

# PRESS KIT EUROSATORY 2018

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## THE DEFENCE AND SECURITY MARKET

### ➤ GLOBAL DEFENCE AND SECURITY MARKET\*

#### DEFENCE

##### Top 5 Defence products exporters\*\*

USA	26,9 milliards
Russia	7,2 milliards
France	5,2 milliards
Germany	4,3 milliards
UK	4 milliards

\*In USD

##### Top 5 des importateurs des produits de Défense\*\*\*

India	13%
Saudi Arabia	8.2%
UAE	4.6%
China	4.5%
Algeria	3.7%

\*\*\*% of all major importers

#### SECURITY

##### A sector with significant growth

- Market growth of **9%** (estimation for 2018-2019)
- **549 billion euros** of expenditures in 2016 vs. 507 billion euros in 2014
- **Asia: 26%** of global expenditures
- **Europe: 25%** of global expenditures
- **North America: 39%** of global expenditures

### ➤ \*FRENCH DEFENCE AND SECURITY MARKET

#### DEFENCE

##### A central economic actor for France

- 18 billion of sales figures
- 3rd industrial sector in France
- 165,000 jobs including 20,000 highly qualified jobs
- 5,000 graduates per year and 4,500 in apprenticeship contracts

#### SECURITY

##### A strategic and future sector

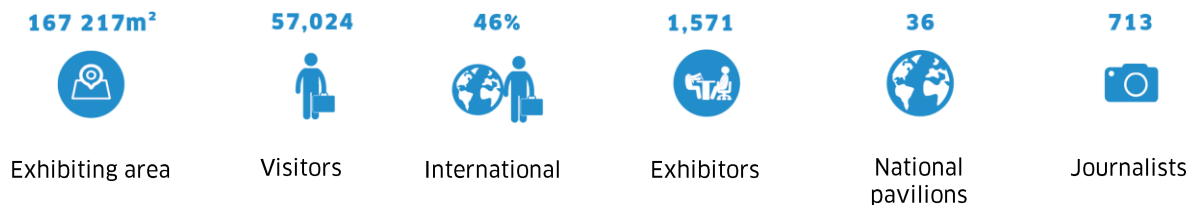
- represents 1.3% of GDP of France
- 300,000 jobs
- 50% of French production to export
- 2020 in perspective: 52,000 new jobs created

\*Sources: SIPRI (The SIPRI Top 100 Arms-producing and Military Services Companies, 2016), Atlas économique 2017 En toute Sécurité



## EVOLUTION OF THE EXHIBITION AND MAIN TRENDS IN 2018

### ➔ EUROSATORY 2016 KEY FIGURES



### ➔ EXHIBITION'S HISTORY

- **1967 - 1990**  
The General Directorate for Armaments (DGA) brings together about 30 French industrialists at Satory every two years.
- **1992 - 1993**  
The exhibition is held for the first time at Le Bourget and takes the name of Eurosatory "European Exhibition of Land Defence Equipment". Establishment in 1993 of the COGES - Le Commissariat Général des Expositions et Salons, subsidiary of GICAT.
- **1994 - 1996**  
Eurosatory becomes international with the participation of the United States, the Western European Union (WEU), the European Free Trade Association (EFTA) and Russia. The exhibition then takes the name of "International Exhibition of Defence Equipment".
- **2000 - 2004**  
Eurosatory becomes the "International Exhibition of Land and Airland Defence" and moves in 2002 to the Parc des Expositions Paris Nord Villepinte.
- **2006 - 2016**  
Eurosatory is the world's leading international Defence and Security exhibition. In 2016, the entire technological continuum was presented from Land and Airland Defence and Homeland Security domains. One-third of the exhibiting area was dedicated to Homeland Security and 300 companies offered solutions for Civil Security and Rescue. Strong presence of Cyber Defence and Cyber Security sectors, UAVs and international Think Tanks.

### ➔ 2018 TRENDS

- A growing exhibition (1,750 exhibitors in 2018 vs. 1,571 exhibitors in 2016)
- Global representation of the Defence and Security industry. The most represented countries of the 2018 edition: France, United States, Germany, Israel
- Increasing internationalisation of exhibitors at the show: Turkey, South Korea, Australia, Japan, Azerbaijan

- Accent of major French groups on innovation
- Presence of many French and foreign Start-ups
- Important development of private security
- The whole vehicles supply chain
- The anti-aircraft remains a strong point reinforced by the fight against UAVs and anti-artillery

**NEW IN 2018**

➔ **3RD HALL OPENING: THE HALL 5B**

This new hall of more than 11,000sqm completes the indoor exhibition area of Eurosatory. The main entrance for people coming from car parks is now located in this hall. The entrances to Hall 5A and 6 for people coming by trains through the “esplanade” are unchanged.

