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Page 3: Submitter Information

Q1

Personal Information

Name

Graeme Solloway

Email Address



Q2

Are you making this submission on behalf of a business or organisation?

Yes (Please tell us your company/organisation):  
New Zealand Trade and Enterprise

Page 4: New Zealand's interests in space

Q7

Work in the New Zealand space sector

What are your interests and relationship to space? Pick as many as apply below:

Q8

Please note any other interests and relationship to space below that you would like to share.

New Zealand Trade and Enterprise (NZTE) is the New Zealand Government business development agency and supports New Zealand businesses in the space sector. Our specific areas of support relate to:

- Capital raising to support growth
- International market development

NZTE works with a small but growing cohort of companies focused on developing business in the space sector. Some are early stage and seeking capital for growth, some are more mature businesses seeking opportunities to supply services or technology into space programmes. Many seek both trade and investment outcomes.

Working with the NZ Space Agency we have supported groups of New Zealand companies at the Colorado Springs Space Symposium in April 2022 and the International Astronautical Congress in Washington DC in 2019 and Paris in 2022. We have also engaged with Canadian and Australian space and trade agencies on interests between space companies across the three countries.

NZTE also supports international space and aviation companies who are interested in setting up in NZ for R&D or high value manufacturing activities.

NZTE sees space as a growth opportunity for our high-tech manufacturing and services sectors. This strongly aligns with the intent to move our trading economy from volume to value, supporting high paying jobs that deliver growth throughout New Zealand.

Page 5: New Zealand's values in space

**Q9**

Respondent skipped this question

To what extent do you agree or disagree that these values should apply to New Zealand's space activities and engagements?

**Q10**

Respondent skipped this question

Are there any other values, or aspects of kaitiakitanga (guardianship), that you think should apply to New Zealand's space activities and engagements? For example, cultural values regarding space.

Page 6: New Zealand's space policy objectives

**Q11**

Respondent skipped this question

Rank these key policy objectives in order of importance to you: Click and drag to reorder the objectives from 1 (most important) to 5 (least important)

Page 7: Growing an innovative and inclusive space sector

**Q12**

To what extent do you agree or disagree that these policy objectives will help the New Zealand government to grow an innovative and inclusive space sector?

Promoting New Zealand's natural advantage for conducting space activities, and research and development expertise across the space value chain	<b>Strongly agree</b>
Partnering within New Zealand and internationally to increase research and development capabilities	<b>Agree</b>
Identifying opportunities to increase diversity in the space sector	<b>Agree</b>
Using cutting-edge space technology and space sourced data to support New Zealand's values and interests	<b>Agree</b>

**Q13**

Do you have any comments on these policy objectives? (e.g. any suggested change to how they are framed? Is there anything missing?)

NZTE believes these policies could also talk about how a growing, coordinated space sector may contribute to addressing New Zealand's productivity challenge:

1. through wider use of space-associated technologies to drive higher productivity in primary sectors (e.g. agritech for farming, satellite tech for supporting transport),
2. by building more space tech firms at scale out of NZ - driving higher productivity in the economy as tech/hi-tech exporters tend to have much higher earnings per employee, and higher salaries overall.

Further, NZTE recognises that many of the businesses in this sector are spread through New Zealand and development of the space sector benefits regional economies and contributes to closing economic gaps.

**Q14**

Are there any other policy objectives that you think would help the New Zealand government to grow an innovative and inclusive space sector?

NZTE suggests you add an additional objective like the following:

- Support the growth of firms in the sector through a shared multi-agency approach to overcome the challenges of scaling into space markets.

The current objectives refer to "promotion", but NZTE's view is that this additional objective (or something like it) is needed as well. This is because, while promotion is important, it is not enough. If we want the sector to succeed, NZTE believes assisting firms to scale through capital growth, identify partners for technology commercialisation and develop markets is also important.

In NZTE's experience, there is often a large capability gap for New Zealand firms when they seek to build relationships with large multi-national consortia in order to participate in international space opportunities. NZTE believes that the role of Government in addressing this capability gap – through equipping businesses with the skills needed to engage with large MNCs, developing their relationship muscle and hiring the right people to help them grow in the sector – is a crucial one.

In addition, New Zealand space companies are subject to many of the same constraints of access to capital for R&D and growth as other high-tech firms. NZTE's view is that there would be real benefit in helping such firms to access Government funding that may be available and Government assistance with capital raising. In NZTE's experience, navigating the Government system in this regard can be challenging for earlier stage firms.

