

The Telegraph

Satellite Data Intelligence.

Conference

September 27, 2018
London

Championing partnerships between
enterprise leaders and satellite
data innovators

Case studies from enterprise leaders in:

- Financial Services
- Energy
- Transport & Mobility
- Agriculture

Guided by expert knowledge from:

- Government
- Satellite Applications
- Primes
- Investors

Introducing The Telegraph Satellite Data Intelligence Conference

Downstream
revenues to grow
from £8bn
to £37bn by
2030 (360%)

Businesses in the UK are realising the advantage that satellite data services can bring, including more competitive services for customers, more affordable geospatial data, as well as uncovering entirely new products and business models.

With the UK space sector predicted to grow substantially in the upcoming years, you need to attend Satellite Data Intelligence to gain valuable business insights and stay ahead of your competition. The first of its kind, this unique networking event aims to power the UK space sector to liftoff by uniting enterprises and exciting startups, with a dedicated focus on commercialising space, satellites and the data they bring down to earth.

Here's five reasons you can't miss out:

- ◆ **Commercial space applications - real-world case studies featuring a stellar line-up of speakers**
Understand the disruptive power of satellite applications
- ◆ **Facilitated 1-2-1 meetings**
Have meaningful meetings with the right contacts, at the right time
- ◆ **Structured networking**
Network with the future ecosystem and spark partnerships to help your business grow
- ◆ **Hands-on interactive workshops**
Perfect your business plan with knowledge from early satellite technology adopters and financial experts
- ◆ **Industry deep-dive roundtables**
Meet with pioneers from your industry harnessing the latest technology to discuss opportunities in your sector



250+ Attendees



200+ Meetings



20+ Enterprise
case studies



30+ Speakers



Speakers

Enterprise end-users are waking up to the opportunities satellite data presents to their businesses in terms of operational efficiency, visibility and cost-saving. Early adopters and first-movers are taking advantage of satellite data intelligence and leading the way across a range of industries. Make sure you attend to hear from the experts driving the UK space sector forward.



Dr Maurizio Pilu
Vice President,
Digital Innovation
Lloyd's Register



Kiran Pande
CTO Function - Data & AI
Architecture
Heathrow



Åse Bergstedt
Chief Sustainability
Strategist
Nordea



Sam Adlen
Chief Strategy Officer
**Satellite Applications
Catapult**



Peter Jackson
Chief Data Officer
Southern Water



David Pendlington
Global Associate Director
Sustainable Sourcing
Mars



Paul Mason
Grand Challenge Director
for AI & Data Economy
Innovate UK



Shree Khare
Group Head of
Catastrophe Research
Hiscox



Keiko Saito
Disaster Risk
Management Specialist
The World Bank



Miranda Sharp
Innovation Director
Ordnance Survey



Stephen Coulson
Head of Sustainable
Initiatives Office
**European Space
Agency**



Asyia Kazmi
Programme Director, Girls'
Education Challenge Fund
PwC

Speakers continued



Candace Johnson
Former President
European Business
Angels Network



Dan Freedman
Director of Motor
Development
Direct Line Group



Jeremy Wrathall
Chief Executive Officer
Cornish Lithium



Keith Norman
Technical Director
Velcourt



Nell Agate
Research Analyst
Financial Services Sector



David Morgan
Chief Executive Officer and
Founding Partner
Smartklub



Emily Gravestock
Head of Applications
Strategy
UK Space Agency



Mark Boggett
Chief Executive Officer
Seraphim Capital

Agenda

Commercialisation of satellite data

- | | |
|-------|--|
| 9.00 | Chair's opening remarks |
| 9.10 | Ministerial address: How the thriving space sector can help British businesses become fit for the future
Speaker:
Senior government representative, Department for Business, Energy & Industrial Strategy |
| 9.20 | Enterprise case study: Using global imaging to build positive brand image at home
Speaker:
Jesús Lorente, Senior Vice President & Chief Merchandising Officer, Asda |
| 9.40 | Panel Discussion: Turning risk mitigation into a competitive edge
Speakers:
Åse Bergstedt, Chief Sustainability Strategist, Nordea
Shree Khare, Group Head of Catastrophe Research, Hiscox
Kiran Pande, CTO Function - Data & AI Architecture, Heathrow
Dr Maurizio Pilu, Vice President, Digital Innovation, Lloyd's Register
Moderator:
Sam Adlen, Chief Strategy Officer, Satellite Applications Catapult |
| 10:30 | Refreshments & speed networking |

Data, tech and insights

11.05 Fireside chat: The art of the possible

Reserved for topic expert

11.25 Quick-fire presentation: Creating a holistic point of view by pairing drones and satellites

Reserved for topic expert

11.40 Industry deep-dive roundtables

Discuss current challenges and the potential role of satellite applications with your industry peers. Hear from pioneers harnessing the latest technology.

