



***GRUPO DE INDÚSTRIAS  
FRANCESAS DAS ACTIVIDADES  
DE CONSTRUÇÃO NAVALS***

***French Marine Industry Group***

**[www.gican.asso.fr](http://www.gican.asso.fr) / [contact@gican.asso.fr](mailto:contact@gican.asso.fr)**

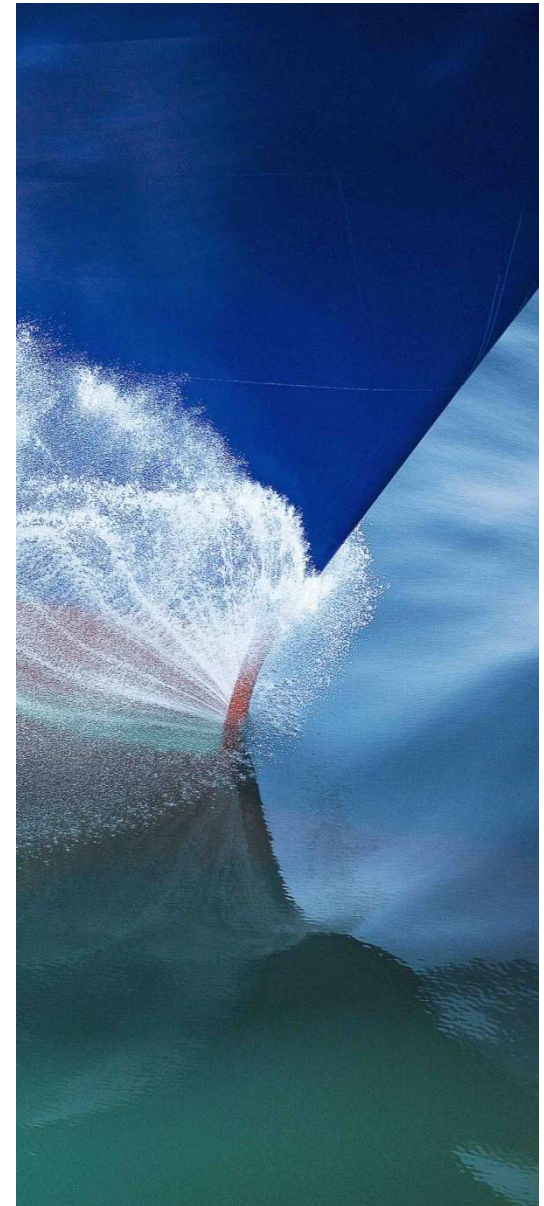


# Key figures



- 165 member companies
- Naval Turnover 2015: 8.5 Billion €
- Employment : 40.000 jobs

The French naval and maritime industry is renowned for its world-class technologies and resources. Excellence in shipbuilding, from cruise vessels to warships, ensures customers of comprehensive, innovative solutions that meet or surpass expectations. It employs around 40,000 people. The commercial and naval sectors combined rank sixth in the world and second in Europe.



Member of

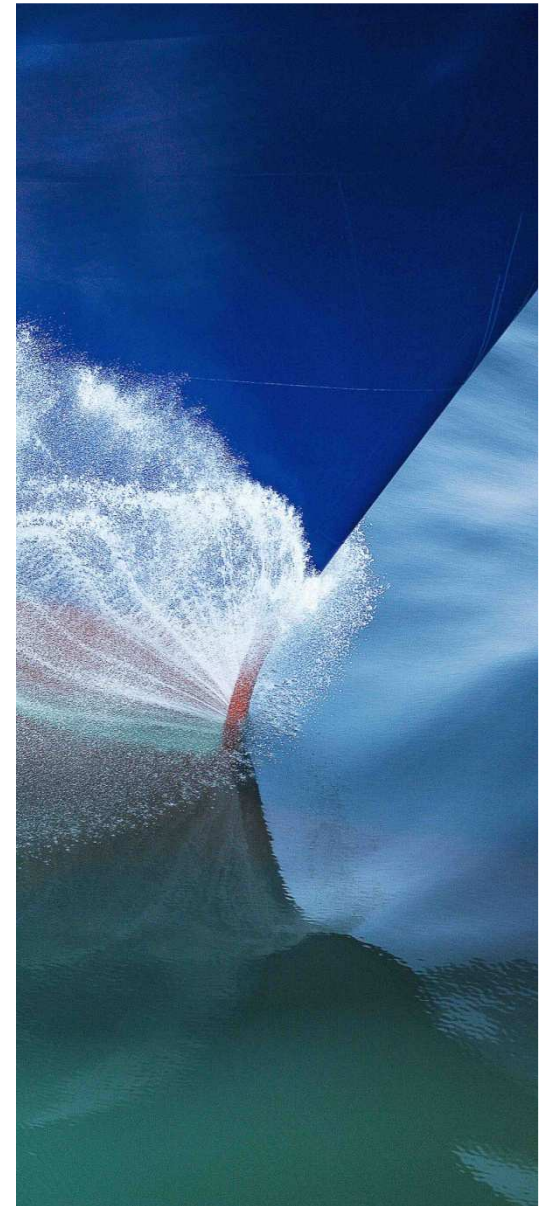


# Main missions

## **Promoting** French naval and maritime expertise

- **Representing** French naval industry in public and international bodies
- **Improving** the French and European business environment
- **Providing** general advice and market information to members
- **Support** companies in their commercial strategies

GICAN is supported by the **French Ministry of Defence**, the **General Directorate for Maritime Affairs (DAM)**, the **French Ministry of Ecology, Sustainable Development, and Energy**, and the **General Secretary to the Sea**.





# Fields of activities



- ❖ **Commercial shipbuilding and repair** (cruise ships, fishing vessels, passenger ships, offshore, inland...)



- ❖ **Equipment** (propulsion, engines, electric distribution, navigation, mechanics, control & monitoring...) for maritime and offshore sectors

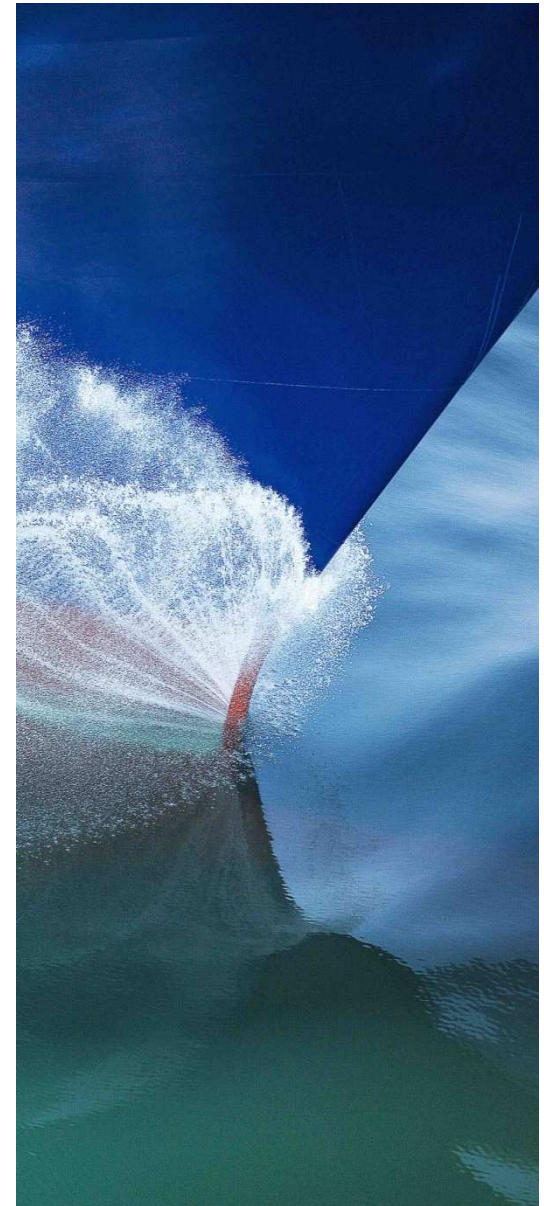
- ❖ **Naval defense ships and naval aviation** (surface ships, submarines, patrol ships, corvette...)



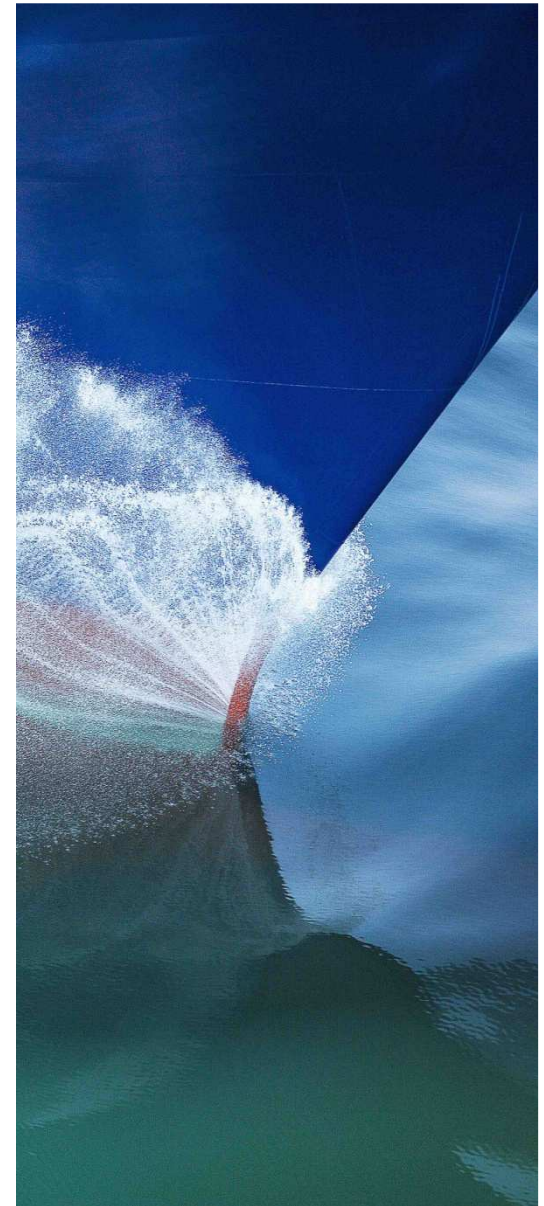
- ❖ **Systems and equipment** associated (weapons and ammunitions)

