World Satellite Business Week

The event on the agenda of every top-ranking actor in the satellite industry

Summit for Satellite Financing
Sept 12-14, 2016 - The Westin, Paris

Symposium on Market Forecasts
Sept 15, 2016

2016 Final Program

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THE EVENT ON THE AGENDA OF EVERY TOP-RANKING ACTOR IN THE INDUSTRY

The satellite communications sector is heavily influenced by economic conditions, technological advances, political relations and legislative reforms. In this context, it is vital for companies operating in this sector to have the opportunity to meet and discuss with the leading decision makers shaping the global markets so as to effectively develop the strategies required to adapt and profit from this changing environment.

Euroconsult fulfills this need through the Summit for Satellite Financing, a unique summit that brings together over 500 top-level executives from the global satellite communications sector for three and a half days of top level business meetings and deal making as well as intense panel discussions featuring CEOs and other high-ranking executives.

WHY ATTEND?

Increase your executive network

Included in the conference pass, delegates and speakers alike are invited to attend official top-level social events, including a cocktail reception, sit-down lunches and coffee breaks, giving you plenty of time to exchange and meet decision makers from leading companies having an impact on the global satellite communications market.

Strike important business deals

The concentration of top-level decision makers at the summit makes it the ideal opportunity to have back-to-back business meetings with key decision makers that have a real impact on your business development strategy.

Refine your business strategy

A series of roundtable discussions and keynote presentations welcoming CEOs and other senior executives as speakers will allow you to gain insight into your customers’ needs, market dynamics and your competitors’ strategies to meet new challenges.
**WHO ATTENDS?**

*Majority of participants are VP level or above*

**Business meeting rooms available**

Take advantage of the high-level attendance and arrange business meetings by hiring a private business meeting room or a suite in which to hold your meetings in complete confidentiality.

Contact us for more information at 
summits@euroconsult-ec.com

**AN OUTSTANDING BALANCE BETWEEN MAJOR SATELLITE INDUSTRY ACTORS**

The key leaders of the satellite communications business and the entire value chain are present at the Summit for Satellite Financing, making it the place to do business. Below is a sample of participating companies from two levels of the value chain.

**Operators & services providers**

- SES • Intelsat • Eutelsat • Telesat • Airbus Defence & Space • Sky Perfect JSAT
- Inmarsat • Iridium • Yahsat • Arabsat • Echostar • China Satcom • Hispasat • Optus •
- Nilesat • AsiaSat • APSTAR • Star One • RSCC • Viasat • Thuraya • Turksat • Telenor
- MEASAT • Amos - Spacecom • ABS • Globalstar • Avanti Communications •
- Gazprom Space Systems • E’shallSat • SingTel • O3b Networks • Arsat
- PAI SAT • Azercosmos • RascomSat • SCT/Telecom • Nigcomsat •
- Bulgaria Sat • Intersputnik • LEOSAT • OneWeb • Belintersat • DirectTV
- XTAR • GT Satellite Systems • GapSat • GlobeCast • Telespazio •
- Hughes Network Systems • Bulsatcom • Harris CapRock • Speedcast
- Eutelsat • iDirect • Arqiva • Comspan Digital Media • Iridian • Hisdesat Services •
- Bsat • EDB Fakel • Vizada Networks • Visiome • InterSputnik • Artel
- IQT • PT. Pasifik Satelit Nusantara • Elsat Telekom • HorizonSat •
- RRSat • Signalhorn • Vivantis • Geysys-Telecom • SSI Monaco • Aireon
- Astrion Services Business Communications • EBU •
- Elara Comunicaciones • European X Lab • Global Eagle Entertainment • Gogo
- In-Q-Tel/CosmiQ Works • Intelsat General Corp. • LiveTV • LST • SA
- Milano Teleport • Morsviaputnik • Panasonic •
- SCISYS • Gmbh • SCS • Aerospace Services Group
- Space Norway • STECCOM • V-Satcast, LLC
- Axiom Capital Management • Coface • Docas Investimentos SA • Lesire AG • Khronos Advisory Ltd. •
- Morgan Stanley • JP Morgan • BNP Paribas • Barclays Capital • Goldman Sachs • Deutsche Bank •
- HSBC • Crédit Suisse • Crédit Agricole • Citigroup • Société Générale • ING • Exane BNP Paribas • Natixis •
- MHR • Jefferies & Co • Sumitomo Mitsui Banking Corporation • Fieldstone • Intesa Sanpaolo •
- RBC Capital Markets • BMO Capital Markets • SMBC Europe Ltd • CPP Investment Board • Coface •
- Exim • Export Development Canada • Mansat/SpaceIsle • Boeing Satellite Systems International
- NOMURA • Cavendish Trust • West End Advisory Associates • Mubadala • PSP Investments • Unison Capital •
- Macquarie Capital • Apax Partners • InfraMed Management • Raymond James • Renaissance Capital •
- PJT Partners • One Six International
- Blenheim Capital Management • FTV Consulting • Docus Investimentos SA • Leslie AG •
- Kronos Advisory Ltd. • Castle Hill Asset Management • Axiom Capital Management •
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- SCT/Telecom • Nigcomsat • Bulgaria Sat • Intersputnik • LEOSAT • OneWeb • Belintersat •
- DirectTV • XTAR • GT Satellite Systems • GapSat • GlobeCast • Telespazio •
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- InterSputnik • Artel • IQT • PT. Pasifik Satelit Nusantara • Elsat Telekom •
- HorizonSat • RRSat • Signalhorn • Vivantis • Geysys-Telecom •
- SSI Monaco • Aireon • Astrion Services Business Communications •
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- Renaissance Capital • PJT Partners • One Six International • Blenheim Capital Management •
- FTV Consulting • Docus Investimentos SA • Leslie AG • Kronos Advisory Ltd. • Castle Hill Asset Management •
- Axiom Capital Management • Coface • ManSat Limited • PwC • Signet Advisors • Summit Ridge Group
MONDAY, SEPTEMBER 12, 2016

