



# ESPI

European Space  
Policy Institute

16th ESPI Autumn Conference

**SPACE ECONOMY AND COMMERCE:  
THE WAY AHEAD FOR EUROPE**

October 11-12, 2022, Vienna, Austria

Event supported by:



 Federal Ministry  
Republic of Austria  
Climate Action, Environment,  
Energy, Mobility,  
Innovation and Technology



## CONFERENCE SCHEDULE

### DAY 1

October 11th, 2022

#### OPENING REMARKS

12:45 - 13:15

- **Andreas Geisler:** Head, Aeronautics and Space Agency, FFG
- **Eric Morel de Westgaver:** Director of European, Legal & International Matters, ESA
- **Hermann Ludwig Moeller:** Director, European Space Policy Institute

~COFFEE BREAK~

#### SESSION ONE

##### A COMMERCIAL ECOSYSTEM IN MOTION

13:30 - 15:30

The European space ecosystem is undergoing profound changes. These changes, ranging from vertical integration to new business models such as "space as a service," are nested in broader market, industry and technology shifts shaping the evolution of the economy. This paradigm shift is accelerating the evolution of the space sector and raising new stakes for space businesses. The first panel will explore ongoing developments in the European commercial space sector and discuss key trends to watch by 2050.

#### KEYNOTE SPEAKER

- **Sinéad O'Sullivan:** Institute of Strategy and Competitiveness, Harvard Business School

#### PANELISTS

- **Nick Appleyard:** Head of Space Solutions, ESA
- **David Bertolotti:** Head of Institutional and International Affairs at Eutelsat
- **David Dana:** Head of VC Investments, European Investment Fund
- **Olivier Lemaitre:** Secretary General, Eurospace
- **Johannes Springer:** CTO Connected Car, T-Systems

~COFFEE BREAK~

## SESSION TWO

### ACCELERATING SPACE COMMERCIALISATION

16:00 - 18:00

Public actors and private industry alike have brought space commercialisation to the forefront. This panel will identify policy options and level of appetite for increased commercial participation in the development and implementation of space programmes. Panelists will be invited to discuss relevant tools, appropriate mechanisms and redefined relationships to accelerate the creation of self-sustaining markets, through increased competitiveness, reinvented business models and credible regulatory support.

#### KEYNOTE SPEAKER

- **Margit Mischkulnig:** Head of the Department for Space Affairs, Austrian Federal Ministry for Climate Action, Environment, Energy, Mobility, Innovation and Technology

#### PANELISTS

- **Pierre Festal:** Partner, Promus Ventures
  - **Stella Guillen:** Chief Commercial Officer, Isar Aerospace
  - **Luca del Monte:** Head of Commercialisation Department, ESA
  - **Walther Pelzer:** Head, German Space Agency at DLR
  - **Tommaso Randolfi:** Vice President, Strategy, Leaf Space
  - **Manfred Sust:** Managing Director, Beyond Gravity Austria
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## DAY 2

October 12th, 2022

### OPENING SPEAKERS

10:15 - 10:45

- **Geneviève Fioraso:** Chair, ESPI Advisory Council & Former French Minister in Charge of Higher Education and Research
- **Rodrigo da Costa:** Executive Director, EUSPA

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## SESSION THREE

### SPACE COMMERCE FOR THE FUTURE OF EUROPE

11:00 - 13:00

The space sector plays a critical role in addressing the perennial question of Europe's ambition in a global context. This panel will address the role of commercial solutions in exploring pathways to foster industrial leadership and technological excellence, while also taking a step back and embracing concurrently pertinent challenges of autonomy, sustainability and resilience facing Europe.

#### KEYNOTE SPEAKER

- **RT Hon. Lord David Willetts:** Chair of Board, UK Space Agency & Member of the House of Lords

#### PANELISTS

- **Juan Tomás Hernani:** President of YEES and CEO of Satlantis
- **Ekaterini Kavvada:** Director for Innovation & Outreach, DG DEFIS, European Commission
- **Renato Krpoun:** Head of the Swiss Space Office, SERI
- **Shahrzad Larger:** Vice President Sales and Marketing, Thales Alenia Space
- **Géraldine Naja:** Director of Commercialisation, Industry and Procurement, ESA

### CLOSING REMARKS

13:00 - 13:20

- **Géraldine Naja:** Director of Commercialisation, Industry and Procurement, ESA
  - **Hermann Ludwig Moeller:** Director, European Space Policy Institute
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