

AEROPHILE SAS

PARTICIPANT

Jérôme GIACOMONI

President

106 avenue Félix Faure
75015 Paris, FRANCE

www.aerophile.com



Ecole Polytechnique, ENPC, MIB MBA.

French officer 1988-1991.

Cofounder & co-owner of Group AEROPHILE since 1993, 18 M€ revenue & 150 staff in 2019.

MEDEF Conseil Executif 1997-2002.

Administrator SNELAC (French amusement industry organization) since 2001.

Hot Air balloon pilot – European Butterflies specialist.

GRAND PRIX ETI 2018 Excellence Made in France BFM TV Banque Palatine.

COMPANY PROFILE

Founded in 1993 by two engineers, Matthieu Gobbi and Jérôme Giacomoni, AEROPHILE SAS reinvented the tethered gas balloon following an 80-year absence.

Aerophile SAS has become the world leader in tethered gas balloons through the development of four flagship products :

- The AERO30NG: 30 passengers, 100 balloons sold in 37 countries;
- The AERO30 Air Quality: flying laboratory and indicator of air quality (Paris and Krakow);
- The AEROBAR: 16 passengers, the first flying bar in the world, installed in the biggest theme parks
- 15 Aerobars sold in 8 countries;
- The Para-PM : unique system of cleaning outdoor air, 99% of the PM removed every minute from the volume equivalent to three Olympic swimming pools (432 000 m3 fresh air/hour). This solution can be multiplied and has a real effect on the overall pollution of the city.

Aerophile SAS has also founded the Parc du Petit Prince, first aerial park in the world, inspired by the worldwide known book of Antoine de Saint Exupéry: The Little Prince, with the installation of two big tethered balloons, one Aerobar and many other attractions.

Aerophile not only manufactures its products but also operates 8 balloons in the most beautiful sites:

- In France: Paris, Disneyland Paris, Parc du Petit Prince;
- In the US: Walt Disney World (Orlando, Florida), Safari Zoo Park (San Diego, California), Orange County Great Park (Irvine, California);
- In Cambodia: Angkor Wat temples in Siem Reap.

BOUYGUES TP

PARTICIPANT

Xavier VERDIER

*International Business Development Director
Rail Infrastructure – France & Europe*



Challenger – 1 avenue Eugène Freyssinet
78 280 Guyancourt
France

Web site: www.bouygues-construction.com

Graduated as a Civil Engineer in 1989, Xavier VERDIER joined the BOUYGUES group, with different roles as manager for Nuclear activities: first he worked in La Hague during 7 years, then all over France, for nuclear engineering & construction, or decommissioning, and deconstruction projects. He was involved also at the early steps in the Chernobyl confinement project.

Then he moved in 2002 to the Bouygues TP Business Department, as Deputy Director, in charge of all France and overseas departments and territories Civil works projects (tunnels, bridges, linear projects, marine works...). In 2009, he took over the Paris Area department, before expanding his responsibilities, taking also in charge the Rail projects in France.

In 2014, he was nominated Business Development Director for the International Department of BOUYGUES TP in charge of Africa, then of Egypt and Near-East area and for Oil & Gas and Nuclear projects.

*In 2020 Xavier Verdier has been nominated **International Business Development Director for Rail Infrastructures in France and Europe**. He's now in charge of developing new projects of railways, metros, tramways, all around the European continent*

COMPANY PROFILE



Bouygues S.A. is a diversified group with two main operating sectors: **construction and services**. The construction sector is the business upon which the company was founded in **1952** and includes buildings, oil-related and maritime works, public works, roads, and property. With **130 500 employees** in 2019, the Bouygues group is active in about 92 countries and generates **sales of €37,9 billion**. In 2019, the backlog in the **Construction business** (Bouygues Construction and Colas) remained at a very high level of **€33 billion** and **international business represented 62%**. Bouygues is the CAC 40 company with the highest level of employee share ownership.

Bouygues Travaux Publics entity is a **public works company**. We have developed our expertise in river and maritime works, civil engineering structures, tunnels and underground construction, as well as in pre-tensioning and bracing systems. From **roads and motorways to trams, cable cars, subways, railway and port infrastructures**, our worldwide presence has allowed us to contribute to a vast number of emblematic landmarks. As an international leader Bouygues TP has acknowledged **expertise in managing large-scale projects** with high added value and in setting up PPP projects. In 2019, with its 12 500 employees, Bouygues TP generated sales of €2,779 billion.

BUREAU VERITAS

PARTICIPANT

Eric SABATIER

Senior Vice-Président

Services aux Gouvernements

Le Triangle de l'Arche, 8 cours du Triangle
92937, Paris la Défense



Since 1988 Bureau Veritas Group, within different subsidiaries, last positions as follows

- since 2008 Senior Vice President Government Services - Paris
- 2001 to 2007 GSIT Operation Vice President – Paris
- 1998 to 2001 GS Country Director – Peru
- 1996 to 1998 CRE network Manager – Paris

COMPANY PROFILE

Bureau Veritas is a world leader in conformity assessment and certification services in the fields of quality, health and safety, environment and social responsibility.

Created in 1828, Bureau Veritas has over 190 years of experience in Conformity Assessment. The fields of expertise are in continuous expansion to provide new assessment services replying to new needs.

Bureau Veritas has an extensive background and know how directly related to Government Authorities within Public services delegation or administration digitalization.

