



Final Programme

14:30	Delegate Registration <i>ParkRoyal Collection Marina Bay, Atrium Ballroom, 5/F, Singapore</i>
15:00	Welcome Remarks by Emcee Andrew Jordan , Senior Advisor, COMSYS
15:05	Opening Remarks Louis Boswell , CEO, AVIA
15:10	Opening Keynote: Where will Future Growth Come From? <i>The global satellite communication industry, which had \$56.01 billion in revenue in 2019, is expected to show a CAGR of 9.2% from 2020 to 2027 and hit \$99.58 billion by 2027, according to a new report from Allied Market Research. In this opening session, we will look at what are some of the growth strategies, opportunities and challenges in the coming years.</i> Steve Collar , CEO, SES <i>With Dara Panahy</i> , Partner, Milbank LLP 
15:35	Satellite Operators' Roundtable: Staking Their Place in the Global Telco Ecosystem <i>As the mature satellite industry evolves, major satellite operators continue to wrestle with their transformation from providing broadcast delivery of regionalised services, into a fast-growing, constantly evolving slice of the global telecommunications sector. How are the metrics different when moving into the broadband connectivity space? How are the operators planning to integrate their satellite capabilities with terrestrial telecoms technology? How will this impact the affordability and accessibility of satellite broadband services in the future?</i> <u>Panelists:</u> Patrick French , EVP, Global Business Development and Strategy, ABS Christophe Cazes , Regional VP Asia-Pacific, Eutelsat Group, CEO, Eutelsat Asia Terry Bleakley , Regional VP, Asia Pacific, Intelsat Ganendra Selvaraj , Associate VP – Sales, MEASAT <i>With Andrew Jordan</i> , Senior Advisor, COMSYS 
16:05	Keynote Conversation: The State of the Asia Satellite Industry and The Future of Thailand's Satellite Business Patompob (Nile) Suwansiri , CEO, Thaicom <i>With K. Krishna</i> , VP and CTO, Hughes Communications India
16:25	Coffee Break

AVIA Satellite Industry Forum WIFI Access:

SSID: meet@PARKROYAL

Password: SIF2022



16:50	<p>How are Manufacturers Scaling Up Capabilities for the Future?</p> <p><i>It is projected that new satellite markets anticipate no less than 1,700 satellites on average to be launched per year by 2030 as new entrants and incumbents increase their investment in space. Manufacturers see new opportunities driven by fast-growing constellations of small satellites and growing activities of commercial and government users worldwide. In this session, we will look at how manufacturers are planning to scale up their production and extend capabilities through flexibility to cope with market changes.</i></p> <p><u>Panelists:</u> Josef Bogosian, VP, Global Sales & Marketing, Boeing Commercial Satellite Systems International Vaibhav Magow, VP, International Division, Hughes Network Systems David Geiling, VP, Asia-Pacific Sales, Kymeta Joseph Anderson, VP Operations and Business Development, SpaceLogistics</p> <p><i>With Jose Del Rosario</i>, Consultant, NSR (an Analysys Mason Company)</p>
17:20	<p>Keynote Conversation: The Future of GSO/NGSO/LEO Hybrid Networks</p> <p>Brian Holz, CEO, Mangata Networks</p> <p><i>With Jeremy Rose</i>, Partner, COMSYS</p>
17:40	<p>The Customers Talk</p> <p><i>In this session, we deep dive into the clients' roadmaps and how they are changing. Where do they see growth coming from and what would they like to see more of from satellite operators? How should the industry be competing in the 5G world – what are the roles of satellite and how are these partnerships evolving; and what expectations are they laying for the year ahead?</i></p> <p><u>Panelists:</u> Yossi Gal, VP Regional Sales, Gilat Satellite Networks Bhaskar Majumdar, VP Business Development, Planetcast Media Services David Gelerman, President and CEO, SpaceBridge Chris Hill, CTO, Speedcast Sandeep Kumar, Head of Satellite Sales, Telstra Enterprise</p> <p><i>With David Meltzer</i>, Secretary General, GVF</p>
18:20	<p>Closing Conversation: Key Takeaways and Bold Predictions for the Future of Satellite</p> <p><i>We will conclude our day of expert discussions by engaging with an industry thought leader in a closing fireside chat to hear their views and predictions of what to look out for and expect over the next 12 months. What will drive or inhibit growth in demand for the industry, and what are the exciting new applications, potential unforeseen challenges and opportunities we could expect.</i></p> <p>Bill Carlin, Senior Manager, Global Sales, AWS Aerospace & Satellite Solutions</p> <p><i>With Jeremy Rose</i>, Partner, COMSYS</p> <p></p>
18:40	<p>Closing Remarks followed by Dinner & Drinks</p>





