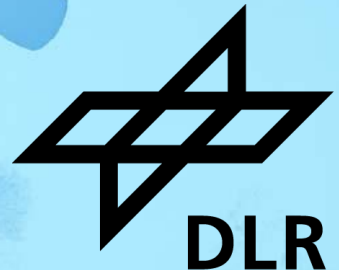


# WELCOME TO THE SECOND EARTH OBSERVATION COMMERCIALISATION FORUM

27<sup>th</sup>-28<sup>th</sup> November 2024, Frankfurt

**Dr.-Ing. Walther Pelzer**

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



# Earth observation addresses climate challenges

- EO is crucial for understanding climate change and guiding necessary adaptations.
- Germany prioritises the climate crisis, supporting the EU's Green Deal and Paris Agreement, with EO aiding decision-making.
- High-quality EO data is essential for resource management and climate change preparedness.
- European EO, including Copernicus and EUMETSAT, sets global standards and supports international climate initiatives.



Private companies, including an increasing number of start-ups, are making an important contribution to space services to generate knowledge and to limit the climate crisis. Germany welcomes and supports the use of commercial services for the protection of the planet as they are indispensable to help us fill important information gaps and needs.

# Framework to boost innovation and private investment



## Successful German start-ups in EO (upstream & downstream)

National and European funding opportunities



Federal Ministry  
for Economic Affairs  
and Climate Action

**eXIST**

ESA BIC Bavaria,  
ESA BIC Northern Germany &  
ESA BIC North Rhine-Westphalia

Private and public investment



DeepTech  
& Climate  
Fonds

Supported by additional initiatives by the German Space Agency

**Launch of the first two German satellites funded through InCubed by the companies constellr and OroraTech in early 2025!**

# Path for successful New Space and EO commercialisation in Germany and in Europe



- The budgets for **ESA Third Party Missions** and **Copernicus Contributing Missions** are vital for supporting New Space EO missions and should be increased.
- High demand for security-related high-resolution data presents growth opportunities; Europe should develop commercial service agreements while keeping them distinct from Copernicus activities.
- The growth of the service sector has been largely fuelled by the free data provided by Copernicus, with significant potential for climate action services.
- European institutions can enhance commercial capacity by consistently tendering their information requirements to companies with adequate budgets.
- **A sustainable European market for EO data and services is key for a successful transition from innovation to commercialisation.**

## In summary



- 1. European Earth observation has set a worldwide standard regarding its technological capabilities, data quality and data availability.**
- 2. We urgently need the solutions it offers to address essential requirements in the green transition and for crisis response across Europe.**
- 3. For the commercialisation to succeed this need has to be sustained by a stable demand from the European institutions.**



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