

### ESA EOP Commercialisation and New Space



#### ESA EOP as an ENABLER

Fully funded by ESA

#### **FutureEO**

- Block 4: Enabling downstream applications
   Block 3: Enabling commercialisation
- with GS & data management
   Block 1 : Commercialisation with upstream technology

#### ESA EOP as a **PARTNER**

Co-funded (industry-lead)

InCubed (Earth Watch)

#### ESA EOP as a **CUSTOMER**

Funded by ESA and/or with a third-party partner

Commercialisation through
EO Data Buy
for science (TPM)
& for operations (CCM)

"Traditional" EOP R&D
procurement agency role

Fully funded by ESA
"New Space approach"

Scouts (FutureEO Block 2)

Arctic Weather Satellite (Earth Watch)

### ESA EOP Commercialisation and New Space





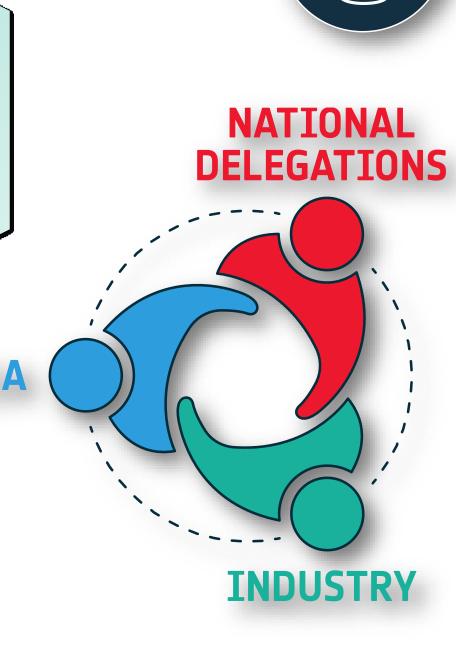
### Φ-lab run Investing in Industrial Innovation (InCubed)













