

Good morning,

Ladies and gentlemen, dear colleagues, it is my pleasure to participate in this conference, following Madame Arnould's kind invitation.

Certainly **we are facing challenging times**, specially related with the financial situation of some of our Member States, in which we will require to make the best use of all our imagination **to find ways ahead**, allowing the consolidation of the Military Aerospace Industry so hardly constructed in many decades of continuous efforts.

As I told you during the **February EDA's Conference** "Industrial capacity is already deteriorated and will be soon seriously impacted with consequences for the key capabilities and technologies".

European cooperation, especially through EDA, appears as an alternative in these days of reduced Defence Acquisition budgets and shortage in R&D funds for new programs.

EDA should take the leadership in the maintenance of the EDTIB (European Defence Technological and Industrial Base) in order to **keep the sovereignty** not only in **Defence environment** but in the **Technology too**.

Clearly some **EDA sponsored initiatives**, as **Pooling & Sharing** can be a way to find some additional opportunities and markets and to ensure the best procurement prices to the participants, **mainly when these initiatives are focused on "European Projects"** that collaborate to keep that EDTIB.

In this respect, the P&S initiative for Tankers is a clear example of how to **boost the European Industry through the whole Supply Chain**. Airbus Military is clearly supporting such initiative and will continue committed to EDA to find ways for its successful implementation.

Even more, we consider that this Pooling & Sharing concept can be extended to other type of products as Missionized Aircraft and Helicopters, A400M, Maritime Patrol, AEW, or others. There is a big panoply of available European products suitable to follow such scheme, especially for those countries that cannot justify a reasonable sized fleet.

Anyway, from my point of view, **we need much more than Pooling & Sharing**, especially linked to Export markets outside EU. European Defence Aerospace Industry is a sector with state-of-the-art air systems and products, able to satisfy the more stringent requirements in any country worldwide. But **Europe is not always able to offer Export conditions similar to the ones offered by US** or other national competitors, especially due to the **lack of something equivalent to a European Foreign Military Sales (FMS) organization**. This is a big obstacle that many times jeopardizes the competitiveness of our proposals.

Currently, industrial defence activities and, in particular, support to defence exports have been ignored, or even avoided, by the European Institutions.

The competition is getting tougher, and I believe EDA could help us levelling the playing field, in particular with our American competitors, supporting and coordinating the efforts that different European Member States are doing to help the industry.

Independently of the European Treaty limitations, when dealing with export outside the EU, meeting all the applicable export restrictions, **this is only industry**. And not anyone, it is a very sophisticated industry that maintains more than **466.000 highly qualified employees**, including thousands of the most skilled R&D resources available in Europe. The kind of industry that develops and implements many of the new technologies, later disseminated to the rest of the industrial sectors.

Additionally **lessons learnt in the support to the export campaigns**, will **help EDA to define specifications and development environments** for future European programs better oriented to achieve a commercial success in the world market, commensurate with the level of the technical excellence already achieved in most programs.

But **Military Aerospace Industry** is not only important from an economical perspective. **It means real sovereignty for the European Union** and its constituent nations. It's not easy to imagine such an economical power being fully dependant on external supplies for sophisticated defence material. **To Support the Defence and Aerospace Industry is a way of defending a sovereign Europe.**

For all these reasons I want to live a crystal clear message: **The survival and even the growth of the Defence Aerospace Industry in Europe is, and shall remain as, an important factor for ensuring Europe economical, and even political, future.**

As a **clear conclusion** and recommendation, in addition to the already repeated sustained investment in R&D, that shall be incremented to minimize the impact of reduced national budgets, we need to rethink how to support the export efforts of the industry through a sort of FMS approach, and for that, EDA could play a key role.