



EDITORIAL

At the heart of the battle

« The 2017 edition of Le Bourget Air show confirmed once again the strong success dynamic driving the earlier ones: the dynamic of an irrevocably outstanding event when it comes to engage the best in the worldwide aerospace industry. With more than 2,400 exhibitors, nearly half of them from abroad, and 320,000 visitors, including 140,000 trade visitors coming from 180 countries, the 2017 vintage has again been an overwhelming success. Needless to say, that the new and as always impressive harvest of industrial contracts demonstrated the strength of an industry which Airbus claims to be, in its latest market forecast, at the dawn of a new golden age.

The 2017 Le Bourget Air show clearly focused on innovation, with the highly spectacular 'Paris Air Lab', a unique 3,000 m² space dedicated to research, innovation and foresight. Another structuring topic of the 2017 edition was training, which is now a central issue worldwide, as the stakes are so crucial in order to ensure the sustainability of a booming sector. The GIFAS presented once more its 'Careers Plane' designed to introduce the wide range of trades and training in an industry whose recruitment demands are growing steadily.

In such a context, the Institute's individual attendance for the second time in a row was a sure bet. This observation derives from the quality of the many contacts established by IAS commercial teams with some thirty historical and future clients (GIFAS members and end customers), prospects and partners. The SIAE also provided our Institute with an opportunity to promote its activities, through an event co-organized with the GIFAS and dedicated to a theme valued by its members: training as a lever for cooperation between French and foreign companies from the aerospace sector. This event fully achieved its objectives, gathering for the first time some of the most senior members of the IAS Alumni Network and of the French aerospace industry.

Thus, we are now engaged at the heart of a battle, of which many trends are both familiar and favorable to our Institute. Rest assured that IAS will continue to defend its distinctive value proposition, to the joint benefit of its clients – GIFAS members and end customers.

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Pierre VALENTI
Managing Director



PARIS INTERNATIONAL AIR SHOW

A fruitful event for IAS

IAS individual attendance of the 52nd Paris International Air Show allowed our teams to take full advantage of a privileged location within the hall 2B to organize in its booth multiple meetings with its customers and partners.



During the four days dedicated to trade visitors, more than 25 meetings were held, including eight with customers and prospects from India, Japan,

Malaysia, Mexico, Peru, South Africa, and Taiwan. Another seven meetings with industrial corporates such as Airbus, Airbus Helicopters, Roxel, Nexeya, MBDA, Thales Alenia Space, and Dassault Systèmes enabled IAS to reinforce its visibility and to discuss possibilities for cooperation in the months to come.

The Institute also took the opportunity to meet a long-time partner, Eurosae. Furthermore, IAS took part in some ten events organized by the GIFAS at its Chalet International and dedicated to countries considered a priority for the French industry: Iran, Malaysia, India, South Korea, Japan, United Arab Emirates and Russia.

FRANCE

IAS signs a framework agreement with Airbus Defence and Space

Building on a historical relationship based upon a number of operational achievements for many countries, such as Algeria, Chile, Malaysia, Peru and Thailand, IAS signed a framework contract with Airbus Defence and Space on the 30th of May. The Institute thus formalized this long-time partnership intended to facilitate the cooperation links with regard to both the implementation of training solutions and the wide range of related services it offers, which are likely to be part of current and future telecommunication and Earth observation satellite programs. 'Given the long-time close bond of mutual trust between our two entities, it became essential to formalize it while structuring it around the new value proposition of our Institute. This is now completed with this agreement, which, beyond insuring IAS long-term commitment with Airbus Defence and Space, bodes well for strong cooperation perspectives, some of which will take place this year,' commented our Managing Director, Pierre Valenti, when signing the contract.



