

# Connectivity BUSINESS

INVESTMENT CONFERENCE | SPECIAL EDITION



19 & 20 June 2018

**Finance**  
INFORMATION GROUP

Connectivity  
BUSINESS 

Satellite  
Finance

TRANSACTION  
ADVISORS

## Strategy & CEO Keynotes / Interviews



**Matt Desch, Chief Executive Officer & Director,**  
Iridium Communications (NASDAQ: IRDM)

Iridium is one of the most exciting mobile voice and data communications companies. Long known for operating the world's furthest reaching telecommunications network, Iridium is nearing the final deployment stages for the NEXT constellation, which will deliver a range of high-capacity mobile broadband applications on land, at sea, and in the air.

***Rushing into newspace risks causing investment drought, warns Iridium Communications CEO***



**Steven Pickett, Chief Executive Officer,**  
RigNet (NASDAQ: RNET)

RigNet is a leading global provider of connectivity services for remote locations, including energy facilities and maritime vessels. Since being named CEO two years ago, Steven Pickett has led RigNet through three acquisitions and positioned the company to provide a range of communication services and advanced applications including video conferencing, crew welfare, asset monitoring, data services, and cybersecurity.

***How RigNet navigates a diversification strategy's opportunities and challenges***



**David Neumann, Chief Executive Officer,**  
PCTEL (NASDAQ: PCTI)

PCTEL is a leading global supplier of precision antennas for small cells, enterprise Wi-Fi access points, fleet management and transit systems, and in equipment and devices for the Industrial Internet of Things (IIoT). The company also provides wireless network test and measurement tools, with a focus on LTE, public safety, and emerging 5G technologies.

***PCTEL discusses doing business in China as tariffs loom***

# Investor Keynote



**Kristina Serafim, Director,**  
Verizon Ventures (NYSE: VZ)

Verizon Ventures is a corporate venture investment group that is developing direct and co-investment relationships with compelling technology companies that are advancing the connected society, from devices and content, to commerce, data and the cloud.

***How Verizon Ventures is investing in next-generation technology to enhance connectivity***

# Panel Discussions



**Shifting M&A dynamics and the outlook for consolidation**

The discussion looked at recent M&A activity, reviewed the basis for past and future consolidation, and debated the characteristics that may shape deal activity in upcoming quarters. The session considered valuation trends and changes in the cost of capital, take-over premiums, the environment for antitrust / competition reviews, and looked at the methods in which M&A may advance opportunities for software-driven value creation and vertical application growth in 5G, mobility, content, wireless broadband, and other connectivity markets.

**Nic Volpi, Partner,** Permira

**Adam Boscoe, Corporate Development,**  
Trimble (NASDAQ: TRMB)

**Michelle Kley, Esq., SVP, General Counsel  
& Corporate Secretary,**

Maxar Technologies (NYSE: MAXR)

**Jason Tofsky, Managing Director, TMT,**  
Goldman Sachs (NYSE: GS)

**Dara Panahy, Esq., Partner,**

Milbank, Tweed, Hadley & McCloy

***Consolidation barriers could fuel more 'cooperation'***



### **Where private capital is being invested**

The session looked at venture capital, private equity, economic development funding, and corporate venture capital investments in the connectivity industry. The discussion explored the current appetite for funding IoT applications, 5G technologies, small sats, high-altitude platforms, LEO constellations, and other communications infrastructure. Furthermore, the discussion included a review of the key terms that may be associated with private debt placements and considered the outlook for changes in the overall private capital environment.

**Steven Sonnenstein, Managing Director,**

Digital Colony, Digital Bridge Holdings

**Matt O'Connell, Partner,** Seraphim Capital

**Hugo Wagner, Principal, New Space,**

Orange Silicon Valley (NYSE: ORAN)

**William Jefferson Black, Publisher of Connectivity Business and**

**SatelliteFinance,** Finance Information Group

### ***Where private capital is being invested***



### **The outlook for wireless broadband and 5G connectivity**

The session considered the investment theses for terrestrial and orbital broadband connectivity in various sub-segments of the industry, including fiber infrastructure, data centers, OTT delivery platforms / apps, and adjacent opportunities including content distribution and customer data sets. The session debated the metrics investors should be tracking to monitor small cell and tower penetration, the development of LEO constellations, and the advancements in antenna and relay technology, compression technology, and high capacity data centers.

**Paul Posner, Owner and Chief Executive Officer,**

Carnegie Technologies

**Bruce Chesley, Senior Director, Strategy,**

The Boeing Company (NYSE: BA)

**Dave Rehbehn, Vice President, International Division,**

Hughes, an EchoStar Company (NASDAQ: SATS)

**Enda Hardiman, Managing Partner,**

Hardiman Telecommunications

**Brian Weimer, Esq., Partner,** Sheppard Mullin

### ***The promise, pitfalls and path of 5G connectivity***



### **The outlook for fleet connectivity**

The discussion looked at the mobility market and its various sub-segments and offered perspective on near-term and long-term growth rates. The session largely focused on the reasons growth may be higher or lower in the coming years by looking at the specific demand drivers and cost basis associated with mobility market segments, including aviation, maritime, and ground transportation.

**Greg Ewert, President, Connected Car & Intelligent Transport Systems**, Globalstar (NYSEMKT: GSAT)

**Azad Badakhsh, Managing Director**,  
Moelis & Company (NYSE: MC)

**Aaron Shourie, Esq., Special Counsel**, Sheppard Mullin

***Data, disruptive technology and new dynamics point to vortex of fleet connectivity activity***



### **Will shifting spectrum and cost dynamics materially change in the industry?**

The session dove into the industry's cost structure and looked at opportunities for margin enhancement, or erosion, in the near term and during the next capital investment cycle. The discussion considered capex investment (spectrum pricing and licensing) and opportunities for driving down opex, including deployment costs from launch to fiber and creative infrastructure sharing agreements.

**Hank Zbierski, Founder and Chief Executive Officer**, IsoTropic Networks

**Matt Koplín, Director, Corporate Development**,  
Telephone & Data Systems, Inc. (NYSE: TDS)

**Mark Brady, Managing Partner**, Clarke Belt 2.0

**Saumil Parikh, Senior Manager**,  
Transaction Advisory Services, EY

***Connectivity players look to hedge risk as 5G-related capex ramps up***



## **Understanding positive and negative sentiment in the equity and debt capital markets**

The session considered both the opportunities and challenges issuers face in the public equity and debt capital markets, considered diverging strategies for investment or cost cutting and capital preservation, and discussed the outlook for a contraction in global equity and debt markets. Particular focus was given to the basis for negative sentiment in the capital markets, the direction the market may take if visibility and earnings improve, and the manner in which investments will likely be considered in future periods.

**Tom Minichiello, Chief Financial Officer,**

**Treasurer & Secretary,** Westell Technologies (NASDAQ: WSTL)

**Vaibhav Lohiya, Director,** TMT Investment Banking,  
Deutsche Bank (NYSE: DB)

**Chris Moon, Managing Director,**

**Head of Telecom & Media Finance,** ING Bank (NYSE: ING)

**William Jefferson Black, Publisher of Connectivity Business and SatelliteFinance,** Finance Information Group

***Connectivity investors weigh risks and rewards in emerging markets***