- ❖ **Security, safety & environment** (pollution control, search & rescue, border control, maritime surveillance)

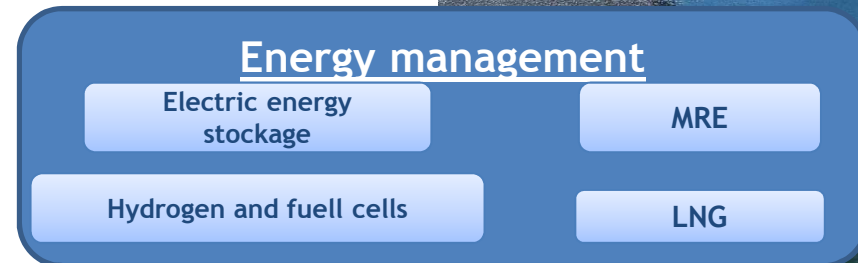
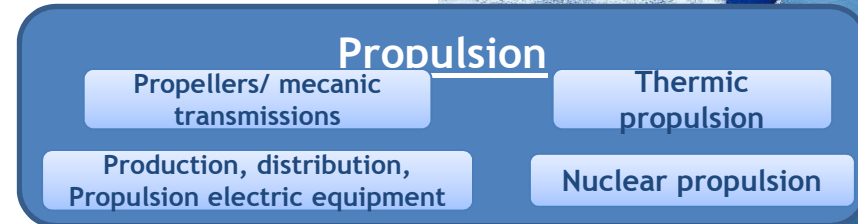
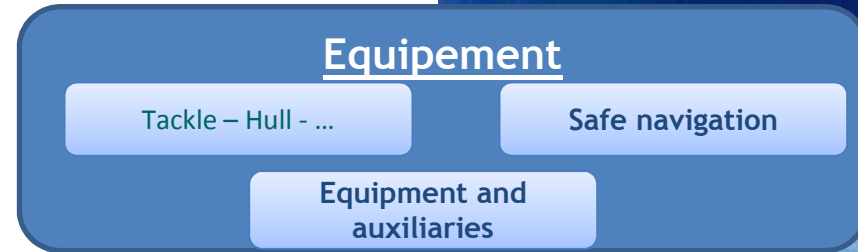
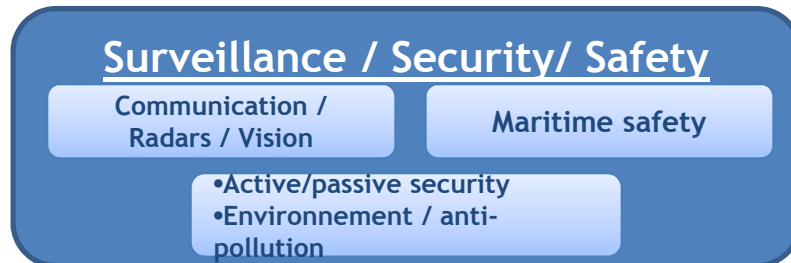
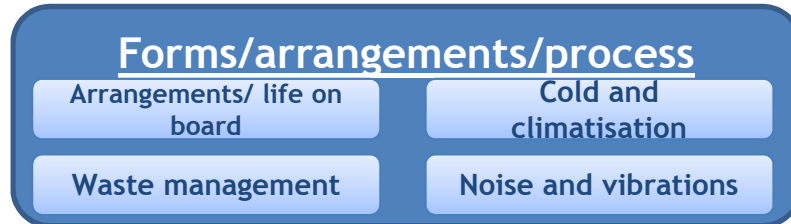
- ❖ **Marine renewable energy** (offshore wind energy, tidal, marine current, thermal energy)



# Maritime, Security, Safety & Environment : Solutions for Safer Seas



# Technological domains





# International events

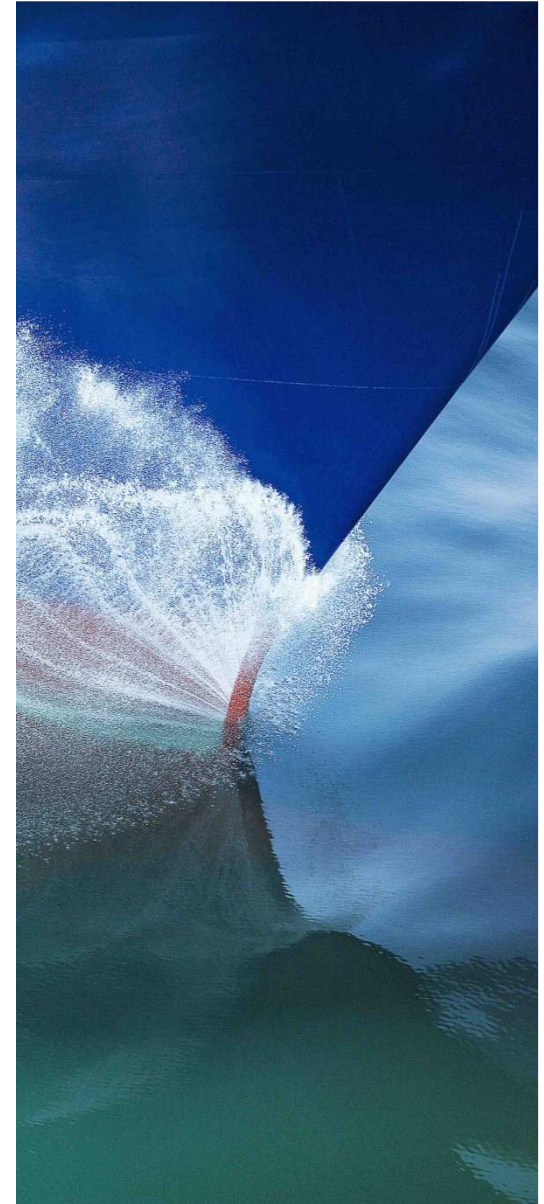
## OVERSEAS DEFENCE & CIVIL EXHIBITIONS

### 2016

- DEFEXPO – India
- DIMDEX – Qatar
- APM – Singapore
- DSA – Malaysia
- SMM – Hamburg
- EXPONAVAL – Chile

### 2017

- LIMA – Malaysia
- EUROPORT – Netherlands
- **LAAD – Brazil**
- IMDEX ASIA – Singapore
- DEFENSE & SECURITY–  
Thailand
- PACIFIC – Australia
- SMM Inmex - India



# GICAN organizes:



## EURONAVAL: First naval defence show

- 355 exhibitors
- 92 official delegations
- 24 600 visits
- 10 national Pavilions
  - > Brazilian Pavilion

[www.euronaval.fr](http://www.euronaval.fr)

[contact@euronaval.fr](mailto:contact@euronaval.fr)

