

35th IAA SYMPOSIUM ON SPACE POLICY, REGULATIONS AND ECONOMICS (E3)  
Interactive Presentations - 35th IAA SYMPOSIUM ON SPACE POLICY, REGULATIONS AND  
ECONOMICS (IP)

Author: Ms. Ana Cristina Galhego Rosa  
Germany

HOW TO SCALE UP A SPACE COMPANY: REGULATIONS AND CHALLENGES

**Abstract**

More and more companies have been established in the space sector lately. This scenario is noted as the market of satellite applications can bring great opportunities for business and benefits to the society. As a result, the level of political and economic capital being invested in the space sector is higher than ever. To have a responsible and sustainable space economy, startups companies in early stages must consider many factors to scale up. Many countries still do not have developed their policies and national space legislations which can difficult their commercial space activities. A previous analysis and study of the market segmentation chosen, and which country will run the business makes crucial as export control regime rules can be an obstacle for developing the product. The lack of resources to keep the business development is other critical point therefore is mister the knowledge of fundings available in the space sector. As the space activities are very dangerous, the hard and soft space laws as well the telecommunication law rules are other important factors to consider as they can bring safety and security to the business. Some of these rules can apply previously during the early construction, i.e., Space Debris Mitigation guidelines and the Use of Nuclear Power Sources in Outer Space for satellites. The sensitive technologies applied in the space sector make their activities very expensive so must of them are insured and this factor also must be considered in the business. This paper has the goal to bring all the remarks to guide a sustainable development business to scale up a company in the space sector.