McCarthy**  
*General Manager*  
Kerry Agribusiness



**Bernhard Eder**  
*Head of the Area  
Monitoring System*  
Austria Paying Agency



**Marcel Andriesse**  
*Head of Agriculture  
Product Centre*  
Swiss Re



**Gordon Campbell**  
*Head of the Enterprise Section*  
EOP-SGE, ESA



**Stefano Ferretti**  
*Earth Observation  
Exploitation Engineer*  
ESA



**Roland Roesch**  
*Director*  
IRENA



**Dernis Mediavilla**  
*European Marine Energy Centre*  
EMEC



**Marco Alves**  
*CEO*  
WavEC – Offshore Renewables



**Niki Fodor**  
*Policy and Strategy*  
Solarpower Europe



**Maurizio Rini**  
*Head of Project Development  
Western Europe*  
Metlen Energy & Metals



COFFEE BREAK

16.15 - 16.45

FOYER

# THE 2nd EO COMMERCIALISATION FORUM PROGRAMME

DAY 1 - WEDNESDAY 27 NOVEMBER



## COMMEO AWARD



16.45 - 17.15



MERIDIAN



**Peggy Fisher**

*EO Third Party Missions  
Manager, EOP-GM  
ESA*



**Michele Castorina**

*Head of  $\Phi$ -lab Invest Office  
& InCubed Programme  
ESA*



Pitch 1



Pitch 2



Pitch 3



Pitch 4



Pitch 5



## FIRST DAY WRAP UP



17.15 - 17.30



MERIDIAN



**Dominique Guilleron**

*Head of EOP Projects  
Departments,  
ESA*



## COCKTAILS AND BUFFET DINNER



18:30 - 22:00



FOYER

# THE 2nd EO COMMERCIALISATION FORUM PROGRAMME

DAY 1 - WEDNESDAY 27 NOVEMBER



## INCUBED NEXT LAUNCHES



19:00 - 19:30



FOYER



**Michele Castorina**  
*Head of  $\Phi$ -lab Invest Office  
& InCubed Programme  
ESA*



**Martin Langer**  
*CEO & CTO  
OroraTech*



**Jarkko Antila**  
*Chief Executive Officer  
Kuva Space*



**Leonardo Amoruso**  
*Head of SpaceStream  
Planetek*



**Marius Bierdel**  
*CTO  
Constellr*



## COMMEMORATION AWARD CEREMONY



20:00 - 20:30



FOYER



**Juliette Lambin**  
*Head of Future Missions  
& Architecture Dept.*



**1st CLASSIFIED**



**2nd CLASSIFIED**



**3rd CLASSIFIED**



# THE 2nd EO COMMERCIALISATION FORUM PROGRAMME

DAY 2 - THURSDAY 28 NOVEMBER



## WELCOME BREAKFAST



08:00 - 09:00



FOYER



## THE EO JOURNEY: FROM INDUSTRY TO INVESTORS



09:00 - 10:00



MERIDIAN



**Gianluigi Baldesi**  
*Head of Ventures  
and Financing Office*



**Michele Castorina**  
*Head of  $\Phi$ -lab Invest Office  
& InCubed Programme  
ESA*



**Maciej Krzyżanowski**  
*CEO  
Claudferro*



**Martin Langer**  
*CEO & CTO  
OroraTech*



**Michael Putz**  
*CEO  
BlackShark.ai*



**Jarkko Antila**  
*Chief Executive Officer  
Kuva Space*



**Benoit Deper**  
*CEO & Founder  
AEROSPACELAB*



## THE EO INVESTOR PERSPECTIVE



10:00 - 10:50



MERIDIAN



**Michele Castorina**  
*Head of  $\Phi$ -lab Invest Office  
& InCubed Programme  
ESA*



**Gianluigi Baldesi**  
*Head of Ventures  
and Financing Office*



**Hugo Gonzalez**  
*CEO  
Thespacebuilder*



**Lena Stache**  
*Investment Analyst  
DTCF | DeepTech  
& Climate Fonds*



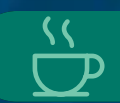
**Nirwan Tajik**  
*Growth equity Investor  
Revaia*



