

IAF BUSINESSES AND INNOVATION SYMPOSIUM (E6)  
Interactive Presentations - IAF BUSINESS INNOVATION SYMPOSIUM (IPB)

Author: Mr. Stirling Forbes  
International Space University (ISU), France

Mr. Nicolas Peter  
International Space University (ISU), France

EMPOWERING EUROPEAN NEWSPACE ENTREPRENEURS: A TAILORED DATABASE  
FRAMEWORK FOR VENTURE CAPITAL FUNDING

**Abstract**

New Space startups are facing challenges in accessing funding for their unique and sector-specific demands because of a lack of clarity on the potential sources of funding, a lack of transparency on the criteria that each funding area historically supports, and a lack of knowledge on the appropriate contact paths. This paper aims to address these challenges and will present a tailored database that has been developed for European NewSpace startups to better access European and Trans-Atlantic venture capital funding. This will allow a bridging of the information asymmetry between the space startup sector and venture capital funds focused on Europe and the United States.

The paper covers the diversity of the Trans-Atlantic space ecosystem, looking at the different space industries, segments within those industries, and their relation to venture capital funds. In doing so the findings of this work seeks to contribute to the growth and sustainability of the space sector, addressing the major barriers faced by new space startups and providing valuable and actionable information for the pursuit of venture capital funding.

The research employed a mixed qualitative and quantitative approach to look at the issue. The paper will also provide recommendations from selected VC funds in addition to ESA on how to approach and pitch to venture capital funds effectively for a space-focused investment within Europe.

The findings of this research presented will serve as a valuable resource for entrepreneurs seeking international funding when looking at the US and European space sector, helping them discover and realize opportunities, as well as providing a comprehensive possible solution to the funding challenges faced by New Space startups. The approach proposed could serve as a basis for further application in other regions.