

The French Industrial Policy for shipbuilding to face the crisis of the sector

4 main working thrusts

→ To Improve our competitiveness

→ To Innovate

→ To Insure an international competition on equal terms

→ To Lead as expected the national program of equipment in marine energies



To improve cohesion in the marine field

The main strength of our marine field lies in its high level of technological qualification

The main weakness is an absence of organization which indicates a lack of confidence between the different actors .

***CFE/CGC* - We need to set up :**

- Mutual support for exportation
- Functioning in network
- Mutualization of actions for companies (legal, strategy)
- Mediation between the actors

Mapping of the shipbuilding sector



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Key points of the French naval sector

- Key figures:

- **480** Identified companies ;
- **8,5 billion€** Of maritime turnover in 2010;
- More than **40'000 jobs**.

- Economy and actors:

- A quarter of companies accumulates 90 % of the turnover of the sector.
- 40 % of the actors of the sector are purely maritime

- Geography:

- Four key regions which concentrate the majority of companies and jobs: **Ile de France, Pays de la Loire, Bretagne, PACA**.
- It is also key region for marines energies developpement in France.

- **Value chain:**
 - A strong economic weight for the shipyards;
- **Technological domains:**
 - Strong specialization of the actors, for the majority of them mono-technology;
 - Key point of the sector for the know-how especially for design / shipbuilding ;
- **Pooling / Grouping:**
 - The **GICAN** : Reference grouping of the naval sector
 - One third doesn't belong to any grouping