Engaged within independent assessments since the origin, Bureau Veritas has unique expertise in numerous fields such as:

- Assessment of electronic communication equipment
- Waste management
- Management of collection, logistics and treatment requirements
- Environment Protection
- Pre-inspection of consignments
- ICT platforms
- Tax levy collection

Trusted by many authorities, Bureau Veritas has guided successfully numerous authorities in the implementation of their new and challenging programs around the globe.

Taking care of our environment, Bureau Veritas is a major actor on many schemes aiming earth protection, better management of the resources, promotion of recycling and reduction of wastes.

EUROVIA

PARTICIPANT

Chadi KHALED

President of Eurovia Infra –

Director of Eurovia's activities in the Baltic States

18 Place de l'Europe
92500 Rueil-Malmaison

Web site: <https://www.eurovia.fr/>



With a 32 years' experience in the construction Industry in France and abroad, Chadi Khaled is the Area Manager for Estonia, Latvia and Lithuania.

He also the President of Eurovia Infra, the subsidiary in charge of Public-Private-Partnerships.

COMPANY PROFILE

As a partner of regional and local authorities, Eurovia develops solutions that improve mobility and strengthen community ties.

In designing, building and maintaining transport infrastructure and urban projects, it applies an innovation policy focused on green growth to help reduce the environmental impact of its works and materials production.

Eurovia operates in 15 countries across Europe and North and South America and employs more than 45,000 people.

MBDA

PARTICIPANT

Barbara REATO
Sales Manager

Via Monte Flavio, 45
00135, Roma, Italy



<https://www.mbda-systems.com/>

Working on many international projects for MBDA for 15 years, I have been in charge of export sales for some assigned countries since 6 years and for Latvia starting this year.

COMPANY PROFILE

MBDA is the European leader and a global player in the missiles and missile systems sector, providing solutions for each branch of the armed forces (air, sea, land) in the domain of maritime superiority, air dominance, ground based air defense, battlefield engagement.

A joint venture of the 3 European leaders in aerospace and defence: Airbus (37.5%), BAE Systems (37.5%) and Leonardo (25%), MBDA is a multi-national group with more than 12.000 employees working together across France, Germany, Italy, Spain and the United Kingdom.

Boasting more than 90 customers, MBDA achieved 3.3 bn € orders, 3.6 bn € revenues, and 16.6 bn € backlog in 2020.

MBDA has already carried out several European cooperative programmes and continues seeking cooperation and industrial consolidation in Europe.

MINISTERE DE L'EUROPE ET DES AFFAIRES ETRANGERES

PARTICIPANT

Clara, MARCHAL

*Editor for Central, Eastern, Baltic and Continental Europe
Economic Diplomacy Directorate*

27 rue de la Convention
75015, Paris, France



After two years in Brussels at Eurospace, the European space industry trade association, Clara Marchal has been in charge of monitoring bilateral economic relations with the countries of Central, Eastern, Baltic and Continental Europe at the Economic Diplomacy Directorate of the Ministry of Europe and Foreign Affairs since 2018.

COMPANY PROFILE

The promotion of France's economic interests is one of the main missions of the Ministry of Europe and Foreign Affairs, in France and in the network, and of the operator Business France.

French economic diplomacy has several objectives:

- supporting our companies in exporting to foreign markets
- attracting job-creating foreign investment to our country
- to adapt the European and international regulatory framework to our defensive and offensive economic interests;
- to promote the dynamism of our companies, especially our start-ups.

NEXTER SYSTEMS

PARTICIPANT

Coralie CHAUVIN

*Regional Director Europe
Scandinavia & Baltics States*

13 Route de la Minière
78034 VERSAILLES, FRANCE

www.nexter-group.fr



COMPANY PROFILE

NEXTER, SYSTEMS architect AND INTEGRATOR FOR THE LAND FORCES

As a systems architect and integrator, we have developed over the years a wide range of defense products in the fields of land combat systems, artillery, ammunition, weapons and robotics.

We design and supply "combat proven" systems that we accompany from creation to dismantling to meet the requirements of our customers.

Nexter now has 3,700 employees in France and Europe and more than 250 product references.

We create the ground defense standard of today and tomorrow.

SIRADEL (ENGIE Group)

PARTICIPANT

Cyrille GABORY

Account Executive

2 Parc Brocéliande
35760 Saint-Grégoire - FRANCE



<https://www.siradel.com/>

Cyrille Gabory oversees developing business in the Baltic and Nordic countries with smart cities and telecom companies. He graduated in 1995 from ESIEE Paris with a Master of Sciences in Telecom and Microelectronics, and in 2012 from ESCP Business School with an Executive MBA. Prior to Siradel, he worked for various small to large organizations in the Telecom and IT industry, always focusing on customers. Caring about others is important to him. He believes that technology will help building more sustainable and enjoyable cities for everyone.

Cyrille is open to other cultures and had the opportunity, both professionally and personally, to travel in more than 50 countries.

COMPANY PROFILE

Siradel brings innovative solutions to manage urban transformation of cities. Siradel produces 3D digital twins of cities, collaborative and open 3D visualization platforms with simulation, geographic information system (GIS) and big data capabilities for smarter infrastructure planning, decision-making and communications. Siradel develops a large set of software to optimize infrastructure networks and manage urban transformation projects with solutions in wireless connectivity, public lighting, CCTV, risk management, energy, mobility, resilience and more.

Working in 60+ countries for 25+ years, Siradel, an Engie group company, provides innovative smart city and 5G solutions for public sector entities, all city stakeholders, telecom operators and regulators to make cities more sustainable, connected, resilient and attractive.