



# DISRUPTSPACE

Turning the Solar System into our backyard. Let's play!

## Disrupt Space Summit Summary Report

Overview  
Impressions  
Goals  
Supporters



vers. 1.00

# Hello!

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Thank you all for participating and/or supporting the 2017 Disrupt Space Summit! We were very happy that such a diverse group of participants were able to join us this year. We are especially proud that many were so determined to attend that you even overcame a strike shutting down both the international airports in Berlin during the summit days!

At Disrupt Space, we believe that space will be disrupted by entrepreneurs introducing sustainable business models to the sector. For this reason we designed the Disrupt Space Summit to connect top space entrepreneurs with space and non-space industry, support service providers and investment partners to collaborate on new ways of doing space business.

This summary report showcases several achievements and work to be done in relation to the Disrupt Space Summit. Keep reading to find out how well we did!

If you would like to get involved with Disrupt Space, or have any feedback for us, you can always reach out to us at: [hi@disruptspace.io](mailto:hi@disruptspace.io)

**DS Crew**

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The vision of Disrupt Space is a Solar System that is our backyard enabled by a sustainable space economy. To achieve this vision we are building a global hub for entrepreneurs to create and grow space startups, to foster international collaboration and to help break down barriers between space and other sectors.

In its second year, the Disrupt Space Summit took place in Berlin, Germany on the 14-15th of March 2017. The event united top entrepreneurs, investors and decision makers from many parts of the world and from space and non-space backgrounds to seize commercial opportunities in the space sector. The summit leveraged the local entrepreneurial ecosystem in Berlin, bringing new commercial opportunities to the participants of the summit.

International,  
interdisciplinary and  
**action driven.**

For **space and non-space**  
entrepreneurs, investors  
and decision makers.

A platform to learn how  
commercial space is  
**relevant to you.**

The summit attracted **270** participants in three core categories: **Startups & aspiring, decision makers** and **investors**.



## STARTUPS & ASPIRING

**49 & 54**

space startups & aspiring  
entrepreneurs



## DECISION MAKERS

**35**

organizations



## INVESTORS

**18**

firms

startups & aspiring

decision makers

investors



The Disrupt Space Summit 2017 aimed to achieve and measure key goals in five different categories. How well did we do? Check out the goals section this summary report!

## Create a Productive Atmosphere

We value an event experience that promotes deep networking and learning for entrepreneurs to create and grow space startups. The summit aimed to create an accommodating atmosphere for people of various backgrounds to get to know each other and create meaningful connections.

## Promote Diversity

We recognize that innovation occurs at the intersections of culture and discipline. The 2017 Disrupt Space Summit intended to build upon last year by bringing together a larger number of attendees from more varied countries, market segments and backgrounds.

## Enable Business Opportunities

The Disrupt Space Summit aims to facilitate meaningful business opportunities between the attending startups and potential customers and partners through deep networking and structured interactions such as panel discussions and workshops.

## Enable Investment Opportunities

We recognize that space startups sometime need external resources to succeed. A key goal of the Disrupt Space Summit is therefore to facilitate meaningful interactions between selected space startups and investors.

## Provide Recognition and Visibility

Recognition is a powerful motivational tool. We wanted to highlight the pioneering work of the next generation of space entrepreneurs to as many people as possible around the world.

