Editorial

It has been just a few weeks since starting to carry out my new role, and it is a real pleasure to contact you directly through our brand new quarterly newsletter, «IAS Insider».

To put it bluntly, the change of management at the beginning of 2014 also means a clear change of era for IAS.

First, from an organizational point of view. When I took over the Institute’s leadership last January, I wanted to create a new organization, both simplified and streamlined. This organization is based upon the Business Development team – in charge of designing and marketing our training solutions – and on the Operation team – in charge of implementing these solutions, both in France or abroad. These two teams, planned to be reinforced in the following months, now work in close synergy in order to deliver at all times the necessary service quality to meet our customers’ high requirements. Trust me, I will make sure of this.

Of course, this reorganization goes along with a clear change in the Institute’s strategy, which is now exclusively focused on its core activity – training engineering. This strategy took shape last December through the signing of a long-term partnership with the CROUS of Toulouse, which has been in charge of managing and operating of the IAS campus as of the 1st of January 2014. This historical change allows our teams, currently engaged in more than 40 countries, to focus their efforts on providing the required professional training solutions to international partners and/or customers of the French aeronautic and space industry.

Finally, this new era will also see the strengthened field presence of the IAS teams, who will become closer to you through an increased number of prospecting missions (about 15 are planned for 2014) and a more regular attendance to the industry main events worldwide (exhibitions, conferences, etc.). This proactive process, already well underway in 2013, is coupled with an on-going effort to adapt our communication tools, which you will have the opportunity to monitor throughout 2014.

The Institute foresees a particularly dynamic year 2014, in the continuity of a solid year 2013, and driven by additional demands from an increasing number of countries. Obviously, in an industry as demanding and competitive as ours, the issue of professional training is becoming a little more crucial each day for all stakeholders, regardless of their position in the chain value. You can rely on IAS teams to support this momentum with all their enthusiasm and sense of customer service.

We are looking forward to meeting you soon.

Pierre VALENTI
Managing Director
Conference in Kuala Lumpur

In coordination with the Composite Technology Research Malaysia Sdn Bhd (CTRM SI), the Majlis Amanah Rakyat (MARA) and the University of Kuala Lumpur (UniKL), IAS organized a conference on the «Next Generation of Aerospace Professionals», held in Kuala Lumpur from the 17th to the 20th of March 2014. This event’s aim was to present the new aerospace trends and related competences to the local stakeholders, and brought together over 500 participants (manufacturers, research actors, local universities, etc.).

IAS awarded a training seminar for HAL

Last February, IAS officially won an international call for tenders from Hindustan Aeronautics Limited (HAL). HAL’s requirement relates to the training of some thirty of their senior executives, called «Aerospace Leadership Development», which will be implemented by IAS in partnership with Thales, Dassault Aviation, Safran and Airbus Group. The two weeks of training will take place in Toulouse and Bordeaux in April. HAL is being approached to be the main Indian industrial partner for the delivery of 126 Rafale fighter planes to the Indian Air Force. For the record, India chose in January 2012 to enter into exclusive negotiations with Dassault Aviation for the delivery of these aircrafts, for an estimated amount of USD 12 billion. Among these 126 aircrafts, 108 should be assembled by HAL in India. This contract award in India rewards the huge development efforts carried out by IAS towards this country since 2012: a dedicated project manager hired in November 2012, a cooperation agreement signed with Jain University during the Aero India air show in February 2013, three prospecting missions carried out over the last 15 months, etc.

CTRM SI/ RAMF Seminar

As part of the support scheme to an offset program for Airbus Helicopters in Malaysia, IAS has set up a seminar on transfer of know-how for 8 engineers from Composite Technology Research Malaysia Sdn Bhd (CTRM SI) and from the Royal Malaysian Air Force (RMAF).

This 4 week seminar took place in Toulouse and Brest, in partnership with Thales, Airbus, Agilea and Indra.

