



EDITORIAL

Outstanding!

Le Bourget Air show is most definitely an outstanding event. The 51st International Paris Air Show, which has just ended, did not break with a fine tradition, as the figures speak for themselves, with more than 2,300 exhibitors (more than half originating from 48 countries) with a record number of visitors of more than 351,000 (including 151,000 trade visitors) coming from 181 countries. The traditional numerous contract awards announced by the industry has once again proved the solid health of a sector as promising as ever. Thus, the global volume of orders placed during the exhibition has exceeded 130 billion Euros for a total of more than 980 aircrafts sold. These indicators make the 2015 edition of the exhibition a complete success, as with previous years.

For an entity the size of IAS, having its own booth at the International Paris Air show for the first time in its 35 year history was not simply a risk or even luxury: it was an investment. A calculated investment, made necessary — not to say indispensable — by the inherent openness of its activities, as well as by the strong growth dynamic resulting from the intense development and visibility enhancement efforts carried out by its teams for many months. It proved the correct decision, given the quantity and the quality of the direct contacts established with historical and future customers, prospects and partners. Many of them attested of the quality of the welcome they received, in an atmosphere both friendly and professional. Let's wager that the Institute's teams, who spared no pain to prepare for this event over the last months, will have laid the foundations for future achievements.

Indeed, following on from 2014, a year primarily dedicated to a thorough structuring and enhancing of its operational efficiency, the Institute is now confronted to a dual key challenge, a prerequisite for achieving its future balance: the strengthening and the diversification of its order book. Undoubtedly, the second half of 2015, which is already looking busy, will provide IAS with the opportunity to demonstrate its capabilities, supporting both the foreign professionals through its training actions and the French industry, with which the Institute has consistently strengthened its operational links over the last months.

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Pierre VALENTI
Managing Director



INTERNATIONAL PARIS AIR SHOW

IAS at the 2015 International Paris Air Show: a first-time event leading to many direct contacts

The Institute, for the first time having its own booth at the Paris Air Show, took advantage of the dynamic of this key industry event to generate multiple direct contacts, through a great number of business meetings held at its booth (Hall B) as well as through some ten events organized per country by the GIFAS teams. Thus, IAS teams met about thirty different entities throughout the week, from French industry stakeholders and academic partners to international customers and specialized journalists. The exhibition also provided IAS with the opportunity to gather the 2014-2015 class of the Master program and its sponsor, Ms. Anne TAUBY (Airbus Group), as well as some alumni wishing to be part of this event, regularly organized at the GIFAS Chalet international.



MALAYSIA

IAS selected by Airbus Helicopters for a training on helicopter technics for Malaysia



Following a call for tenders launched by Airbus Helicopters in December 2014 for the training of Malaysian professionals in the frame of an offset scheme for the EC725, the Institute has been selected for carrying out the engineering training on helicopter technics.

A first training action will start in the fourth quarter of this year in Toulouse for a one-month period, more actions will be implemented in 2016. This training program is dedicated to 25 trainees from several Malaysian government and industry entities.

Through this operation, Airbus Helicopters demonstrates its continued confidence in IAS, as it follows on from a training project carried out in 2013 and 2014 for the same country.

INDIA

Third session of the «Aerospace Leadership Development» training for HAL



In the frame of the «Aerospace Leadership Development» project for Hindustan Aeronautics Limited (HAL), which started last year, IAS welcomed a third group of HAL senior executives for a two-week training on leadership from the 11th to the 26th of April.

31 trainees attended this new session, which aimed at introducing them to the «best practices» of the French Aerospace Industry in the leadership and management fields. Based on the experience of the first two sessions held in 2014 and on HAL's new expectations, the program contents have been enhanced in the strategy and supply chain domains.

The program focused on academic training implemented by experts from various entities (Airbus, Snecma, AirBusiness Academy, Pyramis Consulting, and BoostAeroSpace), and on visits of industrial premises (Snecma, Liebherr Aerospace, Dassault Aviation, Thales, Airbus, ATR, and Airbus Helicopters). Each visit was related to a specific topic of the program (strategy, innovation management, supply chain, and leadership) and allowed for structured exchanges with the relevant experts.

