

About you

Please tell us about yourself

This information will *only* be used for the purposes of assisting you with this survey (please see our [privacy policy](#))

Name: _____
Position: _____
Phone: _____
Email: _____

About you and your organisation

Please tell us about your organisation

Organisation name: _____
Address (UK Head Office): _____
Postcode: _____

How would you classify your organisation?

- Small or Medium-sized Enterprise, SME (<250 employees)
- Large enterprise (>250 employees)
- Research / Non-commercial
- Other, please specify: _____

If an 'SME':

Would you define your organisation as a 'start-up'?

- Yes
- No

Space-related activities

1. Is your organisation engaged in any of the following 'space-related activities'?

a. **Design and/or manufacture of space equipment and subsystems?**

Including: launch vehicles and subsystems, satellites/payloads/spacecraft and subsystems, scientific instruments, ground segment systems and equipment (control centres and telemetry), suppliers of materials and components, scientific and engineering support, fundamental and applied research

- Yes
- No

b. **Launch and/or operation of satellites?**

Including: launch services, launch brokerage services, proprietary satellite operation (incl. sale/lease of capacity), third-party ground segment operation, ground station networks

- Yes
- No

c. **Applications of satellite signals and data?**

Including: Direct-To-Home (DTH) broadcasting, fixed and mobile satellite communications services (incl. VSAT), location-based signal and connectivity service providers, supply of user devices and equipment, processors of satellite data, applications relying on embedded satellite signals (e.g. GPS devices and location based services) and/or data (e.g. meteorology, commercial GIS software and geospatial products)

- Yes
- No

d. **Specialised support services?**

Including: launch and satellite insurance (incl. brokerage) services, financial and legal services, software and IT services, market research and consultancy services, business incubation and development, policymaking, regulation and oversight

- Yes
- No

Income

Please select your preferred method of providing your organisation's UK space-related income:

Depending on the nature of your organisation, 'income' might include: Revenue from sales, Grant Funding (incl. Research), Core Funding, Tuition fees, Departmental Expenditure Limit, Operating Budget, or other sources. N.B. If reporting Grant and/or Core Funding, please provide the net income (i.e. Funding received inward, less Funding awarded outward).

- To provide *space-related* income directly as **£GBP**
- To estimate *space-related income* as a **percentage (%)** of **organisation total income** (including space-related and non-space related income)

▶ If your preferred method of providing your organisation's UK *space-related income* is to provide space-related income directly as **£GBP**:

2. What was the total space-related income* of your organisation's UK operations in the past 3 financial years** in £GBP?

* 'Total space-related income' = Income from all activities that you selected in the 'Space-related activities' section (i.e. Design and/or manufacture of space equipment and subsystems; Launch and/or operation of satellites; Applications of satellite signals and data; Specialised support services). Please provide in gross terms.

** If 2017/18 income is unavailable, please provide an estimate/forecast instead.

Please indicate the level of gross income and the unit of measurement (i.e. £, £k, £m or £bn)

	Income (gross)	Unit (£, £k, £m or £bn)
2015/16:	£ _____	_____
2016/17:	£ _____	_____
2017/18**:	£ _____	_____

3. Considering UK space-related income in the most recent year available, please estimate the breakdown by type of income.

Please provide an approximate percentage if actual data is unavailable.

Commercial turnover (i.e. revenues from sales of products/services)	_____ %
Non-commercial income (i.e. grant/core funding)	_____ %
Total: 100%	Sum = 100 %

If 'Non-commercial income' is > 0%:

What share (%) of your non-commercial income is EU-dependent (e.g. Horizon 2020)?

_____ %

Alternatively, if your preferred method of providing your organisation's *UK space-related income* is to estimate *space-related income* as a percentage (%) of organisation total income (which includes space-related and non-space related income):

2.

a. **What was the total income* of your organisation's UK operations in the past 3 financial years** in £GBP?**

*'Total Income' = Income derived from all activities (space and non-space related). Please provide in gross terms.

