

IFCCI Aerospace & Defence Committee

Minutes of the Meeting no. 4

Date: Friday 8th November 2019

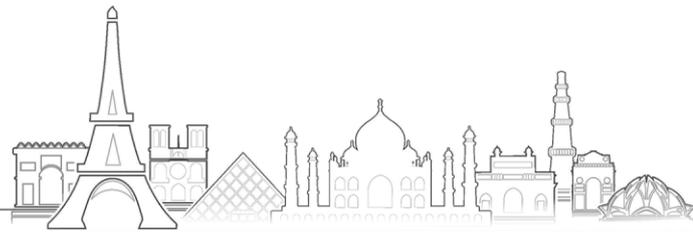
Venue: Novotel Candolim, Goa

Participants Present:

1. Chairman: Mr. Emmanuel De Roquefeuil, VP & Country Manager – **Thales Group**
2. Vice-Chairman: Mr. Marc De Laet, General Manager – **Sphera India**
3. Vice-Chairman: Mr. Ashish Saraf, Managing Director – **Airbus Helicopter**
4. Mr. Hervé Maniere, Deputy Defence Attaché, **Embassy of France in India**
5. Mr. Bertrand Leroi, Business Manager – **GIFAS**
6. Mr. Aurélien Sostaponti, Head of Industries & Cleantech, **Business France**
7. Mr. Kapil Borkar, VP Strategic Programs, **Kineco Kaman**
8. Mr. Shekhar Sardessai, Chairman & MD, Kineco Kaman
9. Mr. Kunal Bajaj, CEO, **SMAST Motherson**
10. Mr. Maxence Pouamere, CEO, HE MRO
11. Mr. Pierre Dickeli, CEO, **Safran**
12. Mr. Eddy Colomar, Country Manager India, **Roxel**
13. Mr. Delano Furtado, Partner, **Trilegal**
14. Mr. Vinod Mathews, Managing Director, **Captronic Systems**
15. Mr. Clement Ribeau, Managing Director, **Atherm**
16. Ms. Yohann Samuel, Regional Director – **IFCCI**
17. Ms. Payal Kanwar, Director General, **IFCCI**

The vice-chairman of the committee **Mr. Marc De Laet**, gave the welcome note before setting up the context of this meeting and introducing the new core committee members and the broader agenda for the day.

The floor was then opened first and foremost to the French institution present on the day such as the Deputy Defence Attaché of the Embassy of France in India, GIFAS and Business France and IFCCI. Mr. Herve Manière from the Embassy of France presented his role of being the interface between industries and the embassy, Business France presented their role in supporting French companies entering the Indian market, GIFAS in their role of supporting French aeronautics companies in India, and finally IFCCI in the broader objective of creating the Defence & Aerospace committee and its mode of functioning.



This was followed by individual introductions of each and every participant present at this meeting, whom not only presented themselves and their activities, but also for some of them, gave ideas and suggestions of activities to be conducted for the D&A Committee, and how they can benefit from it.

The Co-Vice-Chairman of the committee, Mr. Ashish Saraf introduced the idea of creating a select number of focus groups. These focus groups will gather smaller groups of companies dealing with similar issues or interested in tackling similar topics within the Defence & Aerospace sectors with the 2 main missions remaining that of advocacy and business development.

The Chairman of the committee, Mr. Emmanuel De Roquefeuil who is also the Vice-President of IFCCI Delhi, then joined the meeting and introduced himself as well as his vision and goals for this committee.

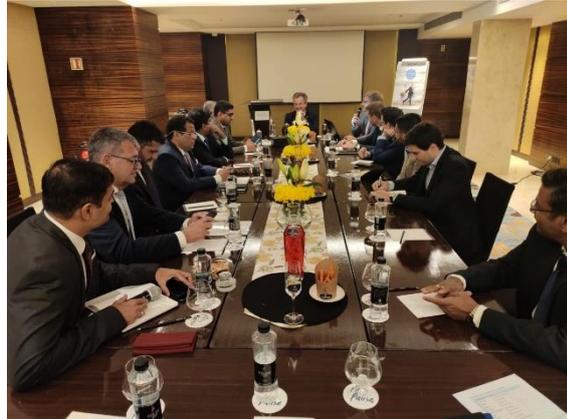
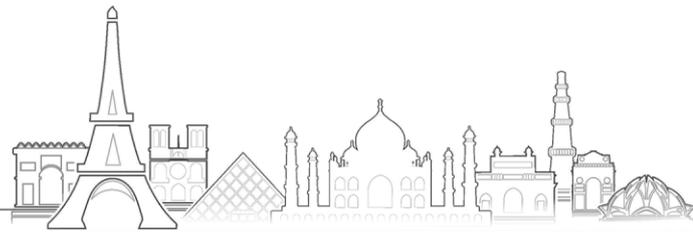
Our chairman insisted on the fact that this platform should be a bilateral one and include as many relevant Indian players as French ones.

Secondly, this platform should present a real business development opportunity, especially for SMEs' looking at the possibility of becoming part of the big players supply chain.

To conclude this session, which was a first introductory meeting with the new committee leadership, many potential outcomes for this committee were proposed by all members present. All company heads present have best practices to share with each other which should be the case going forward in future meetings. The inclusion of an Indian institution such as FICCI is also something very important to take into consideration for future meeting (the Co-Chairman Mr. Anand Stanley will help with this). Another topic of interest would be tackling the subject of training which is essential in the country and the difficulty in finding and retaining skilled technicians (Hardware engineers, manufacturing, etc..) This could indeed lead to potential partnership between Indian and French engineering schools.

For future meetings, once the focus groups in place, monthly meeting can be scheduled along with broader committee meeting to take place every 6 to 8 weeks and by rotating from city to city (mostly between Bangalore and Delhi to start). The idea of site visit followed by discussions is also one that is welcomed and opened to be proposed by members of this committees willing to host and organise relevant site visit to their facilities.

The charter document of the IFCCI D&A Committee will be reworked and sent to all its members very soon once finalised.



Next meetings: The Committee will meet in January in New Delhi to discuss the above items and related actions (eg, content, structure of document) - *date/ time to be decided.*

The committee will also meet in February, on the side-lines of **DefExpo 2020** in Lucknow, and the time/ venue for the same will be finalized shortly. The proposed meeting/session will be co-organised in partnership with GIFAS and SIDM.

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