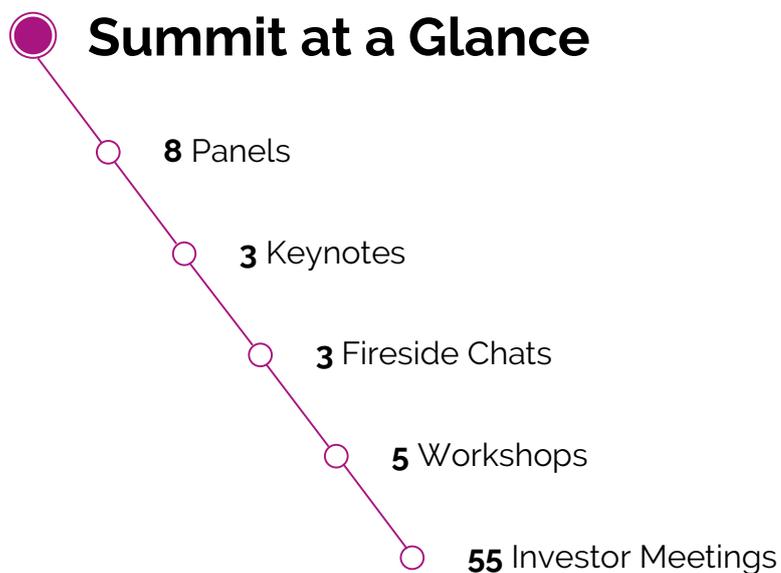


# Impressions

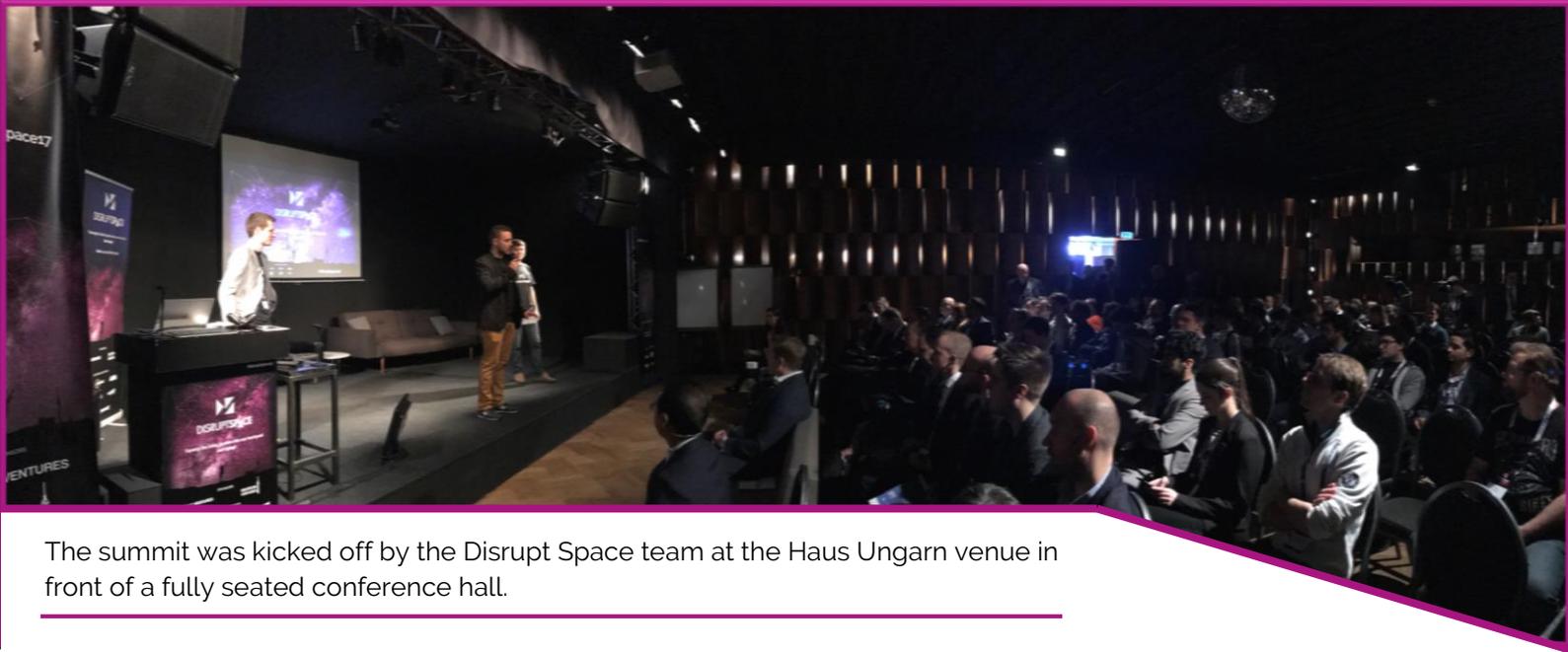
## Day 0



A meet-and-greet was organized the evening before the summit at the Rainmaking Loft where startups could first meet each other and introduce themselves over pizza and beer.



## Day 1



The summit was kicked off by the Disrupt Space team at the Haus Ungarn venue in front of a fully seated conference hall.

## Attendees From 29 Countries





First keynote of the day was given by **Amaresh Kollipara** who guided the audience through a virtual reality simulation of the International Space Station.

“With 50 space startups this was the most important European New Space event in 2017. It has been a great platform to meet all the people who are shaping this industry.”

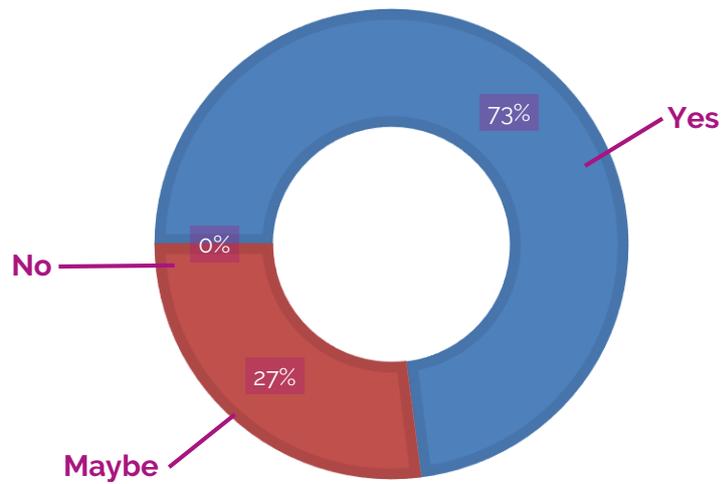
**Marco Witzmann – Co-founder and CEO of Valispace**

