

59th International Astronautical Congress 2008

ENTREPRENEURSHIP & INVESTMENT SYMPOSIUM (E6.)  
Attracting Private Investment (2.)

Author: Mr. Joerg Kreisel  
JOERG KREISEL International Consultant (JKIC), Aachen, Germany, jk@jkic.de

COMMERCIAL OPPORTUNITIES RELATED TO SPACE & INVESTMENT REALITY

**Abstract**

The global space sector has been traditionally organized along technology and programmatic lines, which is reflected by its organizational setup, processes and most importantly culture. Despite manifold accomplishments, financing represents a major challenge for most commercial endeavors in space. This is often because of unfamiliarity with financial matters, misperception regarding the investment community and sub-optimal homework. The paper lays out how different types of space-related business ventures impact the route to finance, and elaborates on drivers of investor attractiveness and investor fit supported by sample cases in the industry. Backgrounds of the findings are based on practitioner's insights developed over 20 years involvement in space projects and commercialization, venture capital, education and strategy on global level.

Manuscript: Full Paper Update in Progress!