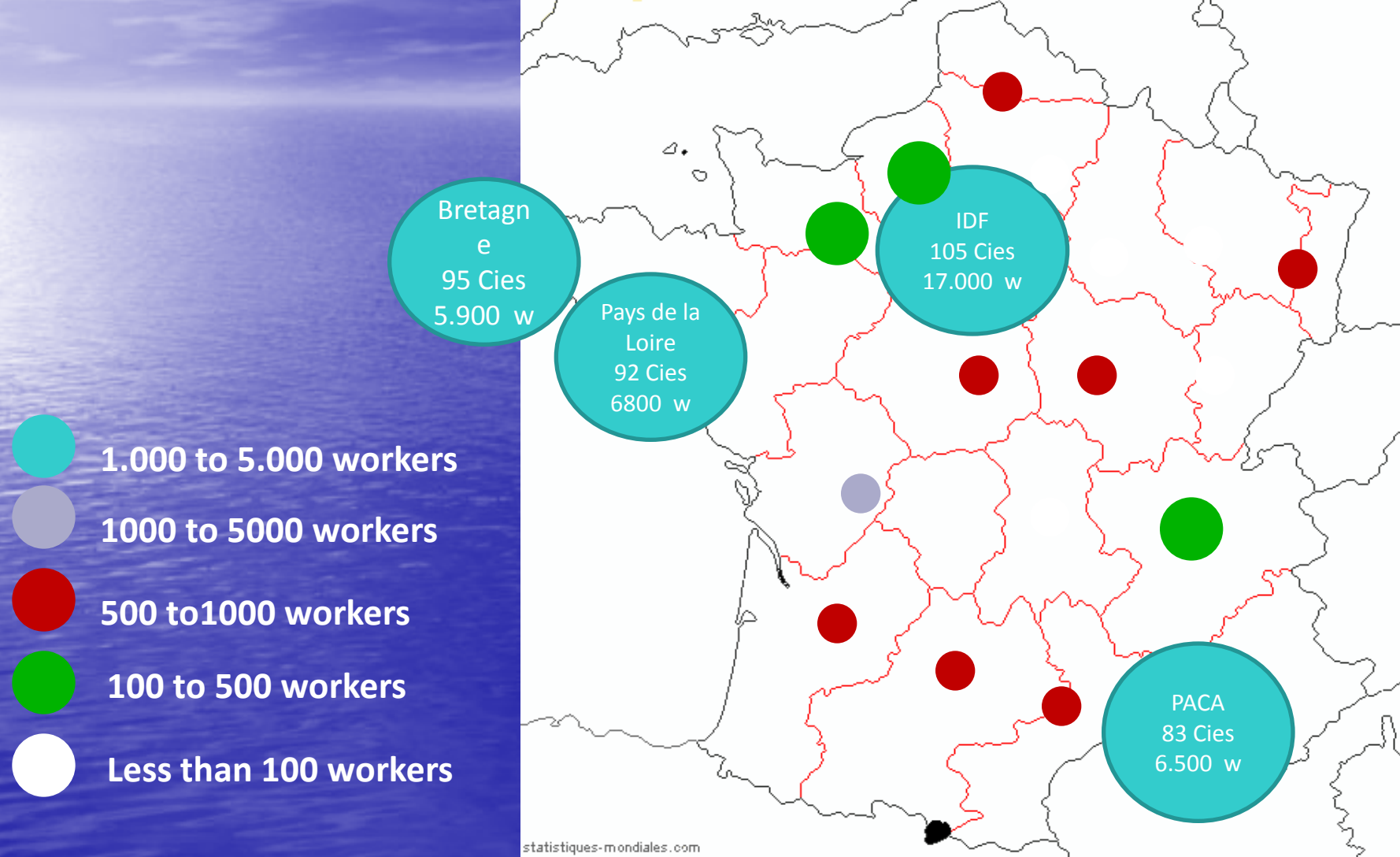
ECONOMY

Landscape contrasts for the weight of the naval activities

- | | Total Turnover |
|--|----------------|
| <ul style="list-style-type: none">• More than 500m€ - 2 Companies
Maritime activities | |
| Leadership (DCNS and STX France)
100% marine activities | 3.200 m€ |
| <ul style="list-style-type: none">• From 50 to 500 m€ - 50 Companies | |
| Big groups
30% | 2.900 m€ |
| <ul style="list-style-type: none">• from 2 to 50 m€ - 250 Companies | |
| Medium-sized Enterprises
40% | 2.700 m€ |
| <ul style="list-style-type: none">• Less than 2 m€ - 210 Companies | |
| Small-sized Enterprises
40% | 160 m€ |

GEOGRAPHY and EMPLOYMENTS

Four key regions which concentrate more than 90 % of companies



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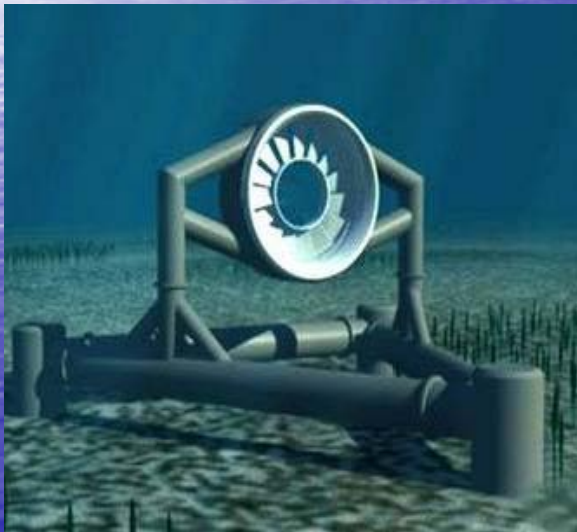
Europe's Response

- Level Playing Field
 - Innovation
 - Advanced Financing
 - Rules & Regulations
 - A European Approach to Naval Shipbuilding
 - Protection of Intellectual Property
 - Skilled Workforce
- To elevate the Commitment !
- To amend the course of action as necessary



French shipbuilding sector has to adapt itself

New activities of diversification



FRENCH MARITIME SECTOR GOT READY !

- Collaborative RDI of the naval sector
- Over the last 5 years the RENEWABLE MARINE ENERGIES overtakes ships:
 - Ships : **69 projects / 150.8 M€**
 - Renewable Marine Energies : **34 projects / 179.8 M€**

AS A RESULT : EMPLOYMENTS FORECAST:

- **10 000 jobs** for the offshore wind energy
- **11 000 jobs** for the sectors of marine turbines, floating wind energy, for the wave energy and the OTEC Ocean Thermal Energy Conversion



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French shipbuilding sector and its new ACTIVITIES OF DIVERSIFICATION

Consequences for workers of the shipbuilding sector :

- Evolution of the jobs
- Versatility of workers
- Training plans



To move forward !

Since 2008, the cruise ship order book has gradually decreased. **workers are worried !**

➤ A ray of sunshine !

- STXFrance intends to maintain its segment as the building of cruise ships and passenger ferries, in addition to :
 - offshore service ships, research vessels ,military ships, and finally its diversification with the renewable energies .

➤ However !

- A truly coordinated European approach, focusing on safeguarding shipbuilding capacities and expertise throughout Europe, is lacking.
- Trade union supervision and expertise is needed in order to guarantee that workers' rights and safety standards are enforced and applied in new fields of activity.

STX KOREAN STRATEGY?

- **STX FRANCE Saint Nazaire fortunately has a military activity and the French government has retained a blocking minority that has limited the impact of the crisis.**
- **However STX does not appear to have a clear strategy for STX France.**

The background is a deep blue gradient. A thin, bright white line representing a horizon is visible in the upper third of the image. To the left of the horizon, there is a bright, circular sun flare that creates a lens flare effect across the sky. The sky is filled with soft, wispy white clouds. The lower two-thirds of the image are dominated by a dark blue, textured surface that resembles water with gentle ripples.

THANKS FOR YOUR ATTENTION