

# PRESS KIT

2018  
EUROSATORY

# ESPAÑA

11-15 JUNE 2018 / PARIS



# SPANISH PAVILION

- **TEDAE**
- **ESCRIBANO  
MECHANICAL AND ENGINEERING**
- **GAPTEK**
- **INDRA**
- **INSTALAZA**
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- **SAPA PLACENCIA**
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SISTEMAS**

# TEDAE

## **TEDAE - The Spanish Association of Defence, Aeronautics and Space Technologies Companies**

TEDAE gathers 77 companies that develop high technology for defence, aeronautics, security and space. Among them there are big and medium companies, principal contractors and system suppliers, along with smaller but highly specialised ones. They all share the same commitment: technological progress and product and service excellence.

The four industrial sectors covered by the Spanish Association of Defence, Aeronautics and Space Technologies Companies (TEDAE) increased their revenue in 2017 by 4,5% -11.180 million euros-. They continued to open up international markets (exporting 83% of what they produced).

The defence companies that form a part of TEDAE export 81% of their total turnover. The destination of these sales are 89 countries, thereby positioning our industry in the 7th place in the global ranking of the sector. Another determinant to explain their high competitiveness is the fact that they re-invest 11% of their turnover in R&D. They are therefore companies characterised by their major effort in R&D&i and their awareness that technological leadership is their most competitive trait. And the employment generated by this highly technological sector last year reached the record figure of 22,800 direct, highly qualified jobs.

The investments and efforts made in recent decades have positioned our country among the few countries in the world that have an industrial fabric with companies that are present in the complete product cycle: from development to manufacturing, integration and maintenance. Spanish industry has excellent products and competitive technological niches in all areas: land, sea, air and space. TEDAE's companies also have extensive experience in international programmes, in addition to the ability to lead complex projects and compete in global markets, where they have reached a relevant position.

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**tedae**  
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Empresas Tecnológicas de  
Defensa, Aeronáutica y Espacio

# ESCRIBANO MECHANICAL AND ENGINEERING



**Angel Escribano Ruíz , CEO**

“ESCRIBANO MECHANICAL AND ENGINEERING, S.L. is a worldwide referenced company in the high precision machining for Aerospace and Defence Markets. We design, develop and manufacture, in our facilities, Defence complex systems. We have mechanical, optical, electro-optical and electronic manufacturing capabilities.

Our presence in Eurosatory will allow us to show our high technological level and competitiveness, strengthen the business relationships we have and we hope to expand them internationally. We believe Eurosatory is an international meeting point which represents a great opportunity for the development of our business as it is focused on the aeronautical sector, maintenance centers and many other international companies of the Defence sector will be present.

It will be our first participation and we will be proud to show our new product, the RWS Guardian 2.0.”

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**Tomás Feliu Rius, CEO**

GAPTEK is specialized in the engineering and construction of rapid implementation buildings such as hangars, industrial and corporative buildings, modular architecture and large span structures.

One of our main focus is the development of the necessary infrastructures in the aeronautics and defence sectors, taking into consideration that their dynamism and accelerated growth make it indispensable that constructions also respond at the same speed.

“Once again, Gapttek participates in this international defence and security exhibition, which represents a reference we would not want to miss.

Thanks to the opportunity to meet and reunite with clients, suppliers and institutional representatives of an international level, the attendance of Gapttek to this international event allows us to continue with our growth process and internationalization.

This year, our objective is to reinforce our positioning in the sector and showcase our last most emblematic products, as well as presenting the research and technological development projects in which Gapttek is proudly participating”.

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# INDRA



Indra attends Eurosatory as a leading company in the Security & Defense sector. It supplies systems based on proprietary technology to the Ministries of Defense and the Interior, different organizations and public administrations as well as for naval, land and air platforms.

It participates in the leading European projects, including the Eurofighter and A400M, the Tiger helicopter, the Leopard tank, the LHD and F100 ships, the S80 submarine, the Galileo system, the Copernicus program and the Ingenio and Paz satellite systems, among others.

More recently, it has joined the Ocean2020 Consortium as a key partner in one of the first and most important defense projects funded by the European Union.

As regards the Air Defense Systems segment, Indra offers comprehensive solutions that protect the airspace of the countries in the five continents.

It is also one of the main leaders in the simulation market having delivered over 200 training systems worldwide.

