



*A **Worldwide Market Player**
A **Reference Partner** for our Customers
Ready to Comply with New Customer High Level Requirements*

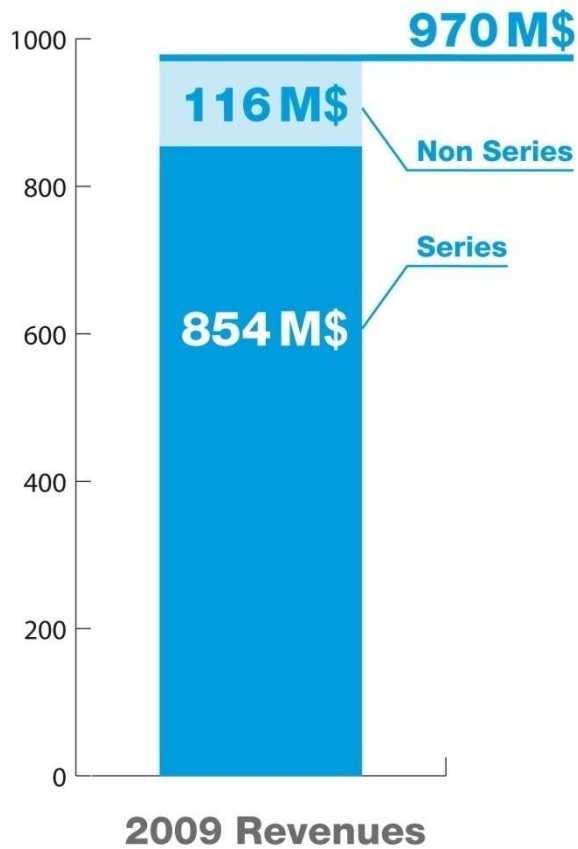


A Start-up Spirit with 90 Years of Excellence



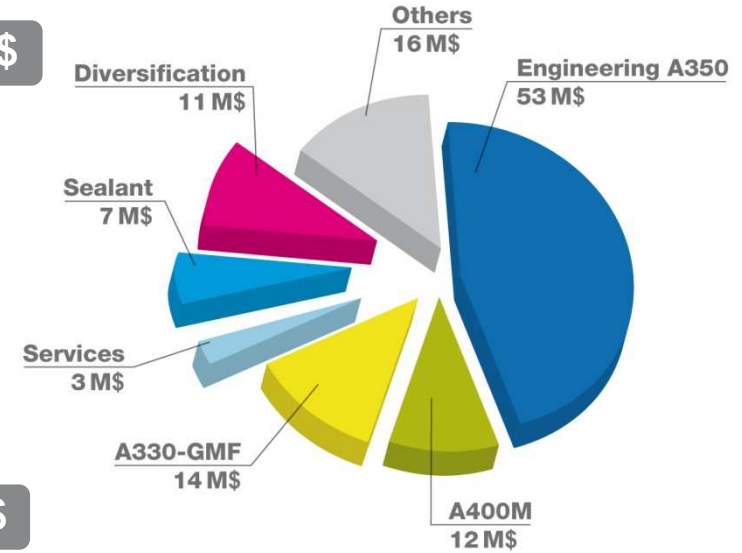
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Revenues and Customers 2009 : 970 M\$

