

Conference Agenda – November 5

8:00am – 8:45am

Attendee Registration and Breakfast

8:45am – 9:00am

Welcome & Opening Remarks

9:00am – 10:15am

Observing the Earth, Adding Value Through Geospatial Services

Chris Quilty – *Senior VP* | Raymond James Equity Research | **Moderator**

Dan Berkenstock – *Co-founder & CPO* | Skybox Imaging

Anne Miglarese – *President & CEO* | PlanetiQ

Dr. Walter Scott – *Founder & EVP* | DigitalGlobe

William Sullivan – *Executive Chairman* | HySpec IQ

10:15am – 10:45am

Break

10:45am – 12:00pm

Access to Space: Options in an Emerging Commercial Market

Phil Spector – *Of Counsel* | Milbank | **Moderator**

Josh Brost – *Business Development* | SpaceX

Andrew Nelson – *COO* | XCOR Aerospace

John Olds, Ph.D. – *CEO* | Generation Orbit Launch Services

Will Pomerantz – *VP Special Projects* | Virgin Galactic

12:00pm – 1:30pm

Lunch

1:30pm – 2:15pm

Keynote: New Frontiers in New Space

Steve Jurvetson – *Managing Director* | Draper Fisher Jurvetson

2:15pm – 3:30pm

The 8 Verticals Revisited: New Markets in NewSpace

Richard David – *Co-founder* | NewSpace Global | **Moderator**

Jason Andrews – *President & CEO* | Spaceflight Inc.

Aaron Kemmer – *CEO* | Made in Space

Pavel Machalek – *Remote Sensing Scientist* | The Climate Corporation

Robbie Schingler – *Co-founder* | Planet Labs

3:30pm – 3:45pm

Break

3:45pm – 5:00pm

New Technologies, New Ideas: Reinventing Space Commerce

Michael Tyler – *BoD* | Kubera, MD | Essex Lake Group | **Moderator**

Craig Clark – *CEO* | Clyde Space

Jeffrey Manber – *CEO* | NanoRacks

Bob McCambridge – *President & COO* | Kymeta

Peter Platzer – *CEO* | NanoSatisfi

5:00pm – 6:00pm

Cocktail Reception



Observing the Earth, Adding Value Through Geospatial Services



Chris Quilty – Senior VP | Raymond James Equity Research | Moderator

Mr. Quilty is an equity research analyst with Raymond James, concentrating his research efforts on the satellite & space sector where he has the broadest sector coverage of any publishing analyst. Mr. Quilty is a regular speaker at industry conferences and a major contributor to leading industry publications. Mr. Quilty holds a B.S. degree in engineering from the U.S. Naval Academy and an MBA from the University of Chicago.

Over the past decade, the Earth Observation industry has undergone a dramatic transformation from a government-dominated oligopoly to a dynamic, commercially-oriented growth industry. Consumer adoption of geospatial services has skyrocketed in recent years thanks to Google Earth and the proliferation of location-based services. Commercial/industrial users, by contrast, have been slower to exploit geospatial services, but an inflection point could be at hand due to the convergence of cloud computing, Big Data analytics, new sensor technologies, and innovative operating models. This panel explores how these changes will impact a variety of industries and create attractive long-term investment opportunities.

Dan Berkenstock – Co-founder & CPO | Skybox Imaging

Skybox Imaging provides easy access to reliable, frequent sub-meter imagery and high-definition video of the Earth by combining the power of web technologies and a constellation of imaging satellites. By generating a new and unique data source describing daily global activity, Skybox aims to empower business users to make more informed, data-driven decisions that will improve the profitability of companies and the welfare of societies around the world.

Anne Miglarese – President & CEO | PlanetiQ

PlanetiQ plans to be the first to commercialize weather satellites by launching a constellation of 12 small satellites to collect real-time atmospheric data that will dramatically enhance weather forecasting, climate monitoring and space weather prediction around the world. PlanetiQ satellites will collect over 5.5 million global observations per day of temperature, pressure and water vapor from the Earth's surface to the top of the atmosphere using GPS Radio Occultation (GPS-RO), a highly precise method for observing Earth's atmosphere from space.

