

Programme

First exchange of ideas meeting

The first meeting will take place at 09.00 a.m. on Monday, 1st December 2014 at MBDA's Le Plessis Robinson facility located about 7km south west of Paris. Below are the intended topics for discussion:

- Maritime security export market perspectives
- Business potential in Sub-Saharan Africa
- Simulation solutions for the training of operators
- Electronic surveillance systems in the maritime security sector

The meeting will be followed by lunch.

Subsequent meetings will be held each quarter during which Club members will be invited to share their experiences within the framework "Countries and products".

MBDA

As a major partner of the world's navies for over 30 years, MBDA has reinforced its offer regarding defence and maritime security systems - missile systems, C2 (CWSP / SEA RANGER), coastal batteries – to best meet the requirements expressed by its export customers.

The company is a world leader in the missiles and missile systems sector and is the only fully integrated European defence company. MBDA provides innovative solutions corresponding to the current and future operational needs of more than 90 customers around the world.

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IMPROVING THE PERFORMANCE
OF SMEs AND MID-SIZED BUSINESSES
IN THE MARITIME SECURITY MARKET

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MBDA
MISSILE SYSTEMS



From the protection of harbour infrastructures, coastal surveillance, the fight against piracy right up to the defence of offshore installations, the maritime security market is vast, complex and forever evolving in the face of new global geopolitical tensions and threats.

In this market undergoing rapid growth and representing tens of billions of euros over the coming years, Europe's offer is somewhat fragmented, divided between niche players, medium sized companies and major prime contractors.

Taking this complex environment into account, and in order to better combine the efforts of the participants in the maritime security sector and to improve overall European commercial export performance, MBDA is launching Club CORSAIRE at the EURONAVAL 2014 exhibition.

The Club's aim is to bring together European companies, from equipment suppliers through to shipyards, particularly SMEs and Mid-sized Businesses, currently active in the maritime security export market.

Club CORSAIRE Objectives:

- The informal exchange of commercial and marketing information between the sector's equipment suppliers and prime contractors to better organize and coordinate export market activities
- To enable equipment suppliers (in particular SMEs and Mid-sized Businesses) to make their products and offers better known to major buyers and shipyards and to develop synergies in the export market

