

EUROSATORY: New features of the show in 2018

The 26th edition of EUROSATORY exhibition will be held in Paris 11-15 June 2018

Eurosatory confirms year after year, its uncontested leadership in land and airland Defence and Security domains. A wide variety of Defence and Security international players come to the exhibition. The number of international attendees increases every year, whether it is the number of exhibitors, visitors or media. In 2016, the exhibition hosted 1,571 exhibitors from 57 countries and 57,024 professional visitors from 140 countries. 212 Official Delegations from 94 countries were present. Besides, there were also 713 journalists coming from all over the world, as well as 8,217 representatives of the armed and security forces from 103 countries.

What are the major changes for 2018 edition of Eurosatory?

EUROSATORY continues to evolve to meet the expectations of its exhibitors and visitors.

There two changes related to the organisation of the exhibition.

First, the new hall 5B completes the indoor exhibition area. This hall will be dedicated mainly to security issues. It will showcase such technological clusters as Intelligence, Civil Security, crisis management and people security, Security of critical infrastructures and sensitive facilities and CBRNe. Moreover, the discovery village will be installed in the hall. Business meetings and strategic consultancy will take place there. Some national pavilions will be located in this hall.

Second change in the organisation of the show: moving of the live demonstrations zone. It will be located closer to the exhibiting halls. So, everybody will be able to come by foot to watch live demonstrations: a guaranteed time saver!



In 2018, Eurosatory strengthens its security measures. Therefore, all persons attending the exhibition should pre-register online with their professional email address, uploading a copy of an identity document and a personal photo.

Which systems, technologies or trends will be on the spotlight? What is Eurosatory Lab?

Eurosatory 2018 will offer a new international thematic event dedicated to CBRN issues and organised with the participation of French and foreign Ops Officers, exhibitors from the D&S domains, state representatives, experts and VIPs.

Moreover, a new technology cluster "Intelligence" will be opened in 2018. It will showcase new products and services from the intelligence field and cover such topics as surveillance systems, cybersecurity, geospatial analysis and listening devices.



Eurosatory has always put forward creativity and innovative technology of its exhibitors. In this way, for 2018 edition, Eurosatory Lab has been created. It is an all-new start-up 1,000 square metres area dedicated to international start-ups of Defence & Security domain. Eurosatory will select up to 100 most ground-breaking start-up companies to exhibit alongside 1,500 other firms. Eurosatory Lab will facilitate D&S Start-Ups to introduce and market their technologies to potential collaborators and key investors.

There also will be start-up battle conferences and pitch presentations, a chance for start-ups to showcase their products and innovations to more than 57,000 Defence & Security professionals. It's also an opportunity for established companies to find the new technologies they need.



What are the advantages of participation in Eurosatory 2018?

Most importantly Eurosatory is a unique business platform which brings together business, industry, policy experts and media. They meet each other, discuss business together, scrutinise the D&S market and identify business opportunities and prospects. The exhibition helps to find new contracts, get a strong media exposure and meet numerous delegations and high-level international visitors. In this way, Eurosatory offers a strong visibility at controlled costs. It is a great opportunity to develop a strong international network of clients and generate business opportunities.

Eurosatory brings together a high number of small medium enterprises (SMEs) working in land and airland D&S. In 2016 there were 859 exhibiting SMEs, about 55 per cent of exhibitors. SMEs get a lot of benefit from attending the event. First, they get access to qualified international professional visitors. Second, their products benefit from lower cost visibility. Business opportunities are found through meetings with buyers, suppliers and potential customers, particularly through D&S business meetings organised at the exhibition. Eurosatory offers them a unique opportunity to get advice of leading industrial strategy experts from various countries, to join the D&S community and to become a player in the land and airland Defence and Security world.



One of the first priorities of the organiser for 2018 session remains to highlight multiple services such as one-on-one business meetings, strategy consulting, visitors-exhibitors connection service, exhibitor conferences and so on. These services are included in the Exhibitor package and allow exhibitors to maximise their visibility and optimise their presence at the exhibition. The organisers do their best to assist the exhibitors and make their one-week participation a success.



Eurosatory is a centre of reflection for a safer world! Relying on the presence of thousands of Defence and Security experts (operational, industrial, state officials, politics, media) coming from all over the world, Eurosatory organises series of conferences and workshops. More than 80 conferences are organised dealing with geopolitical, technological and legal issues. A range of players are associated: manufacturers, operational users, medias, experts, high authorities. These conferences are real crossroads for reflection and enable participants to better understand the concepts and evolutions of the future of Defence and Security. Think Tanks will present their strategic analyses on these issues. Eurosatory offers also Exhibitor Conferences - a way for exhibitors to highlight their company and their products on a subject of their choice.

All these features make Eurosatory an exhibition of excellence, with a high rate of loyalty among visitors and exhibitors. Eurosatory success is based on an unrivalled requirement for quality attested by all the major players attending the exhibition.

2018 EUROSATORY

11 - 15 JUNE 2018 / PARIS

The next edition of Eurosatory will take place from June 11 to 15, at the Paris Nord Villepinte Exhibition Centre.

Find more information about Eurosatory on:
www.eurosatory.com