8:00 // Registration & welcome coffee

9:00 // Opening remarks

Lorraine Whitfield, Director, Events, Euroconsult

09:15 // Opening speech - State of play and challenges for the satellite sector

Pacome Revillon, CEO, Euroconsult

09:30 // Outlook for the satellite sector: Insights from investment bankers

Moderator: Peter Negasos, Partner, Milbank
John T. Apostolides, Senior Vice President, Macquarie Capital
Romeo A. Reyes, MD, Americas Head of Communications, Cable & Satellite Investment Banking, Jefferies
Clif Marriott, Managing Director, Goldman Sachs International
Guri Bath, MD, Head of Telecom Infrastructure, Global Communications Group, Citibank
Justin Cadman, Senior Vice President, Investment Banking, Raymond James

Sliding stock prices, continued supply expansion, falling capacity prices and emerging market currency devaluations have been on the menu for the satellite sector over 2015-16. Is a turnaround in sight? Or are the industry's economics shifting towards a new paradigm? Top investment bankers will discuss the state of current financial markets for satellite companies/projects and shed light on investors' perceptions of satellite operators, the sector's outlook, and expected trends for M&A activity.

11:30 // Satellite operators: Next expansion plans

Moderator: Stéphane Chenard, Senior Associate Consultant, Euroconsult
Tom Choi, CEO, ABS
Paul Brown-Kenyon, CEO, Measat
Huang Baozhong, Vice President, APT Satellite

After years of double-digit growth, market conditions in Asia-Pacific have weakened which have impacted revenue growth for some of the leading operators. Top executives from leading Asian market players will discuss the current challenges in the Asian market and how to grow your business in a toughened market environment.

12:30 // Lunch hosted by

14:30 // MSS operators: Next gen business

Moderator: Geoffroy Stern, Senior Consultant, Euroconsult
Rupert Pearce, CEO, Inmarsat
Matthew Desch, CEO, Iridium
Samer Halawi, CEO, Thuraya
Dave Kagan, President & COO, Globalstar

HTS technology adoption has led to stronger competition, especially from FSS operators increasingly leveraging this technology to address the mobility market segments. The future of the MSS industry depends on how fast MSS operators can adapt to a tougher market environment. Top level executives from leading MSS operators will discuss opportunities and challenges for the mobile satellite industry in the coming years.

