



EADS SPACE

1st. International Space Exploration Conference

Discussion Panel: International Participation

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EADS SPACE: a 100% subsidiary of EADS



EADS

Airbus



MTA



**Aero-
nautics**



**EADS
SPACE**



DSS



EADS SPACE Facts & Figures end 2003

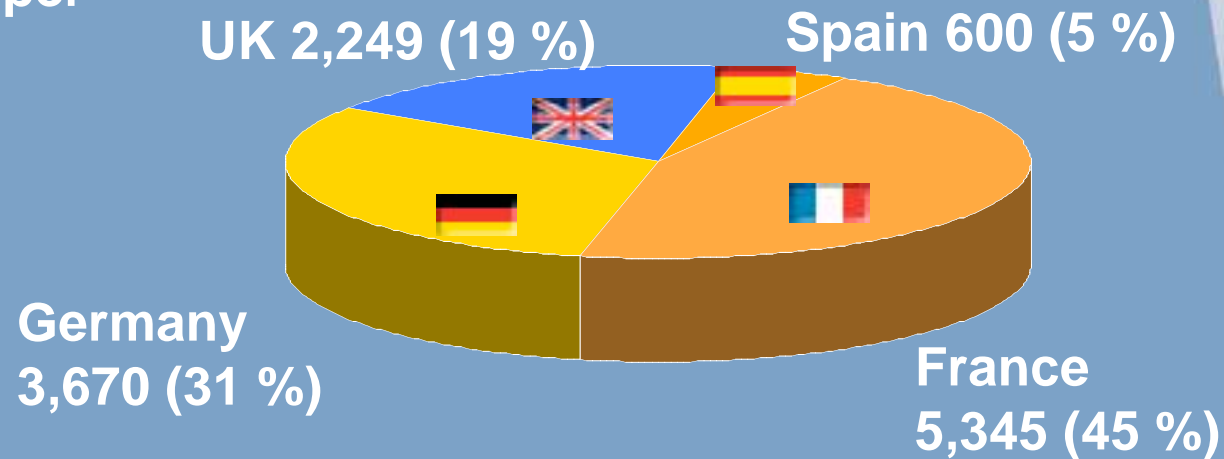
Employees:	12,000
Turnover:	2.424 Bn €*
Order Backlog:	7.888 Bn €

* Consolidated turnover

CEO: François Auque



Employees per country



EADS SPACE Transportation



The European specialist for space transportation and manned space

Defence



Launchers



Orbital & Re-usable Systems



Propulsion & Equipment



Employees: 4,700
2003 Turnover : € 1.1 Bn
President: Josef Kind
Chief Executive Officer: Hervé Guillou



