NewSpace Systems
Quality above

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UNOOSA - Space Economy: Africa In Focus

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NEWSPACE SYSTEMS  an introduction

Founded near Cape Town 2014
Upstream Tier 2 supplier
Exporting to 27 countries
30+ Employees
3M USD Turnover 2020

Stellar Gyro
WHY AFRICA?

>10,000 satellites to be launched over the next 10 years for about 70 countries, for a market value of over $200 billion (Euroconsult 2019).

Applications
Agritech
Prospecting
Forestry
Blue Economy
Security
Disaster Management

The African Opportunity
STRONG FOUNDATION supply chain

Strong Defence Industry
Automotive Supply Chain
Access to Finance
University base - talent
Space Agency
BARRIER 1  newspace who?

Geography, Credibility
Build an International brand
doctor
Exhibitions and Conferences
LinkedIn
Competitions
BARRIER 2  start-up to scale-up

Limited products
Limited infrastructure
Limited facilities
Limited people

= Late deliveries
= Upset Customers

Recruited a Chief Operating Officer
BARRIER 3  Φ  cashflow, cashflow, cashflow, cashflow

Never rely on Government
Never rely on banks

Pick your projects
Re-invest profits
Business Angels
Build a network
Make sacrifices

Pick the right investor(s) at the right time!
BARRIER 4  

too much too fast

Rapid Growth
Accurate Planning
Pick your Projects!

Build a new factory 😊
BARRIER 5 :: the right skills

Build the Team
Support the Team

But in the end......
BARRIER 6 going global

UK Subsidiary
NZ Subsidiary
US Manufacturing
More investment needed
THE FUTURE ☀ confidence

Confidence in oneself
Confidence in ourselves
Confidence to succeed

The sky is not the limit!!