ZONE D'EXPOSITION EUROSATORY 2018  
EXHIBITION AREA EUROSATORY 2018



➔ **EUROSATORY LAB**

# EUROSATORY LAB

Present for the first time, the Eurosatory LAB will welcome up to 70 start-ups from all over the world, selected for the quality of their project. World-renowned speakers will lead the LAB.

➔ **INSTITUTIONAL LIVE DEMONSTRATIONS**

The Institutional Demonstrations by the French Army, Prefecture de police inter-services (BRI, BSPP, CSI), French Army Special Forces (CFST), Gendarmerie National Intervention Group (GIGN) and Intervention Unit of the National Police (RAID) complete the programme of the Eurosatory Live Demonstrations.



➔ **EUROSATORY NEWS**

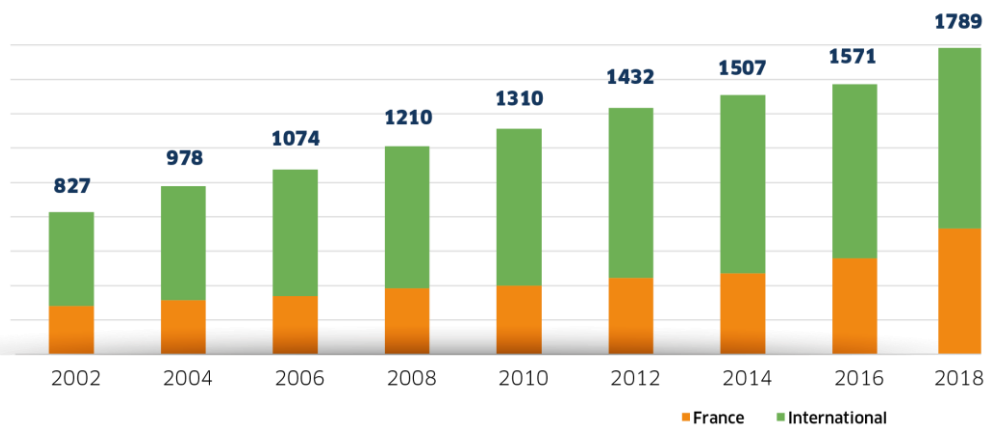


Eurosatory News will complete the Eurosatory TV by a TV channel live from the exhibition. Available on the website [www.eurosatory.com](http://www.eurosatory.com), discover news, programmes and unique interviews.

## EXHIBITORS

Eurosatory Exhibitors are French and international companies of different profiles: engineering, research, manufacturing, distribution, training and service activities (logistics, maintenance, consulting, studies), ... The whole Defence and Security sector is present at Eurosatory. In 2016, the exhibition gathered 1,571 exhibitors, 66% of them were international from 57 countries and 36 national pavilions on a total surface of 167,217 sqm.

### EVOLUTION OF THE NUMBER OF EXHIBITORS BY YEAR



### EUROSATORY 2018 EXHIBITORS BY COUNTRY (on the 28<sup>th</sup> of May 2018)

Argentina	1	Estonia	13	Korea	32	Russia	7
Australia	46	Finland	17	Latvia	8	Saudi Arabia	1
Austria	28	France	606	Lebanon	1	Serbia	1
Azerbaijan	2	Georgia	1	Lithuania	1	Singapore	3
Belgium	29	Germany	117	Luxembourg	5	Slovakia	13
Bosnia and Herzegovina	8	Greece	5	Malaysia	2	Slovenia	19
Brazil	13	Honk Kong	1	Malta	1	South Africa	4
Bulgaria	10	Hungary	1	Netherlands	32	Spain	24
Canada	22	India	30	Nigeria	1	Sweden	16
Cape Verde	1	Indonesia	1	Norway	16	Switzerland	18
China	56	Ireland	5	Oman	1	Taipei	5
Colombia	6	Israel	72	Pakistan	5	Thailand	3
Croatia	12	Italy	48	Poland	12	Turkey	61
Cyprus	2	Japan	12	Portugal	3	Ukraine	2
Czech Republic	46	Kazakhstan	1	Romania	10	United Arab Emirates	9
Denmark	21					United Kingdom	88
						United States of America	152



➔ NEW COUNTRIES IN 2018

Cape Verde - Georgia - Kazakhstan - Nigeria - Oman

➔ 39 NATIONAL PAVILIONS IN 2018

Australia\*, Austria, Azerbaijan\*, Belgium, Bosnia and Herzegovina\*, Brazil, Bulgaria, Canada, China, Colombia\*, Croatia, Czech Republic, Denmark, Estonia, Finland, France, Germany, India, Israel, Italy, Japan, Latvia\*, Netherlands, Norway, Pakistan, Romania, Slovakia, Slovenia, South Africa, South Korea, Spain, Sweden, Switzerland, Turkey, Ukraine, United Kingdom, United States

