

Supported by



# ANKARA Industrial Cooperation Days in DEFENSE & AEROSPACE

5<sup>th</sup> Edition

October 13 -15, 2020  
Ankara, Turkey

Beytepe Congress Center

● LAND PLATFORMS

● AIR PLATFORMS

● NAVAL PLATFORMS

## ICDDA 2018 / SPONSORS & SUPPORTERS



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Ostim Defence and Aviation Cluster (OSSA) organized 4th Industrial Cooperation Days in Defense and Aerospace (ICDDA) supported by Presidency of Defense Industry (SSB) in 23-25 October 2018. OSSA brought together its own network in ICDDA in order to present SME's capabilities and explore new markets. ICDDA has been awarded "Defense Industry Special Award" in 2014 and the special award "Defense Industry Promotion" in 2017 by SSB with the successful and effective bilateral business negotiations.

ICDDA 2018 contributed SME's to meet with worldwide companies such as AIRBUS, BAE SYSTEM, BOEING, DASSAULT SYSTEMS, KAI, LEONARDO, LOCKHEED MARTIN, MBDA, NAVANTIA, PTC, ROLLS-ROYCE, SIKORSKY, STELIA, TELESPAZIO, THALES, THYSSENKRUPP, UKROBORONPROM and at total 260 companies from 60 countries performed 5700 registered B2B meetings.

**We would like to express our thanks and gratitude to:**

**"2018 ICDDA SPONSORS"**

**AIRBUS, ALTINAY, ASELSAN, DASSAULT SYSTEM, HAVELSAN, FNSS, KALE AERO, PTC, ROKETSAN, TEI, TURKISH AEROSPACE.**

**"2018 ICDDA SUPPORTERS"**

**Republic of Turkey Ministry of Trade, Ministry of National Defence, Ministry of Interior, Ministry of Industry and Technology, Ministry of Transport and Infrastructure, Presidency of T.R. Investment Office, Turkish Land Naval and Air Forces, Military Factories and Naval Shipyards General Directorate, General Directorate of Security, Ministry of Interior Disaster and Emergency Management Presidency (AFAD), Information and Communication Technologies Authority (BTK), the State Supply Office, Kosgeb, Defence and Aerospace Industry Exporters Association, Mechanical and Chemical Industry Company (MKEK), TOBB, ATO, ASO, Ankara Development Agency, Ostim OSB Management, SASAD, THY, TURKSAT, Defence Turkey, MSI.**

We would like to thank official delegations for participation to ICDDA 2018 from AZERBAIJAN, BRAZIL, KUWAIT, MEXICO, QATAR, PAKISTAN, RUSSIA, UKRAINE, CERN, NATO and pioneer of defence industry for their participation BAYKAR, BMC, OTOKAR, TUMOSAN, STM, TUBITAK BILGEM TUBITAK SAGE, TUBITAK MAM, TUBITAK BILGEM, TURKISH TECHNIC and many more...

And regards to MODERATORS from SSB, SPEAKERS and hidden heroes SME's.