TOULOUSE - FRANCE

2015-2016 IAS Master program: increase in the number of trainees



Reflecting the significant prospecting efforts carried out over the last year and the continuous dynamic towards the recruitment for the IAS Master program, the 2015 class is forecast to be in line with the Institute's objectives.

Some forty professionals will attend the IAS Summer Program, which will start in August 2015 and followed by the advanced masters carried out by our educational partners: ISAE-SUPAERO, Ecole des Mines d'Albi, ENAC, ENSEEIHT, and Toulouse Business School. The selected candidates come from eight different countries: Brazil, China, Japan, Malaysia, Mexico, Peru, the Sultanate of Oman and Taiwan.

MEXICO

Mission in Mexico and Querétaro



Valérie Barthe, IAS Head of Business Development, went to Mexico and Querétaro from the 26th to the 29th of May. The objective of this mission was to present to Mr. Francisco Javier MENDIETA, Director General of the Agencia Espacial Mexicana (AEM), a set of training solutions for skill development in the space engineering domain. This exchange was followed by a second meeting, organized in the GIFAS Chalet international

at Le Bourget Air show, and attended by Mr. Cédric POST, GIFAS Deputy Director for International Development, and Pierre Valenti, IAS Managing Director.

A meeting in Querétaro also allowed Valérie to meet the future trainee of the 2015-2016 IAS Master program, Mr. Eduardo CALVARIO CEBALLOS, CFM56 Program Shop Visit Manager - SAFRAN Mexico.



SAUDI ARABIA

Implementation of additional training actions for Saudia



As a conclusion of the third cycle of the «Aviation Management Professional Diploma» project implemented as of last September in Toulouse and Jeddah for 23 future managers of the national airline, the

Institute organized the final exam in Jeddah from the 13th to the 16th of April. The panel, consisting of aeronautic professionals (Airbus, Saudia, and Toulouse Business School) and of Monia Zaki, IAS key Account Manager, validated the degree of all the trainees who attended the course.

On this occasion, Pierre Valenti, Managing Director, Valérie Barthe, Head of Business Development, and Monia Zaki met the executives of the company in order to discuss the ongoing cooperation.

At the beginning of the year, IAS signed a contract with Saudia Finance Department regarding the «Honing Managerial Talents» training program. About sixty staff will benefit from a series of five training sessions implemented at the company Training center in Jeddah. The first module took place from the 19th to the 29th of April, with the following being staged up until October 2015. Two AirBusiness Academy consultants specialized in communication, team work, management and leadership are supporting IAS throughout this training project.

PERU

Securing the support to Airbus Defence and Space in the frame of the PeruSat-1 contract



In the frame of the commercial agreement between Airbus Defence and Space and Conida (the national space agency of Peru) regarding the Earth observation satellite PeruSat-1,

IAS is welcoming the 24 Peruvian staff who are part to the PeruSat-1 program.

They arrived at the beginning of April for a one-year stay, some with their families. On this occasion, IAS hired Francisco Cervantes as Relocation and Related Services Manager in order to help them settle in France: accommodation, administrative procedures, school enrollment for the children, etc.

Furthermore, in the frame of the contract's offset scheme, IAS will also welcome a total of nine Peruvian trainees to its Master program (three per year for three years from summer 2015).

FASIA ceremony 2015



IAS is pleased to announce that the traditional FASIA ceremony will take place on Thursday the 24th of September 2015 in Toulouse. You will soon receive an e-mail which will allow you to save the date in your diary.

This event will provide the IAS teams with the opportunity to present their operational activities over the last year, to give the floor to some major partners, and of course to present the French Aeronautic & Space Industry Award to the 27 trainees of the 2014-2015 class of the IAS Master Program.

Access to the IAS alumni network



On the 31st of March, IAS officially launched its on-line access platform to the network of aerospace foreign professionals who benefited from its various training solutions over the last 35 years.