** If 2017/18 income is unavailable, please provide an estimate/forecast instead.

Please indicate the level of gross income and the unit of measurement (i.e. £, £k, £m or £bn)

	Income (gross)	Unit (£, £k, £m or £bn)
2015/16:	£ _____	_____
2016/17:	£ _____	_____
2017/18**:	£ _____	_____

b. **What percentage* of this total income derives from space-related activities**?**

* 'Space-related activities' includes all activities which you selected in the 'Space Related Activity' section i.e. Design and/or manufacture of space equipment and subsystems; Launch and/or operation of satellites; Applications of satellite signals and data; Specialised support services. Please provide an approximate percentage if actual data is unavailable.

2015/16:	_____ %
2016/17:	_____ %
2017/18:	_____ %

3. **Considering UK space-related income in the most recent financial year available, please estimate the breakdown by type of income.**

Please provide an approximate percentage if actual data is unavailable.

Commercial turnover (i.e. revenues from sales of products/services)	_____ %
Non-commercial income (i.e. grant/core funding)	_____ %
Total: 100%	Sum = 100 %

If 'Non-commercial income' is > 0%:

What share (%) of your non-commercial income is EU-dependent (e.g. Horizon 2020)?

_____ %

Space-related income by domain

4. Considering space-related income in the most recent financial year available, please estimate the breakdown by domain.

Please provide an approximation if actual data is unavailable.

Space Transportation (incl. launch)	_____ %
Broadcasting	_____ %
Communications (excl. broadcasting)	_____ %
Positioning, Navigation, Timing (incl. GNSS)	_____ %
Earth Observation (excl. Meteorology)	_____ %
Meteorology	_____ %
Defence/Military	_____ %
Science or Exploration	_____ %
Other	_____ %

Please specify: _____

Total: 100% **Sum = 100 %**

Space-related income by customer location

5. Considering space-related income in the most recent financial year available, please estimate the breakdown by customer location.

Please provide an approximation if actual data is unavailable. Based on the [United Nations geoscheme](#).

UK (<i>domestic</i>)	_____ %
Europe (<i>incl. ESA & EC; excl. UK</i>)	_____ %
Northern America (<i>incl. USA, Canada</i>)	_____ %
Central & South America (<i>incl. Caribbean</i>)	_____ %
Middle-East & Northern Africa	_____ %
Rest of Africa	_____ %
Asia & Oceania	_____ %
Total: 100%	Sum = 100 %

If 'UK (*domestic*)' <100%:

It would be useful to understand trade at the country level. If possible, please provide further breakdown of selected regions of space-related income by customer country:

Please provide an approximation if actual data is unavailable.

Europe:

As a % of total income in the region (total = 100%).

Please provide an approximation if actual data is unavailable.

European Space Agency (<i>any location</i>)	_____ %
France	_____ %
Germany	_____ %
Italy	_____ %
Other EU	_____ %
Non-EU Europe (<i>incl. Norway, Switzerland</i>)	_____ %
Total: 100%	Sum = 100 %

Northern America:

As a % of total income in the region (total = 100%).

Please provide an approximation if actual data is unavailable.

USA	_____ %
Canada	_____ %
Other Northern America	_____ %
Total: 100%	Sum = 100 %

Central & South America (incl. Caribbean):

As a % of total income in the region (total = 100%).

Please provide an approximation if actual data is unavailable.

Brazil	_____ %
Colombia	_____ %
Mexico	_____ %
Chile	_____ %
Other Central & South America (incl. Caribbean)	_____ %
Total: 100%	Sum = 100 %

Asia & Oceania:

As a % of total income in the region (total = 100%).

Please provide an approximation if actual data is unavailable.

