



2019 PROGRAM

Thursday, September 12, 2019

08:00 Registration & welcome coffee hosted by



09:00 Opening remarks

Lorraine Whitfield, Chief Events & Marketing Officer, Euroconsult

09:15 Introduction: State of play and prospects for the EO sector

Pacôme Révillon, CEO, Euroconsult

09:30 Leading operators' future model and assets

Leading operators invest in new assets and service platforms to increasingly transform their models. CEOs will discuss strategic issues for the future of the industry:

- > New customer patterns and foreseen expectations
- > Key markets to be opened and existing difficulties/barriers to entry
- > Potential industry significance of assets currently under development
- > Budding partnerships across the ecosystem with the largest impact

Moderator: Pacôme Révillon, CEO, Euroconsult

François Lombard, Director of Intelligence Business, Airbus

Tony Frazier, Executive Vice President, Global Field Operations, Maxar

Massimo Claudio Comparini, CEO, e-GEOS

Noam Segal, CEO, ImageSat International

10:30 Morning coffee break hosted by



11:00 **In discussion with the Australian Space Agency**

Moderator: Steve Bochinger, COO, Euroconsult
Aude Vignelles, Executive Director, Australian Space Agency

11:15 **Data dynamics and access to information**

Data collection should increase exponentially, the aim and challenge being to support a widening range of applications and end-users. Executives from organizations optimizing those links will share their views on dynamics for data and information access:

- > What is the status and current level of fragmentation for data access?
- > Is the current supply of data/information sufficient, or does it need added value components?
- > What will the future hold for pay-as-you-go and subscription models?

Moderator: Badia Belkouchi, Senior Consultant, Euroconsult
Corentin Guillo, CEO, Bird-i
Graham Stickler, Chief Marketing Officer, SkyWatch Space Applications
David Soloff, Co-Founder and Chairman, Premise Data

11:50 **Finspace startup pitch**

12:00 **Value added services of today...and tomorrow**

Established VAS companies have developed a multitude of solutions to address the needs of core clients. The session will focus on the evolution of service models in order to maintain relevance and address larger customer requirements.

- > How to best leverage the new constellation concepts?
- > Are standardized services an opportunity, a threat or a mirage?
- > How much time is needed for the adoption of a new service by existing or new clients?
- > Is the future of VAS development to predict any situation for every vertical?
- > Is a critical size required to manage expected changes?

Moderator: Geoff Sawyer, Secretary General, EARSC
Gareth Morgan, CEO, Terrabotics
Hervé Clauss, Director Maps Central Sourcing, TomTom

12:30 Official lunch hosted by

The logo for Airbus, consisting of the word "AIRBUS" in a bold, blue, sans-serif font.

14:45 **In discussion with Axa**

The session will address the requirements from the insurance and financial sectors and how new information products shall contribute to decision making and process optimization.

Moderator: Stéphane Chenard, Senior Associate Consultant, Euroconsult
Dominique Rora, Senior Space Underwriter, AXA XL

15:00 Finspace startup pitch

15:15 SAR constellations: Inception of a new information layer

SAR constellations represent a progression in what the NewSpace approach can deliver, involving an advanced small satellite and ground segment architecture as well as innovative services and partnerships along the value chain. Leading executives will address various questions such as:

- > What are the key steps to create awareness and build adoption by end-users?
- > Which segments seem the most promising to reach an initial level of sustainability?
- > What are the trade-offs and added value of low-cost smaller SAR satellites vs. traditional satellites?
- > How do you see your positioning in the value chain and structure of offering?
- > Does the future of information involve fusing together multiple information sources?

Moderator: Alexis Conte, Senior Consultant, Euroconsult
Payam Banazadeh, Co-Founder & CEO, Capella Space Corp.
Rafal Modrzewski, CEO, ICEYE

15:45 Afternoon coffee break hosted by



16:15 New concepts – New business

Moderator: Pacôme Révillon, CEO, Euroconsult
John Serafini, CEO, HawkEye 360
Stephane Germain, President, GHGSat
Dr. Nikolaos Spyropoulos, Executive Director, WorldView
Jean-Philippe Arseneau, Chief of Communications and PR Strategy, Northstar Earth & Space

17:00 Adaptive business models for Earth observation satellite manufacturers

Executives from the largest satellite manufacturers at the forefront of Earth observation technology will discuss key strategic questions for their future business:

- > Changes in clients' requirements, both governmental (exquisite satellites...) and commercial (constellations...)
- > Cost vs. benefits of vertical integration from satellite systems to data analytics
- > Cooperation/competition with new satellite manufacturers

Moderator: Rachel Villain, Principal Advisor, Euroconsult
Philippe Pham, SVP, Earth Observation, Navigation & Science, Airbus
Donato Amoroso, SEVP Observation, Exploration and Navigation at Thales Alenia Space and CEO Thales Alenia Space Italia, Thales Alenia Space Italy
Erik Daehler, Director, Commercial Satellite Business Development, Lockheed Martin Space
John Cartwright, Vice President, Product Management, Maxar

