

The Aerospace & Defense Forum

The UAV Market Opportunity and Southern California

09.23.2014

Breakfast and Check-in 7:00 a.m. - 7:30 a.m.

Meeting and Presentation 7:30 a.m. - 9:00 a.m.

Sheppard Mullin Del Mar

12275 El Camino Real, Suite 200

San Diego, CA 92130

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The UAV Market Opportunity and Southern California

A Panel Discussion with Industry Leaders

- When will the FAA regulations on commercial use of Small UAVs finally be published and what will the impact be?
- When will the U.S. Market for Commercial use of SUAVs take off?
- What are the applications for SUAVs most likely to get traction in the near term?

There has been a lot of press recently about the promise of UAVs in commercial and civil applications, including use of UAVs for delivery, search and rescue, and in the agriculture and energy sectors. But does the hype match the reality? And how long will it take for the promise of UAVs to be realized?

We'll be seeking to answer these questions with our distinguished panel of representatives from some of Southern California's premier UAV companies.

About the Speakers

Thomas Cunningham

Head of Acquisition, Investment and Partnering, AeroVironment, Inc.

Mr. Cunningham is Head of Acquisition, Investment and Partnering with AeroVironment, Inc. Based in Monrovia, CA, AeroVironment is the world leader in small UAVs for defense applications and has built a reputation for innovation and technical excellence. AeroVironment designs, develops, produces, supports and operates an advanced portfolio of Unmanned Aircraft Systems (UAS) and electric transportation solutions. The company's electric-powered, hand-launched unmanned aircraft systems provide powerful actionable information to

military, public safety and commercial personnel around the world through real-time, airborne imaging, sensing and communication. ent support to government customers around the world.

Jill Meyers

Head of Project Management , 3D Robotics

Ms. Meyers is head of Project Management for 3D Robotics. Based in Berkeley, CA, 3D Robotics operates engineering facilities in San Diego and manufacturing in Tijuana, Mexico. 3D Robotics has established itself as an innovator in small UAVs for commercial applications worldwide. 3DR's UAV platforms capture breathtaking aerial imagery for consumer enjoyment and data analysis, enabling mapping, surveying, 3D modeling and more. Their technology is currently used across multiple industries around the world, including agriculture, photography, construction, search and rescue and ecological study. 3DR is committed to bringing the power of UAV technology to the mainstream market.

Larry Osborn

EVP and Chief Strategy Officer, Dreamhammer, Inc.

Mr. Osborn is EVP and Chief Strategy Officer of Dreamhammer, Inc. Based in Santa Monica, CA, DreamHammer is poised to lead the dramatic shift towards the safe and effective use of unmanned system capabilities across air, land and sea environments. DreamHammer has developed unique software that solves existing problems across a broad range of markets and customers. Its patented software platform for the intelligent control of complex systems establishes DreamHammer as the leader in System-of-Systems Software Platforms and Applications.

John Gaffney (Moderator)

Managing Principal, Renaissance Strategy Advisors

Mr. Gaffney, Managing Principal, Renaissance Strategic Advisors, brings over 25 years of experience in corporate mergers and acquisitions, strategy, banking and consulting in the defense and aerospace industry. Mr. Gaffney joined Renaissance Strategic Advisors in 2010, and his practice focuses on corporate strategy, mergers and acquisitions, and international market expansion. From 2002 - 2010, Mr. Gaffney was Vice President and Director of Mergers and Acquisitions for SAIC's \$4.0 billion Defense Solutions Group and, prior to that, for SAIC's Engineering, Training and Logistics Group.

About the Forum

The Aerospace and Defense Forum is a global aerospace and defense leadership community of over 900 individuals that provides opportunities for sharing of information, current events, and analysis, mutual support and encouragement, partnering, innovation, and performance breakthroughs.

- ***Attendance at this event is free for A&D Forum members, \$30 for non-members until September 16 and \$40 for non-members after***
- ***Parking is free--located next to both entrances of the building.***
- ***A light continental breakfast will be available starting at 7:15 a.m.***
- ***Bring a business card--they will be duplicated and everyone will get a copy of all attendees' cards.***

- *Attire is business casual.*

Questions? Contact Rheanna Smith at rsmith@sheppardmullin.com.

Industries

Aerospace & Defense