Personalised technical and commercial guidance



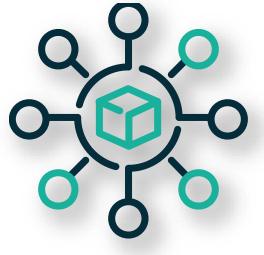
Zero-equity and zero-IPR



ESA stamp of credibility



Privileged access to commercial services enabling your development



Access to ESA EO facilities and Φ-lab community 4

































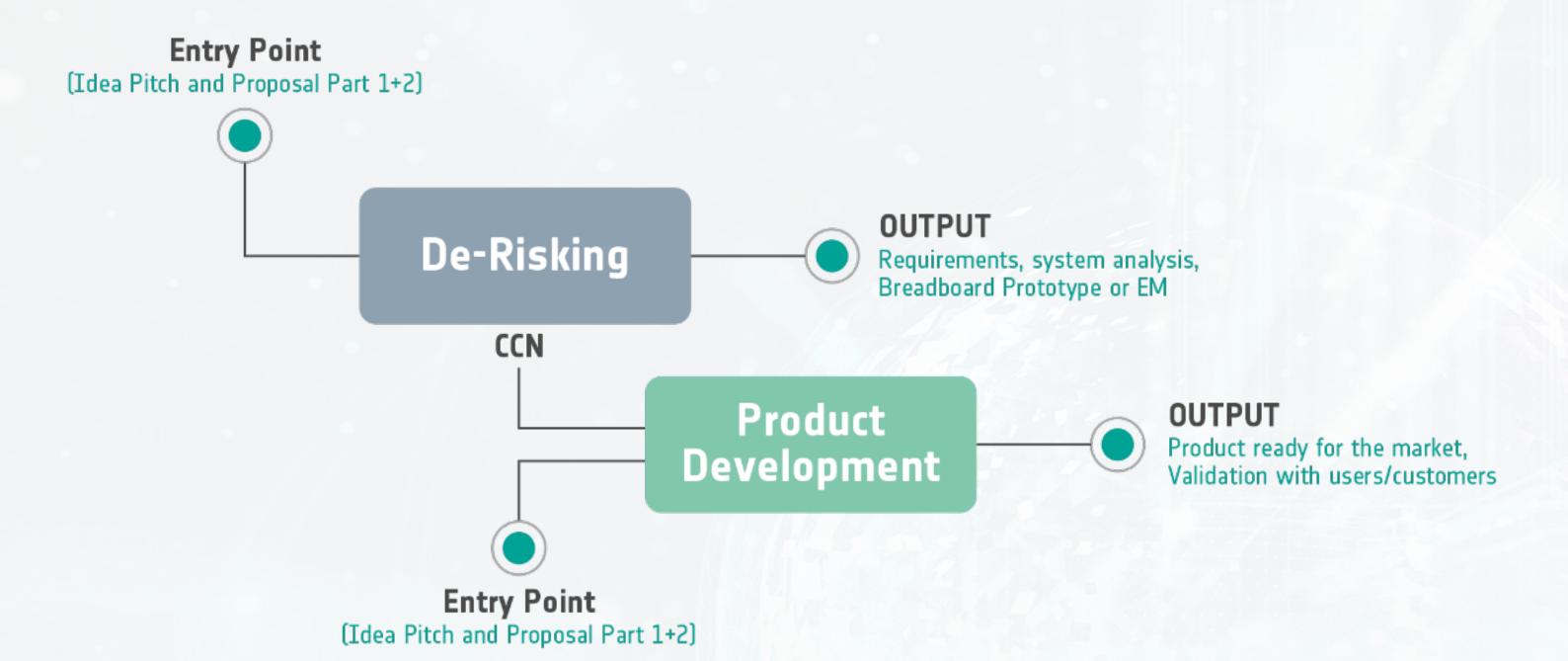






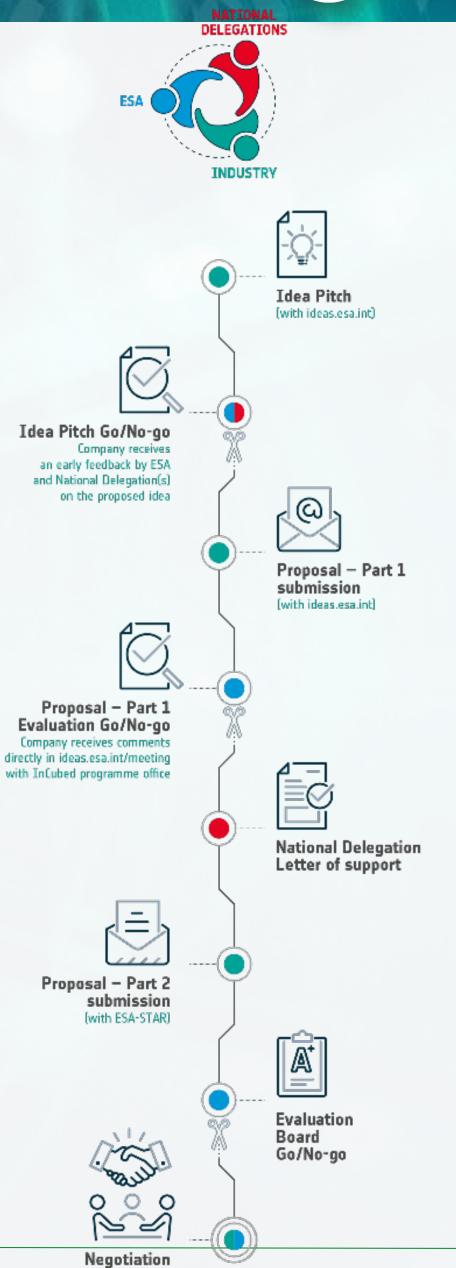
### InCubed process





	Cycle	TRL	ASRL	Funding Level up to % (of total allowable cost)		Funding level for Universities or Research Institutes
				Large Companies	SME	with no commercial Interest in the Product
	De-risking	Up to 4-6 (1)	Up to 3	Up to 75%	Up to 80%	Up to 100% of maximum 30% of the cycle costs
	Product development	Up to 7 (8 for IOV)	4 Up to 8	Up to 50%	Up to 80%	Up to 100% of maximum 30% of the cycle costs