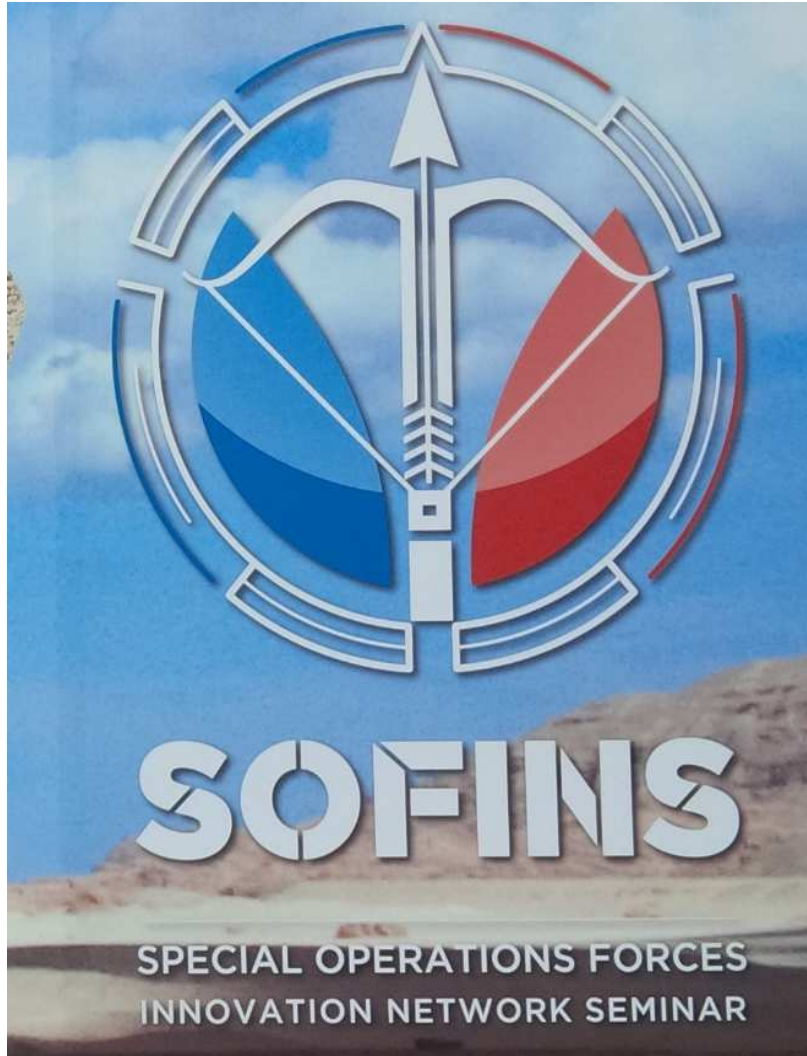


**GICAN**



# GICAN organizes also : SOFINS 2017

## SPECIAL OPERATIONS FORCES INNOVATION NETWORK SEMINAR



**SOFINS 2017 will be held March 28 -30th 2017.**

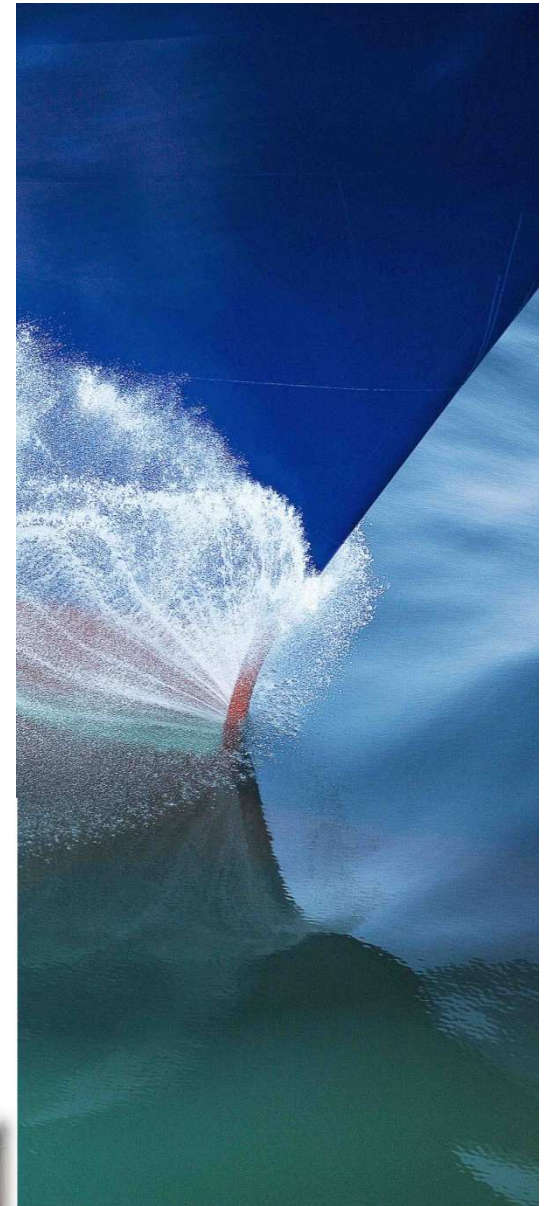


# GICAN-French Navy Industry Days

The GICAN is the privileged partner of the French Navy for the organization of the operations of support for the exports aboard the recent Navy ships in **Brazil, Canada, India, Singapore, Malaysia, Morocco, USA, Japan, Oman, Vietnam, Indonesia, Ivory Coast, ...**

GICAN organizes "Industry Days" in port aboard:

- **European multi-purpose *frigate* (FREMM) AQUITAINE & PROVENCE**
- **Anti-aerial (*Horizon class*) frigates FORBIN & CHEVALIER PAUL**
- **Mistral class LHD amphibious assault ship MISTRAL, TONNERRE & DIXMUDE**





# GICAN-French Navy Industry Days



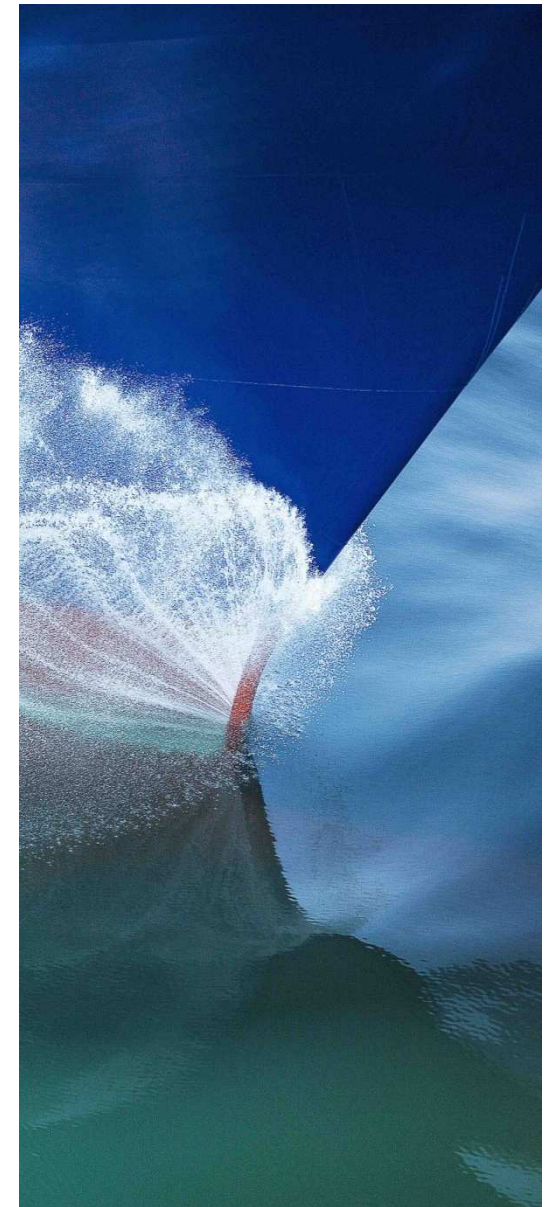


# Defence Bilateral Seminars

**GICAN organizes or participates at numerous bilateral seminars worldwide, with the support of French Ministry of Defence**

These seminars have for objectives to know better the programs of defense of each of the countries, their organization, and to develop the relations between our two industries and to allow every company **to develop the existing relations or to create new opportunities of business, cooperation and partnership** between them.

GICAN organized seminars with **Brazil, Norway, Singapore, Malaysia, Indonesia, Poland, Turkey, Canada, Vietnam, Italia**



The logo for GICAN, featuring the word "GICAN" in a bold, blue, sans-serif font. The letter "I" is replaced by a stylized red triangle pointing upwards, with a blue swoosh above it that extends to the left and right, resembling a sail or a wave.



# The naval and maritime security industry and the export

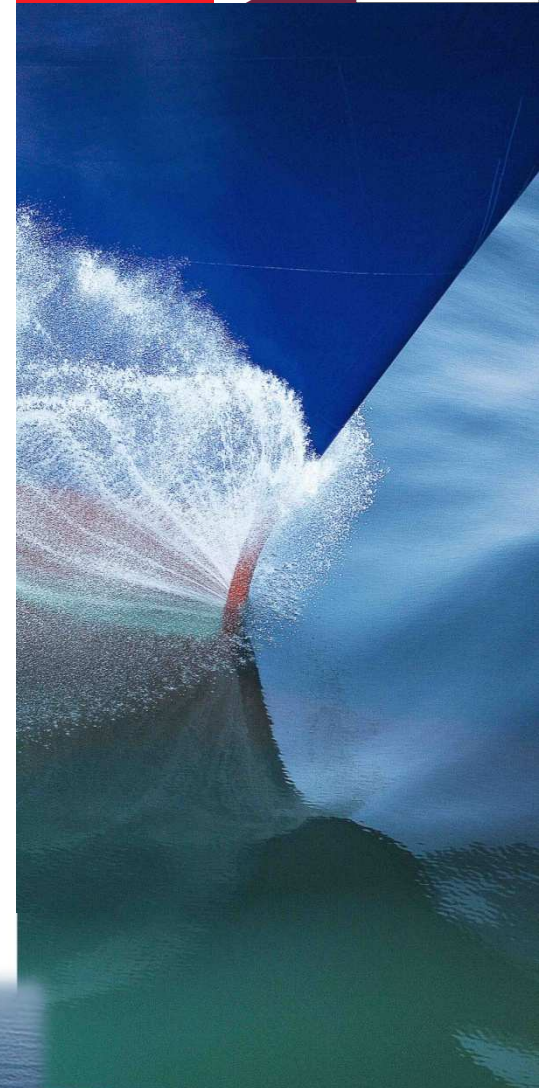
The export represents 50 % of the activity of the maritime French industry

Main naval Defence partners of France:

- South America (Brazil, Chile),
- South and Southeast Asia (Malaysia, India, Singapore, Pakistan, Indonesia, Philippines),
- Pacific (Australia)
- The Middle East (Saudi Arabia, UAE, Qatar, Kuwait, Lebanon),
- Africa (Togo, Gabon, Ivory Coast, South Africa, Morocco, Egypt)
- Southern and East Europe (Turkey, Poland),
- North America (Canada).

Main maritime partners of France:

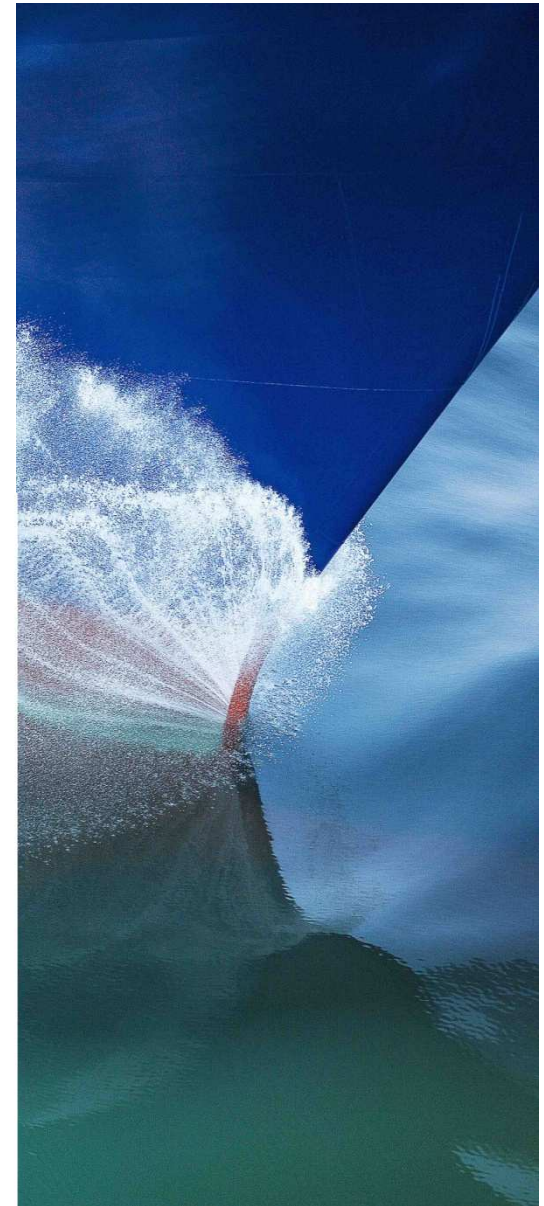
- USA
- Mozambique
- North Africa & Middle East





# The naval and maritime security industry and the export

A complete offer for the export market, in naval defense and maritime security, proven and used in operations by the French Navy ("Sea Proven")

