

Draft Agenda | SME + Midcap Days 2024 | ESA HQ | 8 + 9 April 2024

Mo, 8 April

12:00 - 13:00 *Arrival and Lunch*

13:00 - 13:10 **Welcome and Introduction**

Géraldine Naja, Director of Commercialisation, Industry and Competitiveness (tbc)

13:10 - 17:10 **ESA presentations to SMEs/Midcaps + Q&A**

- ESA developments and outlook: Space Council, Strategy 2040, Competitiveness
Christine Klein, Head of the Industrial Policy and Auditing Department
- Update about the revision of the Procurement Regulations + about general measures of improvement related to time-to-contract since the last fora
Franck Germes, Head of the Contracts Department
- Status regarding the implementation of ESA's Profit Policy + Status regarding the implementation of inflation measures (short introduction followed by industry discussion/Q&A)
Franck Germes, Head of the Contracts Department + tbc, Industrial Audit Services Office
- Update about the intended R&D cost acknowledgement in ESA Rates
tbd, Industrial Audit Services Office
- Evolution of ESA's Industrial Policy - Status of the Geo-return discussion
Christine Klein, Head of the Industrial Policy and Auditing Department
- Implementing Life Cycle Thinking and Eco-Design in ESA Space Projects
Andrea Vena, ESA Chief Climate and Sustainability Officer

17:10 - 18:30 **Meeting between SMEs and Midcaps**

18:30 - 20:00 **Networking cocktail**

Tue, 9 April

09:00 - 09:30 *Arrival and Coffee*

09:30 - 12:30 **Midcap Forum**

09:30 - 12:30 **SME programme**

- Study on the financial viability of SMEs in Europe's space industry: results and further research
Hans Bracquené, Chairman SME4Space
- SME Financing Needs Q&A (equity financing needs, limitations, etc)
Jules Varma, ESA Ventures and Financing Office
- ESA's Zero Debris Approach Implementation
Sibyl-Anna De Courson, ESA Systems and CDF Engineer
- Space High Performance Computer (HPC) – opportunity for SMEs + Q&A
Bianca Hoersch, ESA Chief Digital Officer

12:30 - 14:00 **Lunch break**

14:00 - 17:00 **SME Forum**