

Conference Report

Satellite 2005 Conference & Exhibit and SSPI GaLa

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General

Satellite 2005 Conference & Exhibit with Reception for SSPI GaLa Hall of Fame was held in March 22~25 2005 at Washington Convention Center. More than 6500 registered attendees were present. Exhibition also was held with 220 exhibitors including 51 new companies.

In this year, SSPI Hall of Fame are given to five celebrities include Japanese Mr. Yoshida who have contributed for Commercial Satellite Operator and Foundations.

Conference

The conference brought together the global satellite communications industry, broadcast and military from around the world in order to find the latest technology and services.

First day in March 23 2005, the Opening Remark/Welcome speech was presented followed by General Session. "The Global Satellite Operator and Round Table" that has table discussion with the world famous CEO of Satellite Operator who are Messer Conny Kullman Intelsat, Joseph Wright Pamamsat, Giuliano Berretta Eutelsat, Romain Bausch SES Global, Bernard Schwartz Loral Space Communications. The impact private equity ownership will have on the global satellite industry was on everyone's mind. Panelist discussed the advent of HDTV and interactive services as real sources of growth for the fixed satellite services (FSS) carriers. In the technical point of view, they said Just One Word that is performance, performance, and performance.

The second day in March 24 2005, "Satellite Manufacturing; Building Confidence With Basics", World famous satellite manufacturer's Executive who are Messer David Ryan Boeing Satellite Systems Inc., Dr. Ari Atia Orbital Communications International, Patric Dewitt Space System Loral, Ted Gavrilis President Lockheed Martin Commercial Space Systems, Pascal Sourisse Alcatel Space, Antoine Bouvier EADS Astrium, John Keating Com Dev Ltd were act as panelists. They have discussed that future trend of commercial satellite manufacturing and reliability requirement, satellites demand already hit the bottom and slowly is recovering to the level of 15 commercial satellites per year will be expected for coming several years.

Session moderator, Mr. Scott Chase has made question to Dr. Atia regarding

protest against the selection of manufacturer for BSAT-3a procurement competition. Dr. Atia of Orbital said that it was totally unfair judge because Arbitration board made judge that Orbital's technology is good for BSAT-3a and proposed price is lowest. He also made question to Mr. Patric Dewitt, Space System Loral, regarding impact of chapter11. Mr. Patric Dewitt said that there was no significant impact for sales amount of satellites but good solution for financial matter due to exempt of bad loan.



Fig. 1 CEO Panel Discussion

Good synergy between Military and Commercial Project

Other topics that surfaced during the conference included military procurement initiatives and, more importantly, how commercial vendors can more successfully contact with the Defense Department.

In March 25 2005 8:30am, The Military and Commercial Relationship: What it takes Stronger Bond, Messier Marc Agnew, Vice President Broadband Systems Via Sat Inc, Denis Curtin, Chief Operating Officer XTAR LLC., Mary Ann Elliott, President & CEO Arrowhead Global Solutions Inc., Britt Lewis, Vice President, Marketing and Business Development Intelsat Government Solution Corporation were panelists. Commercial Satellite Operators and Integrator have discussed successful business models for the government client. Government use of commercial satellite product and services continues grow with reasonable profit. One of the panelists, office of the Secretary of Defense noted that the government also looking for new systems as well as additional capacities. Market size of such use is more than \$500 M per year.

Dr. Curtin, COO of Xtar said with confidence that opportunity is beyond one satellite; second satellite of Xtar is coming end of this year.



Fig 2 Military Satcom Forum

SSPI Gala at Ground Hyatt Hotel

In March 23 2005 SSPI (Society of Satellite Professional International) Gala has held in Ground Hyatt Hotel in Washington D.C, All attendee were requested with black tie. More than 1300 (one table 10ea, 126 tables) attendee were gather together. I personally enjoyed having the chance to renew old friendship with the person from Europe and USA in the field of space development.

The SSPI Hall of Fame recognized the valuable contributions of the visionaries and pioneers who has made possible the age of satellite communications, and who have devoted their careers to the advancement of technology and helping build our industry's political and commercial foundations. Recipients of this year are Dr. C. Whitehead, Messer S. Dorfman, P. Hollis, T. Yoshida, and E. Hartenstein. Mr. E. Hartenstein could not attend ceremony due to family reason. Dr. Pelton, Chairman of Award Committee, Washington University is presenter.



Fig 3 Recipient(Messier Yoshida, Hollis, Whitewood, Dorfman)



Fig.4 Mr. Yoshida's Acceptance Speech



Fig. 5 Cocktail Party at Award Ceremony

It was interesting for me that all recipients in their carriers are related to Hughes Aircraft Company that was the pioneer of communications satellite development in the world. From Japan, Audience from JSAT, SCC, MELCO and NT-Space are joined social party named Space GaLa. Mr. Yoshida and his wife have enjoyed talking with Dr. Peltom, Chair of award Committee and another recipients.

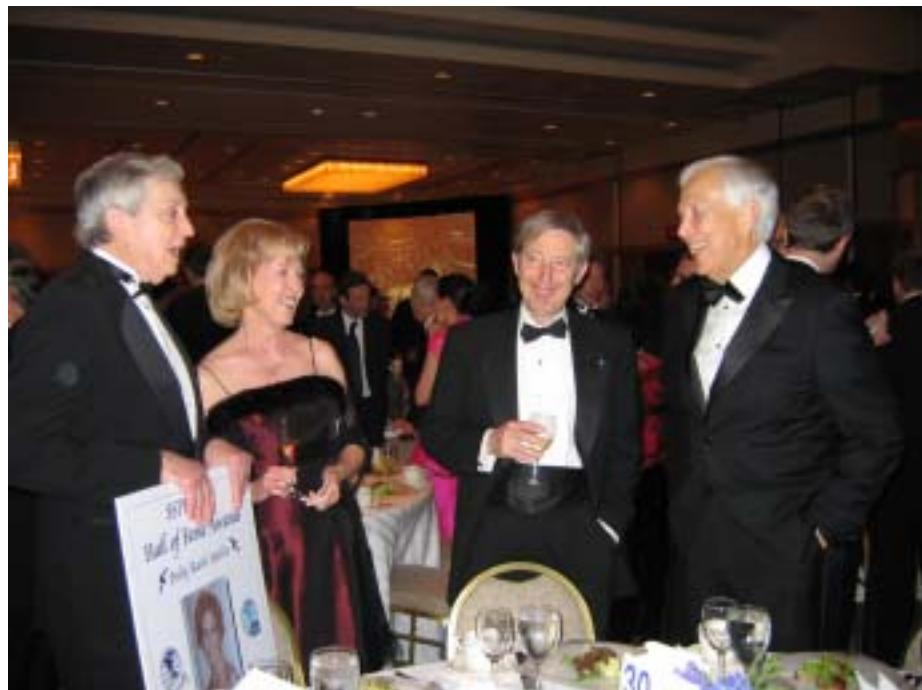


Fig 6 SSPI Gala- 1



Fig 7 SSPI Gala- 2

Exhibition

The exhibition hosted 220 exhibitors with 51 new comers are showcasing their products and technology. This size of exhibition is much larger than that of PTC in Hawaii. Exhibitors from Japan were NT-S and New Japan Radio Corp.

Not only Satellite manufacturers but also ground terminal like VSAT Manufacturers are displayed their goods. It shows us the end-to-end capability is most important for satellite communications in future.



Fig 8 Exhibition hall-1



Fig 9 Exhibition Hall-2