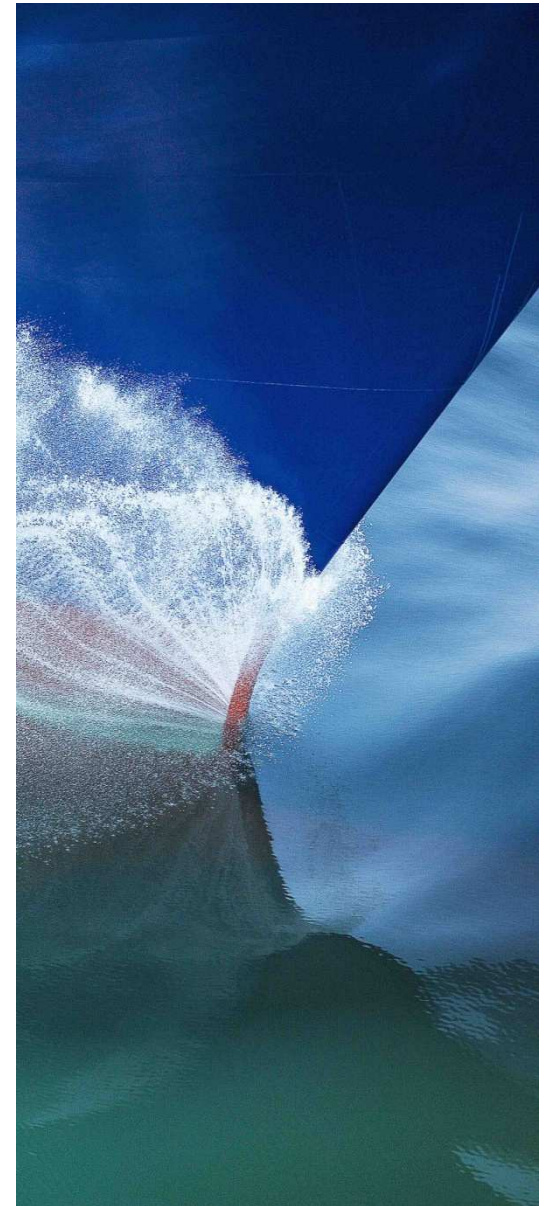
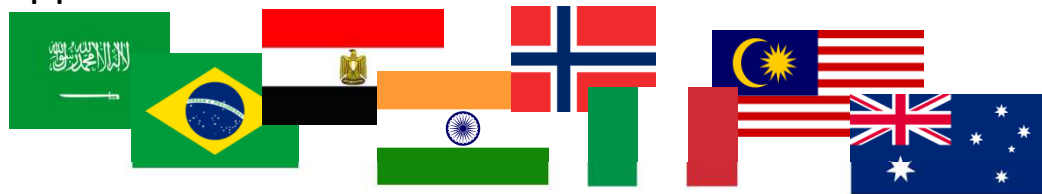




# The naval and maritime security industry and the export

A long tradition of close partnership between our naval industry and the customer country for a development of the local maritime industry:

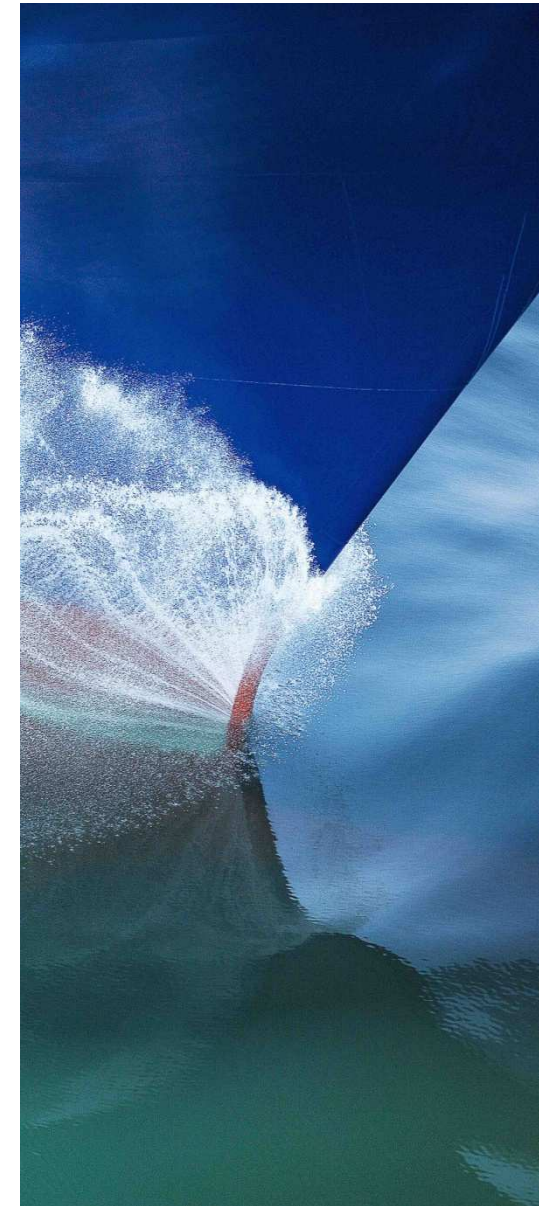
Greater cooperation, technology transfer, local content, training, support & maintenance



# AVISO INTERNATIONAL

**AVISO INTERNATIONAL, strategic export consulting firm, specialized in aeronautics :**

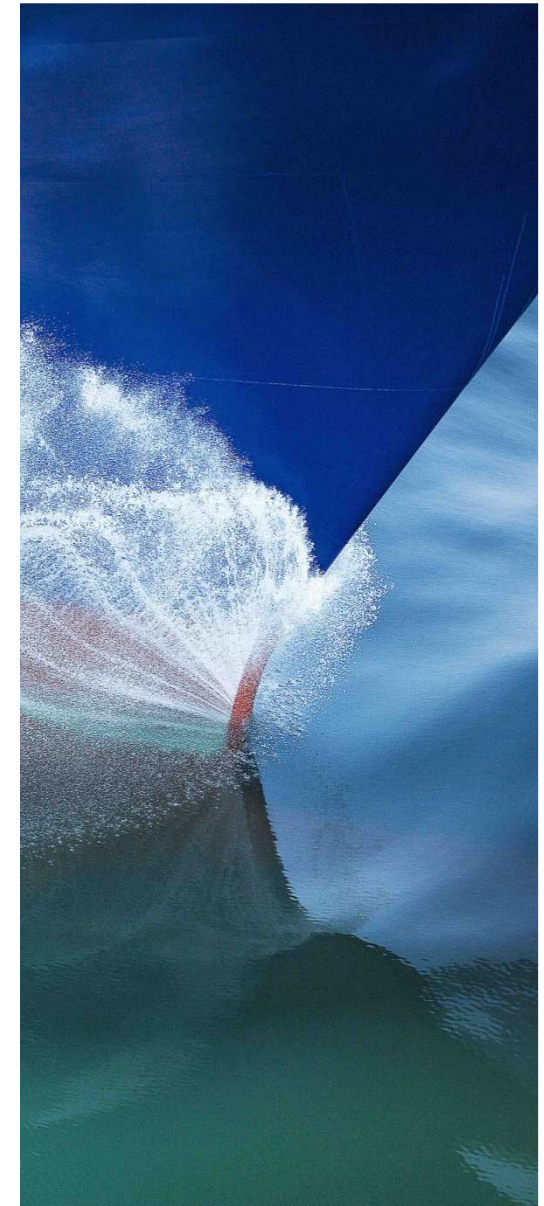
- Assess your international potential
- Open new markets to diversify your export outlets
- Optimise your company's performance and ensure your organisation is adapted to the world market
- Enhance your professional network around the world



# BUREAU VERITAS

The **Bureau Veritas** Group is the largest classification and certification society worldwide, with over 66,500 employees and over 400,000 customers in many different industries across the world.

BV has a consistent network of 2,600 high qualified marine surveyors, specialized in the implementation of safety, security, protection of environment rules and standards, operating in 180 survey stations located in 90 countries.

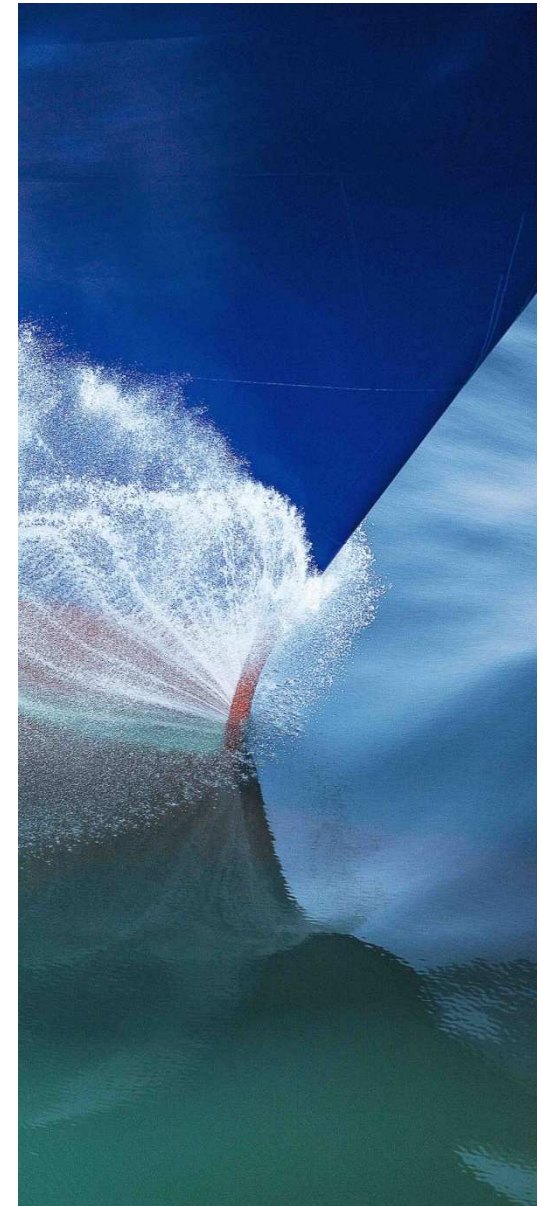




# DCNS

## SUBMARINE & SURFACE COMBATANTS

Partnership enabling to increase nationalization of our platforms in Brazil.



