



Anewworld

Intelligence, Strategic Consulting & Market Anticipation

Europe Headquarters

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USA Headquarters

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Company background

Presentation

Activity

- ◆ **Intelligence, Strategic Consulting & Market Anticipation**

Positioning

- ◆ A consulting company **dedicated to aerospace** for prospective research and industry, specializes in the applications and related services sectors, including **“Green” Technologies** and **IT** as long as they converge with **space technologies and applications**.

The geographical locations we serve

- Europe
- Canada
- United States
- Asia



Service portfolio

- ◆ **Provide consulting services and assistance**
 - to access emerging satellite markets
 - to anticipate future opportunities linked to the aerospace sector and to the convergence between the aerospace sector and the digital or green economic sector
 - in **sales of aerospace-related know-how, equipment, subsystems**
 - in the **identification of new technologies**
 - in **merger and acquisition**
 - in the **establishment of international partnerships...**

Headquartered in Toulouse

- ◆ Anewworld's head office is based in **Toulouse**, France in the heart of the European aerospace industry.

Company background

Historical review

1995

The activity launch



◆ Founding of the consulting firm “**Explorer**” in Montreal and Toulouse in **1995** by Laurent Husson.

◆ Growing to **fifteen salaried consultants** and **30 professionals** spanning seven different nationalities (Japan, Russia, Spain, Germany, France, Canada, the United States and Brazil).

2003

Integration into AON



◆ **Integrating into the multinational US company AON in 2003.** Explorer utilized the aerospace giant Aon’s resources (48 000 collaborators, approximately \$11 billion in annual revenue, a presence in over 120 Countries) and reinforced itself in the United States and gained access to key players in numerous countries.

2008

Separation from AON and creation of a new entity



◆ In **2008**, the **Aon Explorer** team **reclaimed its independence** following a shift in strategic positioning in the consulting domain at AON. It changed its name becoming Anewworld and made every effort to maintain and rebuild the independent consulting firm and network founded in 1995.

