

AEROSPACE MEETINGS BRAZIL 2018



June 19-21, 2018
São José dos Campos, Brazil

www.brazil.bciaerospace.com



Organized by: **abe**

BCI AEROSPACE



2015 Institutional Host: **EMBRAER**

Institutional Supports:





25
Countries



300
Companies



600
Delegates



6 000
One-to-one
meetings

Why Brazil?

The Brazilian aerospace industry is the largest in the Southern Hemisphere with its biggest representative company being Embraer. The firm produces commercial, military and executive aircraft and is currently the 3rd major aerospace manufacturer in the world⁽¹⁾.

The boom in the Brazilian aerospace industry in the past years has seen the country become well integrated into the global supply chain. Yet, the market still has opportunities **to offer such as the aerospace maintenance and repair sub-sector which is enjoying an annual growth of 5-6% over the last few years.**

Expansion opportunities and better integration are expected in areas of **supply chain and procurement, composites and metallic structures, automation technology, connectivity and MRO.** The industry welcomes competitors and development of the existing supply chain within the aerospace sector to respond to the growing marketing needs within Brazil.

The State of Sao Paulo and the aerospace industry...

The State of São Paulo has the largest aerospace hub in Latin America which is located in the region of São José dos Campos. **With around 100 facilities for aircraft manufacturing, the state accounts for 73% of Brazil units and 95% of employed persons⁽²⁾.**

(1) Source: Aerospace Industries Association of Brazil (AIAB).

(2) Source: International Trade Administration.

What is Aerospace Meetings Brazil?

It is an outstanding supply chain oriented business convention for:

- International contract manufacturers to meet through pre-planned business-to-business meetings to discuss partnership and business opportunities.
- OEMs and Tier 1 suppliers to meet contract manufacturers who offer specialized expertise and services for civil applications.
- The global aerospace industry to explore the market, identify new business and investment opportunities on an international scale.
- Unlike traditional trade fairs Aerospace Meetings Brazil is a genuine B-to-B platform.

What is Aerospace Meetings Brazil's technical spectrum?

Capabilities*:

- Manufacturing
- Engineering
- Processes
- Technologies, Equipment, Systems
- MRO

Final applications in*:

- Aviation
- Space and Military
- Support Systems
- Air Transportation Business

**To see the complete technical spectrum of Aerospace Meetings Brazil, please visit our website: brazil.bciaerospace.com*



Attendees profile: who can attend?

You're selling your expertise, services or products

You're involved in:

- Sales
- Marketing
- Business Development
- Technical Promotion, etc.

You're looking for expertise, commodities or products

You're involved in:

- Supply Chain
- Procurement
- Purchasing
- Engineering
- Fabrication
- R&D etc.

How does it work? Our methodology

- 1 Fill out a short form and provide descriptions of your capabilities, applications and requirements.
- 2 Access detailed profiles of all the attendees from our online catalogue (3 weeks prior to the show).
- 3 Identify and request meetings with relevant contacts through our user friendly program.
- 4 Validate meeting requests made by other companies (for decision makers).
- 5 Consult your individual schedule of pre-planned meetings with the contacts of your choice, a few days before the event opens.

A look back on the 2015 edition

Among the top participants

OEMs – TIER I



DELEGATIONS



259
Participating
Companies



4735
BtoB
Meetings



530
Participants



24
Countries

Did you meet the companies you selected?

95%, Yes | No, 5%

Did you meet with the right contacts?

97%, Yes | No, 3%

Do you think Aerospace Meetings Brazil is a cost effective event?

94%, Yes | No, 6%



Program

June 19th, 2018

Afternoon Session – Expected topics of the conference day:

- Panorama on the Brazilian Aerospace Market
- Investment and partnership opportunities: How to do business in Brazil?
- How to do business with international Prime Contractors
- Supply chain policies of Brazilian Tiers 1

June 20th & 21th, 2018

One-to-One meetings Conferences & Workshops

Social Events:

additional networking opportunities

- Gala diner, on June 20
- Business lunch, on June 20-21
- Coffee breaks

Contacts

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