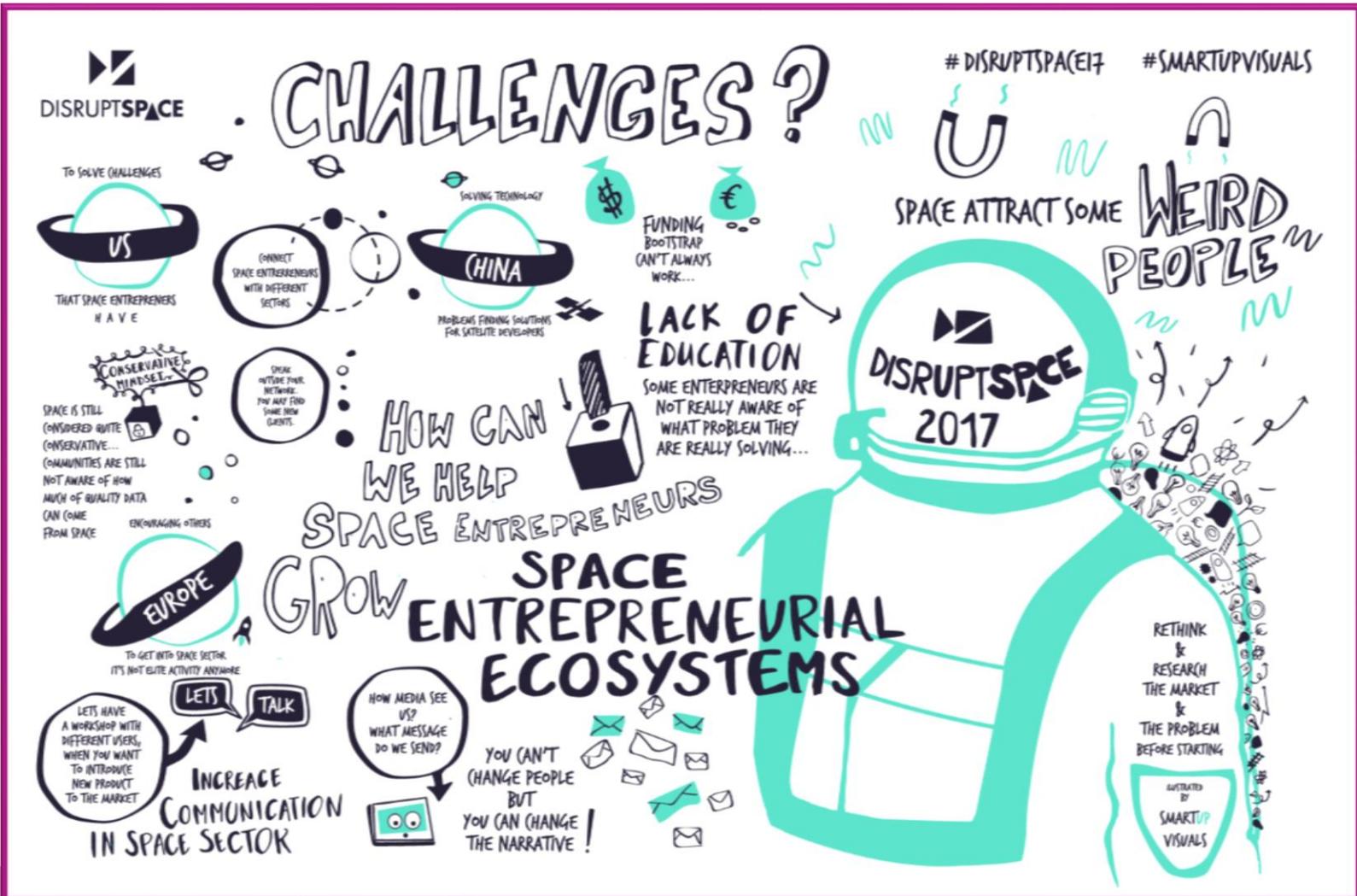




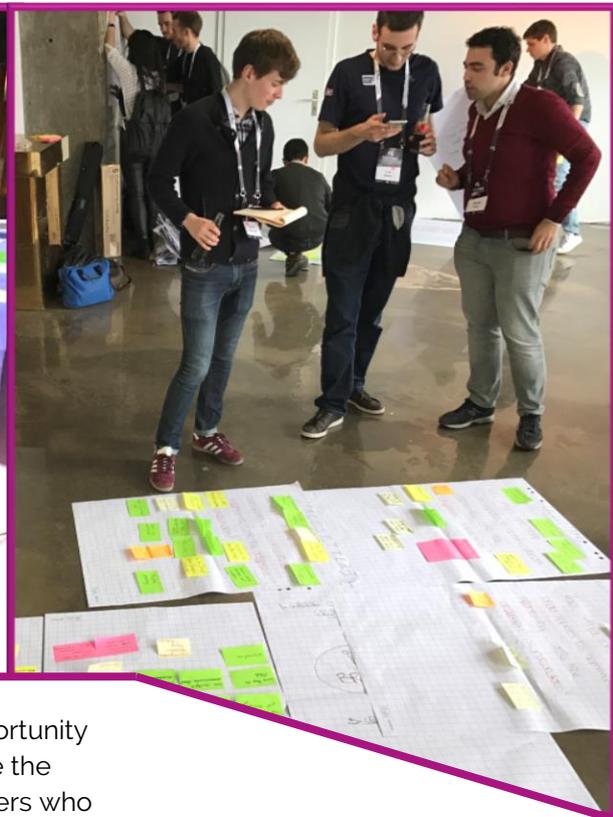
**Chad Anderson** was awarded the title 'Disruptor of the Year' at the Disrupt Space Summit 2017 for his work in helping drive forward this new commercial space sector.

Would you attend the Disrupt Space Summit next year?

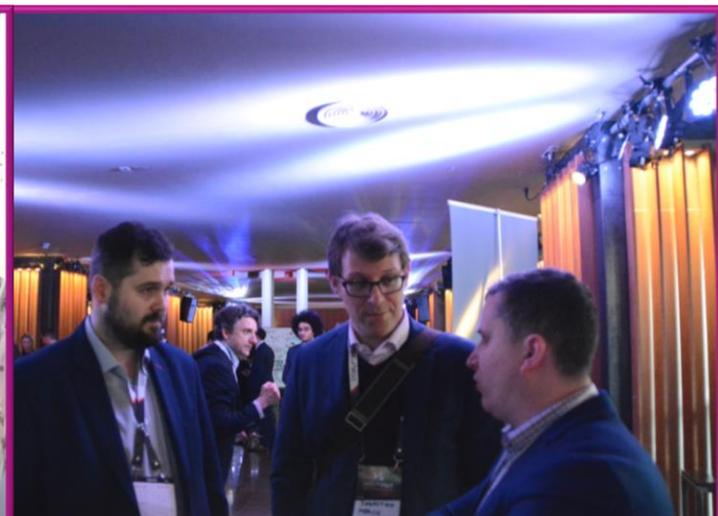




The first panel of the summit delved into the ecosystems for space entrepreneurship in Europe, China and United States, giving attendees an overview of their collective progress and how the different regions can better work together to help space startups grow their businesses.



The SpaceFounders LaunchPad Workshop gave attending startups an opportunity to accelerate to market and scale their businesses. The workshop also gave the attending startups an opportunity to write a wishlist together with the partners who can make them come true.

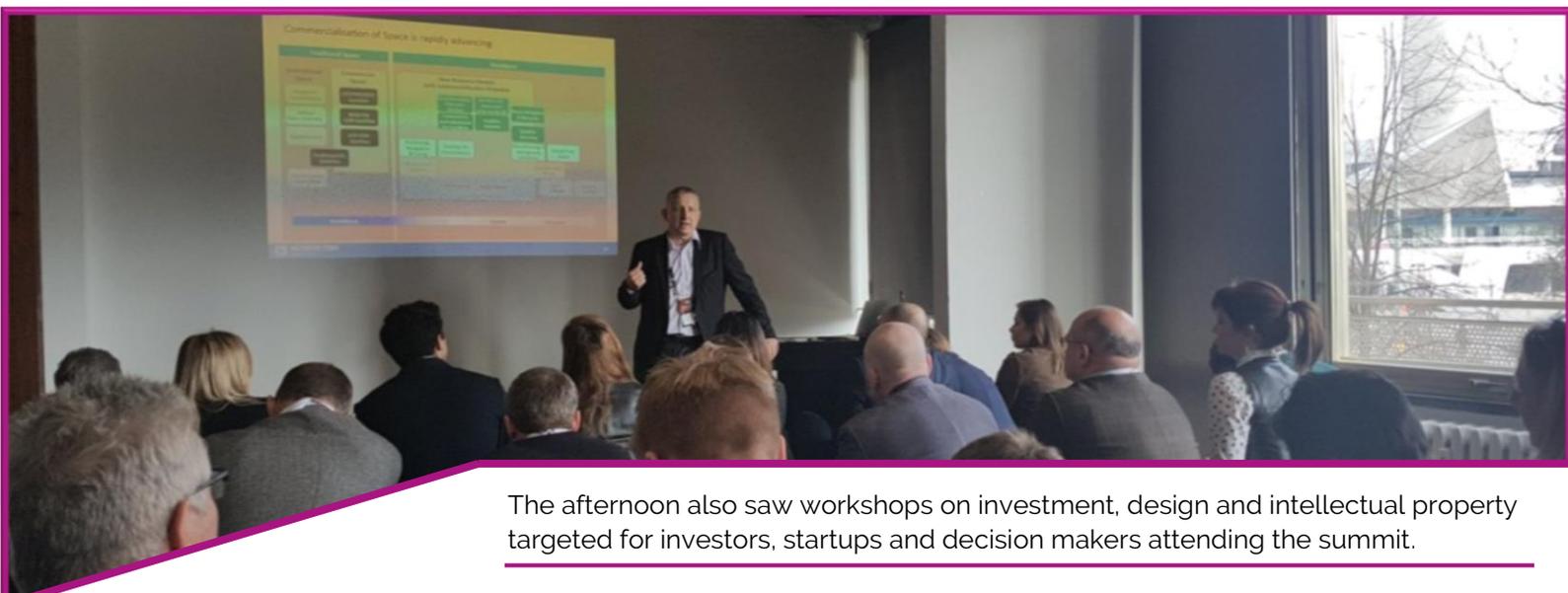


The biggest part of the venue is the demo and networking area where attending startups could over the course of two days showcase their products and services.





In the afternoon, the Federal Minister for Economic Affairs and Energy Ms. Brigitte Zypries and the Co-founder of Planet Robbie Schingler pondered about the current business climate for space startups in Europe and how Germany can contribute towards making Europe a world-class for space entrepreneurship.



