

## Conference Program

### → **Overviews of Foreign Aerospace Markets**

#### ▪ **OEMs Procurement & Supply Chain Policies**

*Conference room n°7 on the 4th floor in the Main Hall*

Conference language: English/Japanese with real-time interpretation

### OCTOBER 11, 2012

10:00am – 10:30am	Welcome & Registration
10:30am – 11:30am	<p>→ <b>How Korea-Japan can cooperate in the aerospace industry field</b></p> <p>Mr. Choon Young (Peter) SONG, Ph.D., Research Fellow, Korea Aerospace Policy Research Institute, Korea Aerospace University</p> <p>Even though Korea and Japan are neighboring countries, there hasn't been much interchange in aerospace industry field. The representative aerospace organization in Korea, Korea Aerospace Industry Association (KAIA), has studied cooperation ways between Korea and Japan with Korea Aerospace University (KAU). Based on the study, after summarizing the history and present situation of aircraft and space industries of both countries, we would like to propose possible alternatives to draw cooperation ways for both countries at the basic level.</p>
11:35am – 12:10pm	<p>▪ <b>EADS/Airbus Global Sourcing</b></p> <p>Mr. Antoine GAUGLER, Head of Country Sourcing Office – North East Asia, European Aeronautic Defence and Space company (EADS)</p> <p>With a target of sourcing 40% outside Western Europe by 2020, EADS has identified global sourcing as one of the leading long-term objectives for the Group. To promote this globalization of EADS' sourcing footprint, an integrated EADS Airbus Global Sourcing Network (GSN) has been created. The Europe-based GSN central team operates Country Sourcing Offices in strategic regions such as North East Asia.</p>
12:15pm – 12:45pm	<p>▪ <b>Avio Corporate Purchasing</b></p> <p>Mr. Paolo SCIASCIA, Scouting and New Sources Integration Manager, Avio</p> <p>Avio is a worldwide leader in the aerospace industry with one of the richest histories in the aerospace world. Founded in 1908, only five years after the first flight of Wright brothers, Avio has developed into one of the more important players in aerospace propulsion, with a history of continuous research, development and improvement of its own products and services. The presentation will introduce the Corporate Purchasing organization and policy, focusing on the Scouting and Integration of new suppliers, describing the process from the search of new worldwide sources to the qualification of companies and products within the Avio system.</p>
12:45pm – 01:25pm	Break
01:25pm – 02:30pm	<p>→ <b>Québec Aerospace, a Vital and Wide Ranging Sector</b></p> <p>Mr. André BAZERGUI, Special Advisor to the President and CEO, Consortium for Research and Innovation in Aerospace in Québec (CRIAQ)</p> <p>Mr. Mohan PATEL, Japan Representative, Investissement Québec (IQ)</p> <p>The Québec aerospace industry is composed of world-class manufacturers, renowned OEMs, top-notch subcontractors and suppliers, prestigious and unique educational institutions that train a skilled and highly competitive workforce, and prominent research centres. It is also</p>

	<p>home to the headquarters of international organizations such as the International Air Transport Association (IATA), the International Business Aviation Council (IBAC) and the International Civil Aviation Organization (ICAO).</p> <p>This concentration of key players from the aerospace industry's corporate, academic, scientific and association sectors gives the region an exceptional industrial and research capability. With 98% of Québec's aerospace activity concentrated in Greater Montréal, the region is one of the world's leading aerospace centres, along with Seattle and Toulouse. The region definitely offers interesting opportunities for business and R &amp; D collaborations.</p>
<b>02:35pm – 03:05pm</b>	<p>▪ <b>Procurement Measures and Policies of Kawasaki Heavy Industries, Aerospace Company</b></p> <p>Mr. Hisashi SUGITANI, General Manager – Material Department and Manufacturing Division, Kawasaki Heavy Industries, Ltd</p> <p>Firstly, Kawasaki Heavy Industries will introduce its organization, history and main products. Secondly, KHI will explain its procurement amount in 2012, procurement policies, cost down activities and supply chain management policy.</p>
<b>03:10pm – 04:15pm</b>	<p>➔ <b>Malaysian Aerospace Industry Outlook</b></p> <p>Mr. Shamsul Kamar ABU SAMAH, Head, Aerospace / Advanced Material, Malaysian Industry - Government Group for High Technology (MIGHT)</p> <p>The development of Malaysian Aerospace Industry is guided by the National Aerospace Blueprint. Through Malaysian Aerospace Council, the Government endorsed strategic initiatives to further accelerate the local industry development. The presentation of Malaysian Aerospace Industry Outlook will highlights among other the background of Malaysian Aerospace Industry, the structure of the industry &amp; main players, recent industry development and Government initiatives. In addition, the presentation will also address the opportunities in Malaysia particularly in the area of investment and industry collaboration.</p>
<b>04:15pm – 05:15pm</b>	<p>➔ <b>Overview of UK Industry</b></p> <p>Mr. David SCOTTER, Director - Events and Market Development, ADS</p> <p>The UK aerospace sector is a successful, vibrant, high value high technology engineering, manufacturing and service industry that generates good returns to all its stakeholders. With over £20 billion per annum in value added revenue and employing over 100,000 directly, and over 220,000 indirectly, the industry is one of the UK's largest exporters adding around £2.8 billion annually to the UK balance of trade and involves around 2600 companies across all regions of the UK. A characteristic of the industry is its large scale need for a broad range of high value skills and disciplines, from engineering and science, production, service, training and financial skills at all levels. As an industry, it has proved resilient through numerous cycles and has proved so again as it maintained deliveries and revenues as a sector through the recent global economic recession.</p>