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# ADEX

AZERBAIJAN DEFENCE EXHIBITION 2016

2nd AZERBAIJAN INTERNATIONAL

# DEFENCE EXHIBITION

27-30 SEPTEMBER 2016

BAKU, AZERBAIJAN  
BAKU EXPO CENTER

ORGANISERS




MINISTRY OF THE DEFENCE INDUSTRY  
OF THE REPUBLIC OF AZERBAIJAN

SUPPORT



MINISTRY OF DEFENCE OF  
THE REPUBLIC OF AZERBAIJAN



*I believe that the productive meetings and business negotiations which will take place at this exhibition will contribute to the enhancement of mutually beneficial cooperation, and will play a specific role in the transformation of today's modern technologies market into a fair platform for competition.*

**President  
of the Republic of Azerbaijan  
Ilham Aliyev had attended the  
1st Azerbaijan International  
Defence Industry Exhibition  
ADEX 2014**

Ladies and Gentlemen,

*The Ministry of the Defence Industry of the Republic Azerbaijan, as an authorized organiser of the Azerbaijan International Defence Exhibition (ADEX), has the great pleasure of inviting you to attend the second ADEX exhibition, ADEX 2016, which is to be held at Baku Expo Centre, Azerbaijan from 27-30 September 2016.*

*The first such exhibition, ADEX 2014, brought together 200 companies from 34 countries and 22 official delegations from all over the world to introduce technological developments, and promote products and solutions in the defence industry.*

*ADEX 2014 provided a powerful impetus to the development of technical cooperation between the military industrial complexes of the independent Azerbaijan, a state with great and rapidly improving economic potential in the region, and friendly partner countries.*

*I strongly believe that ADEX 2016, being the most important defence exhibition in the region will have positive impact on international cooperation of your company and will certainly be able to play a significant role in establishment of successful business relations in the sphere of defence industry.*

*We welcome the representatives of private companies alongside delegations from friendly and partner states as guests of the 2<sup>nd</sup> International Defence Industry Exhibition, ADEX 2016, to the hospitable and beautiful city of Baku – the capital of the ancient Land of Fires, with its magical European and oriental enchantments.*

*Yours sincerely,*

**Yavar Jamalov  
Minister  
of the Defence Industry  
of the Republic of Azerbaijan**

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# ADEX

offers a new impetus to international cooperation in this area and is a major contributor to the competitiveness of Azerbaijani military products on the world market.

## WHY AZERBAIJAN?

- Azerbaijan is the only country in the Caucasus which is able to acquire the latest military technologies, ranking 15th in the world for arms imports.
- Azerbaijan is the only country in the Caucasus which can afford to purchase the most sophisticated and advanced military technologies.
- Azerbaijan has a growing defence budget to ensure that its army has the latest equipment and combat resources.
- Azerbaijan has the most powerful armed forces in the region.
- Azerbaijan has the most powerful air force in the region.
- Azerbaijan has ground troops and reliable air defences.
- Azerbaijan has the second most powerful navy in the Caucasus region.
- Azerbaijan offers its forces a professional military education and applies NATO standards.
- Azerbaijan participates in international peacekeeping operations.
- Azerbaijan is in a favourable geographical position.

## ADVANTAGES OF PARTICIPATION AT ADEX

- Interact directly with high-profile delegates, procurement experts and buyers from around the world and secure new industry leads.
- Display your technological achievements
- A rewarding personal and interactive marketing opportunity providing wider exposure than any other marketing channel.
- ADEX 2016 also offers beneficial Sponsorship & Branding Opportunities to those participants interested in enhancing their presence at the show.

