



NEXTSPACE 2017

INVESTOR CONFERENCE

NOVEMBER 15, 2017
JULIA MORGAN BALLROOM
465 CALIFORNIA ST.
SAN FRANCISCO, CA

8:30am – 9:00am

Attendee Registration and Breakfast

9:00am – 9:20am

Morning Keynote: **Will Porteous, General Partner & COO, RRE Ventures**

9:20am – 10:45am

Panel: Adapting the Launch Business Model for NGSOs

Kendall Russell, *Moderator* | [Via Satellite](#)
Curt Blake, *President* | [Spaceflight Industries](#)
Jim Cantrell, *Co-Founder & CEO* | [Vector Space Systems](#)
Sid Gutierrez, *CEO & Chairman* | [Rocket Crafters, Inc.](#)
Steve Eisele, *VP – Business Development* | [Virgin Orbit](#)
Stuart McIntyre, *CEO* | [Orbital Access](#)

10:45am – 11:10am

Break

11:10am – 11:45am

Key Perspectives: State of Analytics in Remote Sensing

Jason Andrews, *Co-Founder, Chairman & CEO* | [Spaceflight Industries](#)
Jimi Crawford, *Founder & CEO* | [Orbital Insight](#)
Noam Segal, *CEO* | [ImageSat International](#)
Pavel Machalek, *Co-Founder & CEO* | [SpaceKnow](#)

11:45am – 1:00pm

Panel: Locating & Landing Equity Financing, Now and Later

Justin Cadman, *Moderator* | [Raymond James](#)
Matt O'Connell, *President* | [MOC Partners](#)
Randy Glein, *Partner* | [DFJ Growth](#)
Shahin Farshchi, *Partner* | [Lux Capital](#)
Tess Hatch, *Investor* | [Bessemer Venture Partners](#)
Valery Komissarova, *Principal* | [Grishin Robotics](#)

1:00pm – 2:30pm

Lunch and Afternoon Keynote: **Dario Zamarian, Group President, SSL**

2:30pm – 3:45pm

Panel: Public-Private Cooperation Models in NextSpace Ventures

Dara Panahy, *Moderator* | [Milbank Tweed](#)
Marco Villa, *COO* | [Terran Orbital](#)
Payam Banazadeh, *CEO* | [Capella Space](#)
Steve Oldham, *Head of Space Infrastructure Services* | [Maxar Technologies](#)
Tom Gillespie, *Partner* | [In-Q-Tel](#)

3:45pm – 4:00pm

Break

4:00pm – 4:30pm

Key Perspectives: Satellite-based M2M: Problem Solved or New(Space) Frontier?

Coen Janssen, *CFO* | [Magnitude Space](#)
Mina Mitry, *Co-founder & CEO* | [Kepler Communications](#)
Scott Larson, *CEO* | [Helios Wire](#)

4:30pm – 6:00pm

Networking Reception

NEXTSPACE 2017

INVESTOR CONFERENCE

NOVEMBER 15, 2017
JULIA MORGAN BALLROOM
465 CALIFORNIA ST.
SAN FRANCISCO, CA



Kendall Russell, Assistant Editor | Via Satellite | Moderator

Kendall Russell is the assistant editor for Via Satellite, which has provided news and expert business analysis on the commercial satellite industry for more than 30 years. He regularly interviews executives from aerospace manufacturing companies, launch providers, telco providers and space policy experts to share their insights on the broader world of satellite communications.

Launch business models, manufacturing processes and rocket designs are changing to cater to the NGSO market. What kind of launch rates will be necessary to support these ultra-low cost launch initiatives? How are companies reducing costs to keep low price points for their customers? With multiple massive vehicles (and thus rideshare opportunities) on the horizon, how much room is left for dedicated SmallSat launchers? And where do sub-orbital launchers fit into the equation?

Curt Blake, President | Spaceflight Industries

Spaceflight is revolutionizing the business of spaceflight by delivering a new model for accessing space. A comprehensive launch services and mission management provider, the company provides a straightforward and cost-effective suite of products and services including state-of-the-art satellite infrastructure and rideshare launch offerings that enable commercial and government entities to achieve their mission goals on time and on budget.