Dr. Walter Scott – Founder & EVP | DigitalGlobe

DigitalGlobe is a leading provider of commercial high-resolution earth observation and advanced geospatial solutions that help decision makers better understand our changing planet in order to save lives, resources and time. Sourced from the world's leading constellation, our imagery solutions deliver unmatched coverage and capacity to meet our customers' most demanding mission requirements. Each day customers in defense and intelligence, commercial customers and providers of location-based services depend on DigitalGlobe data, information, technology and expertise to gain actionable insight.

William Sullivan – Executive Chairman | HySpec IQ

HySpec IQ will be the premier global commercial provider of high resolution hyperspectral intelligence and value-added geospatial solutions for oil & gas, mining and environmental monitoring as well as defense, intelligence & civil markets. Hyperspectral sensors have the unique ability to detect electromagnetic 'fingerprints' of natural and man-made materials. This powerful information can be combined with other sensor data to understand how and where to reduce operating costs and improve efficiencies in such activities as exploration and monitoring. Addressing the limitations inherent in aerial collection, the company will be the first to deploy a satellite constellation delivering high value global hyperspectral products at an unmatched cost even in the most remote or politically unstable regions of the world.

Access to Space: Options in an Emerging Commercial Market



Phil Spector – Of Counsel | Milbank | Moderator

Phil Spector is resident in Milbank's Washington, DC office, where his practice focuses on the satellite, telecommunications, and technology sectors. He was previously the Executive Vice President, Business Development, and General Counsel of Intelsat, the world's largest communications satellite company. He served in government as law clerk to a Supreme Court Justice and in the White House. He is a graduate of the Harvard Law School, Harvard's Kennedy School of Government, and the University of California.

There is no space business without space access, without a means of moving humans, satellites, and other objects into outer space. Historically, the government played the key role in space access – today, innovative private companies are taking over. These innovators are developing new products and applications to meet customer needs, and they are doing so flexibly, quickly, and cost-effectively. They may serve NASA, but they also, and increasingly, rely on and work with commercial customers.

Josh Brost – Business Development | SpaceX

SpaceX designs, manufactures, and launches the world's most advanced rockets and spacecraft. The company was founded in 2002 by Elon Musk to revolutionize space transportation, with the ultimate goal of enabling people to live on other planets. Today, SpaceX is advancing the boundaries of space technology through its Falcon launch vehicles and Dragon spacecraft. SpaceX is a private company owned by management and employees, with minority investments from Founders Fund, Draper Fisher Jurvetson, and Valor Equity Partners. The company has more than 3,000 employees in California, Texas, Washington, D.C., and Florida.

Andrew Nelson – COO | XCOR Aerospace

XCOR, a leading NewSpace company, produces the only fully reusable pump-fed rocket engines available today. XCOR's disruptive technology enables the reusable suborbital spacecraft Lynx® that will operate at many global locations on a wet lease basis, producing high margin recurring cash flows. Lynx® technology enables a direct path to fully reusable orbital launch systems that should lower space access costs by 100X, improve safety 1,000X+, and enhance readiness from ~3 years to <3 days; thereby leading to multi-trillion dollar space-faring markets. www.xcor.com [twitter/XCOR](https://twitter.com/XCOR) [facebook/xcoraerospace](https://facebook.com/xcoraerospace)

John Olds, Ph.D. – CEO | Generation Orbit Launch Services

Generation Orbit is an emerging launch provider focused on fast, flexible, and dedicated launch services for small satellites. GO is developing two new commercial air-launch capabilities. GOLauncher 1 will serve the suborbital market up to 200 lbs. GOLauncher 2 will carry up to 100 lbs to low Earth orbit. NASA recently purchased the first flight of GOLauncher 2 for three 3U CubeSats in 2016. Generation Orbit was founded in 2011 and is a privately held U.S. corporation based in Atlanta.