## Delegations

ADEX 2014 was classified as one of the most important international events in 2014 due to the participation of foreign delegations, including representatives from ministries and forces chiefs.  
·22 official delegations from 20 countries.  
·High-level delegations headed by defence ministers, defence secretaries and services chiefs

## VIP Guests

Prime Minister of the Republic of Azerbaijan Artur Rasizade, Turkish Minister of Defence Ismet Yilmaz, Prime Minister of Georgia Irakli Garibashvili, Eldar Mahmudov Minister of National Security of the Republic of Azerbaijan, Zakir Hasanov Minister of Defence of the Republic of Azerbaijan, Elchin Guliyev Chief of State Border Service of the Republic of Azerbaijan, Najmaddin Sadigov Chief of General Staff of Azerbaijani Armed Forces, Minister of Economy and Industry of the Republic of Azerbaijan Shahin Mustafayev were among the VIP guests that visited ADEX 2014.

## Key Visitors

ADEX is a unique platform for arranging meetings with top-level decision-makers and policy planners, including ministers, diplomats & senior government officials; the senior management of defence-related organisations; defence procurement experts; sales & marketing executives; and law enforcement agencies, among others.



# FACTS and FIGURES

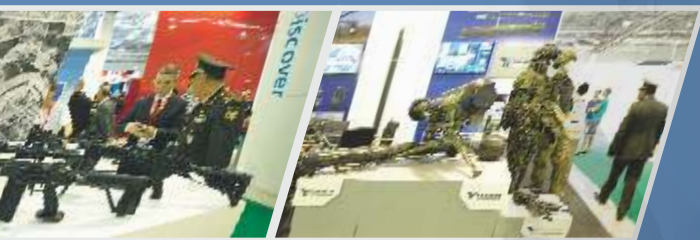
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ADEX 2014 welcomed **200 companies** from **34 countries**, occupying 3 pavilions of Baku Expo Centre. **8 national groups**, from Azerbaijan, Turkey, Russia, Belarus, South Korea, Poland, Israel and Ukraine, set up displays at the exhibition.

## Participant countries:

Azerbaijan, The Kingdom of Bahrain, Brazil, Bosnia and Herzegovina, Bulgaria, China, The Czech Republic, Croatia, France, Israel, The Hashemite Kingdom of Jordan, Iran, Italy, Kazakhstan, Luxembourg, Malaysia, Pakistan, Poland, Qatar, Republic of Belarus, Romania, Russia, Serbia, Singapore, South Africa, South Korea, Spain, Switzerland, The Netherlands, Turkey, The UAE, The UK, Ukraine, The USA



Launched: **2014**

Frequency: **biannual**

Area: **15,004.6 m<sup>2</sup>**

Number of exhibitors: **200**

Number of countries: **34**

Number of trade visitors: **6421**

## EXHIBITION SECTORS

### GROUND FORCES

- Armoured and non-armoured vehicles
- Command and control systems
- Ammunition and its component parts
- Body armour and personal protection systems
- Anti-tank missile systems
- Simulation and training systems

### NAVY

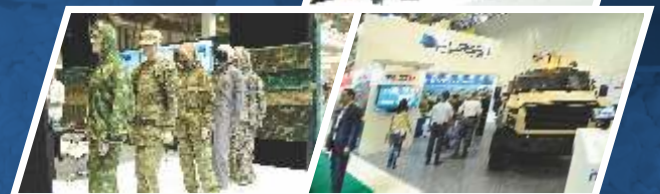
- Navy and coastguard
- Command and control systems
- Navy weapons systems
- Navigation and radiolocation systems
- Rescue systems
- Port systems and port structure
- Simulation and training systems

### AIR FORCES

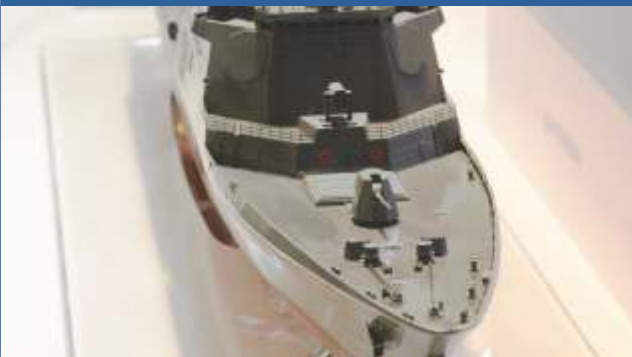
- Military aircraft, helicopters and drones
- Weapons and guidance
- Missiles and air defence systems
- Aircraft electronics and military exercise systems
- Command and control systems of aerodromes
- Simulation and training systems