EADS Astrium



A world leader in the design and manufacture of satellite systems

**Earth
Observation,
Navigation &
Science**



**Military
Communi-
cations
Systems**



**Telecom
Satellites**



**Equipment &
Subsystems**



Employees: 6,700
2003 Turnover : € 1.6 Bn
President and CEO: Antoine Bouvier



EADS SPACE Services

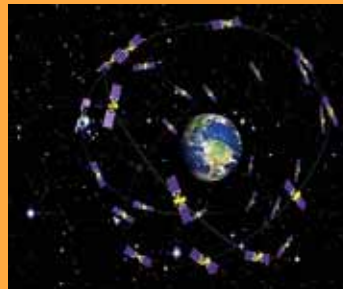


Satellite services in the military telecommunications and navigation fields

Secure satellite communications services to national MoDs and NATO

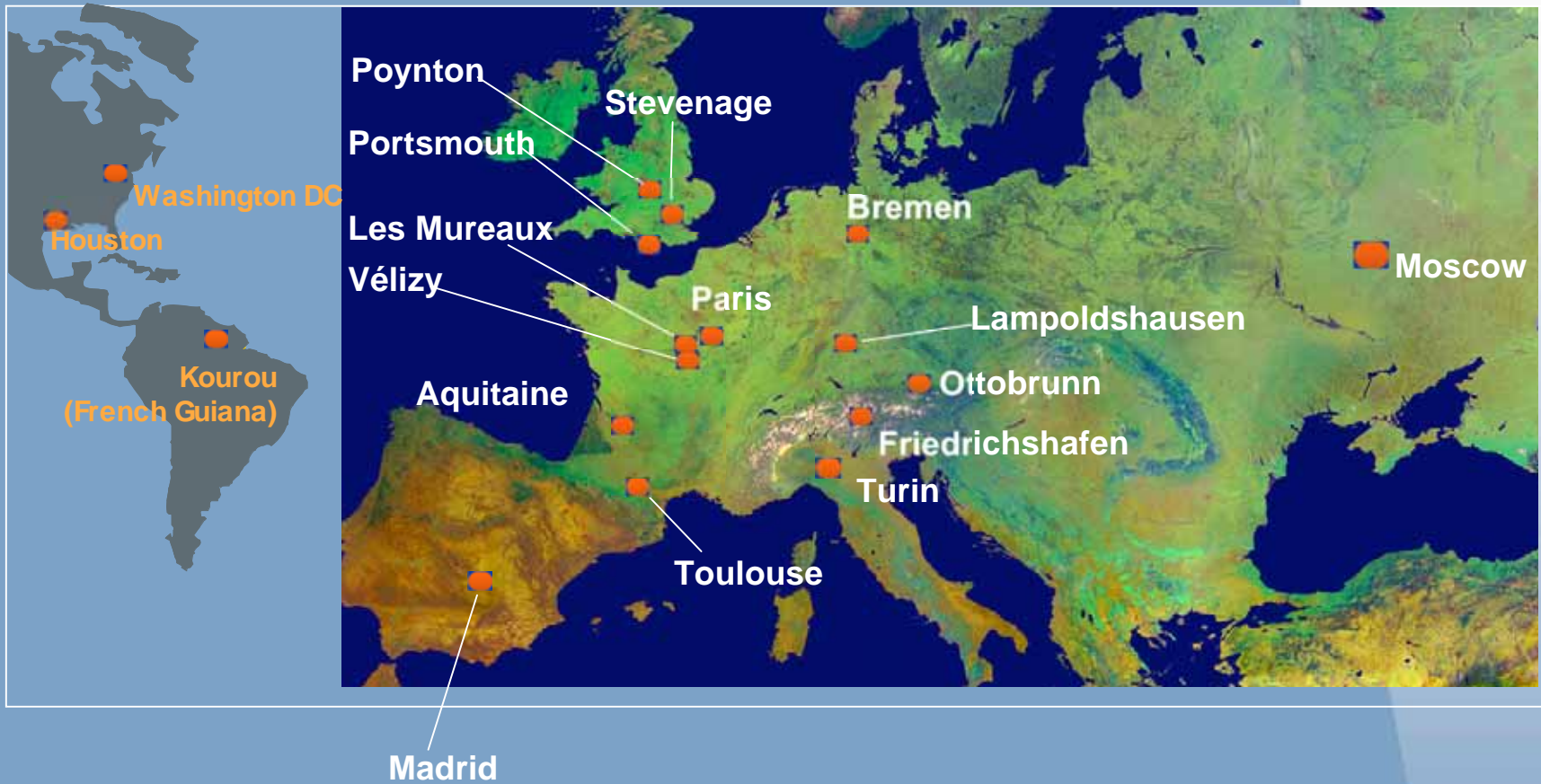


Satellite navigation services in the frame of the Galileo Concession ongoing competition



Fr / G / UK operations
Employees: ~ 200
2003 Turnover : € 65 Mio.
CEO: Eric Béranger