The afternoon also saw workshops on investment, design and intellectual property targeted for investors, startups and decision makers attending the summit.



At the Earth Observation panel, an end user-centric approach was taken to learn how space data can help businesses grow and tackle new markets.



The last panel of the day explored how space and the Internet of Things (IoT) are merging together through the work of pioneering startups and service providers in this area.



## Day 2



The second day started with a panel on corporate partnering where the panellists told stories and gave insights on how startups could best work with corporates. Lessons from other sectors than space were often referred to.

### Overall rating of the Disrupt Space Summit 2017

**8.4 / 10**

Based on survey response from 46 participants





The second panel saw five leading investors debate the outlook of investing in space startup, how these startups should approach them and why they may be the best investor partner.

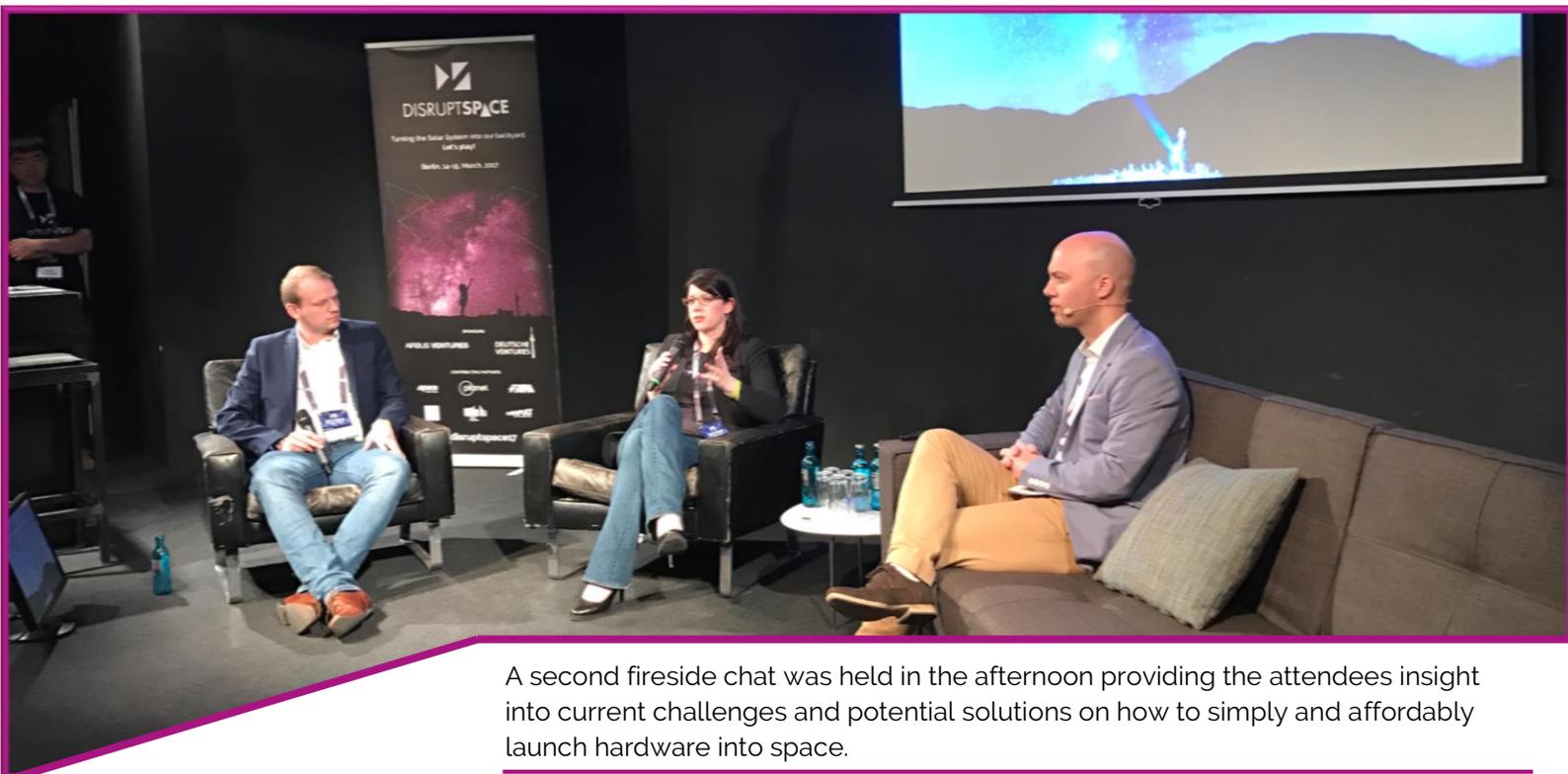
“The range of people we met at #DisruptSpace17 was amazing. There is nothing quite like being in a room surrounded by fellow space nerds”

Anonymous attendee





The first of the two fireside chat delved into the challenges of building, operating and maintaining large constellations of satellites.

