

Andalusia, 10 April 2016

THE 3RD AEROSPACE AND DEFENSE MEETINGS--ADM SEVILLA 2016--ALREADY HAS 408 COMPANIES FROM 24 COUNTRIES REGISTERED, ONE MONTH PRIOR TO THE DATE

With €1.518 billion in exports, up 9.2% from 2014 and a four-fold increase in the past decade, Andalusia now accounts for one out of every three euros in Spain's export total

One month before its kick-off, Aerospace and Defense Meetings-ADM Sevilla 2016 already has 408 companies from 24 countries registered to participate in the event to be held on May 10-13. The third edition of ADM Sevilla has thus confirmed its position as Spain's most important aerospace industry event and a key rendez-vous in one of Andalusia's most strategic sectors: the region has multiplied its exports by four in the past decade, to reach a total of €1.518 billion in 2015, i.e., 9.2% more than in 2014.

ADM Sevilla continues to be held on a biennial basis, consolidating Andalusia as a key site in the sector's international business circuit. The event is organised by the Ministry for the Economy and Knowledge, through Extenda, Andalusia's trade promotion agency, and by BCI Aerospace, a company specialised in international meetings for the sector.

At this business gathering for professionals only, the world's main manufacturers, contractors and companies in the high-tech industrial sector come together to do business with the region's cluster of aerospace and defence companies. In Andalusia this sector sold goods and services amounting to €2.244 billion in 2014 (most recent data available) and directly provided 12,688 jobs in 114 companies. The sector, which accounts for 1.6% of the region's GDP, tripled its sales and quadrupled its exports in the past decade, contributing more than €600 million to Andalusia's trade balance, along with a good capacity to diversify products and markets.

ADM Sevilla 2016 is sponsored, in particular, by Airbus Defence & Space, the sector's leading European manufacturer; Alestis, Aernnova and Aciturri, Spain's three Tier 1 aerostructure manufacturers, and the Andalusian company Sofitec. It can also count on support from the sector: TEDAE (Spanish association of companies in technology, defence, aeronautics and space) on the national level and Hélice (Andalusia's aerospace cluster) on the regional level.

ADM Sevilla 2016 is one more step forward in a strategy to develop the internationalisation of a sector that the Andalusian government has been specifically supporting through Extenda since 2005. After the success of its first two editions (2012 and 2014), ADM will once again demonstrate that Andalusia's aerospace industry is a leading player on the world stage and that the region as a whole is a strategic enclave for investment in complex industrial projects.

Aeronautics exports

Andalusia exported aeronautical products worth €1.518 billion in 2015, an increase of 9.2% over 2014. And the most recently published data, for January 2016, indicates exports of €192 million, an increase of 164% in comparison with January 2015.

Thus in 2015 the autonomous community of Andalusia became Spain's second largest exporter in a high-tech industry, with more than one-third of the entire country's exports (36% in 2015), bested only by Madrid (€2.193 billion), whose exports nonetheless dropped 1.6% last year. The country's third largest exporter is Aragon, which trails far behind with 3.4% of the total (€144 million), just in front of the Basque Country with 3.2% (€137 million).

These figures are the reflection of a well-established and internationalised sector represented abroad by 59 exporting companies (more than half the total). Furthermore, the number of regular exporters (4 consecutive years exporting) grew by 4.3% in the past year alone, to a total of 24.

Origin and markets

The Sevilla-Cadiz area accounted for nearly all (99.7%) of Andalusia's aeronautics exports in 2015. Sevilla led both in growth (11% more than in 2014) and sales, exceeding the 1 billion euro mark for the second time in its history, with its €1.064 billion in sales. Cadiz, for its part, attained €449 million in sales, for 30% of the total and growth of 6% over the previous year.

Other cities with sales of over one million euros: Cordoba, with 11% growth and €1.8 million in sales, and Malaga, with €1.1 million in exports. Cities with export sales of less than one million euros included Jaen (€877,000), Granada (€120,000) and Huelva (€55,000).

