



PRESS KIT

Aerospace Meetings Tunisia International Business Convention for the aerospace industries

Gammarth, Tunisia

5 - 7 July 2010

www.bciaerospace.com/tunis





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Why Aerospace Meetings Tunisia?

Tunisia...

Tunisia is among the emerging nations bordering the Mediterranean Sea. The country industrial sectors have been enjoying a strong growth in the past years. Tunisia has many assets that explain this formidable growth:

- geographic location
- social and political stability
- a dynamic economy
- legal tools and incentives stimulating investments
- Good education system
- Skilled and competitive work force

More over, Tunisian authorities are constantly committed to improving the country business environment. Important investments to develop the country infrastructures have been made. Administrative procedures have been simplified and the education system adapted to respond to the businesses needs.



...and the Aerospace industry

In this favorable environment, dozens of companies in the aerospace industry have already settled facilities in Tunisia. Among them we can name Latécoère, Zodiac, Sogerma and Aerolia.

Tunisia today boasts the following aerospace capabilities:

- Aeronautical wiring
- Sheet metal manufacturing, precision mechanics and casting
- Surface treatment
- Electronic cases and sub-assemblies
- Plastics processing
- Maintenance
- Pilot training
- Engineering companies

Tunisian authorities, together with large industry players and GITAS, are strongly willing to develop aerospace activities in the country.



History

The 1st international business convention for the aerospace industry in Tunisia

December 2007,

During Aerosolutions 2007, The business convention for ASD, Stéphane Castet, CEO of BCI met Ezzedine JILLITI French Delegate for FIPA Tunisia in France in order to show the opportunity to launch an aerospace event in Tunisia. A market survey has been realized on that business convention to comfort the customer needs.

During one year, some actions were settled toward Tunisian partners and personalities by Ezzedine JILLITI. Moreover, the BCI Aerospace team informed their long term contacts.

December 2008,

During AEROMART Toulouse, Ezzedine JILLITI (Delegate for FIPA Tunisia France), Philippe Cussonnet, Director of GITAS (Tunisia aerospace association), and Stéphane CASTET, CEO of Business Convention International (BCI) officially announced an agreement to co-organise this 1st Tunisia Business to Business event for aerospace.

Later Stéphane Castet met Mme Mongia KHEMIRI General Director of FIPA Tunisia and Habib Gaida General Director of the French-Tunisian Chamber of Commerce who confirmed their support for the event.



Aerospace Meetings Tunisia 2010

The 2nd edition of the International Business Convention **AEROSPACE MEETINGS TUNISIA**, will be held at the Ramada Plaza Hotel in Gammarth, Cotes de Carthages from July 5th to July 7th, 2010.

BCI Aerospace brings together industry professionals and organizes customized meetings between **supply chain, procurement, technical teams, suppliers and contract manufacturers while taking into account each participant's requirements and capabilities.**

This is an **outstanding tool** to save time, meet the right people and discuss their requirements and capabilities in just 2 days. The service allows participants **to quickly and easily identify** new commercial and technological opportunities with **minimum effort.**

AEROSPACE MEETINGS TUNISIA offers a program of **B2B meetings, thematic sessions** with experts on various aerospace issues, **conferences and technologic workshops** for participants to demonstrate their expertise and distinctive know-how.

Real international forum on managing the supply chain, **AEROSPACE MEETINGS TUNISIA** is the ideal platform to explore new market opportunities and to reflect and discuss new programs and global trends in aerospace outsourcing.

The **2008 edition of AEROSPACE MEETINGS TUNISIA**, the only event of its kind ever held in North Africa, brought together more than **150 aerospace** companies from around the world.



General presentation

Aerospace Meetings Tunisia provides a remarkable opportunity to identify new partners and business contacts and better apprehend the future.

Aerospace Meetings Tunisia provides a unique platform for the Mediterranean aerospace industry by facilitating economic and industrial exchanges in this field.