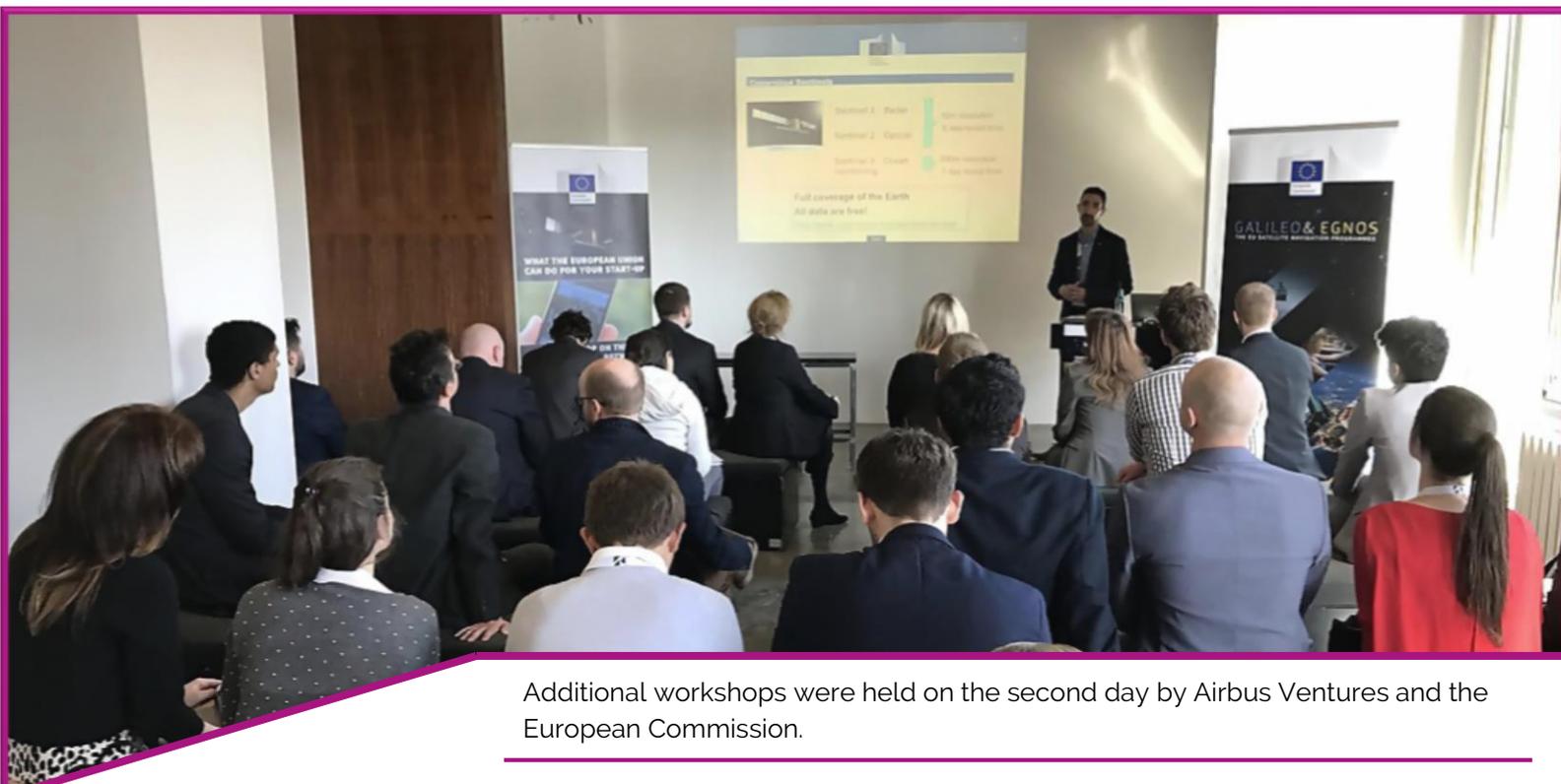


A second fireside chat was held in the afternoon providing the attendees insight into current challenges and potential solutions on how to simply and affordably launch hardware into space.





The afternoon saw Brian Lim, co-founder and CEO of Hypercubes and Rafal Modrzewski, co-founder and CEO of ICEYE tell their stories of how their companies came to be.

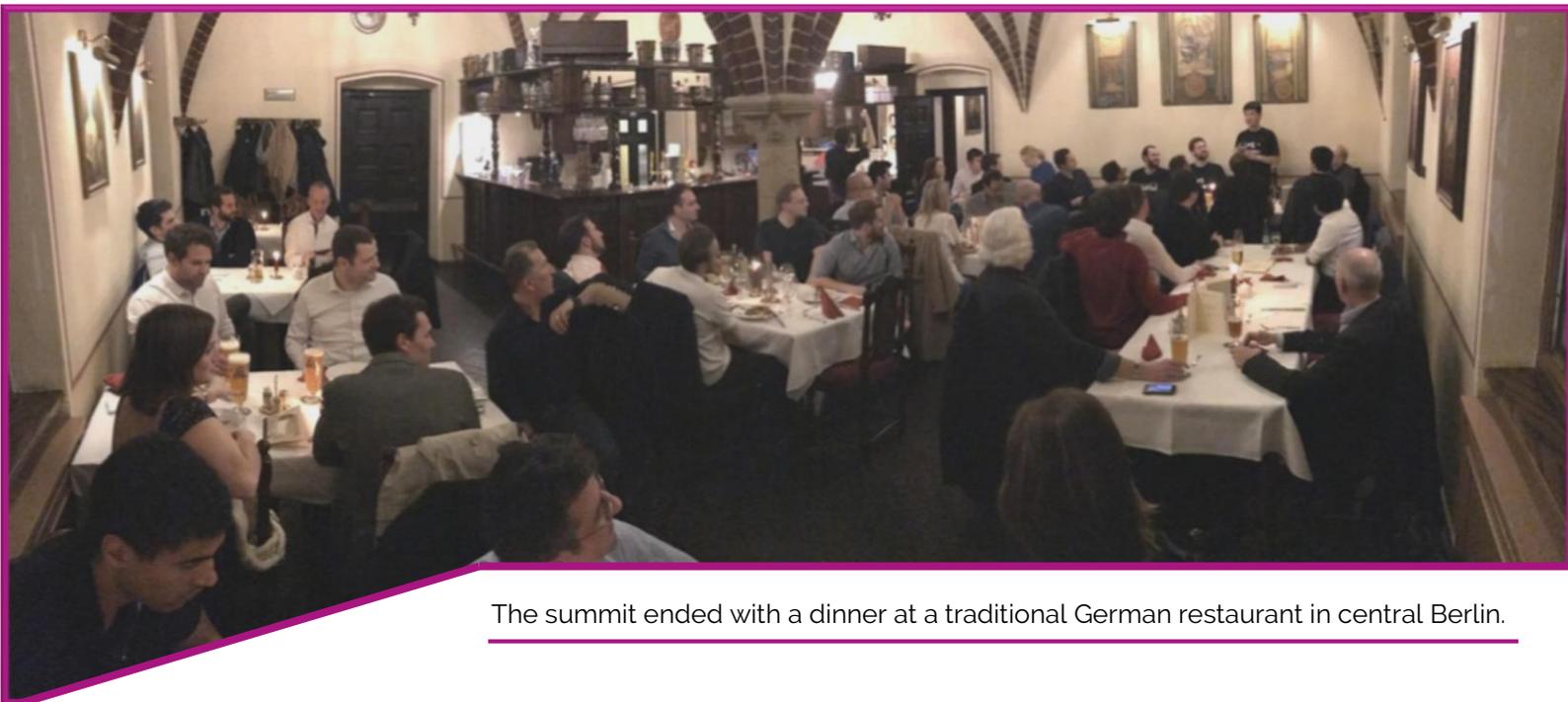


Additional workshops were held on the second day by Airbus Ventures and the European Commission.





The last panel of the Disrupt Space Summit gave leading thinkers and business persons an opportunity to provide insights into disruptive ideas that will help turn the Solar System into our backyard in a commercially sustainable way.