15:30 // Afternoon coffee break hosted by

16:30 // Strategies and prospects for the satcom business in Latin America

Moderator: Santiago Perez, Senior Consultant, Euroconsult
Gustavo Silbert, President, Star One
Omar Charfen Tommasi, Mxset Program Director, SCT Mexico
Henoch Aguiar, Vice President, Arsat

Following a period of strong growth, weakening economic conditions have caused several verticals to slow and/or stagnate, driving national systems to postpone further rollouts, while commercial operators seek to diversify into nascent markets. In addition, a select few of established verticals have proven resilient, inspiring industry players to refocus a portion of their offerings to respond to these markets. Senior government officials and private sector leaders will discuss the challenges of coping with the shifting landscape, and elaborate on the alternative market opportunities that have resulted in the region.
TUESDAY, SEPTEMBER 13, 2016

9:00 // New trends in financing satellite systems

New satellite projects continue to emerge, ranging from single satellites to large scale constellations. In an increasingly competitive satellite market with more complex designs and business models, executives from the investment community will share their views on financing new satellite systems. The discussion will revolve around the current appetite of capital markets, potential new sources of funding and alternative forms of financing. Moreover, panelists will discuss key considerations, risks and challenges related to satellite financing based on their first-hand experience in deal-making.

Moderator: Jason Rainbow, Editor, SatelliteFinance
Maxim Zayakov, CEO, Bulgaria Sat
Mark Boggett, Managing Director, Seraphim Capital
Michael Whalen, Vice President of Structured Finance, Ex-Im
Frédérique Gournail, Head of Unit Space - Telecommunications - Energy - Project Finance, Coface

10:00 // Newspace actors and satellite constellations

HTS systems have become one of the major growth stories for the satellite industry. The competitive landscape is rapidly evolving with operators diversifying in system solutions, orbits and business models. This session will highlight the strategies and growth plans of market leaders, challengers and new entrants.

Moderator: Sima Fishman, Managing Director, Euroconsult USA
George Whitesides, CEO, Virgin Galactic
Mark Rigolle, CEO, LeoSat
Scott Sobhani, CEO, SpaceBelt

10:45 // Morning coffee break hosted by INTELSAT

11:15 // Next generation satellite infrastructure and services

High capacity satellite systems have been one of the industry’s leading growth stories in recent years, driving innovation in the space, ground and services segments. With terabit satellites and LEO constellations looming on the horizon, the competitive landscape is rapidly evolving as operators diversify system solutions, orbits and business models. This session will highlight the strategies and growth plans of players across the satellite value chain.

Moderator: Nathan de Ruiter, Principal Advisor, Euroconsult
Richard Franklin, MD, Secure Communications (CIS), Airbus Defence & Space
Steve Collar, CEO, O3b Networks
Rick Baldrige, President & COO, Viasat
Luigi Pasquali, CEO, Telespazio
Paul Gaske, Executive VP, Hughes Network Systems

12:30 // Lunch hosted by EUTELSAT

14:30 // Global satellite operators: Reinventing the satellite business

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

15:45 // Afternoon coffee break hosted by ABS

16:15 // Towards a renewed commercial access to space

Leading providers of commercial access to space will present how they adapt their vehicles and their offerings to new launch requirements in geostationary orbit and in lower altitude orbits. They will debate the critical factors of competitiveness and how they position themselves in that respect.

Moderator: Rachel Villain, Principal Advisor, Euroconsult
Stéphane Israël, Chairman & CEO, Arianespace
Gwynne Shotwell, President & COO, SpaceX
Kirk Pysher, President, ILS
Robert Cleave, VP Advanced Programs, Lockheed Martin Commercial Launch Services
Zhiheng Fu, Vice President & General Manager, China Great Wall Industry Corporation
Ko Ogasawara, VP & Director, Space Systems Business Development Department, MHI

17:30 // Cocktail reception hosted by AIRBUS SAFRAN LAUNCHERS
WEDNESDAY, SEPTEMBER 14, 2016

08:00 // Opening coffee hosted by SES

08:30 // "Beyond Frontiers": SES Book Presentation with the Author Chris Forrester
SES booth, Salon Napoléon

09:00 // Keynote speech: "Luxembourg in space"
Xavier Bettel, Prime Minister, Luxembourg

09:30 // Satellite manufacturing: Evolution or revolution?

