2018 POST SHOW REPORT
UNLOCKING AFRICA’S AEROSPACE AND DEFENCE POTENTIAL

AAD2020
16-20 SEPT 2020
WWW.AADEXPO.CO.ZA

AIR FORCE BASE WATERKLOOF, CENTURION | CITY OF TSHWANE | SOUTH AFRICA
Marking the 10th edition of the Africa Aerospace and Defence Exhibition, AAD continues to grow in leaps and bounds with every edition. AAD is the largest gathering of the aerospace and defence industry players (manufacturers and innovators) and buyers (high-level international delegations, Defence Chiefs of Arms and Senior procurement officers) on the African continent. AAD provides a conducive environment amenable to business-to-business linkages as well as strategic platforms to engage in dialogue and discourse on international defence, aerospace and other related best practices.
THE OFFICIAL OPENING CEREMONY OF AAD2018 took place at Air Force Base Waterkloof, the resident venue of the AAD Expo in the City of Tshwane on 19 September 2018. The highly acclaimed event marked 20 years, and the 10th edition, of the Africa Aerospace and Defence Exhibition.

In his opening address, President Cyril Ramaphosa highlighted, “Many nations, from different parts of the world, have recently expressed interest in becoming involved in joint ventures with our industry. The African Aerospace and Defence exhibition offers a massive opportunity for all present to identify areas of synergy and convert them into joint ventures.”
EXHIBITOR FEEDBACK

MICHAL KRA’L - AMBASSADOR CZECH REPUBLIC
Many thanks to the AAD team for the highly professional and efficient management of such important bi-scale event. It was a great pleasure for us to be part of it all. We do greatly appreciate and value platform of business and political exchange which indeed AAD exhibition presents.

ERIC MILBURN - ECM TECHNOLOGIES
“Congratulations on another great event. We had a fantastic show and we’ll be back for 2020” Anyway these minor issues did not detract from a great event and we were delighted with the response that we received. Well done again!

EUGENE HUGO | PRODUCTION PLANNING & GENERAL MANAGEMENT | JAN HUGO PRECISION ENGINEERING
“Thank you for a great expo, this was our first try and the experience was very positive.”

ZIRK JANSEN - CAV
Once again, congratulations to you and your team for putting together a smashing AAD Expo.

MARTIN BESTER - CANVAS AND TENT (RCS)
Once again – thanks to you and your team for a really fantastic AAD. We really had a blast and our sales team is currently quoting on enquiries received during the exhibition.

DOMINIC MCNEICE - TEAM LEADER EVENTS & EXHIBITIONS | EVENTS / OPERATIONS DIRECTATE | DEFENCE & SECURITY ORGANISATION
A great event which was a credit to the organising team, and a significant improvement on 2016. We look forward to working with you for AAD 2020.
The 10th edition of the AAD Expo - A premier exhibition of air, land & sea.

**AAD2018 IN NUMBERS**

- **486** Exhibitors featured
- **40** Countries represented as exhibitors
- **68** Aircrafts on static display
- **32538** Trade visitors from South Africa and around the globe
- **15** National pavilions

**The trade exhibition**

- **55063** Visitors at the air show
- **112** Countries represented as visitors

**The air show**

- **2** Strategic seminars
- **1** Mobility track
- **2** Engagement theaters for hosting seminars
- **40** Hospitality chalets

**Event features**

**Youth development programme**

- **STEM** Aviation & defence career awareness
- **4th** Industrial revolution
- **12500** learners reached for 2018
### Pavilions & Countries that exhibited

<table>
<thead>
<tr>
<th>African countries</th>
<th>National pavilions</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Australia</td>
<td>28. Russia</td>
</tr>
<tr>
<td>2. Austria</td>
<td>29. Saudi Arabia</td>
</tr>
<tr>
<td>3. Belarus</td>
<td>30. Slovakia</td>
</tr>
<tr>
<td><strong>4. Belgium</strong></td>
<td>31. South Korea</td>
</tr>
<tr>
<td>5. Bosnia &amp; Herzegovina</td>
<td>32. Sudan</td>
</tr>
<tr>
<td>6. Brazil</td>
<td>33. Switzerland</td>
</tr>
<tr>
<td>7. Bulgaria</td>
<td>34. Turkey</td>
</tr>
<tr>
<td>8. Canada</td>
<td>35. UAE</td>
</tr>
<tr>
<td>9. <strong>China</strong></td>
<td>36. UK</td>
</tr>
<tr>
<td>10. Cyprus</td>
<td>37. Ukraine</td>
</tr>
<tr>
<td><strong>11. Czech Republic</strong></td>
<td>38. USA</td>
</tr>
<tr>
<td>12. Finland</td>
<td>39. Zambia</td>
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<tr>
<td>13. France</td>
<td>40. Zimbabwe</td>
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<tr>
<td><strong>14. Germany</strong></td>
<td></td>
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<tr>
<td>15. Ghana</td>
<td></td>
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<tr>
<td>16. <strong>India</strong></td>
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<tr>
<td>17. Ireland</td>
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<tr>
<td>18. <strong>Italy</strong></td>
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<td>19. <strong>Jordan</strong></td>
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<tr>
<td>20. Latvia</td>
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<tr>
<td><strong>21. Lithuania</strong></td>
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<tr>
<td>22. Namibia</td>
<td></td>
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<tr>
<td>23. Netherlands</td>
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<tr>
<td>24. Nigeria</td>
<td></td>
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<tr>
<td>25. <strong>Pakistan</strong></td>
<td></td>
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<tr>
<td>26. Poland</td>
<td></td>
</tr>
<tr>
<td>27. RSA</td>
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</tr>
</tbody>
</table>
AA&D GROWTH STATISTICS