Official cocktail reception hosted by



Friday, September 13, 2019

08:15 Welcome coffee hosted by



08:45 **Optical constellations: The next business round**

The launch of the first large optical constellation represented a turning point for the EO industry. Leading executives from constellations currently in service and under development will address various topics including:

- > The revisit and resolution rush, success stories and lessons learnt
- > Synergies between the different data and information products
- > The next innovation cycle, including optical payload diversification/improvement
- > Potential new markets for a 1-meter, 1-day, 1-Earth capability constellation

Moderator: Matt O'Connell, Managing Partner, Seraphim Capital
Robbie Schingler, Co-Founder & Chief Strategy Officer, Planet
Lily Xu, CEO, Space Will
Benoît Deper, CEO, Aerospacelab
Scott Herman, CTO, BlackSky
Emiliano Kargieman, Founder & CEO, Satellogic

09:50 **Finspace startup pitch**

10:00 **The great unknown: The ground segment**

New EO constellation initiatives aim to capture fresh customers; most promise to reduce service costs and/or to provide added value. However, feasibility and sustainability are usually focused on the space segment with little consideration for questions such as:

- > How important is the ground segment within an operational service?
- > How will industry evolve in order to address the various satellite projects?
- > What are the technical challenges and expected evolutions?
- > What is the optimum business strategy to address these challenges?

Moderator: Santiago Perez, Senior Consultant, Euroconsult
Stefan Gardefjord, President & CEO, SSC
Rolf Skatteboe, CEO, KSAT
Luis Mariano González, Business Unit Director Earth Observation, GMV
Ron Faith, President & COO, RBC Signals

10:45 Morning coffee break hosted by



11:15 Regional EO Coordination

Coordination between regional stakeholders can contribute to an optimization of both capabilities and benefits from Earth observation solutions. Representatives from several world regions will address a set of topics such as:

- > Linking science, technology and policy
- > Developing capacity, capability and knowledge
- > Building public private partnerships in Earth observation

Moderator: Steven Ramage, Senior External Relations Manager, GEO – Group on Earth Observations

Xingfa Gu, Deputy Director-General, RADl China, AOGEO

Jean Dusart, Policy Officer, DG Research & Innovation, Climate and Planetary Boundaries, European Commission, EuroGEO

Mmboneni Muofhe, Deputy Director-General, Department of Science and Innovation, South Africa, AfriGEO

11:45 In discussion with CONAE

Moderator: Steve Boehinger, COO, Euroconsult

Raúl Kulichevsky, Director General, Comisión Nacional de Actividades Espaciales (CONAE)

12:00 Smart agriculture: Predictive analytics around the corner?

The agricultural sector was one of the first civilian segments to use Earth Observation, supporting public control policies, precision farming and insurance. How can new EO capabilities bring the sector's degree of added-value to a new level? Topics shall include:

- > IoT, cloud computing, AI or hyperspectral bridging the gap in agronomical analytics
- > From seasonal monitoring towards constant monitoring and predictive analytics
- > Getting imagery faster: Service development and ground segment implications
- > How are HAPs/ UAVs and free satellite data contributing to EO market development?

Moderator: Simon Seminari, Senior Consultant, Euroconsult

Guillaume Suc, Head of Crop Insurance, Groupama

Damien Lepoutre, Vice President, Agtech Intelligence, Land O'Lakes

Steven Krekels, Unit Manager Remote Sensing, VITO

Rob Van Tetering, CEO, SESVanderHave

12:45 Official lunch hosted by



Earth observation awards ceremony

14:30 New threats, new requirements: Harnessing new technologies in a changing world

In pursuing their mandate to track growing and evolving threats, security organizations must leverage new data analytical tools, procurement methods and technologies. The discussion will highlight topics such as:

- > Procurement schemes to reduce costs while ensuring data requirements
- > Extracting actionable intel from ever-growing quantities of data
- > Innovations to enhance the value of information

Moderator: General Jean-Daniel Testé, Affiliate Senior Consultant, Satconsult
General Philippe Dedobbeleer, Deputy French Space Commander, French Joint Space Command

Amb. Sorin Ducaru, Director, European Union Satellite Centre

Carine Claeys, Special Envoy for Space, Head of the Space Task Force, European External Action Service

15:15 Afternoon coffee break hosted by



15:45 AI: The keystone of future analytics

AI-focused service companies have developed quickly and are focused on extending both their solutions and customer base. They have also influenced the organization of the EO ecosystem. Leaders will share their insights on development dynamics and next objectives for AI-based services, in terms of:

- > Data and service partnerships, integration, algorithm development and current limitations
- > Service continuity challenges, and the need to reach a critical size
- > Most responsive and challenging vertical segments
- > Funding requirements to support the development of the industry
- > Foreseen impact of new platforms: video, SAR, hyperspectral, RF, and non-EO data

Moderator: Jamie Ritchie, Independent Consultant,

Philip Briscoe, COO, Rezatec

Derek Edinger, Chief Strategy Officer, Co-Founder, Ursa Space

Bobby Shackelton, Head of Geospatial, Bloomberg

Ryan McKinney, Head of Data Strategy and Partnerships, Descartes Labs

16:45 Closing remarks