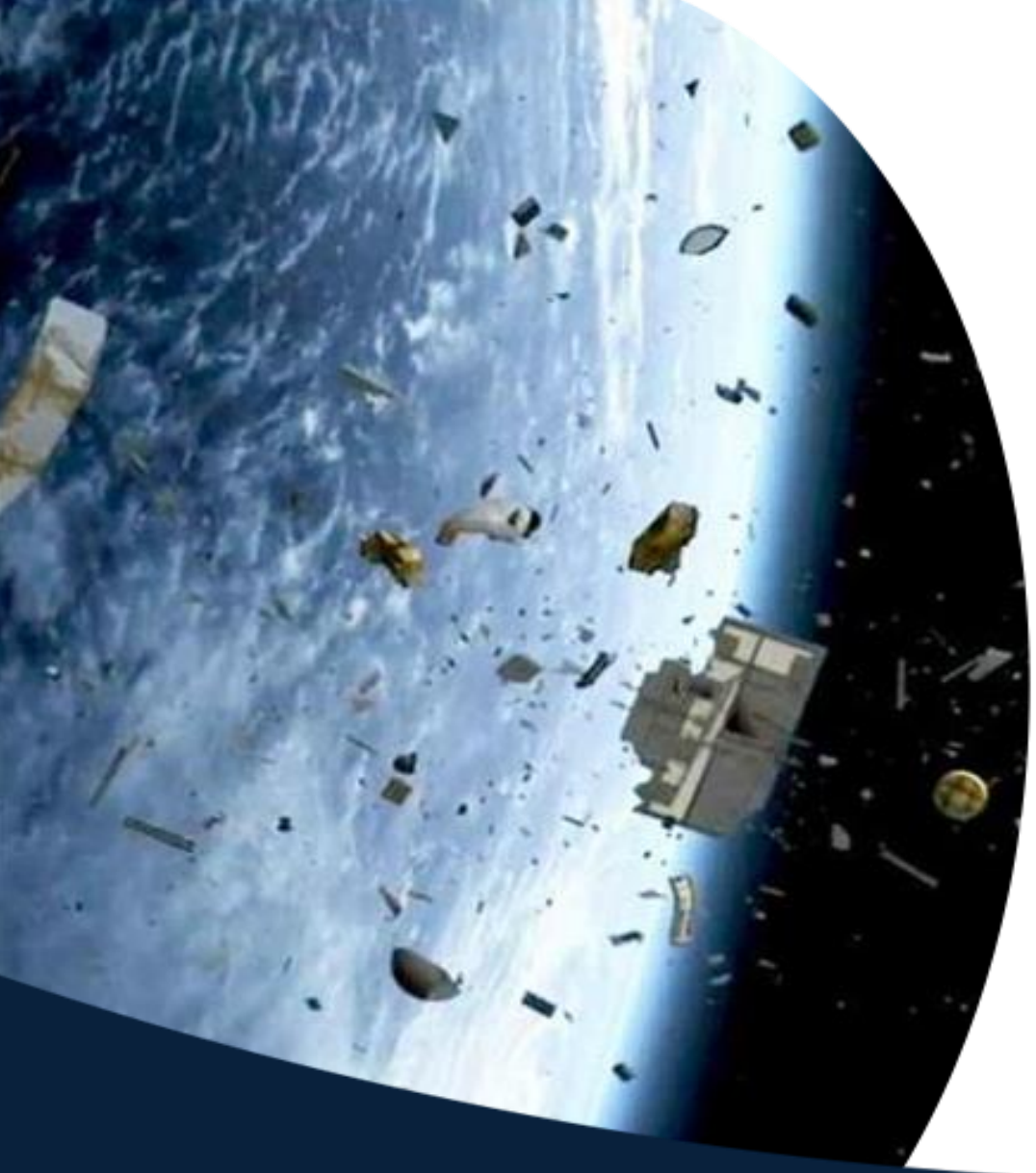

Growing the Space Economy

Chris Blackerby
COO, Astroscale Holdings

15 June 2020
UN Office of Outer Space Affairs
Space Economy Webinar

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About Astroscale

Founded:	May 2013
Founder & CEO:	Nobu Okada
Team Members:	~125
Nationalities Represented:	10
Headquarters:	Tokyo
Funds raised:	~$142M