Its electronic warfare systems currently protect over 20 different types of air, naval and land platforms.

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**indra**

# INSTALAZA



**Miguel Muñoz Gámez, CEO**

“INSTALAZA has always been present in Eurosatory, but this time it is special, since we are celebrating our 75th anniversary. 75 years of a Spanish, family own, medium-sized, defence company in the forefront of its sector.

In addition, we have just completed a process of transformation and growth, which has driven INSTALAZA to multiply by 4 its turnover in the last 10 years and set a new export record, which already exceeds 90% of our sales, incorporating new customers every year . Our products are present in more than 35 countries worldwide! For a company of our dimension, it is an achievement that makes us feel very proud.

This recent expansion has occurred through an organic growth, based on our own product and technology, with a significant annual investment in R & D & I that has led us to register more than 50 patents and, recently, to develop several new products. And Eurosatory is a perfect setting to make them known”

## PRESS CONTACT



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# NAVANTIA

Navantia is a technological company, strategic for Defense and generating a significant workforce. The area of Sistemas is the excellence center, where complex systems with an important added value are developed.

Eurosatory is once again the perfect platform for Navantia to show the terrestrial systems developed by a very advanced architecture that provides the aptitude to adapt it to the needs of the client and with the possibility to adapt it to diverse functions, from the exploration up to the detection or the frontier vigilance.

The Land Surveillance and Reconnaissance System is not just a vehicle, but a concept of system, which includes itself the system of vigilance and exploration, and at the same time the integration with the system of command and control of the Army client, either the one they have in service or the one that could be developed for them.

It is a versatile system equipped with a large number of capacities, all based on a very precise positioning thanks to the joint use of inertial and GPS navigators and the use of long-range infrared sensors (cameras) mounted on a high-precision pedestal, which allows to obtain coordinates of objectives at very considerable distances (> 10Km).

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 **Navantia**



# SAPA PLACENCIA



**Javier Estevas-Guilmain. CEO.**

"In this edition of the Eurosatory exhibition, our goal is to introduce our most innovative solutions to address the main demands of our customers, focusing on expanding our range of multi gear and highly efficient transmissions without torque converter for both tracked and wheeled vehicles.

With regard to transmissions intended for tracked vehicles, we have evolved from the successful model SG850 and its variant SG850B for vehicles up to 48 tons to the new family of transmissions ACT850 y ACT1000 developed in cooperation with the US Army TARDEC for vehicles up to 50 tons.

On the other hand, as far as heavy wheeled vehicles are concerned we present our range of transmissions for engines ranging from 500 to 800 hp intended principally for 6x6 and 8x8 vehicles, both military and civilian applications. In our booth (Hall 6 H 433) we will show the SW624 transmission installed on the new VCR 8x8, an armoured vehicle developed jointly with GDELS SBS-INDRA-SAPA under a contract with the Spanish MoD. In the framework of this program SAPA is responsible for the development of the entire power-pack with an engine power of 477 kW.

This vehicle integrates also our products in the area of power electronics and electrical drives. Specifically, it mounts a motor generator rated at 75 kW (165 kW peak) and the associated power electronics.

Last but not least we enhance the new developments of Auxiliary Power Units (APU), which can be installed both under armour or externally, providing a high reliability and power density. As a new feature, we introduced the low sound signature characteristic with noise level lower than 65 dBA @ 7 m at max load."

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**SAPA PLACENCIA**



**Luis Furnells, Executive President of Grupo Oesía**

“Grupo Oesía - Tecnobit has a prominent presence in Eurosatory, as it is a great opportunity to showcase our latest developments in Security and Defense. Eurosatory is also an excellent opportunity to meet with our customers and with the international Land and Airland Defence and Security Industry.

We come to Eurosatory to analyze and drive important business opportunities.

Our presence at Eurosatory reflects the high technological capacity of Grupo Oesía- Tecnobit in the fields of Optronics, Tactical communications and Secure communications and Vision (Displays), with innovative products considered as the benchmark in the international market.

Grupo Oesía is the reference partner in the design, development, and support of state-of-the-art Security and Defense solutions for Armies and security forces around the world for more than 40 years”.

