

## PROGRAMME

08:15	<b>Delegates and Speakers Registration</b> <i>Venue: voco Orchard Singapore, Grand Ballroom, Level 3</i>
09:00	<b>Welcome Remarks by Emcee</b> <b>Charu Verma</b> , Segment Market Manager, Video Platforms, SES
09:10	<b>Opening Remarks</b> <b>Louis Boswell</b> , CEO, AVIA
09:15	<b>Regional Operators' Roundtable: Where Do They Fit in this New World of Satellite?</b> There is a new world order. The era of NGSO constellations has dawned, and consolidation is strong and noticeable. Software-defined payloads are fully programmable and digitized, and with very high throughput satellites, scalability, cost-effective media distribution, an enabling role in 5G, backhauling and more, the industry advancements that have taken place both in the space and ground segments have been remarkable. So, where do regional operators fit in in this new world order of satellite? How will they stay relevant and compete against the global constellations? Is this why we are at a time of consolidation, or can regional operators stand on their own?  <u>Panelists:</u> <b>Raymond Chow</b> , Chief Commercial Officer, AsiaSat <b>Agus Budi Tjahjono</b> , Director of Commercial, PSN <b>Yutaka Moriai</b> , Executive Officer, Group President - Global Business Group, Space Business Unit, SKY Perfect JSAT <b>Patompob (Nile) Suwansiri</b> , CEO, Thaicom  <i>With: Peter de Selding</i> , Co-founder and Chief Editor, SpacIntelReport.com
10:10	<b>Market Update: Indian Satellite Economy &amp; Space Policy</b> The introduction of India's new space policy is a significant milestone in fostering a commercial space ecosystem, but there are still important questions to be addressed to fully realize the potential benefits of private sector participation. We will explore the recent developments in India's space sector. What are the highlights of the policy and how will that facilitate greater private sector participation in activities that have usually been the traditional domain of the ISRO. How will the policy pave the way forward with much-required clarity in space reforms and augment private industry participation to drive the space economy opportunity for India.  <b>Rajeev Gambhir</b> , Sr. Director (Technology & Policy), SatCom Industry Association
10:25	<b>How is Video Distribution Changing to Support Linear, OTT, CTV and FAST?</b> As consumers' demand for content evolves, content providers are interested in exploring alternate distribution platforms to reach their target audience in addition to traditional satellite broadcasting distribution systems. These include but are not limited to OTT, CTV and FAST. How is this shift defining and impacting video distribution? What are the synergistic effects of these distribution models that can help content providers reach their target audience on any device, anytime and anywhere, and with features to enhance audience engagement? What would customers like to see more of from the satellite operators when supporting these shifts?  <u>Panelists:</u> <b>Alistair Roseburgh</b> , Director, Operations APAC, A+E Networks Asia <b>Sanjay Duda</b> , CEO, Planetcast Media Services  <i>With Rajeev Gambhir</i> , Sr. Director (Technology & Policy), SatCom Industry Association
10:50	<b>Coffee Break</b>