### DEFENCE AND SECURITY SYSTEMS

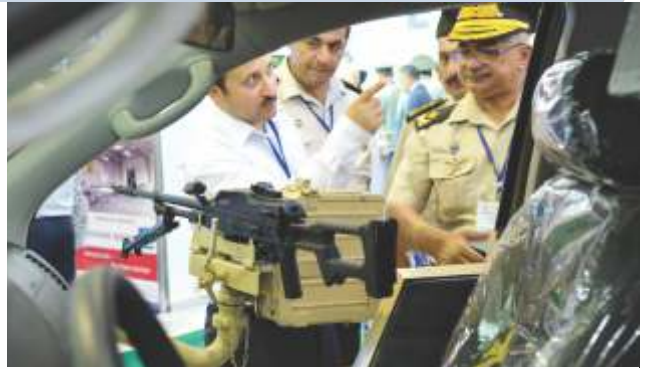
- Internal security systems
- Intelligence equipment and technology
- Equipment and technology for emergency situations
- Special-purpose trucks, cars and vehicles
- Police and security aircraft and helicopters
- Land and sea border security and technology
- Search and rescue equipment and technology
- Corporate and personal security systems
- Demining systems
- Simulation and training systems
- Software for defence systems
- Training











## TESTIMONIALS:



We think that we will get a lot out of this exhibition, from seeing what is going on in the region to meeting customers and prospects, raising awareness of our product and, of course, generating leads. ADEX has given us an ideal opportunity to communicate with others and exchange experience, and I am confident that it will promote the establishment of fruitful cooperation.

**Guerman Goutorov,**  
**Chief Executive Officer, Streit Group**

Thales's ambition is to grow in various fields, particularly defence systems (radars, air defence, C4I and so on), cyber-security and space, but also in security systems for oil and gas infrastructure. Consequently, we are reinforcing our footprint in the region. We are therefore pleased to be able to participate in ADEX, so that visitors can discover the scope of our capabilities.

**Mehmet Sahan,**  
**Thales Azerbaijan, Country Director**

This is our first visit to Azerbaijan, although Hyundai Heavy Industries has 50 divisions including construction companies that have previously established contact with the Azerbaijan government. The purpose of this visit to the Baku exhibition is to introduce our company to high-level officials in the Azerbaijan government and Navy commanders. By participating in the exhibition we anticipate developing cooperation in business areas including the transfer of shipbuilding technology, education, and maintenance know-how.

**AE il Hun,**  
**Senior Vice President,**  
**Special & Naval Shipbuilding Division, Hyundai Heavy Industries Co., Ltd**

Our expectation from this exhibition is to establish contacts so that we can do business in Azerbaijan. The organisation of this exhibition is very good. Everything that we would expect from the organisers has been provided.

**Bastian Verhoek,**  
**BSc (Mech Eng), MBL (Unisa),**  
**Executive Manager for Marketing, Denel Group**

This is our first time visiting Azerbaijan, but we have experience of cooperating with many countries worldwide and we hope that through ADEX 2014 we will be able to build long-term business relationships and establish long-term partnerships with local organizations.

**Li Yang,**  
**Business Manager,**  
**NORINCO China North, Industries Corp.**

We are proud to be participating in the first defence industry exhibition to be held in Azerbaijan - we see great potential in the market of this country. We believe that we can meet the requirements set by your country for the new equipment needed to modernize Azerbaijan's Armed Forces. Although we have only just arrived in the country, we have already become acquainted with the capital city, which we liked very much. I will be happy to share my overall impression with you at the end of the exhibition, but for now I can say that I am immensely satisfied with the high level of organization of this event.

**Daniel Petit,**  
**Cooperative Director for Marketing,**  
**Sales and Business Development, MBDA**





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## SUPPORT



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THE REPUBLIC OF AZERBAIJAN

## VENUE

**BAKU**  
EXPO CENTER

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