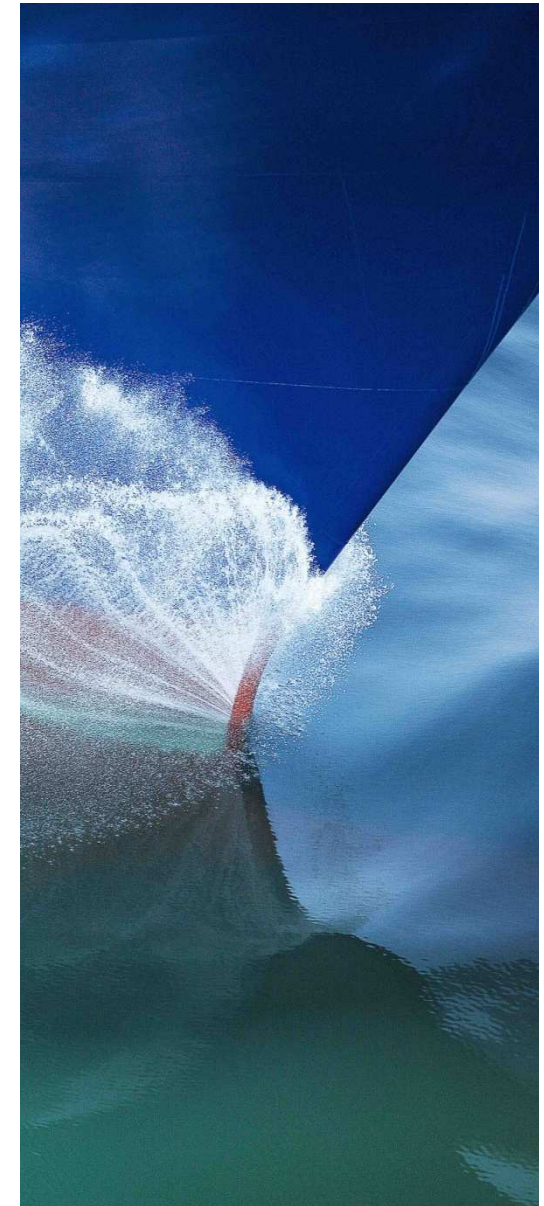
# ECA GROUP

ECA Group is renowned for its expertise in robotics, automated systems, simulation and industrial processes.

Its products are used by a demanding international clientele requiring the highest levels of safety and efficiency, mainly in the sectors of defence, maritime, aerospace, simulation, energy and industrial equipment.

In the challenging Defence and Security sector, ECA Group offers innovative solutions at sea, on land and in the air.

For over 60 years, ECA Group's highly skilled personnel have been designing, developing, supplying and supporting robotic systems worldwide. These, as well as training simulators, remotely operated systems and special equipment, support the Homeland Security, Special Forces, Naval, Land and Air Force domains. ECA Group provides a complete range of solutions in all operational environments. From Remotely Operated to Unmanned and Autonomous vehicles.



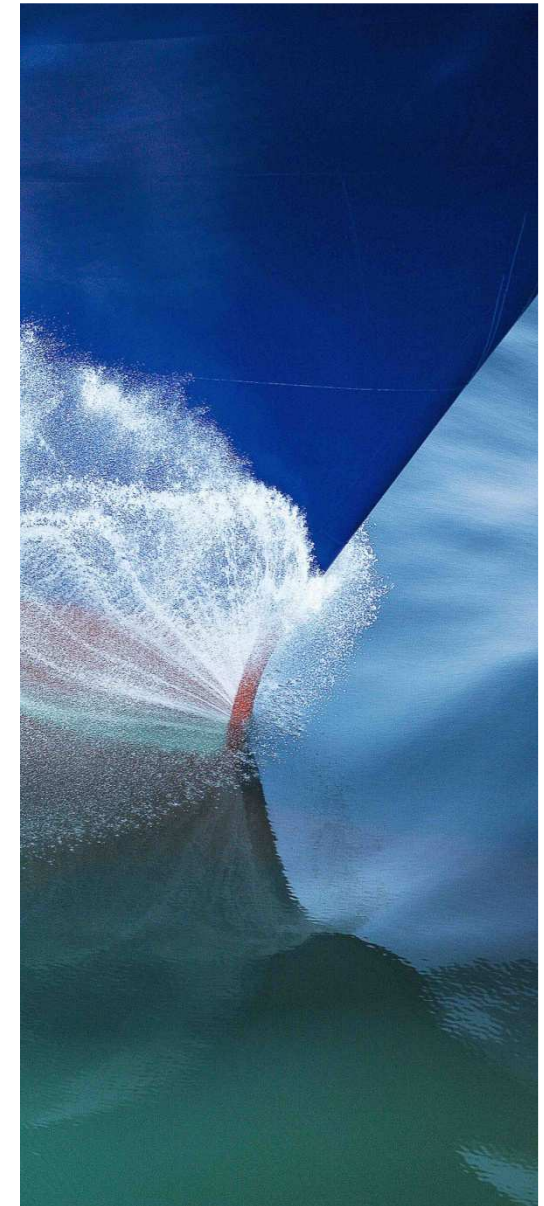


# ENDEL

Founded in 2002 by ENGIE Group, ENDEL is a French leader in new build international larges projects, industrial maintenance and associated services to industry.

ENDEL is a recognized expert in the field of Mechanical, Piping, Sheet metal works, Welding, Welding Mechanical Units, for the design, manufacture and maintenance of industrial equipment with high added value.

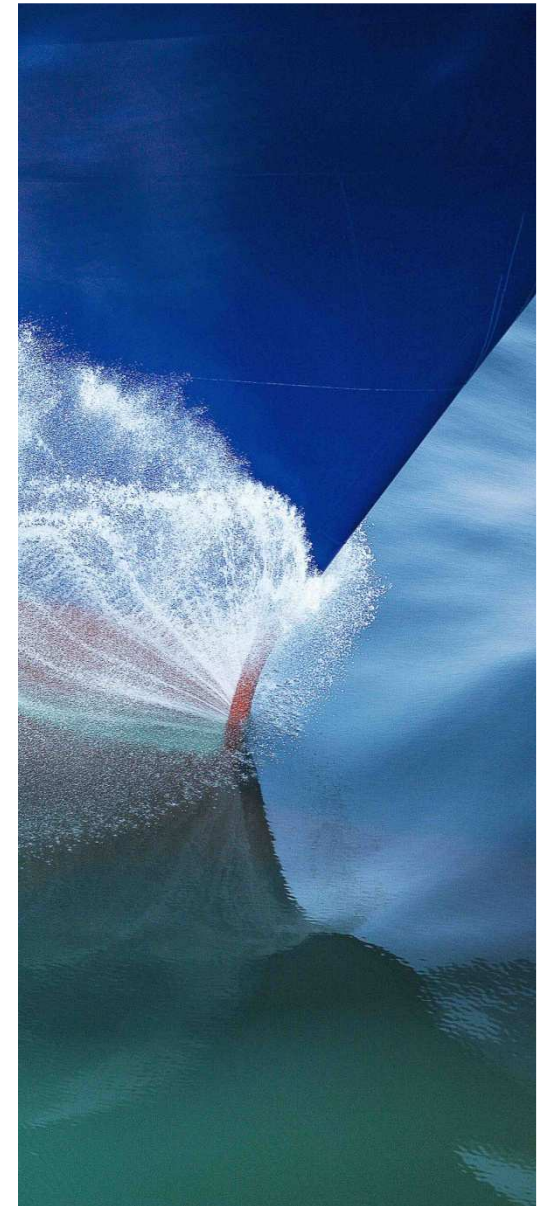
From 2009, ENDEL is under two multi-years naval contracts with the French Marine Nationale in Brest and Toulon military seaports.



# ENGIE AXIMA

Specialist in HVAC engineering

Partner of French Marine



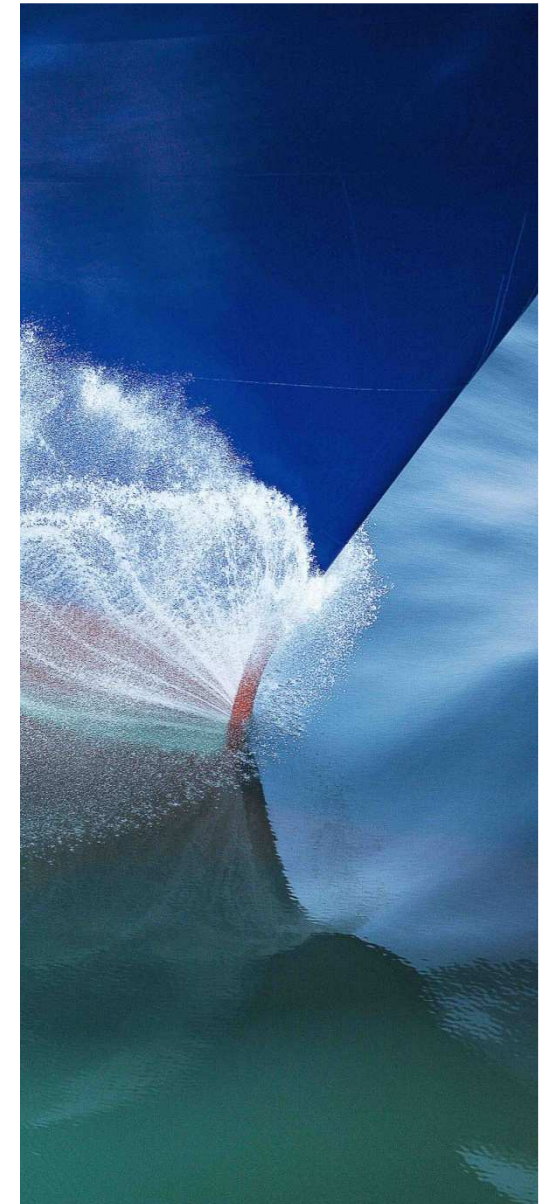


# Groupe FIVA

FIVA Group is an Engineering company devoted to naval and energy projects and located in the heart of the submarine construction in France (Cherbourg).

We design and manage engineering to support top class customers throughout the project lifecycle and the transfer of technology services. We have a large experience improved with 1<sup>st</sup> rank customers on conventional and nuclear Submarines that enables us to be partner in all-inclusive contracts.

