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 ARABSAT

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 ThalesAlenia 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, 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

Raymond James  
FCT Fundação para a Ciência 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-Louic 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 Ruiter, 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