



## ADM SEVILLA 2012 PROGRAM

### Monday the 14th of May 2012 – AEROPOLIS

Moderator of the conferences: Fernando Doblas - Communication manager of the European Space Agency (ESA)

**15:00** Welcome & Registration of the participants

**15.15** **Opening Speech** addressed by the H.E. Mr. Minister of Economy, Innovation, Science and Employment of Andalusian Government

**15.30** Conference by Mr. Pedro Duque, European Space Agency (ESA)

**16.00** Coffee break & Networking

**16.20** **SESSION 1**

**Present and future of the Aerospace Sector in Spain:  
Main activity fields and concentration processes in view of the new forms of contracting.**

**- Panorama of the Spanish aerospace market**

*Mr. Julián García Vargas, President of Tedae. Moderator*

**- System integration and aerostructures**

*Mr. Domingo Ureña, President of Airbus Military*

**- Equipment and systems**

*Mr. Carlos Suárez, CEO of Indra*

**- Engines**

*Mr. Ignacio Mataix, CEO of ITP*

**- Market concentration and international development business**

*Mr. Iñaki López Gandásegui, President of Aernnova Aerospace*

**- Institutional support for the industrial mergers processes**

*Representative of Alestis Aerospace*

**- Growth and market concentration through mergers and acquisitions**

*Mr. Ginés Clemente, CEO of Aciturri*

**- Maintenance & Repair**

*Mr. José Luis Ruiz de Castañeda, CEO of Iberia Mantenimiento*

**17.50** Break

**18.00** **SESSION 2**

**- How to do business with International equipment manufacturers**

**-EADS**

*Alberto Badaya García, Vicepresidente Procurement & Supply Chain*

**- New source selection and integration: The Avio Strategy**

*Mr. Paolo Sciascia, Scouting and New Sources integration manager, AVIO Corporate Purchasing*

**- Latecoere Group**

*Serge Angevin, CEO*

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**19.00 SESSION 3**  
**How to do business with Spanish Prime Contractors ?**

**- Airbus Military**

*D. Alberto Badaya García, Vicepresident, Procurement & Supply Chain or D. Raul Bueno, Procurement Aerostructures Director Airbus*

**- Aernnova Aerospace**

*D. Iñigo Aldabaldetrecu, Procurement Director*

**- Alestis Aerospace**

*D. Juan Calero, Operations Manager*

**- Aciturri**

*Procurement Manager*

**- Iberia Mantenimiento**

*D. César Hernández Jiménez, Company manager*

**19.50 Video "Invest in Andalucía"**

## **Tuesday the 15<sup>th</sup> of May 2012 – FIBES Exhibition Center**

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**08.30** Welcome at FIBES exhibition Center

**09.00** One to One Business meetings & Workshops

**10h10-10h40: Achieve Program Excellence. Consolidate. Reuse. Automate. Control**

*Thierry De Bernouis, Program Development Excellence Solution Experience Director, DASSAULT SYSTEMES*

**10h45-11h15: Financial, legal, fiscal matters and support to invest in Andalusia**

*Moderator: Vanessa Guerrero, Investor Service Manager, Invest in Spain*

*Legal environment for the aerospace industry*

*Inés de Alvear, Lawyer and main partner, Uría Menéndez*

*Financial support for the investment*

*Francisco Jiménez, European programs and international partnership Director, Invest in Andalusia*

*Juan Francisco Reyes Sánchez, EU FP7 National contact point for Aeraunotics. Centro para el Desarrollo Tecnológico Industrial*

**11h20-11h50: Investment Opportunities in Andalusia**

*Moderator: Francisco Alvaro, Director de Inversiones Estratégicas, IDEA*

*Why investing in Andalusia? Advantages to invest*

*Elena Gallego, Investments Attraction Deputy Director, IDEA*

*Investment opportunities, agreements with airports and UAVs*

*Juan P. Vela, CEO, CATEC*

**11h55-13h00: The Supply Chain in the Aerospace Sector key to success**

*Manuel Galán, Logistic Director, Airbus Military*

*Salvador Ribalta Chordá, Business Director Automotive & Industry Spain, DHL Supply Chain*

*Pedro Rodrigo Nieto, Key Account Manager, DHL Express*

*José Manuel Jimenez Gutierrez, Aerospace & Military Sector Head, DHL Global Forwarding*

**12.30 Opening Ceremony**

**13.00** Lunch

**One to One Business meetings & Workshops**

**14h30-15h00: Morocco: an outstanding platform for the aerospace development**

*Aziz El Atiaoui, Business Manager Spain, Invest in Morocco*

*Aref Hassani, Marketing & Development Director*

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**15h05-15h35 : The 2nd phase of the Aerospace Industry in Mexico: what has been achieved and what is to come**

*Marcelo Funes-Gallanzi, President, Mexican Federation of the Aerospace Industry*

**20.00 Cocktail at Abades Triana Sponsored by Caja Granada, Cajamar & Grupo Abades.**

## Wednesday the 16<sup>th</sup> of May 2012 – FIBES Exhibition Center

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**08.30** Welcome at the FIBES exhibition center

One to One Business meetings & Workshops

**10h00-10h30: The Aerospace Andalusian company that quotes**

*Rafael Conteras Chamorro, CEO, Carbures Europe*

**10h35-11h05: New Tunisia, New Opportunities for the aerospace sector**

*Amina Mkada, Director, FIPA Tunisia in Madrid*

**11h10-11h40: How the aerospace companies invest in innovation to increase the productivity?**

*Christophe Mazeaud, Business Consultant, Software, Siemens Industry*

**13.00** Lunch

One to One Business meetings & Workshops

**15h10-16h50: Opportunities in Canada's Aerospace Industry**

*Les Aalders, Executive Vice President, Air Transport Association of Canada (ATAC)*

## Thursday the 17<sup>th</sup> of May 2012

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**09.00** Start by bus of the visits of industrial sites

- Final Assembly Line of the A400M
- Center for Advanced Aerospace Technologies (CATEC)
- Selected companies ubicated in Aerópolis technological park, La Rinconada (Sevilla)

Navair  
Sofitec  
Inespasa  
TEAMS  
Aernnova Andalusia  
Alestis Aerospace  
MDU

- Selected companies ubicated in TECHNOBAHIA technological park, Puerto de Santa María (Cádiz)

AIRBUS Military (Centro Bahia de Cadiz)  
Carbures

**11.00** Opening Ceremony of the Suppliers Village at Aeropolis, Technological Park of Andalusia

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