Drawing on a database updated on a daily basis, this platform, secure and strictly restricted to the GIFAS members, allows to access detailed profiles and is designed as an interactive service able to meet a wide range of potential needs (prospecting activities, direct contacts, recruitment operations, etc.).

Strengthening the IAS Communication team



Emilie Genoudet joined IAS in February and will replace Amanda Guastavi, Communication Manager, during her maternity leave from July on. Emilie is a member of the Operations team and works together with Didier Fériol, IAS Network Manager.

IAS Board meeting 2015



The IAS Board meeting took place on the 27th of May in Paris, in order to submit and validate the annual accounts for 2014.

For the record, in 2014, IAS trained 177 people through six training actions, representing a total of around 700 hours of training and a turnover of 1.7 million Euros. The 2103-2014 and 2014-2015 classes of the Master program gathered 68 trainees in total.



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

WORKING SCHEDULE

COUNTRY	DATE	CLIENT	TYPE	IAS CONTACT	LOCATION
SAUDI ARABIA	August	Saudia	Finance training - Module 3	Monia Zaki	Jeddah
BRAZIL, CHINA, JAPAN, MALAYSIA, MEXICO, OMAN, PERU, TAIWAN	August	Airbus Helicopters, AVIC, CAST, Boston Consulting Group, JAXA, Airbus Defence and Space, Safran, RAFO, AIDC	Advanced masters	Valérie Barthe, Adeline Verdier, Etienne Fleury, Monia Zaki	Toulouse,

MISSIONS

COUNTRY	DATE	IAS ATTENDEES	LOCATION
CHINA	July	Adeline Verdier	Beijing

EXHIBITIONS

EVENT	DATE	IAS ATTENDEES	LOCATION
MAKS 2015	August	Valérie Barthe, Pierre Valenti	Moscow
WORLD SATELLITE BUSINESS WEEK 2015	September	Valérie Barthe, Etienne Fleury, Adeline Verdier, Pierre Valenti, Monia Zaki	Paris

PARTNERS' TESTIMONY

« I have been collaborating with IAS since 2009 with the double role of industrial and academic expert in the areas of strategy and innovation management. My contribution to IAS's international remit, to provide world class, tailored, executive education experiences, has been multipronged as it has been founded not only on my professional experiences within the strategy and business development directorates of the Airbus Group, but also on my professional academic track record as Faculty Staff at the University of Leeds (UK), my MBA in Aerospace Management at the Toulouse Business School (FR) as well as on my active research work in value innovation business ecosystems at Grenoble Ecole de Management (FR) and the Newcastle University Business School (UK). IAS has been reputed for its comprehensive programmes and its high spirit of cooperative and collaborative work. This has been widely acknowledged, not only by its customers but also from its contributing partners, including myself. The success of IAS has been further boosted since 2014 when it was chosen to deliver the international part of the HAL Executive Leadership Programme. So far, three cohorts, of a total of around 90 executives, have completed this programme, in which I have been leading the Strategy Module. The Module spreads over two full days of interactive lectures and hands-on practical work on topics including strategic management, technology and innovation management, and a portfolio, network-centric, approach to strategic alliances. The high impact of this IAS-HAL training programme, on both operational and mindset perspectives, has been acknowledged by the repeatedly very positive feedback received by the HAL Academy and the participants. Situations like the above have been the best reward for each contributing partner of IAS and they have been fuelling the extended IAS family with further motivation and willingness to continuously improve the training experiences prepared and offered through its executive education programmes. »



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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 3,500 professionals from more than 100 countries • Portfolio of over 150 customers
10 to 12 training sessions per year • 2.3 million Euros turnover in 2014 • 14 permanent staff in December 2014

The smart network



Publication editor: Pierre Valenti
Editorial content manager: Amanda Guastavi
Graphic design: Studio Oui Oui
Traduction: Leïla Fressy-Parvin
Printing: 1001 Copies

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