*\*New pavilions in 2018*



➔ 8 TECHNOLOGICAL CLUSTERS IN 2018

- ➔ CBRNe
- ➔ Civil security, crisis management and people security
- ➔ Critical infrastructures and sensitive facilities security
- ➔ Embedded Electronics
- ➔ Intelligence - New
- ➔ Tests, measurements and engineering
- ➔ Training and simulation
- ➔ UAVs & UGVs

## VISITORS

Eurosatory welcomes a large number of visitors: professional visitors from the Defence & Security domain, users (operational armed forces, security forces, users of equipment and solutions), institutional and private authorities, key players in equipment acquisition process (Official Delegations, Visitors Experts) and many other visitors attracted by the D&S sector: journalists, students and graduates from engineering or business schools, etc.

### ➔ EUROSATORY 2016 KEY FIGURES



### ➔ EXPECTATIONS FOR 2018:

**230 Delegations:** Armies, Special Forces, Security Forces, Civil sector  
**1,500 VIP visitors**  
**200 VIP Experts**  
**58,000 Visitors**



### ➔ OFFICIAL DELEGATIONS (EXAMPLES OF FUNCTIONS):

Defence Ministers, Deputy Ministers of Defence, National Directors and Deputy Directors of Armaments, Chiefs of Staff and Inspectors of Armies, Vice Chiefs of Staff, Army Inspectors, Logistics Directors and support, Light Aviation and Helicopter Commanders, Ministers and Deputy Ministers of the Interior and Security, Police / Gendarmerie Directors, Police Logistic Support Directors, Border Patrol Directors, Civil Security and Security Directors, Rescue, Fire, Security Directors



### ➔ VIP EXPERTS (EXAMPLES OF FUNCTIONS):

Safety / Security Directors, Program Officers, Study Centre Directors, National Technical Experts, Chief Financial Officers



**Countries and international organisations that announced participation of their  
Official Delegations at Eurosatory 2018 as on the 25<sup>th</sup> of May 2018**

Albania	Estonia	Netherlands
Algeria	European Union	New Zealand
Angola	Finland	Niger
Australia	France	Nigeria
Austria	Germany	Pakistan
Azerbaijan	Greece	Philippines
Bangladesh	Guinea	Portugal
Belarus	India	Romania
Belgium	Iraq	Senegal
Bosnia- Herzegovina	Israel	Singapore
Botsuana	Italy	Slovakia
Brasil	Japan	South Korea
Bulgaria	Jordan	Spain
Cameroon	Kenya	Sweden
Chile	Latvia	Swiss
China	Lebanon	Thailand
Côte d'Ivoire	Lithuania	Turkey
Croatia	Malaysia	Turkmenistan
Cyprus	Monaco	Uganda
Czech Republic	Mongolia	UK
Denmark	Montenegro	United States
Djibouti	Morocco	Vietnam
Equatorial Guinea	NATO	Zambia



**BUSINESS**



**PROXIMUM**Group

To organise **business meetings during the exhibition**, exhibitors and visitors can use before and during the show Vimeet, a platform created by Eurosatory's partner PROXIMUM Group.



To increase **networking** during five days of the exhibition, all the attendees are invited to use Swapcard application, a connection tool for participants with common interests.



- Service for managers of exhibiting companies offering **international experts** on industrial strategy and business development recruited for their expertise in Defence and Security domains. On the basis of scheduled meetings, these experts offer their know-how and experience to Exhibitors.

- **Topics of the expertise:** offsets, export financing, export strategy, insurance, re-market capitalisation.

- A tool to promote exhibitors company, their products or their technology: product or system presentation, advance launch of a new product or system.

- The "Exhibitor Conferences" take place in an open space in the exhibition halls and last 20 minutes or 45 minutes, followed by a 10-minute Q&A session.

## EVENTS

### ➔ MONDAY, 11<sup>TH</sup> JUNE: THE GICAT EXPORT-DEFENCE AWARD\*

Held every two years, this award rewards French companies that have export successes in the Defence sector. It will be awarded this year by the highest authorities of the State.

### ➔ TUESDAY, 12<sup>TH</sup> JUNE: THE GÉNÉRAL CHANSON ENGINEER AWARD

The 44th Général Chanson Engineer Award, from the French Association of Land Armament (AAT), will reward companies that made significant progress in the field of land armament.

### ➔ TUESDAY, 12<sup>TH</sup> JUNE: CBRNE DAY

A new international thematic day dedicated to CBRNe issues. French and foreign operationals, D&S exhibitors, state representatives, experts and VIPs will participate. This event will complete the already existing technology centers as well as the programme of dynamic demonstrations dedicated to CBRNe issues.

