

## AERONAUTICS REVIVAL PLAN

**A € 5bn State budget to support Aeronautics sales**, particularly those by the European aircraft manufacturer Airbus through the French Economy Financing Society (SFEF) It aims at developing the purchase financing of the various client companies and at sustaining the activity in all **Aerofund II** Aeronautics sectors, Investing support fund, for Aeronautics equipment makers, particularly to Airbus partners, established in July 2008 (€ 75 million provided) should be revised in the following months.

**Airbus total orders exceeds 3.700 aircrafts, that is to say around 7 years of production.**

The European manufacturer will support its suppliers and subcontractors and if necessary will partially substitute for the banks.

### KEY FIGURES

(GIFAS source- September 2009)  
**AERONAUTICS AND SPATIAL**

#### Defense and Security Electronics

The 2008 turnover is €37.1bn (compared to € 35.6bn in 2007) making it a 4.7 % increase on scope of consolidation.

#### FRANCE : 2008 Turnover : €37.10bn

Export turnover : €22.5bn (+3.3%)

National turnover : €14.60bn (+7.1%)

#### 2008 Orders : €48.60bn

Export: €35.90bn ( 74% of total orders)

National: €12.70bn (26%)

These figures result mainly from the civilian sector. Despite a 17% recession in 2008, there has been an average 9% increase in orders these last fifteen years.

#### SPATIAL

The Spatial sector has a €3.90bn turnover (a 22% increase) 88% of which comes from the civilian sector (mainly commercial satellites and a successful Ariane V program with 6 launchings in 2008)

### Equipment makers and subcontractors (supply chain)

#### Estimated turnover:

€10.10bn (6% growth)

(€8.96bn in 2007) 8% increase in the civilian sector and 4% recession in the military sector

Export turnover: €4.5bn (+7%) – National turnover: €5.6bn (+4%)

Estimated orders: €9bn

#### FRENCH DEFENSE : ( Department of Defense source)

2009 Budget (excluding pensions): €32.02bn (+5.4%)

Forces equipment: €17bn, a10% increase (€15.4bn in 2008)

Research and development: €3.7bn

#### EUROPEAN DEFENSE : (Excluding national budgets)

The Defense industry turnover in the UE ( Aeronautics, spatial, Electronics, ship building, engines, trucks etc) is estimated around €50bn.

To comply with Article 27 of the 6/01/1978 French Computing and Freedom Law (Loi Informatique et Libertés), companies have got a right to access, to change and modify transmitted information. (CNIL declaration n°1305445)

General terms: the information submitted online for the registration in EDASI services portal (Defense, Aeronautics, Spatial Industries candidates' and suppliers' register) are under the registered company's entire responsibility and should be used principally by Defense, Aeronautics and Spatial European and national buyers and decision-makers in the EDASI services portal: edasi.eu (et edasi.fr). Registration does not prevail over official policies and or over National and European regulations, is not mandatory and does not imply any public or private procedures awarding. The company and trademark are private and thus do not emanate from any official department. Along with the online registration, the register guarantees, with no privilege, the sending of identified tenderings and information on the various sectors. The exclusive exploitation is done by the company DIRE 'sarl au capital variable' €

37,600 - siret registration number 43863788600195, European VAT number 30438637886, Naf code 7311Z, registered office: 521, Avenue de Rome - Espace III - 83500 LA SEYNE. The register annual cost is € 580 before-tax. Registration date matches the online registration on the services network: www.edasi.eu. Translations, products files, logos etc. are not included but can be contractually purchased. This document when returned stamped and signed amounts to a definite order form according to the meaning given by the Civil Code and to an irrevocable approval of the subscribed services. The use of the company stamp by anyone who is not entitled does not constitute a cause for cancellation. Due to the specific characteristics of the register and its services, and its direct relation to the addressee companies' activities, the registered company does not get any withdrawal period. Litigations are dealt with in Toulon law courts (83). Payment must be included with the present form. The sending back of the register form implies the approval of the register general terms and processing.

*Fold as shown and send in a window envelope-standard postage.*

The register note is to be precisely and legibly filled in and sent before deadline processing along with annual payment.

Secured user account creation, processing, Information input and online, codes checking for precise browsing and alerts reception on tenderings.