Jim Cantrell, Co-Founder & CEO | Vector Space Systems

Founded by the original SpaceX founding team, Vector Space Systems is a disruptive company that connects space startups and innovators with affordable and reliable launch enabling platforms and vehicles at a price never before possible for accessing space.

Sid Gutierrez, CEO & Chairman | Rocket Crafters, Inc.

Rocket Crafters intends to provide launch service customers a safe, affordable, customer responsive means to access space. As a first step toward realizing this mission, RCI is developing Intrepid-1™, the first in a family of low-cost launch vehicles made possible by the Company's revolutionary rocket technology. Intrepid-1 is being developed to meet the needs and requirements of the fast-growing, quickly evolving small satellite community.

Steve Eisele, VP – Business Development | Virgin Orbit

Virgin Orbit is a commercial space company headquartered in Long Beach, CA that offers flexible, routine and low cost launch services for small satellites via the LauncherOne system.

Stuart McIntyre, CEO | Orbital Access

Orbital Access Limited is a UK based launch systems and services business based in Scotland and Cornwall. It harnesses UK aircraft design and manufacturing capability to develop and operate a series of small payload horizontal take off systems. Its initial launcher development is a disposable air launched, two stage to orbit 500kg payload system.

NEXTSPACE 2017

INVESTOR CONFERENCE

NOVEMBER 15, 2017
JULIA MORGAN BALLROOM
465 CALIFORNIA ST.
SAN FRANCISCO, CA



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.

Angel and early stage activity in the space sector has broadened dramatically over the last five years, with dozens of such investors placing bets in and around the sector. As NextSpace companies mature, they also need to look to later-stage equity financing sources to fully realize their potential. These investors, which often include private equity firms, late stage venture, and strategic entities, have, at least to date, been less active in the development of the NextSpace ecosystem. This panel focuses on the broadening of the early-stage universe, the maturation of the industry, and how companies can prepare now in order to ensure that they will appeal to later stage investors.

Matt O'Connell, President | MOC Partners

Mr. O'Connell is a consultant with extensive experience in telecommunications, digital mapping and location technology, operations strategy, project management, finance and venture capital. From October 2015 to July 2016, Mr. O'Connell was CEO of OneWeb. Prior to joining OneWeb, he was President and CEO of GeoEye which was sold to DigitalGlobe in 2013. Under his leadership from spring 2003, when he became its full-time CEO, to 2012, GeoEye grew from \$9 million of revenue per year to 760 employees with revenue of \$360 million.

Randy Glein, Partner | DFJ Growth

DFJ is a venture capital firm that partners with extraordinary entrepreneurs who set out to change the world. Since 1985, DFJ's core funds have raised \$5 billion. These funds have been invested in more than 300 companies. DFJ works with companies at seed, early and growth stages, with the goal of creating iconic and lasting businesses. DFJ invests in emerging markets including consumer, enterprise, and disruptive technologies.

Shahin Farshchi, Partner | Lux Capital

Lux is a billion dollar venture capital firm empowering founders building a brighter future through feats of engineering. For over a decade, Lux has funded startups across materials, semiconductors, robotics, genomics, digital health, manufacturing automation, 3D printing, rockets, radios, satellites, drones, driverless cars, virtual, and augmented reality. Lux's partnership consists of PhDs across stem cell biology to physical chemistry to electrical engineering and is based in Menlo Park and New York.

Tess Hatch, Investor | Bessemer Venture Partners

Bessemer Venture Partners (BVP) is a \$4B global venture capital firm that funds consumer, enterprise, and healthcare technology startups from seven offices around the world. BVP funded the early stages of companies, such as Pinterest, Skybox Imaging, Skype, and Twitch, and helped build 119 IPOs including Twilio, Yelp, LinkedIn, Shopify, LifeLock, and Wix. Follow us @BessemerVP.