Japan	_____ %
India	_____ %
Russia	_____ %
China	_____ %
Indonesia	_____ %
Malaysia	_____ %
South Korea	_____ %
Australia	_____ %
New Zealand	_____ %
Other Asia & Oceania	_____ %
Total: 100%	Sum = 100 %

Space-related income by customer type

6. Considering space-related income in the most recent financial year available, please estimate the breakdown by customer type.

As a % of total space-related income (total = 100%).

Please provide an approximation if actual data is unavailable.

<u>UK Space Agency</u>	_____ %
<u>European Space Agency</u>	
Galileo	_____ %
Copernicus	_____ %
EGNOS	_____ %
Other (non-EU programmes)	_____ %
<u>Other Space Agency</u>	_____ %
<u>European Commission</u>	
Horizon 2020	_____ %
Other	_____ %
<u>Other Civil Government</u>	_____ %
<u>Defence/Military</u>	_____ %
<u>Commercial</u>	
To Business (B2B)	_____ %
To Consumer (B2C)	_____ %
<u>Research/Science Funding Bodies</u>	_____ %
Total: 100%	Sum = 100 %

Space-related income by activity

7. Considering space-related income in the most recent financial year available, please estimate the breakdown by activity.

As a % of total space-related income (total = 100%).

Please provide an approximation if actual data is unavailable.

Design and/or manufacture of space equipment and subsystems

Launch vehicles and subsystems	_____ %
Satellites/payloads/spacecraft and subsystems	_____ %
Scientific instruments	_____ %
Ground segment systems and equipment	_____ %
Suppliers of materials and components	_____ %
Scientific and engineering support	_____ %
Fundamental and applied research	_____ %

Launch and/or operation of satellites

Launch services	_____ %
Launch brokerage services	_____ %
Proprietary satellite operation (incl. sale/lease of capacity)	_____ %
Third-party ground segment operation	_____ %
Ground station networks	_____ %

Applications of satellite signals and data

Direct-To-Home (DTH) broadcasting	_____ %
Fixed satellite communication services (incl. VSAT)	_____ %
Mobile satellite communication services	_____ %
Location-based signal service providers	_____ %
Supply of user devices and equipment	_____ %
Processors of satellite data (e.g. EO)	_____ %
Applications relying on embedded satellite signals/data (e.g. GPS, meteorology)	_____ %

Specialised support services

Launch and satellite insurance (incl. brokerage) services	_____ %
Legal and financial services	_____ %
Software and IT services	_____ %
Market research and consultancy services	_____ %
Business incubation and development	_____ %
Policymaking, regulation and oversight	_____ %

Total: 100%

Sum= 100 %

Please describe the main space-related products/services by your organisation:

Inputs purchased

8. Considering your space-related income, what percentage (%) was spent on purchasing inputs from suppliers?

Example: If your organisation purchased £400 worth of inputs from suppliers to generate £1,000 of space-related turnover, total inputs = 40% of space-related turnover.

2015/16: _____ %
 2016/17: _____ %
 2017/18: _____ %

9. Please estimate the breakdown of inputs by type and location of supplier in the most recent financial year available.

Example: If the £400 of inputs from the previous example (40% of space-related turnover) breaks down as: £200 from UK-based suppliers within the space industry, £100 from UK-based suppliers in other industries, and £100 from overseas suppliers (any industry), please put: 50%, 25%, 25% in the boxes below, respectively.

Total inputs purchased = 100%. Please provide an approximation if actual data is unavailable.

UK-based suppliers

Space industry _____ %
 Non-space industries _____ %

Overseas (non-UK-based) suppliers _____ %

Total: 100% **Sum = 100 %**

If 'Overseas (non-UK-based) suppliers' >0%:

It would be useful to understand inputs at the country level. If possible, please provide further breakdown of inputs from Overseas (non-UK-based) suppliers:

Total inputs purchased from Overseas (non-UK-based) suppliers = 100%.

Please provide an approximation if actual data is unavailable.

