

**EU Conference “The ambition of EU in Space”  
Mr Giuseppe Viriglio speaking notes**

With a consolidated sales of around 5,9 B€ and directly employing 30300 people, the European Space Manufacturing Industry is nevertheless significantly smaller than its USA, Russian or Chinese counterparts (all of them exhibiting employment in excess of 150.000 units each)

Notwithstanding its smaller dimension, EU industry capabilities embrace the full range of space programs (except human rated launch capability that was practically abandoned after the end of Hermes initiative) and in many cases it proves to be very competitive, like in the commercial telecommunication market, where in the segments of launchers and satellites large part of the current market is captured by European industries.

This is also evident from the consolidated sales 2008, where the institutional customers, that are historically dominant and include ESA, National Agencies, Public Satellite Operators (e.g. Eumetsat) and Military Procurement Agencies account for 3,4 B€ (ESA 1,5 B€, other civilian institution 0,7 B€, and military 1,2 B€ ), while the international commercial programmes account for 2,5 B€.

The repartition of the sales by segment in current B€ are

	<u>2008</u>	<u>2003</u>
Satellite	4,0 B€, 20.500 people	2,6 B€ (1,5 B€ commercial)
Launchers	1,3 B€ 6.300 people	1,1 B€ stable
Ground	0,6 B€ 3,400 people	0,8 B€

Reasons justifying such positioning on the market are essentially linked to the public support that is succeeded in

- maintaining an advanced technology level
- contributing to create application spin- off for consolidation of the market downstream.

Ariane ----- Arianespace  
 Meteosat----- Eumetsat  
 OTS/ECS----- Eutelsat

What can be done in the future

Perspective that we have in front of us is not encouraging, it can be envisaged:

- On the high technology end, an increase of competitive pressure induced by most advanced nations as USA, Japan, Russia, Israel
- On the low end (but catching up very fast) an increase of competitive products by the growing nation like China, India, Brazil

On the other side, the future will more and more put us in front of “integrated requirements” gathering different needs into a complex and full integration of services relying on integrated infrastructure including space and ground elements, with an increasingly active participation of the users that will impose the final configuration on the basis of demand. I refer to programs like

- ICT global coverage
- Full infomobility for personal use, airplane, car and ship
- Global security for protection of people, critical infrastructures and natural resources
- Evaluation of climate change impacts, and more in general “situational awareness” in its most diverse forms

In order to be prepared to answer to this challenge, I believe Europe needs to create an INTEGRATED EUROPEAN PLAN (including in other terms ESA, EC, EDA, National Space, Agencies, Operators, Users, etc ) with the scope to define a comprehensive EUROPEAN SPACE POLICY allowing in such a way the definition of what for Europe will be:

- Independence or non dependence or limited dependence
- The level of competitiveness required in all the sectors (space, ground and services)
- The enabling technologies as a natural consequence
- The better integration between infrastructure operators and manufacturers

In such a way Europe as a political and industrial entity will be able to be a proactive partner in what will prove to become a more and more global dialogue that will include worldwide institutional projects as

- Space exploration either human or robotic
- New generation launchers
- Climate change
- Space innovation

and on the other side will be capable of providing on a commercial basis not only infrastructures, very often not within a single country management / control, but also services to the users on a global scale.