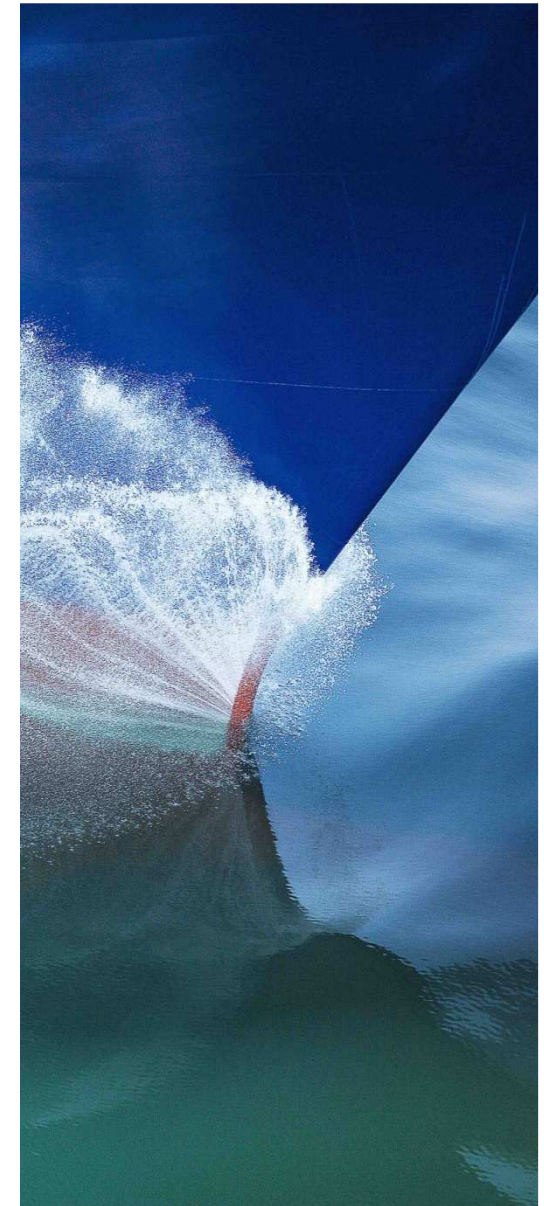
Client references : DCNS – THALES – NAVANTIA – AREVA – EDF



# FRW CAROBRONZE

**FRW CAROBRONZE** is, since 1919, one of the French leader in stocking and trading of copper alloys, in semi finish products.

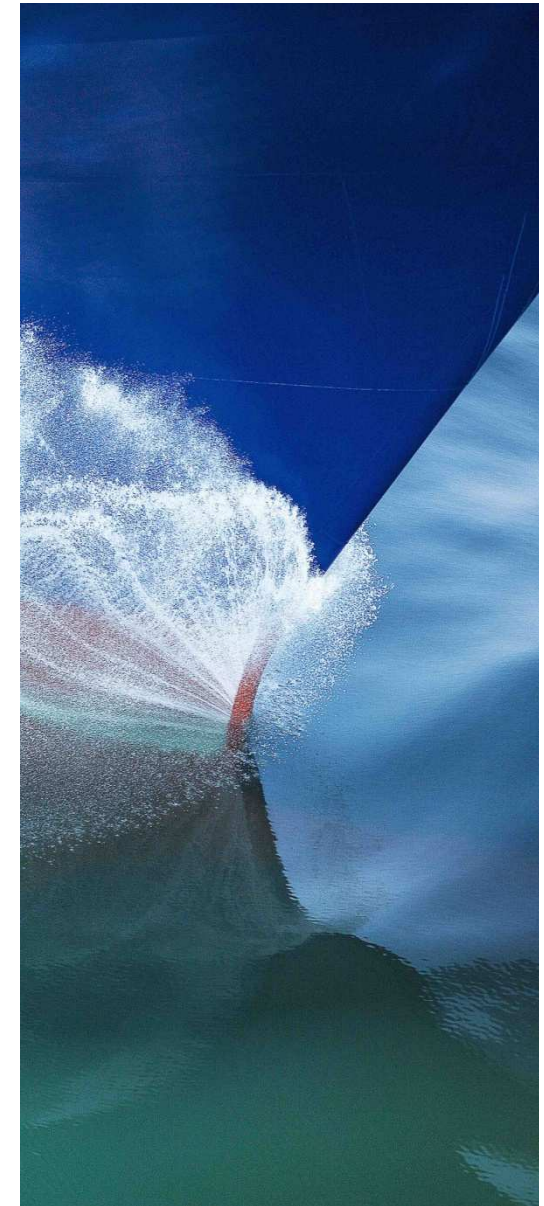
Our large stock, as our partnerships with the biggest European Producer, allow us to provide solution to all our customers, in cut of the edge sector as ship building, aerospace, defense, automotive, nuclear or oil and gaz.





# HGH Infrared Systems

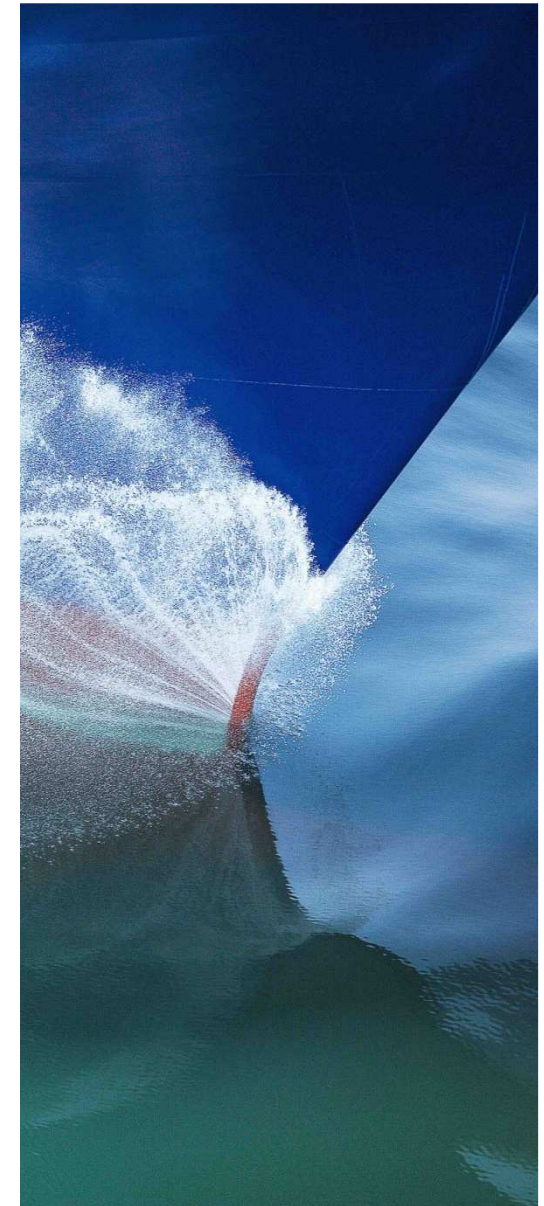
Founded in 1982, HGH designs, develops, assembles and sells optronic systems for industrial, civil, defense and security applications. In 30 years of existence, HGH has established itself as an international reference in terms of innovation in infrared technology, through the development of multiple advanced sensors for security, industrial and civil applications.



# INEO SUPPORT GLOBAL

INEO SUPPORT GLOBAL is a customer focused service provider with a strong performance commitment. Ineo Support Global DNA is to design innovative turn-key solutions by going through an in-house methodology based on customer needs identification, value chain analysis, risk management, organisation structuring, service level agreement, change management,...

ISG takes part in the MRO (Maintenance, Repair and Overhaul) activity and in the operational readiness of French Defence equipment





# MINERVA ISSARTEL / ISSARTEL DO BRASIL

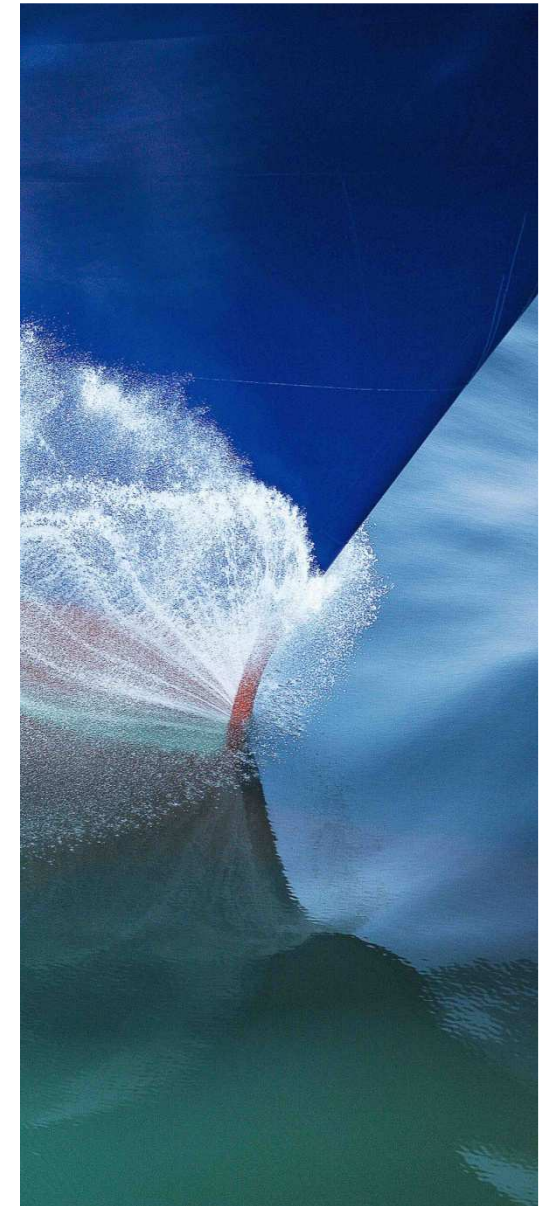
ISSARTEL is a 54 year old company specialized in the manufacturing of specific and high added value mechanical, hydraulic and pneumatic systems.

ISSARTEL works mainly in the Submarine and Nuclear sectors.

Today, the 2 key factors of our development strategy are:

- New complex processes development
- Internationalization through transfer of technology projects

Since 2011, we operate a factory in Brazil that is currently manufacturing submarine complex systems in the framework of the PROSUB Programme.