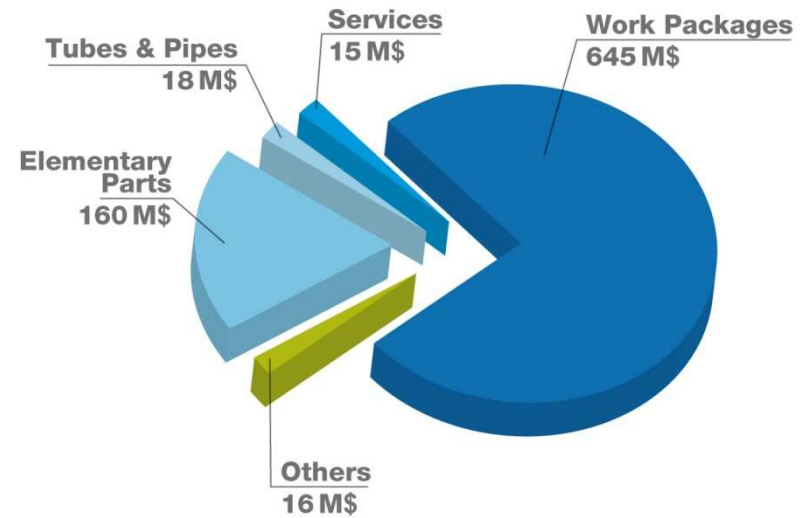


* Reminder : 1 \$ = 0,8 €

Non Series : 116M\$



Series : 854 M\$



A Worldwide Market Player

▲ Supply Chain capabilities to deliver offset commitment

● Premises to offer intimacy to our Customers

■ Premises to offer competitiveness



Niche Market Detailed Parts



HQ & Engineering center

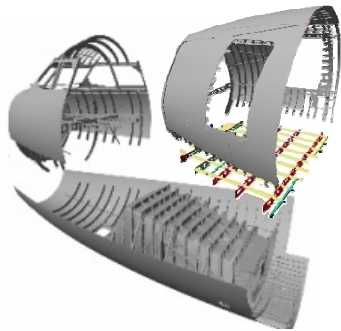


Low Cost Capabilities



Automated Assembly & Composite

Our Global Footprint : Nose Fuselage WPs