This International Business Convention is aiming to help the attendees:

- Explore the market and find out about its potential and opportunities
- Develop business opportunities and new production and reliable partnerships
- Understand and approach a new market by following a concrete and professional methodology.

In order to achieve these objectives, BCI is providing its expertise to deliver a complete program of BtoB Meetings between industry actors and visits to facilities in the country.



Suppliers and contractors participate in a dynamic program over two days:

- Identification and visits of industrial facilities
- Customised and pre-planned business meetings with local companies, associations, clusters and institutions involved in the aerospace industry
- Conferences & Thematic Sessions / Technology & Product Workshops

Benefits :

- > New business opportunities
- > Targeted and organized meetings
- > A concrete approach to the market
- > A time saver for participants
- > A simple preparation process
- > A work atmosphere for constructive exchanges
- > Exclusive presence of decision-makers

Aerospace Meetings Tunisia is offering outstanding networking opportunities to manufacturers, tier 1 suppliers, subcontractors, service providers and clusters from around the globe.

Over 60 businesses - aircraft manufacturers, engine makers, airliners, suppliers and principals - from all around the globe are expected to attend. Many of the major players in the global aviation business will be taking part: Latelec, Zodiac Equipment Tunisia, Bombardier, Dassault Aviation, Thales, etc.

Targets

Suppliers/Sub-contractors :

Activity fields :

Test/Measures, Electronics, Electricity, Energy/Power, Engineering and design centres, Instrumentation, Laser, Composite materials, Mechanics, Optical, Tooling/Robotics, Telecommunication, Technical textiles, Metalworking/Surface treatment, Maintenance, Aeronautics, Production tools, Transport, Logistics, Handling, ...

Services:

Documentation, Environment, Training, Information & prospective, Computer/Software, Logistics, Management practices, Quality, Security

Represented by:

General managers, Managing directors, Commercial directors, Technical directors, Marketing & sales managers

Contractors:

Activity fields :

Space, Equipment manufacturers, Aircraft Manufacturers, Automotives, Equipments, Air transport

Represented by :

Purchasing/Procurement, Outsourcing, Production, Industrialization, Programs, Methods, R&D, Quality, Sub-contracting, Engineering,...



Who's attending?

AERAZUR (ZODIAC AEROSPACE GROUP), AERNNOVA, AEROLIA TUNISIE SA, AIRBUS OPERATIONS SAS, AIRTRONICS S.R.L.- ROCKWELL COLLINS INTERNATIONAL SALES REPRESENTATIVE, AVIO SPA, BOEING COMMERCIAL, BOHLER INTERNATIONAL, CORSE COMPOSITES AERONAUTIQUES, DEMAT SA, EADS DEUSTSCHLAND GMBH, EADS SOGERMA, GIFAS, HISPANO SUIZA, IN-LHC GROUPE ZODIAC, LIEBHERR AEROSPACE TOULOUSE SAS, MECAHERS GROUP, PATRIA AEROSTRUCTURES OY, PRECILEC, SAFRAN GROUP, SAGEM DEFENSE SECURITE, THALES AVIONICS ELECTRICAL SYSTEMS, TUNISAIR TECHNICS, ...

