



CONVENTION

OCT 31, 2016 | ORLANDO



“40+

FRENCH & NORTH AMERICAN
AEROSPACE COMPANIES WILL
BE GATHERING IN ONE PLACE”

HYATT REGENCY GRAND CYPRESS

DISCUSSIONS PANELS – B TO B MEETINGS – NETWORKING



NAFAN CONVENTION

THE EVENT

The NAFAN Convention, held every two years, is a major event gathering French aerospace companies wishing to expand their activities in North America. This event will foster networking and the exchange of best practices among French aerospace companies. The NAFAN Convention gives you a unique opportunity to showcase your organization to French leading aircraft manufacturers.

The 2016 NAFAN Convention will be held on **Monday, October 31**, in Orlando, at the **Hyatt Regency Grand Cypress** (1 Grand Cypress Blvd, Orlando, FL 32836).

This event will take place the day before the NBAA 2016 Convention (National Business Aviation Association), one of the world's largest and most important business aviation events, attended each year by over 1,000 companies.

- The NAFAN convention will feature:
- **Discussions panels** on M&A and organic development in North America
 - **B to B meetings** with NAFAN Members (Airbus, Airbus Helicopters, Safran, Zodiac...), North American & Latin American companies, economic development agencies, states representative, lawyers, financial experts, HR specialists...
 - **Networking reception**

*Please note that a participating fee of **\$250 per person** is required to cover the event expenses.*

ORGANIZERS

NAFAN is a network of French aerospace companies in North America. Created by GIFAS and BUSINESS FRANCE, the NAFAN serves two main purposes: uniting French aerospace companies in North America, and informing its members of the North American aerospace market trends.

The NAFAN comprises more than 155 registered members.

GIFAS (French Aerospace Industries Association) has 369 members, from major prime contractors and system suppliers to small specialist companies. Covering the complete range of aerospace activities, GIFAS is the voice of this industry in France and worldwide.

BUSINESS FRANCE NORTH AMERICA assists French companies searching for potential partners in the United States and Canada. A multicultural team informs French entrepreneurs about the conditions to access the U.S. and Canadian markets and advises them on how to develop their business locally.

THE FRENCH AEROSPACE INDUSTRY IN NORTH AMERICA

KEY FIGURES

- **USA 1st commercial partner**
- **242 French subsidiaries**
 - 199 in the USA
 - 59 in Canada
- **410 locations**
 - 338 in the USA
 - 72 in Canada
- **40 000 employees**
 - 35,000 in the USA
 - 5,000 in Canada



CONVENTION AGENDA*

7.30 - 8.00 AM		ATTENDEES REGISTRATION - BREAKFAST
8.00 - 8.15 AM	OPENING REMARKS	GUEST SPEAKER TBC
8.15 - 9.00 AM	ROUNDTABLE	PARTICIPATING COMPANIES' PRESENTATION
9.00 - 10.00 AM	DISCUSSION PANEL	« MERGER & ACQUISITION » IN NORTH AMERICA Feedback from French SMEs assisted by legal and financial experts <u>Moderator:</u> Bernard TEYCHENE <i>President, North America Committee - GIFAS</i> <i>SVP North America, Pacific & Japan –Safran</i> <u>Speakers:</u> <ul style="list-style-type: none">• Frédéric LESCURE, <i>CEO – Socomore</i>• Patrice GAUVIN, <i>CEO – Gauvin Inc Corporate Development</i>• Antoine GUILLAUD, <i>General Manager – IMS</i>• M&A attorney, <i>speaker TBD – K&L Gates</i>
10.00 - 10.20 AM		BREAK
10.20 - 10.30 AM	CONFERENCE	INTRODUCTION TO SELECT USA
10.30 - 11.30 AM	DISCUSSION PANEL	« ORGANIC GROWTH: LOCATION, LOCAL SUPPORT, HUMAN RESOURCES MANAGEMENT » Feedback from French SMEs assisted by HR experts and Aerospace incubator directors <u>Moderator:</u> Cédric POST <i>International Affairs Deputy Director – GIFAS</i> <u>Speakers:</u> <ul style="list-style-type: none">• François CHOPARD, <i>Founder – Starburst Accelerator</i>• Sébastien FAGES, <i>VP ETIQ – Groupe Eurogiciel</i>• Jean-Christophe LE FEUVRE – <i>CEO - Piana HR</i>• Patrick MITCHELL, <i>Chairman – Satinox Assemblage</i>• Karel VOLOT, <i>President & CEO – Dedienne Aerospace LLC</i>
11.30 - 11.40 PM	CONFERENCE	HOW TO PRESENT YOUR SME IN NORTH AMERICA - ELEVATOR PITCH INTRODUCTION
11.40 - 11.50 PM	CONFERENCE	NAFAN & BUSINESS FRANCE 2017 PLANNING
11.50 – 12.00 PM	CONFERENCE	INTRODUCTION TO ALABAMA STATE & MOBILE AIRPORT



CONVENTION AGENDA*

12.00 - 1.30 PM		<i>LUNCH</i>
1.30 - 5.00 PM	B TO B MEETINGS	One-on-one meetings with NAFAN Members (Safran, Airbus, Airbus Helicopters, Zodiac,...), North American & Latin American companies, economic development agencies, states representatives, business attorneys, financial experts, HR specialists...
5.30 - 8.00 PM		<i>NETWORKING RECEPTION WITH NORTH AMERICAN AEROSPACE INDUSTRY EXECUTIVES</i> <u>VENUE:</u> SEASONS 52 7700 Sand Lake Road Orlando, FL 32819 A shuttle will bring participants to the Seasons 52 from the Hyatt Regency Grand Cypress

* All discussion panels are composed by a broad range of French SMEs with experience on the North American market

** Preliminary agenda subject to change

CONTACT INFORMATION

For more information regarding the 2016 NAFAN Convention, please contact:

Pierre CANITROT

Phone: +1 312 928 9402

Email: pierre.canitrot@gifas.fr

