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## ***GLIC 2015: 'One of the Best Discussions Ever Started'***

The last day of GLIC 2015 found a unanimous consensus over the interesting, unusual and innovative topics covered by the greatest Global Conference of this year.

The discussion of the previous panels evolved into one simple question that opened the closing day: 'What do venture investors do? What do they look for?' These important inquiries raised by Uli W. Fricke from Triangle Venture Capital Group allow us 'to understand how to build an appropriate business plan which will draw investors' attention and give them the desire to invest' as declared by Chris Zott – Professor of Entrepreneurship at IESE Business School.

On the other side Pierre L. Godart - Chief Financial Officer at Airbus Safran Launchers - explained that 'there are many opportunities in the commercial space sector' but unfortunately 'this latter one is seen as scientific and not commercial' that is why 'corporations need to go out of their comfort zone and develop new ways to expand business!' and 'especially aerospace companies, not the usual investors of start-ups' added Rachel Villain – Principal Advisor at Euroconsult.

Indeed 'Space is an enabler and is able to push the frontiers of knowledge' claimed Christina Giannopapa, Senior Advisor at ESA. Another 'strength of space is its multicultural character' reckon Amnon Ginati - Head of the integrated & telecommunications related applications at ESA. And multicultural is key to open up new businesses. As a matter of fact SES is building the African market: 'providing connectivity with integrated offerings of GEO and MEO satellites' as described by Philippe Glaesener – Vice President of Middle East & Africa at SES.

Additionally the discussion was highly compelling following a declaration of Bernd Hoefer – CEO of A9C Capital asserting that 'the space industry is one of the least innovative industries at all' which raised the perplexity of the audience.

However as emerged from the Results & Recommendations session not only 'space entrepreneurs play an exciting global game in business' (Gerd Gruppe - DLR) but it is precisely 'now the time to become a space entrepreneur: barriers are low and private capital markets are active!' (Niels Eldering – ESA). Space Agencies can also play an important role to facilitate the implementation of new space businesses: providing new policies capable of changing the treatment of intellectual property and make it more accessible.

The discussion is still open: See you in Jerusalem for #IAC2015 !



