



ALONE WE GO FASTER, TOGETHER WE GO FURTHER.

ANNUAL REPORT 2020

Geneva Aero Industry Network

GENEVA AERO INDUSTRY NETWORK (GAIN)

GAIN c/o OPI

Route de la Galaise 34, CH-1228 Genève

+41 79 122 52 64 | info@aeroindustry.ch | www.aeroindustry.ch

Editor

Geneva Aero Industry Network

Fanny Randanne, Secretary General

Layout and design

Mikaal Ahmad, Digital Content Officer

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PRESIDENT'S LETTER

2020 certainly presented more challenges than many of us predicted. The events were unprecedented and the pandemic is not over. COVID-19 severely impacted every aspect of our lives and created much uncertainty for the industry. GAIN responded immediately and with clear priorities by putting measures in place, by ensuring our commitments, and by caring for our communities and providing support to our members and partners.

Many new and great challenges await our industry. Throughout the year, we have witnessed an incredible resilience based on the agility of our shareholders, a spontaneous mutual support since the first day of the crisis, and our relentless dedication to innovation. Despite the special circumstances, GAIN was able to pursue its projects, and expand its partnerships to other companies and actors in Western Switzerland. It will undoubtedly make a difference.

In 2020, we continued to make significant progress in our portfolio. We strengthened our focus and organization in order to manage complete work packages along three verticals: Metal Fabrication and Working, Electronics and Systems and Services. We expect that this added business coordination will make it “easy to do business” with GAIN. We also took the decision to sharpen our focus on business values thanks to our new Business Committee, continue to invest in research and development in partnership with Universities through our Quality Committee, and in our Brand with the professionalization of our website.

I would like to thank all those who work for the dynamism of GAIN's activities, in particular our members, for your outstanding commitment, your hard work and for your confidence in us. I will conclude my message with a statement. In these challenging times, innovative industries have never been so essential for a sustainable Switzerland. I am confident that GAIN will continue to contribute to the success of its partners as well as its members!

ANDY RAS-WORK, President of GAIN

May 2021



GAIN believes in a community's ability to bring together intelligence and knowledge to work towards a common goal.

GAIN is that community.

GAIN IN A NUTSHELL

With 10 members as of December 31, 2020, Geneva Aero Industry Network (GAIN) represents nearly 5,134 employees. Those members consist of SMEs and large companies that manufacture highly innovative products for OEMs and other major aerospace customers.

GAIN is resolutely independant and neutral as a non-profit association founded in 2017.

GAIN believes in the ability of innovative aerospace companies to overcome the challenges that our society currently faces and to create viable, sustainable and responsible solutions for the world of tomorrow.

To do this, GAIN offers three types of services to its members:

1. creation and implementation of cooperative, innovative and business projects with members and external partners (suppliers, research institutions, service providers);
2. organization of events, workshops and promotional activities with external speakers in order to strenghten the work carried out by GAIN and its presence at domestic and foreign trade fairs;
3. access to technological, regulatory and business intelligence

OUR PURPOSE

GAIN's mission is to federate, promote and support the Western Switzerland aerospace companies in the implementation of cooperative, innovative and business solutions. To do this, its action is divided into four missions according to the Statutes:

1. to promote the strengths of its members, on a local, national and global level in order to build a reputation for excellence;
2. to create and manage events, workshops and promotional activities highlighting the Western Switzerland aerospace industry;
3. to support knowledge, technology and contact sharing in order to develop business opportunities;
4. to identify, facilitate, promote and support collaborations between its members.

MEMBERS

GAIN welcomed two new companies in 2020. As of December 31, the number of its members stands at 10.

PARTNERSHIPS

1. Office for the Promotion of Industries and Technologies (OPI) 
2. Directorate General for Economic Development, Research and Innovation (DG DERI), Republic and State of Geneva 

OUR PERFORMANCE

- 10** member companies
- 30** meetings organized including 4 workshops
- 3** cooperative, innovative & business working committees launched
- 14** media releases
- 1** website launched aeroindustry.ch
- 5'134** number of member's employees combined

2020 HIGHLIGHTS

COVID-19

In 2020, the COVID-19 pandemic led to profound changes on the aerospace market. The exact effects on the sector remain difficult to predict and will depend on the evolution and duration of the outbreaks, as well as the restrictions taken to mitigate the impacts.