EADS SPACE Sites

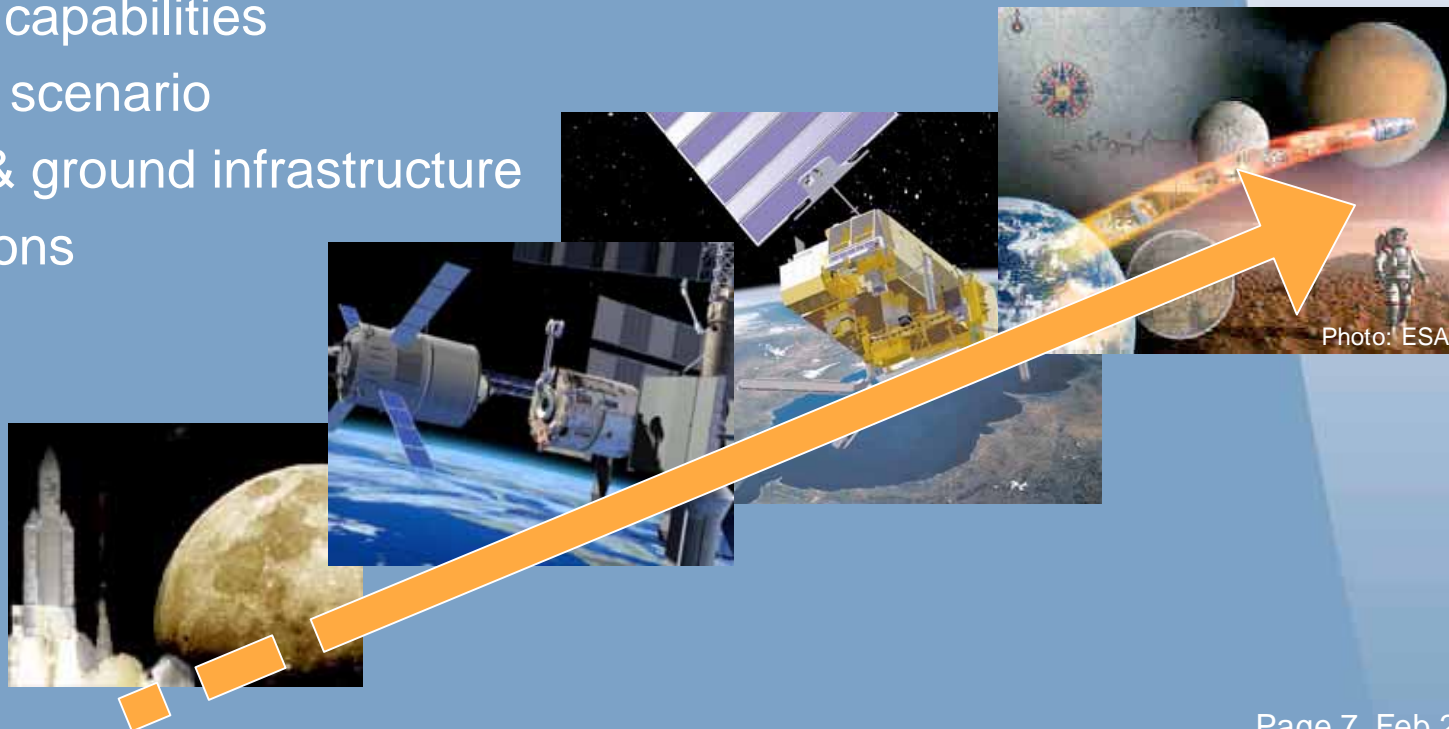




EADS SPACE Today : Strategic Vision for Space exploration

EADS SPACE is the natural European prime contractor and partner for international space exploration programmes

- Programme definition
- Launch capabilities
- Mission scenario
- Space & ground infrastructure
- Operations





EADS SPACE key words on International Participation in future Space Exploration

- EADS SPACE is the European provider of complete commercial and institutional space solutions (satellites, launchers, infrastructure, operations, defence, services, technologies)
- Competition AND cooperation is the core of our business (Galileo, ISS, European future launcher programme, Soyuz)
- EADS SPACE operates in 5 European countries (F, D, E, I, UK) and has a base in the USA
- EADS has significant US engagement in the US (e.g. Airbus & satellite procurement, Eurocopter facilities, ISS assets, ICC)
- EADS SPACE has long experience in NASA ISS commercialisation initiatives



EADS SPACE – Ready for Cooperation

- EADS SPACE Supports major findings of the Aldridge Report on Exploration
 - ✓ No. 3:.....improve relationship to private industrial sector
 - ✓ No. 5:.....create a robust (private) space industry
 - ✓ No. 6/Rec. 6.1).....pursue international partnership
 - ✓ Presidential Vision.....pursue international and commercial participation in Exploration Program
- Therefore, we have responded to NASA RFI's for
 - ✓ Space Transportation
 - ✓ Human and Robotic Technology



Discussion Topics

- Definition of the model for cooperation needs to be refined
 - Cooperation partner or benchmark object?
 - Partner for a mission subset or integrated mission partner?
 - Classical IGA model (institutional cooperation) or JSF-based bilateral agreements or pure competitive industrial model
- International cooperation – but first “identification of US interests” (Aldridge report)
 - Hinders transparency of the implementation process
 - Need to define our role - Partner or Supplier?
 - Are we requested to cooperate on a long-term basis or on a case by case solution



Non-US Industrial partners need clear customer interfaces

US Prime contractor team

Direct procurement via Agencies

Special governmental organization

A clear definition would provide additional leverage to enable robust, long-term international cooperation