In 2014, France was once again Andalusia's leading market for aeronautical exports, with €385 million in sales (25.4% of the total and 19.3% growth). Next came Malaysia with €253 million (16.6% of the total and 107 times that of the previous year) and then Mexico with an even more spectacular increase: 263 times that of the previous year, to a height of €129 million (8.5% of the total). Turkey represented €125 million in export sales (8.2% of the total and a 51% decrease) and Germany €121 million (8% of the total and an 11% drop).

More companies registered for ADM

The goal of the third edition of ADM Sevilla was to reach out to a thousand professionals in 450 companies and organisations in the aerospace sector in 28 countries across the world, and arrange more than 8000 B2B meetings.

To date, the number of company registrations for ADM 2016 is much higher than for the two prior editions. With 408 companies from 24 countries already registered, participation is already 47% higher than for ADM 2014 (based on number of companies registered one month before the 2014 event).

At the same time, the international character of ADM 2016 has also been assured by the 186 foreign companies registered (46% of the total number). France, Germany, Turkey and Portugal are currently the most well-represented, but many other countries (South Africa, Austria, Belgium, Brazil, Canada, Czech Republic, The Netherlands, Hungary, India, Israel, Italy, Latvia, Lithuania, Morocco, Poland, United Kingdom, Russia, Sweden and the United States) have companies participating in the event.

ADM is also an increasingly important sector event in Spain as a whole; 222 Spanish companies have registered for the event. Of these, 159 companies (72%) hail from other communities, while 63 (28%) belong to the Andalusian cluster. Concretely, Madrid, Catalonia and the Basque Country bring the most foreign companies to the mix, with 65, 35 and 30 companies respectively.

In terms of business categories, in addition to the sponsoring industrial companies already mentioned, the other three major world manufacturers—Boeing, Bombardier and Embraer—have already signed up for ADM Sevilla 2016, along with 41 major contractors and Tier 1 companies (level one manufacturers) including Latecoere; Eaton Aerospace; Safran; Aritex Cading; Alestis Aerospace SL; Aciturri Aeronautica; Aernnova; Sofitec; Aero Vodochody Aerospace AS; Aircraft Philipp GMBH & Co; Aritex Cading SA; Caetano Aeronautic; CMI Defence; Dassault Aviation; Denel (PTY) Ltd; Fokker Technologies; General Dynamics European Land Systems; Groupe Excent; Hispano-Suiza Colombes; Inmapa Aeronautica SLU; Israel Aircraft Industries LTD; MAP - Advanced Manufacturing Aeronautical Products; Mecachrome France; Potez Aéronautique, SA; Rosoboronexport; Skyline Aviation; Snecma; Stelia Aerospace; TAI - Turkish Aerospace Industries; TecnoBIT (Oesia Group) and Zodiac Aerotechnics.

Results of previous editions

The most recent ADM Sevilla, held in 2014, brought together 943 professionals from 420 companies in 28 countries; 7930 business meetings were organised. The event included one day of conferences on strategy, followed by two days of B2B meetings and a fourth day on which 146 visits were organised. These professional visits focused on the region's major aerospace-related scientific and technological infrastructures, and companies in the Andalusian cluster.

As a result, ADM 2014 was deemed the most important business event for the sector ever organised in Spain. To reach the objectives of this third edition, Extenda and BCI Aerospace have been heavily promoting the event in the past few months at more than 20 major international aeronautics fairs and events, such as the Paris Air Show-Le Bourget in France, Aero Expor Brasil, the Dubai Air Show, Aero Montreal Innovation, etc.

Conferences and meetings

FIBES, Aeropolis and Tecnobahia will once again provide the setting for the event, which is 80% financed by the EU's European Regional Development Fund (ERDF) through the Andalusia 2014-2020 Operational Programme.

The official programme indicates that the first three days of the four-day event (May 10-13) will be held at FIBES, with the first day devoted to conferences and round-table discussions on matters of interest to the aeronautics and space industry. Two days of business meetings will follow, while the last day of ADM 2016 has been earmarked for visits to companies, the A400M FAL, Aeropolis and Tecnobahia.