# ETIENNE LACROIX

ETIENNE LACROIX TOUS ARTIFICES S.A is a 100% private family equity originally founded in 1848. The company is a worldwide leading manufacturer in the field of pyrotechnics in the defence industry. Its activities span all aspects from product design to manufacture, including supply, support and services solutions.

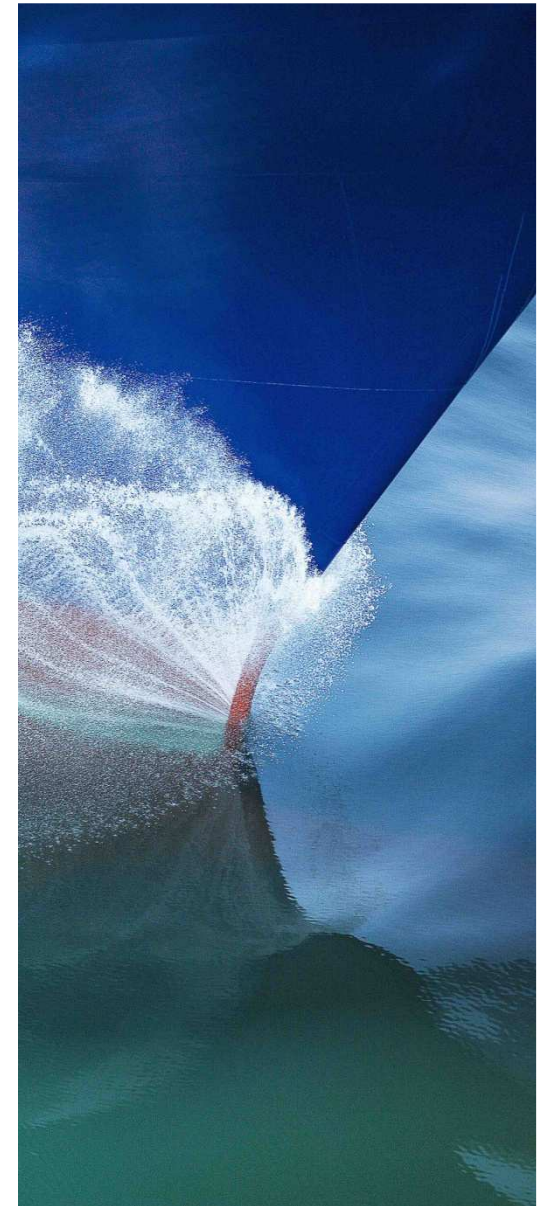


# MBDA

The missile systems company:

MBDA, is a world leader in missiles and missile systems, employing 10,000 people (60% of whom are engineers) and serving over 90 customers around the world. In-house skills cover all aspects of missile system design, development and production including seekers, guidance and propulsion systems, command and control, platform integration and testing. MBDA has also developed a unique area of business providing self-protection of fixed and rotary wing aircraft against missile attack.

**MBDA**  
MISSILE SYSTEMS



GICAN

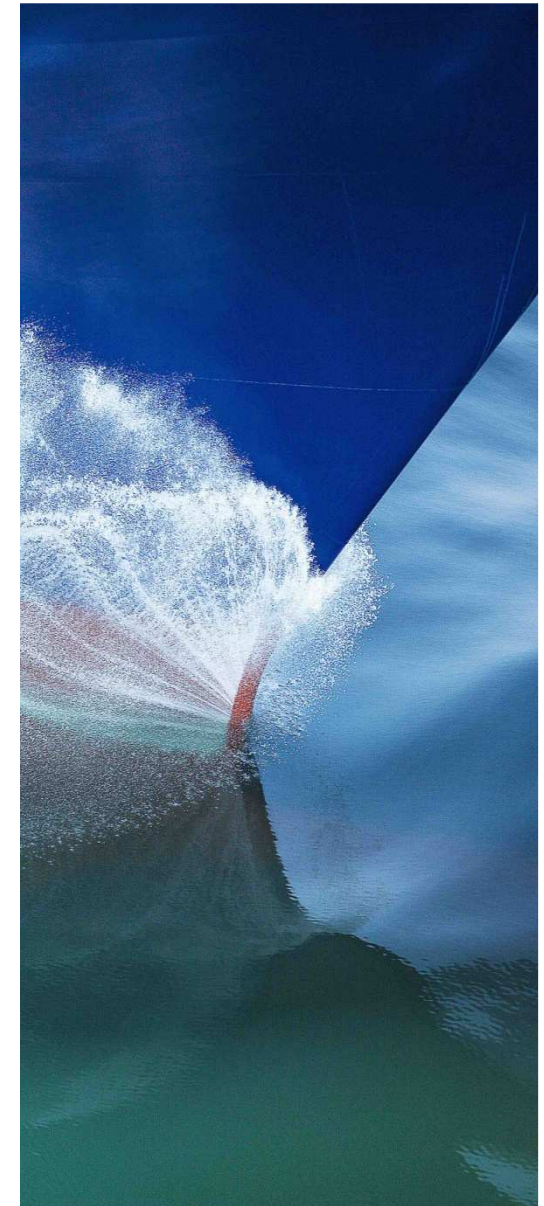


## NEXEYA

**NEXEYA** operates primarily in the Defense, Aeronautics, Space, Energy and Transportation markets. NEXEYA designs and manufactures on-board electronic equipment and provides associated support services and testing solutions.

NEXEYA supplies both off-the-shelf and specialized products and provides consulting and maintenance services.

**NEXEYA**



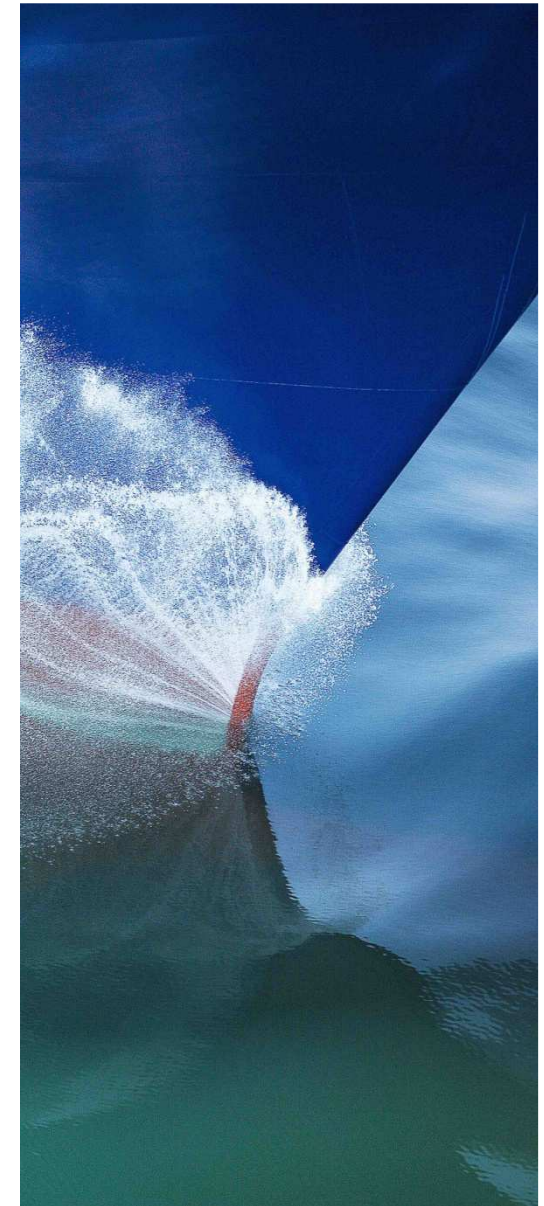
**GICAN**

# NSE

NSE is a French company created in 1983 specialized in the aerospace and defense sectors.

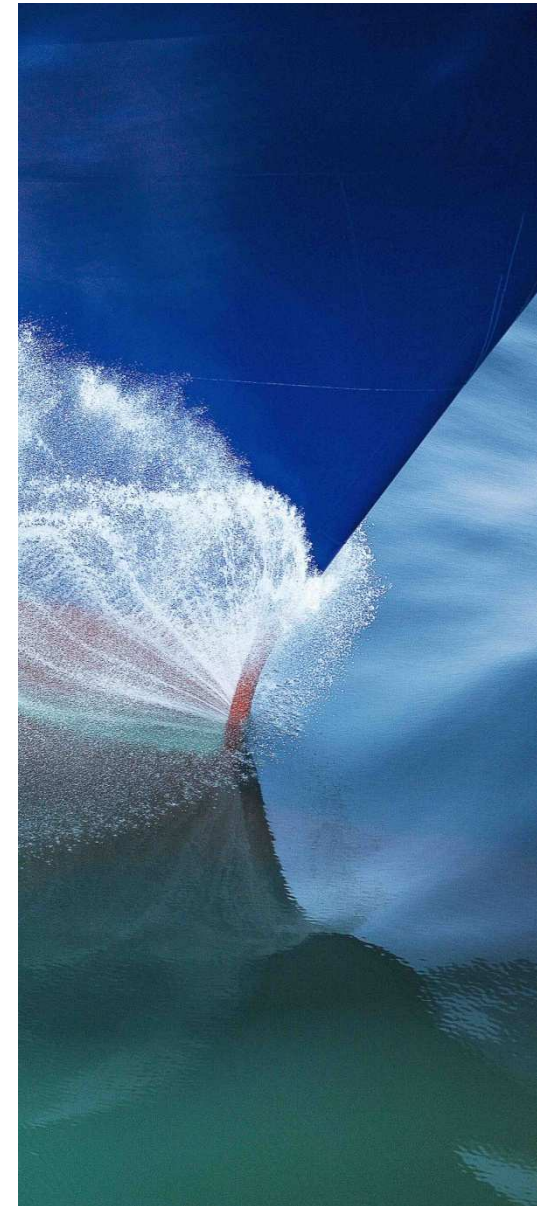
In France, we are certified EN 9100, PART 21 and PARTR 145. As customers, we work with the big players of the international markets and the Tiers 1.

NSE Brasil has started its activities in 2011 and now counts more than 75 people in São José dos Campos region, in São Paulo State. We are certified AS 9100 and we are in process of being certified from RBAC 145. Locally, most of customers work in the Defense sector.



