



UK Trade
& Investment



Market Visit to Indonesia

Airports & Aviation Indonesia 2014

3 - 7 November 2014



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Welcome

The UK Trade & Investment (UKTI) South East and London International Trade Teams presents an Airports & Aviation sector Trade Mission to Jakarta, Indonesia.

Indonesia with a population of 242 million and a GDP growth rate of 6.2% is seeing its aviation market demonstrating dramatic growth rates with international aircraft and passenger movements both at 13% and with domestic aircraft movements showing 16% and passenger movements at 20% growth respectively (2010/2011).

This Trade Mission will link directly into the Airports and Aviation Indonesia 2014, held in conjunction with Indonesian Aviation Business Forum 2014, which will serve as the business-to-business and business-to-government platform where industry leaders showcase latest solutions and set strategies for driving sustainable solutions to meet the demands in anticipation of ASEAN Open Skies.

Under ASEAN Open Skies 2015, air traffic forecasts for Indonesia project the number of annual passengers will increase from 105 million in 2010 to over 358 million by 2025, an average annual growth rate of 8.5%. This is placing tremendous pressure on Indonesia's airport and aviation industries to rapidly expand.

In the context of these developments the objective of this Trade Mission is to introduce companies to the Indonesian market, to make new contacts and to showcase their individual company services & capabilities leading to long term business relationships.

Stephen Myatt

UK Trade & Investment South East Trade Team

Market Visit Leader and International Trade Adviser

Ian Paterson

UK Trade & Investment London Trade Team

Joint Market Visit Leader & International Trade Adviser

www.gov.uk/ukti

[www.twitter.com/UKTI_LondonSE](https://twitter.com/UKTI_LondonSE)

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UK Trade & Investment



Stephen Myatt has been involved with advising aviation & airport clients on their international development for 10 years and has led many Trade Missions over the years, however this Mission is the first to Indonesia.

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Objective for the visit:

The Mission objective is to gain an understanding of doing business in Indonesia, meet new contacts and to work closely with Mission delegates to ensure their respective success and to assist them in their respective actions & objectives going forward.

UK Trade & Investment

Ian graduated in the aerospace industry as a Chartered Engineer with BAe and moved into large technology contract selling with Chubb Security, with resident assignments in the USA and Asia. This included a three year assignment developing the Chubb Fire business in Indonesia.

Following attainment of an International Business MBA in London, he managed at board level the International Division of Thorn EMI Security, setting up overseas operations and distribution in Europe, the Middle East and Asia, with sales of £35M and 200 employees worldwide. After working in the International Telecommunication Equipment Industry, Ian joined UKTI as an International Trade Adviser, where he has worked with over 1000 London-based ICT companies in the past fourteen years, assisting them with identifying opportunities and setting up overseas.



Ian Paterson
International Trade Adviser
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uk

Objective for the visit:

Ian is particularly focused on helping delegates in the Indonesia market, in particular identifying the right route to market, tendering processes and payment procedures.

Company Profiles

Profile: 15below

15below specialise in personalised passenger communications for the travel industry.

Using their messaging platform, 15below give airlines the technology to stay connected to their passengers throughout their journey - from booking to arrival and beyond. Whether it's managing unscheduled disruptions or sending personalised booking confirmations, mobile boarding passes or flight status updates, they provide the systems and workflows to send tailored and targeted real-time notifications to millions of travellers in an automated (or manual) way.



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Objective for the visit:

15below currently work with thirty airlines across the world – including Qantas, Ryanair and Virgin Australia - and are keen to open up new opportunities within the Indonesian market. They are therefore looking forward to building and strengthening relationships with key stakeholders in the region and sharing their company expertise, with the support of UKTI.



Profile: Aero Optimal Ltd



Aero Optimal Limited is one of the UK's leading SMEs in the analysis and optimisation of composite structures. Their years of experience in the design/analysis and optimisation of composite structures such as wing, fuselage, high lift and control devices enabled us to work directly with EADS/Airbus' core engineering team in Technical Coaching, Concept Design and Development of the Airbus A350 XWB-900/-1000 aircrafts.

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Objective for the visit:

Following Aero Optimal exhibiting at this year's Farnborough International Air Show, other international aerospace markets such as Indonesia was identified as a possible opportunity.

Their objective is to introduce Aero Optimal to the Indonesian Aerospace Market and make initial contacts and meeting arrangements during the visit.



Profile: Airworks Worldwide

AirWorks Worldwide design, manage and operate branded hot air balloons; from classic balloons and custom made shapes to incredible double-seater sky chariots.



Contact details

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Objective for the visit:

Airworks Worldwide are looking to expand their business into the Indonesian market.



Profile: Askari Aeroparts Ltd



Askari Aeroparts specialise in the supply and repair, overhaul of military and civil aircraft spares within the fixed and rotor wing sectors and also hold over 100,000 line items of stock.

Areas of speciality include, Engine Repair/Overhaul and Component Refurbishment, Propeller Systems, Landing Gears, Hydraulic Systems Component Repair & Overhauls, Avionics, Helicopter Maintenance & Operation Management. They have recently specialised in Fighting Vehicle (FV) and Scorpion Spares.

Contact details

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Objective for the visit:

To improve sales to End Users (military and civilian) on the SA330 Puma Helicopter and Boeing/Airbus aircrafts, either direct to the End User or via in-country Agents.



Joe Hall
Sales Manager



Askari Aeroparts Limited

Profile: FlyerTech Ltd

FlyerTech Ltd is an EASA Approved independent Continuing Airworthiness Management (CAM) Organisation. They offer a range of services whilst maintaining a low cost and removing administrative and management burden from their customers.

FlyerTech perform ongoing CAM services, including ARC issue and renewal for a variety of operators, owners and lessors across a range of aircraft types. FlyerTech also assist operators/owners with aircraft selection, provision of maintenance programs, general technical support and handback of aircraft.



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Objective for the visit:

To introduce FlyerTech to the Indonesian Aviation market and to build working relationships with local Airlines and Aviation Organisations. To demonstrate our expertise to Indonesia's aviation community.

Profile: Ipsotek



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Ipsotek is a leader in video analytics and an expert across a wide range of applications in both commercial and public sectors. Deployments include: perimeter protection, intrusion detection, investigation & forensics and the management of traffic, crowds and operations, including aviation specific solutions at international airports worldwide.

The patented scenario-based detection approach allows multiple behaviour descriptions to be applied simultaneously or in predefined sequences creating an exact description of target behaviour, thereby giving dependable real alerts and dramatically reduced false alarms.

Objective for the visit:

Ipsotek has deployed solutions across Europe, Middle East and Asia through a network of trained System Integrator partners. Further expansion of the business to the South East Asia region is a natural progression given our proven technology and heritage of high visibility deployments.



RECOGNISE. ANALYSE. REALISE.

Profile: Mountain High Consultants Ltd

Mountain High Consultants (MHC) is a privately-owned Aviation Industry Consultancy company. We are a client focused company offering innovative HR solutions with high standards of customer service to clients and business partners.

As a result, we are known and recommended in the industry by word of mouth. Our fields of speciality are crew leasing, aviation training, operational, and maintenance support and aviation insurance consultancy. Our dedicated multi-lingual team is proven to be reliable and able to provide strong support to our clients. We have developed and grown from an airline background, which gives us confidence and understanding of our client's need and requirements better than most of our competitors.

Objective for the visit:

MHC are looking to increase their knowledge of the Indonesian Aviation Market and meet with aviation companies where they can offer their unique and personal service.



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Mountain High Consultants Ltd

Profile: PHAR Partnerships



PHAR is a media and marketing company that specializes in the creation of Ancillary Revenue (via advertising and long term sponsorships) for transit and travel majors like Air Asia, Transport for London, Expedia.com, Bangalore Metro, Rapid KL.

Contact details

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Objective for the visit:

PHAR are looking to meet with (concerned airport authorities and airlines who would like to build Ancillary Revenue Streams from advertising/brand partnerships in existing or upcoming airports and/or airline operations.



