AERODEF
INDIA MANUFACTURING

India's Premier Aerospace & Defence Manufacturing, Outsourcing & Supply Chain Expo.

POST SHOW REPORT 2018

22-23-24 Feb 2018

Bombay Exhibition Centre, Mumbai

www.aerodefindiaexpo.com

2018

I am happy to welcome the participants and visitors from across the World to the 1st edition of "AERODEF India Manufacturing" scheduled to be held from 22 24 Feb, 2018 at BEC, Mumbai. SIATI is a supporting organization for this event.

This unique exhibition brings together the best in Indian aerospace sourcing and manufacturing requirements in one roof. I am sure that this will be well received by business visitors from across the globe who come and avail the latest technology and innovative designs of the entire aerospace industry during the exhibition. I am confident that this will provide fruitful business to all meeting the SIATI'S idea of "Growth through Partnership"

My best wishes to all the visitors and exhibitors and team AeroDef India.

Place:- Bangalore
Date:- 13 Feb 2018

Air Cmde J Varkey
Hony.Secretary General

SOCIETY OF INDIAN AEROSPACE TECHNOLOGIES & INDUSTRIES

SIATI

Aeronautical Society Building, Suranjandas Road, (Off) Old Madras Road, Bangalore – 560 075.
Tele # +91-080-25219951/ 25275262 ; Telefax +91-80-25292440
E-mail : office@siati.org | Website : www.siati.org

MESSAGE

Executive Summary

AeroDef India 2018 marked the launch of a dedicated platform focused on India's aerospace and defence manufacturing ecosystem. The inaugural edition brought together manufacturers, technology providers, suppliers, industry professionals and procurement stakeholders to explore manufacturing capabilities, sourcing opportunities and emerging technologies for the sector.

The first edition established the foundation for AeroDef India as a focused business and industry networking platform, with strong participation from companies seeking to build relationships across the aerospace and defence supply chain.

Key Highlights

- **Successfully launched a dedicated aerospace and defence manufacturing exhibition platform.**
- **Participation of 100+ exhibitors representing manufacturing, engineering, technology and allied sectors.**
- **Engagement of 4,000+ industry buyers, professionals and visitors.**
- **Created opportunities for OEMs, suppliers, manufacturers and technology providers to connect.**
- **Provided a platform for showcasing manufacturing capabilities, products, machinery, technologies and solutions.**
- **Encouraged interaction across the aerospace and defence supply chain, including component and technology suppliers.**
- **Established the base for future editions with a focus on indigenisation, localisation and manufacturing growth.**

PSR
REPORT - 2018

Industry Participation

The inaugural edition brought together stakeholders from across the aerospace and defence manufacturing ecosystem. The platform was relevant to:

- **Aerospace and defence OEMs**
- **Component and precision engineering manufacturers**
- **Tier-1 and Tier-2 suppliers**
- **Machine tools and advanced manufacturing technology providers**
- **Engineering and industrial solution providers**
- **MSMEs and emerging technology companies**
- **R&D and technical professionals**
- **Procurement and sourcing professionals**

Business & Networking Outcomes

AeroDef India 2018 provided exhibitors with opportunities to generate business conversations, develop new contacts and understand requirements emerging from the aerospace and defence manufacturing sector. The show also enabled visitors to evaluate manufacturing technologies and connect with solution providers under one platform.

- **Lead generation and new business enquiries**
- **OEM-supplier networking**
- **Technology and capability showcasing**
- **Sourcing and procurement discussions**
- **New partnership and collaboration opportunities**
- **Market visibility for participating companies**

2018

I am happy to know that 1" edition of Aero Def India Manufacturing Show is scheduled to be held from 22-24 Feb, 2018 at Bombay Exhibition Centre, Mumbai.