Here is a recap of what was done from the start of the crisis:

GAIN responded to COVID-19 based on three clear priorities: safeguarding people's health, ensuring business continuity and supporting its community by sharing essential information and continuing to act as a common voice through virtual tools.

Through virtual meetings, we continued to work with all our members and partners despite the pandemic. But above all, we remained present alongside the stakeholders we support. We guided them through the process and helped them think about the post-crisis period.

New Projects

We aim to offer a portfolio of projects that evolve with our members' demands. We strive to create projects that are right for aerospace companies and that contribute to the common interest. This guides the choices we make today and shapes our portfolio for tomorrow – whether through quality control processes, innovation, business or partnerships.

In 2020, we focused our energy and resources on the development of business, cooperative and innovative projects. This is why we launched two new Committees: the Quality Committee which aims to work on real-time quality control of parts produced by GAIN member companies; and the Business Committee, which mainly works on offsets matters arising from the Swiss air force's purchase of new fighter jets.

In addition, throughout the year, knowing that significant work depends on collaboration, we built partnerships with various actors from the aerospace industry. We organized visits and virtual meetings with the major aircraft manufacturers so they could see the industrial capabilities of GAIN. We also wanted to extend GAIN to other leading aerospace companies in Western Switzerland.

Finally, we have worked on the professionalization of our website and our online communication in order to show a collaborative, proactive and modern association.



GOVERNANCE & ORGANIZATION

As of December 31, 2020, GAIN brings together 10 aeronautical companies from Western Switzerland (8 in 2019). The number of members has stabilized since last year. Members cover a wide spectrum of industrial activities (equipment manufacturers, subcontractors, engineering companies) and services.

GAIN is structured around three pillars:

- Electronics & Systems ;
- Metal Working & Fabrication ;
- Services.

These industrial offers meet the needs of OEMs and other major aerospace customers. GAIN member companies have the required aerospace certifications and are involved throughout the OEM supply chain.

Since the last General Annual Meeting in June 24, 2020, the composition of the Board stood as follows:

President : M. Andy RAS WORK
Vice President : M. Yves MATHYS
Treasurer : M. Jérôme CHANTON
Other members : M. Nicolas LAVARINI
M. Franco ANTONIAZZA
M. Alejandro DE QUERO CORDERO
M. Sylvain CALZARONI
M. Eric CHAUBERT
M. Antoine GERVAIS
M. Jérôme DUBUS

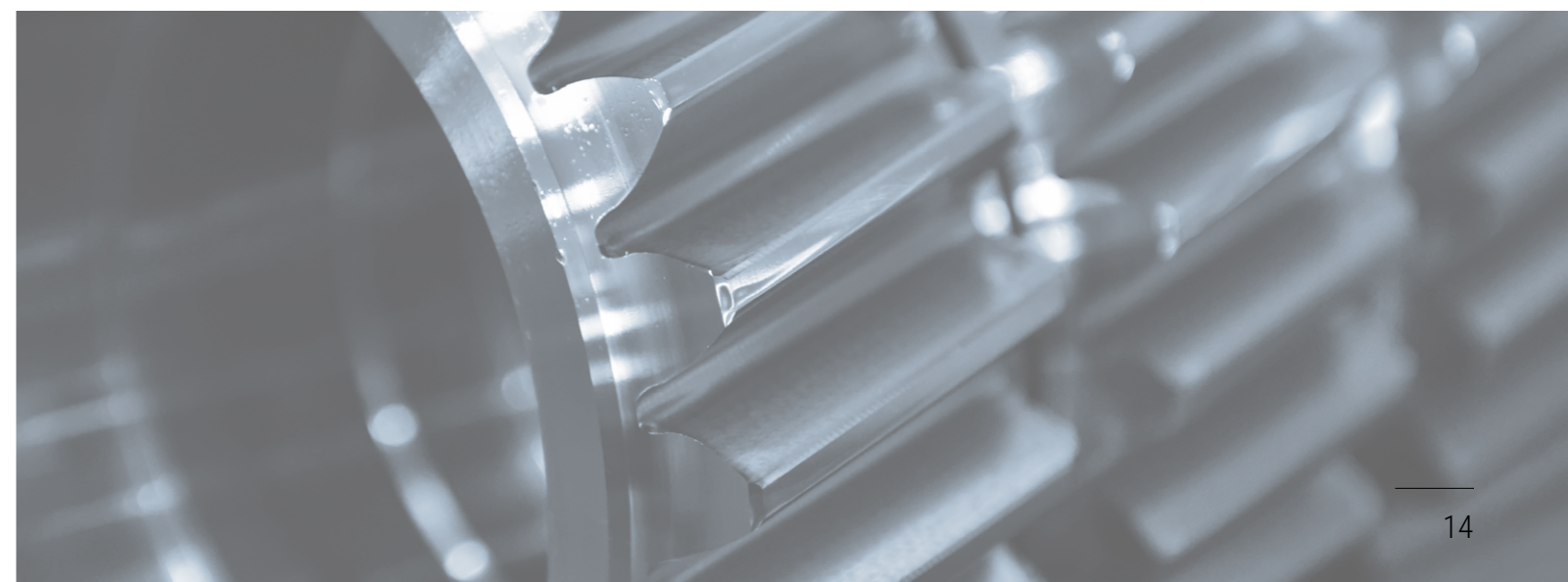
In 2020, the Board met 11 times, with approximately one meeting every month. During these meetings the following topics were discussed:

- the creation of aeronautical training in Geneva aimed at training aircraft technicians and maintenance mechanics in aviation;
- obtaining offsets in the context of the renewal of the Swiss air fleet (Air2030 program);
- redefining 2021 objectives and projects;
cooperation with Western Switzerland industrial associations (GRPM, Swissmem and RUAG);
- the future of the post-covid aviation industry and the environmental impact;
- updating of visual supports (presentations and brochures) and professionalization of the GAIN website;

Throughout the year, GAIN members have also worked on projects carried out within the Association (cf. intra Committees).

GENERAL SECRETARY

GAIN is administered by Ms. Fanny RANDANNE, Secretary General.



NEW MEMBERS

Either face-to-face or online, the Board met with several companies throughout the year and selected two of them.

The two new members welcomed by GAIN since the last General Annual Meeting are:

Swissport International SA, Station Geneva

swissport.com

Swissport Geneva offers ground handling and freight services at Geneva airport.

Rollvis SA

rollvis.com

Rollvis manufactures and markets satellite roller screws. The company specializes in the production of screws with low tolerance margins.



GAIN supports a culture of dialogue,
reciprocal and voluntary exchange of resources
and services

for the benefit of all

GAIN offers several services designed to make life easier for member companies. They mainly concern the development and implementation of cooperation, business and innovative projects; access to technological, regulatory and business intelligence; and the regular organization of events and information sessions with external speakers in order to enrich the work carried out by GAIN.

COMMITTEES

For GAIN members, developing projects while meeting experienced people is essential. GAIN therefore strives to increase the number and quality of projects carried out by the association as well as by its events so that the meetings are as profitable and interesting as possible.

To meet its missions, GAIN created two committees and pursued the following projects in 2020:

- Business Committee ;
- Quality Committee ;
- Aviation training project ;

GAIN members, who participate in the work of these various projects, do so to the benefits of the aeronautical industrial sector in Western Switzerland in general, but also to the service of the common interest.

Below is a summary of the three projects activities accomplished during the past year.

I. BUSINESS COMMITTEE

By Eric Chaubert, Head of the Business Committee and CEO of ELIX Systems.

a. Role and Objectives

The mission of this group is to support GAIN members on business issues arising from the Air2030 Program. During 2020, GAIN met on several occasions to promote the sharing of experience and strengthen collaboration between the various companies active in the aerospace sector, in particular by bringing together the sales managers of each member company.

The group objectives are as follows (in no specific order):

- win business contracts to be allocated to the various involved members; build a framework of template project and business proposals corresponding to identified need of potential customers and that members can execute;
- reflect on the best way to collaborate between different companies;
- position itself on the direct and indirect offsets of the Air2030 program and define the elements that could be subcontracted by GAIN member companies; deepen members' knowledge on certain topics such as the compensation business process;
- promote the sharing of experiences and benefit from the various expertise and know-how of the members;
- organize meetings with aircraft manufacturers, politicians and experts active on these subjects.