1. Financial services: unique market intelligence and real-time asset management

Speaker: Nell Agate, Research Analyst, Financial Services Sector

2. Agriculture: precision farming at scale, traceability, cost-saving and increased yield

Speaker: Keith Norman, Technical Director, Velcourt

3. Energy: exploration from a great height, new technology for new energy

Speakers: Jeremy Wrathall, Chief Executive Officer, Cornish Lithium
David Morgan, Chief Executive Officer and Founding Partner, Smartklub

4. Transport and mobility: understanding the mobility patterns of today to plan for the transport of the future

Speakers: Dan Freedman, Director of Motor Development, Direct Line Group
Sam Li, Senior Innovation Officer, Transport for Greater Manchester

13.00 Networking lunch

Innovation through Collaboration in the New Space Age

14.00 Panel discussion: Embracing the new ecosystem of partnerships to shape tailor-made solutions

Speakers:

Peter Jackson, Chief Data Officer, Southern Water
David Pendlington, Global Associate Director Sustainable Sourcing, Mars
Additional speakers to be announced

Moderator:

Emily Gravestock, Head of Applications Strategy, UK Space Agency

14.45 Panel discussion: Leveraging smart data to transform business models

Speakers:

Asyia Kazmi, Programme Director, Girls' Education Challenge Fund, PwC
Miranda Sharp, Innovation Director, Ordnance Survey
Keiko Saito, Disaster Risk Management Specialist, The World Bank

Moderator:

Stephen Coulson, Head of Sustainable Initiatives Office, European Space Agency

15.30 Business Innovation Challenge

Results from the month-long innovation challenge, ensuring satellite application companies work alongside enterprise end-users and present a solution to an intractable business challenge.

Speaker:

Paul Mason, Grand Challenge Director for AI & Data Economy, Innovate UK

15.50 Facilitated meetings & workshops

1. Perfect your commercial business plan

Hear from early adopters of satellite technology to identify key practical takeaways
Host to be confirmed

2. Conquering new markets and finding your point of entry

Learn from strategic experts on how to access previously untapped end-user sectors
Host: Mark Boggett, Chief Executive Officer, Seraphim Capital

3. Pitching masterclass

Advice from a serial investor in how to pitch your product with maximum impact
Host: Candace Johnson, Former President, European Business Angels Network

17.30 End of conference

Meet the Advisory Board

The advisory board brought together key stakeholders from a wealth of backgrounds: retail, agriculture, transport, mining, satellite manufacturing, and major government associations. These leaders discussed the opportunities to be gained from cross-sector learnings and the benefits of gathering a range of major industries to focus on data innovation and commercial satellite applications.



Judith Batchelar OBE
Director of Sainsbury's Brand
Sainsbury's



Sam Adlen
Chief Strategy Officer
Satellite Applications
Catapult



Jeremy Wrathall
Chief Executive Officer
Cornish Lithium



Keith Norman
Technical Director
Velcourt



Paul Cruddace
Business Change &
Innovation Manager
Ordnance Survey



Sam Li
Senior Innovation Officer
Transport for Greater
Manchester



Tim Just
Head of Space
Innovate UK



Dr Richard Mills
Strategy Director
Boeing



Patrick Wood
Director International
Business Development,
Head of Space UK
Lockheed Martin



Luis Gomes
Chief Technology Officer
SSTL



Richard Lowe
Head of Innovation &
Technology Governance,
Telespazio Vega UK



James Bruegger
Investment Director &
Managing Partner
Seraphim Capital



Claire Pidancet
Partner
Space Net Ventures/
Actrea Capital

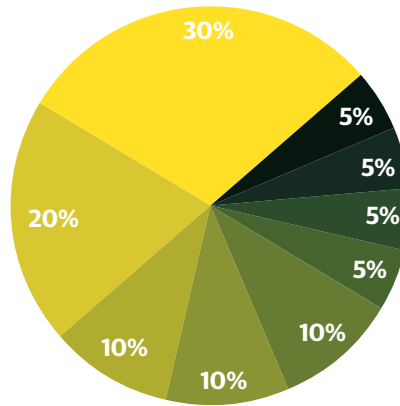
The UK's share of
global market to grow
to £40bn by 2030 (10%)

Who will you meet?