### ➔ WEDNESDAY, 13<sup>TH</sup> JUNE: FRENCH ARMY DAY

The army will be highly visible, with a Live Demonstration, an official diner at GICAT and a conference organised by Chief of Staff of the Army, Delegate General for Armament and the President of the GICAT.

### ➔ WEDNESDAY, 13<sup>TH</sup> JUNE: CHIEF FIRE OFFICERS ET CHIEF POLICE OFFICERS

Police and Fire officers from the few major foreign capitals impacted by terrorism will be present at the exhibition, jointly invited by EUROSATORY, the Paris Police chief and the general commander of the Fire Brigade of Paris.

### ➔ THURSDAY 14<sup>TH</sup> JUNE: THE OCCASION OF SAFETY DAY, PRESENTATION OF THE GICAT EXPORT-SAFETY AWARD\*

First edition this year, this award by the highest authorities of the State will reward French companies that have had success in export in the Security sector.

### ➔ FRIDAY, 15<sup>TH</sup> JUNE: DEFENCE AND SECURITY CAREERS DAY BY THE GICAT \*

It is an opportunity for students and recent graduates to discover the Defence and Security sector, to interact with French industry, to meet the companies that recruit and to know the opportunities in the sector. In the programme: welcome breakfast and round table of professions, thematic visits of the stands of exhibiting companies, speed-dating between students and recruiters.



*\*Check the annex n.1 Le GICAT*

## LIVE DEMONSTRATIONS

In 2018, products from both Security and Defence field will be presented. The novelty of this edition, Live Demonstrations area was moved closer to the halls of the exhibition, facilitating access by foot and optimising the attendance time of the spectators. Institutional Demonstrations will complete Eurosatory's Live Demonstrations programme and take place only once a week.

### ➔ EUROSATORY 2018 SHOW - NEW RESPONSES FOR ACTUAL THREATS

#### Participants and equipment:

AENEAS	Private Security Company	
ARQUUS	Military vehicles	
AZUR DRONES	UAV systems	
DAIMLER	Military vehicles	
FN HERSTAL	Weapons and ammunitions	
ISUZU	4x4 Vehicles	
MANITOU	Logistics	
MILREM	Robotics	
PROTECOP	Personal Protective Equipements	
SIDES	Special vehicles	
SPARTAN MILITARY - CYBERGUN	Airsoft Training Weapons	
STREIT GROUP	Armed vehicles	

#### Live Demonstrations programme:

	Eurosatory 2018 Show	Institutional Live Demonstrations
Monday 11th of June	9:45-10:45 and 15:30-16:30	-
Tuesday 12th of June	9:45-10:45 and 15:30-16:30	11:30-12:00: Intervention Unit of the National Police (RAID) 14:30-15:00: French Army Special Forces (CFST)
Wednesday 13th of June	9:45-10:45 and 15:30-16:30	11:30-12:00: French Army 14:30-15:00: Prefecture de Police inter-services (BRI, BSPP, CSI)
Thursday 14th of June	9:45-10:45 and 15:30-16:30	14:30-15:00 Gendarmerie Nationale Intervention Group (GIGN)
Friday 15th of June	9:45-10:45	-





## CONFERENCES AND THINK TANKS

### ➔ CONFERENCES

Eurosatory 2018 offers a large programme of conferences. International and rather short (less than two hours), they attract a high-level panel of speakers including operational staff, manufacturers, media, experts, think tanks and high officials. About 70 conferences are organised.

2018's Conferences Programme includes following sessions\*:

- ➔ Land and Airland Operations Forum
- ➔ CBRNe
- ➔ Offset ECCO Symposium #15
- ➔ Symposium related to Overall Operations Fuel Support
- ➔ Conferences by Think Tanks
- ➔ Airland Convergence
- ➔ European Defence Affairs
- ➔ Security Forum
- ➔ Artificial Intelligence
- ➔ Homeland Security
- ➔ Start-up Innovation
- ➔ Ecosystem Defence
- ➔ Video Protection AN2V
- ➔ IHS Jane's Morning Briefings
- ➔ The Security-Development Continuum and the Resilience
- ➔ Maintenance in Operational Condition
- ➔ Chief of Staff of the French Army (CEMAT)
- ➔ French Federation for Fire Professions
- ➔ Safety
- ➔ French Procurement Agency (DGA)
- ➔ Joint Helicopter Group



*\*Discover the full conferences programme in the Annex 6 "Official Conferences Programme"*

### ➔ THINK TANKS

Four Think Tanks will enhance exhibitors' strategic vision thanks to geopolitical analysis and Defence and Security conception studies. They will organise conferences on geopolitical topics.