Will Pomerantz – VP Special Projects | Virgin Galactic

Owned by Virgin Group and aabar Investments PJS, Virgin Galactic is dramatically reducing the cost of space exploration. Based on the XPRIZE-winning SpaceShipOne, the first of Virgin Galactic's fleet of reusable suborbital SpaceShipTwo vehicles has nearly completed its rigorous test flight program, and is expected to begin commercial operations in 2014. Additionally, Virgin Galactic is developing LauncherOne, an expendable launch vehicle that will carry small satellites into low Earth orbit for less than \$10 million beginning in 2016.

The 8 Verticals Revisited: New Markets in NewSpace



Richard David – *Co-founder* | NewSpace Global | *Moderator*

Richard M. David is CEO and Co-founder of NewSpace Global, a New York-based information services provider that tracks the NewSpace industry. Prior to starting NSG, Richard worked as a private equity fund formation attorney in the New York and London offices of Simpson Thacher & Bartlett, LLP. Richard has appeared on NBC, Fox News, and The John Batchelor Show, and he has been interviewed by USA Today, Euromoney, The Economic Times, and Le Temps, among others.

The NewSpace Global 8 Verticals include the existing and potential markets of the NewSpace industry, ranging from the nascent (e.g., in-space services, microgravity research) to the proven (e.g., satellites and launch). Innovation and market development is occurring across each of the eight markets. This panel discusses overcoming the barriers to market development in emerging space industry sectors, and in particular focuses on how newer players in the industry are forging new pathways to establishing themselves in the 8 Verticals.

Jason Andrews – *President & CEO* | Spaceflight Inc.

Spaceflight Inc. - The Space Logistics Company - provides frequent, cost effective, and routine access to space for deployed and hosted payloads. Spaceflight is a one-stop shop that rapidly manifests, certifies, and integrates payloads on its global network of established and emerging launch and space transportation vehicles. Spaceflight specializes in the launch of CubeSats, NanoSats and Microsats and can deploy payloads to low Earth orbit, the Moon and beyond. Visit us on the web at www.spaceflightservices.com and follow @spaceflightinc.

Aaron Kemmer – *CEO* | Made in Space

Made in Space, Inc. is laying the foundation for using additive manufacturing technologies (also known as 3D printing) to radically change the way we do space exploration. Made in Space was founded in 2010 out of Singularity University at NASA Ames when a group of 3D printing experts, space industry veterans, and successful entrepreneurs came together with the goal of enabling humanity's future in space.

Pavel Machalek – *Remote Sensing Scientist* | The Climate Corporation

The Climate Corporation aims to help farmers around the world protect and improve their farming operations with uniquely powerful software and insurance products. The company's proprietary technology platform combines hyper-local weather monitoring, agronomic data modeling, and high-resolution weather simulations to deliver climate.com, a solution that helps farmers improve their profits by making better informed operating and financing decisions. The company is also an authorized provider of the U.S. Federal crop insurance program.

Robbie Schingler – *Co-founder* | Planet Labs

Planet Labs Inc. is a purpose-driven space and analytics company based in San Francisco, California. Founded in 2010, the company's goal is to provide universal access to information about the changing planet and it will operate the world's largest fleet of Earth imaging satellites to frequently image the entire planet and provide open access to that information. The company is founded by former NASA scientists and includes a team of leading venture capital investors. Planet Labs Inc. was formerly called Cosmogia Inc.



New Technologies, New Ideas: Reinventing Space Commerce



Michael Tyler – BoD | Kubera, MD | Essex Lake Group | Moderator

Michael Tyler is an executive, adviser, and board member in finance and in high-tech business, especially telecom and space. He is a senior partner in Essex Lake Group and a board member of Kubera Cross Border Fund. His work in satellite and space spans over 30 years and includes \$1.6 billion in lease financing for satellites; advising Hughes on bringing Spaceway to market and HBO on building their satellite network.

This panel brings together companies that are, in different ways, transforming one or more dimensions of business in space. The change may be in material sciences, in the way the value chain is managed, or by reducing barriers to participation in space activities. The common theme is a willingness to break new ground within fields that are already active and competitive. The panel will address opportunities, risks, challenges, and factors for success for radically innovative space technology companies.