<sup>(1)</sup> Depending on the technological or market risks as assessed by the Agency



# ESA as a Partner InCubed - What ESA offers



- Risk sharing
  - Equity and IPR free co-funding



- Personalised technical and commercial guidance
  - ESA technical and business development expertise



- Strong connection with private investors
  - In coordination with the ESA Directorate of Comercialisation Industry and Competitiveness (D/CIC)



# Supported InCubed Upstream Companies

































constellr





















Fraunhofer









aerospacelab





beyond gravity





















## Supported InCubed Downstream Companies



















terranets bw





**HydroLogic** 

































AIRCENTRE











miramap





















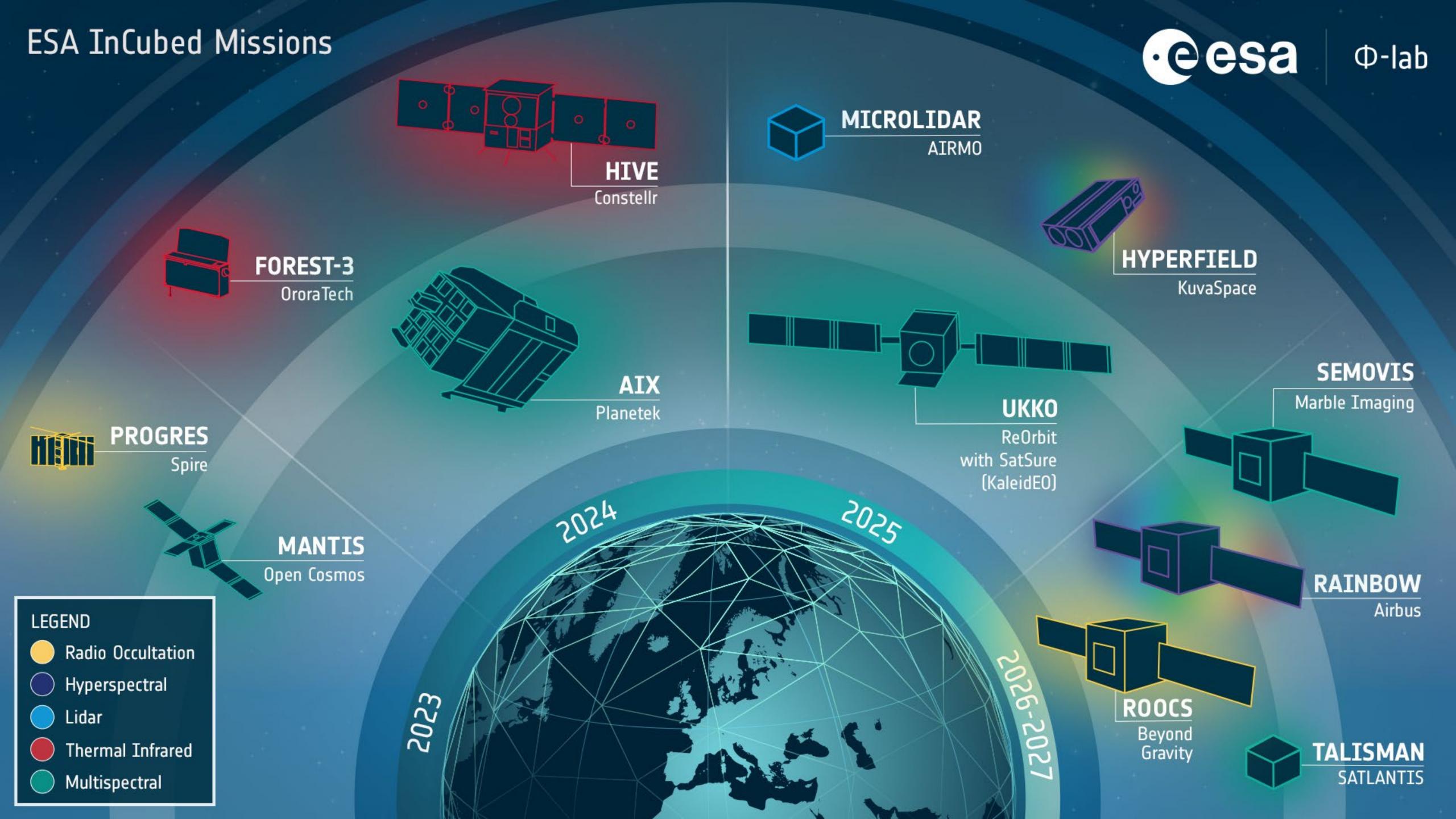






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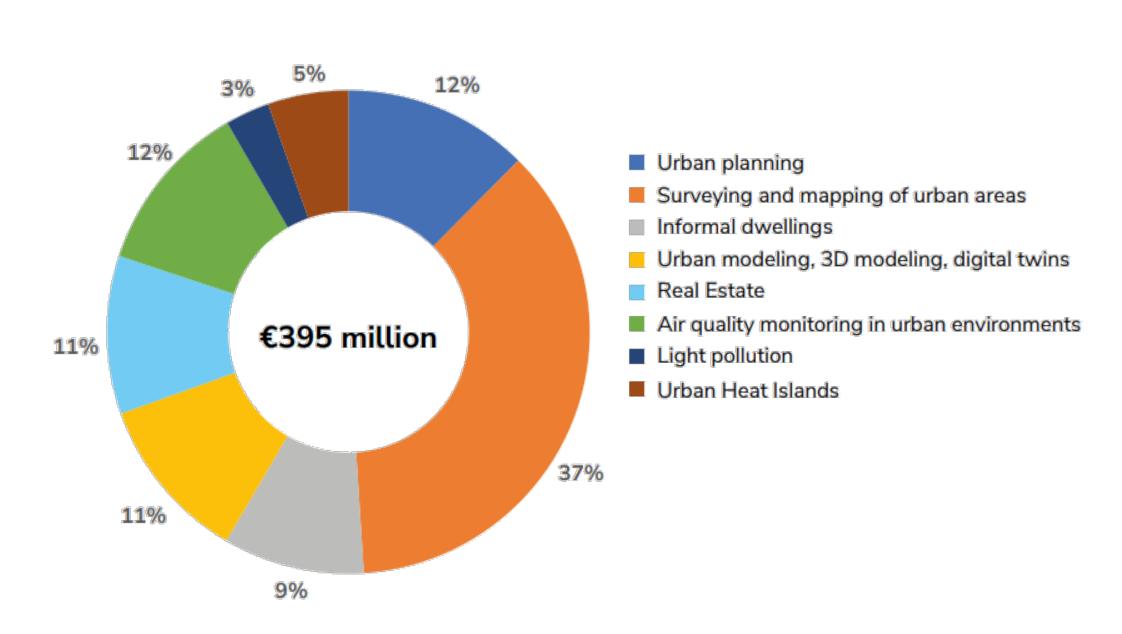