Moderator: Steve Bochinger, CoO, Euroconsult
Jean-Loïc Galle, President & CEO, Thales Alenia Space
Arnaud de Rosnay, SVP Telecommunications Satellites, Space Systems, Airbus Defence & Space
John Celli, President, SSL
Mark Spiwak, President, Boeing Satellite Systems International Inc
Frank Culbertson, President, Space Systems Group, Orbital ATK
Scott Lindell, Vice President, Strategic Planning for Commercial Space, Lockheed Martin

10:45 // Morning coffee break hosted by

11:30 // The state of play and prospects for the maritime satcom market
Brent Prokosh, Consultant, Euroconsult

11:40 // Trends and prospects for maritime satellite services

Moderator: Stéphane Chenard, Senior Associate Consultant, Euroconsult
Tracey Haslam, President, Harris Caprock Communications
Abel Avellan, CEO, EMC

12:45 // Lunch hosted by Boeing
Satellite communications awards ceremony

14:30 // Prospects for the Middle Eastern and African satcom business

Moderator: Brent Prokosh, Consultant, Euroconsult
Saif Al-Khaldi, VP Strategy and Corporate, Es'hailSat
Hesham Khalipha, VP, Corporate Strategy, Arabsat
Shawkat Ahmed, Advisor to the CEO, Yahsat

15:30 // Afternoon coffee break

16:15 // Prospects for in-flight bandwidth & connectivity

Moderator: Nathan de Ruiter, Principal Advisor, Euroconsult
Dave Davis, CEO, Global Eagle Entertainment
Don Buchman, VP & General Manager, Commercial Mobility, ViaSat
Dominique Giannoni, CEO, Thales Inflyt Experience
David Bruner, VP of Global Communications Services, Panasonic Avionics

17:30 // Closing remarks
THURSDAY, SEPTEMBER 15, 2016

8:00 // Registration & welcome coffee hosted by

09:00 // Euroconsult’s views on the state of play and prospects for the satcom market
Brent Prokosh, Consultant, Euroconsult

09:30 // Operators strategy executives look at future markets
Moderator: Nathan de Ruiter, Principal Advisor, Euroconsult
Bruno Fromont, SVP Strategy & Asset Management, Intelsat
Jean-Hubert Lenotte, Director of Strategy, Eutelsat
Stefano Poli, Director, Market Development, Inmarsat

10:30 // Morning coffee break hosted by

11:00 // What’s next for satellite manufacturing
Moderator: Maxime Puteaux, Consultant, Euroconsult
Richard Currier, SVP, Business Development, SSL
Laurent Thomasson, Head of Innovation, Airbus Defence & Space
Steve Sichi, Director, Satellite Development Center, Boeing Satellite Systems International
Vern Smith, Director, Business Development for Commercial Space, Lockheed Martin

12:00 // What operators want: View from their CTOs
Moderator: Rachel Villain, Principal Advisor, Euroconsult
Yohann Leroy, CTO, Eutelsat
Antonio Abad, CTO, Hispasat

13:00 // Closing remarks

PART OF THE WORLD SATELLITE BUSINESS WEEK

The Summit for Satellite Financing takes place as part of the World Satellite Business Week (WSBW), the unique executive meeting place for the leaders of the global satellite communications and information business.

The World Satellite Business Week, which takes place every year at the Westin hotel, comprises three sub-events, each of which focuses on a separate area of the market:

Summit for Satellite Financing
(September 12-15, 2016)
Focus: Satellite communications
Participants: 500 executives
Satellite operators, service providers, financiers, manufacturers, space agencies, etc.
Countries represented: 45

SmartPlane
(September 14, 2016)
Focus: In-flight entertainment and connectivity
Participants: 100 executives
Commercial airlines, business jet operators, service providers, satellite operators, and equipment and aircraft manufacturers.

Summit on Earth Observation Business
(September 15-16, 2016)
Focus: Satellite earth observation & imagery
Participants: 250 executives
Satellite operators, data distributors, service providers, manufacturers, space agencies, end users, etc.
Countries represented: 46

To find out more about the World Satellite Business Week visit www.satellite-business.com
About Euroconsult – The Summit Organizers

Euroconsult is the leading global consulting firm specializing in space markets. As a privately-owned, fully independent firm, we provide first-class strategic consulting, develop comprehensive research and organize executive-level annual summits for the satellite industry. With 30 years of experience, Euroconsult is trusted by over 550 clients in 50 countries. Euroconsult is headquartered in Paris, with offices in Montreal, Washington, D.C. and permanent representation in Japan, complemented by a network of senior affiliate consultants. Our activity includes:

CONSULTING
We have completed over 450 consulting missions in over 50 countries, providing independent assessment and decision-making assistance to the institutional, industrial and financial organizations involved in the space sector.

RESEARCH
We evaluate the space and satellite industry including its structure, market players, revenues and dynamics. For three decades our research has been used as a key reference tool by most public and private stakeholders involved in the sector.