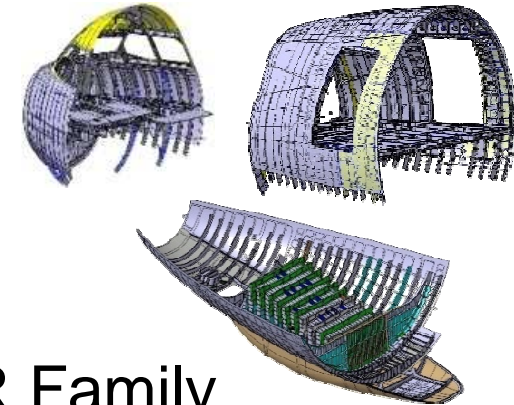


SA Family

A318-A319-A320-A321

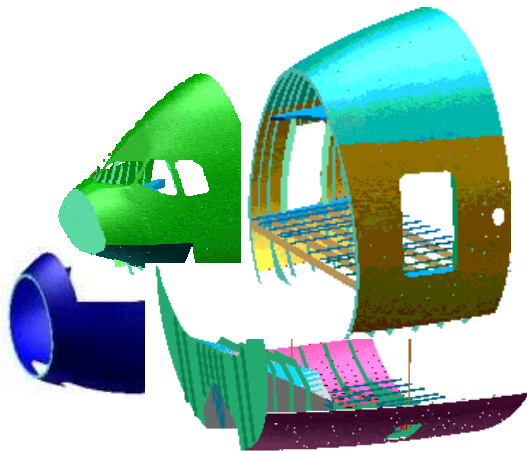
Design & Build
Nose Fuselage WPs

from **Design**
to **Customer Support**

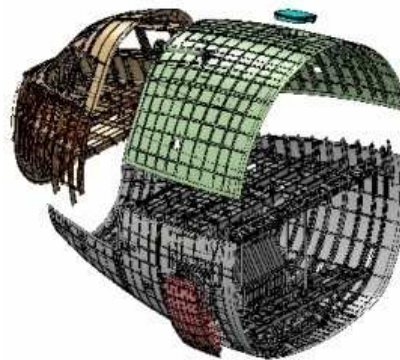


LR Family

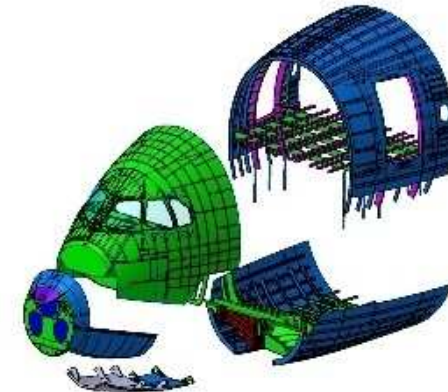
A330-A340-GMF



A380



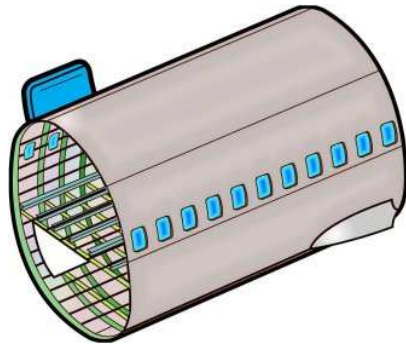
A400M



A350 XWB

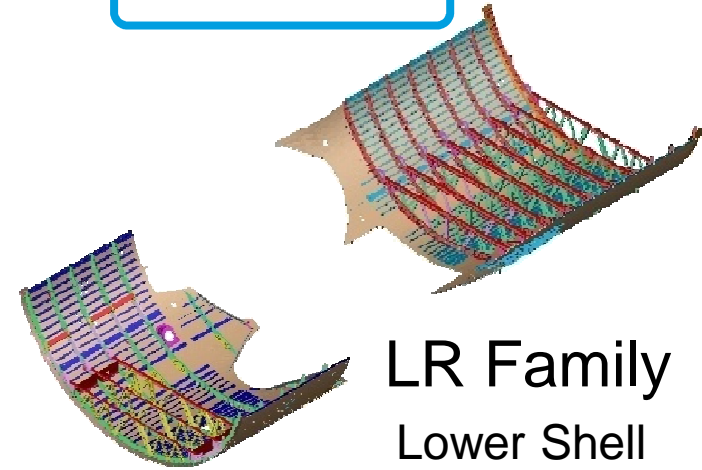
A Reference Partner for Center Fuselage WP's