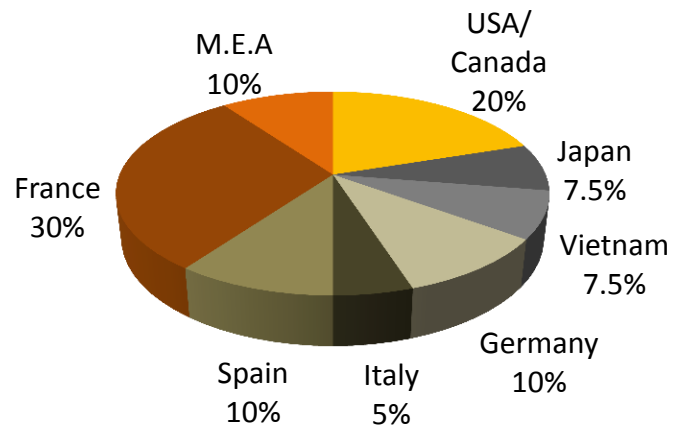


Company background

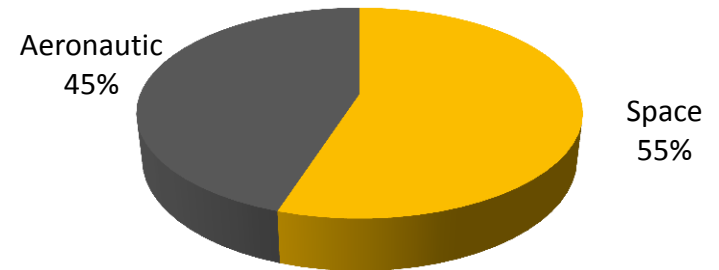
Numbers and Facts

Prevision in 2012

Sales by country Breakdown



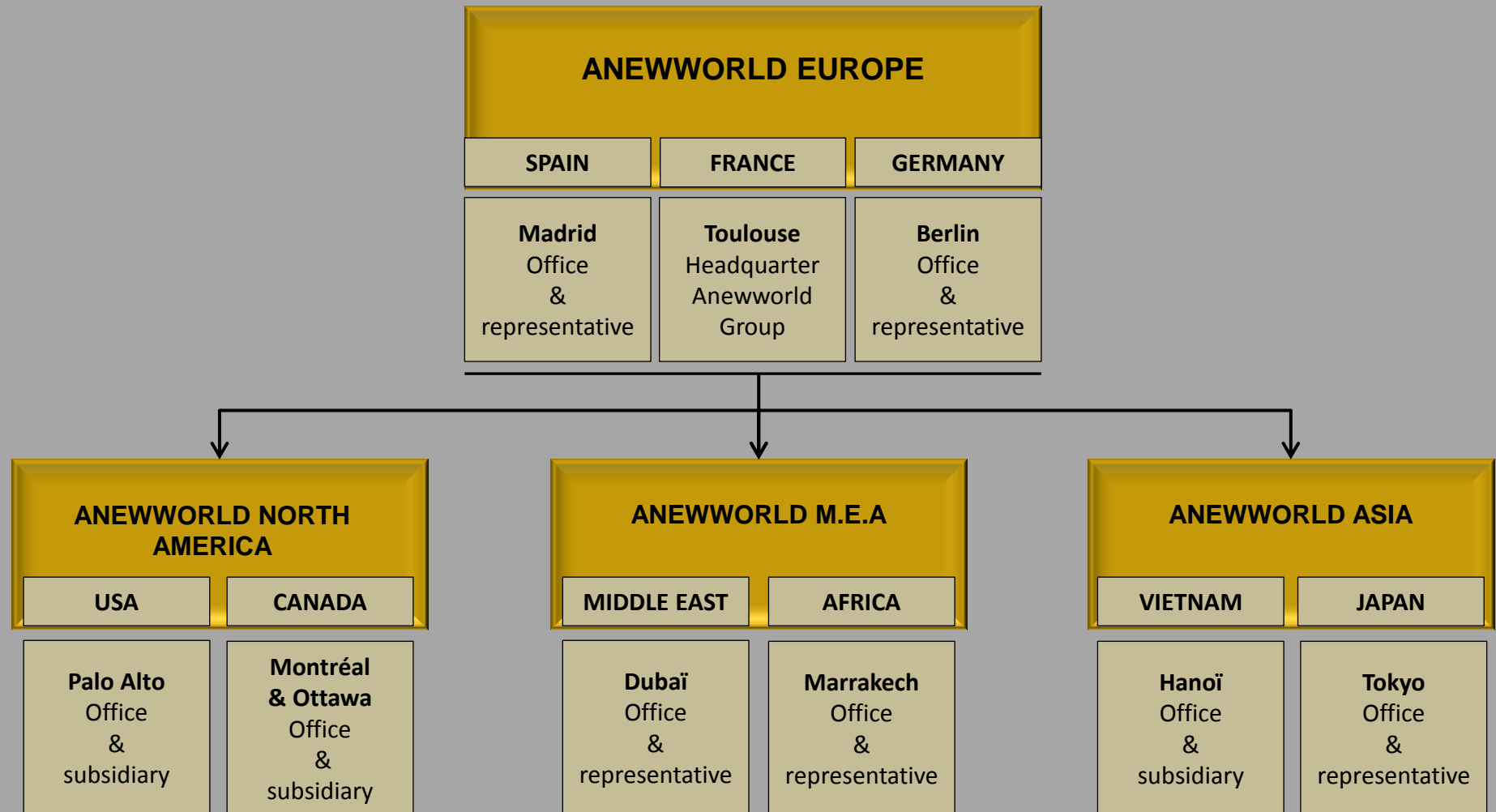
Sales by Sector



◆ Annual worldwide fees: 4M€ to 5M€

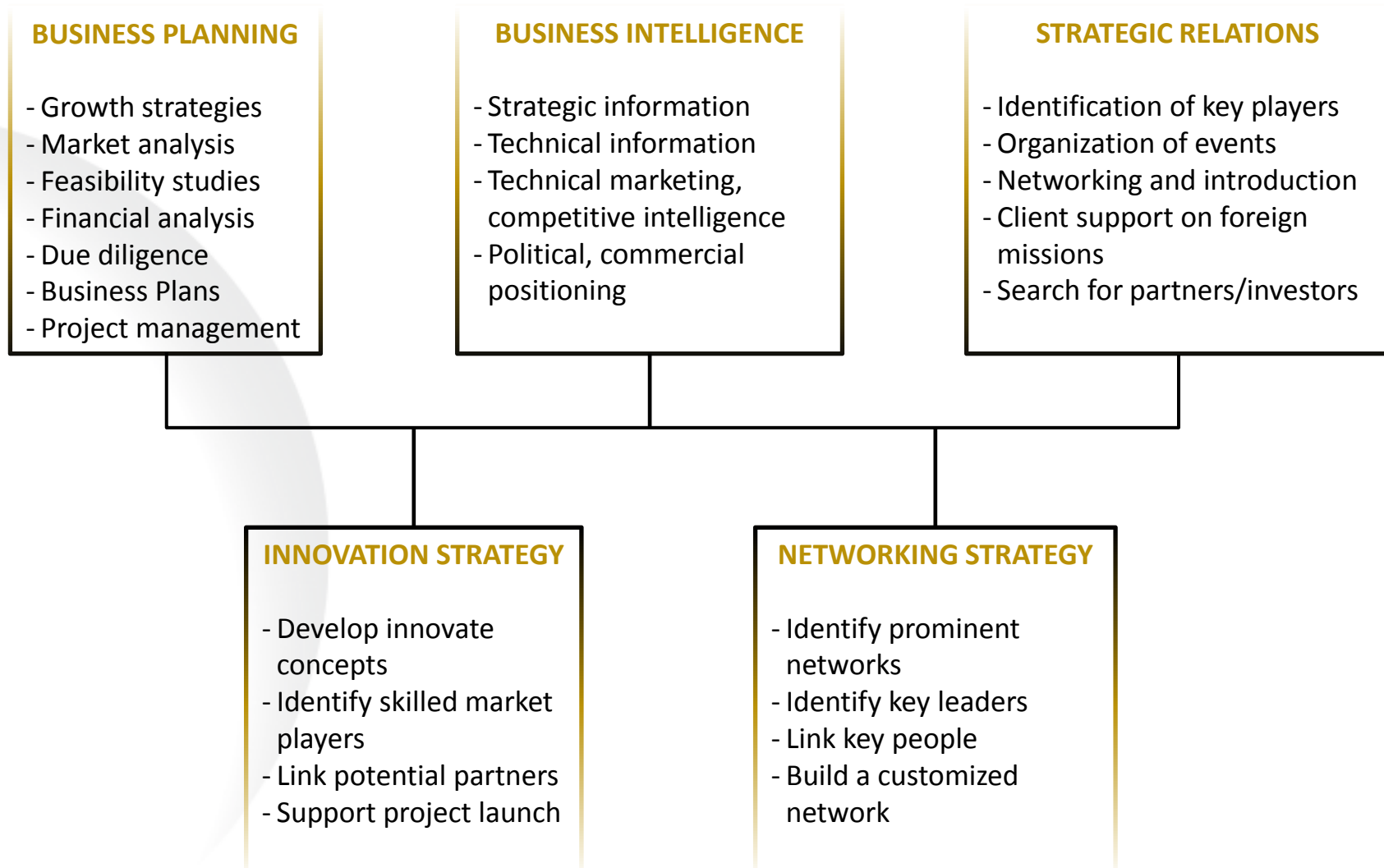
Company background

Organization



Anewworld's offer

Creative and Business Strategy



Additional Strategic Service: Talentbridge, serving human resources and all talents

A thorough understanding of the aerospace industry

Anewworld addresses 6 markets in the aerospace sector

1

In the Space Industry



3

In the Aeronautics Industry



5

For Space Application and Technological Innovation



2

For Space Operators and Space Agencies



4

For Aircraft Operators



6

For Institutional Players



Credentials

Among the references from our consultants and partners since 1995

Industrials

- AREVA (France)
- Airbus (France)
- EADS Astrium (France)
- Thales Alenia Space (France)
- OHB (Germany)
- Orbital Sciences (USA)
- EMS Technologies (Canada)
- MDA (Canada)
- Latécoère (France)
- Cegelec (France)
- GMV (Spain)
- Intespace (France)
- Sener (Spain)
- Derichebourg/Penauille (France)
- UBE Industries (Japan)
- Tamagawa Seiki (Japan)
- Thales Alenia Space (France)
- Com Dev (USA)

Financial institutions

- Cinven (UK)
