



2018 PROGRAM

Monday, September 10, 2018

08:00 Registration & welcome coffee hosted by



09:00 Opening remarks

Lorraine Whitfield, Chief Events & Marketing Officer, Euroconsult

09:10 Opening speech - Connectivity & entertainment: The role of satellite

Pacôme Révillon, CEO, Euroconsult

09:20 The satcom industry in transformation: The investment bankers' view

- > Views of financiers on the financial dynamics of the industry and of the overall telecom / high tech industry
- > Emergence of new investors in the satellite ecosystem
- > Expectations and drivers of transformation moving forward

Moderator: Peter Nesgos, Partner, Milbank

Dominic Ashcroft, Co-Head EMEA Leveraged Capital Markets Managing Director, Investment Bank Div., Goldman Sachs

Olivier Royer, MD, TMT France; Corporate & Investment Banking, Societe Generale

Vaibhav Lohiya, Director TMT Investment Banking, Deutsche Bank

Randy Russell, MD, Head of TMT, Bank of America

James C. Murray, Partner, PJT Partners

10:45 Morning coffee break hosted by



11:15 **Satellite operators serving new customer needs**

- > Investment directions/priorities
- > New use cases and potential demand from clients/verticals
- > Differentiation strategies

Moderator: Stéphane Chenard, Senior Associate Consultant, Euroconsult
Masood M. Sharif Mahmood, CEO, Yahsat
Lincoln Oliveira, General Director, Star One
Carmen Gonzalez-Sanfeliu, Chief Commercial Officer, ABS

12:30 Official lunch hosted by



14:15 **Satellite and the Hyper-Connected World: The view from leading operators & businesses**



- > Ongoing transformation initiatives and investment priorities to boost growth potential in the industry
- > The future pillars of satellite growth
- > Strategic issues

Moderator: Pacôme Révillon, CEO, Euroconsult
Rodolphe Belmer, CEO, Eutelsat
Steve Collar, President & CEO, SES
Steve Spengler, CEO, Intelsat
Mark Dankberg, Chairman & CEO, Viasat Inc.
Rupert Pearce, CEO, Inmarsat
Daniel Goldberg, President & CEO, Telesat

15:45 Afternoon coffee break

16:15 **Return on experience: Connectivity and the evolution of the IFC economic model (joint panel with SmartPlane)**

In-flight connectivity is reaching a new level of maturity every year. The increasing bandwidth supply and demand, the corresponding improvement in equipment technologies, and the ever-changing passenger behavior are having an ever-greater impact on airlines. Airlines being at the forefront of the overall passenger experience have to stay dynamic and adapt accordingly. In this session, our panelists from different airlines, operating in different parts of the world, will share their experiences related to IFC. Emphasis will be given to the different economic models present in the airline industry and their evolution related to the IFC.

Moderator: David Bruner, CEO, Aviation Communications Advisors

Amanda Fish, Manager, Fleet Initiatives, Delta Airlines

Quentin Couturier, Senior Manager – Fleet Development, Etihad Airways

Boris Bubresko, VP, Business Development, Norwegian Air Shuttle

17:00 **The service provider's perspective: "Being at the heart of the IFC value chain" (joint panel with SmartPlane)**

At the center of the IFC value chain, satellite service providers witness every transformation in the aviation industry, from evolutions in capacity pricing to the increasing maturity of airline operators. As the industry matures, vertical or horizontal integration and other types of strategic positioning in the value chain may become relevant in a dynamic environment. During this session, service providers will share their views on the competition, industry evolution, business models, and competitive positioning for today and tomorrow.