Craig Clark – CEO | Clyde Space

At Clyde Space we are passionate about making space technology smaller, higher performance and more cost effective, while maintaining high quality and reliability. Started in 2005, we are an award-winning supplier of small satellite and CubeSat sub-systems, as well as being a world-leading vendor for CubeSats. Our unique ability to supply both high performance spacecraft components and complete advanced CubeSat missions means that we can add significant value to our customers' space projects.

Jeffrey Manber – CEO | NanoRacks

NanoRacks LLC was formed in 2009 to provide quality hardware and services for the U.S. National Laboratory onboard the ISS. The company developed and has research platforms onboard the U.S. National Laboratory, which house plug and play payloads and a family of other research facilities. The current signed customer pipeline includes domestic and international educational institutions, research organizations and government organizations, and has propelled NanoRacks into a leadership position in the emerging commercial market for low Earth orbit space utilization and beyond.

Bob McCambridge – President & COO | Kymeta

Kymeta Corporation is commercializing a new, innovative metamaterials-based antenna for satellite communications. Kymeta has been named by MIT Technology Review as well as CNBC as one of 2013's 50 most disruptive companies as part of their annual list of the world's most innovative technology companies. The Company is based in Redmond, Washington and operates on a worldwide basis.

Peter Platzer – CEO | NanoSatsifi

NanoSatsifi, based in San Francisco, democratizes access to space exploration, images, and data, providing individuals access to an in-orbit, user-programmable nano-satellite for \$250/week. The satellites (2 launched Aug 2013; more coming) are based on the flexible CubeSat standard. NanoSatsifi brings Moore's Law to space, leveraging off-the-shelf technology advancements and scale economies here on Earth. Hiding the complexities of space, NanoSatsifi's simple, integrated process lets individuals, corporations and governments use NanoSatsifi's data on weather, climate, economic activity, financial markets and agriculture, among others. The company's awards include a White House Champion of Change Award and selection as a top 100 Brilliant Company by Entrepreneur Magazine.

NewSpace Investor Conference 2013

Milbank Space Smart®

MILBANK, TWEED, HADLEY & McCLOY LLP is committed to providing comprehensive legal services to the space business. We are one of the only law firms with a practice group dedicated to satellites and space, and our partners and counsel in this area have among them over 80 years representing satellite operators, aerospace manufacturers, financial institutions, insurers, teleport operators, users of satellite capacity, and investors in space businesses. 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, Beijing, and Sao Paulo, the Space Business Group at Milbank delivers experienced advice in finance, corporate and M&A, commercial contracts, risk management, and trade and regulatory matters. Visit us at www.milbank.com or contact: Peter D. Nesgos at nesgos@milbank.com (Attorney advertising).

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Raymond James (NYSE:RJF) is a leading diversified financial services firm with broad capital markets and advisory capabilities and offices throughout the Americas and Europe. Over the last five years, we have completed more than 400 capital raising and 250 advisory transactions with a focus on growth companies.

Our equity research and investment banking practices are organized by industry sector, and Chris Quilty is widely regarded as the industry leading analyst in space & satellite research. Our space & satellite investment banking practice has extensive transactional experience with more than 20 transactions in the sector comprising a range of advisory and private and public capital raising engagements. Visit us at www.rjf.com or contact Justin Cadman at justin.cadman@raymondjames.com for more information.

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NewSpace Global, LLC ("NSG") is a for-profit startup that brings critical information on the commercial space (or "NewSpace") industry to its customers so they can make better-informed decisions. We maintain three live indices tracking over 500 companies and, through our Observer database, provide company-by-company information and analysis for every privately-held company on the indices. We also publish a monthly market tracking report called Thruster and run the daily news source NewSpace Watch. NSG's current customers include investment funds, Fortune 500s, high net worth individuals, major universities, students, entrepreneurs, law firms, consultants, government agencies, and conference organizers. NewSpace Global has been featured by CNN, CNBC, Fox News, Le Temps, USA Today, Euromoney, Millionaire Asia, Le Monde, Süddeutsche Zeitung, and Huffington Post. For more information, please visit us at www.newspaceglobal.com.

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