



Torino Piemonte Aerospace: We Know How



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A pool of top class companies ready to answer the needs of the international market

Torino Piemonte Aerospace provides international buyers a free preferential channel to meet and start business with 66 top class aerospace & defense selected enterprises based in Piemonte. The project is promoted by the Torino Chamber of Commerce and managed by Piemonte Agency.

The 66 companies were chosen according to strict parameters of evaluation, such as technical know-how, the presence of innovative products and processes, the quality of the company, developed programmes, global coverage, the human resource potential and the ability to work as a team. Moreover, in order to be part of the project, all member companies are required to satisfy product quality standards, project design capabilities and production flexibility, indispensable features to be competitive on international markets.

The resulting assortment represents all fields of production: aircraft manufacturing, components & mechanics, plants & machineries, systems & subsystems, special metalworking, defence vehicles & systems, components of electrical systems for aircrafts and satellites, test and control equipment, engineering, prototyping, software creation and consultancy. Thanks to their productive features, many enterprises can be placed in more than one sub sector (civil aeronautics & defense, civil aeronautics & aerospace). In addition, almost 80% of the companies invest in R&D, while 50% own national and international quality certificates.

The Torino Piemonte Aerospace Team's assistance is completely free of charge. In all matchmaking activities the Team ascertains buyers' needs, upon request suggests possible suppliers, and arranges one-to-one meetings in Torino or on their premises. To connect big aerospace players' to its member companies, since 2007 the project Team has organised several activities: 4 participations to worldwide events and air shows and 3 to international business conventions; 4 entrepreneurial missions; 4,400 b2b meetings; 3 workshops with important foreign aerospace brands and company visits in Piemonte. Up to date, the project can boast 25 orders for a total of 6.5 million Euro and others still pending amounting to over 16 million Euro.

One of the most successful events organised within the project is Torino Aerospace & Defence Meetings, the only international business convention in Italy dedicated to the aerospace and defence industry. The initiative, held for the first time in March 2008, registered surprising numbers: 1.500 professionals, 6.000 one-to-one meetings and 21 conferences and workshops. The best international companies joined the event: Finmeccanica, Alenia Aeronautica, Aermacchi, Piaggio Aero, Thales Alenia Space, Selex Galileo, Agusta Westland, Boeing, Eads, Dassault Aviation, Northrop Grumman, Tupolev, Messier Dowty, Avio, Pratt & Whitney, Microtecnica, Elbit. Torino Aerospace & Defense Meetings is coming back in 2009 (28-29 October) and then it will become biannual from 2011 onwards, rotating with Aeromart in Toulouse.

For further information consult

www.torinopiemonteaerospace.com





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The project

Torino Piemonte Aerospace is a project promoted by the Torino Chamber of Commerce with the operative support of Piemonte Agency for Investments, Export and Tourism and the financial backing of Piemonte Region Authority.

For the second year of activity the project selected 66 top class enterprises: 37 of them were already member of the project and 24 are new entries. Big companies rose from 4 to 5: Alenia Aeronautica, Avio Group, Microtecnica, Selex Galileo, Thales Alenia Space. They will be backed to improve their level of international activity. Support initiatives include organization of meetings with manufacturers and suppliers, participation in offset programs, creation of an international network based on relationships between bodies, institutions, associations and clusters. Particular focus will be made on technological innovation - that constitutes a fundamental aspect to enter both national and international programmes - by participating in brokerage events (bilateral meetings with the aim of creating technological cooperation), in thematic focus and by supporting participation in European technological R&D projects. Target areas are Europe (Great Britain, France, Germany, Rumania, Czech Republic), Nafta countries, Asia - Pacific zones.

Facts and Figures

The Piedmontese aerospace industry has achieved worldwide recognition and confirms its international vocation: in 2007, exports amounted to 560 million Euros, 15,7% of the national total and 3,2% more compared to 2006.

The European Union represents 62,4% of the Piedmontese export: Germany ranking second (12,3%), between Greece (23,4%) and France (11,9%). The North American continent is the second main destination for exports (34,4%), headed by the United States (30,2%).

The Piemonte aerospace sector

Piemonte is home to an important aerospace & defence pole, which is mainly concentrated in the area surrounding its capital city, Torino: the five international players (Alenia Aeronautica, Thales Alenia Space, Avio Group, Selex Galileo and Microtecnica) employ 7,000 people and record a turnover of 1,3 billion Euros. Alongside there is a group of some 400 SMES totalling 3.000 employees and with a turnover in excess of 500 million Euros.

The Piedmontese technical-productive specialisation, both in manufacturing and technical services, can be applied to the development of aircrafts, motors, propellers, satellites, infrastructure as well as ground and on-board control systems.

In addition, applied technology and production processes are compatible with the international technical standards: quality, precision and ability to use specialised materials.

In terms of manufacturing, the production chain has vertically developed in all aspects:

- end producers of complex sub-systems
- companies supplying parts, components or complete systems which are incorporated into the sub-systems
- sub-contractors of specialised work and equipment

The technical industrial services vary from project design to model making, from industrial design to structural calculation, but also include the manufacturing of specialised software and the carrying out of laboratory tests.

A unique feature of Piedmontese aerospace & defence companies is the ability to produce parts or carry out specialised works based on buyers' designs and specifications: production of mechanical elements, assembly of electronic circuits, pressed steel, thermal and surface treatments, construction of moulds, tools and equipment and electric cabling.