



WE ARE TRUSTED EXPERTS IN  
THE SATELLITE INDUSTRY,  
ADVISING THE WORLD'S LEADING BUSINESSES  
AND GOVERNMENTS.

## WHAT WE DO

Euroconsult is the leading global consulting firm specializing in space markets. As a privately-owned, fully independent firm, we provide first-class strategic consulting, develop comprehensive research, and organize executive-level annual summits for the satellite industry. With 30 years of experience, Euroconsult is trusted by 600 clients in 50 countries. We rely on a multi-cultural team of over 30 full-time experts based in France, Canada, United States and Japan complemented by a network of senior affiliate consultants.

### Consulting, research, summits and customized training programs

Euroconsult's core business, since its creation, has been to provide independent assessment and decision-making assistance to the institutional, industrial and financial organizations involved in the space sector. Consulting services include independent assessments of business plans and government programs and policies, market analysis and forecasts, financial valuations, risk assessment, due diligence, feasibility studies and operations management services.

Euroconsult's research division focuses on the assessment of the space and satellite industry including its structure, market players, revenues and dynamics. Our research products include long-term trends, commercial, programmatic and economic benchmarking, up-to date information, and 10-year forecasts supported by key ratios. Our research has been used as a key reference tool by most public and private stakeholders involved in the sector for three decades.

Drawing on our knowledge and extensive network, Euroconsult organizes executive-level summits to provide a forum for our clients from around the world to gather in one location. The format always includes a top-level conference featuring senior executive speakers and delegates who meet to benchmark and exchange viewpoints on issues facing the industry. Our annual flagship event, the World Satellite Business Week, has been running since 1995 and is considered the can't-miss event of the industry.

Euroconsult provides customized executive training programs and seminars on all aspects of the space industry through our pool of more than 50 senior experts. We will work with you to formulate a plan adapted to your needs and delivered in the location or via the method of your choice.

## CONSULTING

Euroconsult has completed over 500+ consulting missions in over 50 countries. The majority of our clients are returning customers, relying on our expertise to grow their business and network.

### BUSINESS STRATEGY SUPPORT

Euroconsult supports small businesses to large enterprises in their decision-making process to assess new opportunities and review their market positioning. Our knowledge on corporate strategy development covers the full spectrum of space applications and is delivered to all public and private players of the satellite value chain, including emerging and world leaders.

Services include:

- Market analysis & forecasts
- Market validation
- Competitive analysis & benchmarking
- Customer surveys
- SWOT assessments

### COMMERCIAL DUE DILIGENCE

Euroconsult regularly advises satellite operators, service providers, broadcasters, their investors, lenders, or their customers and suppliers on due diligence analysis required for major transactions. Each valuation includes a detailed examination of national and regional market trends, including pricing, competition and market access issues, as well as a detailed valuation of an asset and company's positioning. A SWOT analysis, a detailed assessment of customer and partner portfolios and contracting terms and practices is also often conducted. Services include:

- Independent business case assessments
- Pricing valuations
- Revenue forecasts & DCF modeling

### GOVERNMENT POLICY ASSESSMENT

Euroconsult's core activity also consists of assisting government (civil and defense) organizations in assessing their policies, regulations, programs, investment efficiency, and benchmarking their practices in order to provide accurate and strategic recommendations.

Services include:

- Policy & program evaluations
- Impact assessments
- Socio-economic & cost benefit analysis
- International benchmarking and best practices

### OPERATIONS MANAGEMENT SERVICES

Euroconsult's Operations Management Services (OMS) provides independent reliable support to satellite executives for the management and operation of their business, delivered through an international team of in-house experts and external partners with senior executive experience. We are dedicated to working together with companies and governments to provide end-to-end solutions related to satellite systems, ground networks, satellite capacity and services.

Services include:

- Support to program specifications & development reviews
- Support to procurement of satellite & ground infrastructure
- Support to procurement of Satcom capacity & imagery data
- Program management
- Process optimization
- Market approach & sales strategy
- Executive training programs

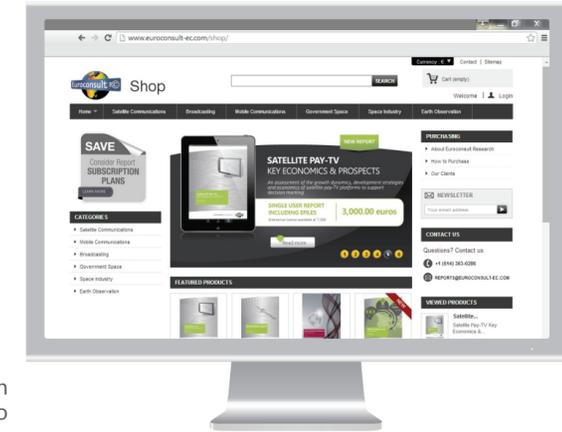
For more information on our consulting services,  
please contact:

**Steve Bochsinger**, COO  
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## RESEARCH

### BUY EUROCONSULT RESEARCH ONLINE

Visit [www.euroconsult-ec.com/shop](http://www.euroconsult-ec.com/shop) to browse, purchase and download our research products quickly and securely.



Over the past 30 years, Euroconsult has maintained an unparalleled expertise in assessing trends in the satellite industry. We collect, update and assess on a yearly basis detailed market, industry, policy, program and financial information in the international space sector. We have developed proprietary databases and forecast models that are systematically applied and are central to the publication of thematic research reports. The consistency of the approach is an essential quality trusted by leading space organizations that are regular users over the years.