This is believed to be one of the unique fairs where participants from all over the world would be congregating in Mumbai, India, to exchange knowledge and experience in the field of manufacturing, thereby boosting country's manufacturing prowess and taking it to the global level

With the presence of the best Aerospace and Defence manufacturers under one roof, where latest technology and innovative designs will be on display, a lot of new partnerships are likely to be forged. I am certain that MSMEs will utilise this opportunity to engage with global OEMs and thereby making name for themselves in the global defence supply chain. This will certainly provide impetus to the 'Make in India" campaign of the Government of India. all the participants and organisers at Aero Def India. I once again, take this opportunity to convey my best wishes to

Place:- Bangalore
Date:- 14" Feb 2018

(MV Gowtama)
Chairman & Managing Director

Registered Office

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Outer Ring Road, Nagavara, Bangalore - 560045
Contact Us:- +91- 80-25039300

MESSAGE

Value Delivered
by the Inaugural Edition

The first edition demonstrated the need for a focused B2B platform dedicated to aerospace and defence manufacturing. By bringing together the demand side & supply side of the industry, AeroDef India created a foundation for expanding participation, strengthening industry engagement and increasing the depth of the manufacturing ecosystem in subsequent editions.

Legacy of the
1st Edition

AeroDef India 2018 became the starting point for a continuing exhibition and conference platform. The inaugural edition's participation and industry engagement provided the basis for developing subsequent editions with a broader ecosystem, stronger OEM and supplier participation, and greater emphasis on advanced manufacturing, localisation and indigenous capabilities.

Conclusion

The **1st AeroDef India in 2018** successfully established a dedicated meeting point for the aerospace and defence manufacturing community. With **100+ exhibitors and 4,000+ industry buyers visitors** the inaugural edition created a strong platform for business networking, technology discovery and supply-chain engagement, **setting the stage for the growth of AeroDef India.**

www.aerodefindiaexpo.com

2018

I pleased to note that M/s Infinity Exhibitions & Conferences Pvt. Ltd. is organising the event Aer Def India from 22-24 the February in Mumbai. I am very sure that this event will pave a way for the endorsement of " MAKE IN INDIA" in the Aviation and Defence sectors and to create a platform for demonstrating the might of Indian Defence MSME units in the supply chain.

The role of MSME Sector in the Defence Manufacturing will be immense in the days to come for indigenisation of the capital acquisitions and for innovations for superiority. I am sure the participants and the visitors from the defence and civilian side will experience a world class display of products in the event. The deliberations and B2B Meetings will provide a renewed vigour in the start ups and investments.

I wish the organisers a very successful event.

Place:- Bangalore
Date:- 14" Feb 2018

P. Udayakumar
Director(Plnning& Marketing)
NSIC, Delhi-110020

The National Small Industries Corporation Ltd.

एन एस आई सी
NSIC
ISO 9001 : 2008

Head Office Address
NSIC Bhawan, Okhla Industrial Estate,
New Delhi - 110020, India
Phone:-
+91-11-26926275, 26926370
Email:-
info@nsic.co.in

MESSAGE

2018

It gives me great pleasure to learn that Infinity Expo is organising hosting AeroDef India in Mumbai, February 22-24, 2018. It is a great initiative by the organisers in bringing the MSMEs Manufacturing sector for the first time in India.

AeroDef India will provide an exclusive platform for Indian and International aerospace and defence manufacturers to source raw materials, components, sub-assemblies and finished products and sub contract essential manufacturing processes like forging, machining, moulding, finishing, material development etc to Indian MSME's.

The event also will serve as showcase for the MSME's to showcase their capabilities, abilities and manufacturing prowess to OEM's. With the backdrop of robust growth happening in the Defence Manufacturing in India the event will endeavour to foster innovation across the extended enterprise to reduce costs, expedite production times and maintain manufacturing competitiveness in the global economy.

The event is in line with the Honourable Prime Minister's vision of Make in India and will go a long way in fulfilling this National objective. I happy to learn several companies from India and overseas are participating in AeroDef India and deliberate and discuss the issues and opportunities in this sector.

I wish AeroDef India a great success.

Pulak Sen
Founder Secretary General
MRO Association of India

MESSAGE

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I wish the organisers a very successful event.

DISA Defense And Strategic Industries Association of India

Prakash C Tripathi
President
Defense & Strategic Industries Association of India.