AVIA Satellite Industry Forum WIFI Access:

SSID: meet@PARKROYAL






Password: SIF2022







Speaker Profiles

	<p>Patrick French, EVP, Global Business Development and Strategy, ABS</p> <p>Patrick M. French joined ABS in January 2018 and has since been promoted to Executive Vice President, Global Business Development & Strategy. In this role, Patrick is part of the core ABS management team and responsible for developing ABS' strategic relationships with core partners around the world as well as defining and implement ABS' long-term strategy. Additional focuses include top level management of ABS' satellite related services (ABSPlus) initiatives in close cooperation with the Sales teams.</p>
	<p>Louis Boswell, CEO, Asia Video Industry Association (AVIA)</p> <p>Louis Boswell is the Chief Executive Officer of Asia Video Industry Association (AVIA). As CEO, his remit is to lead the industry through championing all broad based initiatives that result in a more vibrant and healthy video ecosystem. This includes being at the forefront of industry research, supporting evolving business models, understanding the role of technology, representing the industry in conversations with regulators and taking a leading role in eliminating piracy.</p>
	<p>Bill Carlin, Senior Manager, Global Sales, AWS Aerospace & Satellite Solutions</p> <p>Bill Carlin is a senior manager with AWS Aerospace and Satellite Solutions. He leads the AWS global satellite solutions team. Bill has a long and successful track record in the global satellite and wireless communications markets, serving in a variety of leadership/executive roles. He is a creator and innovator of satellite and wireless network services in Latin America and Africa. Bill previously served as CEO or GM of several wireless and satellite network infrastructure companies (EF Data, InterWave, Spotwave, Terrapin Broadband) in the US and Canada.</p>
	<p>Josef Bogosian, VP, Global Sales & Marketing, Boeing Commercial Satellite Systems International</p> <p>Josef (Joe) Bogosian is Vice President, Global Sales & Marketing, for Boeing Commercial Satellite Systems International (BSSI). In this role, he leads a team working with customers to provide satellite connectivity solutions and ensure alignment of Boeing's capabilities with long-term market needs. Prior to his current position, Joe was Senior Manager for Global Sales & Marketing at Boeing Phantom Works Space Systems, where he engaged customers, performed market and competitive assessments, and developed solutions for emerging small satellite applications.</p>








	<p>Andrew Jordan, Senior Advisor, COMSYS</p> <p>Andrew Jordan has over 30 years of management and sales experience in the satellite industry, and provides Board and Advisory services to operators and startups within the satellite and broadband ecosystems. He served as President and CEO of AsiaSat from 2016-2018, and prior to that he held executive level positions with several satellite operators including Eutelsat where he served as EVP and Executive Committee member, GE Satellite as CEO, PanAmSat AS SVP Asia and Measat as Executive Director.</p>
	<p>Jeremy Rose, Partner, COMSYS</p> <p>Jeremy Rose is a partner at COMSYS LLP, a satellite communications consulting firm based in London. Since founding COMSYS in 1983 Mr Rose has been responsible for satellite system consultancy within the firm - advising clients on implementation strategy for new telecommunication and satellite technologies. He also leads the firm's commercial and market due diligence teams and manages the technical analysis team at COMSYS. Jeremy has assisted AVIA/CASBAA for more than ten years in planning the programme for the annual Satellite Industry Forum.</p>
	<p>Christophe Cazes, Regional VP Asia-Pacific, Eutelsat Group, CEO, Eutelsat Asia</p> <p>Christophe Cazes is the Regional Vice-President Asia-Pacific of Eutelsat Group and the CEO of Eutelsat Asia Pte Ltd in Singapore. Prior to Eutelsat, he was Vice-President Sales & Business Development APAC of Technicolor from 2011 to 2018 and assumed several global roles in the Video and Consumer Broadband space. He has a solid track record of leading multi-product lines in multi-cultural regions for high-tech companies. He graduated from Technicolor Leadership Program from Harvard Business School and has a Bachelor of Business Administration and Management from INSEE Business School in France.</p>
	<p>Yossi Gal, VP Regional Sales, Gilat Satellite Networks</p> <p>Yossi has been with Gilat for over 25 years, serving as VP R&D, VP System Integration, VP Sales Operations, as well as VP Engineering and Operations for StarBand, the first residential two-way satellite Internet service in the United States. Born in Tel Aviv, Yossi holds a B.Sc. degree summa cum laude from the Technion, Israel Institute of Technology.</p>
	<p>David Meltzer, Secretary General, GVF</p> <p>David Meltzer has 30 years of experience in the satellite and humanitarian industries. Mr. Meltzer currently leads GVF which is the largest global trade association for the commercial satellite industry. Prior to Mr. Meltzer served as Intelsat's General Counsel and Executive Vice President for Regulatory Affairs for sixteen years and then for thirteen years at the American Red Cross leading its international disaster relief and development activities and served as the American Red Cross' General Counsel for over five years.</p>