You will be in good company at the conference, as senior leaders are brought together to share approaches to innovation, growth, product development and forward-looking business models.

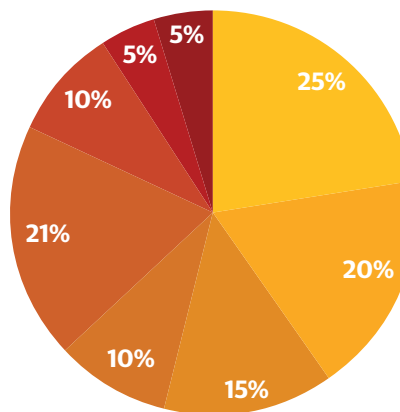
Industry

- ◆ Satellite Application companies and startups
- ◆ Investors (Institutional, Angel, VC, Corporate VC)
- ◆ Government and public sector
- ◆ Aviation, defence and satellite manufacturers
- ◆ Enterprises leveraging satellite innovations (agriculture, construction, utilities, FS and insurance, defence, etc.)
- ◆ Incubators, research centres, universities and innovation labs
- ◆ Spaceport bid representatives
- ◆ Industry analysts
- ◆ Press



Job Title

- ◆ C-Level
- ◆ Data
- ◆ Innovation
- ◆ Operations
- ◆ Technology
- ◆ Brand
- ◆ Supply Chain
- ◆ Asset Management



Here are just some of the companies expected to attend:



Why should you attend?

You will gain valuable expertise from a full day of case studies from enterprises harnessing the power of data as the conference puts a spotlight on the opportunities presented by more affordable and improved satellite data. Tailor your experience with facilitated networking and meetings that will help spark true innovation and give a commercial focus on the exciting advancements happening in the field of geospatial data.

Enterprises will:

- ◆ Uncover new business models and opportunities for greater innovation through rich data insights
- ◆ Learn how to ensure complete visibility of a global business, helping boost your brand, and meet regulatory and compliance requirements
- ◆ Gain a competitive advantage when it comes to leveraging the power of big data in your business

SMEs will:

- ◆ Engage with enterprises and learn where your solution could add value
- ◆ Map out your route to market in previously untapped sectors
- ◆ Understand the best way to create and pitch a commercial use case

OEMs and solution providers will:

- ◆ Connect with innovators from leading enterprises in order to discover how latest solutions can add value
- ◆ Showcase the latest in satellite applications to the wider business market and new industries
- ◆ Discover new partners and innovative business models

The Telegraph Business Events 2017 highlights

- ◆ **92%** rated our conferences either '**excellent**' or '**very good**'
- ◆ **84%** rated the speaker line-up either '**excellent**' or '**very good**'
- ◆ **81%** rated the networking opportunities either '**excellent**' or '**very good**'
- ◆ **56%** of attendees were MD or above

“The UK already plays a leading role in the nano/micro satellite industry and there is potential to go much further with the development of true "value added" products and services designed to meet the needs of new markets including finance, insurance and agriculture. This is Space in the age of the Smartphone!”

