



# Rostec presented at EEF

Russian helicopters Mi-171A2 and Ka-226T for India



As part of its joint exposition with the Buryat Republic, Russian Helicopters Holding Company (part of Rostec State Corporation) presented its latest civilian helicopter Mi-171A2 and Ka-226T light-weight multi-purpose helicopter, which are planned to be supplied to India, at the Eastern Economic Forum in Vladivostok.

Earlier, Russian Helicopters and Global Vectra company (India) had signed a contract for the delivery of a Mi-171A2 helicopter, including an option for one more rotorcraft. The helicopter manufactured under this contract and already painted in the livery of the Indian customer will be presented at the Eastern Economic Forum. Its delivery to India is scheduled for late 2019 – early 2020.

The Ka-226T helicopter presented at the Forum is a demonstration of the prospects of Russian-Indian industrial cooperation – in accordance with the 2015 intergovernmental agreement, India will be supplied 200 such helicopters, of which 140 will be assembled locally.

At the Eastern Economic Forum, we show our Indian colleagues Ka-226T and Mi-171A2

multi-purpose helicopters designed for them. It is worth noting that our partners are well aware of all the advantages of the products of Russian Helicopters Holding Company. In India, Soviet and Russian-made helicopters make up more than 30% of the total fleet of civilian and military rotorcraft registered in the country. Our current projects create a good basis for further development of our cooperation,' said Viktor Kladov, Rostec Director for International Cooperation and Regional Policy.

The EEF also examined the Ka-226T parts and units, which are subject to localized manufacturing in India as part of this project. Last February, Russian Helicopters Holding Company signed agreements on a number of presented units with leading Indian aircraft manufacturers who desired to participate in the project to localize the Ka-226T helicopter production.

The contract for Mi-171A2 supply to India is a clear demonstration of the fact that our latest civilian rotorcraft is in demand abroad, it is waited for and counted on. The helicopters showcased at the Forum is ready for delivery: we will be able to transfer it to the customer as soon as the certificate for Mi-171A2 is validated

in India', noted Andrey Boginsky, Director General of Russian Helicopters Holding Company. 'We also demonstrate the progress of the Russian-Indian Ka-226T project: the Ulan-Ude Aviation Plant has already mastered the manufacture of certain parts and components of the helicopter and is preparing to start its serial production. We are also gradually developing our cooperation with Indian manufacturers in terms of localization, our dialogue with some of them will be continued as part of the Forum. At the Forum, we present the Ka-226T with folding blades: this model is suitable for operation in marine conditions and for installation on board ships. This option is a good basis for more orders for this rotorcraft.'

Among other products presented at the Forum by the Holding Company is Ka-62 medium transport and passenger helicopter manufactured by Progress AAC named after Nikolai Sazykin. The model is showcased in the Primorsky Krai (Territory) Pavilion as part of 'Streets of the Far East' exhibition. On the verge of the Forum, the Ka-62 prototype took part in the flight program of the MAKS-2019 International Aviation and Space Salon in Zhukovskiy.

The Mi-171A2 helicopter is the latest representative of the Mi-8/17 helicopter family. It encapsulates the best features of world famous Mi-8 type rotorcraft. The helicopter is equipped with KBO-17 integrated onboard digital flight and navigation system ('the glass cockpit'), which makes it possible to operate the machine without an engineer on board, thereby reducing its crew to two people. The new engines and supporting system improved the helicopter's flight performance, including its cruising and maximum speed. Depending on the operator needs, Mi-171A2 helicopter can perform search and rescue missions, medical and cargo operations, fight fires or carry passengers day and night, at temperatures from -50°C to +50°C.

Ka-226T is a twin-engine light class helicopter, designed in coaxial configuration. A unique feature of Ka-226 helicopter is its modular design; it can be assembled with standardized easily removable modules of various configurations carrying special equipment.

The Fifth Eastern Economic Forum was from September 4 to 6, 2019. During the previous Forum edition, 220 agreements, contracts, memoranda and protocols were signed for the total amount exceeding RUB 3 trillion. The Forum was attended by 6002 delegates and 1357 media representatives from 60 countries.

JSC 'Russian Helicopters', a part of Rostec State Corporation, is a leading player in the global helicopter industry, the sole Russian designer and manufacturer of helicopters. The Holding Company was established in 2007 and is headquartered in Moscow. We operate five helicopter assembly plants, two design bureaus, component production and maintenance enterprises, aircraft repair plants and one helicopter service company providing after-sales support in Russia and abroad. The customers of the Holding Company are the Ministry of Defense, the Ministry of Home Affairs, EMERCOM of Russia, and other state customers, Gazpromavia, UTAir Aviation company, large Russian and foreign companies.