	<p>K. Krishna, VP and CTO, Hughes Communications India</p> <p>K. Krishna is the VP and CTO of Hughes India. He has been with Hughes and the Satellite Industry for more than 27 years. He has been one of the founding members of the India operations of Hughes. He is responsible for the technology roadmap of the Company and spearheads the various strategic initiatives of the Company. He also plays the role of a Chief Regulatory Officer and represents Hughes and the Satellite industry in various forums as an evangelist of satellite communications.</p>
	<p>Vaibhav Magow, VP, International Division, Hughes Network Systems</p> <p>Vaibhav Magow, vice president at Hughes Network Systems leads the company's broadband systems sales effort in the Asia Pacific, Middle East/Africa, Europe and Russia/CIS regions. Vaibhav works closely with satellite operators, mobile network operators, and national and local government agencies to tailor and implement high performing and efficient satellite solutions to help connect the unconnected and enable enterprise digital transformations. Prior to joining Hughes in his regional role, Vaibhav focused on the Indian satellite market at Hughes Communications India.</p>
	<p>Terry Bleakley, Regional VP, Asia Pacific, Intelsat</p> <p>Terry Bleakley is Intelsat's Regional Vice President, Asia-Pacific. He is responsible for management of sales and marketing activities throughout the region. Prior to this, he was in senior sales and management roles in PanAmSat (2000-2006) and MEASAT (2006-2010). Mr. Bleakley earned a Bachelor of Science Degree from Victoria University in Wellington, New Zealand and a Post-Graduate Diploma in Aviation and Business Studies from Massey University in Palmerston North, New Zealand.</p>
	<p>David Geiling, VP, Asia-Pacific Sales, Kymeta</p> <p>As Vice President of Sales, Asia Pacific, David is responsible for all direct sales and reseller management for the APAC region, covering the region from Oceania to India. He brings over 25 years of experience in sales, executive, and business development roles with extensive experience in the satellite, connectivity, and broadcast media industries.</p>
	<p>Brian Holz, CEO, Mangata Networks</p> <p>Brian has 35 years of progressive space system engineering, program management, and executive leadership experience. He has built two start-up companies from the ground-up. Being one of the foremost team members and the CTO of O3b Networks, he was instrumental in delivering all its technical systems through the start of service. He headed OneWeb Satellites as its CEO for the first two years and helped raise the initial capital.</p>



	<p>Ganendra Selvaraj, Associate VP – Sales, MEASAT</p> <p>Ganendra Selvaraj is MEASAT’s Associate Vice President - Sales. In this role, Gan leads MEASAT’s sales activities including video, telecommunications and broadband solutions to customers in Malaysia and across the MEASAT footprint. Gan has close to 20 years of experience in the Telecommunications industry and has wide-ranging experience across Commercial (Business Development & Product Development) and Technical (Pre-sales, Customer Support and IT Operations) aspects of the business. Gan also initiated the launch of MEASAT’s CONNECTme broadband services across Malaysia in 2018.</p>
	<p>Dara Panahy, Partner, Milbank LLP</p> <p>As leader of the firm’s Transportation and Space Group in Washington, D.C., Dara’s practice involves representation of satellite operators, aerospace manufacturers, launch services providers, communications companies, banks, private equity firms and hedge funds in debt and equity offerings, project, structured and vendor financings, mergers & acquisitions, financial restructurings and in negotiating commercial contracts. He also advises on regulatory, sanctions, anti-corruption, national security and export control matters.</p>
	<p>Jose Del Rosario, Consultant, NSR (an Analysys Mason Company)</p> <p>Mr. Baugh is the President of Northern Sky Research (NSR), a top international consulting and market research firm focused on space and satellite markets. Prior to founding NSR in 2000, Mr. Baugh served as Senior Analyst with Pioneer Consulting, and as an International Trade Specialist for the U.S. Department of Commerce, receiving the Charles F. Meissner Memorial Award. Mr. Baugh holds a Bachelor’s Degree from Westminster College and a Master’s Degree from George Washington University.</p>
	<p>Bhaskar Majumdar, VP Business Development, Planetcast Media Services</p> <p>Bhaskar has been part of the media tech industry for more than two decades, and is currently heading Planetcast’s international foray across the APAC region. Bhaskar closely interacts with satellite operators on a day-to-day basis in his dual role as Planetcast’s Sports/OU segment lead, and has over the years garnered valuable experience across major sporting events including multiple ICC Cricket World Cups , multiple editions of the Indian Premier League (IPL) and ongoing ICC bilateral cricket.</p>
	<p>Steve Collar, CEO, SES</p> <p>Steve Collar was appointed CEO of SES in April 2018, having previously led both O3b Networks and SES Networks. As CEO of O3b Networks, Steve guided the company through the successful build and launch of its state-of-the-art non-geostationary (NGSO) satellite constellation. British-born Steve is an industry veteran, having held a variety of commercial, business development and technical roles at SES World Skies, SES New Skies, New Skies Satellites, Astrium, and Matra Marconi Space (now Airbus).</p>



