

# Aviation Sector- Ancillaries & IT solutions

A gateway for global manufacturers & Service Providers



**3rd India Civil Aviation Week**

**AIRPORT & AIRLINE 2009 EXPO**

Pragati Maidan, New Delhi, India

**3-5 August 2009**

## India's Buyer Seller Market Place

India's offset policy for defence procurement contracts mandates the contract holder to infuse 30% of a deal value greater than US\$ 70 million in India, through sourcing components or IT services from India or through investments. While the offset policy pertains only to defence procurements, its extension to fleet expansion by state-owned carriers Air India and Indian Airlines is being considered. This policy is expected to have a huge impact on development of the ancillary and IT sectors in Indian aviation.

### Ancillary & Components – A developing demand

- Domestic component manufacturers can expect big business from the rising demand in aviation. L&T has signed an MoU with Boeing and EADS, under which, the latter two will source components from L&T for both domestic and international markets.
- As India is one of the fastest growing markets, worldwide global aerospace companies are making large-scale investments. Currently, Boeing is in talks with Tata Industries for its proposed joint venture that will manufacture aerospace components.

### IT Applications & Solutions – A parallel necessity

- IT majors and service providers are expecting huge benefits from the offset opportunities emanating from civil aviation purchases.
- Worldwide, aerospace majors have demonstrated a marked preference for service providers in India, like Infosys, Satyam, HCL, Wipro, and TCS, whose Global Delivery System has been valued internationally

Owing to the fast-paced growth of civil aviation, India's ancillary and IT sectors are set to face a never-ending demand from global aircraft manufacturers.



"Boeing in India is very much engaged in the productivity side by building a number of long-term strategic partnerships in key areas such as information technology, business process and knowledge sourcing, engineering, R&D activities and components."

*Dr. Ian Thomas  
President, Boeing India*

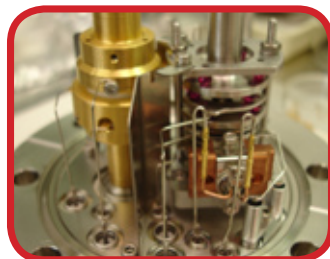


"As Air India, Jet Airways and Kingfisher Airlines look to compete in the international arena there is likely to be need for more aircraft. We expect that the next big wave of orders will come in 2011-12 by when these airlines will have completed the delivery of the aircraft already ordered."

*Dr. Kiran Rao  
Executive VP – Sales & Marketing, Airbus*

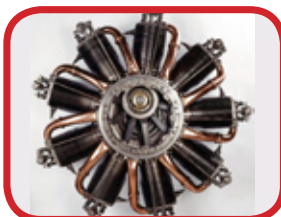
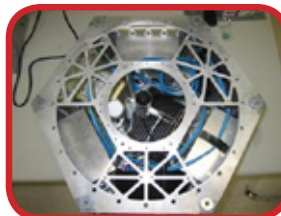
"Under a 111-Plane acquisition deal by National Aviation Co of India Ltd which operates Air India, from the US based plane maker Boeing Co and France's Airbus SAS, the government has ensured an offset clause similar to Defence purchases. Wipro is also eyeing contracts from both Boeing and Airbus."

*Mr. Sudip Nandy  
Former CEO - Telecom & Product Engineering Services  
Wipro*



## Ancillary suppliers exhibit profile

- Avionics
- Decals
- Design
- Doors
- Electronic Components
- Engineering
- Glass
- Hardware
- Instrumentation
- Interiors
- LED
- Lightings
- Metal Components
- Navigation Equipments
- Paints
- Plastic Components
- R&D
- Rubber Components
- Seats
- Sensors
- Software Companies
- Switches & Accessories
- Toilet Accessories
- Tyres etc.



## Buyer requirement

- Designing technologically superior products
- Modifying existing Products
- Meeting stringent precision and safety specifications
- Reducing costs and boost profitability

## Buyer/Supplier benefits:

- A service in the supply chain – source comprehensive range of products
- Wide range of products / materials available at competitive conditions
- Optimization of time between order and shipment
- Separate ancillary vendors pavilion
- Opportunity to interact with global industry giants
- Be a part of Vendor Development program

### SHELL SCHEME

(Minimum 9 sqm): Rs. 10,000 / US\$ 300 per sqm\*

### RAW SPACE\*\*

(Minimum 27 sqm): Rs. 9,000 / US\$ 250 per sqm\*

\*Service tax @ 12.36 % will be applicable.

\*\* Power Supply will be charged extra.

### Shell Scheme Package (9 sqm) includes:

- Modular Shell Stand structure (two side walls & one back wall height 2.44m)
- Carpet
- Fascia with company name & booth number
- One table
- Two chairs
- One 15 amp power outlet
- Three 100 W spotlights
- One waste paper basket
- Complimentary show directory entry
- Daily stand cleaning

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Government of India

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