# Export of the Best

From July 31st to August 2nd, a large meeting which was attended by more than 150 participants was held in Rostec with representatives of the State Corporation in foreign countries. Heads of Rostec and a number of holdings, industrial directors, heads of departments of the central office spoke at the meeting. Work with representatives was carried out in the divisions of the Corporation and Rosoboronexport for the purposes of analysis of the 2018 results and setting objectives for the near future. More on the results of the year of the export, plans and capabilities of Rostec in the world – in our material.

## Export Beats Records

2018, Rosoboronexport delivered products overseas for a record amount of 13.7 billion dollars, the largest for its entire period of existence. A solid portfolio of foreign orders for the Russian military equipment reached the figure of 55 billion dollars. We managed to achieve these indicators in the conditions of an utmost difficult foreign policy situation, the most powerful sanction pressure on the Russian defense industry complex, on the State Corporation and its organizations, as well as unfair competition. The final figures for the supply of Russian military products and an impressive portfolio of orders demonstrate that the efforts of competitors did not lead to significant results. Work of local level representatives of Rostec was of great importance in achieving record results.

'Last year's record results are not the reason to rest on our laurels. There are quite enough problems in the sphere of Russian military-technical cooperation. Firstly, it is settlements with partners. The sanctions caused damage in this regard, although this issue can be resolved, including by converting contracts into national currencies. Secondly, the difficult geopolitical situation does not allow us to count on a sharp increase in military-technical cooperation in the near future', noted on the current situation Sergey Chemezov, General Director of Rostec.

Today, Rostec representatives around the world are doing a great job of finding new markets, but this is a long and laborious process. A possible solution here could be to increase the share of exports of civilian products and technologies from Rostec.

## Transition to Civilian Tracks

The State Corporation's development strategy until year 2025 sets ambitious goals of increasing the share of civilian products in total revenue up to 50 per-

cent. This indicator amounted to slightly more than 30 percent according to the results of 2018. Significant increase of the civilian products production which are in demand both in the Russian and foreign markets is to be made in the next five years. Rostec representative offices in foreign countries have an important informational and analytical role in solving this problem.

Their task is to provide the Corporation and its organizations with the required information, data on potential partners and recommendations for entering new markets. It is due to the close and productive cooperation

with Rostec representative offices that Corporation organizations will be able to form an effective sales system and competently build service processes for their civilian products. Extensive experience in cooperation with foreign structures through the MTC will help Rostec representatives organize the promotion of Russian civilian products.

## Peaceful Products for the Whole World

If Russian weapons are traditionally in high demand all over the world, then in the 'civilian' sphere we have to work more actively. Rostec is a unique conglomerate of defense industry enterprises with great opportunities for diversification of production. The corporation can offer the world community a wide range of civilian products.

For example, the Russian Helicopters holding company introduces new models of civilian he-

licopters for various purposes on the market. The multi-purpose Ansat and Mi-171A2 vehicles made a demonstration tour in countries of the Southeast Asia in 2018, which resulted in the signing of a number of contracts.

The civilian sector of the domestic helicopter industry is actively developing, and the excellent reputation of our military vehicles helps to promote the civilian ones abroad. A lot of work is being done on after-sales service and repair of helicopter equipment on the spot. Such a corresponding center was opened in Peru last year, it is planned to open centers in other countries. The organization of a support system for the entire life cycle of Rostec products abroad is one of

the promising areas of the Corporation's development. The Shvabe holding company offers comprehensive lighting projects Svetly Gorod (Bright city) for the cities, which have been successfully implemented for several years in the regions of Russia. In addition, Shvabe and other Rostec enterprises in cooperation carry out the construction and equipping of medical centers, including the production of modern neonatal equipment. Today, Schwabe medical equipment is supplied to 95 countries.

Another example of the civilian products that can adequately represent the State Corporation in the world are telecommunication equipment and robotics of the Roselectronika holding. The most striking civil project of the holding, implemented in 2018, was the construction of information and telecommunication infrastructure for the Football World Cup. The solutions of Roselectronics ensured the unprecedented quality of television broadcasts and uninterrupted communication for viewers from 220 countries.