CABSAT 2014 trade show in Dubai

Following IAS participation to several international major aerospace exhibitions in 2013 (MAKS in August, Dubai Airshow in November), Valérie BARTHE, Head of Business development, and Monia ZAKI, Key Account Manager in charge of our development activities for most of the Middle-East countries, attended the CABSAT 2014 trade show in Dubai from the 11th to the 13th of March. This event, which is part of a strong development process of the space industry in a high prospective region, allowed them to meet the main stakeholders (manufacturers, operators, universities, etc.) and to clarify some opportunities for cooperation.
The Institute is now headed by a new Managing Director: hired in June 2013 as Deputy Managing Director, Pierre VALENTI officially took over the Institute’s leadership as of the 2nd of January 2014. This 45-year-old Toulousian by adoption has spent most of his career in the space industry, from consultancy (Andersen Consulting, Euroconsult and SATConsult) to manufacturers (Astrium Satellites and Arianespace). Specialized in business development, marketing and communication, Pierre is a graduate of the Institut d’Études Politiques de Paris (International section, 1994) and holds a Master’s degree in Technology and Management of the École Centrale de Paris (1998).

An industrial mission was organized in Turkey by the GIFAS from the 26th to the 28th of February, with the participation of the GIFAS President, Mr. Marwan LAHOUD. This mission brought together about a hundred participants from some sixty aerospace SMEs and leading companies, such as Thales, Safran, Nexeya or Saint-Gobain. On this occasion, two representatives from our Business development team, Monia ZAKI and Étienne FLEURY, were able to meet stakeholders such as Turkish Technics, Turkish Aerospace Industries (TAI) or Turkish Industrial Technoparc Istanbul, thus renewing the link with our local network and our Turkish partners from the aerospace sector.

During the January to March 2014 period, IAS finalized two training cycles designed for the Saudia executives, which started in 2013. The first cycle is dedicated to 21 future managers of the company, who attended five «Aviation Management Professional Diploma» (AMPD) training sessions over the last months, in cooperation with Toulouse Business School. These sessions involved Airbus, Air Business Academy, ATR, Air France and Safran. The final exam of this degree course will take place in April 2014 in Jeddah. Another project designed for the Finance department, «Creating a Financial Mindset», allowed five groups of around 20 people to train on several finance related matters, through modules carried out by experts in this area (BG Consulting Group, Radix Academy).

The change in the Institute’s management goes along with an internal reorganization based upon:
- the Business Development team, managed by Valérie BARTHE, consisting of four Key Account Managers in charge of designing and marketing IAS training solutions in more than 40 countries;
- the Operation team, consisting of six persons in charge of implementing these training solutions, both in France or abroad.

By the end of the year, two new members should join us: an additional Key Account Manager to reinforce the Business Development team, and the future Head of the Operation team.
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 3,000 professionals from more than 100 countries • Portfolio of over 150 customers • 10 to 12 training sessions per year • 3.3 million Euros turnover in 2013 • 12 permanent staff in December 2013

During the next 3 months, IAS will implement the following training sessions, and participate in the following missions and airshows.

### TRAINING SESSIONS

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<td>«Aviation Management Professional Diploma» project final exam</td>
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<td>INDIA</td>
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### MISSIONS/EXHIBITIONS

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<tr>
<td>SAUDI ARABIA</td>
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<td>BRAZIL</td>
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<td>GERMANY (ILA Berlin)</td>
<td>May</td>
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<td>Berlin</td>
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<td>CHINA</td>
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<td>Valérie BARTHE, Adeline VERDIER, Pierre VALENTI</td>
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<td>Étienne FLEURY, Pierre VALENTI</td>
<td>Bangalore, New Delhi</td>
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### PARTNERS’ TESTIMONY

I was awarded the French Aeronautics and Space Industry Awards (FASIA) in 2002, and I had the privilege to complete my post-graduate degree course at the prestigious École Nationale Supérieure de l’Aéronautique et de l’Espace (SUPAERO). Currently, I am Vice President of Business Development at Singapore Technologies Aerospace Ltd (ST Aerospace), a global company headquartered in Singapore. ST Aerospace is a leading independent and third party aviation Maintenance, Repair and Overhaul (MRO) service provider. Being with this company for 14 years now, I was exposed to many interesting projects. Some of them include the execution of aircraft leasing and trading, acquisition of aerospace MRO companies as well as setting up new MRO capabilities for ST Aerospace. Besides Business Development, I am also concurrently Vice President at WingStar Pte Ltd, a newly formed aircraft leasing Joint Venture Company in Singapore.

Looking back, I am very fortunate to be a FASIA laureate. My stay in France was extremely enriching as it has helped me greatly in my career development. The on-going support from Institut Aéronautique et Spatial (IAS) since graduation is also commendable as IAS always maintains very good FASIA contact and networking opportunities for us as alumni.

Mr Tan Boon-Keng
Vice President of Business Development, Singapore Technologies Aerospace Ltd