**Quentin Robert**  
*Principal  
Expansion Ventures*



**Christina Viogt-Sasse**  
*Investment Associate  
MIG Capital*



## COFFEE BREAK



10:50 - 11:20



FOYER

# THE 2nd EO COMMERCIALISATION FORUM PROGRAMME

DAY 2 - THURSDAY 28 NOVEMBER



## STITUTIONAL DEMAND FOR COMMERCIAL EO



11:20 - 12:10



MERIDIAN



**Michele Castorina**  
*Head of  $\Phi$ -lab Invest Office  
& InCubed Programme*  
ESA



**Peggy Fisher**  
*EO Third Party Missions  
Manager, EOP-GM*  
ESA



**Alexander MacDonald**  
*Chief Economist*  
NASA



**Catharina Bamps**  
*Policy Officer*  
DG-DEFIS, European Commission



**Sonia Santos**  
*Senior Project Officer*  
EMSA



**Christian Holzleitner**  
*Head of Unit for Land  
Economy and Carbon Removals*  
DG-Clima European Commission



**Christina Borchmann**  
*Director - CAP Strategic Plans I,  
Coordination and IACS*  
DG-AGRI, European Commission



## ESA COMMEO APPROACH TOWARDS CM25



12:10 - 13:00



MERIDIAN



**Nicolaus Hanowski**  
*Head of Mission Management  
& GS Department*  
EOP-G, ESA



**Michele Castorina**  
*Head of  $\Phi$ -lab Invest Office  
& InCubed Programme*  
ESA



**Peggy Fisher**  
*EO Third Party  
Missions Manager,*  
EOP-GM, ESA



**Juliette Lambin**  
*Head of Future Missions  
& Architecture Dept.*



**Rune Floberghagen**  
*Dept. Head Climate action,  
sustainability and Science*  
ESA



**Nick Appleyard**  
*Hd. Applications and Solutions  
Dept., CIC-A, ESA*



**Ines Sanz Morere**  
*Earth Observation Data  
Process. Engineer*  
EOP-GCY, ESA



## LUNCH BREAK



13:00 - 14:15



FOYER



# THE 2nd EO COMMERCIALISATION FORUM PROGRAMME

DAY 2 - THURSDAY 28 NOVEMBER

## TOWARDS EUROPEAN LEADERSHIP OF THE GLOBAL EO COMMERCIAL MARKET

14:15 - 15:45

MERIDIAN



**Dominique Guilleron**  
*Head of EOP Projects  
Departments  
ESA*



**Giuseppe Borghi**  
*Head of  $\Phi$ -lab Division  
ESA*



**Godela Roßner**  
*Head of Earth Observation  
DLR*



**Laura Candela**  
*Coordinator of I4DP  
market programme  
ASI*



**TBD**  
CNES



**Jana Hecker**  
*Partner  
Einstein Industries Ventures*



**Gianluigi Baldesi**  
*Head of Ventures  
and Financing Office  
ESA CIC*



**Catharina Bamps**  
*Policy Officer  
DG-DEFIS,  
European Commission*



**Markus Moeller**  
*Member of the Board –  
Chief Strategy  
and Development Officer*



**Martin Langer**  
*CEO&CTO  
Ororatech*

## CONCLUDING REMARKS

15:45 - 16:00

MERIDIAN



**Eleni Paliouras**  
*Head of Strategy, Programme  
and coordination office EOP-C  
ESA*

# THE 2nd EO COMMERCIALISATION FORUM PROGRAMME

DAY 2 - THURSDAY 28 NOVEMBER



COFFEE BREAK



16:00 - 16:30

## PARALLEL SESSIONS DAY 2 AFTERNOON



BOOSTING INDUSTRIAL COMPETITIVENESS WITH STANDARDISATION PAVING THE WAY TO EO CONSTELLATIONS



14:15 - 15:45



OKZIDENT



**Josep Rosello**

*Head of Science, Applications  
& Climate Dept*

ESA



**Leonardo Mazzini**

*CTO and Research & Development  
Technology and Product Policy  
Thales Alenia Space Italy*



**Martin Siegbert**

*TESAT CTO  
TESAT*



**Valerio di Tana**

*Chief programme officer  
Argotec*



**Benoit Mathieu**

*CEO  
OHB Sweden*



**Augustinas Lubys**

*Head of Business Development  
Nanoavionics*



INVESTORS/ESA AND INDUSTRY MATCHMAKING



14:15 - 17:15



ORIENT