

## RAFALE FOR MALAYSIA: BUSINESS OPPORTUNITIES

08 JULY 2013

THISTLE HOTEL - JOHOR BAHRU, MALAYSIA

### PROGRAMME

**09:30**            **REGISTRATION AND WELCOMING COFFEE**

**09:50**            **OPENING SESSION**

- Opening remarks, Mr. Daniel Fremont, VP Int. Sales, Dassault Aviation
- Welcome speech by Capt. Pierre Delbrel, French Embassy Defense Attache
- SME Corp Policy, Mdm Fadzilah Ahmad Din, Senior director, Business Devt.
- Iskandar Development Plan by Muaazam Mahmud, Senior VP Iskandar Investment Berhad

**10:40**            **RAFALE: AN INNOVATIVE CONCEPT**

- The Rafale Companies, D. Fremont, V.P Int. Sales, Dassault Aviation
- What makes Rafale a Multirole aircraft?, C. De Pauw, Operational Advisor, Dassault Aviation

**11:15**            **RAFALE COOPERATION PERSPECTIVES WITH MALAYSIA**

- Industrial, Commercial & Scientific Cooperation: Offset opportunities  
Philippe Cristofini, Int. Cooperations, Offset Director Malaysia, Dassault Aviation.

**11:50**            **COFFEE BREAK**

**12:00**            **TESTIMONIES OF FRENCH-MALAYSIAN SUCCESSFUL COOPERATIONS**

- TECHNIP in Malaysia (Oil & Gas), Eric Petit, General Manager ASIAFLEX Johor.
- VEOLIA Group (world leader water supply and waste treatment), Nicolas Renard, Advisor to CEO.
- DASSAULT SYSTEMES (world leader CAD-CAM software and PLM Solutions), Samson Khaou, VP Sales Manager Asia and local partners ACCELTEAM, Steven Young, Managing Director and IME.
- JOHOR PETROLEUM DEVELOPMENT CORP. BERHAD (Pengerang Complex-Johor)

**13:20**            **CLOSING REMARKS**

**13:45**            **NETWORKING LUNCH**

**15:30**            **END OF SEMINAR**

Co- organized by: