

PRESS KIT

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Building together future solutions



S M A C
GROUPE
MontBlanc Technologies



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Building together future solutions

SMAC, 65 years of R&D solutions for demanding fields, high technology on all markets of engineering protection in the world : a winning bet in times of crisis, by the conquest of new markets, and accompanying changes in the company, from its industrialization to the reformulation of its offer.

Since its creation, SMAC always anticipated and created very innovative solutions.

The history of SMAC has always been marked by new technical performances :

In the fifties, first ultrasonic inspections are made with a rubber thickness. In the seventies, deep sea and space conquests. In the 2000s, overmoulding of complex lenses for the laser mega joule. Since 2000 years, revolutionary solutions with the integration of damping materials inside composite structures.

In a context of global crisis, the strategic choice of R&D paid. The SMAC Laboratory, key success of the company, has enabled SMAC to produce new applications, thus gaining new market share and maintain its turnover.

From the formulation of elastomers, the mass production, to the tools design, SMAC is now more than ever a force for its clients : innovation, responsiveness and performance.

This offer is divided across various areas of application, AeroSpace, Defence and Racing, with one main core area : the "innovative materials" expertise.

Several years ago, SMAC intensified its industrialization approach. Now, SMAC has the ability to produce unit parts, or industrial quantities. Since 2011, SMAC is officially approved supplier by Boeing and is positioned on major programs such as the Boeing B787.

The company, offensive on all markets, confirms its success. The biggest aircraft manufacturers rely on SMAC : Airbus for his last programs (Airbus A380 and A400M), Dassault and Eurocopter have all chosen the SMACSONIC® and its custom applications, while in the field of aerospace, Ariane, Astrium and CNES, include the SMACTANE® in their device to reduce pyroshocks.

The 40 men and women of SMAC share a common ambition : the continuous development of specific solutions to open new horizons for the future industries.

SMAC : Building together future solutions...



Christian Van Hecke,
MontBlanc Technologies Group
President



Philippe Robert,
SMAC General Manager

The winning bet of the R&D

Thanks to its excellent elastomeric products, SMAC is present on all the markets of the engineering protection.

SMAC masters all the sectors, from the formulation of elastomers, the production of parts, to the qualification of materials and products, through tooling design.

In 1997, a group of private investors - with a strong experience in elastomers and shock absorbers applications for aerospace and defence fields- bought the company.

Soon, a Research and Development Department and a dynamic test laboratory are created. The company quickly moves to a business incorporating R&D.

To meet the growing demands of specific developments from large defense, aeronautics and space customers, SMAC has its own internal laboratory, organized into 2 poles :

- ▶ A « Material » pole : SMAC key expertise
- ▶ A « Test » pole : guarantee of performance and responsiveness in the development of materials and qualification programs

The laboratory is at the center of SMAC, daily working tool for engineers, and part of the policy of constant innovation led by SMAC since its creation.

80% of new developments have been using materials specifically developed by SMAC. These solutions did not exist within 10 years.

The strategic bet on R & D was particularly paying in times of crisis.

By creating new applications, the company was able to cross without too much pain, a terrible economic crisis, particularly in the field of aeronautics.

Indeed, despite stable revenue, the company continued to expand its market share, particularly Brazil, Russia, India and China (the so-called « BRIC »).





The « Innovative materials » in the heart of expertise SMAC

In few years, the constant innovation has helped SMAC to develop several families of high performance products : in particular, SMOCTANE®, SMOCTWRAP®, SMOCTSTIC®, SMOCTSIL® or more recently the SMOCT BARRIER®.

These new elastomeric solutions, high technology, are grouped under the name « Innovative Materials ».

Their development is based on the combination of the three specific expertises within the company :

- ▶ A capacity to formulate very effective elastomeric materials
- ▶ Expertise in innovative designs
- ▶ The ability to test the static and dynamic performance of new products

Thus, SMAC puts its strong capacity of innovation to complete applications.



The « Innovative materials » in the heart of expertise SMAC

► Three features products

SMACSONIC®

SMACSONIC® is a visco-constrained layer developed to reduce vibration and induced noise created by a structure. This elegant solution, highly efficient, lightweight and compact, is easily applicable to all types of airplanes or helicopters fuselages made in aluminum, but also carbon fiber thanks to a new family of SMACSONIC dedicated to this type of material.

SMACSONIC is also perfectly suited to the treatment of crew rest compartments and decorative panels (side wall panels).



Highlighted will the SMACWRAP® solution :

SMACWRAP® consists in a viscoelastic rubber (between 0.1 to 0.2 mm thick). SMACWRAP® can be easily **integrated** DURING the composite structures manufacturing.

SMACWRAP® supports the cure cycles of composite materials (pressure, temperature).

Its proven capacity to improve the flexibility in composite structures by maintaining carbon fiber mechanical performance enables SMAC to support many new applications in 2011 : fuselage, floor, coffers, doors & galleys, aircraft ceiling, windmill blades, carriage, ship and tramways composite panels, etc.