Moderator: Brent Prokosh, Senior Consultant, Euroconsult

Nancy Walker, Chief Commercial Officer, SmartSky Networks

Don Buchman, VP, Commercial Mobility, ViaSat

Gustavo Nader, Vice President Strategy, Thales InFlyt Experience

Official cocktail reception

Tuesday, September 11, 2018

08:30 Welcome coffee hosted by



09:15 Space technology: Disruptive solutions and services

- > Briefings of different concepts (such as access to space, in orbit technologies, ground solutions, services)
- > Discussion on the foreseen impact on the satellite ecosystem
- > Expected benefits for end-users when applicable

Moderator: Steve Bochinger, COO, Euroconsult

Nathan Kundtz, Founder & CEO, Kymeta

Dan Hart, President & CEO, Virgin Orbit

Brad Schneider, Executive Vice President of Launch Services, Rocket Lab

10:00 Setting the standard for cruise connectivity: In discussion with Carnival Cruise Line

Moderator: Pacôme Révillon, CEO, Euroconsult

Reza Rasoulian, Vice President, Global Guest Connectivity, Carnival

10:15 Morning coffee break hosted by



10:45 Key stakes for civil and defense space programs

Moderator: Pacôme Révillon, CEO, Euroconsult

Evert Dudok, EVP, Communications, Intelligence and Security, Airbus Defence and Space

11:15 Further horizons for satellite connectivity services

- > Update on business dynamics for satellite services
- > What data rates are expected for different use cases
- > Meeting customer expectations: Which value added features can support differentiation and customer loyalty
- > What the requirements are for opening up new business segments to satellite use

Moderator: Brent Prokosh, Senior Consultant, Euroconsult

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 Next steps for NGSO satellite constellations



- > Update on the development of different constellations
- > Targeted use cases, expectations in terms of differentiations and added / value
- > Expected market elasticity and go-to-market strategy

Moderator: **Nathan de Ruiter**, Managing Director, Euroconsult Canada
Eric Béranger, CEO, OneWeb
John-Paul Hemingway, CEO, SES Networks
Matthew Desch, CEO, Iridium
Mark Rigolle, CEO, LeoSat
Erwin Hudson, VP Telesat LEO, Telesat

15:30 Afternoon coffee break hosted by



16:00 Accelerating access to space

- > Current performance and priorities of launch service companies
- > Status of development programs for next generation launchers
- > Specific challenges (ex: delivery of constellation programs, how to adapt to changes in demand patterns etc.)

Moderator: **Rachel Villain**, Principal Advisor, Euroconsult
Gwynne Shotwell, President & COO, SpaceX
Stéphane Israël, CEO, Arianespace
Kirk Pysher, President, ILS
Tory Bruno, President & CEO, ULA
Bob Smith, CEO, Blue Origin
Fu Zhiheng, Executive Vice President, China Great Wall Industry Corporation
Ko Ogasawara, Vice President & General Manager, Space Systems, MHI

Official cocktail reception hosted by



Wednesday, September 12, 2018

08:30 Welcome coffee hosted by



09:00 **Manufacturing: Shifting towards a more software-defined world**

- > Strategic priorities of manufacturers in adapting to market demand
- > Upcoming capabilities of satellite assets being built
- > Impact of new manufacturing capabilities

Moderator: Steve Boehinger, COO, Euroconsult
Nicolas Chamussy, EVP, Head of Space Systems, Airbus
Dario Zamarian, President, SSL
Jean-Loïc Galle, President & CEO, Thales Alenia Space
Chris Johnson, President, Boeing Satellite Systems International
Lisa Callahan, VP & GM, Commercial Civil Space, Lockheed Martin Space
Frank Culbertson, President, Space Systems Group, Northrop Grumman

10:15 Morning coffee break hosted by



Technologies

10:45 **New investors in the satellite ecosystem**

- > Rationale for investing in the space ecosystem
- > Perceived opportunities and views on ongoing innovation/disruption
- > What conditions are required to unlock growth potential in the sector
- > Comparison/views from other sectors/verticals

Moderator: Dara Panahy, Partner, Milbank
Mark Boggett, Managing Director, Seraphim Capital
Mike Collett, Founder, Managing Partner, Promus Ventures
Will Porteous, General Partner and COO, RRE Ventures