Design & Build



SA Family
Section 13-14

Build to Print



LR Family
Lower Shell
Section 15/21

Build to Print



A380
Landing Gear Bay
Section 15

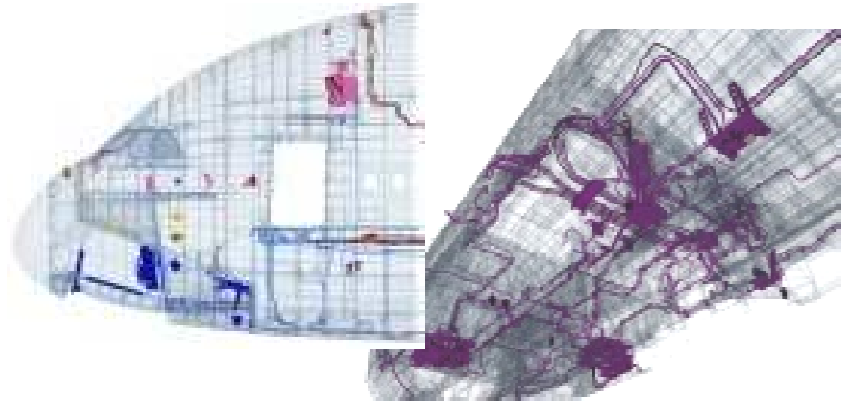
A Complete Offer : Systems

Design & Build



A350 XWB
Fuselage Systems

Design & Build



A320, A330/A340, A380, A400M
Cockpit Systems, centre fuselage, pylons

Aerolia Services : A Tailored Solution

Aerolia Services



Industrial Services



Supply Chain Services



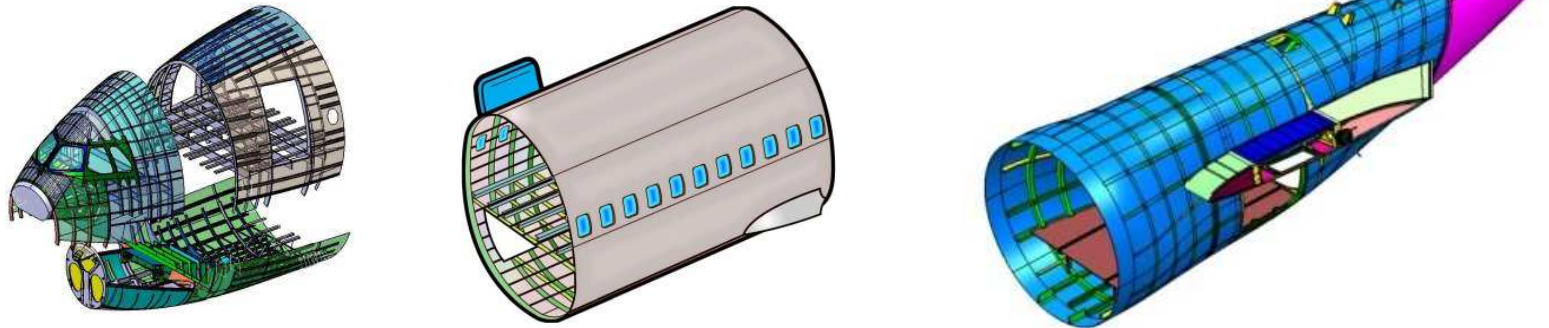
Engineering Services

Innovative Services
High added value
Tailored to Customers needs

Aerolia 2020 Strategy

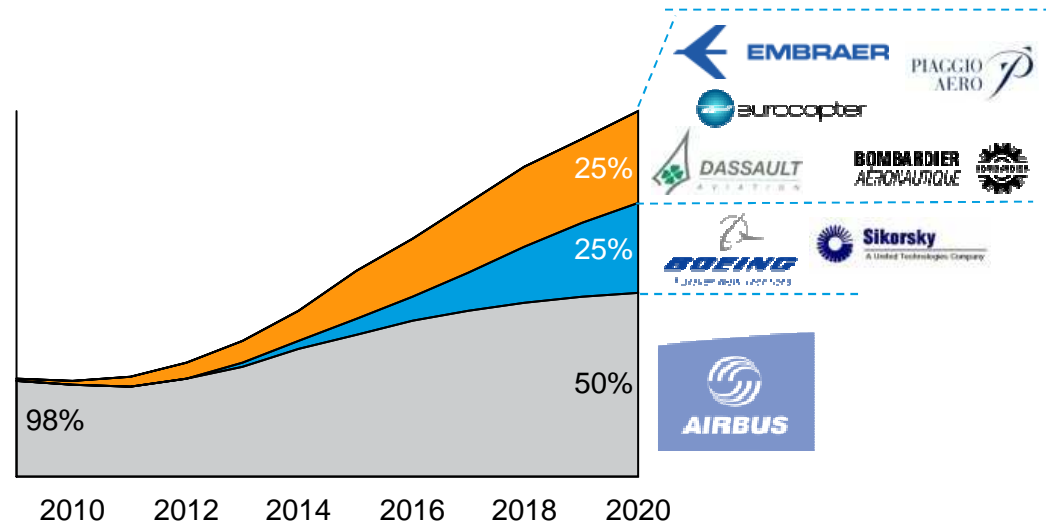
Become one of the Top 3 Aerostructures players

Focusing on fuselage sections



Relying on

Portfolio diversification and enlarged products offer for internal growth



Project introduction

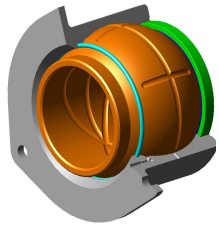
In January 2009, Aerolia was created with challenges to become an Airbus top supplier as well as to develop new business and partnership with other Aircraft manufacturers.

In order to pursue its development and business strategy, Aerolia Material Procurement team is currently realigning its supply-chain.