Will be present at Eurosatory 2018:

- ➔ The **FRS** (The Foundation for Strategic Research) / <http://www.frstrategie.org/>
- ➔ The **IFRI** (The French Institute of International Relations) / <http://www.ifri.org/>
- ➔ **SYNOPIA** / <http://www.synopia.fr/>
- ➔ The **IRIS** (The Institute for International and Strategic Affairs) / <http://www.iris-france.org/>



LAND AND AIRLAND DEFENCE AND SECURITY EXHIBITION

2020

# EUROSATORY

08-12 JUNE 2020 / PARIS

THE UNMISSABLE  
**WORLDWIDE**  
EXHIBITION



**GICAT**

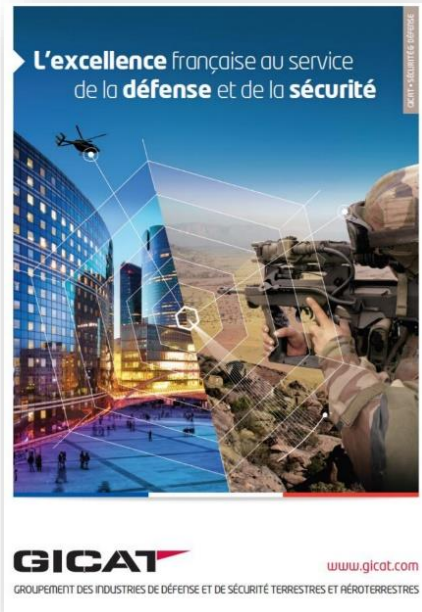
[www.eurosatory.com](http://www.eurosatory.com)

 **COGES**



## Annex 1: GICAT

# GICAT



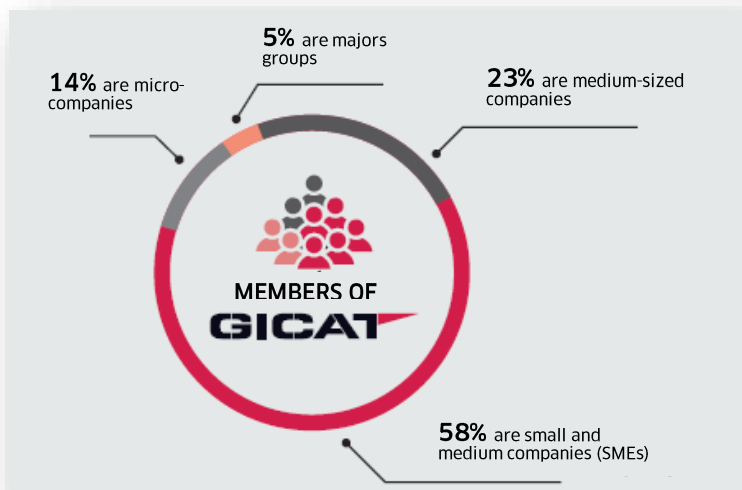
The GICAT was created in **1978** to organise, on the one hand, the defence of the interests of the profession and on the other hand, to ensure the representativeness of the land and airland domain vis-à-vis the public authorities.

In 2011, because of the technological duality between Defence and Security, the GICAT opened up very largely to Security.

Today it is composed of **245** companies from land and airland Defence and Security domain.

### The 4 objectives of GICAT:

- **Ensure the dialogue** between institutions and manufacturers of the domain
- **Offer services** to its members to promote their development
- **Create a favourable environment** to exchanges between manufacturers
- **Enhance the know-how and the image** of the industry of the sector



**GICAT organises Eurosatory exhibition since 1992 through its subsidiary COGES\***

### Press Contact:

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\*See the Annex n.2 COGES

## Annex 2: COGES



**COGES** (General Commission for Exhibitions and Events), created in 1995, is a 100% GICAT subsidiary. It is devoted to promoting French land and airland Defence and Security industries and their sectors worldwide:

- Organiser of international exhibitions: **Eurosatory** in Paris in even-numbered years, **ShieldAfrica** in Côte d'Ivoire - **Platinum Security** in Monaco - **Expodefensa** in Colombia in odd-numbered years
- Organiser of **Business Meetings** in the field
- Federator of **French pavilions** at Defence and Security exhibitions abroad
- Present at more than **35 international shows**

### ➤ SHIELDAFRICA



Exhibition dedicated to the African continent, that offers responses to Security needs for a safer Africa.

**Next exhibition: 22-24 January, 2019 - Abidjan - Côte d'Ivoire**  
[www.shieldafrica.com](http://www.shieldafrica.com)

### ➤ PLATINUM SECURITY



international exhibition dedicated to private security. Technologies adapted to secure high added value goods. Organised in collaboration with ExpoMonaco.

**Next exhibition: 10-12 April, 2019 - Monaco** [www.pse.mc](http://www.pse.mc)

### ➤ EXPODEFENSA



Defence and Security exhibition dedicated to Latin America and the Caribbean, organised by COGES in partnership with the Colombian company CORFERIAS and supported by the Colombian Ministry of Defence.

