ESA BIC MILAN
CORPORATE OFFER
ABOUT

The European Space Agency (ESA) is Europe’s gateway to space. Its mission is to shape the development of Europe’s space capability and ensure that investment in space continues to deliver benefits to the citizens of Europe and the world.

ESA is an international organisation with 22 Member States. By coordinating the financial and intellectual resources of its members, it can undertake programmes and activities far beyond the scope of any single European country.
ESA Business Incubation Centres (ESA BICs) are the largest network of incubators supporting space related start-ups in Europe. The objective is to support entrepreneurs with a space-based business idea and help them developing their product while getting their company off the ground. In the process, they create and grow clusters of space-related start-ups across Europe.

The ESA BICs seek entrepreneurs who develop applications that use space-based systems (such as satellite navigation, earth observation, or satellite communication); use space technologies in a non-space domain; and/or who develop innovative products and services for the space sector.
**ABOUT**

**Regione Lombardia** is one of the promoters of the co-financing for the management of the ESA BIC hub in Milan, making available part of the contributions necessary for the participation of startups and the Politecnico di Milano.

A very ambitious challenge, which encompasses research and innovation, the involvement of young people with a focus on innovative technologies and their transfer, issues to which the Lombardy Region is closely linked and with respect to the implementation of which it has been investing various resources for years.
PROGRAM (2023-2029)

For each startup ESA BIC provides

50,000 € GRANT
EQUITY-FREE. FOR PRODUCT DEVELOPMENT AND IP RIGHTS

24 MONTHS INCUBATION LENGTH

5 STARTUPS INCUBATED EACH YEAR

50 H BUSINESS SUPPORT
(COACHING AND MENTORING)

80 H TECHNICAL SUPPORT

10 H IPR AND LEGAL SUPPORT
WHO CAN APPLY

NOTE: Only citizens or companies from any ESA membership country can apply.

Innovative ideas (technological or on business model) with a valid space connection targeting either upstream or downstream applications.

Space-related companies no more than 5 years old.
**SPACE CONNECTION**

**Downstream**

Your idea is about utilising space systems or exploiting space technology in a non-space domain, in one of the following areas:

- Satellite Navigation
- Earth Observation
- Satellite Communication
- Hardware
- Software or Firmware
- Knowledge, processes
- Other

**Upstream**

Your idea is about exploiting new technology in the space domain, or you intend to be active as a supplier to the space sector, in one of the following areas (including systems, sub-systems, components, and services):

- Launchers
- Satellites
- Ground systems
- Human spaceflight
- Other
WHY ESA BIC MILAN

Unrivaled Expertise
With the support of the European Space Agency (ESA), we bring together seasoned professionals, industry leaders, and mentors with extensive experience in the space sector.

Prime Location
Our program is based in the vibrant city of Milan, Italy, providing access to a thriving tech ecosystem and a perfect launchpad for your startup.

Top-notch Facilities
Enjoy cutting-edge facilities and resources designed to foster innovation and development, allowing you to focus on what matters most—your groundbreaking ideas.

Funding Opportunities
Securing funding is crucial for any startup. ESA BIC Milan connects you with potential investors and funding sources to fuel your growth.
ECOSYSTEM

MANAGED BY

PROMOTED BY

Regione Lombardia

ESA BIC MILAN CORPORATE OFFER
POLIMI

UNIVERSITY

48,000+ MSC AND BSC STUDENTS

1,507 FACULTY

1,690 PHD STUDENTS

210,000+ ALUMNI POLIMI

RANKINGS
Source: QS 2023

1° ITALIAN UNIVERSITY

7° IN THE WORLD FOR MECHANICAL, AERONAUTICAL & MANUFACTURING ENGINEERING

18° IN THE WORLD FOR ENGINEERING & TECHNOLOGY
POLIMI

SCIENTIFIC RESEARCH

48,000 +
Publications since 2012

437
H2020 Projects financed

2,671
Patents

115
Horizon Europe Projects financed

LARGE INFRASTRUCTURE

406

RESEARCH LABS

206

INTERDEPARTMENTAL LABORATORIES

34

LABORATORIES

UPDATED AT 12/21
DAER

DEPARTMENT OF AEROSPACE SCIENCE AND TECHNOLOGY

50 +
FACULTY MEMBERS (PROFESSORS & RESEARCHERS)