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<p>11:15</p>	<p><b>Growth and Rising Opportunities in the Satellite Connectivity Market</b></p> <p>The satellite connectivity market is anticipated to rise at a considerable rate in the next decade. According to Allied Market Research, the global satellite connectivity market was valued at \$11.12 billion in 2021, and is projected to reach \$22.12 billion by 2031, growing at a CAGR of 7.3% from 2022 to 2031. Where is the satellite industry heading and what are the market conditions to expect? How can satellite broadband services be made more affordable and accessible to businesses and consumers in remote and rural regions? And what growth opportunities and returns on investments can we expect to see in the coming years?</p> <p><u>Panelists:</u> <b>Cyril Dujardin</b>, General Manager, Connectivity Business Unit, <b>Eutelsat</b> <b>Mark Rigolle</b>, COO, <b>Rivada Space Networks</b></p> <p><i>With David Bruner</i>, CEO and Principal Consultant, <b>Aviation Communications Advisors (ACA)</b></p>
<p>11:50</p>	<p><b>Satellite-Cellular Convergence: Is this the Next Big Leap for the Telco Industry?</b></p> <p>The cellular wireless and satellite industries are finding their interests more closely aligned than ever before. Both are driven by the need to find new customers in rural/remote regions and both are largely embracing the 3GPP standard for 5G. Most importantly, both sides have existing infrastructure that, when integrated, can effectively build out envisioned 5G networks at reduced costs. Add to that the news that Apple and T-Mobile signed two milestone agreements last year to integrate satellite connectivity into their service plans, and suddenly, we start asking ourselves - is this the start of a new era of cooperation for two sub-sectors of the largest telco industry that once operated in silos? Can satellite and cellular industry business models align with the technology? How can satellite companies win business from a telco? During this session, leaders from both industries will answer these questions and engage in a debate over the benefits and challenges of this new working relationship.</p> <p><u>Panelists:</u> <b>Yossi Gal</b>, VP, Regional Sales, <b>Gilat Satellite Network</b> <b>Brian Jakins</b>, VP &amp; GM, Networks, <b>Intelsat</b> <b>James Alderdice</b>, VP, Asia-Pacific, <b>Lynk Global</b></p> <p><i>With Jeremy Rose</i>, Partner, <b>COMSYS</b></p>
<p>12:25</p>	<p><b>Is There a Big Future for Combining GEO and NGSO?</b></p> <p>For the past year, we have seen growing activity among satellite network operators keen to integrate the soon-to-be-available NGSO-derived bandwidth with existing GEO services. From a business point of view, does this strategy make sense? How has this developed alongside shifts in strategy and business plans? How do operators encompass new NGSO services alongside a GEO business model? How do new players seek scale, and how do the established players seek new product lines? Can these systems offer the same kind of throughput guarantees and uptime reliability that users have come to expect from hybrid GEO networks?</p> <p><u>Panelists:</u> <b>Frederick St. Amour</b>, VP, Connectivity Sales, <b>Anuvu</b> <b>Vaibhav Magow</b>, VP, International Division, <b>Hughes Network Systems</b> <b>Alvaro Sanchez</b>, CEO, <b>Integrasys</b> <b>Aravind Chamarti</b>, Global head – Enterprise and Cloud Segment Product Management, <b>SES</b></p> <p><i>With David Gilmore</i>, President &amp; COO, <b>GapSat</b></p> <p>Session brought to you by:</p> <p> An EchoStar Company</p>

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<p>13:00</p>	<p><b>Lunch Break</b></p> <p>Sponsored by:</p> 
<p>14:00</p>	<p><b>Remarks by Emcee</b> <b>Andrew Jordan</b>, Senior Advisor, <b>COMSYS</b></p>
<p>14:05</p>	<p><b>Perspectives on Satellite Financing and Insurance</b></p> <p>This session will give an overview of the satellite industry’s financial health going into a challenging 2023 fiscal year. We will examine the state of the satellite supply chain and identify the industry’s greatest opportunities for growth in providing connectivity and managed services. The panelists will also provide insight on the satellite industry’s ability to keep costs low while developing complex solutions that are in demand.</p> <p><u>Panelists:</u> <b>Olivier Richard</b>, CFO, <b>Kacific Broadband Satellites</b> <b>Adam Sturmer</b>, SVP – Space Projects, <b>Marsh Specialty</b></p> <p>With <b>Dara Panahy</b>, Partner, <b>Milbank LLP</b></p> <p>Session brought to you by:</p> 
<p>14:35</p>	 <p><b>Will Satellite Technology be a Game Changer in the Philippines?</b></p> <p>Many companies are competing to provide satellite-based internet services in countries in Southeast Asia such as the Philippines. With many areas in the country still unserved or underserved, we are continuing to see an increased demand for internet connectivity. In this session we will look at how the introduction of satellite technology in the country will serve as a solution to connectivity challenges. With SpaceX’s Starlink service set to be up and running by mid-2023, how will this change the local telecom industry?</p> <p><u>Panelists:</u> <b>Vincent Lim</b>, MD, Asia Sales, <b>ABS</b> <b>Brandon Seir</b>, Chief Commercial Officer, <b>Kacific Broadband Satellites</b> <b>Ganendra Selvaraj</b>, Chief Commercial Officer, <b>MEASAT</b></p> <p>With <b>Jose Del Rosario</b>, Consultant, <b>NSR (an Analysys Mason Company)</b></p> <p>Session brought to you by:</p> 

