

July, Monday 5

14h30 : Welcome

Tunisia industrial strategy by 2016 – Focus on the aerospace sector

15h30 – 15h40

Introductory speeches

Mr Afif CHELBI, Minister of Technology and Industry

Mr Stéphane CASTET, CEO, BCI Aerospace

Mrs Mongia KHEMIRI, Managing Director, FIPA (Foreign Investment Promotion Agency)

15h45 - 16h15

Development perspectives of Tunisia aeronautic sector

Mr Sami ZAOUI, Partner Ernst & Young Tunisie

The aeronautical industry is at the heart of the new positioning of Tunisia industry on knowledge-intensive activities, as defined in the national industrial strategy for the years leading up to 2016. Several years after the national industrial strategy deployment, the presentation of Mr Zaoui will focus on the effective implementation of its pillars: reinforcement of human resources qualification, and technoparks and infrastructure development.

16h20 - 17h00

Round table: Tunisia industrial strategy in terms of infrastructures and investment incentives

Moderator : M. Hichem ELLOUMI, Chairman of FEDELEC (Fédération Nationale de l'Electricité et de l'Electronique)

speakers :

M. Hichem ELLOUMI, Chairman of FEDELEC (Fédération Nationale de l'Electricité et de l'Electronique)

Mrs Mongia KHEMIRI, Managing Director of FIPA

Mr Sami ZAOUI, Partner Ernst & Young Tunisie

M. Philippe CUSSONNET, Chairman of GITAS (Groupement des Industries Tunisiennes Aéronautiques et Spatiales)

Mr Mohamed BEN ABDALLAH, Managing Director of API (Agence de Promotion de l'Industrie)

Mr Nouredine KAABI, Directeur Général de l'Infrastructure au Ministère du Développement et de la Coopération Internationale

Mr Abdallah BEN ABDALLAH, Managing Director of ATFP ('Agence Tunisienne de la Formation Professionnelle)

This round table presentation will focus on Tunisia industrial strategy running to 2016 and aiming to set the country as a preferred destination of international investments. This strategy seeks to increase Tunisia competitiveness through win-win partnerships.

17h05 – 17h15

Conclusion of the opening session

M. Mohamed-Nouri JOUINI, Minister of international cooperation and development

July, Tuesday 6

10h05 – 10h35

Ubifrance in Tunisia : vision on the aerospace market and assistance to French companies

Mr Jacques TORREGROSSA, Director, UBIFRANCE Tunisia (agence française pour le développement international des entreprises)

Insight of the export assistance scheme, products and services offered by Ubifrance to create more bridges between French and Tunisian firms. Review of Tunisia aerospace directory

10h40 – 11h10

Supply chain performance : a key issue

Mr Maurice PERRAULT, Chairman of SPACE™

Mr Philippe CUSSONNET, Chairman of GITAS

11h15 – 11h45

Round table : Risks control in industrial transfers

Speakers

M. François ANORGA, Industrial director, Safran (moderator)

M. Dominique ALEXANDRE, Managing director, Aerolia Tunisia

M. Christian FROGER, Director, Hutchinson Tunisia

M. Patrick RAZAT, General Manager, TMIS

Topics :

- *How to choose product and activities to transfer?*
- *At what pace shall you operate?*
- *At what stage shall you recruit and train operators?*
- *How to secure dedication from support teams (quality, production management, ...)?*
- *How to involve the final user?*
- *How to secure the supply of energy flows (power, water, IT)?*
- *At what stage shall you inform the carrier and customs about the first delivery?*

11h50 – 12h20

Securing your Tunisian investments from a legal and tax standpoint

The advantages of a multidisciplinary approach combining industry knowledge, expertise in international investments and mastery of Tunisian law.