GAIN collaborates with other industrial organizations such as GRPM and Swissmem on issues relating to compensatory matters. The cluster wishes to collaborate more actively with these actors and other entities which, in other cantons, are also considering these compensatory matters.

b. Activities during 2020

During the past 12 months, GAIN has met seven times, benefited from three coaching sessions and organized two conference-workshops with service providers. These events confirmed the willingness of GAIN members to dedicate themselves to the common goal of obtaining offsets related contracts. These sessions hosted various industrial experts with whom the group was able to freely discuss these questions:

Mr. Philippe Zahno, Secretary General of the Groupe Romand pour le matériel de Défense et de Sécurité - GRPM (concerning the objectives and activities of the GRPM, offsets regulations and industrial participation policy);

Mr. Stefan Buckenmaier, Managing Director of Next SA (concerning the process of obtaining offsets - a presentation of the advantages/issues relating to offsets as well as a Q&A session were carried out);

Ms. Esther Mveng, cooperation coach within the Platinn program (concerning the development of strategies to optimally respond to offsets);

Mr. Jean-Marc Hilfiker and **Mr. Patrick Albert**, cooperation coaches within the Platinn program (to work on similar value chains between GAIN members);

Mr. Philippe Fleury and **Mr. Murat Julian Alder**, members of the steering committee of the Romandie campaign in favor of the Air2030 program (concerning the practical implications of each member of GAIN in the Swiss referendum to purchase of a new fleet of fighter jets the Swiss military air fleet (referendum decision on 27 September, 2020);

GAIN also continued to observe the market and carried out an almost daily watch on this subject.

Finally, the Business Committee was officially created in December 2020 and brought together the sales managers of each GAIN member company.

c. 2021 Projects

GAIN continues its work and its mission, with several ongoing projects:

- GAIN is preparing to organize a series of business meetings between its members and parliamentarians from the Security Policy Commission (CPS) of the National Council and the Council of States. In the coming months, they will have the opportunity to discuss this subject on several occasions and to present their industrial capacities and their experiences relating to compensatory matters;
- GAIN also wishes to continue to intensify its relations with OEMs and coordinate its actions with organizations from other Swiss cantons active on these issues;
- GAIN continues to improve communication on this subject - in particular through presentations and its website, as well as work relating to the promotion of member companies on social media;
- GAIN to expand its members in all the occidental swiss cantons with or without the active support of canton's official bodies. This activity to be head by the business group and GAIN's committee through presentation workshops to potential new members. A first batch of 3 workshops will take place in canton of Vaud in the first semester. It has been confirmed by the actual Geneva's canton sponsors that this approach is supported by Geneva's authorities.

II. QUALITY COMMITTEE

By Sylvain Calzaroni, Head of the Quality Committee and CEO of KEP Technologies.

a. Roles and Objectives

GAIN's mission is to support GAIN members in the study of topics relating to technological developments. It offers avenues for reflection on these subjects and attempts to provide answers to their questions.

During 2020, GAIN met several times for experience sharing and strengthen collaboration between the aerospace companies, in particular by bringing together the quality managers of each member company.

The group objectives are as follows (in no particular order):

- develop joint projects ;
- deepen members' knowledge on certain subjects such as quality control, auditors, digitization, training, artificial intelligence, data analysis, programming and configuration ;
- promote experiences sharing and benefit from the various expertise and members' know-how ;
- organize meetings with laboratories, Hautes Ecoles and Universities researchers, companies and start-ups active on these subjects.

b. 2020 Activities

The GAIN Quality Group, officially launched in September 2020, held three working sessions related to technological developments and the good practices exchanges on a number of common issues during the second part of the year.

