

# SFN Connect Newsletter

*November 2016, Edition 3*



## *Contents*

- 1 Welcome
- 2 The SFN
- 3 The SFN Steering Board
- 4 SFN Annual Conference 2017
- 5 News
- 6 Investors' Briefing and Elevator Pitch Events
- 7 BackonBoard
- 8 Opportunities
- 9 Collaboration with IMECHE
- 10 Members

## *Welcome to the SFN Connect Newsletter*

The SFN are about to hold our third Investors' Briefing and third Elevator Pitch event and the tenth NED, through our BackonBoard project, has just been appointed with other discussions ongoing. The SFN has also separately introduced several start-up and SME companies to potential investors and other sources of help. None of this is possible without the unfailing support of the SFN Board and collaborating organisations: Satellite Applications Catapult; InnovateUK; UKSA; KTN; UKTI (now DIT); UKspace; Bird & Bird; Airbus; and Inmarsat. Thank you!

The fact that so many organisations are willing to collaborate to stimulate the growth of the UK space industry and, in particular, SMEs within it says much about the potential of this industry – and of this industry in the UK.

We look forward to engaging with you in 2017 to drive even further forward the success of the UK space industry.

[www.satellitefinancenetwork.org](http://www.satellitefinancenetwork.org)

## *The SFN*

The Satellite Finance Network (SFN) is a network of individuals and organisations from the finance, legal, insurance, government and space technology and applications communities, from start-ups and small companies to industry leaders (upstream and downstream), with a common interest in delivering satellite and space-enabled projects to domestic and export markets around the world. The SFN capitalises on the nexus of these organisations in the UK.

The SFN aims to support the growth of the UK space industry at all levels through:

- 1 Facilitating and attracting investment:
  - Connecting industry players (particularly SMEs) with the financial community; and
  - Matching industry players with the right investors.
- 2 Identifying regulatory barriers and other impediments to growth:
  - Working to create a "space friendly" and competitive regulatory environment for the UK;
  - Offering solutions, where they exist, to industry players; and
  - Encouraging and supporting exports in areas of finance and regulation.
- 3 Promoting business opportunities between companies.

*Our motto is "to be with you every inch of the way".  
We can in particular help you to navigate "where to start".*

**Please contact us if you would like an introduction to possible investors, commercial companies or Government departments, to talk through financing for a particular UK project or proposition or if you have any regulatory issues.**

## *The SFN Steering Board*

The members of our Steering Board are set out below. You should feel free to reach out and contact any of them. We are privileged to have such an expert team leading the SFN.

**Joanne Wheeler**

(Co-Chair)  
Partner  
Bird & Bird LLP  
[joanne.wheeler@twobirds.com](mailto:joanne.wheeler@twobirds.com)

**Antonia Jenkinson**

Chief Financial and Operating  
Officer  
Satellite Applications Catapult Ltd

**Peter Mapleston**

UK Export Finance

**Dr Bruce Colley**

Access to Finance Manager  
Innovate UK

**Richard Peckham**

(Co-Chair)  
Business Development Director  
Airbus Defence and Space  
[richard.peckham@airbus.com](mailto:richard.peckham@airbus.com)

**Terry Coxall**

Space Specialist International  
Trade & Investment  
Department for International  
Trade

**Neil Stevens**

Sciemus

**Liam Martin**

OneWeb

**Ben Partridge**

Director  
Ashby House Ltd

**Nick Flitterman**

Head of Telecoms  
Portland Advisers

**Paul Flanagan**

Secretary General  
UKspace

**Professor Richard Brook OBE,**

**FREng**  
Co-Founder  
E-Synergy

**Bob Waters**

Head of Industrial Strategy  
UK Space Agency

**Stephen Ainsworth**

Relationship Director  
Barclays

## *SFN Annual Conference 2017*

The next SFN Annual Conference will be held on 20 March at Inmarsat, London. Please contact Joanne if you wish to exhibit, or speak, at the conference. We are particularly looking for sponsors please.

A save the date notification will follow shortly. We look forward to seeing many of you there.

## *News*

### *Space Debris Mitigation Standard ISO 24113*

The international standard, ISO 24113 on space systems - space debris mitigation requirements has just reached its first five-year systematic review. The ISO Orbital Debris Working Group is currently working on a new version of the standard.

ISO 24113 was developed by industry for industry. The five-year review is an opportunity for stakeholders to confirm that the requirements contained in the standard are achievable and appropriate. Interested parties would be encouraged to engage in this process, particularly companies looking to launch constellations of smallsats.

### *Space Growth Partnership*

The action plan of the UK Space Innovation and Growth Strategy (a joint industry and government plan for the UK to achieve 10% of the global space market by 2030) is currently undergoing review and updating in the light of the new 2016 business environment.

This review is being led by the Space Growth Partnership and, over the next few months, SFN members may be called on to provide their comments and suggestions, in particular as to access to finance. We will publish further information on the SFN website and in these Newsletters.

## *Investors' Briefing and Elevator Pitch Events*

### *Training and pitching events 2016*

With the kind sponsorship and support of InnovateUK, the Satellite Applications Catapult and the KTN, the SFN for the third time invited companies to apply to be selected for elevator pitch training and then to attend an elevator pitch event, where they pitched in front of potential investors. Seven companies were selected to attend the training and the elevator pitch event: Atout Process; Sky and Space Global; Methera Global Communications; Orbital Access Limited; HayBSee; SEN Corporation; and Space Products and Innovation.

The KTN ran a full day of training for the selected companies.