Furthermore, New Zealand firms are an attractive target Australian state agencies seeking relocation into their space industry facilities and New Zealand's policies will need to ensure our firms are not pre-emptively captured. Australian federal and state investment in space industry development is substantial:

- \$176.5m in the 2022 Federal Budget through the National Reconstruction Fund for Growing Australia's Space Industry over the next three years.
- Investment by the South Australia State Government in the South Australian Space Park manufacturing centre and Lot Fourteen space business centre, with \$20m of grants to firms to locate within the Space Park.
- Establishment of the SmartSat Cooperative Research Centre, located at Lot Fourteen, with a budget of \$245m over 7 years to enable a tripling of Australia's domestic space industry to \$12 billion by 2030.

Work to support New Zealand firms should be done in a collaborative fashion between relevant agencies so that companies benefit from the range of skills, contacts and mandates.

Consideration could also be given to prioritising the Space sector within the Advanced Manufacturing ITP.

**Q15**

Do you have any questions or comments about what these objectives would mean in practice?

No

Page 8: Promoting the responsible uses of space internationally

**Q16**

Respondent skipped this question

To what extent do you agree or disagree that these policy objectives will help the New Zealand government to promote the responsible uses of space internationally?

**Q17**

Respondent skipped this question

Do you have any comments on these policy objectives (e.g. any suggested change to how they are framed? Is there anything missing?)

**Q18**

Respondent skipped this question

Are there any other policy objectives that you think would help the New Zealand government to promote the responsible uses of space internationally?

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**Q19**

Respondent skipped this question

Do you have any questions or comments about what these objectives would mean in practice?

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Page 9: Protecting and advancing our national security and economic interests

**Q20**

To what extent do you agree or disagree that these policy objectives will help the New Zealand government to protect and advance our national security and economic interests?

Use space assets to protect and advance New Zealand's national security and economic interests **Strongly agree**

Manage the broad range of security risks in space to protect New Zealand's space industry **Strongly agree**

Collaborate with international space and security partners to pursue New Zealand's national security and economic interests **Strongly agree**

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**Q21**

Do you have any comments on these policy objectives (e.g. any suggested change to how they are framed? Is there anything missing?)

International security partners, and the firms that support their space sectors, represent the major investors and customers (supply chain partners) for the New Zealand space sector. NZTE recognises that NZ's interest in supporting the security framework that underpins our trade, also provides access to the most valuable market for our space sector companies.

The shadow-side of an entrepreneurial-led sector is that opportunities may be pursued that are of detriment to a firm's long-term positioning, and contrary to New Zealand's obligations to our security partners, if firms do not have clarity of New Zealand's policies and the swim lanes in which they can operate.

We think this imperative could be amplified in space policy, emphasising the importance in ensuring our firms are supported and have frameworks in place that minimise the risk that their business practices might undermine NZ's security obligations and relationships and the reputation the individual firms and the space sector more generally.

Therefore, NZTE believe it is important for provision of information and support to firms around New Zealand's export controls (and other relevant policies) be explicitly supported in our space sector policy.

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**Q22**

Are there any other policy objectives that you think would help the New Zealand government to protect and advance our national security and economic interests?

No

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**Q23**

Do you have any questions or comments about what these objectives would mean in practice?

No

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Page 10: Modelling sustainable space and Earth environments

**Q24**

Respondent skipped this question

To what extent do you agree or disagree that these policy objectives will help the New Zealand government to model sustainable space and Earth environments?

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**Q25**

Respondent skipped this question

Do you have any comments on these policy objectives (e.g. any suggested change to how they are framed? Is there anything missing?)

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**Q26**

Respondent skipped this question

Are there any other policy objectives that you think would help the New Zealand government to model sustainable space and Earth environments?

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**Q27**

Respondent skipped this question

Do you have any questions or comments about what these objectives would mean in practice?

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Page 11: Regulating to ensure space activities are safe and secure

**Q28**

Respondent skipped this question

To what extent do you agree or disagree that these policy objectives will help the New Zealand government to promote the responsible uses of space internationally?

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**Q29**

Respondent skipped this question

Do you have any comments on these policy objectives (e.g. any suggested change to how they are framed? Is there anything missing?)

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**Q30**

Respondent skipped this question

Are there any other policy objectives that you think would help the New Zealand government to ensure space activities are safe and secure?

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**Q31**

**Respondent skipped this question**

Do you have any questions or comments about what these objectives would mean in practice?

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Page 12: Regulating in line with our national interests

**Q32**

**Respondent skipped this question**

Are there any comments you would like to make about these criteria that inform consideration of the national interest?

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**Q33**

**Respondent skipped this question**

What questions do you have about how the national interest is considered in practice?

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