These sessions hosted various industry experts with whom the group was able to freely discuss specific questions:

- **Ivano Gazzetta**, engineer of the Digital Business team of the GF MS group (concerning a presentation of the concept of eTracking which collects and verifies data before and after machining) ;
- **Robin Trigueira**, co-founder and CTO of CompPair, an EPFL start-up (concerning the manufacture of repairable and durable composites for reduced maintenance) ;

A demonstration of the concept of eTracking within the company GF MS (concerning the optimization of the level of control) was also carried out in early December 2020.

From these initial discussions, two lines of work were favored by the members. Those lines concerned real-time process control and multi-room control using artificial intelligence.

c. 2021 Projects

During the coming months, GAIN intends to pursue various actions, in particular to:

- renew awareness workshops on new technologies and collaborative projects, particularly with universities laboratories ;
- continue discussions, particularly through the theme of quality control ;
- develop a common project between GAIN member companies.

III. AVIATION TRAINING PROJECT

a. Role and Objectives

GAIN is pursuing its objective set at the end of 2019, by participating in the implementation of an aviation training program, adapted to the needs of companies and the requirements of the sector, all at a bearable cost.

The members seek to be at the forefront of training related to the aeronautical trades in the light of the meteoric evolution of the sector.

b. 2020 Activities

Over the past few months, GAIN has consulted several academic players and Geneva training centers.

A coordination with the Professional Education Center (CEP), the Office for Guidance, Vocational and Continuing Education (OFPC) and the Federal Office for Civil Aviation (OFAC) having an interest in the establishment of such training is currently being implemented. A presentation of the aviation maintenance mechanic training project was organized online at the end of 2020. This presentation confirmed the interest of members to have a skilled workforce in this field.

Further to a proposal made by the members of GAIN, the Secretary has also set up a space dedicated to job offers on the GAIN website allowing job and internship seekers to submit their online application file.

c. 2021 Projects

GAIN is continuing its work and its mission, and will also continue to collaborate with the Professional Education Center (CEP) in order to coordinate its activities on the development of an aeronautical sector in French-speaking Switzerland.



EVENTS AND ACTIVITIES

a. Role and Objectives

Faithful to its mission of promoting aerospace companies, GAIN promotes business and innovation relationships by organizing a large number of events which are an opportunity to create promising synergies.

b. 2020 Activities

During the last 12 months, GAIN has organized more than 30 meetings. These events hosted various industry experts with whom the group was able to freely discuss :

- GAIN Annual Cocktail and its 2nd General Annual Meeting
- 11 GAIN Board meetings
- 5 workshops and working group sessions
- 5 meetings with major aircraft manufacturers and other players involved in offset projects
- 3 partners' meetings (Swissmem, GRPM, RUAG)
- 3 coaching sessions
- 2 working lunches

c. 2021 Projects

GAIN will continue its work to fulfil its mission, with several ongoing projects:

- In the coming months, GAIN will establish a lasting and official relationship with the GRPM through a cooperation agreement.
- To strengthen links with various aviation groupings abroad created by GAIN in 2020. In this respect, discussions and collaborations should continue over the coming months.
- GAIN will continue to meet with local economic players in order to strengthen the attractiveness of Western Switzerland - in particular by continuing its ongoing cooperation with the Republic and State of Geneva's Directorate General for Economic Development, Research and Innovation (DG DERI).



EXTERNAL RELATIONS AND PUBLICATIONS

a. Role and Objectives

Informing and documenting its members are part of GAIN's missions. To do this, GAIN works with online tools. To expand communication, GAIN also maintains relations with the media.

b. 2020 Activities

During the last 12 months, GAIN has benefited from :

- More than 50 sharing of industrial, business and political articles
- 1 TV show #LeMondedeDemain on Léman Bleu in which 3 GAIN members were featured
- 14 radio, press and TV interviews
- 3 promotional videos
- 5,903 visits to the GAIN website

Moreover, the GAIN database and its website were professionalized during 2020. The new website will be put online during the first half of 2021.

Special efforts are being made to make the website more user-friendly, in particular to facilitate access to the most useful pages and documents relating to GAIN member companies. The site also includes a space reserved for recruitment (employment and internship).

Finally, in June 2020, GAIN opened a LinkedIn account, which highlights its members and the association's activities.

c. 2021 Projects

GAIN has suspended its presence at national and international aeronautical exhibitions due to the Covid-19 health crisis. However, the association's plans to be present at the Aeromart - Toulouse Show and at the Aerospace & Defense Meetings in Turin. This presence will promote the excellence of the aerospace industry in Western Switzerland.