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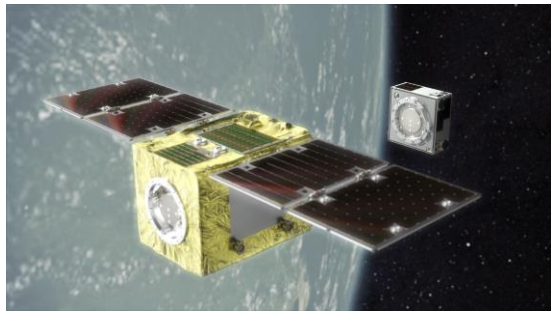
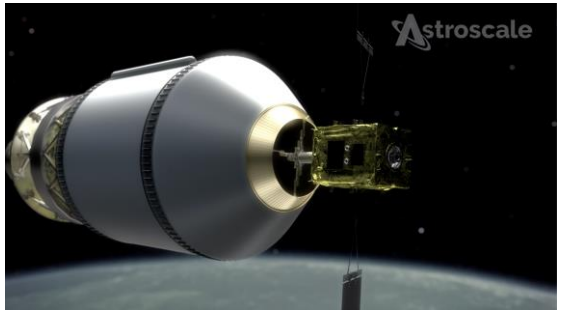
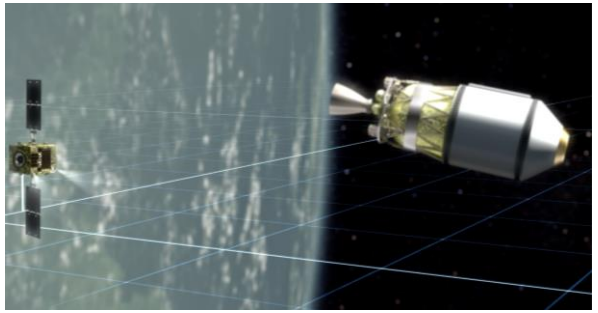
Astroscale Global Service Offering

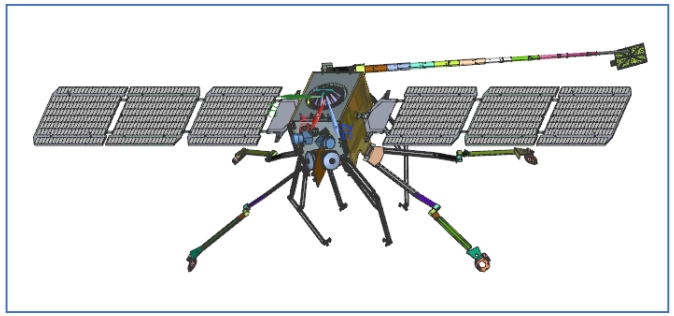
Astroscale On-Orbit Servicing – Sustainability Across Orbits

- LEO
  - **EOL** — End-of-Life Service
  - **ADR** — Active Debris Removal
  - **ISSA** — In-Situ SSA
- GEO
  - **LEX** — Life Extension Service









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Identify a Business Case
Develop Technology
Inform International and Domestic Policies

Building a Space Economy - Reflections from a Space Start-up

- Secure financing
  - The most essential first step!
  - Creative and diverse approach needed – sponsorships, grants, investments, loans, etc.
  - Typically need 12-18 months runway; 24-36 months is better

- Pursue an inspirational mission to build a strong team
  - Competition for talent – attract the best engineers, managers, PR, finance, and other support staff
  - People want to work for a company that has a purpose

- Engage actively in public outreach
  - Space is essential and global citizens are impacted by it every day
  - Craft the messages and find the platforms to actively convey information

- Connect with domestic stakeholders – government agencies/ministries and local investors
  - Space is still not a truly commercial market….yet; government support is necessary for R&D and initial missions
  - Identify and highlight priority areas for stakeholders – profitability, support local innovation, job growth, sustainability, etc

- Develop an international presence
  - Space policies and standards are inherently international
  - Business is global – customers, suppliers and partners from around the world

- Articulate a clear business case
  - Developing the technology is essential, but need to have a strong business case in order to succeed
  - Hire the right economics, finance and strategic business team members

