

ManSat

By Chris Stott, Chairman and CEO, and Katherine Gizinski, VP, Sales/Marketing



The defining characteristic of ManSat's satellite spectrum business in 2018 is growth fueled by agility and customer focus.

ManSat's History

With almost 20 years of experience, ManSat has a hard-earned reputation of bringing transparency, ease of use, and expertise to the ITU filing process for established global operators and start-ups alike.

"No spectrum, no satellite. Know spectrum, know satellite." The correct filing is a critical step toward bringing a new satellite or constellation into use.

ManSat presently leads the third largest filing jurisdiction in the world for commercial Geostationary satellites, according to independent studies conducted by **Northern Sky Research**, and is itself the world's largest commercial provider of satellite spectrum. ManSat has carefully preserved its start-up culture and willingness to flexibly respond to customer needs. This principal continued to bear fruit in 2018 with further growth.

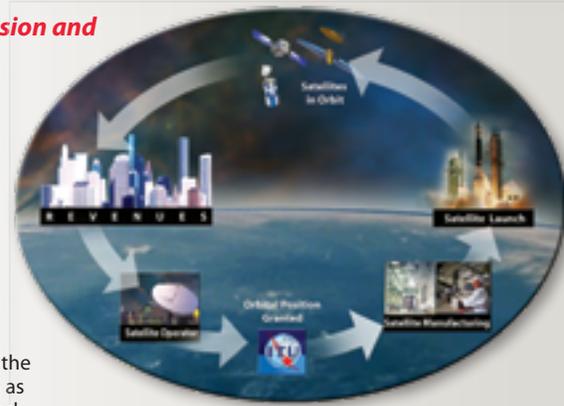


Investment, Expansion and Looking Ahead

ManSat expanded its U.S. footprint with the establishment of West Coast offices in San Diego, California, with **Katherine Gizinski** joining ManSat as a Vice President of Sales and Marketing to focus on end-to-end service solutions.

John Sheath also joined the ManSat leadership team as Chief Financial Officer and Finance Director, bringing a breadth of knowledge and experience to the team from a career in banking and insurance.

In 2019, the trend of growth will continue, with a new office slated to open in support of additional ITU filing service offerings.



InfoGraphic: Satellite Operator Cycle is courtesy of ManSat.

mansat.com

Continued Growth in the Small Satellite Market

Tremendous technological advancements are bringing the same performance to smaller and lighter platforms, enabling significant growth in the small satellite market.

Northern Sky Research's **Small Satellite Markets Report** confirmed 211 smallsats already launched, and/or forecasted to launch, by the close of 2018 in their comprehensive survey of the industry. With launch rates reaching historic levels and expected to continue rising, it's clear why ManSat and many others in the industry spent 2018 implementing changes in response to this market growth. As a result, ManSat was able to welcome its first Non Geostationary constellations and Remote Sensing customers.

Customer-Driven Service Offerings

True to its customer-focused roots and with an eye to change, ManSat expanded its service offering with the goal of providing dynamic services tailored to each customer's varied needs. The result was growth in ManSat's consulting business that exceeded expectations and yielded significant reinvestment and expansion. New customers from Geostationary Communications to Non Geostationary Remote Sensing selected ManSat for ITU filing and an array of other services.

Chris Stott is the Chairman and Chief Executive Officer of ManSat, the company he co-founded with his father, Bryan. In 2000, he left his position as Director of International Commercialization and Sales with Lockheed Martin Space Operations to become ManSat's President. Prior to his work with Lockheed Martin, Chris was an executive with McDonnell Douglas and the Boeing Company working in International Business Development on the Delta Launch Vehicle program.

Katherine Gizinski is the Vice President of Sales and Marketing for ManSat. Prior to joining ManSat, Katherine worked with U.S. defense contractors to bring cutting edge commercial satellite and terrestrial communication technologies to austere environments in support of military, diplomatic, first responder, and commercial initiatives.

GSO Jurisdiction Rankings. Infographic is courtesy of NSR.

