

## **IAF – Spring Meeting - Connecting @All Space People in a Challenging Geopolitical Environment"**

Paris 29 March 2023 – Dominique Tilmans

The last session for today!

Forget stress, forget strikes and all related concerns.

We take you away from technology, science, and engineering, to discuss on geopolitics and exchange on the difficulties of doing business in “Challenging Geopolitical Environment”! Not a common subject for IAF!

We have 1 hour to think outside the beaten tracks, I'll ask teasing questions. Forgive me if I'll blow hot and cold, my sole goal is to help move the lines. And please don't hesitate to interrupt the conversation, raising your hand if you have any question.

We want to make this session dynamic, interesting and useful

### **First - The context.**

We are faced and have always been faced with numerous international tensions and several interconnected conflicts but these situations never prevented us from working! I guess, we all agree with that, right?

### **Now, 3 troublesome questions: I'll blow cold!**

- Don't we stay in our comfort zone too often, do we?
- Don't we often prefer to do business in countries we know well, in an environment we know well and with customers we know well?
- Are we ready or do we want to get out of our comfort zone?

### **Now, the kind question**

Are we ready to discover new market opportunities? you will obviously answer yes!

But if I ask you, are you also ready to explore distant countries, countries you know little about? Countries in challenging political environment?? Will your enthusiasm be the same? Not sure!!

### **Let's go a little further with these harsh questions.**

Aren't we using too often the instability and insecurity of those countries to just turn away?

Of course, the pandemic has not helped, on the contrary! But weren't we more bold before the pandemic?

However, getting out of our comfort zone always means, dynamism, adaptation to changing economic environment, discovery of new needs, creation of new markets, adjustment and refinement of our products, it means agility and presence to gain influence and market shares.

So, to be practical and useful we'll see together if there are really be business opportunities in Baku? If there is insecurity. If it's a country looking for new contacts and contracts or not really? In one word: Is it interesting to go to Baku? Let's take a concrete case. I do remember many of you being in IAC Dubai but the majority among you seem cold about the IAC Baku.

## Questions to the speakers

**1/ Clay Mowry**, President IAF – Chief Revenue Officer, Voyager Space Holdings

- Question: You are a top-level industry representative, do you think we often prefer to do business/ in countries we know well/ in an environment we know well/ and with customers we know well?

And the underlying point: Your first IAC will be in October in Baku. What are your expectations and concerns?

**2/ Andreas Lindenthal**, Vice President for Financial Matters and Industry Relations IAF; Head of Business Operations Space Systems, Spacecraft Equipment and Space Systems Germany, Airbus Defence and Space

- Question: Andreas you are also a top-level industry representative. Do you think that the Covid 19 pandemic has changed something in

the business world? And underlying point: how do business interests of companies influence the support and participation in IAF events?

**3/ Pascale Ehrenfreund**, Past President IAF; President, Committee on Space Research and President, International Space University

- Question: You have been elected first female President of the IAF, and your term started with a challenging situation: the Covid 19 pandemic, which did not allow IAF to organize an in-person Congress. You took the challenge to organize it remotely. Please tell us how you adapted to this new situation and thanks your experience, how do you see the IAC 2023 in Baku?

**4/Mishaal Ashemimry**, Vice President for Diversity Initiatives IAF; you are also Aerospace Consultant & Special Advisor to CEO, Saudi Space Commission (SSC)

- Question: Because Saudi Arabia has announced big ambitions to become one of the leading space nations. Last year, the Saudi Space Commission had applied to host the IAC 2025 in Riyadh, but ... the IAF General Assembly disapproved the recommendation of the Committee and the Bureau. A surprise for many of us! Now, a few months later, what are your lessons learned from this experience 1°as a representative of SSC and also as an IAF Vice President?

**5/ Leyla Abdullayeva**, Ambassador of Azerbaijan in France. You are a key person in this session

- Question: Mrs. Ambassador, your country will host this year's IAC in Baku.

Please tell us why people should come to Baku, and at the same time are there any safety issues as some people think?

**6/Steve Eisenhart**, President for the Global Networking Forum IAF; also Senior Vice President, Space Foundation

- Question: You organize the biggest US space event, the "Space Symposium in Colorado Springs". Can you elaborate on the geopolitical challenges the Space Foundation is facing in organizing your events?

**7/Heriberto Saldivar Massimi**, Head of the Foresight Strategy and Coordination Department, ESA

- Question: ESA is one of the strongest supporters of the Federation throughout many years and you are present at numerous IAF events with big delegations and exhibitions. In 2021, ESA was present with a big exhibition at the IAC in Dubai, the first outside an ESA Member State. Can we count on ESA's support for our upcoming events, including the IAC 2023 in Baku? And my underlying point is it important or not to organize an event like our Congress outside ESA Member States?

**8/ Mrs. Ambassador**, an important question for the industry representatives

- Question: What are the potential business opportunities open to the international community in Azerbaijan that could be further explored at the IAC in Baku?

**9/ Clay**

- Question: What are your conclusions after hearing the reactions of our speakers this evening? You are confident that the IAF will continue to fulfil its mission to connect all people in space even in times of global crisis?

Conclusions