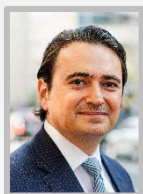
Valery Komissarova, Principal | Grishin Robotics

Grishin Robotics is a venture capital firm focused exclusively on the smart hardware industry. Launched in 2012, Grishin Robotics provides capital, mentorship and connections to help entrepreneurs in this space get off the ground, scale their businesses globally and become a part of growing network of fellow hardware founders. The mission of Grishin Robotics is to bring real change to the physical world by supporting companies that combine software innovation and tangible hardware products.

NEXTSPACE 2017

INVESTOR CONFERENCE

NOVEMBER 15, 2017
JULIA MORGAN BALLROOM
465 CALIFORNIA ST.
SAN FRANCISCO, CA



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.

The "Public-Private Cooperation Models in NextSpace Ventures" panel will examine how a number of NextSpace ventures, from early stage start-ups to mature operating companies, have benefited from public-private cooperation or partnership models to develop or enhance their business in sectors such as satellite platform development, on-orbit servicing, launch services, robotic mining, and geospatial data services.

Marco Villa, *COO* | Terran Orbital

Terran Orbital is a leading aerospace provider of nanosatellite and microsatellite vehicles, services, and solutions. Terran Orbital invests in leading edge solutions for customers focused on achieving world-class space-based research, observation, and communications at a fraction of the cost of traditional spacecraft developers. Through its Tyvak and Tyvak International brands, Terran Orbital partners with customers to produce advanced mission solutions at industry leading turn-times and price-points.

Payam Banazadeh, *CEO* | Capella Space

Capella Space is a data company that will provide persistent and reliable information from space with its constellation of very small satellites. Capella's satellites can see through clouds and at night, making them immune to bad weather or light conditions. Capella Space delivers information that informs a wide range of global decisions to save money, time, and lives.

Steve Oldham, *Head of Space Infrastructure Services* | Maxar Technologies

Maxar Technologies is a global communications and information company providing operational solutions to commercial and government organizations worldwide. Maxar Technologies business is focused on markets and customers with strong repeat business potential, primarily in the Communications sector and the Surveillance and Intelligence sector. In addition, the Company conducts a significant amount of advanced technology development.

Tom Gillespie, *Partner* | In-Q-Tel

In-Q-Tel is the non-profit strategic investor that accelerates the development and delivery of cutting-edge technologies to U.S. government agencies that keep our nation safe. Our work bridges the gap between the challenging technology needs of the national security agencies, the rapidly changing innovations of the startup world, and the venture community that funds those startups. In-Q-Tel occupies a distinct role at the intersection of all stakeholders – our government customers, the venture capital community, and the startup world.

NEXTSPACE 2017

INVESTOR CONFERENCE

NOVEMBER 15, 2017
JULIA MORGAN BALLROOM
465 CALIFORNIA ST.
SAN FRANCISCO, CA

Keynote Speaker Biographies

Morning Keynote



Will Porteous, General Partner & COO | RRE Ventures

Mr. Will Porteous works primarily with media and hardware companies. He is a Director of BuzzFeed, Paperless Post, Spaceflight, and Spire. He is a former Director of Whiptail Technologies (acquired by CISCO), Frictionless Commerce (acquired by SAP), Skyhook Wireless (acquired by Liberty Media), Tacit Network (acquired by PKTR), and Xobni (acquired by Yahoo!). Will is also an Adjunct Associate Professor at Columbia Business School and the Chairman of the Dockery Farms Foundation, which he founded.

Lunch Keynote



Dario Zamarian, Group President | SSL

Mr. Dario Zamarian is responsible for all of the satellite and space systems markets the company serves including GEO Communications, LEO Communications and Earth Observation, Space Infrastructure Services and U.S. Government Systems. With an execution track record that spans Fortune 100 companies, Private-Equity firms, and VC-backed start-ups, Dario brings a wealth of experience in leading transformative growth and strategic leadership to SSL, where he works closely with the senior executive team to support the needs of satellite operators around the world and drive growth into new markets.



