



Chris Porter – Sales Director

Agenda

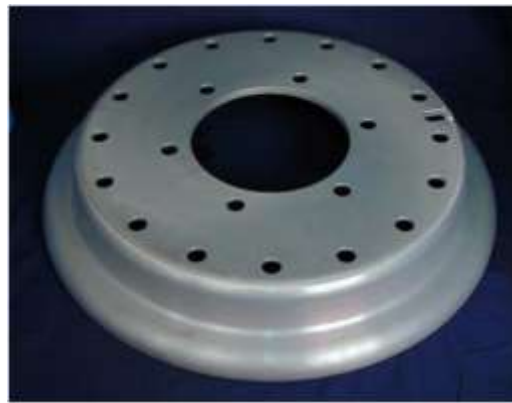
- Who are Spincraft ?
- How we “entered” the Space industry
- Prime characteristics and “culture”



Medical Applications & Components



Defence Applications & Components

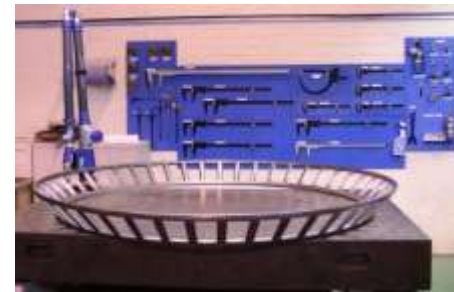
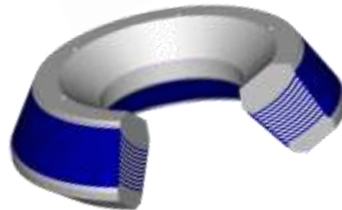


Aviation Applications & Components



Energy Applications & Components

Turbine with exhaust casing



Aerospace Applications



Heavy Launchers

Light Launchers

Space Shuttle

Test Vehicles



Aerospace Hardware



Launcher Hardware

Domes

Tanks

Combustion Liners

Engine Nozzles

Sump Covers

Nose Cones



Hot formed Titanium Cone



Hot forming of dome



Machining outside diameter



Entering the Industry

- Liverpool Space Conference
- Propulsion Group
 - Confidentiality
- Supplier Engagement Days
 - Lockheed Martin
 - TAS
- Where do you fit?

Prime Characteristics and

- Complex organisations
 - “Multiply” international businesses
- Engineering / commercial teams
 - Highly qualified
- Legacy / new programs
 - Specifications and fixed designs
- Complex players
 - ESA
 - UK Space Agency

....Culture

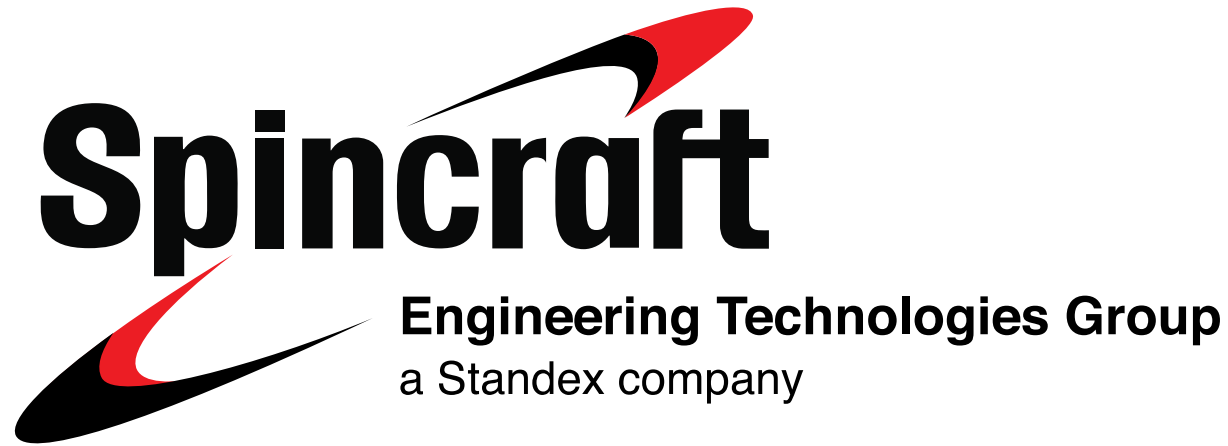
- Big company mentality
 - Respond to “small” company agility
- Supportive
 - Primes and Agencies
 - UK PLC
- Cultural change
 - Risk / conservatism
 - Massive shift underway

Is it worth it?

- Long term play
 - USA experience
 - Can become absorbed in “jam tomorrow”
- Centre of excellence in a niche market
 - Benefits in other sectors
 - Technology transfer
- Financial benefit
- Fascination of space

Summary

- Find a route into the Primes
- Understand the complexity and drivers of the supporting players
- Demonstrate niche expertise with a first off project
- Show responsiveness, agility and adaptability
- Be prepared for the long game (5 years)



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