



21ST SUMMIT FOR SATELLITE FINANCING

September 11-13, 2017 / The Westin - Paris

FINAL PROGRAM

Monday September 11, 2017

8:00 Registration & welcome coffee

9:00 **Opening remarks**

Lorraine Whitfield, Chief Events and Marketing Officer, Euroconsult

Opening speech - State of play and challenges for the satellite sector

Pacome Revillon, CEO, Euroconsult

9:30 **Outlook for the satellite sector: Insights from investment bankers**

Moderator: Peter Nesgos, Partner, Milbank

Fred Turpin, Global Head of Media & Communications IB, JPMorgan Chase & Co.

John Apostolides, Managing Director, Technology, Media and Telecom Investment Banking,
Macquarie Capital (United States)

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 Chénard, Senior Associate Consultant, Euroconsult

Huang Baozhong, Executive Vice President, APT Satellite

Cenk Şen, CEO, Türksat

Maxim Zayakov, CEO, BulgariaSat

Saif Mansoor Al Khaldi, VP Corporate & Strategy, Es'hailsat

12:30 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 Communications Inc.

Steve Collar, CEO, SES Networks

Mark Rigolle, CEO, LeoSat Enterprises Inc.

Samer Halawi, CCO, OneWeb

15:30 Afternoon coffee break hosted by



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, Sr. Director - Corporate Sales & Marketing, Panasonic Avionics

Anand Chari, CTO, Gogo

Ryan Stone, President, Smartsky Networks

Frederik Van Essen, SVP Strategy & Business Development, Inmarsat Aviation

Joshua Marks, EVP Connectivity, Global Eagle

Jerry Thomas, Marketing Director, Thales InFlyt Experience

17:30 FINSPACE cocktail reception with support of

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e a Tecnologia

*FinSpace will bring together start-ups, investors and decision makers in an intimate **cocktail reception** to encourage exchanges and promote the conclusion of partnerships.*

*During the cocktail reception, **five of the most promising start-ups** (as selected by an independent jury prior to the reception) will **pitch their project** in front of potential suppliers, customers and, most importantly, investors.*

Following the presentations, these start-ups, along with twenty others that have been selected, will then have the opportunity to network and exchange with the key decision makers present in the room.

Tuesday September 12, 2017

8:30 Welcome coffee hosted by



9:00 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

9:45 Key stakes for Defence

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

10:00 Morning coffee break hosted by



10:45 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 Ruiter, Managing Director, Euroconsult Canada
Mark Dankberg, Chairman & CEO, Viasat Inc.
Pierre-Jean, Beylier, Operating Partner, Speedcast
Pradman P. Kaul, President & CEO, Hughes Network Systems
Kevin Steen, CEO, iDirect Technologies
Luigi Pasquali, CEO, Telespazio S.p.A.

12:30 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

15:30 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, Chairman & CEO, Arianespace

Gwynne Shotwell, President & COO, Space X

Kirk Pysher, President, ILS

Tony Bruno, President & CEO, ULA

Rao Ruofei, Executive Vice President, CGWIC

Ko Ogasawara, VP & GM, Business Development Department, Space Systems Division, Mitsubishi

Heavy Industries Ltd. (MHI)

17:30 Cocktail reception hosted by  **iDIRECT**

Wednesday September 13, 2017

8:30 Welcome coffee hosted by  **Orbital ATK**

9:00 5G and the future of communication networks

Francois Rancy, BR Director, **ITU**

9:15 Spectrum and regulation – the way forward for 5G rollout

Gilles Brégant, General Director, **ANFR**

9:30 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**

Mark Spiwak, President, **Boeing Satellite Systems International**

Lisa B. Callahan, Vice President and General Manager, Civil Space , **Lockheed Martin Space Systems**

Frank Culbertson, President, Space Systems Group, **Orbital ATK**

10:40 Morning coffee break hosted by  **L3 Technologies**

11:10 Opening the space frontier: Atlantic International Research Center and new opportunities from the Atlantic

Minister Heitor, Minister for Science, Technology and Higher Education, **Portugal**

11:20 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 Lunch hosted by 

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 Ruyter, Managing Director, Euroconsult Canada
Lincoln Oliveira, General Director, Star One
Andrew Jordan, CEO, Asiasat
Thomas Choi, CEO, Asia Broadcast Satellite
Mohamed Sharif Mahmood, CEO, Yahsat

Closing remarks