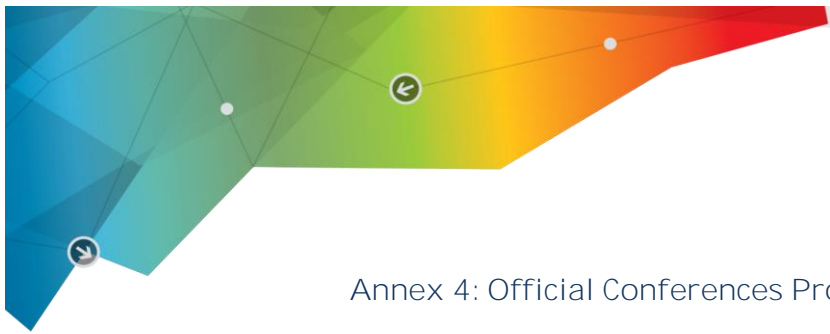
**Next Exhibition: 2-4 December, 2019 - Bogota - Colombia**  
[www.expodefensa.com.co](http://www.expodefensa.com.co)

### Annex 3: Theme-oriented Itineraries

- Ground Vehicles
- Robotic (Uav, Ugv, Suv, Uuv)
- Aircrafts, Helicopters and parts
- Amphibious
- Sub-Assemblies ground Vehicle, Protection and Maintenance Repair and Overhal
- Weapons, Ammunitions, Less than Lethal, Pyrotechnics
- Communication, Radio and Identification Friend Foe
- EW, Cyber Defence, Jamming, Intelligence
- Command Control C3I, Geographical Information Systems
- Simulation, Training, Formation
- Personal Protective Equipment (Ballistic, Clothing, Accessories)
- Infrastructure Protection
- Logistics, Installations, Transport
- Homeland Security, Disaster and Medical
- Field Preparation, Explosive Ordnance Disposal
- Engineering, Design, Production and Materials
- Proving Grounds, Control, Measuring and Testing Systems
- Photonics, Sight, Lasers and Target Acquisition
- Air Defence and Meteorology
- CBRN (Detection, Protection, Decontamination)



➤ For more information, check [www.eurosatory.com](http://www.eurosatory.com) / Visit / [Theme-oriented Itineraries](#)



### Annex 4: Official Conferences Programme

Monday 11 June 2018				
Time	Type	Topic	Access	Place
9h30 - 10h00	Inauguration by the French Defence Minister		By invitation	CONF 1
16h - 17h30	European Defence Affairs	Delivering consistency to the European capability development.	Free	CONF 4

Tuesday 12 June 2018				
Time	Type	Topic	Access	Place
9h00 - 12h30	CBRNe	CBRNe TableTop eXercise (TTX).	Ask for registration	CONF 3
9h30 - 10h30	Land and AirLand Operations Forum	Use of automated systems (control, security, effects).	Free	CONF 2
9h30 - 11h00	Security Forum	Private security: towards an enhanced public-private cooperation.	Free	CONF 9
9h30 - 10h30	IHS JANE'S Morning Briefings	<b>Turkey - Weapons Market and Procurement.</b>	Free	CONF 10
10h00 - 11h00	European Defence Affairs	New initiatives of the European Commission regarding Defence matters by Mr Mihnea Ioan Motoc, European Political Strategy Center (EPSC) Deputy Head and Defence advisor of the President of the European Commission and Mr Alain Alexis, Head of Unit Defence, aeronautic and maritime industries - European Commission DG Grow.	Free	CONF 4
10h00 - 11h00	Artificial Intelligence	AI and NBIC: from convergence to the Singularity, opportunities and challenges for Defense applications.	Free	CONF 6
10h00 - 11h00	AirLand Convergence	What will be the helicopter of tomorrow for land combat?	Free	CONF 7
10h30 - 11h00	Exhibitor Conference	PHOTONIS	Free	CONF 10
11h00 - 11h30	Exhibitor Conference	TotalLinux	Free	CONF 10
11h00 - 12h00	Land and AirLand Operations Forum	Recognition and entry in harsh environments (Urbanised Zone, CBRNe, cave, tunnel).	Free	CONF 2
11h30 - 12h00	Exhibitor Conference	BERTIN INSTRUMENTS	Free	CONF 10
13h30 - 14h00	Exhibitor Conference	IDS INGEGNERIA DEI SISTEMI S.p.A.	Free	CONF 10
14h00 - 15h00	Start-up	Counterterrorism: from intelligence to action, how can new technologies help against evolving threats?	Free	EUROSATORY LAB
14h00 - 15h00	Defence Ecosystem	The Defence with Positive promotion - a strategical stake for the Defence industry.	Free	CONF 8
14h30 - 15h30	Land and AirLand Operations Forum	Protecting bases (sensor, sentinel robot, biometrics, automation).	Free	CONF 2
14h30 - 17h30	CBRNe	State of the CBRNe Threat in the World.	Free	CONF 3
14h30 - 15h45	Think-Tank	Hybrid Land Forces by 2035: Human, Machines and Proxies.	Free	CONF 9
14h30 - 15h30	Transformation of organisations	Business models breakthroughs: the key to success.	Free	CONF 10
14h30 - 15h30	AirLand Convergence	What will the arrival of the new tactical drone change for the French land army?	Free	CONF 7
15h00 - 16h00	Security-development continuum and the resilience	European Union & CBSD.	Free	CONF 6
15h30 - 16h30	Transformation of organisations	General Data Protection Regulation (GDPR) : new obligations, but also value added opportunities!	Free	CONF 10
16h00 - 17h00	AirLand Convergence	Lessons and new operational requirements regarding to airmobile recent commitments.	Free	CONF 2
16h00 - 17h00	Defence Ecosystem	The European Defence Socle - a new self-financed model for the European defence initiative.	Free	CONF 8
16h00 - 17h15	Think-Tank	The future of security cooperation in Europe.	Free	CONF 9