- Prioritize internal processes and management of team
  - Maintain strong internal communication and connections with team members
  - Implement global standards but allow for regional autonomy

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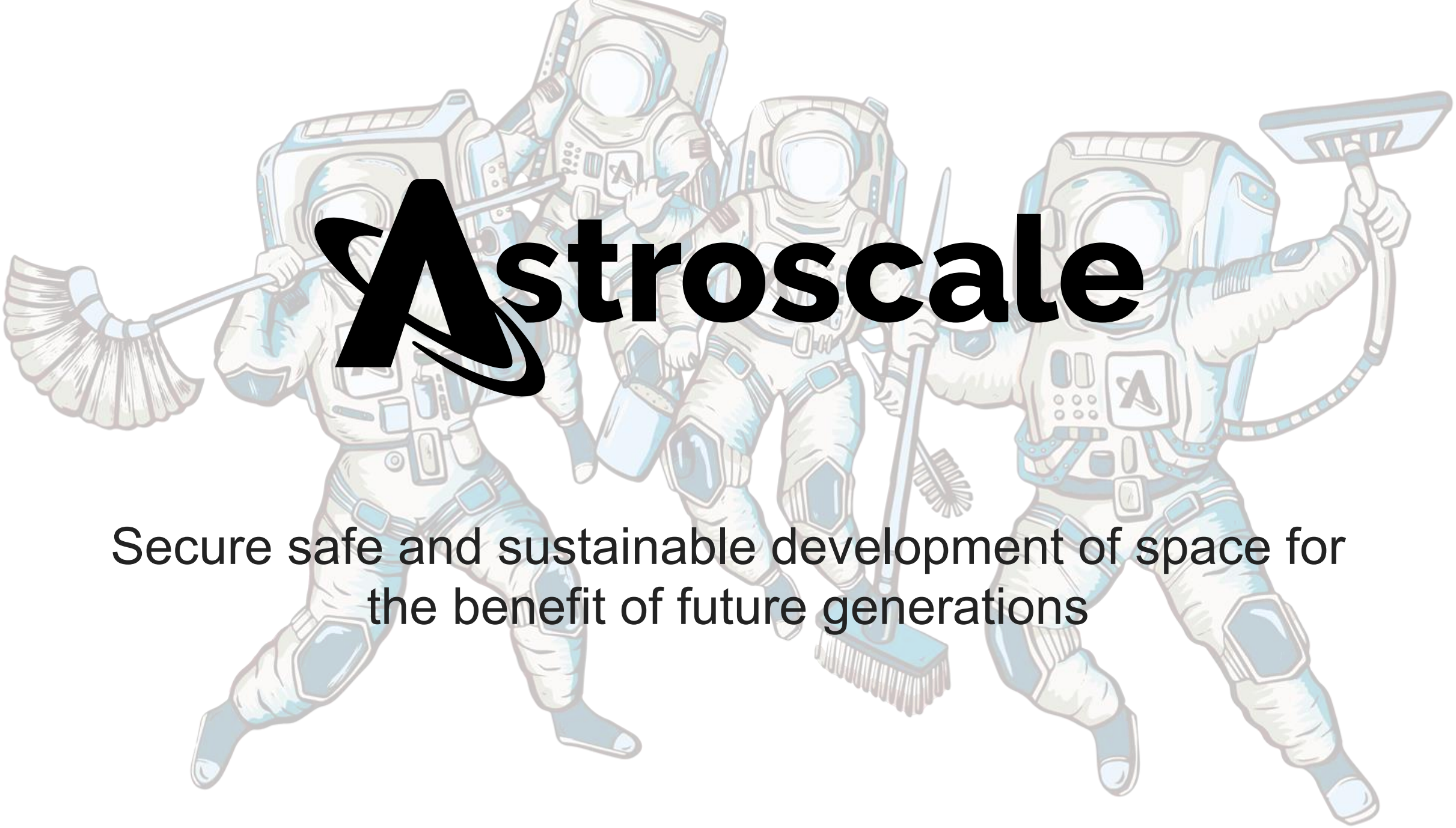

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Secure safe and sustainable development of space for the benefit of future generations

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