SMACBARRIER®

SMAC BARRIER® is a new product developed by SMAC to complete the missing link between the visco-constrained layer such as SMACSONIC® and the side wall panels damped with SMACWRAP®. SMAC BARRIER® is a family of damping materials, dense and fine, easy to install and integrate, either in thermal blankets or in stand alone, behind the composite panels.

The bulk property of the material, its fire resistance makes it a valuable asset for installers of aircraft interiors. SMAC BARRIER® is available in several thicknesses and densities.





The innovation turned towards ASD activities (AeroSpace & Defence)

L'expertise « Matériaux innovants » irrigue les 4 domaines d'activité de l'entreprise : SMAC Aero, SMAC Space, SMAC Defence et SMAC Racing.

The « Innovative Materials » Expertise is heading the four core areas of the company : **SMAC Aero, SMAC Space, SMAC Defence and SMAC Racing.**

In 2010, SMAC formalized its offer changing an “expertise” offer to a “core areas” offer.

By this new positioning, Clients and partners have more readability regarding their own areas. SMAC is better organized in the functioning of its product lines and has a finest result analysis.



► SMAC AERO

SMAC is an expert in the acoustic comfort improvement in aircraft interiors and watertightness solutions. Our high-performances products are used by several OEMs such as Eurocopter, Dassault Aviation, Boeing and Airbus.



SMAC is an Eurocopter supplier since many years and manufactures watertightness parts for dynamical applications (bellows, seals, seal rings). The entire Eurocopter range is concerned.

SMAC has recently developed specific acoustic comfort products for the Eurocopter VIP helicopter range.





The innovation turned towards ASD

Since 2000, **Dassault Aviation** requires SMAC for the **entire Dassault Falcon range**. Since 2005, with the Dassault Falcon R&D department collaboration, SMAC has developed a specific & exclusive range of SMACSONIC dedicated to new private jets F7X. This "high tech" and up-market aircraft is one of the last biggest successes for the manufacturer.



SMAC has just received confirmation that the company is now an **"approved supplier" directly to Boeing**.

For several years, SMAC supplied **in-cabin comfort products** for the Boeing 787 Dreamliner program. Until now, SMAC supplied products to Boeing's partners but not directly to The Boeing Company.

This recognition rewards our years of effort in research, development and manufacturing of efficient and reliable parts. This agreement allows SMAC to be well positioned on the B787 program and will also help provide new opportunities on additional Boeing aircraft programs.



Airbus has chosen SMACSONIC® products for the A380 and A400M programs.



► SMAC SPACE

SMAC is specialized in study, development and manufacturing of pyroshock & microvibration dampers. SMAC materials bring innovative solutions, main European satellites & launchers companies collaborate with us.

As an example, the **Ariane V launcher** is equipped with dozens of SMAC dampers that are dedicated to isolate & uncouple the flight & guidance electronic.

These strategic parts guarantee the good protection of the flight electronic against shock and vibration, and also the good protection of embedded observation tools such as : telescopes, sensors, etc.



The innovation turned towards ASD



SMAC also supplies its technology to the **new Vega European launcher** whose first launch should take place at last 2011 term.



► SMAC DEFENCE

SMAC has a unique experience in the use of elastomer dedicated to defence, marine & aeronautic applications. Since its creation, SMAC is associated to all French Navy programs : submarines, torpedoes, sonar's, etc.

SMAC expertise in the aerospace field falls on Defence market. Some pyrotechnic problems are similar, notably on torpedoes.



SMAC is the French leader of elastomer parts for applications in underwater acoustics and overmoulding of marine cables.



The innovation turned towards ASD

SMAC also designs and manufactures innovative sealing devices :

- ▶ Specific dampers for sailing equipment
- ▶ Dampers for aiming equipment
- ▶ Submarines shock absorbers
- ▶ Underwater acoustic arrays
- ▶ Cable overmoulding for submarines penetrators



▶ SMAC RACING

SMAC is also involved in racing cars.

Several prestigious teams use our damping products like our bump stop rubbers called SMACBUMP® that greatly improve the conditions of shock absorbers of cars entered in the different disciplines of racing car : F1, LeMans Series, GP2, GP3, etc.

During the Sebring 12 hours, the Peugeot 908 of the winner Oreca team was equipped with SMACBUMP®. Recently, SMAC seduced two F1 teams to develop new bump rubbers.





SMAC is continuing its industrialization process

The modest size of SMAC has always been an asset: guarantee of responsiveness, adaptability, ability to provide tailored solutions, to develop unique parts...



If the biggest builders and contractors in the aerospace and defense rely on SMAC, it's also for its industrial potential.

This process of industrialization, which began several years ago by major assets in laboratory measurement and analysis but also the production assets, continues today with the Boeing 787 program that will generate a significant increase in cadence.



Today SMAC produces, per year, thousands of standard shock absorbers, hundreds of thousands of SMACSONIC® parts, as shock absorbers for specific racing and space applications.



SMAC and the leading industry networks and associations

With these adherences, SMAC underlines its commitment to be positioned :

- ▶ As an inescapable actor in the aerospace and defence industry
- ▶ On global aircraft manufacturers programs

SMAC is :

▶ **GIFAS member**: the French Aerospace Industries Association has 291 members, from major prime contractors and system suppliers to small specialist companies. They cover the full spectrum of skills from the design, development and production of aerospace systems and equipment to maintenance and operation.

