

Interview with CEO

Jean-Yves Le Gall

CEO

Arianespace



Biography

Born in 1959, Jean-Yves Le Gall is an Engineering Graduate from the Ecole Supérieure d'Optique (1981) and holds a Doctorate in Engineering from the Paris-Sud University (1983).

He began his career in 1981 as a researcher at the Astronomy Laboratory, French National Scientific Research Center, where he worked on the European scientific satellites project Hipparcos and ISO.

In 1985, he joined the Department of Industry and was assigned to the Space Office where he was particularly in charge of relations with the space industry.

In 1988, the Minister for the Postal Service, Telecommunications and Space appointed him as advisor for space affairs. In this position, he participated in the definition of CNES and ESA programs.

In 1993, he joined Novespace, a subsidiary of CNES, of which he was Managing Director.

In 1996, he was appointed as CNES Deputy Managing Director. In this function, he was the French Representative to the ESA.

In 1998, he was appointed as Chairman and CEO of Starsem.

In 2001, he joined Arianespace as COO, and in 2002, he was appointed CEO.

-- First of all, how is the latest situation for the Ariane-5 reliability enhancement

activities that Arianespace have been vigorously implementing ?

Le Gall : This year we have focused our efforts on returning the Ariane- 5-ECA to flight, as it remains our workhorse vehicle for the future. We are on track for a recovery launch in 2004.

In addition, we have completed a thorough review of the Ariane 5G and implemented a series of additional quality control measures. The results are evident in our three consecutive Ariane 5 successes this year.

-- What would be the biggest challenge for you to keep the present top position of Arianespace in the launch industry under tough competition ?

Le Gall : My biggest challenge has been the need to revise the organizational structure of Arianespace in order to lower costs, streamline our processes, improve efficiency and still maintain our recognized quality and customer service. I believe we are on track with this effort and from 2004 the result will be an improved overall competitiveness for the organization.



vehicular equipment bay

-- How important is the collaboration agreement with U.S. and Japanese launch service providers in your business strategy from now ?

Le Gall : Many customers asked for a new approach, and we've responded with an innovative approach giving them the flexibility, reliability and mission assurance

they need and deserve. Moreover, because the alliance with BLS and MHI is customer driven, it will be an essential part of our future proposals.

-- Japan has been obviously one of the important countries for you as the customer. How are you going to keep the position in Japan? By what means do you think you can best satisfy the needs of Japanese customers?

Le Gall : Japan is very important to Arianespace and we believe we demonstrate that importance in our dedicated customer service. Not only do we have a Tokyo office specifically designed to focus on the needs of Japanese customers, but I, and many senior members of our management team, regularly travel to Japan to meet with our Japanese customers.

Most importantly, we listen to our customers, understand their needs, and deliver what they want, whether they are in Japan, Europe, Africa, America or anywhere else in the world.



ECA stage in flight

-- How is your latest insight for the recovery situation of satellite industries and launching industries in 2004 and 2005?

Le Gall : We are beginning to see an improvement in the marketplace, especially with increased satellite manufacturing orders. That will lead to an improved launch market in a few years.

I do believe that the demand for satellite services and the corresponding need for satellites will continue to grow, and while it may never reach the heights projected in the late 1990s, it will certainly stabilize at a somewhat higher level than we've seen recently.

-- *Lastly, how do you enjoy your personal life away from work ?*

Le Gall : I enjoy spending time with my family, traveling and playing sport

-- *Thank you very much.*

(Interviewer: T.Ueda, AIAA-JFSC)



Mr. Le Gall at Arianespace headquarters