- ING Barings (Netherlands)
- Banc of America Security (USA)
- The Blackstone Group (USA)
- MacQuarie (Australia)
- Société Générale (France)
- Goldman Sachs (USA)
- NPParibas (France)
- Credit Suisse First Boston (Switzerland)
- Banque Rothschild (France)

Operators and service providers

- Astrium Services (France)
- SES Global (Luxembourg)
- Eutelsat (France)
- RascomStar (Mauritius)
- PanAmSat (USA)
- Hispasat (Spain)
- Intelsat (USA)
- SES Astra (Luxembourg)
- Eurasiasat (Turkey)
- ArabSat (UAE)
- Global Radio (USA)
- Globalstar (USA)
- NewSat (USA)
- SES New Skies (Netherlands)
- Telecom Italia (Italy)
- France Telecom (France)
- MSI (Netherlands)
- Spot Image (France)
- Insiteo (France)

Space Agencies and institutional players

- ESA (France)
- CBAA (Canada)
- CNES (France)
- JAXA (Japan)
- CSA (Canada)
- CAST (China)
- Conseil Régional Auvergne (France)
- Bordeaux Region Agency (France)
- Galileo Joint Undertaking (France)
- Midi Pyrénées Expansion (France)
- TNO (Netherlands)

Our team

Strategic Board



Hervé Buchwalter

Co-President Chairman of the Board

Hervé Buchwalter (President & CEO at Spot Image S.A. from 2005 to 2011) joined Anewworld at the beginning of January 2012 bringing development perspective to the firm due to his vast experience in space activities, the geo-information sector and company management.