Ed Parson, Geospatial Technologist, Google



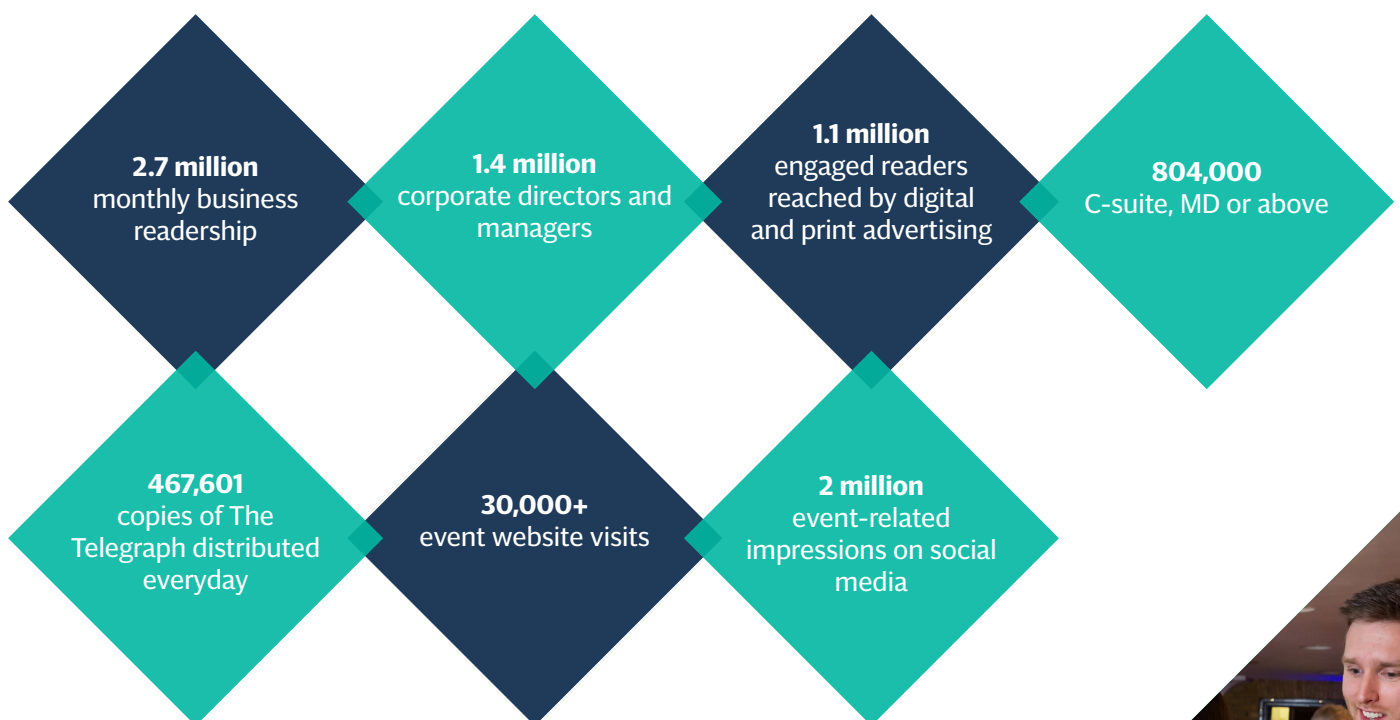
Why partner with The Telegraph?

The Telegraph Satellite Data Intelligence conference 2018 is uniquely placed to offer solution providers and suppliers the opportunity to showcase their most compelling business propositions to an audience comprised of C-level business leaders and their teams from FTSE 100/250 enterprises. A cross-sector attendance will include representation from enterprises, government, primes, satellite applications, and investors.

You'll have the exclusive opportunity to place your brand in the spotlight with those in the space ecosystem committed to driving the future of this exciting growth sector, and in sponsoring, brands can also:

- ◆ Understand the fast-changing needs of prospective clients
- ◆ Educate prospective customers about your latest products and services
- ◆ Generate leads from senior, engaged prospective buyers
- ◆ Cement relationships at the networking and learning event of the year

Alongside our premier conference, our best-in-class products offer the perfect platform to amplify your brand to an unrivalled reach of:



If you'd like to learn more about becoming a partner or sponsor of this event, please contact:

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Book on today

2018	Before July 20	Before August 31	After August 31
Standard Rate	£495	£595	£795

3 easy ways to book

- 1 Book online at tgr.ph/satdata
- 2 Email us at hazel.woodward@telegraph.co.uk
- 3 Phone us on +44 (0) 2079313282

“Satellite technology enables visibility in our increasingly interconnected world. Using satellites, we can prevent illegal activity, increase productivity and most importantly, improve customer engagement.”

Judith Batchelar OBE, Director of Sainsbury's Brand, Sainsbury's

Organised by

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