ACED - ACCOMPAGNEMENT CONSEIL ETUDE DÉVELOPPEMENT, ACIER MECANIQUE TUNISIE, ACTEL EUROPE, AD INDUSTRIE, ADELEA, AERO STANREW SARL, AEROCONSEIL, AERODHES, AEROSPACE CLUSTER IN RHONE ALPES, AEROTECH, AFRILUB, AGBI, AGENCE DE PROMOTION DE L'INDUSTRIE ET DE L'INNOVATION, AGENCE DE PROMOTION DE L'INVESTISSEMENT EXTERIEUR, FIPA TUNISIA, ALCEN, ALTRICS, AMD CONSULTING TUNISIE, AMEN BANK, AMSONIC, ARDIA FILIALE D'ACTIA GROUP RECHERCHE ET DÉVELOPPEMENT EN INFORMATIQUE APPLIQUÉE, ASIC, AVNIR ENGINEERING, BUCCI INDUSTRIES France, CK MÉTROLOGIE, CLAIRIS TECHNOLOGIES MEDITERRANEE, CLEMESY AEROSPACE, COFITEL, CORELEC EQUIPEMENTS, CTFCI, DEMA SPA, DESGRANGES OUTILS COUPANTS, DHL FREIGHT France, ENSAIT, ESI SERVICES TUNISIE, ESPACE, EUROCAST, FIGEAC AERO, FLEURET PRODUCTION TUNISIE, GCG - ERMA ELECTRONIQUE, GEFCO, GEORGET PRODUCTION, GITAS, HELLERMANNTYTON SAS, HUTCHINSON TUNISIE, IBL ELECTRONICS, IFI PEINTURE, IMTEC TUNISIA, INDUSMECA, JV TUNISIE, KAREK, LACROIX ELECTRONIQUE TUNISIE, LATELEC, LYPSIS TUNISIE, MASAI SOURCING NORTH AFRICA, MCSA, MEDSOFT, METROCAL, MULTISTATION SAS, NIEF PLASTIC GROUP, NORMECA, OXIA, PLASTIC ELECTROMECHANIC COMPANY (PEC), PRECONTRAINTS DU MAGHREB, ROLLED ALLOYS, S.S.T. (SEGNERE SITE TUNISIE), SAFETY, SAKMO INVEST, SAT, SAT INDUSTRIE, SCHLIGLER SAS, SDV LOGISTIQUE INTERNATIONALE, SIEMENS S.A.S, SLETI / PROSEPOL, SOTIP TUNISIE, STTR, TELNET, TIVOLY, TMIS / MECAHERS AEROSPACE, TORINO PIEMONTE AEROSPACE , TRAMEC AERO, TRESCAL , TUNISAIR TECHNICS, UBIFRANCE - MISSION ECONOMIQUE TUNIS , UIB, UNION DE PLACEMENT ET DE CONSEIL EN ASSURANCES ET REASSURANCE, UNIVERSITÀ DEL SALENTO, USIDUC, ZODIAC EQUIPMENT TUNISIE,...

Co-organizers



abe

advanced business events recently acquired Adhesion Group and Business Conventions International divisions organizing events in the following sectors: Aviation, Space and Defense - Chemistry, Cosmetics and Pharmacy - Energy and Environment - Industry and Technology - Packaging and Food processing. **Business Conventions International (BCI)** remains a company brand.

With more than **1 100 business to business events, conferences and congresses organized**, advanced business events has developed unique know-how and expertise and is recognized as the world leader in the B2B sector.

Over the past 25 years advanced business events has developed a base of 80000+ customers across the world and in as many industries as food processing, packaging, chemicals, pharmaceuticals and cosmetics, environment, aerospace & defense, etc. Our multi-sector skills guarantee effective and high quality events although Aviation and defense clearly is our most important division and portfolio.



BCI aerospace division, BCI Aerospace was established in 1996 and has become the number 1 organizer of One-to-One business meetings for the aeronautics, space and defence industries.

The brand runs such events as: AEROMART Toulouse (France), AEROMART Tianjin (China) , AEROMART Montreal (Canada) and Aerospace & Defense Meetings Torino (Italy), Aerosolutions Bordeaux (France), Aerospace Meetings Mexico, and more

BCI delivers excellent business platforms to the entire aerospace community.

BCI events give a remarkable opportunity to identify new partners and business leads and better apprehend the future.

Co-organizers



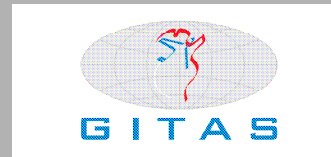
Foreign Investment Promotion Agency (FIPA)

FIPA was created in 1995 under the umbrella of the Ministry for Development and international co-operation. The agency employs 70 people and has a network of 5 offices located in Brussels, London, Cologne, Milan and Paris.