PHAR

Profile: Servecorp Ltd

Servecorp Ltd provides airline cabin support, and have EASA Pt21G and Pt145 approvals. Products include a unique and patented ultra-light weight security compliant life vest stowage that meets US TSA requirements for a security sealed stowage and significantly reduces search times/costs. Typically weighing only 70g, the LVS offers 80 per cent fuel saving over hard life vest containers that weigh over 350g. Servecorp also provide tamper evident security seals and RFID security solutions.



Contact details

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Objective for the visit:

To introduce Servecorp to the Indonesian market and to network with Indonesian airlines and discuss their extensive cabin experience and products. They particularly wish to promote the significant cost saving benefits of their new ultra-light weight security compliant life vest stowage with tamper seals and patented RFID tamper evident option.



Profile: Southern Gas Turbines Ltd



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Southern Gas Turbines Ltd (SGTL) was formed in 1984 to provide product support services for operators. These services cover all aspects of engineering and spares support for engines in aircraft, helicopters, hovercraft, marine craft, and industrial applications. Airworthiness Authorities and Classification Societies have approved these activities.

Propulsion design has been carried out for many applications from business aircraft to microlights, using turbines and piston engines. SGTL work with universities and research establishments over future technology design and development.

Objective for the visit:

SGTL would like to make contact with manufacturers, operators, and technical training establishments, to discuss items of common interest.

S.G.T.

Profile: Synectics Systems Ltd

Synectics Systems Ltd designs integrated end-to-end surveillance control systems for the world's most demanding security environments. We excel at projects that require innovative tailored solutions with high reliability and flexibility, specifically for casinos, oil and gas, marine, public spaces, banking, transport (aviation, rail and roads) and critical infrastructure applications (safe cities, utilities).

Our turn-key, integrated solutions offer high resiliency and ease-of-use, and provide advanced situational awareness capabilities designed to meet the most intricate of security needs.

Objective for the visit:

Synectics objective for this visit is to meet with the consultants and decision makers for Indonesia's airport projects including airport security managers and leaders of AP1 and AP2.



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Profile: Wake QA Ltd



Wake QA Ltd are accredited by IATA to conduct IATA Operational & Safety Audits (IOSA) worldwide. They are also accredited as a training organisation to train Safety Auditors for the Airline Industry.

Courses include Fatigue Risk Management, Training Captains courses and Safety Management courses.

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Objective for the visit:

The purpose of their visit is to increase Wake QA's company profile in the Indonesian area.

Profile: Willis Group Indonesia

Willis is a leading global risk adviser, insurance and reinsurance broker. Willis has very strong representation through South East Asia with operations in 10 countries.

Willis Aviation is the leading aviation broker globally and has built up significant market presence in Indonesia. Willis opened an office in Indonesia in 1994 and is one of the largest international brokers in Jakarta.



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Objective for the visit:

Willis are looking forward to working with the UKTI and providing assistance where they can to the delegates engaged with the mission.

Willis

Notes

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INNOVATION IS

GREAT

BRITAIN



BRITAIN'S WORLD-RENNED EXPERTISE IN SCIENCE AND TECHNOLOGY HAS BEEN REWARDED WITH 77 NOBEL PRIZES. FOR CUTTING-EDGE MEDICAL INNOVATION, CHOOSE THE UK

Bionic hand
Touch Bionics

ukti.gov.uk/greatbritain





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this code with your
smart phone.
www.gov.uk/ukti

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UK Trade & Investment is the Government Department that helps UK-based companies succeed in the global economy. We also help overseas companies bring their high-quality investment to the UK's dynamic economy acknowledged as Europe's best place from which to succeed in global business.

UK Trade & Investment offers expertise and contacts through its extensive network of specialists in the UK, and in British embassies and other diplomatic offices around the world. We provide companies with the tools they require to be competitive on the world stage.

UK Trade & Investment is responsible for the delivery of the Solutions for Business product "Helping Your Business Grow Internationally." These "solutions" are available to qualifying businesses, and cover everything from investment and grants through to specialist advice, collaborations and partnerships.



The paper in this document is made from 50 per cent recycled waste pulp with 50 per cent pulp from well-managed forests. This is a combination of Totally Chlorine Free and Elemental Chlorine Free. The inks are vegetable oil-based and contain resins from plants/trees and the laminate on the cover is sustainable, compostable and can be recycled.