SUMMITS
We organize executive-level summits to provide a forum for our clients from around the world to meet, benchmark and exchange viewpoints on issues facing the industry. Our annual flagship event, the World Satellite Business Week, has been running since 1995 and is considered the can’t-miss event of the industry.

For more information, consult our website: www.euroconsult-ec.com

INFORMATION

Further information on the event and updates on the program are available on the event website at

www.satellite-business.com

Contact: Kim Joly
summits@euroconsult-ec.com / Tel: +33 1 49 23 75 28

Official Partners

SES
SES (NYSE Euronext Paris and Luxembourg Stock Exchange: SESG) is the world-leading satellite operator with a fleet of more than 50 geostationary satellites. The company provides satellite communications services to broadcasters, content and internet service providers, mobile and fixed network operators and business and governmental organisations worldwide. SES stands for long-lasting business relationships, high-quality service and excellence in the satellite industry. The culturally diverse regional teams of SES are located around the globe and work closely with customers to meet their specific satellite bandwidth and service requirements. SES holds a participation in O3b Networks, a next generation satellite network combining the full range of communications, remote sensing, navigation and meteorological satellites.

Arianespace
Arianespace guarantees access to space transportation services and solutions for any type of satellite, commercial as well as institutional, into any orbit. Over the last 35 years, Arianespace has missioned more than 500 satellites into orbit with its three launchers: Ariane, Soyuz and Vega. To better accompany its international clients, Arianespace is present worldwide: in France (headquarters in Evry), in the United States (Washington), in Japan (Tokyo) and Singapore. Arianespace operates launches from South America (Spaceport in French Guiana) and Central Asia (Baikonur cosmodrome).

Lockheed Martin
Lockheed Martin Space Systems Company develops space-based solutions to connect people and advance the cause of civilization. From exploring planets and asteroids to partnering with commercial and government customers on satellite manufacturing and launch, we are driving towards the nexus of satellite affordability, capability and resiliency. We offer full range of communications, remote sensing, navigation and meteorological satellites to connect, protect, and explore the world in which we live. www.lockhedmartin.com

Milbank
MILBANK, TWEED, HADLEY & MCCLOY LLP is committed to providing comprehensive legal services to the space business. Drawing from the diverse capabilities of more than 600 professionals in offices in New York, Washington, D.C., Los Angeles, London, Frankfurt, Munich, Tokyo, Singapore, Hong Kong, Seoul, Beijing, and Sao Paolo, the Space Business Group at Milbank delivers experienced advice in finance, corporate and M&A, commercial contracts, risk management and trade and regulatory matters to satellite operators, aerospace manufacturers, financial institutions and investors around the world. Visit us at www.milbank.com.

Via Satellite
Via Satellite is the leading global satellite magazine, providing expert business analysis and technical insights into the satellite, telecom, wireless and space industries. The readers of Via Satellite are provided with timely and valuable editorial, essential in remaining competitive and profitable in the global satellite marketplace. For more information on our products and to sign up for free trial subscriptions go to www.viasatellite.com.

SpaceNews
For 25 years, SpaceNews has provided decision-makers throughout the industry with timely and comprehensive space and satellite news, giving them the competitive intelligence they need to succeed. Covering the centers of power and finance throughout the industry, SpaceNews provides a critical perspective that decision-makers rely on. In print or on-line, we provide news, commentary and analysis that make us the leading source of information for the space professional on every major continent. Whether it’s the latest trend in military space capabilities, the next space mission, breaking developments in satellite telecommunications or pending launch schedules, SpaceNews keeps them informed. For more information, visit: www.spacenews.com

SatelliteFinance
SatelliteFinance provides exclusive perspective and information on the critical business issues impacting the commercial satellite industry, from operators through to antenna and satellite manufacturers, launch providers, insurers, and investors. Industry leaders leverage our extensive global coverage of mergers & acquisitions, corporate strategy, and complex transactions in the private and public equity and debt capital markets. Our subscribers include chief financial officers, heads of corporate development, investment bankers, lawyers, consultants, and capital providers who rely on SatelliteFinance for insights on the critical financial and strategic aspects of the industry. A subscription to SatelliteFinance includes the monthly print edition, weekly email edition, and access to the full online collection. Receive a 30% discount using code EuroconsultSummit at www.FinanceInformationGroup.com. Offer expires 30 September 2016.