



Rosoboronexport to Sign over 10 Contracts and Cooperation Agreements at MAKS-2017

Rosoboronexport, a member of Rostec, is to take part at the International Aviation and Space Show MAKS-2017 to be hosted by the Gromov Flight Research Institute in Zhukovsky, Moscow region, on July 18-23. The special arms exporter is a general partner of the event.

“For Rosoboronexport, going to MAKS means a good opportunity to step up marketing and image building. Hardly it is a secret that aviation accounts for the lion’s share in our export. Just in the first half of 2017, the AF equipment exported under our contracts is worth around \$2 bln. We expect MAKS to add to our backlog paving the way for future deliveries,” said Deputy Director General Sergey Ladygin, named the head of Rosoboronexport delegation at the show.

The company’s booth in Pavilion F2 will house 160-plus pieces of military equipment primarily for air force and air defense. “It is the first time Rosoboronexport will use several state-of-the-art exhibition technologies, namely holographic multimedia catalogs and levitation table. Sometimes, exhibition gimmicks like these trigger even more profound interest of foreign customers and potential partners than new equipment put on display. This is a straightforward and unambiguous signal that the company is developing and ready to comply with the most advanced standards in the trade,” noted Sergey Ladygin.

Rosoboronexport is to receive delegations from about 50 countries at its booth. It is expected that of particular interest are going to be the Su-30, Su-35, MiG-29M/M2, and IL-76MD-90A aircraft, as well as Mi-28NE, Mi-35M, Mi-17, Mi-26T2, and Ka-52 helicopters. Besides, it has grown into a tradition for AD systems, namely the S-400 Triumph long-range SAM system, Tor M2E and Buk-M2E SAM systems, Pantsir-S1 gun-missile system, and electronic warfare systems, to gather crowds of foreign customers.

Many of the military systems offered by Rosoboronexport will be put on static display or set up at the booths of their manufacturers. “Like other international exhibitions hosted by Russia, MAKS provides us with a unique opportunity of letting foreign customers see military equipment offered for export live. Our partners can study full-scale specimens, as well as consult our specialists and those of the manufacturers on any issue they are interested in,” commented Sergey Ladygin.

What makes MAKS special is its rich and exuberant flight program. The forthcoming iteration of the show is not going to change it. It will be the first time the visitors will be able to enjoy a team performance of Russian Knights on the most advanced Su-30SM fighters. Also, they and the Swifts will fly a joint program while the Russian Falcons will stage a unique performance of their own.

“Our partners will see that the equipment we offer does well in the most complex flight conditions during aerobatics,” noted Sergey Ladygin. “Rosoboronexport’s specialists also



prepared presentations including clips and data attesting to successful operations of the Russian combat aviation in real combat fighting terrorists in Syria.”

The special arms exporter plans a rather extensive business program for the exhibition. This is expected to include meetings with delegations representing militaries and businesses of various countries all over the world. Moreover, above 10 contracts and cooperation agreements are to be signed with foreign governments and companies, as well as Russian manufacturers of military equipment.

Rosoboronexport is the only state-owned arms trade company in the Russian Federation authorized to export the full range of military and dual-purpose products, technologies and services. It is a subsidiary of the Rostec Corporation. Founded on 4 November, 2000, now Rosoboronexport is one of the leading world arms exporters to the international market. Its share in Russia's military exports exceeds 85 percent. Rosoboronexport cooperates with more than 700 enterprises and organizations in the Russian defence industrial complex. Russia maintains military technical cooperation with more than 70 countries around the world.

Rostec State Corporation is a Russian corporation that was established in 2007 to facilitate the development, production and export of high-tech industrial products designed for civilian and military applications. The Corporation comprises over 700 organizations that are currently part of 11 holding companies operating in the military-industrial complex and 3 holding companies working in civilian industry, as well as 80 directly managed organizations. Rostec's portfolio includes well-known brands such as AVTOVAZ, KAMAZ, Kalashnikov Concern, Russian Helicopters, VSMPO AVISMA, UralVagonZavod, etc. Rostec companies are located in 60 constituent entities of the Russian Federation and supply products to more than 70 countries. In 2016, the consolidated revenue of Rostec amounted to 1 trillion 266 billion rubles, while the consolidated net income and EBITDA amounted to 88 and 268 billion rubles respectively. In 2016, the average salary in the Corporation was 44,000 rubles. According to Rostec strategy, the main objective of the Corporation is to ensure that Russia has a technological advantage in highly competitive global markets. Rostec's key objectives include the introduction of a new techno-economic paradigm and the digitalization of the Russian economy.

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