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15:10	<p><b>How are Manufacturers Scaling Up Capabilities for the Future and Coping with Today's Problems?</b></p> <p>The opportunities are there – from moving to software defined satellites to increased demand from the new NGSO constellations. And some of those companies will also be making their own spacecraft. Yet, everyone is facing issues with supply chain problems and inflation. Exciting times for the manufacturing sector, or more challenges on the horizon?</p> <p><u>Panelists:</u>  <b>Stéphane Vesval</b>, SVP, Sales &amp; Marketing Space Systems, <b>Airbus Defence and Space</b>  <b>Ryan Reel</b>, Director, MEng, Commercial GEO On-orbit services, <b>Astroscale</b>  <b>Josef Bogosian</b>, VP, Business Development, <b>Boeing Satellite Systems International</b></p> <p><i>With</i> <b>Jeremy Rose</b>, Partner, <b>COMSYS</b></p>
15:45	<p><b>Coffee Break</b></p>
16:10	<p><b>Beyond the Blue Continent – Creating More Affordable and High-Speed Satellite Connectivity</b></p> <p>The waves of ICT development in the Pacific subregion are so enormous that they cannot be ignored. The benefits of submarine cables to many of the Pacific Island countries are significant because they not only bring high bandwidth capacity, but also at considerably lower costs, hence satellite has in many areas become the secondary connection. But submarine fibre coverage is still spotty and satellite capacity costs are falling significantly due to oversupply and mismatch. It is also important for the Pacific subregion to continue working together with satellite service providers to efficiently address the digital gap. In this session, we will hear from the satellite service providers on how they are adjusting their business model to suit the ICT conditions in the Pacific Islands. What are the challenges and opportunities for satellite service providers to provide full ICT services in the Pacific? How can they create an ecosystem to ensure that satellite technology continues to be an important complement to submarine fibre-optic cables in connecting remote and distant islands?</p> <p><u>Panelists:</u>  <b>Robert Suber</b>, Director, Asia Pacific Sales, <b>Intelsat</b>  <b>Beatrice Mok</b>, Corporate Development Director, <b>Kacific Broadband Satellites</b>  <b>Mahdi Nazari Mehrabi</b>, CTIO, <b>Northtelecom</b>  <b>Alan Cheng</b>, Sales Manager, Pacific, <b>SES</b></p> <p><i>With</i> <b>Andrew Jordan</b>, Senior Advisor, <b>COMSYS</b></p> <p>Session brought to you by:</p> 
16:45	<p><b>Preparing for the Challenges Ahead, Addressing Gender Diversity Issues, and the Search for Growth</b></p> <p>This closing session brings the female leaders of global and regional satellite companies on stage to discuss how they are planning to tackle the industry's greatest challenges ahead – ranging from access to space and increased competition, to the cost of innovation, diversity concerns, and where and when will we see the next wave of growth and beyond.</p> <p><u>Panelists:</u>  <b>Rachelle Radpour</b>, CTO, <b>Boeing</b>  <b>Jacinth Lau</b>, Deputy Director (Industry), <b>Office for Space Technology &amp; Industry (OSTIn)</b>  <b>Despina Panayiotou Theodosiou</b>, Co-CEO, <b>TOTOTHEO MARITIME</b></p> <p><i>With</i> <b>Irina Petrov</b>, VP MarCom &amp; Membership, <b>GSOA</b></p>
17:15	<p><b>Closing Remarks followed by Networking Cocktails</b></p>

