



Aerospace, Defence and Security International Matchmaking Event Business Beyond Borders Business Beyond Borders

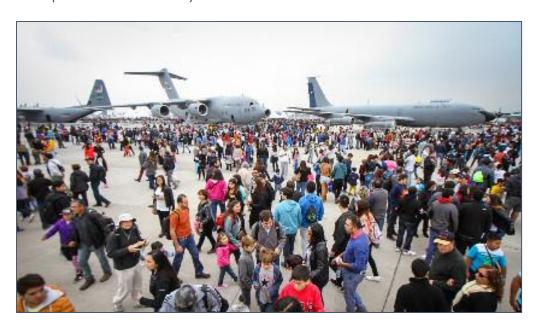
3-8 April 2018, Santiago - Chile

BUSINESS BEYOND BORDERS AT FIDAE 2018

The matchmaking event will take place in Santiago (Chile) at the International Air and Space Fair (FIDAE), the leading aerospace, defence and security exhibition in Latin America and a prime business platform in the region. More than 550 companies from 60 different countries are expected to participate in the exhibition, 75% of those companies coming from countries other

Chile.

The aim of the event is to create a quick and easy way for companies and clusters from the aerospace, defence and security sectors to meet potential business and cooperation partners as well as to operate internationally.



Matchmaking Event at a Glance

- B2B and C2C meetings which perfectly match your needs and preferences.
- International conferences with key speakers.
- A convenient matchmaking area at the heart of the fair.
- Professional assistance on the spot to make your participation tailored to your needs.









 Post event assistance and survey to support you even after your participation in the event.

Why FIDAE?

FIDAE is the most important event in South America in the following sectors:

- Civil-Commercial Aviation: key players participate in the fair to showcase their new products and technologies and to do business.
- Defence: FIDAE showcases state-ofthe-art technologies regarding land, air and naval defence and is attended by military leaders from all over the world.
- Homeland security: a key issue for police forces and armies everywhere.





• Space technology: many countries are now developing space-related programmes, which has led to new business relationships with the key players in the area. Latin America is considered an attractive emerging market for space technology.

How does it work?

- 1. Register and publish the collaboration you want.
- 2. Browse the participant list and book meetings with the companies you are interested in.
- 3. One week before the event you will receive your meeting schedule.

Addressed to

- Defence companies and contractors
- Aircraft builders
- All types of civil aviation-related companies
- Information technologies companies
- Detection and systems integrated firms
- Air traffic control and airport infrastructure companies
- Space tech companies
- Research centres
- Defence forces / Law-enforcement forces
- Civil authorities











Business

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Agenda

Tuesday 3 April

10.00 - 12.00	Official Inauguration with high level officials	Auditorium
12.30 - 14.00	EU - Chile International Conference	Sala 2
	 Welcome words: Ambassador Stella Zervoudaki, Head of the European Union Delegation to Chile 	
	 EU initiatives in Chile: Luis Cuervo Spottorno, DG GROW official of the European Union Delegation to Chile (BBB, Overseas Trade Fair Programme, Latin America IPR Helpdesk, ELAN, etc.) 	
	 EU Representative from the Galileo programme 	
	 Representative from EUROCHILE: Vicente Caruz, President of Eurochile Foundation 	
	Case studies from EU Companies in Chile	
14.00 - 14.30	Networking Lunch in collaboration with the Overseas Trade Fair Programme	
14.30 - 16.30	Bilateral Meetings Afternoon Session	Hall A
Wednesday 4 Apr	-il	

Wednesday 4 April

10.30 - 13.00

14.00 - 16.30	Bilateral Meetings Afternoon Session	Hall A
Thursday 5 April		
10.30 - 13.00	Bilateral Meetings Morning Session	Hall A
14.00 - 16.30	Bilateral Meetings Afternoon Session	Hall A
Friday 6 April		
10.30 - 13.00	Workshop with H2020 and the Galileo Programme	Hall A
14.00 - 16.30	Bilateral Meetings Afternoon Session	Hall A

Bilateral Meetings | Morning Session





Hall A