MESSAGE

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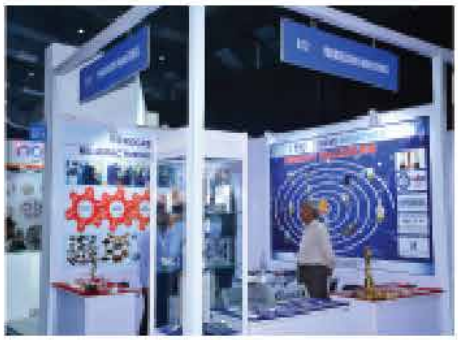

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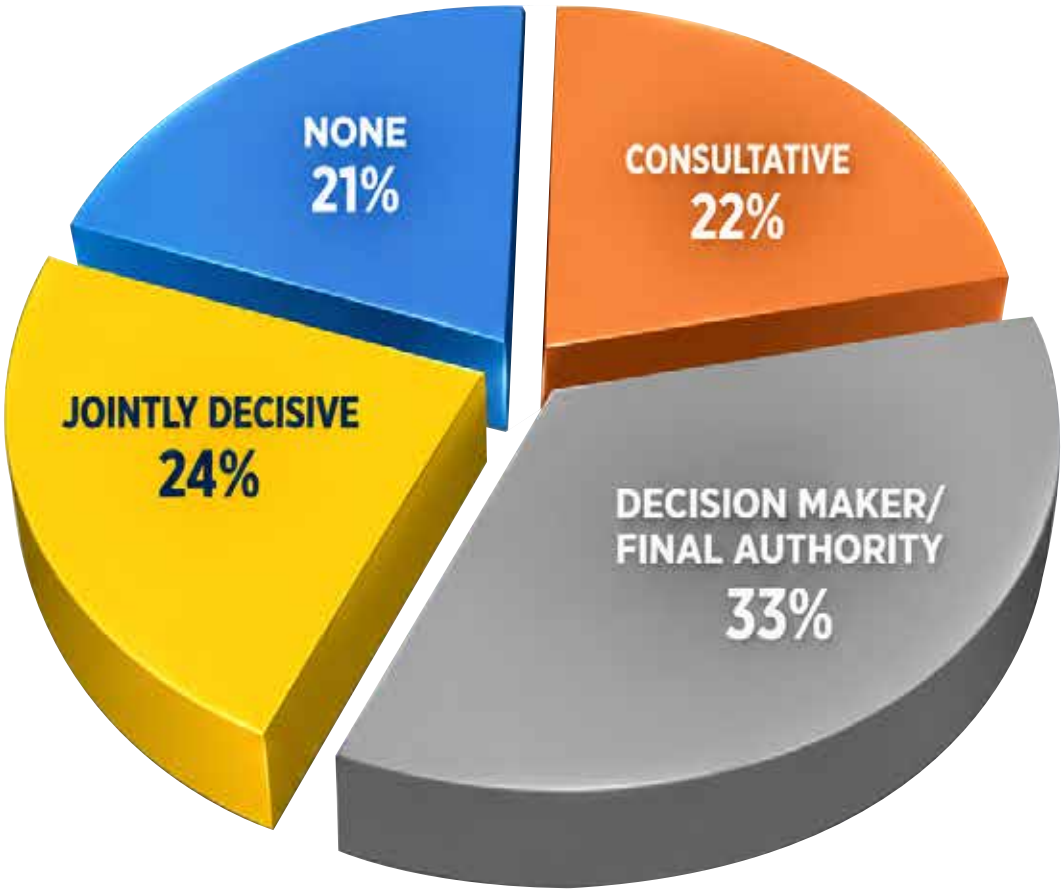
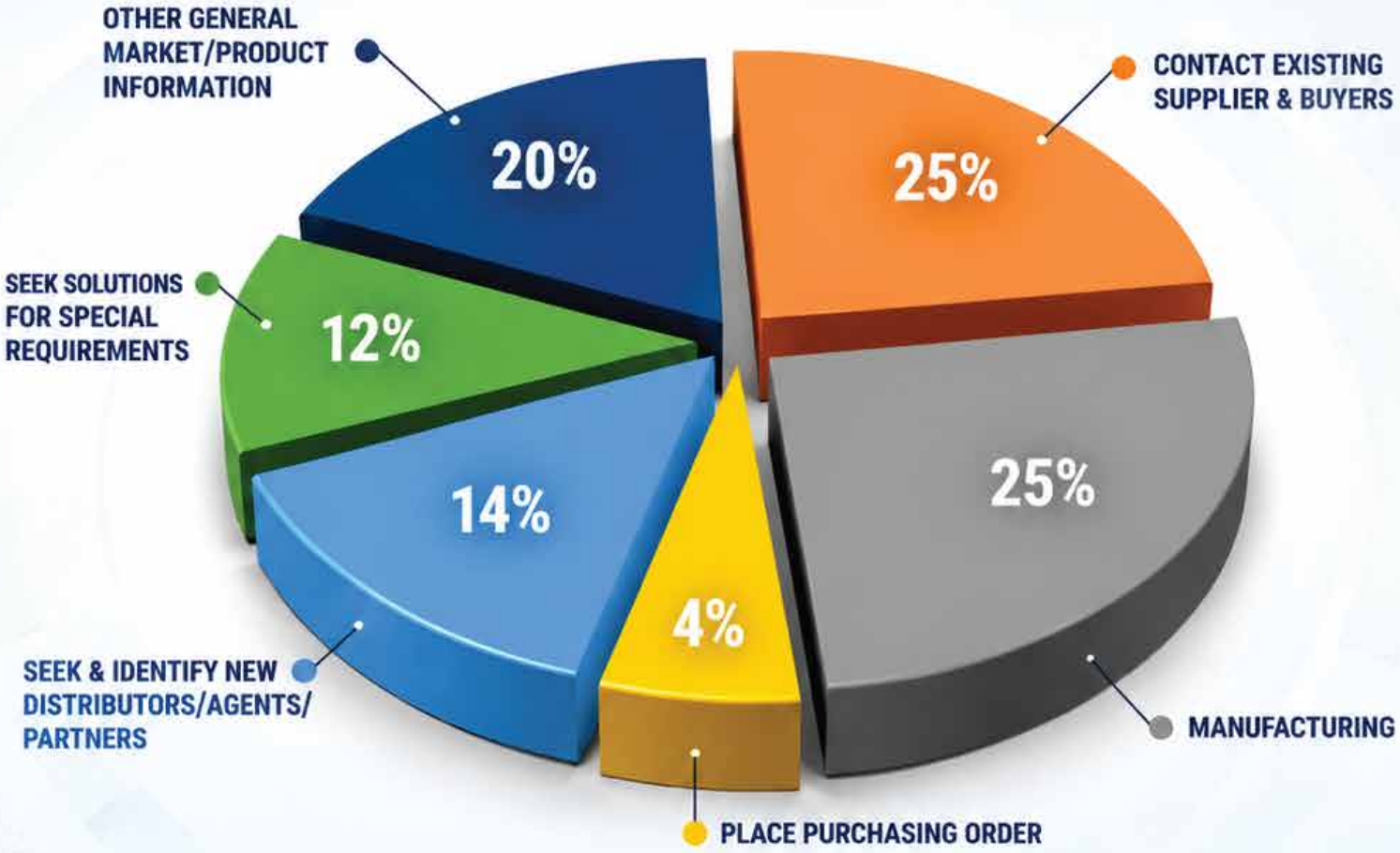
FORBES

