

BUSINESS INNOVATION SYMPOSIUM (E6)
New Space Markets + Investment Opportunities (3)

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COMMERCIAL OPPORTUNITIES IN THE SPACE SECTOR AND ROUTES TOWARDS
SUCCESSFUL EXPLOITATION

Abstract

Commercial opportunities related to the space sector come in different avors with regards to their timeframe, cost structure, risk profile, commercial potential, organizational and financing needs etc., and therefore differ significantly in terms of business nature and scope. Furthermore, the mission of a business defines how to move forward, and therefore requires a case-by-case approach. Finally, people and culture play an important role, which is too often underestimated in the space arena. The participation of the private sector, respectively alternative funding, is a hot topic for almost two decades, be it for pure financial reasons or as enabling justification factor for new space activities.

This paper outlines some basic issues related to private sector involvement in space projects, especially with regards to equity nance as a basis for leveraging on nancial, strategic, managerial and cultural assets. In this context also different types of players and their roles and potential are addressed. Synthetic and simplified examples will be used to demonstrate the importance of appropriate structuring on mission as well as on nance level to improve the current state in early mission planning and setup.

Background of the ndings presented are experiences made by the author over more than 20 years involvement in space and space-related projects and businesses, venture capital and private equity, education and strategy development worldwide.