

PRESS STATEMENT

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Johor Holds Good Potential for More Business Cooperations with Rafale

- *Human capital development and cooperation opportunities core focus of Rafale International's programme in Malaysia*
- *Rafale International enlarging its Network of Excellence in Malaysia*

Johor, 8 July 2013 – Rafale International, SME Corp. Malaysia and Malaysian French Chamber of Commerce and Industry (MFCCI) held a Rafale Seminar For Malaysia: Business Opportunities today, attended by about 100 participants from various industries.

Hosted by Rafale International for companies based in southern Peninsular Malaysia, the seminar shared information on the extensive cooperation partnerships offered by the joint-venture group behind the combat-proven multirole fighter aircraft, Rafale. The business event is a follow up to the successful seminar organised with SME Corp. Malaysia in Kuala Lumpur in January 2013 that was attended by more than 120 Malaysian participants.

Rafale Malaysia Program Director, Daniel Fremont said, "For many years, Rafale International through our joint-venture companies, has established strong relationships in Malaysia. We offer a complete and comprehensive package encompassing human capital, software and systems, support and technological cooperation to Malaysian partners including SME companies. There is an undeniable relationship between economic development and community development. We would like to contribute to Malaysian businesses by enhancing human capital in particular."

"By improving development process, we are delighted to share skills and knowledge with Malaysians, and also reach out to component design, composite manufacturing, system integration and other area and activities."

At the same event, Dassault Aviation, manufacturer of the Rafale multirole fighter aircraft signed a Memorandum of Understanding (MoU) with Malaysian Timber Industry Board and Sri Jentayu on the joint development of advanced green composite industry in Malaysia. The three partners will actively play a role to enrich and support the development of advanced green composite (AGC) industry in Malaysia. It will also involve opportunity for technology transfer and human capital development which may engage various partners from France and Malaysia.

With human capital development being one of the core focuses of the Rafale International's programme in Malaysia, it thus not surprising that the group is collaborating with a number of local tertiary education institutions. Among those which have established these relationships with Rafale International are Universiti Teknologi Malaysia (UTM), Universiti Pertahanan Nasional Malaysia (UPNM), Universiti Kuala Lumpur (UniKL), Universiti Teknologi Mara (UiTM) institutions and MARA institutions.

Rafale International is seeking more partnerships with local companies to add to its ongoing collaborations with Malaysian organisations. This is part of its effort to enlarge the Rafale Network of Excellence which currently includes companies such Strand Aerospace, MARA institutions, Composites Technology Research Malaysia (CTRM) and its subsidiaries, Zetro Aerospace, as well as Malaysian Investment Development Authority (MIDA), Malaysian Industry-Government Group for High Technology (MIGHT), Malaysia External Trade Development Corporation (MATRADE) and SME Corp. Malaysia amongst others.

Among the speakers was a representative from Medini Iskandar Malaysia who shared on the development plans for one of the main zones of Iskandar Malaysia i.e. Nusajaya. The different clusters and opportunities for foreign and local companies were presented.

During the seminar, participants also heard testimonies of collaborative relationships between Malaysian with French companies. Veolia Environment, Dassault Systemes and Technip spoke of the multitude of capacities of collaborations with Rafale International. Veolia Environment is the worldwide reference in environmental solutions; Dassault Systemes, the 3DEXPERIENCE Company, provides business and people with virtual universes to imagine sustainable innovations while Technip is a world leader in project management, engineering and construction for the energy industry.

Dassault Systemes is currently working with Malaysian universities to provide students with relevant hands-on experience for an all-rounded engineering education. Dassault Systemes, the inventor of the CATIA software used by aerospace, automotive, shipbuilding, and other industries, provides holistic 3D solutions for businesses to undertake complex development

to the minutest of detail. By tapping its rich history and cutting edge technology, the company hopes to provide an in-depth dimension in practical training for the future graduates, helping them to harness their potential both in the classroom and beyond.

Other than the Rafale Cooperation Program and successful cooperations between French and Malaysian companies, participants were acquainted with the Rafale multirole fighter at the seminar. As Rafale International continues to gather opinions, feedback and widen its network to make improvement to its business opportunity seminar, participants saw its commitment.

Rafale International is a Joint-venture of companies comprising aerospace leaders Dassault Aviation, Thales and Snecma (Safran Group), which is proposing the Rafale multirole fighter aircraft to the Royal Malaysian Air Force in the frame of the MiG 29 replacement project.

Rafale International will continue to host similar seminars in Malaysia to invite more local companies to be part of its Rafale Network of Excellence in Malaysia. Details of future business opportunity seminar will be made available at www.rafalemalaysia.com as the time comes.

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About Rafale International

Rafale International is a Joint-venture (G.I.E Groupement d'Intérêt Economique) set up by Dassault Aviation, Snecma (Safran Group) and Thales to promote the Rafale fighter aircraft to international customers. The three partners are major international leaders in the aerospace and defense fields with more than 135 000 employees and a turnover of 28Bn Euros.

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