<table>
<thead>
<tr>
<th>Year</th>
<th>Exhibitors</th>
<th>Countries exhibiting</th>
<th>Total trade visitors</th>
<th>Countries as visitors</th>
</tr>
</thead>
<tbody>
<tr>
<td>AAD2008</td>
<td>220</td>
<td>32</td>
<td>20725</td>
<td>43</td>
</tr>
<tr>
<td>AAD2010</td>
<td>256</td>
<td>31</td>
<td>18737</td>
<td>59</td>
</tr>
<tr>
<td>AAD2012</td>
<td>347</td>
<td>26</td>
<td>25573</td>
<td>101</td>
</tr>
<tr>
<td>AAD2014</td>
<td>441</td>
<td>30</td>
<td>29314</td>
<td>86</td>
</tr>
<tr>
<td>AAD2016</td>
<td>532</td>
<td>34</td>
<td>33862</td>
<td>105</td>
</tr>
<tr>
<td>AAD2018</td>
<td>486</td>
<td>40</td>
<td>32538</td>
<td>112</td>
</tr>
</tbody>
</table>

NUMBER OF TRADE AND PUBLIC VISITORS

- **Public day tickets**
  - AAD2008: 35,994
  - AAD2010: 42,383
  - AAD2012: 74,398
  - AAD2014: 92,983
  - AAD2016: 56,924
  - AAD2018: 55,063

- **Total visitors - trade**
  - AAD2008: 20,725
  - AAD2010: 18,737
  - AAD2012: 25,573
  - AAD2014: 29,314
  - AAD2016: 33,862
  - AAD2018: 32,538
## OFFICIAL DELEGATION

**Delegations received from the following countries:**

- Algeria
- Angola
- Botswana
- Brazil
- Cameroon
- Cuba
- Czech Republic
- DRC
- Egypt
- Ethiopia
- Ghana
- India
- Kuwait
- Lesotho
- Malawi
- Mozambique
- Namibia
- Nigeria
- Pakistan
- Poland
- PRC
- Congo
- Russia
- Saudi Arabia
- Kingdom of eSwatini
- Sweden
- Turkey
- Uganda
- United Arab Emirates
- United Kingdom
- USA
- Zambia
- Zimbabwe

**TOTAL: 62**
PRESIDENT CYRIL RAMAPHOSA signalled his support not only for the event but also for an outreach to the neighbouring countries and captains of the industry around the world and for expanding relationships with them, as AAD was his inaugural opening as the Commander-in-Chief of the South African National Defence Force.

The PARAMOUNT Group’s announced the establishment of Paramount South Africa, a transformed Black-Owned Enterprise constituted to provide the future capability requirements of South Africa’s defence, police, border and peacekeeping forces.

DENEL showcased its RG41 8x8 armoured, fitted with a 30 mm modular combat turret. The RG41 is a new generation wheeled armoured combat vehicle and a cost-effective solution for clients who require a combination of high mobility, protection and fire power.

AIRBUS fixed the spotlight on its South African industrial partnerships, alongside its product portfolio.

East Africa was also well represented by SAFAT, a division of the military industry corporation MIC- Sudan who exhibited for the second time, showcased 122 products including static aircraft and their latest technology in Smart Air Surface Pumps guided by GPS known as precision guided bombs (BK-3).
JORDAN’S JADARA EQUIPMENT and Defence Systems Showcased its new Terminator anti-tank guided missile (ATGM) to South Africa following its unveiling in Jordan earlier this year. Terminator ATGM has a minimum range of 100m and a maximum range of 2,300m and is being marketed with two different warheads, with the missile itself having a diameter of 107mm.

South African company OTT TECHNOLOGIES launched its latest-generation Puma M36 Mk 6C-2 with independent suspension, being offered alongside the latest Puma M36 Mk 6C fitted with a Mercedes-Benz Zetros driveline. Both of these mine-resistant ambush-protected (MRAP) vehicles have been developed using internal research and development funding and are aimed at the export market.

