




NewSpace Systems **Quality above**

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UNOOSA - Space Economy: Africa In Focus

30th June 2021

NEWSPACE SYSTEMS an introduction

Founded near Cape Town **2014**

Upstream Tier 2 supplier

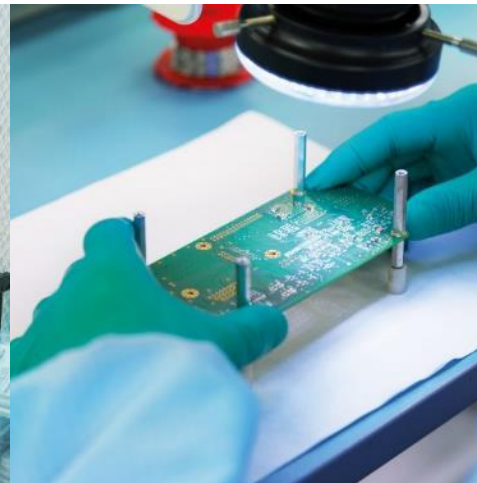
Exporting to 27 countries

30+ Employees

3M USD Turnover 2020



Stellar Gyro



WHY AFRICA? opportunity

>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

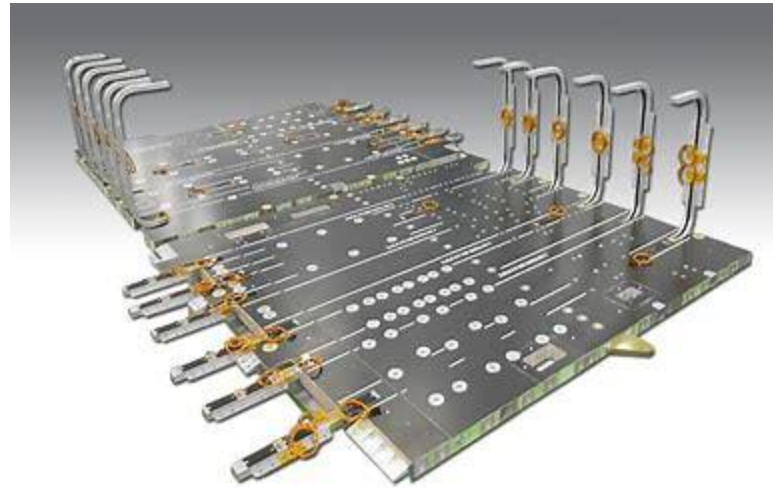
Disaster Management



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

dotcom

Exhibitions and Conferences

LinkedIn

Competitions



BARRIER 2 *i* start-up to scale-up

