



# NEXTSPACE 2016

INVESTOR CONFERENCE

NOVEMBER 15, 2016  
JULIA MORGAN BALLROOM  
465 CALIFORNIA ST.  
SAN FRANCISCO, CA

8:30am – 9:00am

Attendee Registration and Breakfast

9:00am – 9:20am

Opening Remarks: **Shahin Farshchi, Partner, Lux Capital**

9:20am – 10:30am

### Panel: Satcom in NextSpace: At a Crossroads?

Phil Spector, *Of Counsel* | *Milbank Tweed* | **Moderator**  
David Bruner, *VP – Global Communications Services* | *Panasonic Avionics*  
Eric Beranger, *CEO* | *OneWeb*  
Jay Yass, *VP – Business Development* | *Intelsat*  
Josh Marks, *EVP Aviation* | *Global Eagle Entertainment*

10:30am – 11:00am

Break

11:00am – 11:45am

### Emerging Company Showcase Presentations

Meir Moalem, *CEO* | *Sky and Space Global*  
Pavel Machalek, *CEO* | *SpaceKnow*  
Anthony Previte, *CEO* | *Terran Orbital*

11:45am – 1:00pm

### Panel: Access to Space: Challenges and Opportunities

Dara Panahy, *Partner* | *Milbank Tweed* | **Moderator**  
Clay Mowry, *Sales, Marketing & Customer Experience* | *Blue Origin*  
Craig Clark, *CEO* | *Clyde Space*  
Jason Andrews, *CEO* | *Spaceflight*  
Jeffrey Manber, *CEO* | *NanoRacks*  
Michael Blum, *CFO* | *Firefly*  
Mike Safyan, *Director of Launch & Regulatory Affairs* | *Planet*

1:00pm – 2:30pm

Lunch and Afternoon Keynote: **Mark Dankberg, CEO, ViaSat**

2:30pm – 3:45pm

### Panel: What's the Recipe for Fundraising Success?

Justin Cadman, *Senior Vice President* | *Raymond James* | **Moderator**  
Jeremy Conrad, *Partner* | *Lemnos Lab*  
Jim Cantrell, *CEO* | *Vector Space*  
Jimi Crawford, *CEO* | *Orbital Insight*  
Paul Leggett, *Managing Director* | *Mithril Capital Management*  
Scott Nolan, *Partner* | *Founders Fund*

3:45pm – 4:00pm

Break

4:00pm – 5:00pm

### Emerging Company Showcase Presentations

Mark Johnson, *CEO* | *Descartes Labs*  
David Helfgott, *CEO* | *Phasor Communications*  
Chris Richins, *CEO* | *RBC Signals*

5:00pm – 6:00pm

Networking Reception



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

Phil Spector's 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.

We are starting to see a convergence between NextSpace and the conventional communications satellite industry. Long-established operators, such as Intelsat and SES, have invested in new projects (e.g., OneWeb, O3b). Suppliers to these operators, such as Boeing and SpaceX, have announced their own satellite communications projects. Major users of communications satellites, including the aero providers, are looking at a wide range of "NowSpace" and "NextSpace" solutions, and at hybrid networks. Is the dynamism a symptom of problems with the traditional geostationary satellite communications market model? New opportunities? Or are other factors at work?

### **David Bruner**, *VP – Global Communications Services* | **Panasonic Avionics**

Panasonic Avionics Corporation is the world's leading supplier of inflight entertainment and communication systems. The company's best-in-class solutions, supported by professional maintenance services, fully integrate with the cabin enabling its customers to deliver the ultimate travel experiences with a rich variety of entertainment choices, resulting in improved quality communication systems and solutions, reduced time-to-market and lower overall costs.

### **Eric Beranger**, *CEO* | **OneWeb**

OneWeb's mission is to enable affordable Internet access for everyone. OneWeb is building a communications network with a constellation of Low Earth Orbit satellites that will provide connectivity to billions of people around the world. OneWeb's system will extend the networks of mobile operators and Internet Service Providers to serve new coverage areas, bringing voice and data access to businesses, schools, healthcare institutions, consumers, and other end users.

### **Jay Yass**, *VP – Business Development* | **Intelsat**

Intelsat S.A. (NYSE: I) operates the world's first Globalized Network, powered by its leading satellite backbone, delivering high-quality, cost-effective video and broadband services anywhere in the world. Intelsat's Globalized Network combines the world's largest satellite backbone with terrestrial infrastructure, managed services and an open, interoperable architecture to enable customers to drive revenue and reach through a new generation of network services.