# EO market on Cultural Heritage

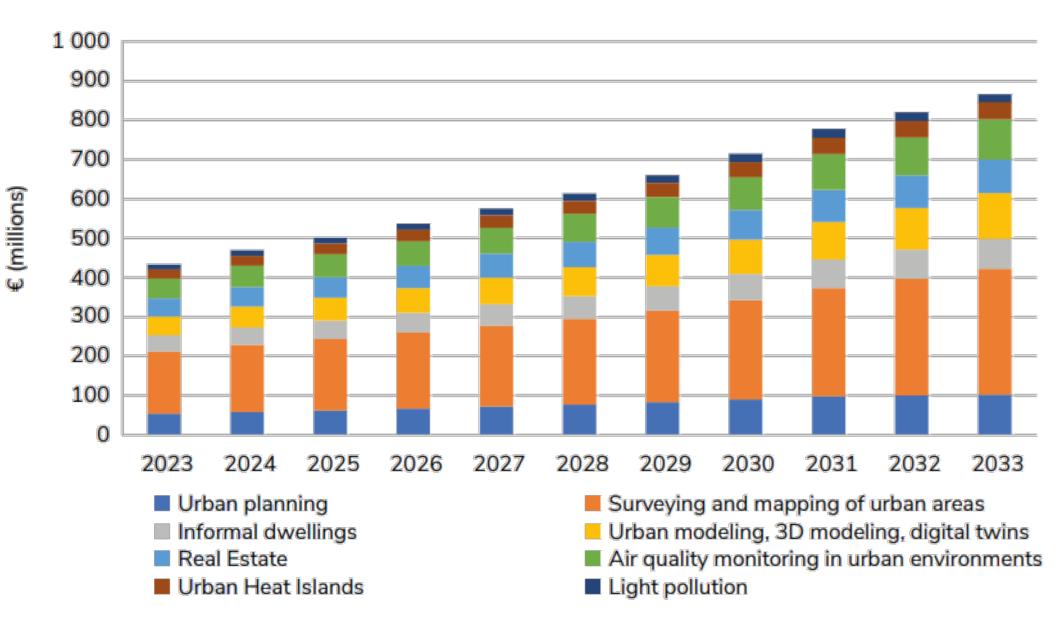


- EO provides valuable information in support of urban planning, monitoring of informal dwellings, and informing the progress and state of urban greening. Moreover, EO-based services provide essential information on air quality in urban environments, measuring particles that might affect the heath of citizens and monitoring greenhouse gas emissions. This is also critical when monitoring cultural heritage sites, whereby the impact of air quality and potential ground subsidence may endanger these sites<sup>1</sup>. EO also contributes to the restoration of cultural heritage in conflict areas. An emerging EO application is the creation of digital inventories of cultural heritage sites in war zones (which UNESCO is currently doing to keep track of damage to Ukraine's cultural heritage sites). The comparison of satellite images before and after malicious acts in areas affected by conflicts, enables the identification of damaged or destroyed areas as well as the assessment and classification of the level of degradation.
- Market revenues:
  - For 2022, revenues from EO data & services sales have reached almost €400 million.
  - Estimated revenues from EO data and services sales are expected to grow from about €430 million in 2023 to up to €870 million in 2033

#### Revenues from EO data & services sales by application 2022



#### Revenues from EO data & services sales by application



<sup>1</sup> Earth Observation Market

### InCubed activities



InCubed had a specific Open Call campaign dedicated to Archaeology in 2023, but our permanent open call scheme allows any new idea to be submitted any time, independently of having individual open call.

We have currently activities specifically dedicated to support Archaeological prospection, monitoring and surveillance in support of the *Italian Ministry of Culture (MiC)* 

Additionally, many of the InCubed activities could be also be used for supporting activities, such as preservation and monitoring of Cultural and Natural Heritage sites:

- Design of VHR hyperspectral and thermal sensors/satellites and constellations
- Development of continuous monitoring platforms and services:
  - Hazard/vulnerability risks for critical infrastructure (also archaeological sites)

- Asset structural stability monitoring/assessment and early warning systems.
- Environmental pollution (air, water)
- Dedicated solutions for coastal monitoring, forest, agriculture and biodiversity analysis
- Multi-hazard climate risk evaluation of assets, including floods, seismic hazards, and extreme weather events

### Relevant activities







AI-Driven Preventive Archaeology through Multi-Seasonal Remote Sensing













RIGHTSKIES

BrightSkies Methane Emissions Service

SEE

#### MANTIS

Mission and Agile Nanosatellite for Terrestrial Imagery Services...

366



Development of an EO-based tree species classification methodology and connected

E

#### INFOSEQUIA-4CAS

Towards an operational satellite-based Drought Early Warning and Forecasting

SEE

#### SIG4E0

Integration of Object Based Signal Generators for Change Detection in EO data...

SEE

#### EUSMAR

EOSmart: Smarter Mapping and Monitoring of Water Quality

SEE

### Many more at: https://incubed.esa.int/activity-portfolio















#### ORORATECH'S GLOBAL WILD..

OroraTech's Global Wildfire Warning

SEE

#### COASTEO

CoastEO: Coastal Ocean Assessment using Earth Observation

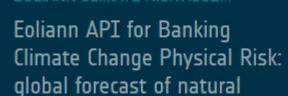
SEE



SATFORCERT: Supporting Forest Certification

SEE





SEE



SEE

BODIS











# Thank you for your attention JoseManuel.DelgadoBlasco@ext.esa.int



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