

9th ECALAS International Aerospace Seminar
Linköping, Oct. 6-7th, 2005



**Asian perspectives & new challenges
for the European Aerospace Industry**



**ECATA
ALUMNI
ASSOCIATION**

**Organized with the support of
ECATA and SAAB Technologies**

ECALAS Alumni Association ECALAS (key figures / events)



➤ 9 ECALAS follow-up international seminars organized since 1996 :

- Hamburg (1996) : Educational needs in European aerospace companies in changing scenario
- Paris (1998) : How EU aerospace industry will adapt through new products & structures to face recent evolutions in US aeronautical industry ?
- Warton / Broughton (1999) : Civil & military aircraft customer values & requirements
- Naples (2000) : How do we keep with change in Aerospace Industry ?
- Munich - Manching (2001): Maintenance, future aerospace after-sales business
- Bordeaux (2002) : Transatlantic Cooperations
- Lisbon (2003) : Extended Enterprise – Risk Sharing Partnership
- Sevilla (2004) : Synergies between Civil & Military Approaches in Aerospace

9th Seminar

- Linköping (2005) : Asian perspectives & new challenges for European Aerospace Industry

- Toulouse (10th Seminar) : Aerospace Industry globalization : New challenges & Skills Development for International Program Management (Oct. 5-6th, 2006)

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Asian perspectives & new challenges for the European Aerospace Industry

The ECALAS 9th International Aerospace Seminar aims to :

- deal with issues on which the European Aerospace industry needs to keep up in order to improve its competitiveness in front of the growing pace of Asian region economics, market environment
- give an insight in aerospace companies policy and strategy for addressing the Asian challenges
- address benefits and risks for further development of co-operations and partnerships and related issues like : Intellectual property, technology transfer, ...
- provide an overview of opportunities for the European Aerospace Industry linked to the increasing power of Asian region in technological & aerospace products development, ...
- assess impact on fast evolving procurement & supply chain environment, ...
- enable to exchange on best practices to gain competitive advantage by expanding towards Asia ...

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Linköping, Oct. 6-7th, 2005 – Agenda (Day 1)



Oct. 6th, 2005 : ***Location : Hotel Ekoxen - Linköping***

09:30 – 12h00 *ECALAS General Assembly (for ECALAS alumni only)*

12:15 Lunch in Hotel Ekoxen (ECALAS Alumni, Speakers, ECATA members, ...)

13:30 Seminar registration

14:00 Seminar opening & introduction

- J-L Galvani - ECALAS President

- Summary EADS YMC Conference : Asia and the Global Aerospace & Defence Industry

Sandra Deimer (Airbus Germany) – Gunnar Heinze (Eurocopter Germany)

14:30 - Market perspective in Asia – Kjell Möller, Head of Saab Industrial Cooperation

- Marc Bertiaux - Airbus SAS - Vice-President Industrial Cooperation China

16:15 Coffee Break

16:30 - Offshore Engineering towards Higher Competitiveness for the European Aerospace Industry - Dr. Wolfgang Höhn Managing Director - Atena India Private Limited

17:15 Closing of Day 1

18:00 Bus transportation and guided tour to Linköping Flight Museum

20:00 ECALAS Dinner



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Linköping, Oct. 6-7th, 2005 – Agenda (Day 2)



Oct. 7th, 2005 : ***Location : SAAB Aerospace - Linköping***

08:30 Bus Transportation from Hotel Ekoxen to SAAB Aerospace facility

- 09:00 - Insight into Japanese Aerospace Industry - **J. Saniger-Pare (EADS Corporate Research Centre)**
- Bridging the two worlds - **Dr. Xinhua Wu (University of Birmingham)**
- EADS Partnerships policy in Asia (Singapore, China, ...) – **Denis Gardin (EADS Vice President - Head of Science and Technology Partnerships)**

10:45 Coffee Break

11:00 - Which ways to make R&D in China ? – **F. Chopard (Arendi Consulting)**

11:45 **Panel discussion (All speakers + moderator)**

12:15 Seminar closing

12:30 Lunch

14:00 **Introduction of SAAB Aerospace & Linköping facilities**
Visit : Gripen assembly line, aircraft parts manufacturing, ...

15:45 Bus Transportation to Linköping Airport or Hotel Ekoxen





Feedback and quotes from participants

- **Adding value to participant due to high level and useful content & combination of the different presentations and quality of exchange during the 2 days.**
- **Wide range of aspects addressed :**
 - ✓ **offsets trends in Asia,**
 - ✓ **industrial partnerships development and implementation,**
 - ✓ **identification of new opportunities (e.g. EU/China)**
 - ✓ **success factors for competitive advantage benefits,**
 - ✓ **issues and recommendations in collaboration with Asian countries,**
 - ✓ **geo-political context and stakeholders influence,**
 - ✓ **lessons learned, companies policy in R&T cooperation,**
 - ✓ **region and countries R&D landscape,**
 - ✓ **current practices and sharing experience on industrial & business approach towards this region.**

„It was a very interesting mix of speeches including first-hand experiences about doing business with Asia“

“I enjoyed meeting the ECALAS members during the seminar and have seen some interesting presentations”