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## Speaker Profiles

	<p><b>Alistair Roseburgh, Director, Operations APAC, A+E Networks Asia</b></p> <p>Alistair Roseburgh is Director, Operations APAC at A+E Networks Asia. He oversees the full supply chain of content, procurement, language and metadata, compliance, QC, delivery and archive. He also drives digital transformation of A&amp;E operations, media management and content delivery in Asia. Prior to A+E, Alistair was Head of Content for Eleven Sports Network. Prior to that, he was Head of Production and Programming with beIN Sports.</p>
	<p><b>Vincent Lim, MD, Asia Sales, ABS</b></p> <p>Vincent Lim is the MD and is responsible for sales in Asia. Vincent has 19 years of experience in the telecom and satellite industry. Prior to joining ABS, Vincent held various positions within the satellite and telecommunications sector. His experiences include managing major accounts such as Network Innovations, Telekom Malaysia, Astro, Transvision, Globecast, Fox, Disney and Viacom. He is well versed in the whole value chain of telecommunications and broadcast media.</p>
	<p><b>Stéphane Vesval, SVP, Sales &amp; Marketing Space Systems, Airbus Defence and Space</b></p> <p>Stephane Vesval joined the defense and space industry 1998. He held various positions in industrial operations, project management and business development. From 2009 to 2018, he was based in Asia heading sales for Telecom Satellites then Airbus Defence and Space portfolio. In 2018, he moved to France and held the position of Vice President for the global sales for Commercial and Export space business.</p> <p>In 2020, Stéphane Vesval took over the responsibility of Senior Vice President Sales &amp; Marketing for Space Systems of Airbus Defence and Space, including Institutional, Defence, Governmental Export and Commercial businesses.</p>
	<p><b>Frederick St. Amour, VP, Connectivity Sales, Anuvu</b></p> <p>Frederick St. Amour is responsible for selling satellite-delivered in-flight connectivity solutions to aircraft operators in China and Asia Pacific. Frederick's expertise includes satellite and wireless communications, network security, and data intelligence applied in commercial and government sectors around the world.</p>

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**Raymond Chow, Chief Commercial Officer, AsiaSat**

Raymond Chow is AsiaSat's Chief Commercial Officer. He joined AsiaSat as Vice President, Business Development and Strategy in 2018 and was appointed Chief Commercial Officer of the company on 1 June 2023.

Raymond has over 20 years of professional experience in the satellite industry. In his new role, Raymond will lead and execute the global commercial strategies for AsiaSat and its subsidiaries/associated brands including sales, marketing, solutions as well as new product development to meet ever-changing customer requirements.



**Louis Boswell, CEO, Asia Video Industry Association (AVIA)**

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.



**Ryan Reel, Director, MEng, Commercial GEO On-orbit Services, Astroscale**

Ryan has 25 years of experience building markets and products for the high tech, telecommunications, and space industry. Spanning operations, engineering, IT, product management, sales, marketing, and business development creating a novel understanding across multiple knowledge domains.

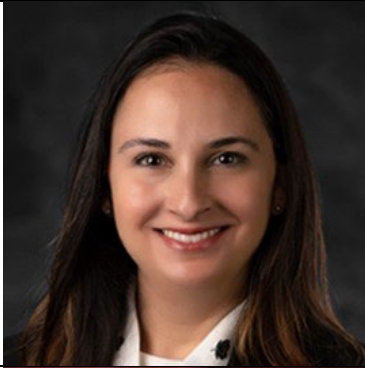
Before Astroscale Ryan lead a billion-dollar organization across North America, EMEA and LATAM for Data Centers and Telecoms at a Fortune 150 Company. At Astroscale Ryan focuses on commercializing the On-orbit servicing portfolio from LEO to CisLunar.