	<p>David Gelerman, President and CEO, SpaceBridge</p> <p>Mr. Gelerman is a visionary engineer, innovator and businessman with over 40 years of experience in telecommunications. In 1988, Mr. Gelerman founded SpaceBridge (formerly Advantech Wireless Inc.), serving as President and CEO. Steering the company from start-up to becoming a dominant global player in satellite ground communications. Pioneering the pace of innovation throughout his career, leading the industry in baseband & broadband products and networking, as well as radio-frequency converter and amplifier systems. Now specializing in some of the most advanced satellite-network-system-solutions.</p>
	<p>Joseph Anderson, VP Operations and Business Development, SpaceLogistics</p> <p>Joseph Anderson is Vice President of Operations and Business Development for SpaceLogistics, a Northrop Grumman company. In his role, Anderson is responsible for managing the technical, operational, licensing and insurance aspects of SpaceLogistics' satellite servicing fleet, as well as business development for commercial and government satellite servicing. Anderson has more than thirty years of satellite engineering, management and leadership experience including ten years with Northrop Grumman and twenty years at Intelsat.</p>
	<p>Chris Hill, CTO, Speedcast</p> <p>Chris has responsibility for the strategy, selection, testing and implementation of all technology platforms across Speedcast. He has served in a variety of senior telecommunications engineer and consultant roles with experience in urban, rural and remote environments. He most recently served as Managing Director for Aurora Australis Network and as co-founder and CTO at ITC Global. Chris' work has been recognized by the Western Australian Information Technology and Telecommunications Awards for infrastructure projects for the Australian government and for the application of satellite communications in remote mining operations.</p>
	<p>Sandeep Kumar, Head of Satellite Sales, Telstra Enterprise</p> <p>With over 26 years of experience in the international satellite and telecommunication industry, Sandeep is currently the Head of Satellite Sales at Telstra Enterprise. His strong technical and management background has helped in the growth of Telstra's satellite business in both domestic and international markets. Sandeep leads a global team of experienced and dynamic satellite specialists, whom, under his leadership, has delivered over 300% growth in the satellite business over the past nine years and has expanded into the EMEA and US regions.</p>
	<p>Patompob (Nile) Suwansiri, CEO, Thaicom</p> <p>Patompob (Nile) Suwansiri is currently the Chief Executive Officer (CEO) of THAICOM and has over 30 years of experience in the satellite industry. Nile has been with THAICOM since its inception in 1992. Nile graduated from the University of Canterbury, Christchurch, New Zealand with a Bachelor of Electrical Engineering. He earned an Executive MBA degree with SASIN Graduate School of Management in Bangkok and completed Harvard Business School's Advanced Management Program.</p>



Sponsors

ASIASAT

aws aerospace
and satellite



HUGHES
An EchoStar Company

KYMETATM
MAKING MOBILE GLOBAL

 **Marsh**

 **measat**

Milbank
Space Smart[®]

SES[▲]


SPACEBRIDGE
ALL THINGS CONNECTED

 **SPACELOGISTICS**
A Northrop Grumman Company

 **THAICOM**

Media Partners



Supporting Events and Organisations



AVIA Satellite Industry Forum WIFI Access:

SSID: meet@PARKROYAL

Password: SIF2022