***Ahmet Mithat ERTUĞ***  
***OSSA Chairman of the Board***

# 4<sup>th</sup> Edition of ICDDA

■ B2B MEETINGS ■ CONFERENCES ■ WORKSHOPS

## OPENING CEREMONY



 From **60** Countries  **260** Participant Companies  **5700** B2B Meetings





# CONFERENCE SESSION 1

## COOPERATION ON DEFENCE INDUSTRIES



**NATO / NSPA**  
**Patrick FESQUET**  
Procurement Director



**Moderator:**  
**PRESIDENCY OF DEFENCE INDUSTRY (SSB)**  
**Ahmet KAYGUSUZ**  
Director of Central Asia and Far East



**MINISTRY OF DEFENCE INDUSTRY OF AZERBAIJAN REPUBLIC**  
**Vazirov FARRUKH**  
General Manager Advisor



**MEXICO FEMIA**  
**Luis G. LIZCANO**  
Director General



**BRAZIL, HEAD OF GENERAL STAFF OF LOGISTICS OF AIR FORCE**  
**Jose Augusto Carepaldi AFFONSO**  
Lieutenant General



**UKROBORONPROM**  
**Andrii SYVUSHENKO**  
Head of Information and Analytical Support Department



**CERN**  
**Bjorn JENSSEN**  
Procurement Officer



**PAKISTAN AIR FORCE**  
**Ijaz Mahmood MALIK**  
Air Vice Marshall

# CONFERENCE SESSION 2

## FIELDS OF CO-OPERATION IN AVIATION

Moderator  
SSB

**Abdurrahman Şeref CAN**  
Head of Aircraft Department



BOEING

**Doug ACKERMAN**  
Leader of the Supply Chain  
Strategy Interiors Organization



AIRBUS  
**Thierry ADER**  
Director International  
Cooperation



TEI  
**Ahmet KAIN**  
Program  
Director



BAE  
**Martin BENNETT**  
Managing Director



TURKISH AEROSPACE  
**Seda TEZSEZEN**  
Procurement Chief

# CONFERENCE SESSION 3

## AIRWORTHINESS CERTIFICATION CIVIL AND MILITARY APPLICATIONS



**Moderator**  
**SSB**  
**Özden APAYDIN**  
**Certification**  
**Manager**



**MILITARY FACTORIES**  
**GENERAL DIRECTORATE**  
**Tayfun AKPINAR**  
**Lieutenant Colonel**



**DIRECTORATE GENERAL OF**  
**CIVIL AVIATION**  
**Özcan BAŞOĞLU**  
**Head of Airworthiness**  
**Department**



**THY TECHNİC**  
**Halil TOKEL**  
**General Manager Advisor**



# CONFERENCE SESSION 4 / 1

## COOPERATION ON DEFENCE INDUSTRIES



Moderator  
SSB  
Özden ÖZBEN  
EYDEP Program Leader

HAVELSAN  
Dr. Kaan SAKAKLI  
Industrial Participation  
Offset Manager



LEONARDO  
Robert FOIS  
Offset Director

NAVANTIA  
Pablo Menendez GOMEZ  
Managing Director



THALES,  
Bernard HEPP  
Strategy and Business  
Development Director on  
Military Aircraft Project