KAMAZ heavy load trucks and specialized machinery are also actively exported. The auto giant shipped just over 4 thousand cars and assembly sets of parts in 2018 only. KAMAZ was recognized as the Best Russian Exporter 14 times. PJSC AvtoVAZ does not fall behind KAMAZ and: the export of a passenger car manufacturer in 2018 increased by 57 percent compared to the previous year and amounted to about 38 thousand cars. Lada branded cars are sold in 34 countries.

The Rostec strategy is determined up to the year 2025 and involves solving the problem of the State Corporation reaching the level of global players. The development is focused on the production of smart civilian products and their promotion in fast-growing world markets, as traditional markets have already reached maturity. And here the role of Rostec representatives in foreign countries is significant. Using their knowledge, experience and connections, they promote new Russian products for the market, find out the needs of local businesses and government agencies, formulate product requirements and, importantly, service. The development of the export capabilities of the Corporation is mostly in their hands.



# High-end Concurrent Events



Shanghai World of Packaging (swop) 2019 will be held at the Shanghai New International Exhibition Centre (SNIEC). As a professional B2B platform for the entire value chain of packaging, the exhibits at swop 2019 include processing and packaging solutions for food, beverages, confectionery, bakery, pharmaceuticals, cosmetics, non-food consumer – as well as industrial goods and include technology and materials. The total exhibit space will reach 60,000 m<sup>2</sup>, with more than 700 exhibitors participating at swop 2019 attracting more than 30,000 professional buyers from China and overseas.

Concurrent Event – SAVE FOOD China Forum. Food is a precious resource and due to the increase of people's living standards and consumption levels, the demand for fresh and high quality food is rising. At the same time, a significant amount of food is either lost or wasted – often caused by the lack of appropriate processing and packaging technology for the production of packaged food with an extended shelf life. With the theme of 'Linking the World, Serving China, Building an Economical, Environmental, Green and Healthy Living', the conference will focus on and discuss how to reduce waste in the fields of production, storage, transportation,

processing, consumption, and traceability of fresh food. It will explore the use of advanced processing and packaging technology, innovative packaging materials and processing methods throughout the entire industry chain to tackle food losses and waste 'Generation Z, Zoom the Future of Packaging' – Design & High-end Packaging Design Forum swop 2019 teams up with Shanghai Institute of Visual Arts (SIVA) in order to create a new concept for 'Generation Z', the generation born between 1995 and 2000. They will increasingly influence the purchasing habits in the near future. The conference is a unique opportunity to listen to their voices and figure

out how product packaging influences purchasing preferences and consumer behaviors of Generation Z.

The concurrent events are organized in partnership with the Shanghai Beverage Association, PKG family and Pack Zone. Furthermore, interpack 2020 and drupa 2020 presentations will be held during swop 2019, promoting the world's leading shows respectively.

Messe Dusseldorf (Shanghai) Co., Ltd. (MDS) established in 2009, is a subsidiary of Messe Dusseldorf GmbH, one of the world's top 5 exhibition organizers. MDS is committed to introducing world's No. 1 trade fairs to China and to providing Chinese and international customers with superior exhibition services. MDS is successfully holding more than 20 leading trade fairs and conferences in China, covering the industries of printing, packaging, wire and tube, plastics, renewable energy, medical devices, retail, safety and health, wine & spirits and caravanning. MDS runs branch offices in Shanghai

and Beijing with a workforce of some 70 full time employees. The worldwide outbound exhibition business (trade shows in Dusseldorf, Germany and other leading Messe Dusseldorf Global Shows) is organized by Messe Dusseldorf China Ltd. (MDC), serving Chinese exhibitors and visitors with superior customer service from its Hong Kong branch office.

Adsale Exhibition Services Ltd has been established in Hong Kong since 1978. It is the organizer of Chinaplas, the Asia's no. 1 exhibition in the plastics and rubber industries. Adsale is also the organizer of Sino-Pack, PACK-INNO, Sino-Label and Printing South China, etc. Backed up with enormous resources in Asia and with well-versed trade promotion strategies for the Chinese market, Adsale is endeavoring to provide cost-effective and integrated marketing solutions across various industries, to satisfy international suppliers' needs of tapping into the Chinese and Asian markets. The Group has offices in Beijing, Shanghai, Shenzhen and Singapore.

6<sup>th</sup> INTERNATIONAL POLICE EXPO

www.internationalpoliceexpo.com

14-15 MAY 2020

Pragati Maidan, New Delhi India

5<sup>th</sup> INDIA HOMELAND SECURITY EXPO

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