### **Josh Marks**, *EVP – Aviation* | **Global Eagle Entertainment**

Global Eagle Entertainment Inc. (NASDAQ: ENT), GEE, is a leading provider of satellite-based connectivity and media to fast-growing, global mobility markets across air, land and sea. Supported by proprietary and best-in-class technologies, GEE offers a fully integrated suite of rich media content and seamless connectivity solutions that cover the globe.



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### **Dara Panahy – Partner | Milbank Tweed | Moderator**

Mr. Panahy's practice focuses on the aerospace and communications industries. He represents 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 restructuring and reorganizations and in negotiating project contracts. He also advises on regulatory, sanctions, anti-corruption and export control matters.

Launch services cost, schedule assurance (or flexibility) and reliability remain a challenge for satellite system operators, and an opportunity for existing and aspiring space transportation services providers. The panel will discuss shifting demand and supply paradigms, and approaches to reduce cost and increase launch opportunities.

### **Clay Mowry, Sales, Marketing & Customer Experience | Blue Origin**

Blue Origin, LLC (Blue Origin) is a private company developing vehicles and technologies to enable commercial human space transportation. Blue Origin has a long-term vision of greatly increasing the number of people that fly into space so that we humans can better continue exploring the solar system.

### **Craig Clark, CEO | Clyde Space**

Clyde Space is recognized as a world-leading innovator and supplier of CubeSats and small satellite systems. Clyde Space's extensive product heritage speaks volumes in terms of its quality, performance and customer service.

### **Jason Andrews, CEO | Spaceflight**

Spaceflight is a next-generation, integrated space services and solutions company that is fundamentally changing how small satellites are built, launched and operated to improve access to space and enable persistent global awareness. Through its market-leading subsidiaries and service lines, Spaceflight provides cost-effective, comprehensive small-satellite products and services from development to launch, communications and operations.

### **Jeffrey Manber, CEO | NanoRacks**

NanoRacks LLC was formed in 2009 to provide commercial hardware and services for the U.S. National Laboratory onboard the International Space Station via a Space Act Agreement with NASA. As of July 2016, over 375 payloads have been launched to the ISS via NanoRacks.

### **Michael Blum, CFO | Firefly**

Firefly is a small satellite launch company located in Cedar Park, TX which was created to provide low-cost, high-performance space launch capability for the under-served small satellite market.

### **Mike Safyan, Director of Launch & Regulatory Affairs | Planet**

Planet is a developer of satellites specifically for monitoring and communication purposes. Planet is developing systems to provide universal access to information about the changing earth, its environment and its people. The Company also utilizes aerospace technology and computer science for monitoring.

# WHAT'S THE RECIPE FOR FUNDRAISING SUCCESS?



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## **Justin Cadman** – *Senior Vice President* | **Raymond James** | *Moderator*

Justin Cadman's investment banking practice focuses on the satellite and space sectors, where he has extensive transactional experience with over 30 transactions across traditional space and NextSpace. He was previously in finance for a leading wireless infrastructure company and in software research.

Growing investor interest in NextSpace has widened the availability of angel and seed funding for deserving teams with compelling plans. However, a widening chasm exists between early stage funding and larger, later rounds that relatively few companies in the sector have successfully crossed. A sub-set of these companies have moved to growth-stage investment. The panel will explore the key elements of a successful financing strategy, from early stage fundraising through growth and long-term exit, whether by acquisition or public offering.

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## **Jeremy Conrad**, *Partner* | **Lemnos Lab**

Lemnos Labs, a hardware incubator based in San Francisco, provides seed funding, mentorship and resources to talented engineers with innovative ideas and a passion for building things. The company equips hardware startups with the space, tools and network they need to build high-value products that attract angel investors and venture capitalists to ultimately establish a sustainable business and bring the product to market.

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## **Jim Cantrell**, *CEO* | **Vector Space**

Vector Space Systems is a disruptive space innovator that connects space startups with affordable and reliable launch enabling platforms and vehicles at a cost point never before possible for accessing space.

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## **Jimi Crawford**, *CEO* | **Orbital Insight**

Orbital Insight is a Geospatial Big Data company leveraging the rapidly growing availability of satellite, UAV, and other geospatial data sources. The company's goal is to understand and characterize socioeconomic trends at global, regional, and hyperlocal scales.