Ryan holds a Master of Engineering from CU Boulder in Colorado.



**David Bruner, CEO and Principal Consultant, Aviation Communications Advisors (ACA)**

David Bruner is CEO and principal consultant for Aviation Communications Advisors (ACA). David has unique aerospace market knowledge from his experience at American Airlines and 30 years as a supplier of systems and services to the commercial and business aviation markets. During David's tenure at Panasonic, he led the launch of a new connectivity business which became the largest and only global service provider in the market. He was also the key leader in the acquisition and integration of the ITC Global company into Panasonic operations.



**Rachelle Radpour, CTO, Boeing**

Rachelle Radpour leads technical development and deployment of critical engineering capabilities across the company's commercial satellite portfolio. Throughout her 20-year career at Boeing, Radpour has led teams through design, verification, launch, and on-orbit activities with a portfolio of products ranging from the classic 376 to higher-power 601 and 702, serving customers across Asia, Europe, South America, and North America. Radpour is a graduate from the University of Southern California, with both a Master's and Bachelor's degree in Electrical Engineering.



**Joe Bogosian, VP, Business Development, Boeing Satellite Systems International**

Joe Bogosian is vice president of Business Development, for Boeing Satellite Systems International (BSSI). In this role, he leads a team working with customers worldwide to provide satellite connectivity solutions, and ensures alignment of Boeing's capabilities with market needs. Since joining Boeing in 2008, he has held roles in systems engineering, modeling and simulation, and satellite operations. He most recently served as senior manager for business development in Boeing Phantom Works Space Systems, developing solutions for emerging small satellite missions and working in collaboration with Boeing subsidiary Millennium Space Systems.



**Andrew Jordan, Senior Advisor, COMSYS**

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.



**Jeremy Rose, Partner, COMSYS**

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.



**Cyril Dujardin, General Manager, Connectivity Business Unit, Eutelsat**

Cyril Dujardin was appointed General Manager of Eutelsat's Connectivity Business Unit (BU) in 2022 and is a member of the Group's Executive Committee. Before joining Eutelsat, Cyril Dujardin was SVP, Deputy Head of the Big Data & Security business line at Atos, after heading its cybersecurity and mission critical systems operations. With a track record of more than 20 years in high-growth technology industries, Cyril Dujardin has run complex organisations experiencing various business cycles.



**David Gilmore, President & COO, GapSat**

David Gilmore is a co-founder, President and COO of GapSat, the Interim Satellite Solutions company which, since 2011, has helped fill its customer(s) business gaps, by searching for and delivering GEO satellites at the desired slot(s), when needed, for as long as they are needed. David has extensive sector experience gained with Marconi, ESA, British Aerospace, and Telenor in markets spanning Europe, MENA, and South Asia. He is a co-founder of Methera Global, planning a high MEO Ka-band communications constellation to provide on-demand high-capacity density Internet. Most recently, David joined the board of Craft Prospect, a UK company which provides, satellite quantum cryptographic, and on-board autonomy solutions.



**Yossi Gal, VP, Regional Sales, Gilat Satellite Network**

Yossi Gal serves as Gilat's VP Regional Sales. 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.



**Irina Petrov, VP MarCom & Membership, GSOA**

Irina has a vast experience in the satellite industry and brings an expertise in marketing, public relations, business strategy and planning to GSOA. Following the combination of GSOA and GVF, Irina maintained her role heading MarComms and Membership services in the only global satellite industry association with members from the entire ecosystem. Prior to joining GVF she has worked with the several satellite operators in various marketing positions – Avanti, Intelsat, PanAmSat and Europe\*Star. Irina started her career in satellite as a journalist/editor in the industry magazine, after serving with the United Nations Military Observers as an interpreter and language assistant.





**Vaibhav Magow, VP, International Division, Hughes Network Systems**

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.



