



2017 PROGRAM

Monday, September 11, 2017

- 08:00 Registration & welcome coffee
- 09:00 Opening remarks
Lorraine Whitfield, Chief Events & Marketing Officer, Euroconsult
- 09:15 Opening presentation - State of play and challenges for the satellite connectivity market
Pacôme Révillon, CEO, Euroconsult
- 09:30 Outlook for the satellite sector: Insights from investment bankers
Moderator: Peter Nesgos, Partner, Milbank
Fred J. Turpin, Global Head of Media & Communications IB, JP Morgan Chase & Co.
John T. Apostolides, Managing Director, Technology, Media and Telecom Investment Banking, Macquarie Capital (United States) Inc.
James C. Murray, Partner, PJT Partners
Malcolm Morris, Senior Managing Director, Guggenheim Securities
- 10:45 Morning coffee break hosted by



11:15 Satellite operators - Defining business models for the new satellite environment

Moderator: Stéphane Chenard, Senior Associate Consultant, Euroconsult
Cenk Sen, CEO, Turksat
Rashad Nabiyev, CEO, Azercosmos
Maxim Zayakov, CEO, Bulgaria Sat
Saif Al-Khaldi, VP Corporate & Strategy, Es'hailSat
Huang Baozhong, Vice President, APT Satellite

12:30 Official lunch hosted by

AIRBUS

14:30 Constellations in the ecosystem: More Slices or a Bigger Pie?

Moderator: Sima Fishman, Managing Director, Euroconsult USA
Matthew Desch, CEO, Iridium
Steve Collar, CEO, SES Networks
Mark Rigolle, CEO, LeoSat

15:30 Afternoon coffee break hosted by

ThalesAlenia
a Thales / Leonardo company
Space

16:00 How to provide a personalized customer experience in flight?

Moderator: Susan Irwin, Principal Advisor, Euroconsult
Max Coppin, Partnership Development Manager, Google
Quentin Couturier, Senior Manager – Fleet Development, Etihad Airways

16:15 IFC: The new gold rush for service providers?

Moderator: Brent Prokosh, Senior Consultant, Euroconsult
Jon Norris, Senior Director - Corporate Sales & Marketing, Panasonic Avionics Corporation
Josh Marks, EVP Connectivity, Global Eagle
Ryan Stone, President, SmartSky Networks
Frederik van Essen, SVP Strategy & Business Development, Inmarsat Aviation
Anand Chari, EVP & CTO, Gogo

17:30 FinSpace cocktail reception

An intimate cocktail reception bringing together start-ups, investors and decision makers to encourage exchanges and promote the conclusion of partnerships.

A selection of start-ups will be invited to compete to be selected among the five most promising (selected by an independent jury) to pitch their project in front of potential suppliers, customers and, most importantly, investors.

FinSpace is an initiative developed by Euroconsult with the support of Communications Smart.

More information: <http://www.satellite-financing.com/en/finspace>

Tuesday, September 12, 2017

08:30 Welcome coffee hosted by



09:00 Venture capital - Fueling both satellite systems and applications

Moderator: Dara Panahy, Partner, Milbank
Will Porteous, General Partner and COO, RRE Ventures
Mike Collett, Founder, Managing Partner, Promus Ventures

09:45 Key stakes for defense

Moderator: Pacôme Révillon, CEO, Euroconsult
Evert Dudok, EVP, Communications, Intelligence and Security, Airbus Defence and Space

10:00 Morning coffee break hosted by



10:30 New launch solutions for a diversifying market

Moderator: Maxime Puteaux, Senior Consultant, Euroconsult
Clay Mowry, VP Sales Marketing & Customer Experience, Blue Origin
Dan Hart, President & CEO, Virgin Orbit

11:15 Next generation satellite infrastructure and services

Moderator: Nathan de Ruyter, Managing Director, Euroconsult Canada
Mark Dankberg, Chairman & CEO, Viasat Inc.
Pierre-Jean Beylier, CEO, Speedcast
Pradman P. Kaul, President & CEO, Hughes Network Systems
Kevin Steen, CEO, iDirect Technologies
Luigi Pasquali, CEO, Telespazio

12:30 Official lunch hosted by



14:30 Global satellite operators: Paving the way through partnerships

Moderator: Pacôme Révillon, CEO, Euroconsult
Karim Michel Sabbagh, President & CEO, SES
Rodolphe Belmer, CEO, Eutelsat
Daniel Goldberg, President & CEO, Telesat

