



Creating long-term value in Poland

SPACE SECTOR FORUM POLAND 2018

ThalesAlenia
a Thales / Leonardo company Space



A COMMITTED PARTNER TO DELIVER CUTTING-EDGE SOLUTIONS

A WORLD PLAYER IN EACH OF THE SPACE MARKETS



TELECOMMUNICATIONS

FIXED / MOBILE
BROADBAND
DUAL / MILITARY
SECURED



OBSERVATION

CLIMATE CHANGE
METEOROLOGY
OCEANOGRAPHY
INTELLIGENCE
SURVEILLANCE



NAVIGATION

LOCALIZATION
AERONAUTICAL
COMMUNICATIONS
DATA COLLECT



EXPLORATION / SCIENCE

PLANETOLOGY
FUNDAMENTAL PHYSICS
ASTRONOMY
HUMAN SPACEFLIGHTS
SPACE TRANSPORTATION
SYSTEMS

PRESENT IN COMMERCIAL , NATIONAL AND INSTITUTIONAL (ESA & OTHER AGENCIES) MARKETS
A EUROPEAN AND INTERNATIONAL PARTNER



A GROWING EUROPEAN INDUSTRIAL FOOTPRINT

15 SITES IN EUROPE



June 2015:

- TAS inaugurated activity in Poland with **local office**
- Strategic Agreement with **SCNTPL**
- Membership in the **Polish Platform of Space Employees**



COMPETITIVENESS AND INNOVATION AT THE HEART OF THALES ALENIA SPACE



Competitiveness and Innovation are mandatory to create a sustainable Space Industry which can address Institutional AND Commercial Market

TAS Cooperation and Partnership Experience and Culture

Since decades, Thales Alenia Space has developed a wide culture of partnership and cooperation, in telecommunication and Observation export programs. This successful experience includes various areas:

- Tutorial and On-the job Training for design and/or production (Argentine, Brazil, Indonesia, Korea, Turkey...)
- Co-engineering at satellite level (Turkey...)
- Industrial and commercial partnership (Brazil...)
- Indirect offset thanks to a dedicated Thales Group structure
- Specific transfer of production know-how and means (UK, Spain, Norway, Switzerland, Belgium, Turkey...)

PARTNERSHIP WITH POLAND IS GOING ONE STEP FURTHER

Training

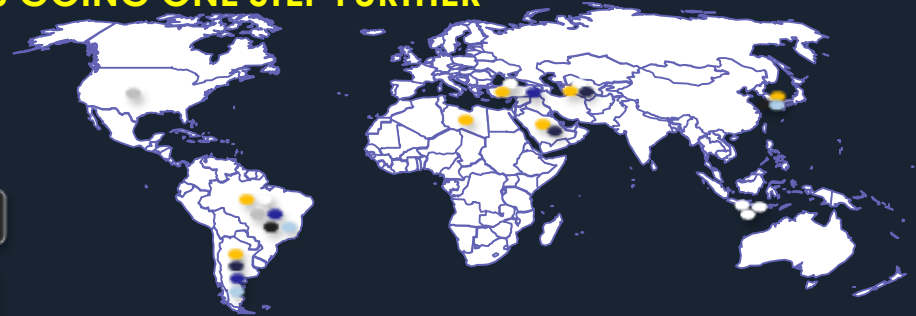
Training "On the Job"

Cooperation with Customer

Consultancy & assistance

Local subcontracting

Technology transfer



Opening the Doors for Space Industry

- **Poland has joined European Space Agency in 2012**
- **Supporting Polish Industry development in Space Sector since then:**
 - **January 2013:** first workshop with 40 companies, 10 research institutes
 - **March 2013:** selected first partners for the joint projects
 - **April 2014:** more advanced projects with same partners and qualified additional ones – over 20 contracts for industrial development and research
 - **March 2015:** cooperation agreement with Warsaw Technical University to develop technologies for space sector
 - **June 2015: Creation of TAS Polska**
 - **Since 2015:** Technology transfer of Composite processes



TAS ambition in Poland

- Thales Alenia Space in Poland: **The demonstrated commitment of a European & International LSI to support the local Polish Space industry in its route to independence, in partnership with Polish Administration and key local industrial players**
- Local presence: **A Polish entity as an enabler of Polish industry growth in Institutional and commercial markets, in search of win/win partnership leveraging strong ToT/ToK**
- **A ready Roadmap for Growth of Polish Space Industry, and the best vehicle to prepare Polish Space Companies to embark on future major institutional and commercial markets**



Thanks for
your attention



in **Poland**