NEXTSPACE 2017

INVESTOR CONFERENCE

NOVEMBER 15, 2017
JULIA MORGAN BALLROOM
465 CALIFORNIA ST.
SAN FRANCISCO, CA

Perspectives on the State of Analytics in Remote Sensing

Jason Andrews, Co-Founder, Chairman & CEO | Spaceflight Industries

BlackSky is a division of Seattle-based Spaceflight Industries and serves government and private sector organizations with solutions enabled by the BlackSky platform. Within the platform, users can access BlackSky Spectra's on-demand imagery service to search, purchase, task, and download visual imagery and multi-spectral data from a global collection network. They can also subscribe to BlackSky Events, the platform's global event monitoring service that fuses news, social media, industry data services and physical sensor networks to provide early warning and insights on risks, threats, and opportunities that can impact their business.

Jimi Crawford, Founder & 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.

Noam Segal, CEO | ImageSat International

ImageSat International (ISI) is a global leader in end-to-end geospatial solutions. ISI solutions help its clients obtain high-resolution satellite earth imagery, conduct viable data analysis, and gain actionable insights, to better understand and act upon their geopolitical, environmental, and economic realities. With over 20 years experience in space imagery production and analytics, innovative technology and a multi-source data acquisition network, ISI delivers high-quality data, reports, and research insights.

Pavel Machalek, Co-Founder & CEO | SpaceKnow

SpaceKnow's mission is to provide transparent access and analysis of satellite imagery to the world. SpaceKnow's team of imaging scientists and software engineers measure and anticipate events by analyzing patterns in the imagery data. SpaceKnow's capabilities include developing products for monitoring economic activity for a wide variety of both consumer and enterprise clients across all major industries.

The banner features a blue background with a stylized globe on the left, showing the Americas. Overlaid on the globe are several yellow orbital lines. To the right of the globe, the text 'NEXTSPACE 2017' is prominently displayed in white and blue, with 'INVESTOR CONFERENCE' in smaller white text below it.

NEXTSPACE 2017 INVESTOR CONFERENCE

NOVEMBER 15, 2017
JULIA MORGAN BALLROOM
465 CALIFORNIA ST.
SAN FRANCISCO, CA

Satellite-based M2M: Problem Solved or (New)Space Frontier?

Coen Janssen, CFO | Magnitude Space

Magnitude Space is launching the Low Power Global Area Network (LPGAN), an open platform to provide IoT connectivity for everybody, globally and at affordable costs. By providing easy low power network access to all things 'out in the open'. Connecting things that were previously not possible will provide new and improved global insights, 'helping all of us understand what is really going on in this world'.

Mina Mitry, Co-Founder & CEO | Kepler Communications

Kepler Communications is a satellite communications company that is working towards establishing an in-space telecommunications network for space-borne assets. This infrastructure will resolve the problem of intermittent connectivity for non-geostationary satellites, will open new business opportunities that necessitate real-time connectivity to satellites, and will reduce reliance on costly and difficult to deploy ground infrastructure.

Scott Larson, CEO | Helios Wire

Helios Wire is bringing satellite-enabled machine to machine (M2M) and Internet of Things connectivity to the mass market by using priority mobile satellite system (MSS) S-band spectrum to build a 2-way global satellite-enabled system for ultra-low cost short burst data services covering connected assets. The Helios system is designed for both existing and emerging IoT and M2M applications.

NextSpace Investor Conference 2017

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, with extensive experience in 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 700 legal 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 or contact:

Peter Nesgos	Nesgos@Milbank.com	+1 212.530.5075
Dara Panahy	DPanahy@Milbank.com	+1 202.835.7521
Phillip Spector	PSpector@Milbank.com	+1 202.835.7540

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.

Charlie Uhrig	Charles.Uhrig@RaymondJames.com	+1 727.567.5020
Justin Cadman	Justin.Cadman@RaymondJames.com	+1 727.567.5102
David Myers	David.Myers@RaymondJames.com	+1 727.567.1172

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.

Joe Milroy	JGMilroy@AccessIntel.com	+1 215.489.0585
Kendall Russell	KRussell@accessintel.com	+1 301.354.1800