GAIN will continue to professionalize its communication in order to improve the image of the aerospace sector.



Provide opportunities to meet
and work together

for a better tomorrow.

BODIES OF GAIN

Board of Directors of GAIN (at December 31, 2020)

Andy RAS-WORK, President and CEO Niklaus LNI
Yves MATHYS, Vice President and COO Mercury Systems
Jérôme CHANTON, Treasurer and CEO Kugler Bimetal
Nicolas LAVARINI, CEO Jean Gallay
Sylvain CALZARONI, Chairman of the Quality Working Committee and CEO KEP Technologies
Eric CHAUBERT, Chairman of the Business Working Committee and CEO ELIX Systems
Franco ANTONIAZZA, CEO, Dynatec
Antoine GERVAIS, CEO, Swissport International, Succursale de Genève
Alejandro DE QUERO CORDERO, GF MS
Jérôme DUBUS, CEO, Rollvis

Management Team of GAIN (at December 31, 2020)

Fanny Randanne, Secretary General and Project Manager, OPI
Mikaal Ahmad, Digital Content Officer, OPI

Quality Committee (at December 31, 2020)

Sylvain CALZARONI, Chairman and CEO ELIX Systems
Bernard BUGNET, Rollvis
Guillaume CANONGE, Mercury Systems
Alejandro DE QUERO CORDERO, GF MS
Eric MOUSSARD, Jean Gallay
Marc STANNEK, Kugler Bimétal



Business Committee (at December 31, 2020)

Eric CHAUBERT, Chairman and CEO ELIX Systems
Luciano ANDRIANI, Kugler Bimétal
Franco ANTONIAZZA, Dynatec
Sylvain CALZARONI, KEP Technologies
Philippe CANDOLFI, Mercury Systems
Luc DUCHATEL, Jean Gallay
Loïc NORMANT, Niklaus LNI



GAIN MEMBERS

In partnership at the end of 2020

	Company	Canton	Field of activity	Number of employees	Entrance date	Contact
	Niklaus LNI	GE	Metal fabrication & working	80	July 2018	Andy RAS-WORK, CEO
	Mercury Systems	GE	Electronics & Systems	120	July 2018	Yves MATHYS, COO
	Kugler Bimétal	GE	Metal fabrication & working	50	July 2018	Jérôme CHANTON, CEO
	Jean Gallay	GE	Metal fabrication & working	150	July 2018	Nicolas LAVARINI, CEO
	KEP Technologies	GE	Services	15	September 2019	Sylvain CALZARONI, CEO
	ELIX Systems	VD	Electronics & Systems	28	November 2019	Eric CHAUBERT, CEO
	Dynatec	VD	Metal fabrication & working	36	November 2019	Franco ANTONIAZZA, CEO
	GF Machining Solutions	GE	Metal fabrication & working	3'400	December 2019	Alejandro DE QUERO CORDERO, Aerospace Segment Manager
	Swissport International Station Geneva	GE	Services	1'200	April 2020	Antoine GERVAIS, CEO
	Rollvis	GE	Metal fabrication & working	55	June 2020	Jérôme DUBUS, CEO

FINANCIAL REPORT 2020

2020 Income Statement

Income

Contributions

Companies	45'000
Institutional	3'829

Total income CHF 48'829

Expenses

General fees	20'187,44
Financial expenses	58,05
Information	12'581,70
Organ costs	3'528,04
Various	3'955,50

Total expenses CHF 40'310,73

Net profit for 2020 CHF 8'518,56

by Jérôme Chanton, Treasurer and CEO of Kugler Bimétal

The operational year in 2020 concludes with a profit of 8'518.56 CHF. The profit comes from increasing membership revenue and the annulation of some activities due to COVID-19 health crisis. We are proud to have a solid member basis and were able to acquire 2 new members in 2020. This leads to stable membership fees and the financial and administrative security for the organization of the association. The costs of GAIN are predictable and therefore under good control.



Alone we go faster,
together we go further.



www.aeroindustry.ch



Since 2017