Europe:

European Space Agency (*any location*) _____ %
 France _____ %
 Germany _____ %
 Italy _____ %
 Other EU _____ %
 Non-EU Europe (*incl. Norway, Switzerland*) _____ %

Northern America:

USA _____ %
 Canada _____ %
 Other Northern America _____ %

Central & South America (*incl. Caribbean*) _____ %

Middle East & Africa _____ %

Asia & Oceania:

Japan _____ %
 India _____ %
 Russia _____ %
 China _____ %
 Other Asia & Oceania _____ %

Total: 100% **Sum = 100 %**

Employment

Please select your preferred method of providing the number of UK-based employees in your organisation who are involved in space-related activities*:

* 'Space-related activities' includes all activities which you selected in the 'Space Related Activity' section i.e. Design and/or manufacture of space equipment and subsystems; Launch and/or operation of satellites; Applications of satellite signals and data; Specialised support services.

- To provide the number of UK-based space-related employees directly as a **total**
- To estimate the number of UK-based space-related employees as a **percentage (%) of the total number of employees** involved in all activities (including space-related and non-space-related activities)

▶ If your preferred method of providing the number of UK-based employees in your organisation who are involved in space-related activities is to provide the number of UK-based space-related employees directly as a **total**:

10.

a. What was the total number of your organisation's UK-based space-related employees* in the past 3 financial years**?

* 'Space-related employees' = employees involved in all activities which you selected in the 'Space Related Activity' section, i.e. Design and/or manufacture of space equipment and subsystems; Launch and/or operation of satellites; Applications of satellite signals and data; Specialised support services.

** If 2017/18 income is unavailable, please provide an estimate/forecast instead.

2015/16: _____
 2016/17: _____
 2017/18**: _____

b. In the most recent year available, what proportion (%) of your organisation's UK-based space-related employees are:

UK nationals	_____	%
EU nationals	_____	%
Other nationals	_____	%
Total: 100%	Sum =	100 %

Alternatively, if your preferred method of providing the number of UK-based employees in your organisation who are involved in space-related activities is to estimate the number of UK-based space-related employees as a percentage (%) of the total number of employees involved in all activities (including space- and non-space related activities):

10.

- a. What was the **total number** of your organisation's UK-based employees (space and non-space related) in the past 3 financial years**?

** If 2017/18 income is unavailable, please provide an estimate/forecast instead.

2015/16: _____
 2016/17: _____
 2017/18**: _____

- b. What **percentage** of these UK-based employees were engaged in **space-related activities***?

*'Space-related activities' includes all activities which you selected in the 'Space Related Activity' section i.e. Design and/or manufacture of space equipment and subsystems; Launch and/or operation of satellites; Applications of satellite signals and data; Specialised support services. Please provide an approximation if actual data is unavailable.

2015/16: _____ %
 2016/17: _____ %
 2017/18: _____ %

- c. In the most recent year available, what proportion (%) of your organisation's UK-based space-related employees are:

UK nationals	_____ %
EU nationals	_____ %
Other nationals	_____ %
Total: 100%	Sum = 100 %

Space-related employees by site

11. Please provide location details of all your UK sites which are involved in space-related activities and the percentage of UK-based space-related employees employed in each site in the most recent year available.

Please provide an approximation if actual data is unavailable.

Name of location	Postcode (if known)	Town / City	% of all <u>space-related employees</u>
_____	_____	_____	____ %
_____	_____	_____	____ %
_____	_____	_____	____ %
_____	_____	_____	____ %
_____	_____	_____	____ %
_____	_____	_____	____ %
_____	_____	_____	____ %
_____	_____	_____	____ %
_____	_____	_____	____ %

Any other UK locations and percentage of space-related employees:

Research & Development

12. Please estimate your organisation's total expenditure on research & development (R&D) (including own/internal and external sources of funding) for the previous 3 financial years.

Please indicate the level of expenditure and the unit of measurement (i.e. £, £k, £m or £bn).
Please provide an approximation if actual data is unavailable.

