



## Rosoboronexport at Euronaval 2012

The Euronaval 2012 International Naval Defence & Maritime Exhibition & Conference takes place in the town of Le Bourget near Paris from 22nd to 26th October 2012. It is a trade event and venue for reviewing global trends in the development of naval technologies since 1968. Participation in this exhibition is prestigious and important for national image of any country.

Rosoboronexport will take part for the eighth time in the exhibition to demonstrate the Russian naval shipbuilding industry capacity. The major Russian state arms exporter will present more than 80 items of advanced naval systems at its stand F.78, by using models, multimedia presentations, brochures, catalogues and other promotional materials.

Participation in large international events like this is an important line in Rosoboronexport's marketing activities. The company will present materials on submarines, combat ships, naval aircraft, artillery, combat management systems, navigation aids, simulators and other types of weapons and military hardware. Foreign customers will be proposed integrated solutions tailored to provide enhanced security and defence capabilities for their countries.

"In our work we rely on the analysis of interests and demands of potential clients, - says Ivan Goncharenko, head of the Rosoboronexport delegation and first deputy director general. - Besides informing our partners of advantages and benefits of Russian defence products we try also to help them reduce military spending by recommending how to select Russian weapons based on cost-effective criteria. In doing so, Rosoboronexport offers not only a wide range of services to maintain earlier supplied military equipment and support its routine and combat operations but also joint design and construction of military vessels both in Russia and in customers' shipyards. Those are the issues that our delegation plans to discuss at meetings and talks with our foreign partners during the Euronaval 2012 maritime exhibition."



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