11:30 The IoT revolution

- > Expected key features of upcoming communication networks
- > The impact of new capabilities such as edge computing
- > Conditions to build the economics of new generation networks
- > How satellites can benefit from broadband and IoT opportunities

Moderator: Nathan de Ruiter, Managing Director, Euroconsult Canada
Emma Park, Vice President Europe, Sigfox
Mina Mitry, Co-Founder & CEO, Kepler Communications
Alexandre Tisserant, Director of Strategic Projects, CLS
Mike Mulica, President & CEO, Actility
Meir Moalem, CEO & Founder, Sky and Space Global (UK) Ltd

12:30 Official lunch hosted by



Satcom awards ceremony

14:30 Satellite's role in the changing media landscape

- > Dynamics of broadcast and video service deployment
- > New requirements for content management platforms
- > New upcoming disruptions through fixed and mobile networks

Moderator: Susan Irwin, Principal Advisor, Euroconsult
Christine Ehrenbard, Director, Broadcast Distribution, CBS
Philippe Bernard, Chairman & CEO, Globecast
Alex Pannell, Managing Director: Satellite & Media, Arqiva
Chris Walters, CEO, Encompass

15:30 Afternoon coffee break hosted by



16:00 Hybrid HAPS / Satellite Network Operations

Brian Barritt, Technical Lead / Manager, Loon

16:15 The contribution of satcom to universal access strategies

- > Details on different universal access programs
- > Use cases and public private partnering
- > Discussion on how satellite can contribute to a new standard in universal service

Moderator: Stéphane Chenard, Senior Associate Consultant, Euroconsult
Fernando Ojeda, CEO, Eurona
Renato Goodfellow, Head of Global Satellite, BT Global Services (expected)

17:00 Finspace start-up presentations

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

FinSpace cocktail reception hosted by



Thursday, September 13, 2018



SYMPOSIUM ON INNOVATION

(optional morning)

08:00 Welcome coffee hosted by



09:15 Euroconsult market presentation - The roadmap for satellite business capabilities

Brent Prokosh, Senior Consultant, Euroconsult
Maxime Puteaux, Senior Consultant, Euroconsult

09:30 **Satellite operators: Technological innovations to drive value creation**

Satellite operators will share return on experience and expectations for very high throughput payloads, digital and flexible payloads, in-orbit servicing as well as electric propulsion and new launch vehicles.

Moderator: Rachel Villain, Principal Advisor, Euroconsult
Yohann Leroy, Deputy CEO & CTO, Eutelsat
Stewart Sanders, EVP Technology, SES Networks
Antonio Abad, CTO, Hispasat
Paul Gaske, General Manager North America, Hughes Network Systems

10:30 Morning coffee break hosted by



11:00 **Satellite manufacturers: Technological innovations to drive value creation**

Satellite manufacturers will in turn present their current and future capabilities for VHTS, innovative payloads and in-orbit servicing. The design and production complementarity between GEO/MEO/LEO satellite systems will also be discussed.

Moderator: Maxime Puteaux, Senior Consultant, Euroconsult
Pierre François Delval, Head of Innovation, Advanced projects and Proposals, Telecommunication Satellites, Airbus Defense and Space
Sami Ben-Amor, Marketing Director, Thales Alenia Space
John Sullivan, CTO, Boeing
Richard Currier, SVP, Business Development, SSL
Erik Daehler, Director, Commercial Development, Lockheed Martin Space

11:45 **Innovative satellite services**

Panelists will present new solutions under development to improve the operations of satellite systems, to make them more secure (i.e. the operations and the systems), to protect satellite communications from interference or to extend satellite lifetime while in-orbit.

Moderator: Santiago Perez, Senior Consultant, Euroconsult
Michael Pollack, VP North America, Effective Space
John Serafini, CEO, HawkEye
Miguel Molina, Manager for Space and Deputy General Manager, GMV

12:30 **Lunch**