The following projects are key to contribute to meet our objective to be the one of the Top 3 Worldwide Aerostructures players in 2020 :

- Metallic Products: current implementation of a service Provider for Aerolia plants & for Details parts subcontractors.
- Chemicals Products : Provider RFP in process for implementation end of the year.
- Consumables: Contracts negotiations for an ongoing implementation until mid 2012.
- Hardware & Fasteners : Aerolia dedicated supply chain to be implemented by end 2012.

Hardware & Fasteners Supply chain project introduction – Range of products



Hardware

- BUSHINGS / BEARINGS
- CARBON RODS
- FITTING
- FLANGES & CLAMPS
- GIMBALS_VIBREAKER
- HARD_OTHER
- HARDWARE_INSULATION
- HOSES
- METALLICS RODS
- NON STRATEGIC
- SEALS



Fasteners

- BOLT
- MISCELLANEOUS FIXING
- MISCELLANEOUS_FIXING
- NUT
- QUICK RELEASE
- RIVET
- SCREW
- WASHER



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Hardware & Fasteners Supply chain project introduction

Logistic provider will handle Aerolia Hardware & Fasteners supply chain

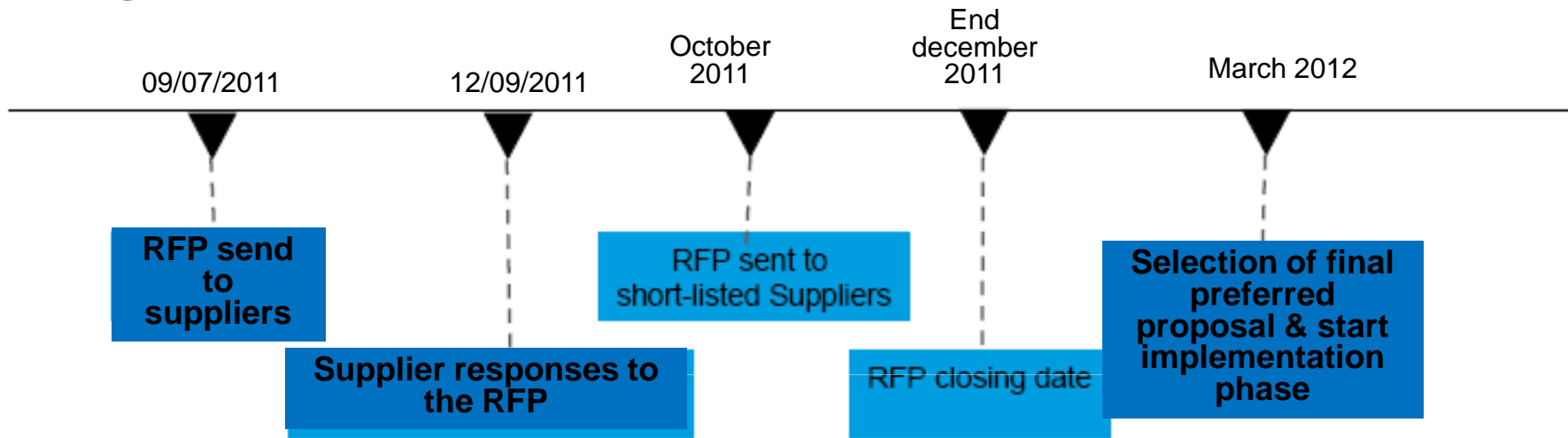
- PO will be placed to manufacturers for VMI parts.
- PO will be placed to a distributor for non-VMI parts.
- Inventory Management (VMI).
- Physical logistic (Direct line feed, Kanban Distribution).
- Obsolescence Management.
- Quality management.

Manufacturers strong partnership will be implemented:

- 100 % VMI via EADS & AEROLIA contracts.
- Research and development projects implementation to win new business.

Planning

- Project Milestone



RFP AEROLIA'S EXPECTATION

- 1
 - Continue current VMI implemented with Airbus for Aerolia part numbers.
- 2
 - Extend current scope to meet Aerolia target (100% of part numbers in VMI)
- 3
 - Quote Additional part numbers : to be potentially added to your contract.
- 4
 - Diversification business : Please confirm product ranges that you supply to other Aircraft.

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