The return deadline indicated allows the most advantageous information processing and the precise study of the various classifying codes required for searches and to select the appropriate tenderings

**E.D.A.S.I**  
**Défense - Aéronautique - Spatial**  
**Référencement Fournisseur**

521, Avenue de Rome - Espace III  
**83500 LA SEYNE**

**AERONAUTICS, DEFENSE  
AND SPATIAL SUPPLIERS**  
(and Candidates)

**NATIONAL REGISTER**

**E.D.A.S.I**

European Defense, Aeronautical  
and Spatial Industries

521, Avenue de Rome - Espace III  
83500 LA SEYNE  
Tel:04 94 10 56 55  
Courriel: [contact@edasi.eu](mailto:contact@edasi.eu)

**SUPPLIERS (and Candidates)  
IDENTIFICATION AND REGISTRATION**

**DEADLINE RETURN :**  
**For processing**  
(unless postal disturbances)

**IMPORTANT:**

Form must be forwarded to the head of procurements if necessary.

**IDENTIFICATION and REGISTRATION  
RECEPTION of identified TENDERINGS alerts**

**TENDERINGS**

Alerts reception  
Access to secured account and  
to identified tenderings

**Procedure:**

- Registration
- Company secured access codes sent by mail
- Input conformity and checking
- Company CPV codes selecting to receive mail alerts (up to 20 key words)

**The Annual Registration form** is intended to companies which meet (or could meet) the needs of **Defense, Aeronautics and Spatial buyers** and decision makers in any regional, National or European Procurements (Suppliers or candidates in any activity sectors).

**The Company identification and registration** enables alerts receptions for identified tenderings, the company's secured account permanent browsing and the Supplier's or candidate's information to **Defense, Aeronautics and Spatial buyers and decision makers** in any regional, National or European Procurements (Suppliers or candidates in any activity sectors) in the portal: [www.edasi.eu](http://www.edasi.eu)

**COMPANY ANNOUNCEMENT**

Company's introduction, new product or  
activity introduction, supplier's information  
(results, nominations etc)

ANNOUNCEMENT availability  
(for the registration duration)

Text (no photos) to be sent by mail to  
EDASI information service.

**Note:** Companies that supply or could supply general services (eg: equipments, office and computing, premises cleaning and installation etc and any by-services to production) are also concerned by registration.

The enlarged browsing of all-size companies (manufacturers, subcontractors, service providers) according to their needs, enables buyers to get a strict enforcement of competition rules as defined by the public procurement code (August 1 2006 decree n°2006-975): systematic claim to procurement allotting (Article 10), small and medium-sized companies quota setting at candidate level (Article 60), impossibility to eliminate a candidate on the sole basis of absence of references (Article 52).

**Information: The Department of Defense 2009 budget (Finance bill):**

The Department of Defense, major buyer and public investor, introduces a 2009 Budget directed to forces equipment with a 10% rise: € 17.10 Billion devoted to equipment acquisition (compared to € 15.37 Billion in 2008). The 146 program "Forces equipment" plans € 20.952 Billion in AE (Commitment Authorization) and €12.215 Billion in CP (Payment Credit).

For the first time, the budget is a 3-year plan (2009-2011) for a better view for Armies concerning their actions. In addition, the Loi de Programmation Militaire LMP (Military Program law) for 2009-2014, enables Armies to adapt their size and equipment according to defined objectives. It will specially serve to finance the 14 Rafale planes, the 8 Tigres helicopters, the second air defense Horizon Frigate as well as the 96 infantry combat armored vehicles expected to be delivered in 2009. A 25% rise will be directed to outside operations. This Finance bill was established in order to follow France defense strategy as defined in the White Book. It is also indicative of the Department of Defense involvement in the general review in Public policies (RGPP) which aims at increasing all the governmental Departments' efficiency.

The 2009 Defense budget confirms the government's willingness to give France the necessary resources for its Defense issues, particularly thanks to the Department's modernization which enables to make funds available which are necessary to a sustained equipment and staff conditions improvement policy.

The Department of Defense also keeps investing in Research and Development (R&D), financed already up to 10% in France. Efforts are mostly done in deterrent, Forces and territory protection as well as Intelligence mastering.

More information on the portal: [www.edasi.eu](http://www.edasi.eu)

**IMPORTANT:** The notified return date is essential to top processing, online inputting and adapting to the various classification codes needed for the browsing and the company secured personal account creation.