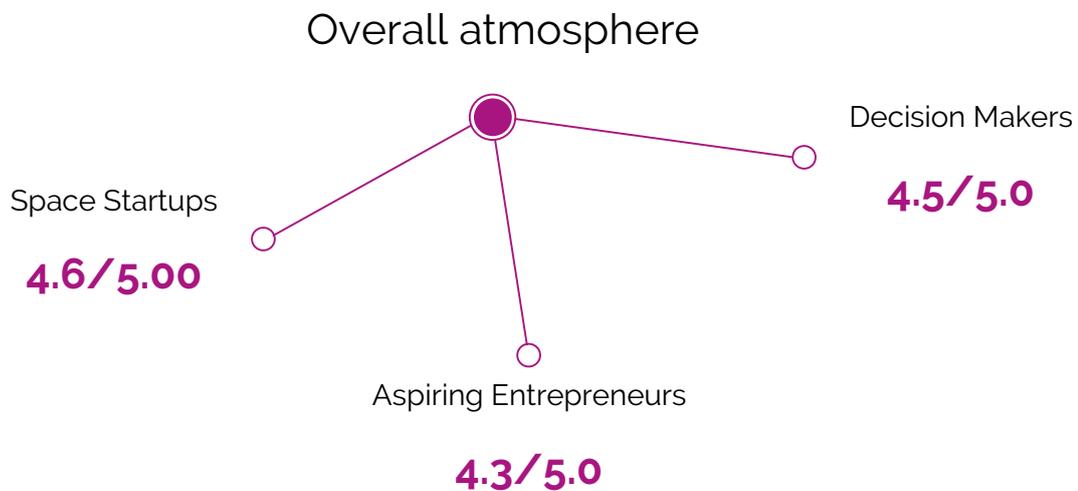


The summit ended with a dinner at a traditional German restaurant in central Berlin.



## Goal: Create a Productive Atmosphere

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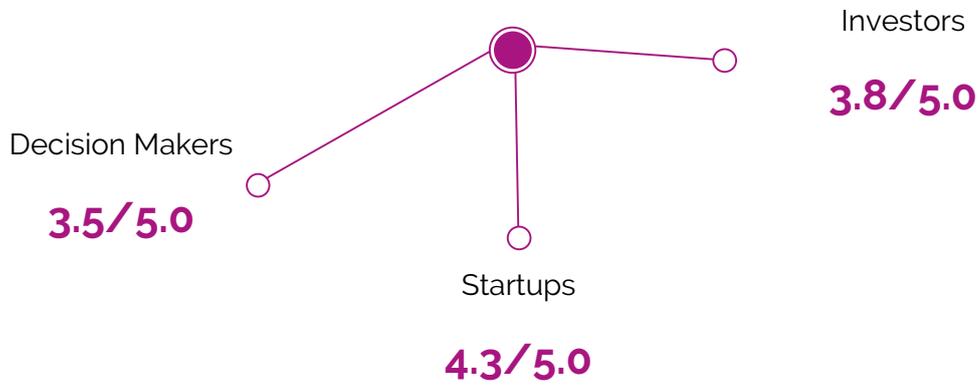


"The Disrupt Space Summit has been fantastic! We can see in this very relaxed environment the investment, technology, end user community and customers all get together and being able to collaborate on some fantastic ideas. Generally this is not always possible and this particular summit has created a very collaborative environment."

**Michael D. Johnson – Co-founder & CTO of Nanoracks, Board Member at Space Nation**



Interaction between **aspiring entrepreneurs** and



	What was Good	What can be Better
<b>Aspiring</b>	Learning about space business	More mentorship sessions
<b>Startups</b>	Meeting other space startups	Better Venue
<b>Decision Makers</b>	Knowledge about the space startup ecosystem	More people from outside the space sector

All participant groups praised the **networking opportunities** and wished there were more **structured interactions**.

## Conclusion

The summit focused specifically on creating an atmosphere of sharing and networking between and within the different participant groups. The overall response from the participants on the atmosphere and the resulting networking opportunities has been very positive. Future improvements could be to add more structured interactions such as workshops, meeting opportunities and other structured touchpoints throughout the summit.

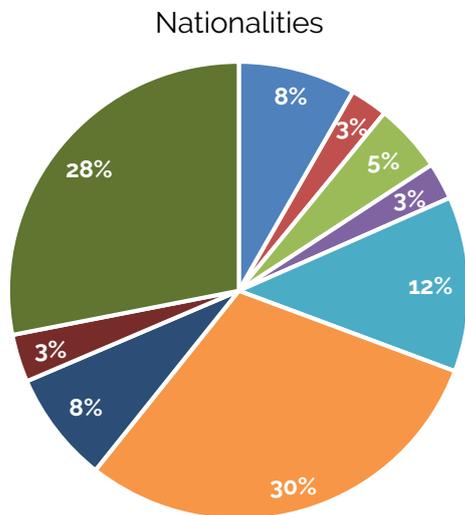
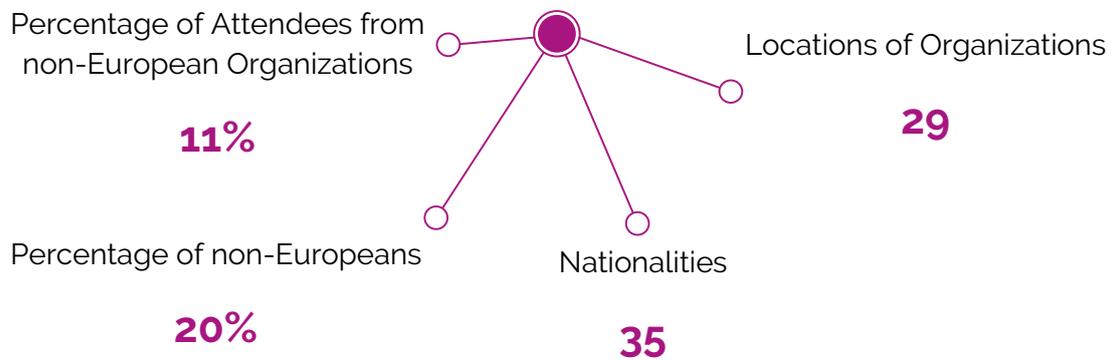
**Goal Achieved**



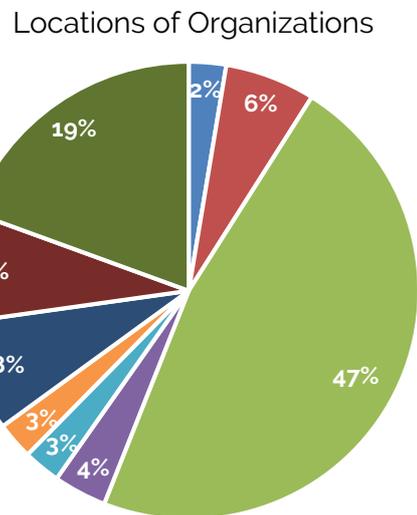
## Goal: Promote Diversity

We recognize that innovation occurs at the intersections of culture and discipline. The 2017 Disrupt Space Summit intended to build upon last year by bringing together a larger number of attendees from more varied countries, market segments and backgrounds.