Wednesday 13 June 2018				
Time	Type	Topic	Access	Place
9h30 - 11h00	Security Forum	Towards enhanced security and defence development and cooperation between the African continent and France?	Free	CONF 9
9h30 - 10h30	IHS JANE'S Morning Briefings	GCC defence markets: changing dynamics and requirements	Free	CONF 10
10h00- 11h00	Land and Airland Operations Forum	Low level air-coordination (firing, airmobile combat, "drones du contact") and automated systems.	Free	CONF 2
10h00 - 11h00	Artificial Intelligence	Defence and Security applications of Artificial Intelligence.	Free	CONF 6
10h00 - 11h00	AN2V	How implementing a (real) smart building, a smart campus or a safe city?	Free	CONF 7
11h00 - 11h30	Exhibitor Conference	ATOS	Free	CONF 10
11h00 - 12h00	Start-up	Financing Open Innovation in Defence: national agencies, industries, and venture funds are in the race!	Free	EUROSATORY LAB
11h30 - 12h00	Exhibitor Conference	BERTIN INSTRUMENTS	Free	CONF 10
11H30 - 12H30	CBRNe	Innovative Solutions in countering the CBRNe threats.	Free	CONF 9
13h45 - 15h00	Think-Tank	European defence fund and land defence industries: which possibilities?	Free	CONF 9
14h00 - 15h00	ECCO	International industrial cooperation in a new geopolitical context.	Free	CONF 3
14h30 - 15h30	Land and Airland Operations Forum	Anti-UAV combat.	Free	CONF 2
14h30 - 15h30	Operational Maintenance	Technological evolutions of operational maintenance for 2025: impacts for industry.	Free	CONF 8
15h00 - 16h00	Security-development continuum and the resilience	Technical opportunities for peacekeeping operations.	Free	CONF 6
15h00 - 16h00	CBRNe	ENCIRCLE - Improving European CBRNe resilience and capability to CBRNe.	Free	CONF 9
16h00 - 17h00	Chief of staff of the French Army (CEMAT)	Soldiers, Armament engineers, business managers, innovation partners.	By invitation or Ask for registration : <a href="https://infos.rayonnement-terre.fr/index.php?ID=2012691">https://infos.rayonnement-terre.fr/index.php?ID=2012691</a>	CONF 1