Ramin HARIRI, Esq., Partner, International Contracts Department, Fidal Direction Internationale

Taking legal issues into account in your Tunisian investment

Mr. Rached Fourati, President, Fidal Tunisia

Ramin HARIRI, Esq., Partner, International Contracts Department

Isabelle VAUGON, Esq., Partner, ADR/Arbitration, Fidal Direction Internationale

Topics:

- *Choice of investment vehicle (direct foreign investment, joint venture, purchase of existing business, etc.)*
- *Managing organizational issues (shareholders' agreements, representation on the Board of Directors), veto power, exit clauses in case of deadlock, etc.)*
- *Managing operational issues and drafting strategic alliance and commercial agreements (price, payment, profit repatriation, warranty, intellectual property clauses, etc.)*
- *Securing the investment through well-drafted dispute resolution clauses (ADR/Arb).*

Taking tax issues into account in your Tunisian investment

Mr. Rached FOURATI, President, Fidal Tunisia

Cédric PHILIBERT, Esq., Senior Manager, Fidal Direction Internationale

Topics:

- *Existence of bilateral tax treaties that reduce the tax problems arising from cross-border flows: example of the France-Tunisia tax treaty*
- *Understanding Tunisia's favorable tax regime and the points to beware of regarding cash repatriation*
- *Identifying the tax impacts of contracts (VAT, managing the PE risk, withholding taxes, gross-up clauses, indirect taxes, etc.)*

14h00 – 14h30

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Mr. Rached Fourati, President, Fidal Tunisia

Ramin HARIRI, Esq., Partner, International Contracts Department

Isabelle VAUGON, Esq., Partner, ADR/Arbitration, Fidal Direction Internationale

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- Choice of investment vehicle (direct foreign investment, joint venture, purchase of existing business, etc.)
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14h35 – 15h05

Strengths and assets related to an offshore status in Tunisia

Mrs Afef DOUSS, Investment Support, Ministry of Finance

15h10 – 15h40

Telecommunication / Relation between IT and engineering

Mr Samir SIDHOM, Investment Support, Ministère des Technologies de la communication

Mr Raouf BEN TAHAR, Directeur de l'activité avionique, Telnet

15h45 – 16h15

Continuing training and aeronautics lines of work

Mr Frédéric CAMERIN, Président de la Commission Formation du GITAS

Mr Jean-Michel AUDEBERT, Responsable Formation et Ressources Humaines, Aerolia Tunisie

July, Wednesday 7

9h30 – 10h00

Enseignement supérieur et métiers de l'aéronautique

Graduate schools and aeronautics specialties

Mr Manef ABDERRABAH, Directeur Général des études technologiques au Ministère de l'enseignement supérieur – *to be confirmed*

Testimonial from CEMA : center for aerospace excellence

Mr Mohamed FRIKHA, CEO, Telnet

10h05 – 10h35

Textiles Structures for Aeronautic Composite Applications

Mr Xavier LEGRAND, Textile Composite Researcher, ENSAIT

This workshop deals with 3D textiles reinforcement for composites material. Mechanical properties of Composite Material are directly linked to the textile reinforcement geometry. So, then the textile reinforcement is obtained by 2D structure then mechanical properties of final part are in plane mostly textile properties. That means that into the third direction, mechanical properties are mostly matrix properties.

Because of weight reduce competition, the mechanical properties are improved into the three directions. Composite parts must not be design anymore as metal parts. Indeed, a great interest of composite material is possibility to design mechanical properties for some directions different than others.

10h40 – 11h10

ANETI support for companies

Agence Nationale pour l'Emploi et le Travail Indépendant (ANETI)

Mr Hamadi BOULARES, Managing director, ANETI

Administrative procedures : regulation, customized assistance, existing funding schemes aimed at training and HR management

11h15 – 11h45

Aircraft maintenance and equipment

Mr Sioud HECHMI, Managing Director , Tunisair Technics

Topics :

Tunisair Technics

Role :

- Aircraft pre-emptive maintenance and repair*
- Equipment repair and inspection*

List of capabilities:

- Types of aircraft*
- List of integrated equipment*

Annual achievements