**Alvaro Sanchez, CEO, Integrasys**

Alvaro Sanchez is Integrasys CEO and Marquess of Antella. Alvaro is based in Madrid, where he studied Industrial and Computer Science Engineering in the European University and later a Master in Sales and Marketing at ESIC Business School. Alvaro has worked 10 years at Integrasys, being Sales and Marketing Director with tangible results in the company's revenue. Now Alvaro is Integrasys CEO and his main function is expanding the company.



**Brian Jakins, VP & GM, Networks, Intelsat**

Brian Jakins leads the Networks Business Unit for Intelsat and is responsible for the strategic direction, vision, growth and performance of Intelsat's Enterprise and MNO business segment across the globe. Prior to joining Intelsat, he served as the Regional Vice President of Sales & Services at Aviat Networks and held Senior Commercial Management positions in Alcatel-Lucent, Siemens Telecommunications and Wireless Data Services.

Mr. Jakins holds a master's degree in business administration awarded by Heriot-Watt University, Edinburgh in the U.K. as well as a bachelor's degree in business administration from Milpark Business School, South Africa.



**Robert Suber, Director, Asia Pacific Sales, Intelsat**

With 30 years' experience working in leading telecommunications corporations, Robert has been at the forefront of commercial relationships with Satcom businesses based in Europe, USA and Southeast Asia. Robert leads Intelsat's Oceania, Philippine, and Japanese teams to create solutions which enable connectivity for the region's most remote customers. Today, Robert is the Director – Asia Pacific Sales at Intelsat, responsible for customers represented by Carriers, Service Providers, Media companies and their Integrators across the Asia Pacific region.

Prior to joining Intelsat, Robert held technical, sales and marketing leadership positions for Telstra, Optus, and Bell Canada.



**Brandon Seir, Chief Commercial Officer, Kacific Broadband Satellites**

Brandon Seir is a marketing and sales specialist with over a decade of experience in telecom, internet and digital tech. He has held leadership roles in Roshan and Technobiz. At Kacific, Brandon oversees satellite broadband development and sales across 25 markets. He holds an MBA from University of Liverpool and a BBA from Tashkent State University.



**Olivier Richard, CFO, Kacific Broadband Satellites**

Olivier has worked successively in investment banking, high-growth start-ups and as an independent advisor. With over 15 years of experience in banking, infrastructure capital raising, transaction, he also previously held CFO roles in his career. He holds an Engineering degree in Electronics and Optics from Institut d'Optique-Paris Tech and an International Finance MSc from HEC Paris.



**Beatrice Mok, Corporate Development Director, Kacific Broadband Satellites**

Communications professional with over 10 years of experience working in leading telecommunication companies. Beatrice was previously with Singtel, Asia's leading telecommunications company, handling marketing for Singtel mobile postpaid customers and the youth sub-brand GOMO by Singtel.

At Kacific, Beatrice is overseeing corporate development. Kacific-1, Kacific's Ka-band HTS GEO satellite, was launched in 2019, serving 25 regions across APAC. Kacific-2 is planned to launch to expand capacity in current regions and expand in new markets in the next few years.



**James Alderdice, VP, Asia-Pacific, Lynk Global**

James Alderdice has over 20 years of professional experience in the satellite communications industry. As Vice President, and the lead for Lynk's business in Asia-Pacific, James has established commercial partnerships with mobile operators and built Lynk's government relations across the region in providing the foundation to connect the billions of people still unconnected. Specialising in providing remote connectivity for unserved locations, James has held sales and marketing positions at Inmarsat, EMC (now part of Anuvu), and SpeedCast as well as other industry pioneers.



**Adam Sturmer, SVP – Space Projects, Marsh Specialty**

Adam works with satellite operators, launch service providers, satellite manufacturers and others to provide space risk management and insurance placement services. In 2007, Adam became a Broker and Account Executive before relocating to Singapore in 2011 to further assist, develop and support clients in the Asia Pacific region. In 2017, Adam relocated to the Marsh Space team in New York to work with clients and prospects in the Americas. In 2020, Adam returned to London to continue working with space clients and prospects globally.



