



## 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**, Vice President and General Manager, 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  
**Massod M. Sharif Mahmood**, CEO, Yahsat
- 17:15 Closing remarks



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**, Senior Director Strategy, 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