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## **Paul Leggett**, *Managing Director* | **Mithril Capital Management**

Mithril Capital Management is a private venture investment firm focused on growth equity opportunities across the technology sector. Mithril's investment committee is chaired by co-founder and investor, Peter Thiel, the entrepreneur and philanthropist. Mithril's team is led by co-founder and long-time Thiel colleague Ajay Royan.

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## **Scott Nolan**, *Partner* | **Founders Fund**

Founders Fund was formed in 2005 to back entrepreneurs pursuing major scientific and technological breakthroughs. The firm has invested in sectors including aerospace, artificial intelligence, advanced computing, energy, healthcare, materials science, robotics, therapeutics, and consumer internet. Founders Fund's largest investments to date include Airbnb, Oscar, Palantir Technologies, SpaceX, Stemcentrx, and Stripe.



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## Speaker Biographies

### Opening Remarks



**Shahin Farshchi – Partner | Lux Capital**

Shahin Farshchi empowers entrepreneurs aiming to accelerate humanity towards a fantastic future through feats of engineering. He is passionate about artificial intelligence, the brain, robots, space, cars, and engines.

### Lunch Keynote



**Mark Dankberg – CEO | ViaSat**

Mark Dankberg co-founded ViaSat Inc. in 1986 and has led the company's rapid growth. Under his leadership, ViaSat has consistently been one of America's fastest growing technology companies.

## Emerging Company Showcase Presentations

The emerging company showcase presentations introduce emerging companies in the NextSpace sector. Each company will provide a brief overview presentation highlighting their solution and strategy.



Descartes  
Labs

PHASOR



SPACE\_KNOW



### Anthony Previte – CEO | Terran Orbital

Terran Orbital has been a leading expert in nanosatellite technology for over 10 years. As pioneers in the field—dating back to the original CubeSat—Terran Orbital has demonstrated an ability to revolutionize the design and manufacturing of these tiny, yet immensely powerful, satellites.



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## Emerging Company Showcase Presentations

### **Chris Richins – CEO | RBC Signals**

RBC Signals strives to be the world's leading provider of real-time space communications technologies and services for satellite operators. The company's rapidly expanding Ground Station Network allows clients to access their spacecraft with unparalleled connectivity at an affordable price.

### **David Helfgott – CEO | Phasor Communications**

Phasor was founded to solve the challenges of providing broadband internet services to high-speed passenger trains, with very low profile antennas. Since then, Phasor has developed its unique antenna technology to be suited to land-mobile, aeronautical and maritime satellite communication applications.

### **Mark Johnson – CEO | Descartes Labs**

Descartes Labs forecasts global commodity crop production—more accurately, more frequently, and more granularly than the best government or commercial sources. Descartes Labs looks at every field every day, applying machine learning and massive processing to petabytes of data from thousands of online sensors to generate daily forecasts, automatically.

### **Meir Moalem – CEO | Sky and Space Global**

The core SSG business is to deploy a communication infrastructure based on nanosatellite technology and develop software systems that will deploy, maintain orbit control and handle communication code between each of the nanosatellites to provide global coverage once a sufficient global network of nano-satellites is deployed.

### **Pavel Machalek – CEO | SpaceKnow**

Founded in 2013, SpaceKnow is an aerospace, Silicon Valley, venture capital-backed startup. SpaceKnow brings transparency to the global economy by tracking global economic trends from space through their internet-as-a-service products. The company develops these products for monitoring economic activity for a wide variety of both consumer and enterprise clients.

# NextSpace Investor Conference 2016

## 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, Seoul, and São 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](http://www.milbank.com) or contact:

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## RAYMOND JAMES®

Raymond James (NYSE:RJF) is a leading diversified financial services firm with offices throughout the Americas and Europe. We are a leading capital markets and advisory platform with more than 500 investment banking and investment research professionals. Over the last five years Raymond James has raised over \$500B in capital and completed over 400 advisory transactions.

Our space & satellite investment banking practice has extensive transactional experience with more than 40 transactions in the sector comprising advisory and private and public capital raising.

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## Via Satellite

For nearly 30 years, Via Satellite has provided essential news and expert business analysis on the global commercial communications satellite industry, including current and evolving applications, infrastructure issues, technology, and business and regulatory developments around the world. Top satellite executives from 160 countries read Via Satellite to fully understand the industry and maximize their companies' profits.

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