**Ganendra Selvaraj, Chief Commercial Officer, MEASAT**

Ganendra Selvaraj is MEASAT's Chief Commercial Officer. In this role, Ganendra oversees MEASAT's Sales, Customer Engineering, Business Development and Corporate Communications functions. With close to 20 years of experience in the Telecommunications industry, Ganendra has performed a broad spectrum of technical and commercial roles within MEASAT. Ganendra will be focusing on building the MEASAT customer base and expanding its commercial activities in support of the MEASAT Group's long-term strategy.



**Dara Panahy, Partner, Milbank LLP**

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.



**Mahdi Nazari Mehrabi, CTIO, Northtelecom**

Business entrepreneur, Technologist, leader, and researcher who devoted his extensive experience and expertise to founding & leading innovative, challenging businesses and technological ventures.

With more than 25 years of experience and a proven record in ICT, SATCOM & Aviation Field, and Founding & Managing several business ventures in Dubai, Singapore, Malaysia, and Germany.

He is Chief Technology and Innovation Officer at Northtelecom Group, based in Dubai, UAE.



**Jose Del Rosario, Consultant, NSR (an Analysys Mason Company)**

Mr. Del Rosario is a senior member of the consulting team where he focuses his research on quantitative modeling, data verification, and market forecasting for the commercial and government satellite communications sectors. He conducts ongoing research with specialization in policy analysis, economic indicators, regulatory initiatives and end user demand trends. In addition to authoring numerous syndicated reports in his areas of focus, Mr. Del Rosario has been involved in a wide range of strategic consulting projects.



**Jacinth Lau, Deputy Director (Industry), Office for Space Technology & Industry (OSTIn)**

Jacinth Lau is the Deputy Director (Industry) of the Office for Space Technology & Industry (OSTIn), Singapore's national space office. She joined OSTIn in October 2022 to grow a vibrant, self sustaining space ecosystem, and to develop a pipeline of talent for space. Prior to her current role, she has over a decade of systems engineering, operations, and business strategy experience from various positions in ST Engineering. Jacinth graduated in 2011 with a bachelor's degree in Electrical Engineering (Hons) from the National University of Singapore (NUS).



**Sanjay Duda, CEO, Planetcast Media Services**

Sanjay has built Planetcast from a VSAT service provider to India's leading media technology company. He leads a team responsible for business operations across Asia, Europe and the Americas, driving Planetcast's global expansion while also evolving the company's long-term strategy.

Sanjay's formidable expertise and reputation has not only helped bring in marquee customers from across the globe but also helped evolve Planetcast's offerings to these customers into contemporary products and services like Cloud Payout, FAST Channels, OTT platform and services and Post Production services.



**Agus Budi Tjahjono, Director of Commercial, PSN**

Born on the 4th of August 1970 in Banyumas, Indonesia, Agus earned his Bachelor of Electrical Engineering from Gadjah Mada University and his Master of Business Administration from Prasetiya Mulya Business School.

He has been serving as PSN Director since 2009, with his previous positions as Assistant Vice President for Head of Marketing Division in Fixed Satellite System Directorate, Head of Sales & Project Development, Head of Corporate & Government Sales and Head of Sales Division.



**Mark Rigolle, COO, Rivada Space Networks**

Mark Rigolle joined Rivada Space Networks as Chief Operating Officer in September 2022. He has over 30 years' experience in the telecom and satellite sectors. Between 2004 and 2009 he served as CFO of SES. He was then appointed CEO of O3b Networks, successfully raising USD 1.2B to fund the launch of a MEO constellation of satellites. Rigolle also served as CEO of LeoSat Enterprises, acted as advisor to satellite operators and private equity funds, and was co-founder of Kacific, a promising satellite-broadband-to-the-home company.



