



Chris Porter – Sales Director

# Agenda

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



SIEMENS



LOCKHEED MARTIN



Raytheon



Rolls-Royce

# Medical Applications & Components



# Defence Applications & Components

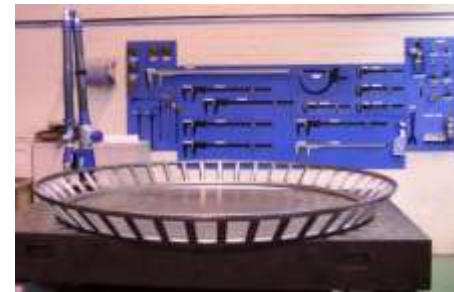
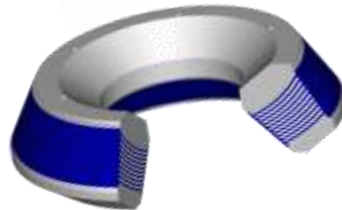


# Aviation Applications & Components



# 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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