

Dear Sir or Madam,

the European Space Agency ESA with its partners High-Tech Gründerfonds Management GmbH and Deutsches Zentrum für Luft- und Raumfahrt e.V. (DLR) are pleased to announce the

10th ESA Investment Forum 2019

on 30th & 31st January 2019

at the European Space Operations Centre ESA/ESOC in Darmstadt.

The event aims at fostering the investment climate in Germany within the Space Domain as well as within related Application Domains. It shall serve as a platform for a matching between innovative space start-ups and investors with a corresponding record of accomplishment.

Since the early 2000s, the ESA Technology Transfer and Business Incubation Office has been seeking entrepreneurs with innovative ideas in using space technologies or developing applications to create new products and services in a non-space environment (spin-off). These efforts are complemented by technology contributions to the space domain from non-space environments (spin-in). Such transfer of technology and know-how continues to increase the competitiveness of Europe as a whole, but also of each participating region by creating new start-up companies and leading to new jobs and growth. The ESA Business Incubation Centres (ESA BIC) in Germany (Hessen, Bavaria, Baden-Württemberg & Bremen) are part of a growing Europe-wide network of 20 ESA BICs in 60 locations. Up to date, this network has supported more than 600 space-connected start-ups, providing financial and business development support as well as technical expertise.

We cordially invite you to join the 10th ESA Investment Forum as an active participant. You will receive access to the presenting start-ups that were selected and coached beforehand and showcase investment opportunities in space. Within two pitch sessions, 14 start-ups will present their offerings and investment needs, where we invite you to join the Investor Panel.

Podium Discussions with Investors, Business Angel Networks and Start-ups will complement the event and address the topics “Entrepreneurship in Space - Why does Germany need a 1 B€ Space Fund?” and “Investment in Space – What are investors currently looking for?” The event closes with a Workshop on “Space Investment in Germany”. We invite you to play an active role in these formats.

We provide opportunities for match making with the presenting start-ups during the breaks as well as at an evening reception. Please refer to the event program for further details.

Please take advantage of this opportunity to access innovative investment opportunities in space and sign-up for the following items:

- Participation in Evening Reception on 30th January 2019
- Active Role in the Investor Panel in one of the two pitching sessions on 31st January 2019
- Active participation as a panel member in one of the two podium discussions
- Participation in Workshop on “Space Investment in Germany”

Online registration will open in November 2019 and will be announced through a dedicated communication. In the meantime, we would much appreciate your indication of interest via email to events@cesah.com, preferably by **16th November 2018**.

In order to implement this event to your full benefit and satisfaction, we kindly ask for a financial contribution of 200 € for participating investors who will take advantage of all the above items.

Best Regards



Frank Salzgeber

Head of ESA Technology Transfer
and Business Incubation Office



Christian Ziach

Investment Manager
High-Tech Gründerfonds
Management GmbH



Dr. Frank Zimmermann

Managing Director cesah GmbH
managing ESA BIC Hessen &
Baden-Württemberg

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Wissenschaftsstadt
Darmstadt



powered by



10th ESA Investment Forum 2019

ESA/ESOC, Robert-Bosch-Str. 5, 64293 Darmstadt

30th January 2019

09:00 - 10:00	Registration of participating Start-ups and Coaches & Welcome by Organiser	on invitation
10:00 - 13:00	Pitch Training Session	
13:00 - 14:00	Lunch Break & Guided Tour to ESOC Mission Control Rooms for participating Start-ups	
14:00 - 17:00	Pitch Training Session	
18:00 - 20:00	Evening Reception & Dinner (for presenting Start-ups, Coaches and Investors)	

31st January 2019

09:00 – 09:30	Registration of Participants	on registration
09:30 - 10:00	Opening of the 10th ESA Investment Forum 2019 <ul style="list-style-type: none"> Welcome by our Host: Dr. Rolf Densing, ESA Director of Operations and Head of ESOC Jochen Partsch, Lord Mayor of the City of Science Darmstadt Dr. Walther Pelzer, Executive Board Member German Aerospace Center & Head of DLR Space Administration Dr. Alex von Frankenberg, Managing Director, High-Tech Gründerfonds Management GmbH Frank Salzgeber, Head of ESA Technology Transfer and Business Incubation Office 	
10:00 - 11:00	Podium Discussion “Entrepreneurship in Space - Why does Germany need a 1 B€ Space Fund?” Moderation: Frank Salzgeber, Head of ESA Technology Transfer and Business Incubation Office Podium: participating Investors, Business Angel Networks and Start-ups	
11:00 - 12:00	Podium Discussion “Investment in Space – What are investors currently looking for?” Moderation: Christian Ziach, Investment Manager at High-Tech Gründerfonds Management GmbH Podium: participating Investors and Business Angel Networks	
12:00 - 13:00	Lunch Break & Match Making in Exhibition Area	
13:00 - 14:30	Pitches of 7 Start-Ups (5 minutes presentation + 7 minutes questions & answers) Moderation: Dr. Frank Zimmermann, ESA BIC Hessen & Baden-Württemberg, CEO cesah GmbH Feedback: Investor Panel	
14:30 - 15:00	Coffee Break & Match Making in Exhibition Area	
15:00 - 16:30	Pitches of 7 Start-Ups (5 minutes presentation + 7 minutes questions & answers) Moderation: N.N., ESA BIC Network Germany Feedback: Investor Panel	
16:30 - 17:00	Coffee Break & Match Making in Exhibition Area	
17:00 - 18:00	Workshop: Space Investment in Germany Moderation: Christian Ziach, Investment Manager at High-Tech Gründerfonds Management GmbH <ul style="list-style-type: none"> Best Practise Examples from Europe and the US Round Table Discussion amongst German Investors on necessary improvements, Regulatory Requirements, Agencies as Anchor Customers, involvement of start-ups in invitations to tender, etc. Conclusion and Way Forward 	