- Satellite manufacturing
- Launch services
- Government programs & policies
- Satellite communications
- Earth observation
- Digital broadcasting
- Satellite applications, services and more...

### CORPORATE RESEARCH SUBSCRIPTIONS

With a corporate subscription, you can choose research products of interest and the kind of license you wish to obtain (Single User License or Enterprise License).

Benefits of such an agreement include:

- Discount price according to the budget committed
- Flexible payment options (1 or 2 installments)
- Access to research products as soon as they are available on the market
- Access to the development team of the report

Corporate subscriptions are tailored to our customers; they are fully flexible according to your needs.

For more information on our research products,  
please contact:

**Andrew Smith**, Director of Marketing  
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Trusted by  
**600** clients  
in **50** countries



## SUMMITS

Euroconsult has established an outstanding reputation for creating and organizing summits and executive training programs. Drawing on our expert knowledge and industry connections, we organize summits that bring together our international executive client base. The format always includes a top-level conference featuring senior executive speakers and delegates who meet to benchmark, exchange viewpoints on issues that the industry is facing and strike major deals.

Summit venues are chosen to create a personal setting which lends itself to the networking and business meetings which are an integral part of each event.

### WORLD SATELLITE BUSINESS WEEK (since 1995) JANUARY, PARIS

The World Satellite Business Week (WSBW) is the unique executive meeting place for the global satellite business and is widely considered the must-attend event for top-level players.

Composed of two sub-events targeting different areas of the satellite communications and information business, WSBW is supported by long-standing partners and sponsors and unites participants representing a whole spectrum of geographical markets and industry sectors from all levels of the value chain – broadcasters and distributors; satellite and telecom operators; investors, financial institutions; service providers; satellite and satellite equipment manufacturers; launch service providers; civil and defense government, space agencies and private users. Euroconsult's flagship event takes place every September in Paris.

#### WSBW Summit Facts & Figures:

- 750+ attendees
- 80 countries
- Over 130 senior executive speakers
- 60% of attendees are CEOs, MDs, CFOs or financiers
- 95% of global satellite actors present

### SUMMIT FOR SATELLITE FINANCING

The must-attend senior executive event for the satellite communication industry, where business leaders from around the world come together for their three-day annual meeting to gain market insight, strike partnerships and conclude major deals.

### SUMMIT ON EARTH OBSERVATION BUSINESS

The unique international event dedicated to the commercial satellite imagery industry unites over 250 top-level Earth observation community decision makers during two days of presentations, debate, networking and deal-making.

**For more information on our summits, please contact:**

**Lorraine Whitfield, Director of Events**  
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### LATSAT

THE LATIN AMERICAN SATELLITE  
COMMUNICATION & BROADCASTING SUMMIT  
MAY, MEXICO CITY

LATSAT takes place in Mexico City in June and brings together over 100 executive-level stakeholders in the Latin American satellite communications market. Over 30 senior-executive level speakers from both public and private sectors are present during two days of roundtable discussions and keynote presentations in which local and global market issues are debated. The summit is the unique executive meeting place where Latin American stakeholders can network, discuss market evolutions and do business. LATSAT is held in English and Spanish and is supported by the Secretaría de Comunicaciones y Transportes (the Mexican Ministry of Transport and Communications) and leading industry actors representing key satellite manufacturers, operators and service providers.

### PERSPECTIVES SPATIALES

JANUARY, PARIS

The unrivaled annual event for the French and European space sectors, Perspectives Spatiales take places in Paris in January / February and brings together 150 top-level representatives from all levels of the value chain and both the public and private sectors. Speakers at this event regularly include, among others, the French Minister of Research and Higher Education, the heads of the French and European space agencies, and CEOs of leading industrial actors and satellite operators. The summit is organized in partnership with the French Aerospace Industry Association (GIFAS) and is held in French.

#### VISIT OUR EVENT WEBSITES

**World Satellite Business Week**  
www.satellite-business.com

**LATSAT**  
www.latsat-congreso.com

**Perspective Spatiales**  
www.perspectives-spatiales.com

## CUSTOMIZED TRAINING

Euroconsult's customized training programs provide interdisciplinary knowledge transfer to government, private sector and not-for-profit organizations wishing to enhance their expertise in the space sector. Fully adapted to your specific needs, Euroconsult customizes the content and format of the training program to match your development goals.

Delivered with an emphasis on flexibility, accessibility and experiential learning, this tailored service provides functional and executive level training with defined outcomes, including:

- Interdisciplinary training on all aspects of the space industry – markets, financial, policy, technical, program management, etc.
- Ability to build your own program or benefit from packaged programs based on your needs
- Benchmarking, profiling, best practices and lessons learned from key players of the space and satellite sectors
- Possibility to organize tours of government and private industry facilities and meetings with high level international executives and officials
- Flexibility in choosing a training location, ranging from on-site training at your office, at our offices or in prestigious third party locations
- Exposure to training in a variety of mediums and formats, from videoconferences to seminars and hands-on exercises, over a few hours, days or week-long sessions

Extensive experience organizing training programs and seminars for global clients

#### CONNECT WITH US

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# Euroconsult

Research . Consulting .  
Summits . Training

Over **30 Years** of Expertise  
in Space Markets

Bringing together global industry leaders