# ROXEL

Design, Manufacturing and Sales of Solid Rocket Motors for all types of Missiles , Rockets, and UAV/Aerial Targets

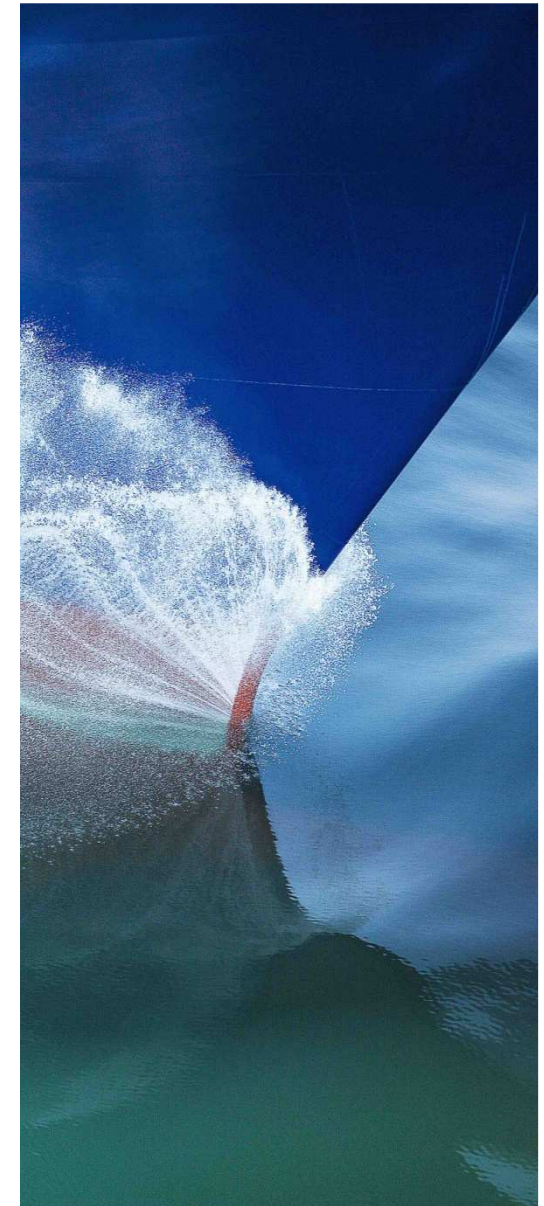




# SECAMIC

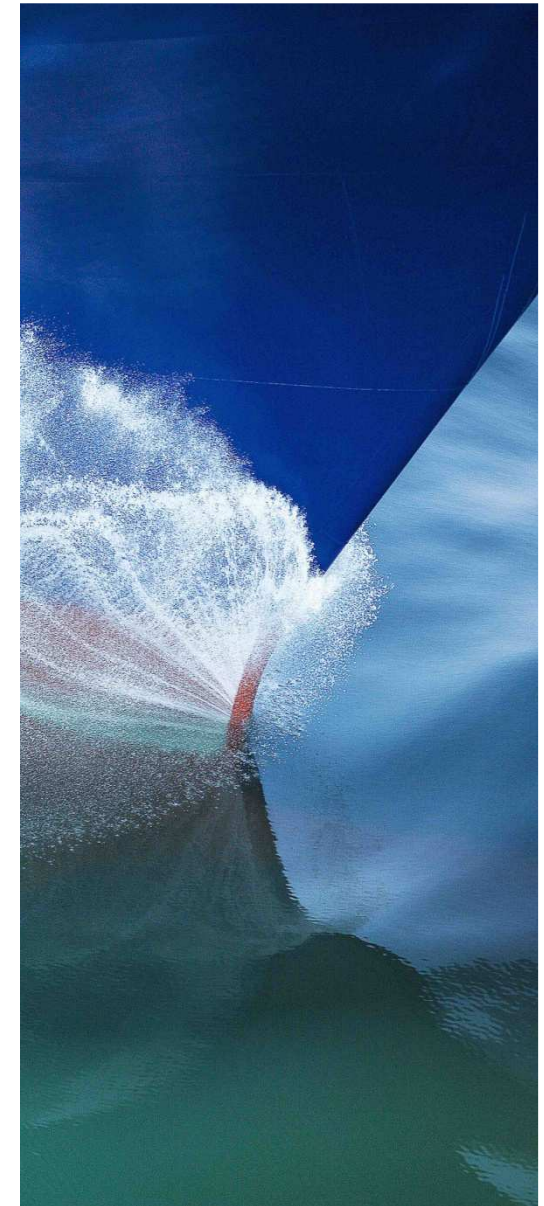
For over 20 years, SECAMIC provides spare parts in more than 22 countries with a recognized efficiency. SECAMIC is known as one of the leading French Companies providing military aircraft and helicopters spare parts on the export market. Acting on behalf of most French OEM, SECAMIC can provide a global logistic and operational support.

The Armed Forces do not have to worry about managing the procurement and logistics in France since SECAMIC offers them a single efficient point of contact in France. The offered services are usually financially neutral to the client because SECAMIC can propose cost effective prices since it is dealing with larger quantities and has special prices conditions with French OEM.



## SIGNALIS

**SIGNALIS** specializes in the development of software and systems for civilian and military port surveillance, on complex surveillance missions in all maritime environments and applications by integrating the latest sensor systems, communications and data processing technologies. We aim at digitally transforming the acquisition and dissemination of all Maritime & Coastal data streams.



# SIGNALIS

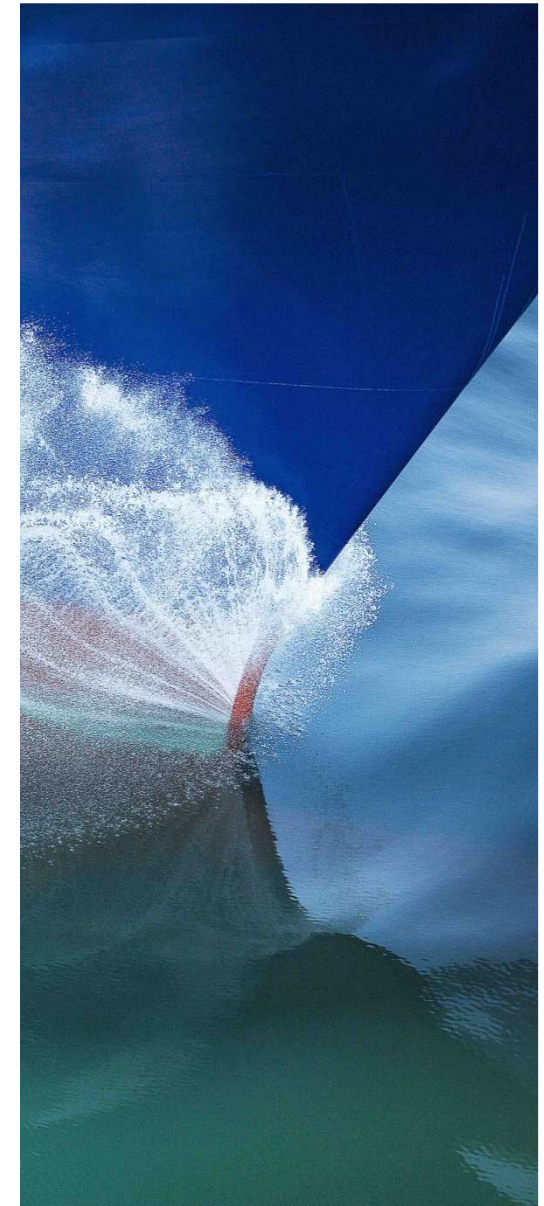


# THALES UNDERWATER SYSTEMS

**THALES UNDERWATER SYSTEMS** is a 100% owned subsidiary of THALES, one of the world's major groups in defence and professional electronics. With over 40 years of experience in undersea warfare, THALES UNDERWATER SYSTEMS is a world leader in its field, the major exporter of sonar and associated systems for navies and air forces.

With the recent inauguration in January 2016 of the Sonar Center in Brazil, THALES UNDERWATER SYSTEMS is opening a new industrial unit in Latin America.

# THALES





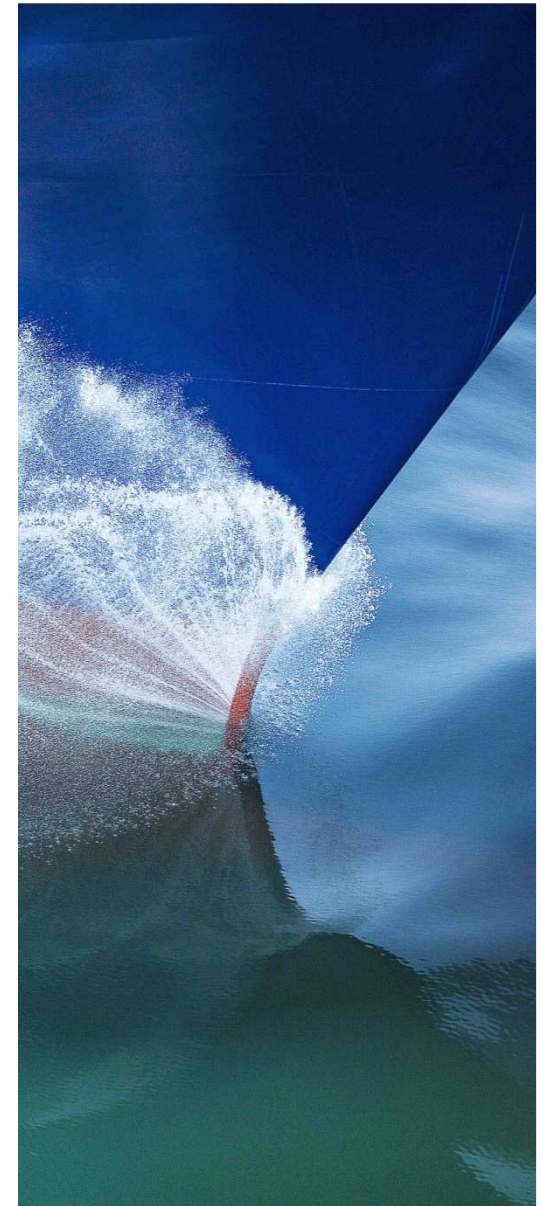
# Thank you for your attention

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