### Where are the participants from?



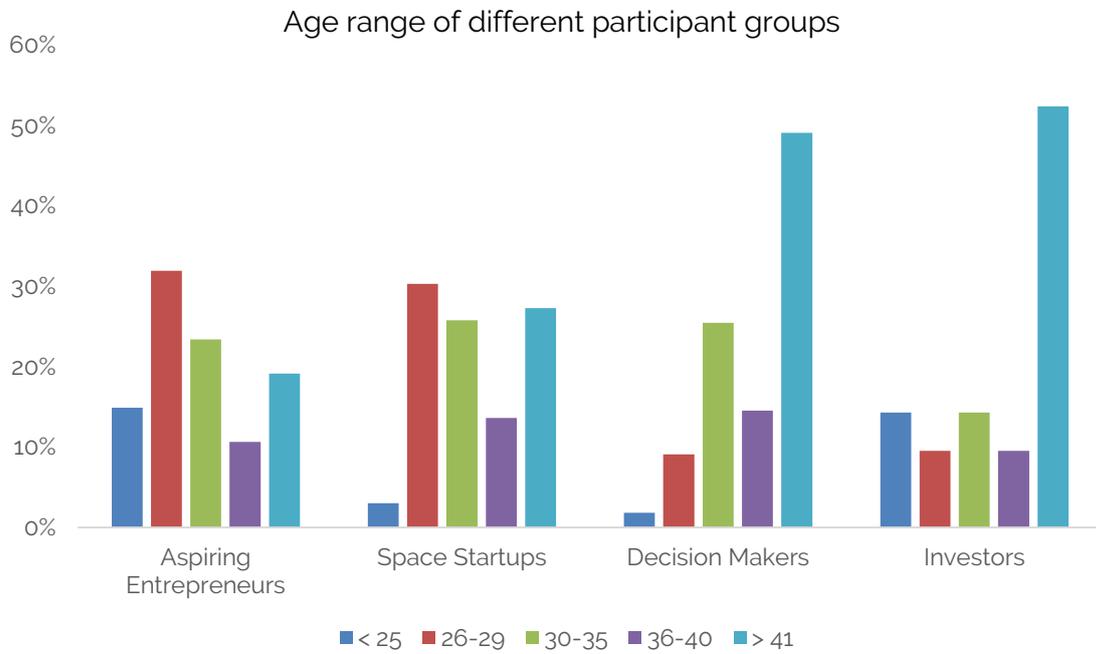
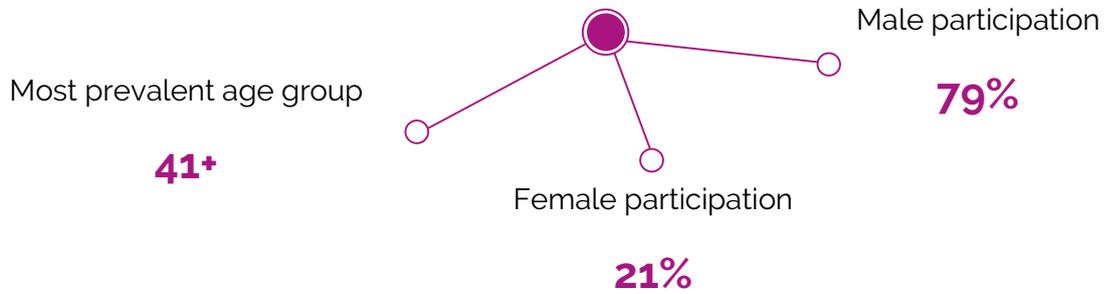
- American ■ Australian ■ British
- Dutch ■ French ■ German
- Italian ■ Polish ■ Others



- Belgium ■ France ■ Germany
- Italy ■ Poland ■ Switzerland
- United Kingdom ■ United States ■ Others



## Participant demographics

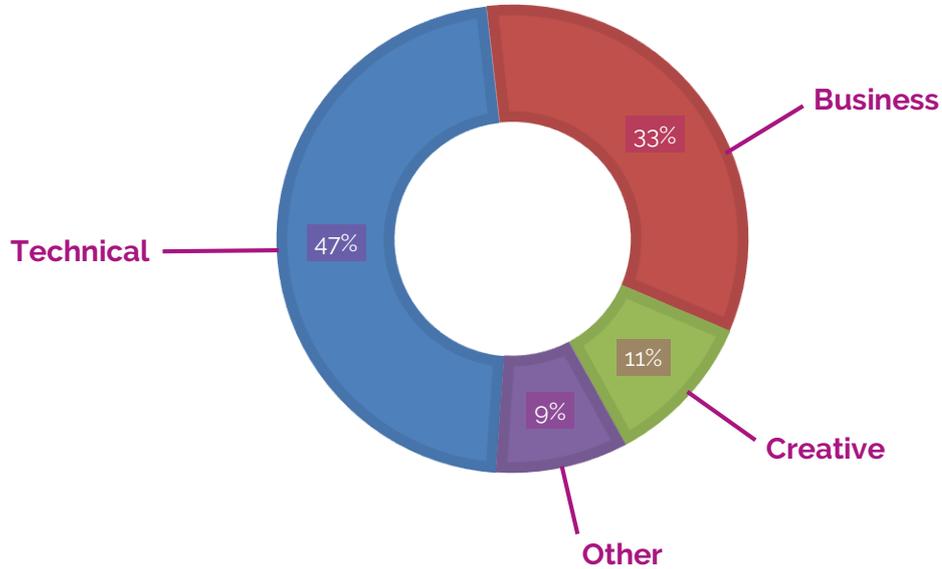


“Disrupt Space let us come out of China and join the world. Let us play in the commercial space sector together!”

**Dang Wei – Founder & CEO of CISS Technology**



What backgrounds do the participants have?



37%

Non-space professionals

63%

Space professionals

44 %

Founders & C-level Executives

## Conclusion

Disrupt Space Summit 2017 had 270 registered participants with 35 nationalities coming from 29 countries including many parts of Europe, USA, China, Australia, Russia, India and Middle East. Male attendees however greatly outnumbered female attendees. Of the participants, more than 40% were founders and/or C-level executives and more than 60% have a background or currently working on a project related to space. The results show that further improvement in diversity could be undertaken.

