



Growing the Space Economy

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About Astroscale



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



Astroscale Global Service Offering



Astroscale On-Orbit Servicing – Sustainability Across Orbits

LEO

GEO

EOL

End-of-Life Service

ADR

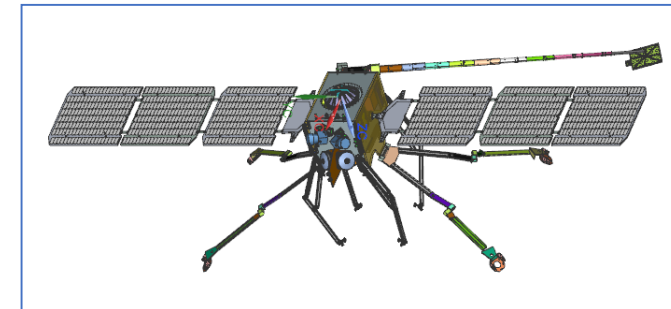
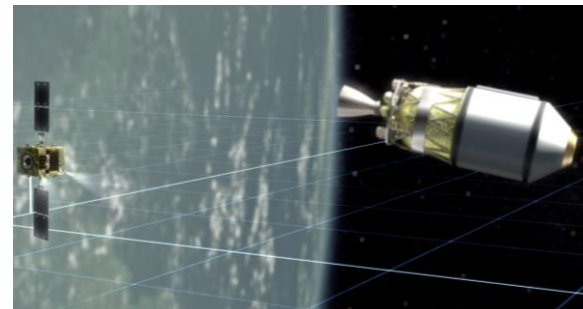
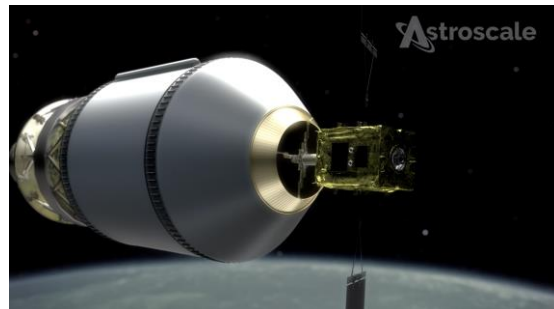
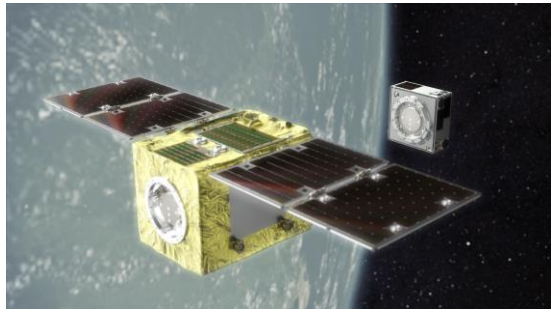
Active Debris Removal

ISSA

In-Situ SSA

LEX

Life Extension Service



Astroscale



Identify a
Business Case

Develop
Technology

Inform
International
and
Domestic
Policies



- 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



Astroscale

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