



Expodefensa 2017

Feria Internacional de Defensa y Seguridad
International Defense and Security Trade Fair

Del 4 al 6 de diciembre de 2017
4th to 6th December of 2017
Bogotá, Colombia

www.expodefensa.com.co

Expodefensa 2017 strengthens as the HUB sector receiving more than 12.500 visitors



Bogotá, December 2017. With more than 20% growth in the participation of official delegations, a 6% of international exhibitors, 8% nationals and the assistance of more than 12.500 visitors, Expodefensa 2017, the leader event in defense and security field, ends successfully.

This sixth edition of the event, carried out in 12.000 square meters of exhibition in Corferias, and made by second time in partnership with Coges International, counted with the participation of 76 official delegations of 30 countries, 269 exhibitors of 32 countries, of which 72% were internationals and 28% were nationals and more than 120 accredited journalists.

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The fair allowed the staging of the best technological, innovation and development offers of the industry, which were presented according to the current necessities of defense and security fields of regions as Latin America, Central America and the Caribbean.

Additionally, the fair counted with an important academic agenda that had topics like technological transference, threat of chemical and biological weapons in aviation, cyber-espionage, peace operations and land defense systems, among others.

For Andrés Gonzalez, Expodefensa's chief Project *"the alliance, which got stronger in this version with Coges and the Ministry of Defense, allowed that this exchange platform of business and technology will consolidate even more the development of GSED enterprises as Cotecmar, CIAC, Codaltec and Indumil, among others; which showed the latest technologies appropriate for the sector and reflected the country's current moment. As well, Coges allowed the support of an organization of more than 60v years in the sector, increasing the commercial relations and projecting them to an international environment"*.

For its part, Patrick Colas Des Francs, Coges International's CEO, pointed that *"Expodefensa is an event that found a perfect balance among military offer's variety, which includes land, air, naval and police technologies. Besides, this edition counted with the presence of big enterprises that had never been in the fair in previous years"*.

The vice minister of Defense for the GSED, former general Javier Pérez, said that *"we are highly satisfied with the results of this sixth version. Expodefensa proved to be a mature fair that has become the HUB event of the sector in Latin America, Central America and the Caribbean, what makes us work for make it stronger thanks to this positive evaluation and the hope of keep growing"*.

Former general Julio Alberto González Ruiz, Codaltec's manager, expressed that *"this version was a whole success. The participation of enterprises has surpassed our expectations. The countries and delegations that made presence in the fair were satisfied because of their international exponential growth. This locates us as a fair leader in the region, which permits the creation of qualified commercial relations through technological transfer, sell of products and experiences exchange. This edition marks a high point that has to keep improving and obligates us to make a bigger effort and commitment for the seventh version"*.

Adam Thomas, senior speaker of Defense & Security Organization, said that *"Expodefensa was a great platform for United Kingdom delegations because it gave them the chance of creating business and interaction with Colombian enterprises, reflecting the importance of the relations between both countries"*.

The executive qualified the fair as *"the best event of the sector in South America thanks of the interactions that UK's 25 delegations made with 15 countries that became potential partners during the three days of Expodefensa's, event that will keep in growth in the future"*.

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Meanwhile, Andrés Adler Segovia, operations director of the enterprise Blindajes Epel Táticos de México, revealed that *“the Army’s necessities in Colombia have been growing and we’ve offered them our fabrication service of tactical vehicles 100% Mexican in the fair, event were we had incredibly good results. We think to be in a future version projecting that we can make alliances for the next 15 years, expectation that we see possible because, as an enterprise, we invoice more than US\$150 million per year and we’ve had a growth among 20 and 25% annual percentage.*

Citlalli Garnica Ortiz, commercial coordinator of the Czech Enterprise Retia in Latin America, expressed that *“we are an enterprise that offers radars and recording voice systems that are implemented in different entities as airports and police in India, Philippines, Spain and our country. Now we want to arrive Colombia, and for that reason, being part of this event helped us to make important contacts for obtaining following business. In this days we were visited by armed forces of different countries”.*

Armando Castillo Builes, marketing and sales director of Fabricato company, revealed that *“we’ve assisted to different versions of Expodefensa, obtaining very good results offering suits and footwear with new fibers and knitting structures for the different armed forces. We were visited by 15 international delegations with whom we have a defined agenda with ProColombia, which are very interested in acquire Colombian garment. Without hesitations, this is a positive event”.*

Without any doubt, Expodefensa will keep demonstrating its internationalization and reinforcement as one of the biggest international events in Defense and Security sector in the world. That’s why we’re extending a friendly invitation to all the sector’s professionals to participate in Expodefensa’s seventh version in 2019.

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