Business mission to Montréal/Ottawa
6-10 November 2017

Organized by: Hamburg Aviation
OVERVIEW

// Aéro Montréal

// Business mission
   // EACP ABROAD
   // Draft Agenda
   // AIAC Conference
   // Framework programme
   // Timetable
   // Costs

// Target market overview
   // Economy
   // Aviation industry

// Next Steps

// Contact
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CLUSTER AERO MONTRÉAL - OVERVIEW

- **Four core companies** (Bombardier, Bell Helicopter Textron Canada, CAE, Pratt & Whitney Canada)

- **15 system suppliers and MRO´s** (Stelia, Esterline, GE Canada, Héroux-Devtek Inc., L-3 Communications MAS (Canada) Inc., Lockheed Martin Canada, MDA, Mecachrome Canada, Messier-Dowty, Rheinmetall Canada, Rolls Royce Canada, Sonaca NMF Canada, Goodrich, Thales, Turbomeca)

- Over 200 suppliers

- 40,000 jobs

- 19 billion CAD revenue (2015) in Canada

- Around 55% of Canada’s total sales of aviation

- 70% of all R&D activities in the aviation sector

- Excellent promoters of R&D (**CRIAQ**, **CARIC**, **GARDN** etc.)

- Two technical colleges, two universities of applies sciences and five universities with special education in the aerospace sector

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Aerospace capability of Québec industry

- Lightweight aircraft
- Commercial helicopters
- Business and regional jets
- Small turbine engines
- Simulating and modeling technologies
- Aerospace telecommunications
- Military and commercial landing gear systems
- Maintenance and repair of commercial and military aircraft

Source: MDEIE, AIAC and Ir.
ABROAD = ACTIVITIES AND BUSINESS FROM REAL OPPORTUNITIES FOR AEROSPACE DEVELOPMENTS

COSME project

24 months (Jan ’16 - Dec ’17)

75% funding (approx. 500,000 €)

6 partners, yet benefitting all EACP members
AIAC CONFERENCE

AIAC = Aerospace Industries Association of Canada

- For more than 50 years
- Focus: Innovation, Supplier Development, Space, Civil Aviation, Space, Defence, Manufacturing, Small Business, Labour Market, International Business Development

Conference 7-8 November in Ottawa

- Topic: *Global Perspectives on Aerospace Innovation & Technology*
- 2 day conference
- B2B meetings (organised by Onlinetool)
- Annual Canadian Aerospace Reception and Dinner
- Attendees: +1,200 PARTICIPANTS, +100 EXHIBITORS, +30 SPEAKER
- Fee: starting at 445,- €
FRAMEWORK PROGRAMME

- **Company visits**
  - Requests (potential cooperation partners, customers, suppliers, …)
  - Planning in consultation with the cluster
  - Last times: Bombardier, STELIA, CAE, Liebherr, …

- **Information events**
  - Research institutions
  - Universities
  - Business development

- **B2B**
  - On the AIAC Conference
  - Support on individual approaches (in case of concrete requests)

→ together with other European aviation players
## TIMETABLE

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
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<tbody>
<tr>
<td>Sunday, 05 NOV</td>
<td>Individual arrival in Montréal</td>
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<tr>
<td>Monday, 06 NOV</td>
<td>Info Day in Montréal</td>
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<td>Tuesday, 07 NOV</td>
<td>AIAC Forum in Ottawa incl. B2B</td>
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<td>Exclusive accompanying program tailored to the business mission with company visits, info events, and networking dinner</td>
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<td>Wednesday, 08 NOV</td>
<td>Journey to Montréal &amp; Bombardier visit (tbc)</td>
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<tr>
<td>Thursday, 09 NOV</td>
<td>Company visits (according to wishes from participants)</td>
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<tr>
<td>Friday, 10 NOV</td>
<td>Individual departure</td>
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COSTS

// Travel costs:
// Flight approx. starting from 750,- €
// Hotel approx. 120,- €/night
// Logistics (Train approx. 80,- € + potential cab cost approx. 50,- €)
// Participation at AIAC conference starting at 445,-€ (more info next slide)

// Financial support
// EACP ABROAD max. up to 1.400,- € for SME for travel costs:
// Up to 249 employees and an annual turnover of max. 50 mio. € or
// balance sheet total of maximum 43 mio. €
// Limited Voucher from AIAC:
// In the value of 50% of incurred travel costs (max. 750 CAD / flight ticket)
// First come – first serve
// Only one Person per company
// You may only register after booking
NEXT STEPS

Participation at the business mission
- Wishes for specific visits, presentations, etc. until 15. OCT
- Early bird discount for events until 08. OCT
- Wishes for concrete B2B until 10. OCT
- Later registration is also possible, however it will be more difficult to realise individual requests and AIAC more expensive
- Independent booking of flight & hotel

Participation at the AIAC Conference (costs: http://aerospacesummit.ca/register)
- Application & Registration via Hamburg Aviation
- Participants can decided whether to have a booth or to attend without a booth
  - Without a booth: 585,-€
  - With booth: 1.020€ if alone
  - Joint booth min. 8 participants: 445,-€

Registration here: Eventbrite

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IMPRESSIONS
CONTACT

Business mission in November 2017

Anna Maaßen
Anna.Maassen@hamburg-aviation.com
+49 40 227019-478