ROLE IN COMPANY WHILE MAKING PURCHASE DECISION



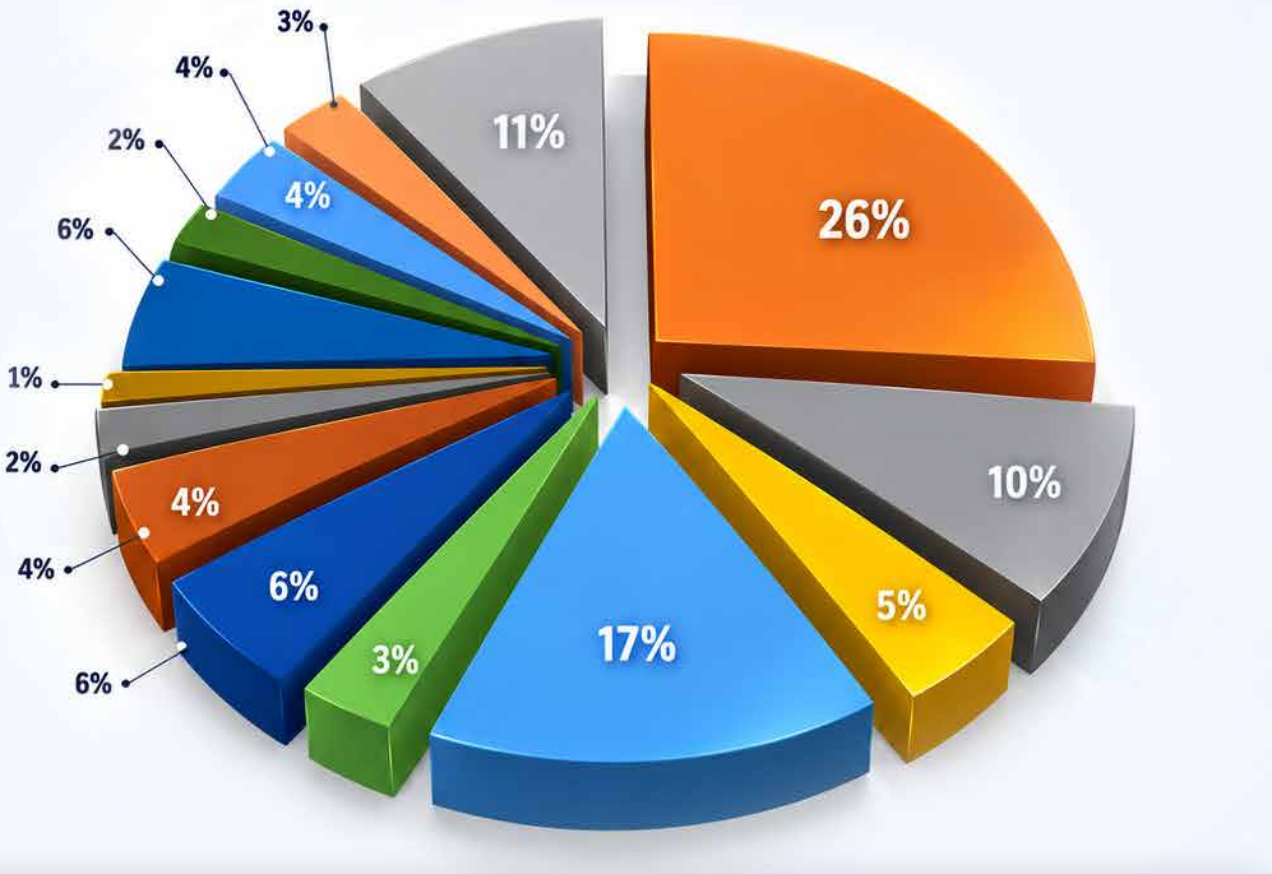
CONSULTATIVE	22%
DECISION MAKER FINAL AUTHORITY	33%
JOINTLY DECISIVE	24%
NONE	21%

OBJECTIVE OF VISITORS



CONTACT EXISTING SUPPLIER & BUYERS	25%
MANUFACTURING	25%
PLACE PURCHASING ORDER	4%
SEEK & IDENTIFY NEW DISTRIBUTORS/ AGENTS/PARTNERS	14%
SEEK SOLUTIONS FOR SPECIAL REQUIREMENTS	12%
OTHER GENERAL MARKET/PRODUCT INFORMATION	20%

WHICH INDUSTRY DOES COMPANIES BELONG



- AEROSPACE RESEARCH CENTERS — 26%
- AUTOMOBILE — 10%
- COLLEGES/UNIVERSITIES/SCIENTIFIC INSTITUTES — 5%
- DISTRIBUTION/WHOLESALE/RETAIL — 17%
- DEFENCE PSU — 3%
- ELECTRONICS — 6%
- INTERNATIONAL TRADE/IMPORT & EXPORT — 4%
- INTERNATIONAL OEM'S — 2%
- NAVAL DOCKYARDS — 1%
- PVT. SEC. DEFENCE MANUFACTURERS — 6%
- RAPID PROTOTYPING — 2%
- R&D — 4%
- RESEARCH LABS — 3%
- OTHERS — 11%