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52nd INTERNATIONAL
PARIS AIR SHOW
LE BOURGET
JUNE 19 - 25, 2017

A joint IAS / GIFAS event dedicated to training



It is not so much the scale of the Paris International Air Show as its international dimension that makes it a key event for IAS. The GIFAS and IAS used this opportunity to organize an event dedicated to training as a lever for international cooperation for the aerospace industry. Held at the GIFAS Chalet International, this event gathered members of the *IAS Alumni Network* as well as representatives of the French industry for a moment of exchange on a key topic: training.

Following a joint introduction by the GIFAS and IAS, the meeting continued with a panel discussion gathering key stakeholders from the aerospace industry, such as Michael Lesibane KGOBE, Chief Executive Officer, Denel Aeronautics (South Africa), Pavel FRELIKH, Director, PowerJet Russian Branch, and Carlos CABALLERO LEON, Head, Conida (Peru) on the IAS alumni side. On the French industry side, Frédéric POCHET-REYNES, Vice President International Cooperation and Business Development, Airbus, Alain KRIEF, Regional Director – International Cooperation and Offsets, Airbus Helicopters, Patrick FARDEAU, Vice President, Global Sales and Market Development, Aerospace & Defence Dassault Systèmes, and Laurent CAMUS, Group Head of Human Resources, Learning & Development, MBDA presented the positioning of training within their respective entities, the importance of training in business relationship, before concluding on perspectives and new trends regarding vocational training.

After the closing address by Anne TAUBY, IAS President, and in parallel with a press conference, the attendees continued the discussion over a drink on the deck of the Chalet.



INTERNATIONAL

Work placement for the participants of the Master program



The participants of the 2016–2017 IAS Annual Master Program are currently benefiting from a work placement. The selected companies are industrial corporates such as Airbus Defence and Space, Airbus Helicopters,

Derichebourg and Altys Technologies, consulting firms or service providers such as Star Engineering, Euroconsult, SatConsult and Three Oaks Consulting, or other entities such as Centre d'Essais Aéronautiques de Toulouse (CEAT), Institut Clément Ader, Université Paris Diderot, etc. For a five to six months' period, the trainees will be immersed in a French company and learn about professional relationship in a different culture, which will help to enhance their professional development.

While these trainees soon start working on their Master's thesis, IAS has already selected most of the participants of the 2017–2018 class. As from the 31st of July, the Institute will welcome to its premises trainees from China, Colombia, Malaysia, Mexico, Peru, South Korea, Taiwan and Vietnam. Some will join the Master program in the frame of an Airbus Airbus Defence and Space offset scheme, others in the frame of the vocational training program of their respective employers, such as AVIC or CAST. As announced in our previous issue, these newcomers will benefit from the brand new Summer Program, which will offer an even more immersive experience in the French linguistic, cultural, technological, innovative and industrial heritage. The sponsor of the new class is Mr. Patrick FARDEAU, Vice-President Global Sales and Market Development, Aerospace & Defence, Dassault Systèmes.

INDIA

Towards new perspectives for IAS



Following a 1st mission in India in the frame of Aero India 2017 in February, Etienne Fleury went to Bangalore from the 29th of May to the 2nd of June to continue the business relationship with our local clients and prospects, French and Indian.

He met with three departments of HAL regarding training proposals and visited the brand new 'HAL Management Academy' training center.

In parallel with the partnership established in February between Dassault Systèmes and the State of Karnataka, IAS should also soon sign a cooperation agreement with the latter.

This mission also enabled Etienne to meet the representatives of the Indian Institute of Space Science and Technology (IISST) in Thiruvananthapuram in order to discuss possibilities for cooperation regarding training actions in India. This renowned university may provide its services to IAS in terms of logistics, contribution to expertise resources, teacher exchanges and project management.

Presentation of Safran University to the participants of the Master program



On the 20th of April, IAS organized a meeting between the trainees of the 2016–2017 IAS Annual Master Program and their sponsor, Mr. André GUIRAUD, Senior Vice-President Airbus & ATR Programs at SAFRAN, focusing on vocational training.

