



SINGAPORE AIRSHOW 2018



February 6–9, 2018 with optional pre-trade mission to Jakarta, Indonesia January 31 – February 2, 2018

Ontario firms related to the aerospace, defence/security or aviation industries are invited to join the Ontario Showcase within the Canadian Pavilion at the Singapore Airshow 2018. Participation in the show includes support identifying and arranging business meetings with potential buyers, decision-makers and strategic partners while in Singapore. Prior to the Airshow, a business mission to Indonesia is included, offering the opportunity to meet with key players in the industry over the course of a tailored two and a half day business development program in Jakarta, Indonesia.

BACKGROUND

The Association of Southeast Asian Nations (ASEAN) is one of the world's fastest growing, diverse and dynamic regions. ASEAN's 10 member countries have a combined population of 625 million and a collective GDP of \$2.4 trillion US.

Asia Pacific continues to enjoy the fastest growth in the world – including in the commercial and defence aviation arenas. ASEAN's growth and development has meant increased demand for air travel, driving investment into airlines, as well as the supporting infrastructure. The installed base of regional airports has grown rapidly in the region and the number of large capacity airports will also need to grow significantly in order to match demand forecasts. Concurrently, a number of low-cost carriers based in ASEAN have emerged and increased competition across the industry. Many are open to solutions that help differentiate their offerings and/or increase efficiencies and cut costs.

Singapore - The aerospace industry in Singapore is focused on MRO services, high-value specialized parts production and R&D. Singapore accounts for 25% of the MRO market in Southeast Asia, generating an annual

turnover of some \$5.8 billion US and employing more than 18,000 people. Two of the world's top 10 MRO centres are in Singapore – ST Aerospace and SIA Engineering. Singapore is highly regarded as a centre of excellence and is the location of choice for several leading aerospace companies' regional distribution centres, including Airbus, Boeing, Embraer and GE Aviation. Singapore offers a competitive and advanced market that facilitates exposure to the major global industry players once established.

Indonesia - The country recently committed to adding 15 new airports to build its capacity by 2018, and has allocated \$1 billion US to upgrade facilities at existing airports.

In 2016, **Indonesia** opened a \$560 million US third terminal in Soekarno Hatta Airport in Jakarta. A third runway is currently under development, and when completed, the airport will be able to handle 62 million passengers a year. The Indonesian government also plans to establish an aerospace design centre in Bandung to develop the country's capabilities in developing aircraft and related technologies for commercial and military applications.



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ABOUT THE SHOW

The Singapore Airshow (www.singaporeairshow.com) is Asia's largest aerospace and defence event and one of the world's most important aviation shows. The event features two high-level conferences —the Singapore Airshow Aviation Leadership Summit and the Asia Pacific Security Conference —which attract an unprecedented network of international senior commercial, government and defence delegations. The other strategic conference which will be held during the week of the show is the A*STAR Aerospace Technology Leadership Forum.

In 2016, the Singapore Airshow saw 1,040 participating companies, including 65 of the top 100 global aerospace companies, and 48,229 trade attendees from 143 countries and regions. Major contracts were announced for Airbus, Embraer, Boeing, Rolls-Royce, ATR, Pratt & Whitney, GE Capital Aviation Services, Bombardier, CFM International, Augusta Westland, Rockwell Collins, ST Engineering, Turbomeca and many more.

HOW TO APPLY

Please complete and submit the application form to Eve Rotstein at eve.rotstein@ontario.ca

Further details on the program will be provided once companies have confirmed their participation.

**Deadline to apply is December 6, 2017.
Space is limited, so please apply early.**

COST AND BENEFITS

The basic cost to participate is **\$2,000 (CAD)**. Participants are responsible for their own travel, accommodation and meal expenses. Ontario company participants will receive:

- Individual display space (stand-alone pods) with countertop for product/laptop, graphics panel and header sign, power feed, spotlights and barstools.
- Tailored B2B program for each participating company.
- Company profile in the show directory as well as the Canadian company and Ontario Showcase directories.
- The opportunity (optional) to participate in a pre-trade mission to Indonesia to meet with pre-qualified buyers and strategic partners there.

POSSIBLE FUNDING

The Export Market Access Program is designed to assist small to medium sized enterprises to access and expand in new foreign markets. Visit www.exportaccess.ca for details.

For more information, please contact

Eve Rotstein

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