15:45 Afternoon coffee break hosted by



16:15 Established players moving to the rhythm of a changing launch market

Moderator: Rachel Villain, Principal Advisor, Euroconsult
Stéphane Israël, CEO, Arianespace
Gwynne Shotwell, President & COO, SpaceX
Kirk Pysher, President, ILS
Tory Bruno, President & CEO, ULA
Gao Ruofei, Executive Vice President, CGWIC
Ko Ogasawara, VP & Director, Space Systems Business Development Department, MHI

17:30 Official cocktail reception hosted by



Wednesday, September 13, 2017

08:30 Welcome coffee hosted by



09:00 5G and the future of communication networks

François Rancy, BR Director, ITU

09:15 Spectrum and regulation - The way forward for 5G rollout

Gilles Brégant, General Director, ANFR

09:30 Satellite manufacturers: New products and new clients to remain at the cutting edge

Moderator: Steve Bochinger, COO, Euroconsult

Jean-Loïc Galle, President & CEO, Thales Alenia Space

Dario Zamarian, President, SSL

Arnaud de Rosnay, SVP Telecommunications Satellites, Space Systems, Airbus Defence and Space

Mark Spiwak, President, Boeing Satellite Systems International Inc

Lisa Callahan, VP & GM, Commercial Civil Space, Lockheed Martin Space Systems Company

Frank Culbertson, President, Space Systems Group, Orbital ATK

10:45 Morning coffee break hosted by



Technologies

11:15 In discussion with Export Credit Agencies

Moderator: Sima Fishman, Managing Director, Euroconsult USA

Frédérique Gournail, Head of Unit Space - Telecommunications - Energy - Project Finance, Bpifrance

Tushar Handiekar, Director, Infrastructure & Industrials, Structured and Project Finance, Export Development Canada

- 11:45 IOT & M2M - Opening new markets for satellite?
Moderator: David Hartshorn, Secretary General, GVF
Mike Mulica, CEO, Actility
Mina Mitry, CEO, Kepler Communications
Bryan McGuirk, CCO, Globecomm
- 12:30 Official lunch hosted by

- 14:00 Satcom awards ceremony
- 14:30 New technology transforming video distribution
Moderator: Susan Irwin, Principal Advisor, Euroconsult
Philippe Bernard, Chairman & CEO, Globecast
David Crawford, Managing Director Satellite & Media, Arqiva
Chris Walters, CEO, Encompass
Roger Franklin, President & CEO, Crystal
- 15:30 Afternoon coffee break hosted by

- 16:00 Regional operators: strengthening their satellite leadership
Moderator: Nathan de Ruiter, Managing Director, Euroconsult Canada
Lincoln Oliveira, General Director, Star One
Andrew Jordan, CEO, AsiaSat
Tom Choi, CEO, ABS
Masood M. Sharif Mahmood, CEO, Yahsat
- 17:15 Closing remarks

Thursday, September 14, 2017



08:30 Registration & welcome coffee hosted by



09:00 Euroconsult's views on the state of play and prospects for the satcom market

Brent Prokosh, Senior Consultant, Euroconsult

09:15 Operators strategy executives look at future markets

Moderator: Brent Prokosh, Senior Consultant, Euroconsult

Jean-Hubert Lenotte, Chief Strategy and Strategic Marketing Officer, Eutelsat

Barrie Woolston, CCO, Asiasat

Fabio Alencar, Head of Business Development, Star One

10:15 Morning coffee break hosted by



10:45 What's next for satellite manufacturing

Moderator: Maxime Puteaux, Senior Consultant, Euroconsult

Richard Currier, SVP, Business Development, SSL

Bruce Chesley, VP, Global Broadband, Boeing Satellite Systems

Jean-François Charrier, Head of Institutional Business, Markets and Telecom Systems, Airbus Defence and Space

Sami Ben-Amor, Marketing Director, Thales Alenia Space

Erik Daehler, Director, Commercial Development, Lockheed Martin Space Systems Company

11:45 What operators want: View from their CTOs

Moderator: Rachel Villain, Principal Advisor, Euroconsult

Yohann Leroy, CTO, Eutelsat

Marcus Vilaca, CTO, Yahsat

Ken Betaharon, CTO, ABS

12:45 Closing remarks