# CONFERENCE SESSION 4 / 2

## COOPERATION ON DEFENCE INDUSTRIES



ALTINAY  
Mahmut BAYRAK  
Ankara Offset Director



FNSS  
Ceyda ELBAŞOĞLU ÖZBAY  
Senior Strategy Leader



MKEK  
Hayrettin ÖZDEN  
Deputy Director General



ROKETSAN  
Murat DİRİK  
Procurement Manager





# 2018 ICDDA SPONSORS AND SUPPORTERS



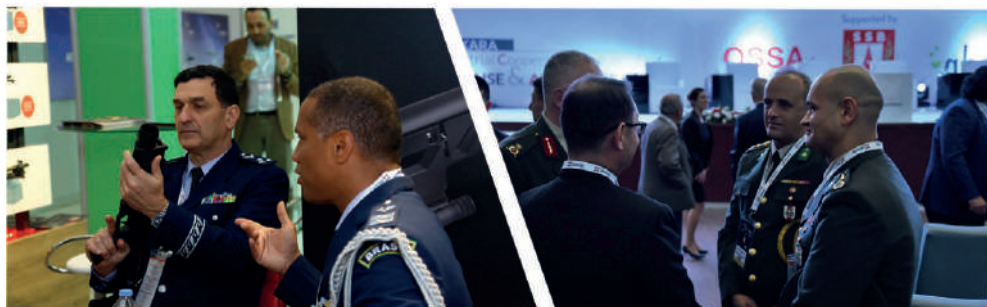


# 2018 ICDDA SOME OF PARTICIPANTS





## 2018 ICDDA SOME OF PARTICIPANTS



# ICDDA WITH FIGURES

2013

-  1500 Participants
-  22 Countries
-  220 Companies
-  2000 B2B

2014

-  1800 Participants
-  34 Countries
-  250 Companies
-  4800 B2B

2016

-  2000 Participants
-  33 Countries
-  200 Companies
-  5400 B2B

2018

-  2200 Participant
-  60 Countries
-  260 Companies
-  5700 B2B



# ANKARA

## Industrial Cooperation Days in DEFENSE & AEROSPACE

### ICDDA'18 PARTICIPANTS, 23-25 OCTOBER 2018

#### TURKISH PARTICIPANTS



- REPUBLIC OF TURKEY MINISTRY OF NATIONAL DEFENSE
- REPUBLIC OF TURKEY MINISTRY OF INDUSTRY AND TECHNOLOGY
- REPUBLIC OF TURKEY MINISTRY OF TRANSPORT OF INFRASTRUCTURE
- PRESIDENCY OF DEFENCE INDUSTRIES
- PRESIDENCY OF THE REPUBLIC OF TURKEY INVESTMENT OFFICE
- TURKISH LAND FORCES
- TURKISH NAVAL FORCES
- TURKISH AIR FORCES
- MILITARY FACTORIES GENERAL DIRECTORATE
- SECURITY GENERAL DIRECTORATE
- AFAD - DISASTER AND EMERGENCY MANAGEMENT AUTHORITY
- INFORMATION AND COMMUNICATION TECHNOLOGIES AUTHORITY
- DMO - THE STATE SUPPLY OFFICE
- KOSGEB
- SSI - DEFENCE AND AEROSPACE INDUSTRY EXPORTERS' ASSOCIATION
- TOBB
- ANKARA CHAMBER OF INDUSTRY
- ANKARA CHAMBER OF COMMERCE
- KONYA CHAMBER OF INDUSTRY
- SASAD
- MKE
- TUBITAK SAGE
- TUBITAK MAM
- TURKISH AEROSPACE
- ASELSAN
- HAVELSAN
- FNSS
- ROKETSAN
- TEI
- BMC
- KALE AERO
- STM
- THY TECHNIC



#### FOREIGN PARTICIPANTS



- AIRBUS
- ALIGN AEROSPACE
- ATLAS ELECTRONIC
- BAE SYSTEMS
- BOEING
- BRAZILIAN AIR FORCE
- CECSR
- CENTER OF DEVELOPMENT CIVIL AVIATION
- CERN
- DASSAULT SYSTEMES
- DEDIENNE AEROSPACE
- JUGOIMPORT-SDPR J.P.
- INNA LABS LTD
- INTERNATIONAL GROUP FOR SAFETY & SECURITY
- IVCHENKO-PROGRESS
- KOREA AEROSPACE INDUSTRIES
- KOREA TELECOMMUNICATION CO. LTD.
- LEONARDO
- LOCKHEED MARTIN
- MBDA
- MECACHROME
- NATO / NSPA
- NIGERIAN DEFENCE HEADQUARTERS
- NAVANTIA
- PAKISTAN AIR FORCES
- PBS VELKA BITES
- POWELL ELECTRONICS
- PTC
- QATAR ARMED FORCES
- ROLLS-ROYCE
- SIKORSKY
- STELIA AEROSPACE
- TELESPAZIO
- THALES
- THYSENKRUPP
- UKROBORONPROM  
and MANY OTHERS..



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Discover  
the potential



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**220** Participant Companies  
 From **22** Countries  
**44,8%** From Abroad  
**2000** B2B Meetings



**250** Participant Companies  
 From **34** Countries  
**45,2%** From Abroad  
**4800** B2B Meetings



**200** Participant Companies  
 From **33** Countries  
**46%** From Abroad  
**5400** B2B Meetings

# World Class Defense & Aerospace B2B Organization

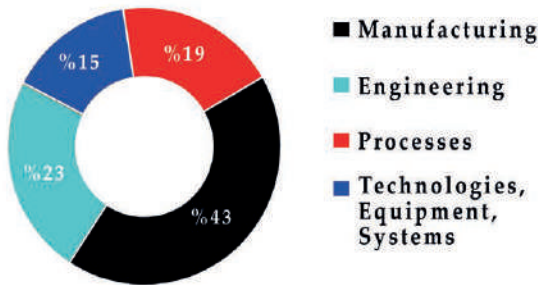


## EMBASSIES & ATTACHES



# ICDDA 2018 with Figures

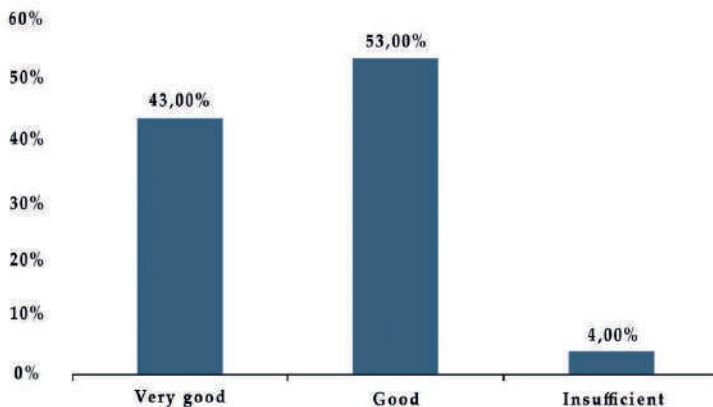
## ■ Participant Profile



## ■ Participant Expectation



## ■ Quality of Meetings



*As a result of ICDDA 2018 participant satisfaction survey, "96% of people have met the right contact"*