Limited products

Limited infrastructure

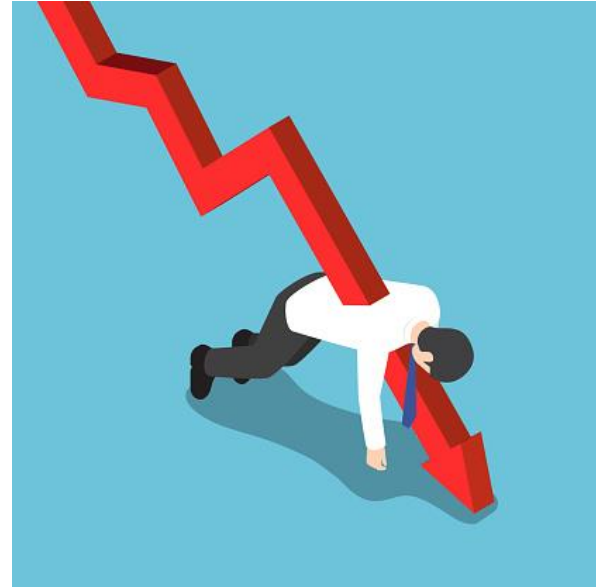
Limited facilities

Limited people

= Late deliveries

= Upset Customers

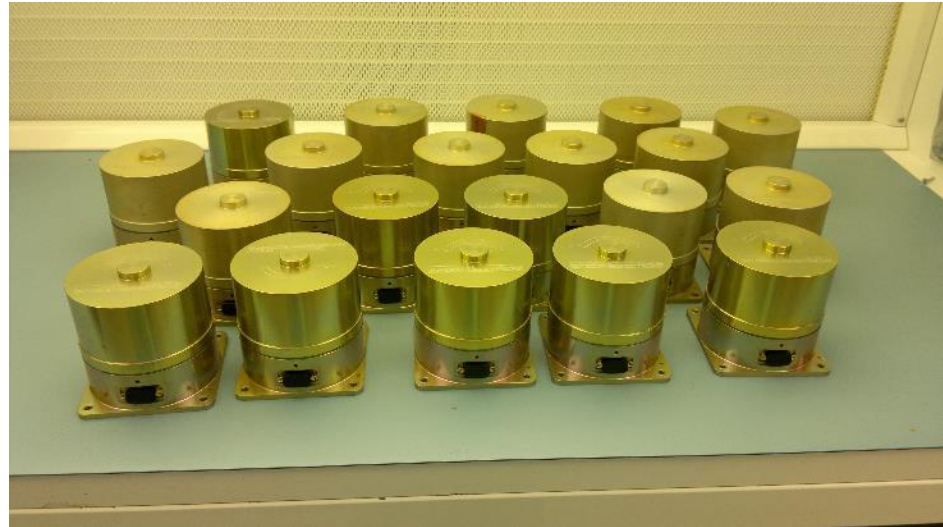
Recruited a Chief Operating Officer



BARRIER 3 cashflow, cashflow, cashflow

Never rely on Government
Never rely on banks

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



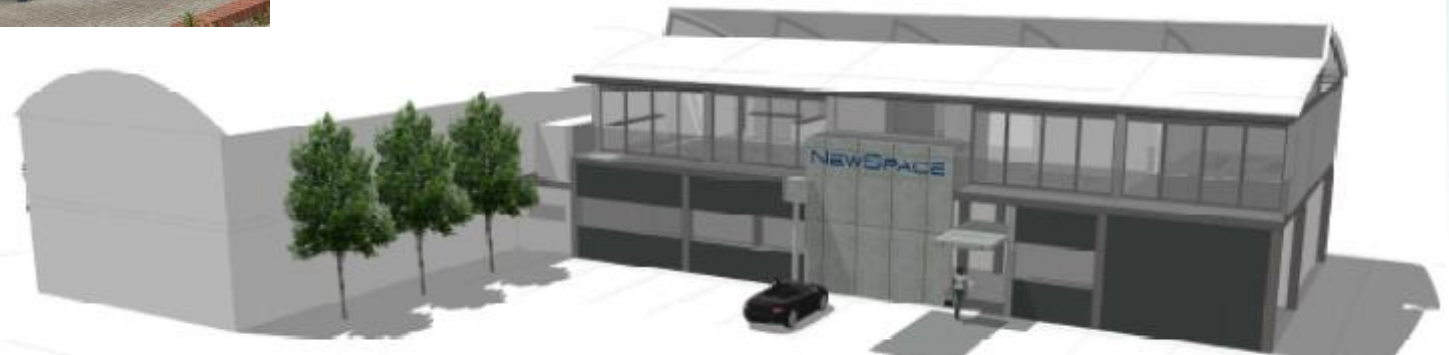
Pick the right investor(s) at the right time!

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.....



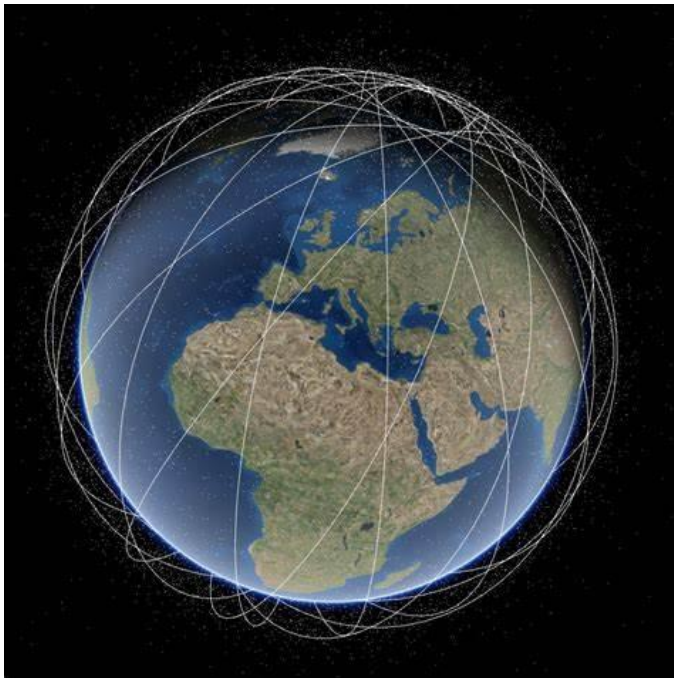
BARRIER 6 *i* going global

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 !!