



MEMORANDUM OF UNDERSTANDING

On a framework for cooperation between
the Groupement des Industries Françaises Aéronautiques et Spatiales – GIFAS (France)
and
Society of Indian Defence Manufacturers – SIDM (India)

The Groupement des Industries Françaises Aéronautiques et Spatiales (hereinafter referred to as GIFAS) and the Society of Indian Defence Manufacturers (hereinafter referred to as SIDM), both hereinafter referred to individually as the "PARTY" and jointly as the "PARTIES",

Considering each party's wish to promote a sustainable framework for present and future partnerships and cooperative actions between the French aerospace industry and the Indian defence industry;

Reaffirming the necessity to expand trade, through stronger economic and industrial cooperation, between the French Republic and the Indian Republic, and toward export customers,

The PARTIES mutually agree as follows:

1. The PARTIES will organize a working group, at which the executive officers of GIFAS and of SIDM will meet at least once a year with the goal of following and initiating subjects of cooperation relating to the issues listed below.
2. The PARTIES undertake to implement measures to promote a mutually beneficial cooperation in aerospace and defence manufacturing, research & technology, human capital, engineering services, systems integration
3. The PARTIES will exchange on matters of policy in the field of aerospace and defence and will establish joint position if required.

The collaboration will cover the following areas of common interest:

DEVELOPMENT OF BUSINESS OPPORTUNITIES BETWEEN MEMBERS OF GIFAS AND SIDM

- Promoting the establishment of a direct dialogue between the members of GIFAS and SIDM, by summoning up the economic potential of the French and Indian industries on subjects of cooperation such as finding industrial partners, the sharing of experience in training, joint aerospace programs, the exchange of delegations, activities of the production chain and R&T
- Sharing and developing potential business opportunities of the members of the PARTIES to address the requirements of the member
- Exchanging information that may be of mutual interest by sending one another newsletters, web links, bulletins, press releases, etc.

HUMAN CAPITAL

- Facilitating the exchange of industry knowledge and expertise related to training and human capital development between French institutions and Indian institutions, to promote the continuous improvement of the talent pool
- Facilitating the dialogue between training institutions and industry in France and in India, to ensure effective transfer of industry knowledge, and to increase the industry ready talent pool
- Providing advice on human capital sourcing and development to a PARTY's member involved in the other PARTY's country
- Exchanging on employment and industrial relations issues.

RESEARCH AND TECHNOLOGY

- Facilitating the transfer and deployment of technology between the members of the PARTIES in support of any commercial relationship between the members of the PARTIES
- Identifying subjects of common interest of the members of the PARTIES in the R&T field
- Promoting joint R&T programs between France and India at the bilateral and European level, as well as any industry

AEROSPACE INDUSTRY POLICY AND BUSINESS ENVIRONMENT

- Facilitating the exchange of information on French, Indian and International regulations specific to the production, trade, and usage of aerospace and defence equipment and know-how
- Promoting the development of a common framework that enables an increase in cooperative activities and trade between French and Indian manufacturers of the aerospace and defence sector supply-chain, including at the SME level.

- Interacting in concert within the cooperative programs and promoting their development by the various actors of the aerospace value chain (Prime contractors, Tier 1 and 2 suppliers, SME, manufacturers of components, sub-contractors, etc.)

INTERNATIONAL TRADE ISSUES

- Assisting the other PARTY in its relations with the administrations in order to facilitate the cooperative programs in the following fields: issues related to international trade regulation, export control, tax, customs, offsets, etc.
- Promoting the holding of common forums, scientific colloquia, conferences and seminars on international trade issues.
- Facilitating the implementation of the National Pavilion of the counterpart in aerospace exhibitions so as to promote industry toward export customers.

This memorandum of understanding may be amended or terminated subject to the agreement of both PARTIES.

The memorandum of understanding will take effect on the date of its signature by the authorized representatives of both PARTIES.

Signed on 16th of April 2018, in New-Delhi, in two original counterparts for each party.



Mr. Pierre Bourlot
Chief Executive Officer
French Aerospace Industry Association
(GIFAS)



Lt General Subrata Saha, PVSM, UYSM, YSM, VSM (Retd)**
Director General
Society of Indian Defence Manufacturers
(SIDM)