Laurent Husson

Founder & Co-President Chief Executive Officer

Laurent Husson founded Anewworld in 2008. He has led the firm since and has taken charge of the “Intelligence, Consulting and Strategic Relations” activities related to the space sector. In this context, he consults on various topics for ASTRIUM Services, AREVA TA, MARSH, Thales Alenia Space, EMS, ROTHSCHILD...



Dorian Penner

Founder & Managing Director Chief Operating Officer

Dorian Penner joined Anewworld in 2008 as the chief operator of the head hunting HR firm Talentbridge, specializing in the identification of high potential and technical experts in the aeronautic and space sectors. Today he is involved in all Anewworld Group’s activities concerning strategic relations development.

Our team

Strategic Board



Stewart Bain

Anewworld North America President

Stewart Bain was the co-founder of the firm Explorer and manager of AON Explorer Canada. Long term Canadian partner with Laurent Husson, Stewart BAIN has worked with Laurent HUSSON for more than 15 years in the consulting sector.



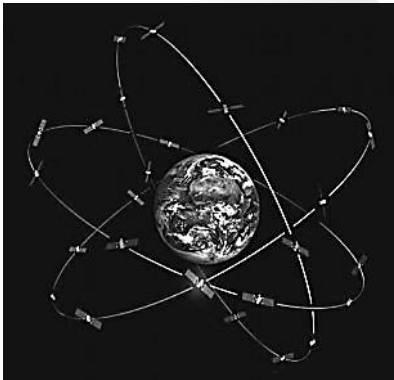
**Jean-Thierry
Schüler**

EMESCO President Anewworld Germany Director

Jean-Thierry Schüler was in charge of business development for Explorer and Aon Explorer in Germany since 1995, in direct collaboration with Laurent HUSSON. He is General Director and associate founder of EMESCO alongside Henri MONOD (former CEO of Roussel Uclaf).

Our team

An experimented and multicultural team



◆ A proven sectoral experience

- ◆ A cumulated experience of 135 years in the aerospace sector
- ◆ Founders and key consultants' careers dedicated to aerospace
- ◆ 70% of our clients in the space industry and application business

◆ Complementary skills

- ◆ Strategy
- ◆ Engineering
- ◆ Sales & Marketing
- ◆ Economics
- ◆ Finance
- ◆ 5 spoken languages: French, English, German, Spanish, Vietnamese

◆ Access to further expertise via its extended network

Our team

Special Advisors

Jean-Claude Husson

Special Advisor for Space Industry

He is former CEO of Alcatel Space (now Thales Alenia Space), General Director of the IFREMER and Director of the Toulouse Space Center. He is also former President of the National Air and Space Academy.

Roger Solari

Special Advisor for launch businesses and the South American market

He is now former CEO of Hurel- Hispano Meudon (Groupe Snecma) which became Aircelle, and former Director of Ariane Espace in Guyana where he managed the launches of Ariane 4 and Ariane 5.

Yves Tourre

Special Advisor for Space Applications and Environment Associated Services

He was one of the first Ph. D. in Environmental Sciences in the USA. he has been heavily involved in the development of Operational Oceanography (IGOSS Chairperson) and implementation of Global Observing Networks for research, monitoring and applications purposes.

Michel Cazenave

Special Advisor for Space Applications and Associated services

Michel Cazenave spent most of his career at CNES (Centre National d'Etudes Spatiales) as the head of various divisions: Payloads, Image Processing, Argos Service ... He also aided in the founding of the Earth Observation program SPOT.

After resigning from his position at CNES, he founded and managed CLS (Collecte and Localisation by Satellites), a satellite localisation and observation company, from 1986 to 2003.

Partnerships

◆ Collaborative Professional Associations

- Aerospace Valley - www.aerospace-valley.com
- Digitalplace - www.digitalplace.fr
- French-American Chamber of Commerce San Francisco - www.faccsf.com
- GIPI - www.gipi.org

◆ Associated Leading Consulting Firms

- Zalis - www.zalis.fr
- EMESCO - www.emesco-consulting.com
- Explorer Solutions - www.explorersolutions.ca

◆ The French Ministry of Defense and Veterans Affairs

- Aneworld is a partner of the French Ministry of Defense and Veterans Affairs (CSRM- Conseil supérieur de la réserve militaire)

Locations & Contact

Anewworld international network of offices and influences areas
in the Emirates, Russia, Vietnam, Brazil, Scandinavia...



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