Mr. GUIRAUD detailed the mechanism implemented by Safran to train their employees, through a presentation and a video prepared by Safran University. He subsequently presented his vision on the importance of training for an industrial group as diversified as Safran, not only in social terms, but above all in corporate culture terms. A further discussion allowed the participants to compare this vision with the practices of their respective companies back home.

Participants of the Master program to be honored at the 2017 FASIA ceremony



The traditional FASIA ceremony (French Aeronautics and Space Industry Award) will take place on Friday the 22nd of September in the morning. The IAS teams are inviting you to book the date straight away in your diary. The ceremony will reward the Angolan, Brazilian, Chinese, Peruvian and Venezuelan trainees of the 2016–2017

class of the IAS Annual Master Program. This event will be held at IAS premises, in the presence of Mr. André GUIRAUD, sponsor of the honored class, Ms. Anne TAUBY, IAS President and Senior Vice-President Internationalisation Projects, and Mr. Vincent GORRY, Director of the GIFAS European and International Affairs.



Airbus Helicopters, an Airbus Group division, offers the most efficient solutions on the civilian and military helicopters market worldwide. The fleet in service comprises around 12,000 helicopters operated by more than 3,000 customers in 154 countries. For more than 50 years, Airbus Helicopters has been acquiring an extensive expertise in the domain of international cooperation in more than 30 countries.

Each cooperation project is unique and requires a strong adaptability to the specificities of countries, institutional stakeholders and local industries. Training and skill development are preliminary requirements to technology transfer. The ability to offer a range of tailored and turnkey training solutions makes IAS a preferred partner to support Airbus Helicopters international development policy.

Very recently, IAS expertise has allowed for the training of 25 staff of the Malaysian Air Force and defence industry during 2016, in helicopter design, flight mechanics and airworthiness domains. The project relies on a win-win relationship: it allows, on the one hand, the local stakeholders to improve their know-how and skills in a high technology field, and on the other hand, Airbus Helicopters to identify, with IAS support, some preferred candidates who will become Airbus Helicopters 'ambassadors' in the country and the entire region.



Mr Michel CARZAN
Vice President, Offsets & Industrial Compensations
Airbus Helicopters

AGENDA



Please find below IAS working schedule for the next three months, as well as missions and exhibitions our teams will attend :

WORKING SCHEDULE

| COUNTRY | DATE | CUSTOMER | TYPE | IAS CONTACT | LOCATION |
|---|--------|---|---|---|----------|
| JAPAN | July | Japanese SME's from the aeronautic industry | Prepare yourself to be part of the aerospace supply chain | Etienne Fleury | Tokyo |
| CHINA, COLOMBIA, MEXICO, MALAYSIA, PERU, SOUTH KOREA, TAIWAN, VIETNAM | August | Aerospace industries, armed forces and space agencies | Summer Program - IAS Master Program | Valérie Barthe, Etienne Fleury, Alexandre Sadève, Adeline Verdier | Toulouse |

MISSION

| COUNTRY | DATE | IAS ATTENDEE | LOCATION |
|---------|------|----------------------------------|----------|
| RUSSIA | July | Valérie Barthe, Alexandre Sadève | Moscow |

EXHIBITIONS

| EVENT | DATE | IAS ATTENDEES | LOCATION |
|------------------------------------|-----------|--|----------|
| MAKS 2017 | July | Valérie Barthe, Alexandre Sadève | Moscow |
| WORLD SATELLITE BUSINESS WEEK 2017 | September | Valérie Barthe, Etienne Fleury, Alexandre Sadeve, Pierre Valenti | Paris |

Established in January 1980 and based in Toulouse, IAS is the French Aerospace Industry Association (GIFAS) agency for international professional training.

IAS fast facts: Training of more than 3,600 professionals from more than 100 countries • Portfolio of over 150 customers
10 to 12 training sessions per year • 2,6 million Euros turnover in 2016 • 14 permanent staff in December 2016

The smart network



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