30 +
TECHNICAL AND ADMINISTRATIVE STAFF

100 +
PHD STUDENTS, POSTDOCS, ADJUNCT RESEARCHERS

EXPERIMENTAL LABS

- Aerodynamic laboratory
- Experimental Test Laboratory
- Technological laboratory
- LaST – Transport Safety Lab
- SpLab – Space Propulsion Lab

RESEARCH AREAS

- Aerospace Structures, Materials and Technologies
- Aircraft and Rotorcraft Design, Aerodynamics, Dynamics and Control
- Fluid dynamics, computational engineering, energy conversion
- Space science and engineering
POLIHUB

2000
Birth inside Politecnico di Milano

2008
Switch2Product 1° edition, the Innovation Challenge of Politecnico di Milano

2013
PoliHub becomes an independent company

2018
Action for 5G 1° edition, call4startup in collaboration with Vodafone
Birth of Poli360 Venture Capital fund dedicated to tech transfer

2019
First Investment to startup Phonic Vibes

2020
Launch of international activities; DeepTech Alliance, EIT
Basilicata Pitch2Pitch 1° edition, call4startup in collaboration with Eni Joule

2021
Birth of Tech4Planet, National Pole of Technology Transfer of CDP Venture Capital

2022
Encubator 1° edition, acceleration program for climate tech startups
## INSIDE POLIHUB

### PERFORMANCE 2022

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
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<tbody>
<tr>
<td>Collected Ideas</td>
<td>1105</td>
</tr>
<tr>
<td>Accelerated Startups</td>
<td>122</td>
</tr>
<tr>
<td>Investments Received from Accelerated Startups</td>
<td>30 M€</td>
</tr>
<tr>
<td>Polihub Community</td>
<td>1500+</td>
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<tr>
<td>Main Exits</td>
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<tr>
<td>Valorized Patents</td>
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### PERFORMANCE 2015 - 2022

<table>
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<th>Metric</th>
<th>Value</th>
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<tr>
<td>Collected Ideas</td>
<td>8864</td>
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<tr>
<td>Accelerated Startups</td>
<td>859</td>
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<tr>
<td>Investments Received from Accelerated Startups</td>
<td>147 M€</td>
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<td>Mentors</td>
<td>120+</td>
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<td>Main Exits</td>
<td>15</td>
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<tr>
<td>Coworking Space</td>
<td>7.700MQ</td>
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**ESA BIC MILAN CORPORATE OFFER**
WHY TO PARTICIPATE

Problem

- Difficulty in understanding and comparing the quality of innovation especially in a sector such as Deep Tech
- Distance between the market and emerging innovation
- Difficulty to move in a market with multiple players, similar proposals, but with very different value
- Difficulty in innovating internally due to resistance to change

Solution

- Need to access the skills of an expert and recognized player in the sector
- Need to stimulate collaboration between startups and corporates through the mediation of a player who can "catalyze the reaction"
- Be accompanied by an accredited player in the world of innovation, with high skills in both research, access to talent, and business skills
- Working with a player who is a "healthy bearer" of entrepreneurship and who allows for a change of mindset

WHY MILAN

- PoliHub is the Deep Tech Knowledge Broker in Europe in contact with emerging innovation and with a valuable team and mentor in recognizing winning solutions
- The Aerospace Department is unique of its kind in Italy with a strong research focus on space technologies
- PoliHub offers the excellence of innovation for companies and thanks to the knowledge of both worlds it can better develop the relationship between the two subjects
- The Milan Polytechnic ecosystem brings continuous exposure to research, talents, the multiple possibilities of transferring new technologies for the benefit of all
- PoliHub promotes Intrapreneurship programs and employee engagement paths to stimulate entrepreneurship also within corporate contexts
HOW TO PARTICIPATE

Become **ESA BIC PARTNER** of the incubator through an **ANNUAL FEE**:

- ACCESS TO SELECTION COMMITTEE AS OBSERVER
- DEAL FLOW ACCESS
- PRESENTATION, SUPPORT, AND ADVISORY TO STARTUPS DURING INCUBATION
- COMMUNICATION PLAN
- NETWORKING AND DEDICATED EVENTS

**PRICE:** 10,000 €
CONTACTS

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