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# TSD INTERNATIONAL



**Antonio Ramírez, President Grupo TSD Internacional**

“For one more edition, TSD International will be present at the Eurosatory Exhibition, although on this occasion, we are pleased to be part of the Exhibitors Group of the Spanish Pavilion.

Eurosatory, is for us the showcase to the world for the presentation of our products in the field of Defense and Security as: military bodies for the transport of troops and supplies, mobile workshops, command posts, APC vehicles armored vehicles, armored vehicles for fast deployment operations on 4x4, trailers, decontamination vehicles and NRBC vehicles among others.

One of our greatest satisfactions, which drives us to keep working constantly, is to know that our products are not only well valued by the user, but are also used as a reference in armies around the world

Thanks to the large number of visitors, exhibitors and institutional presence, we hope to strengthen our network of contacts, learn about the industry and sector's news, identify trends and reflect on developments in Defense and Security with international experts”

## PRESS CONTACT



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# URO VEHÍCULOS ESPECIALES



**Justo Sierra, CEO**

“URO, VEHÍCULOS ESPECIALES, S.A. (UROVESA) is a Spanish private company. Our main activity is focused on the design, manufacturing, marketing and integrated logistic support of land platforms, as well as on the customization and integration of systems and equipment on them. At Eurosatory 2018 we are presenting four novelties.

On one hand, we will exhibit the VAMTAC ST5 version for the transport of seven people with a high armoring level and deep fording ability. Secondly, the light truck SK95, with chassis based on the VAMTAC, in version for general cargo and personnel carrier.

We also present our new VAMTAC LTV, a high performance light tactical vehicle, fitted with independent suspension and payload capacity of more than one ton.

And finally, we present a worldwide novelty: a VAMTAC with hybrid propulsion system, developed in close collaboration with the INSIA (Polytechnic University of Madrid)”.

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# MADES



**Jean F. Montalvan, Managing Director**

“MADES participates once again in Eurosatory 2018 with the aim of reinforcing its presence in international markets and exhibiting advances in its manufacturing services in critical electronic systems for aerospace and defence applications.

The systems manufactured by MADES are currently found on aircraft, vehicles and ships across all five continents. Our national and international clients demand the utmost reliability from these systems, and that's why MADES has added new capabilities to its portfolio which have helped the company set the benchmark in its sector. I would like to draw particular attention to the fact that MADES' exports to the United States, for example, account for more than 10% of total Spanish defence exports to said country, a fine reflection of MADES' ability to provide services to international clients.

MADES offers complete solutions, which include the professional management of the program and the entire supply chain which helps to facilitate the management of our clients. We also look forward to sharing our international expansion projects and attracting new customers and partners.

In short, Eurosatory is an excellent opportunity for us to understand future market needs and decide on the direction which our services should take”.

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The MADES logo, consisting of the word "MADES" in a bold, blue, sans-serif font. The letter 'M' is stylized with horizontal lines through it.



**Pedro Sallent, Managing Director**

“One more edition, the Spanish company EXPAL will attend Eurosatory exhibition to increase its European and international presence as manufacturer and provider of global solutions for the Defence and Security sector.

This exhibition is the best showcase to highlight EXPAL's value proposition for ammunition, weapons systems and services for air, land and sea Armed Forces, as well as for strategic partnerships with the rest of the Defense industry.

Our goal is to showcase our most innovative responses to the latest customer demands, such as the new functionalities of EIMOS, the mortar system integrated into a vehicle, our 155 mm extended range ammunition qualified by NATO standards, which is part of a program carried out in collaboration with the Spanish Ministry of Defense, or our new capabilities in energetic materials and propellants.”

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# GDELS - SANTA BÁRBARA SISTEMAS



**Antonio Bueno, Managing Director**

“An event with the tradition and impact of Eurosatory provides General Dynamics Santa Bárbara Sistemas, a leading land systems company in Spain, the opportunity to show to a select group of users and international experts our latest developments and capabilities, allowing the Spanish Industry to position itself in the vanguard of this segment.

In this edition of the Show, we will present two new variants of our successful ASCOD / PIZARRO tracked armored vehicle, showing its flexibility, modularity and growth capabilities for the future, as well as a new member of the 8x8 PIRANHA Vehicle Family with bridge launching capability.

The satisfaction of our customers for the capabilities and solutions provided by our systems is our best letter of introduction to the international delegations that will visit our stand”

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