Thank you to Tim Just from InnovateUK, Richard Brook from E-Synergy, Antonia Jenkinson from the Satellite Applications Catapult and Rob Spurrett from Cherry Space for their able support, training and advice to the companies.

The next Investors' Briefing Event will be held at 9am on 17 November at TechUK. We would encourage investors interested in learning more about the UK space sector and opportunities to attend. This will be immediately followed by the Elevator Pitch Event where the seven down-selected companies will pitch to a panel of Dragons.

## *BackonBoard*

The aim is to introduce:

- companies looking for board members or NEDs having particular commercial, business or finance experience, which they may need in order to raise finance; to
- individuals with such commercial, business or finance experience.

We have so far placed ten NEDS, and in addition there are several ongoing discussions. Please visit the SFN website for more information and contact Joanne Wheeler if you are a company or individual interested in getting involved.

## *Opportunities*

### *Grant Opportunities*

- Innovate UK – funding opportunities

<https://inteact.innovateuk.org>

- ESA tenders

[www.esa.int/about\\_us/industry/industry\\_how\\_to\\_do\\_business](http://www.esa.int/about_us/industry/industry_how_to_do_business)

### *Export Finance*

- UK Export Finance products and services

<https://www.gov.uk/government/collections/uk-export-finance-products-and-services>

## *Collaboration with the Institution of Mechanical Engineers in 2017*

The SFN and the Institution of Mechanical Engineers (IMEchE) are planning to hold a joint conference in the Spring 2017 on regulatory issues particularly in light of: the rapid growth in the number of small satellites; the imminent arrival of mega-constellations; and the possibility of a space port, space planes and launch facility in the UK. More details will be provided shortly.

## Members

If you wish to advertise here please contact Joanne Wheeler

# Bird & Bird & International communications group: satellites and space offering



## Bird & Bird's Satellite Group

Bird & Bird's satellite group are international specialists with a unique reputation and track record in the industry. Through many years of experience working in-house, at regulators, in international institutions (EC, ESA, ITU, UN) and in private practice, we have built an extensive footprint of expertise and knowledge. Possessing a genuine interest in the sector, our team assist clients in many areas including: regulatory advice, industry specific commercial contacts, competition, corporate, finance, dispute resolution, employment, and insurance.

Our international team offers clients a one-stop shop to address the issues they face, with expert lawyers across Europe, the Middle East, Asia, and strong experience in Africa. Our satellite group fits neatly within Bird & Bird's world leading Tech & Comms sector group, which offers advice in related sectors such as: energy and utilities, life sciences, transport and maritime, aerospace, defence and security, aviation, financial services, and healthcare. Bird & Bird also house a team focused on SMEs and the needs of start-ups.

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The UKspace SME Forum is focused on the needs of SMEs and provides a low-cost route to a range of expertise and resource for a vital part of the space industrial community.

Membership rates are set at a level to cover operating costs. Membership is open to companies that directly provide a service, manufacturing, development or consultancy capability in the Space sector.

The Forum aims to provide networking opportunities for members as well as opportunities to join relevant sector committees and attend space conferences and events at affordable rates.

### What does the SME Forum do?

- Provides an 'info hub' via website and news alerts
- Leverages links to stakeholders
- Organises site visits to space and related sector companies
- Enables interaction with UKspace sector committees
- Shares market intelligence
- Provides networking opportunities
- Addresses policy issues through consultations
- Proposed new changes: We will be examining additional options including committee membership for SMEs, joint meetings of the SME Forum and the UKspace Council on a periodic basis, access to PSC events, and Forum representation on the UKspace Council
- **UKspace SME Forum Membership Benefits**

Members can be introduced to industry, finance, government, and key contacts in Europe. Further benefits include networking at our industry events and access to technical support and advice.

The Forum aims to provide networking opportunities for members as well as opportunities to receive briefings from relevant sector committees and attend space conferences and events at affordable rates.

### How do I join UKspace?

Please visit our website for more information and a membership form: [www.ukspace.org](http://www.ukspace.org)

**For further information please contact either:**

**Paul Flanagan, Secretary General UKspace** [paul.flanagan@ukspace.org](mailto:paul.flanagan@ukspace.org)

**Or Jane Ford, Communications Manager UKspace** [jane.ford@ukspace.org](mailto:jane.ford@ukspace.org)

UKspace, Electron Building, Fermi Avenue, Harwell, Oxford, Didcot, Oxfordshire OX11 0QR, UK



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Space Products and Innovation (SPiN) offers a universal plug and play adapter, Multipurpose Adapter Generic Interface Connector - MA61C, for fast and simple satellite integration. MA61C helps the satellite industry deliver cheaper satellites reducing time and costs due to equipment customization. The MA61C allows us to build satellites like lego. The adapter hardware is universal which allows it to connect any digital sub system to any satellite onboard computer, using the plug and play concept: it does not require installing drivers, program the main software or adapting hardware connectors.

SPiN's goal is to support the implementation of satellite serial manufacturing thanks to increased compatibility of components.



“We believe that communication is a basic human right, and we will provide Affordable communication services to Anyone, Anywhere, Anytime”.

Sky and Space Global Ltd, a UK incorporated company with European and Israeli centers of Aerospace, Satellite and Software Industry Experts, will deploy a nanosatellites constellation in orbit and provide global narrowband communication infrastructure and services. The Company is now funded beyond the Q2 2017 launch of its first three (3) satellites.

Sky and Space Global aims to provide low cost, nano-satellite narrowband communication infrastructure. Due to the experience and expertise of the founders in the aerospace industry, the business will be able to develop with inherent upgrading capabilities within short intervals, utilizing its unique IP nanosat software protocols.



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