

THE POWER GRADIENT

Inspiring Future Entrepreneurs

FAST Aerospace

FAST Aerospace is an Italian startup with the long-term objective of developing an air-launch system for small satellites (satellites up to 500 kg). They completed successfully a ground testing campaign of the ramjet engine at the end of 2025, validating its operational principles.

<https://www.fast-aerospace.com/>

Key Takeaways

Calculated Risk

Bold, well-reasoned risks can create the momentum a startup truly needs.

Resilient Mindset

Resilience is built early and becomes a defining entrepreneurial advantage.

Early Validation

Demonstrating real technological progress builds credibility faster than words.

Strategic Patience

Waiting for the right opportunity can be more powerful than choosing the easiest one.

Decisive Action

Avoiding decisions limits growth more than making imperfect ones.

Core Ownership

Keeping critical technology in-house protects long-term strength.

Network Power

Strong relationships unlock opportunities that would otherwise remain inaccessible.



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Meet Lorenzo Beggio

Welcome to this week's edition of The Power Gradient. In this issue, I'm excited to share the inspiring story of Lorenzo Beggio, CEO & Co-founder of FAST Aerospace. An Italian deep-tech startup developing a jet-powered air-launch system for small satellites, designed to democratise access to space through a reusable winged platform powered by advanced ramjet propulsion. At a time when access to space remains limited to a handful of major players, Lorenzo and his team are working to challenge that paradigm with a system capable of taking off from airport-like infrastructure, increasing flexibility while improving fuel efficiency. With the successful completion of a ramjet ground testing campaign in late 2025, the company has already demonstrated meaningful technical progress toward turning this ambitious vision into reality.

Manifest Destiny

Lorenzo's entrepreneurial journey began unconventionally. His first job was stepping directly into the role of CEO and Co-founder. Rather than spending years inside an established aerospace corporation, he chose to step immediately into uncertainty, responsibility, and long-term technological ambition. Taking on leadership from day one meant balancing vision with execution, strategy with engineering realities, and ambition with limited early resources. It required not only technical understanding, but also the ability to inspire others to believe in a mission that would take years to materialise. That early decision to build rather than join reflects a defining trait of his character: a willingness to take risks in pursuit of meaningful, long-term impact.

Nature Vs Nurture

Much of Lorenzo's mindset was shaped long before FAST Aerospace was founded. During his childhood and adolescence, he encountered individuals both within his family and beyond whose life stories left a lasting impression on him. Many of them began under difficult circumstances and achieved positive outcomes through discipline, self-determination, and unwavering resilience. Observing those journeys instilled in him the belief that adversity is not a stopping point, but a testing ground. Over time, resilience became not just something he admired, but a personal value he consciously cultivated. When combined with a deep passion for aerospace and the opportunity to connect with highly capable peers during his university years, this mindset naturally evolved into the courage to pursue an ambitious entrepreneurial challenge in one of the most demanding industries in the world.



Clarity of Focus & Discipline

Navigating the early stages of a deep-tech venture requires clarity of focus and disciplined execution. For Lorenzo, one of the key priorities was achieving tangible technological validation as quickly as possible. In industries like aerospace, credibility is built through hardware, testing, and measurable results not promises. Demonstrating the operational principles of the ramjet engine through ground testing provided more than technical confirmation, but also a foundation for meaningful conversations with partners and stakeholders. Along the way, the team also learned a difficult lesson about outsourcing a critical subsystem, a decision that ultimately required redevelopment in-house. It reinforced the importance of retaining control over core technologies and investing in internal expertise.



High-Risk-Reward

During FAST Aerospace's early development Lorenzo and his team faced a critical funding crossroad. They were presented with two mutually exclusive investment opportunities: one that was highly likely to close but insufficient to properly sustain the company's early growth, and another far less certain yet capable of providing the financial runway necessary to build real momentum. At that stage, the team had already been working for more than a year without salaries, fuelled purely by conviction and belief in their technology. The safer option was understandably tempting. However, after careful reflection and a few sleepless nights, they chose the path aligned with long-term strength rather than short-term comfort. That decision ultimately paid off and reinforced a crucial lesson: in high-risk environments like deep tech startups, beginning without adequate resources can be more dangerous than waiting for the right opportunity.