**Rajeev Gambhir, Sr. Director (Technology & Policy), SatCom Industry Association**

Rajeev Gambhir is a seasoned broadcast media and telecom professional with a career span of over three and a half decades, working with optical, coaxial, terrestrial wireless and satellite based access businesses for video and data delivery. Prior to SIA-India he was Vice-president at Reliance Jio. He is currently Sr. Director - Technology and Policy at Satcom Industry Association.



**Aravind Chamarti, Global head – Enterprise and Cloud Segment Product Management, SES**

As the head of Segment Product Management for SES Enterprise and Cloud business unit, Dr. Aravind Chamarti is responsible for the market requirements and the product vision for the end-to-end satellite data connectivity services. In this capacity, Dr. Chamarti works with the customer-facing SES teams and strategic customers to derive market, technology requirements, and evangelize SES products and product capabilities as they relate to 5G, IoT, and cloud-powered Digital Transformations.

Dr. Chamarti has over 21 years of experience in the research, development, engineering, and product management areas of indoor wireless, and terrestrial and satellite-based telecommunications industry.



**Alan Cheng, Sales Manager, Pacific, SES**

Alan Cheng is the Sales Manager for SES in the Pacific. He joined the company, previously O3b Networks, in 2016, and is instrumental in managing accounts and their various connectivity requirements in the region. He has over 20 years of experience in the connectivity and communications field. Prior to working with SES in 2016, Alan has served in various technical and commercial roles in the IT, telecommunications and satellite industries. Alan is based in Adelaide, Australia and holds an engineering degree from the University of Adelaide.



**Charu Verma, Segment Market Manager, Video Platforms, SES**

Charu Verma is a Segment Market Manager for Video products at SES responsible for driving commercialization of new products in the region. She is currently leading the commercial and go-to-market strategies for an innovative new intelligent edge caching broadcast technology. With over 10 years of experience in tech-related industries, Charu is an expert in internal and external strategy consulting. She holds an MBA from Nanyang Technical University and a degree in Robotics and Automation engineering from a top-tier university in India.



**Yutaka Moriai, Executive Officer, Group President - Global Business Group, Space Business Unit, SKY Perfect JSAT**

Yutaka Moriai, appointed to Executive Officer in 2020, currently leads Global Business Group at SKY Perfect JSAT Corporation ("JSAT"). He joined JSAT (then Space Communications Corporation) in 1990 and has held management positions in Defense, Government, Mobility, and Corporate Business Strategy fields of JSAT.

He has extensive experience in satellite industry. Notably, during his time in charge of corporate business strategies, he was responsible for JSAT's business plan towards 2030, including GEO-LEO-HAPS integrated non-terrestrial network platform and procurement of software-defined satellite "Superbird-9."



**Peter de Selding, Co-founder and Chief Editor, SpaceIntelReport.com**

Peter B. de Selding is Co-founder and Chief Editor of SpaceIntelReport.com, a website covering space business issues that began publishing in January 2017. Prior to that, he was Paris Bureau Chief for SpaceNews for 25 years, covering satellite telecommunications, commercial Earth observation and the launch-services and satellite manufacturing sectors.



**Despina Panayiotou Theodosiou, Co-CEO, TOTOTHEO MARITIME**

Despina Panayiotou Theodosiou is joint Chief Executive Officer of TOTOTHEO MARITIME, a leading global supplier of equipment and services for satellite communications as well as bridge navigation systems, automated applications and operational efficiency solutions.

As from 2021 she is the Chairperson of the Board of Directors of the Electricity Authority of Cyprus and Vice President of the Natural Gas Infrastructure Company Cyprus.

Despina is a board member of various organizations like the Cyprus Shipping Chamber the Cyprus Employers and Industrialists Federation etc.



**Patompob (Nile) Suwansiri, CEO, Thaicom**

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.

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