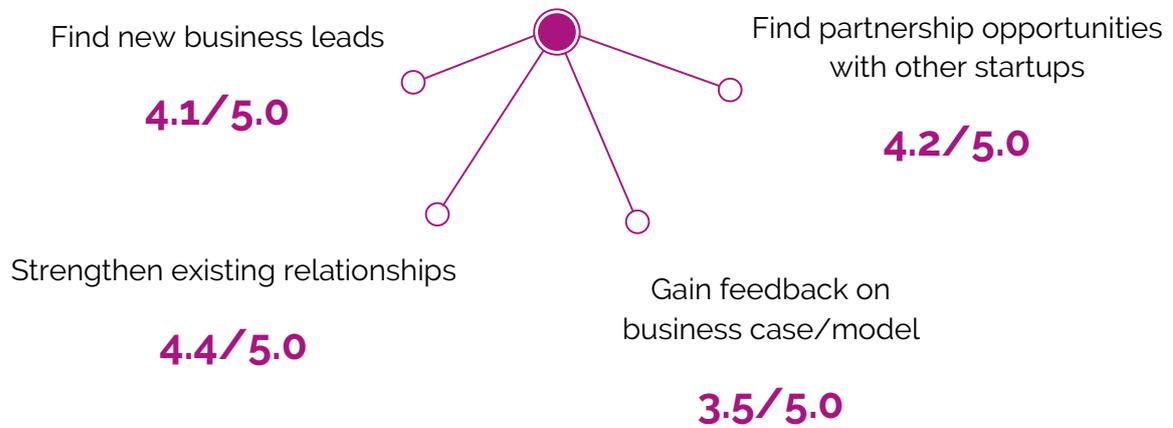
Goal Partially Achieved



## Goal: Enable Business Opportunities

The Disrupt Space Summit aims to facilitate meaningful business opportunities between the attending startups and potential customers and partners through deep networking and structured interactions such as panel discussions and workshops.

How useful the summit was for **startups** to



### Workshops

- Spacetech as the New Frontier for Angels and VCs
- SpaceFounders LaunchPad
- Why Design and Branding are Essential to the Success of Your Space Startup
- IP Law on the Leading Edge
- How to Interact with Airbus
- What the European Union can do for Your Startup



How useful the summit was for **Decision Makers** to



**Panels**

- Space Entrepreneurial Ecosystems
- Europe as Hub for Space Entrepreneurship
- Earth Observation – Images to Intelligence
- Connecting the World Through Space
- Corporate Partnering
- Investing in Space Startups
- Disrupting the Space Frontier

**Conclusion**

The availability of business opportunities for space startups was well received, especially among themselves. However improvements to the structured interactions such as workshops and panels could be further made.

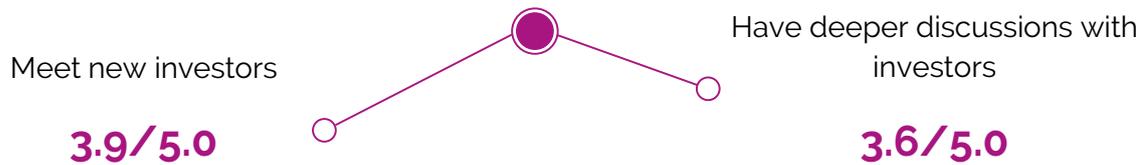
**Goal Partially Achieved**



## Goal: Enable Investment Opportunities

We recognize that space startups sometime need external resources to succeed. A key goal of the Disrupt Space Summit is therefore to facilitate meaningful interactions between selected space startups and investors

How useful the summit was for **startups** to



Number of 1:1 investor meetings held

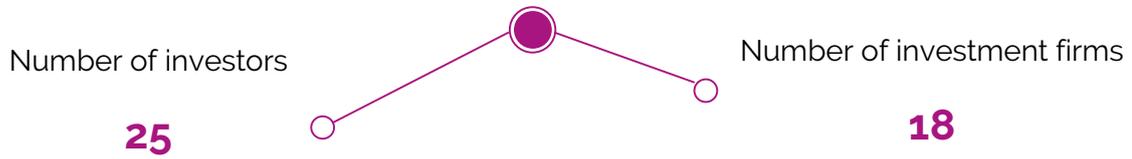
55

“I go to a lot of events all around the world and Disrupt Space Summit I think is the only event that focused on bringing together VCs, angels or funding sources with startups and entrepreneurs. That's been fascinating and really insightful.”

Steven Ramage – Head of External Relations at Group on Earth Observations (GEO)



## Attending investors



### Some of the represented investment firms



## Conclusion

The summit saw 55 private 1:1 meetings taking place between the attending space startups and investors. The resulting feedback of the interactions are shown to be satisfactory although more improvements could be made in this area. The summit saw in total 25 investor attend representing 18 different organizations.

**Goal Partially Achieved**



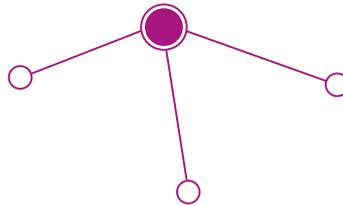
## Goal: Provide Recognition and Visibility

Recognition is a powerful motivational tool. We wanted to highlight the pioneering work of the next generation of space entrepreneurs to as many people as possible around the world.

### Presence of media and press

Number of accredited press and media members

**21**



Number of press and media organizations

**11**

Total potential reach of press and media combined

**12.3 million**



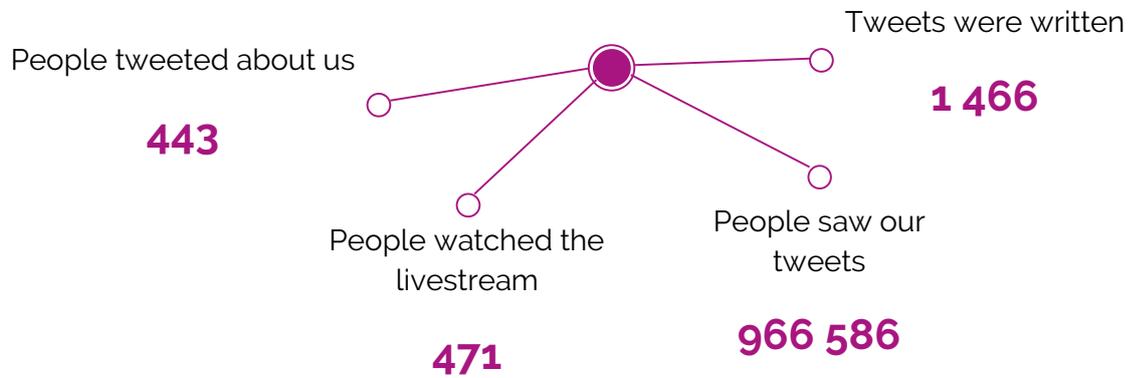
**Warum die Space-Branche ein Redesign braucht**  
*(Why the space sector needs a redesign)*

**Michael Förtsch**

**WIRED**



## Social media impact



“I must admit that I am very impressed by the Disrupt Space Summit. Very useful to have this opportunity to meet so many people and new initiatives from and outside of Europe.”

**Gil Denis – Head of Innovation and Technology Scouting at Airbus Defence and Space**

## Conclusion

Considerable national and international media attention were drawn to cover the summit in addition to social media activities globally. With an audience of 471 unique visitors of the livestream feed globally, the participants were able to showcase to a global audience their companies and ideas.

**Goal Achieved**



# Supporters

The Disrupt Space team is grateful for the support of local and international partners without whom this event would not be possible.

## SPONSORS

AIRBUS VENTURES



## CONTRIBUTING PARTNERS





# DISRUPTSPACE

Turning the Solar System into our backyard. Let's play!



<http://disruptspace.io>



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#disruptspace17

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