Together with Australian manufacturer Airwork Helicopters, DAKOTA AIR PARTS introduced its composite tail rotor blade, the AMT-206-1, which is a direct replacement for Bell 206A and 206B Jet Ranger series of helicopter tail rotor blades.

MILKOR showcased three new unmanned air vehicles (UAVs) for the first time at AAD. The trio of models covers a range of sizes, ranging from the 12m wing span MA 380 to the hand-launched MA 18. The family has only been developed recently, but all three have flown and are considered ready for production. Largest of the family, the MA 380 has a 380kg maximum take-off weight (MTOW), of which up to 80kg can be payload. Able to run on Avgas, Mogas or Jet A1 fuel, the MA 380 can reach an altitude of 18,000ft, although would typically cruise at 14,000ft, and has a maximum endurance of 20 hours.

Global Industrial and Defence Solutions (GIDS) OF PAKISTAN showcased some of its core activities in the defence domain. Among its range of unmanned aerial systems (UAVs), the company counts a variety of short-range, hand-launched or VTOL surveillance systems and its medium-endurance tactical Shahpar and Uqab systems.
The 11th edition of the AAD Expo, AAD2020, is set to take place at the Air Force Base Waterkloof, in the City of Tshwane, South Africa from 16 - 20 September 2020:

**Trade Exhibition**

16-18 Sept 2020

**Public Air Show**

19-20 Sept 2020
**The trade exhibition**

<table>
<thead>
<tr>
<th>1</th>
<th><strong>A LEADING EVENT</strong></th>
<th><strong>DEDICATED NATIONAL PAVILIONS</strong></th>
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<tbody>
<tr>
<td></td>
<td>on the international defence exhibition calendar</td>
<td>occupied by a multitude of countries &amp; key national departments</td>
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<tr>
<td>2</td>
<td><strong>MEET &amp; NETWORK</strong></td>
<td>± 30,000 trade visitors from ≥ 112 COUNTRIES</td>
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<tr>
<td></td>
<td>with a myriad of global leaders in aerospace and defence - all under 1 roof; at 1 event</td>
<td></td>
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<tr>
<td>3</td>
<td><strong>300+ MEMBERS</strong></td>
<td><strong>ATTRACTS 450+</strong></td>
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<tr>
<td></td>
<td>of local &amp; international media attend the event to provide coverage</td>
<td>global exhibitors from 40+ COUNTRIES</td>
</tr>
<tr>
<td>4</td>
<td>Use of innovative <strong>ENGAGEMENT THEATRES</strong></td>
<td><strong>54 000 SQUARE METRES</strong></td>
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<tr>
<td></td>
<td>to host mini conferences, product launches or press briefings for targeted audiences</td>
<td>of indoor &amp; outdoor exhibition space, including 7 HANGARS</td>
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<tr>
<td>5</td>
<td><strong>DEDICATED MEDIA CENTRE &amp; PHOTO AREAS</strong></td>
<td>Hosting 2 strategic seminars during the exhibition</td>
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<td></td>
<td>with journalists for interviews</td>
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<tr>
<td>6</td>
<td><strong>UNIQUE OUTDOOR MOBILITY TRACK</strong></td>
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<tr>
<td></td>
<td>with obstacles to enable live demonstrations of land defence vehicles</td>
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**Why Exhibit?**

**The air show**

<table>
<thead>
<tr>
<th>8</th>
<th><strong>55 000+ VISITORS OVER 2 DAYS</strong></th>
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<tbody>
<tr>
<td></td>
<td>Spectacular ensemble showcasing live aircraft prowess.</td>
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</tbody>
</table>
The AAD Expo is managed through a partnership between:

- Department of Defence
  Republic of South Africa

- South African Aerospace Industries Association

- ARMSCOR

- CAASA

9.1 HOST CITY

Host City:
City of Tshwane
Limiting Excellence
9.2 STRATEGIC PARTNERS

SABC

MTN

seeza

Uber

Wakan Travel
9.3 MEDIA PARTNERS

9.4 INSTITUTIONAL SUPPORT
EXHIBITION DIRECTOR
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ADMINISTRATION COORDINATOR
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ADDRESS
Africa Aerospace and Defence
Air Force Base Waterkloof
Western Entrance 4th Street
Centurion,
City of Tshwane,
South Africa
Delegations received from the following countries:

- United Arab Emirates
- United Kingdom
- USA
- Zambia
- Zimbabwe

Minister of Defence
Deputy Minister of Defence
Chiefs of Defence
Chief of Army
Chief of Airforce
Chief of Navy
Surgeon General

Secretary of Defence

Algeria
Angola
Botswana
Brazil
Cameroon
Cuba
Czech Republic
DRC
Egypt
Ethiopia
Ghana
India
Kuwait
Lesotho
Malawi
Mozambique
Namibia
Nigeria
Pakistan
Poland
PRC
Congo
Russia
Saudi Arabia
Kingdom of eSwatini
Sweden
Turkey
Uganda

TOTAL