The role of the agency is to promote Tunisia as a site for investments, to help foreign investors settle in Tunisia and to propose measures to improve the investment environment.

FIPA has been certified ISO 9001 v2000 by Bureau Veritas Quality International (BVQI) since September 2003. This certification was confirmed in 2007 by TÜV CERT from TÜV Rheinland Industries Service GmbH.

Partners



Groupement des Industries Tunisiennes de l'Aéronautique et du Spatial

Created in 2006, the GITAS (Tunisian Aerospace Industries Association) is a group of Tunisian companies having activities in the aeronautical and spatial fields.

The objectives and missions of the GITAS are:

- Facilitate exchanges, cooperation and synergies between companies operating in Tunisia in the aeronautical and space sector and to accompany, among other things, the development of a Tunisian aeronautical « supply chain ».
- Represent the aeronautical industries beside the local authorities
- Promote the development, in Tunisia, of a favourable environment for aeronautical and space industries and facilitate the setting up of new companies in the sector.

Among approximately 50 companies operating in aeronautical field, more than 20 are members of the GITAS and share its objectives, values and business ethics.

As such, the GITAS is recognized as a representative interlocutor of the Tunisian aeronautical and spatial industry.

Partners



Chambre Tuniso-Française de Commerce et d'Industrie (CTFCI)

The Tunisian French Chamber of Trade and Industry CTFCI is one of the oldest mixed chambers.

The chamber is an association governed by the Tunisian law. It was established on September 18th 1974, by a number of Tunisian and French businessmen, and is now a member of the French chambers of trade and industry abroad network (the UCCIFE).

The major goal of the CTFCI is to develop sustainable commercial and industrial connections and services between its over 1700 French and Tunisian members and between all partners from both countries in general.

Optimize your growth potential

The CTFCI activities target all Tunisian and French companies that are looking for:
Exporting or importing; Diversifying their market;
Searching for partners or representatives; Investing and establishing themselves in one of the two countries.

The chamber is also the contact of economic operator, in France or in Tunisia, looking for information, assistance or just for some advice.

CTFCI is since 2005 ISO 9001:2000 certified.



Agence de Promotion de l'Industrie (API)

API, a services provider network for companies

API (promotion agency) is a public organization in charge of the settlement of the industrial sector as a support structure for companies and promoters.

API supplies services and product management through five operational centers and 24 regional departments in the following centers :

- Assistance center for companies incorporation and management of investment incentives (CFGAI)
- Observation center for industrial surveys (CEPI)
- Support center for companies establishment (CSCE)
- Support center for SMEs (CAPMI)
- The industrial documentation and information (CDII)

General Program

Monday 5th July

- **2.30 pm** – Welcoming of the participants
- **3.00 – 6.30 pm** : Panorama on the Aerospace industry in Tunisia

Tuesday 6th July

- **9.00 am – 12.30 pm** : Face to Face meetings / Conferences
- **12.30 – 2.00 pm** : Lunch
- **2.15 – 6.15 pm** : Face to Face meetings / Conferences

Wednesday 7th July

- **9.00 – 12.30 pm** : Face to Face meetings
- **12.30 – 14.00 pm** : Lunch
- **2.15 – 6.15 pm** : Optional Visits to industrial facilities

PLACE



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Les Côtes De Carthage

Gammarth, TN

TUNISIA

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Conferences Program

July, Monday 5

14h30 : Welcome

Tunisa 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

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

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

17h05 – 17h15

Conclusion of the opening session

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

Conferences Program



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)

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

11h50 – 12h20

Securing your Tunisian investments from a legal and tax standpoint

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

Taking tax issues into account in your Tunisian investment

Mr. Rached FOURATI, President, Fidal Tunisia

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



Conferences Program

14h00 – 14h30

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

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



Conferences Program

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

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

10h40 – 11h10

ANETI support for companies

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

Mr Hamadi BOULARES, Managing director, ANETI

11h15 – 11h45

Aircraft maintenance and equipment

Mr Sioud HECHMI, Managing Director , Tunisair Technics



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