	Expenditure	Unit (£, £k, £m or £bn)
2015/16:	£ _____	_____
2016/17:	£ _____	_____
2017/18:	£ _____	_____

13. What percentage of this total R&D spend is space-related?

* 'Space-related R&D' is the combination of total expenditure on R&D and the percentage spent on space-related R&D.

Please provide an approximation if actual data is unavailable.

2015/16:	_____ %
2016/17:	_____ %
2017/18:	_____ %

14. Please estimate the percentage breakdown of total space-related R&D* by internal and external funding for the last 3 financial years.

*'Space-related R&D' is the combination of total expenditure on R&D and the percentage spent on space-related R&D.

Please provide an approximation if actual data is unavailable. The total for each financial year should equal 100%.

	2015/16	2016/17	2017/18
Internal Funding (e.g. matched)	_____ %	_____ %	_____ %
External Funding (e.g. grant)	_____ %	_____ %	_____ %
Total: 100%	Sum = 100 %	Sum = 100 %	Sum = 100 %

Staff education, training and skills

15. Please estimate the percentage breakdown of employees by the highest qualification obtained in the most recent year available.

Please provide an approximation if actual data is unavailable.

Master’s degree or above (incl. PhD)	_____ %
Bachelor’s degree	_____ %
Vocational qualification (HND/HNC)	_____ %
Other qualification	_____ %
Total: 100%	Sum = 100 %

16. How many UK-based apprentices and graduate trainees did your organisation employ for space-related activities in the most recent year available?

Please provide an approximation if actual data is unavailable.

Apprentices	_____
Graduate Trainees	_____

Growth

17. Which, if any, of the following represent obstacles to commercial success?

Please select all that apply.

- | | |
|--|---|
| <input type="checkbox"/> Economic uncertainty | <input type="checkbox"/> Shortage of managerial skills / expertise |
| <input type="checkbox"/> Obtaining finance | <input type="checkbox"/> Shortage of skills generally |
| <input type="checkbox"/> Cash flow | <input type="checkbox"/> Pensions |
| <input type="checkbox"/> Tax, VAT, PAYE, BU, business rates | <input type="checkbox"/> Late payment |
| <input type="checkbox"/> Recruiting staff | <input type="checkbox"/> Not being able to increase prices / fees |
| <input type="checkbox"/> Exchange rates | <input type="checkbox"/> Red tape |
| <input type="checkbox"/> Regulations | <input type="checkbox"/> Overseas licensing and regulation |
| <input type="checkbox"/> Availability / cost of suitable premises | <input type="checkbox"/> Export controls |
| <input type="checkbox"/> Difficulty identifying overseas sales opportunities | <input type="checkbox"/> Overseas preference for domestic suppliers |
| <input type="checkbox"/> Competition in the market | <input type="checkbox"/> None of the above |
| | <input type="checkbox"/> Other(s) – please specify: |

18. Which, if any, of the following represent key enablers for commercial success?

Please select all that apply.

- Encouraging STEM uptake through education and outreach activities (*e.g. Tim Peake, Principia*)
- Securing space launch capability in the UK
- UK sector deal (*Prosperity in Space*)
- Increased spend on a UK National space programme (*e.g. NSTP*)
- Regulation of spaceflight and associated activities (*e.g. Space Industry Act 2018*)
- UK-EU partnership deal for the UK's exit from the EU (*Brexit*)
- Enhanced export support
- Business-friendly legislation and regulation
- None of the above
- Other(s) – please specify:

19. Compared to performance in the last 3 years, please estimate how your organisation is likely to perform over the next 3 years.

Please select one response per row.

	Much lower (>10%)	Slightly lower (<10%)	About the same	Slightly higher (<10%)	Much higher (>10%)	N/A
Income	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Employment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Exports	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
R&D spending	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Total investment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Comments:

Any other comments

20. If you have any additional comments relevant to this study, please provide them below.

<END>

Thank you for completing the survey.

We are grateful for your input.