▶ **Aerospace Valley member, World Competitiveness Cluster**, represents one of the major regional clusters in the field of aerospace, space and embedded systems in Europe. Aerospace Valley was launched on July 13, 2005 with the aim to develop competitiveness in aerospace, embedded systems at the national, European and international scale. It has received approval from the State to become a French World Class Competitiveness Cluster and reckons over 500 members.

▶ **ASTech member**: The ASTech Region Paris aerospace cluster is organized around companies, research centers, training centers and institutions of aerospace domain. The cluster has 3 main axis :

- ▶ The Business Aviation
- ▶ The space transportation
- ▶ The engine and the aerospace equipments

One of the main ASTech purposes is to participate to the development of SMEs, enabling them to be better positioned in the industrial landscape of the aerospace sector, to be better known by technical services, by contractors and to increase their skill level.

▶ **PACA Marine Competitiveness Cluster (Pole Mer PACA) and Toulon Var Technologies member**: TVT INNOVATION (Toulon Var Technologies) and the PACA Marine competitiveness cluster have for objective to contribute to the companies' competitiveness, but also, to the territories one. They strive to reinforce strategic PACA region fields (in particular Marine & Defense).

SMAC joins the circle of high-tech members companies.



65 Years of Innovation : A Retrospective

Pioneer is synonymous with early success...

SMAC was founded in 1947 for activities involved in retreading aircraft tires.



► SMAC flies and prosperous...

Anticipating the technological advances of the time, SMAC quickly adds skills, masters composite materials for aerospace and marine applications.

In the seventies, SMAC develops many parts in aeronautics in particular for helicopters built in Marignane, France, which give rise to Eurocopter.

► SMAC excels at twenty thousand leagues under the sea...

The company is established in Toulon, France, the core of French marine activities will naturally be involved with scientist and maritime research.

Exploration of the seabed with Bathyscaphe, underwater vehicles and robots, without forgetting the French nuclear submarines and oil exploration, SMAC participated brilliantly in all areas of maritime applications.



65 Years of Innovation : A Retrospective

► SMAC : a process of constant innovation

The success of SMEs requires thinking innovation and promotion of new products « market ».

SMAC's priority is the creation of own products such as SMACTANE®, SMACSONIC®, SMACWRAP®, SMACBUMP®, SMAC CDT® etc ...

These products provide the company an edge towards the competition and a valuable response.



► SMAC : global vision and solutions

SMAC joined the MontBlanc Technologies group in 2005.

3 advantages for SMAC :

- Federate its innovation activities with other group subsidiaries
- Pooling a number of back office functions
- Maximize the strength and foundation for major tenders in a group

This strategic direction is a synonym of success as the SMAC activities were significantly developed since the creation of the group.

SMAC opens for export and then deploys its sales force in the United States, Canada, Israel, Brazil, Korea, Russia, India, China and Japan.

SMAC key figures

Share capital: 525 050 €

100% subsidiary of MontBlanc Technologies group

100% French Group

2010 consolidated turnover: 7 M€

Quality: SMAC is ISO 9001 : 2000, EN9100 : 2003 and AQAP 2110 : 2003 certified.

Size: 38 people (40% are engineers, executives and technicians)

Turnover evolution Shared out as following :

2006 : 4.5 M€

2007 : 6.1 M€

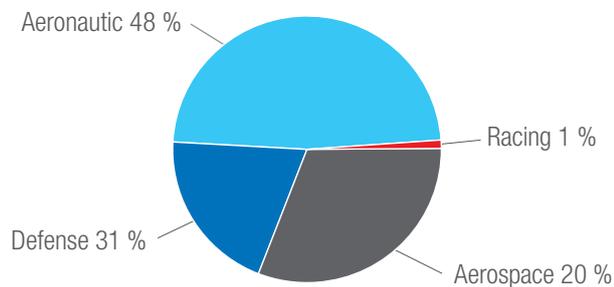
2008 : 7 M€

2009 : 5 M€

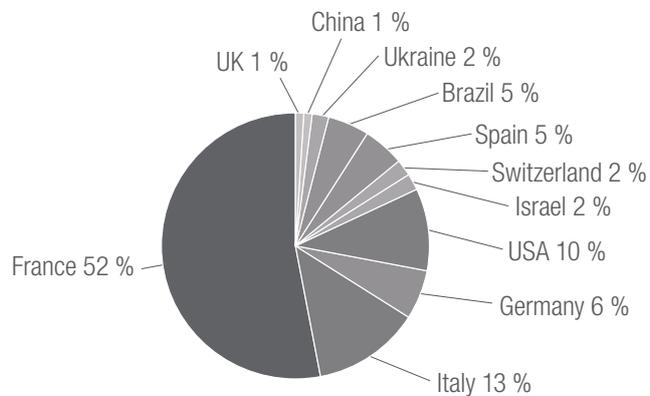
2010 : 5 M€

Export : 50%

Core areas of expertise



Sales per countries



References





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