Thursday 14 June 2018				
Time	Type	Topic	Access	Place
9h30 - 10h30	IHS JANE'S Morning Briefings	Developments in the military ground vehicles market.	Free	CONF 10
9h30 - 10h15	Joint Hélicoptère Group	Elite Pilots for Elite Cops: how the Joint Helicopter Group fights Terrorism in France.	Free	CONF 7
9h30 - 10h30	Land and Airland Operations Forum	Tactical means for electronic warfare (EW).	Free	CONF 2
9h30 - 11h00	Security Forum	Cyberdefence and Cybersecurity: international cooperation & digital transformation challenges.	Free	CONF 9
9h30 - 12h30	SEA - GILEP	Symposium related to overall operations fuel support, future and sustainable solutions for energy transition perspectives.	Free	CONF 4
09h30 - 10h45	ECCO	The evolution of the offset market and what the situation is today.	Charge for entry, registration : <a href="http://www.ecco-offset.eu">www.ecco-offset.eu</a>	CONF 3
10h00 - 11h00	Artificial Intelligence	Defence and Security applications of Artificial Intelligence.	Free	CONF 6
10h30 - 12h00	Homeland Security	Security organisation for the 2024 Olympic and Paralympic games, opportunities for the security industry.	Free	CONF 1
10h30 - 11h00	Exhibitor Conference	Getac Technology GmbH	Free	CONF 10
11h00 - 12h00	Land and Airland Operations Forum	What place for new UAV categories within the Army?	Free	CONF 2
11h00 - 12h00	Start-up	Intelligence and Profiling: private and governmental synergies.	Libre	EUROSATORY LAB
11h00 - 12h15	ECCO	A success story of an offset project in the Middle East.	Charge for entry, registration : <a href="http://www.ecco-offset.eu">www.ecco-offset.eu</a>	CONF 3
14h00 - 15h00	Homeland Security	Future Secured Radiocommunications.	Free	CONF 4
14h00 - 16h00	ECCO	Workshops on the following topics: transfer of technology, compliance, valuation of technology, direct offsets vs. indirect.	Charge for entry, registration : <a href="http://www.ecco-offset.eu">www.ecco-offset.eu</a>	CONF 3
14h30 - 15h30	French Defence Procurement Agency (DGA)	How to do business with French MoD.	Free	CONF 8
14h30 - 15h30	Land and Airland Operations Forum	Artificial intelligence for the benefit of the commander at tactical level (big data,calculator).	Free	CONF 2
15h00 - 15h40	Homeland Security	Population resilience in civil security crisis management in France.	Free	CONF 4
15h00 - 16h00	Security-development continuum and the resilience	The Joint Force G5 Sahel, its contribution to the continuum security - development.	Free	CONF 6
15h00 - 16h00	FFMI	Data centres protection.	Free	CONF 7
15h40 - 16h20	Homeland Security	Artificial Intelligence and the inputs of data valorisation in the public policies management.	Free	CONF 4
16h00 - 17h00	French Defence Procurement Agency (DGA)	Definvest'.	Free	CONF 8
16h00 - 17h15	Think-Tank	Strategic Landpower in the 21st Century.	Free	CONF 9
16h20 - 17h00	Homeland Security	Organisational adaptation as a consequence of Artificial Intelligence.	Free	CONF 4

Friday 15 June 2018				
Time	Type	Topic	Access	Place
9h00 - 17h00	Career	Defence and Security Professions Day.	Free	CONF 2
11h00 - 12h00	Startup	Defence & Start-ups: which leads the other?	Free	EUROSATORY LAB



## Annex 5: Press centre

The press centre hosts journalists during the exhibition, from 8 am to 6 pm and allows easy access to the information. It is composed of several zones:

### ➔ INFORMATION ZONE

#### ➔ About exhibition:

- The press kit, the exhibition catalogue, the visitor's guide, the official programme of conferences, the exhibition's map
- Events agenda: press conferences, official visits, Live Demonstrations, conferences and workshops
- The official daily newspaper of the exhibition "Eurosatory Daily"
- [Servicemedia.tv](http://Servicemedia.tv) platform by **Activ'Company**: a daily selection of photos and video rushes to download for free



#### ➔ About exhibitors:

- **Exhibitor press kits** at the media press boxes
- **Digital space** (available in the press centre only) to download exhibitor press releases
- **Exhibitors agenda** (press conferences, product demonstrations ...)

### ➔ WORKSPACE

- ➔ **An equipped room:** a dedicated free Wi-Fi network, computers, printers, connectors for laptops (RJ45)



### ➔ AND MORE

- ➔ A relaxation area with a bar (from 8 am to 6 pm)
- ➔ A protected locker room (from 8 am to 6 pm)



PRESS  
CONTACT

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## Annex 6: Prepare your visit

### ➔ OPENING HOURS FOR JOURNALISTS

- ➔ 8:00 – 18:00 from Monday 11<sup>th</sup> to Thursday 14<sup>th</sup> 2018
- ➔ 8:00 – 16:00 on Friday 15<sup>th</sup> 2018

### ➔ THE ONLINE CATALOGUE

- ➔ List of exhibitors by name, country, nomenclature, theme-oriented itinerary
- ➔ The page of each exhibitor presenting its products
- ➔ Localisation on the interactive map of the exhibition
- ➔ Possibility to put exhibitors in bookmarks and find them easily at the exhibition

### ➔ MOBILE APPLICATION

- ➔ Available on **Android** and **iOS**
- ➔ The **online catalogue** synchronised with the web version
- ➔ The **programme of the exhibition** with the programme of Live Demonstrations, conferences, etc.
- ➔ Possibility to **mark stands, speakers, events as favorites**
- ➔ **Swapcard**, the connection tool for participants with common interests



### ➔ SOCIAL MEDIA



### ➔ ACCESS TO THE EXHIBITION

Parc des expositions Paris Nord Villepinte:  
ZAC Paris Nord 2, 93420 Villepinte  
Plan on Google Maps: <https://goo.gl/maps/Y1F2yeDvcmy>  
[www.viparis.com](http://www.viparis.com)

#### Get to the exhibition:



By metro, bus, RER B > Stop  
« Parc des Expositions »



By car, taxi or carpooling

