

## **Edmund Marler**

*Senior Trade and Investment Manager*

*UK Trade & Investment  
British High Commission  
100 Tanglin Road  
Singapore 247919  
t: +65 6424 4310  
e: [edmund.marler@fco.gov.uk](mailto:edmund.marler@fco.gov.uk)  
[www.gov.uk/ukti](http://www.gov.uk/ukti)*

## **Lian Jap**

*Trade & Investment Senior Manager*

*UK Trade & Investment  
British Embassy Jakarta  
Jalan Patra Kuningan Raya Blok L 5-6, Jakarta 12950,  
Indonesia  
t: +62 21 2356 5265  
e: [lian.jap@fco.gov.uk](mailto:lian.jap@fco.gov.uk)  
[www.gov.uk/ukti](http://www.gov.uk/ukti)*

## **Gen Richards**

*Head of Aerospace & Airport Sector Events and  
Sponsorship Manager*

*British Aviation Group  
Salamanca Square, 9 Albert Embankment, London  
SE1 7SP  
t: +44 (0)207 091 4540  
e: [gen.richards@britishaviationgroup.co.uk](mailto:gen.richards@britishaviationgroup.co.uk)  
[www.britishaviationgroup.co.uk](http://www.britishaviationgroup.co.uk)*



**UK Trade  
& Investment**

# **Airport Sector Mission to Singapore & Indonesia**

**3–7 November 2014**

**british**  **aviation**group



## Mission Leader

### **Peter Budd**

*Chairman, UKTI Airport Advisory Council*

The British Aviation Industry has for many years had an impressive track record of involvement in airport financing, masterplanning, design, construction, equipment supply and operations. This track record has been built up through unrivalled experience on some of the world's major airport projects. Many lessons have been learned and we are pleased to take this opportunity to share our experience across the spectrum of airport development.

Liberalisation and commercialisation of the British aviation industry has been a great success story. British airports are all self-sufficient business enterprises which do not rely on central government subsidies. They are all major contributors to the economic well-being of their respective regions within the UK.

The breadth of skills and capabilities required to ensure success in any airport development project is vast and there are an equal number of companies around the world ready to offer their services. However, selecting suppliers, consultants and operators with a good reputation, experience and track record from the global marketplace is a difficult task. UK Trade & Investment and the British Aviation Group are here to help.

We are to be the leaders of such a high quality delegation of airport experts. Companies represented on this visit provide a wide range of products and services covering, design, route development, equipment/systems supply and air traffic management. All are eager to be part of the growing Singapore & Indonesia airports sector and to develop relationships and partnerships with suitable Singaporean & Indonesian companies.



UK Trade  
& Investment



## UK Trade & Investment

### Shakir Khaja

*Airports Specialist, HVO Programme*

1 Victoria Street, London SW1H 0ET

**t:** +44 (0) 20 7215 5000

shakir.khaja@mobile.ukti.gov.uk

www.ukti.gov.uk

UKTI is the government organisation that supports companies in the UK doing business internationally and overseas enterprises seeking to expand and set up in the UK.

With commercial experts and advisors based in 87 embassies, consulates and high commissions around the world and a network of specialists throughout the UK, we are uniquely positioned to help your business across national boundaries. We are a source of impartial advice and practical expertise to help business succeed in the UK and if you are looking for UK expertise, we can put you in touch through our network, overseas missions and trade shows.



## British Aviation Group

### Genevieve Richards

*Head of Aerospace & Airport Sector Events and Sponsorship Manager*

Salamanca Square, 9 Albert Embankment, London, SE1 7SP

**t:** +44 (0) 20 7091 4540

gen.richards@britishaviationgroup.co.uk

www.britishaviationgroup.co.uk

The British Aviation Group (BAG) is the leading representative body for UK companies involved in the airport and aviation development sector.

BAG's membership currently consists of over 160 companies of all sizes whose products and services are required in the strategic planning, finance, design, construction, equipping, securing, management and operation of airports and air traffic control systems.

BAG's primary role is to help UK companies win business in airport and aviation developments (in the UK and overseas) and to help clients identify UK suppliers of goods and services that will meet their requirements.



## Arup

### Jim Robinson

*Aviation Strategic Advisor*

10 Hoe Chiang Road Keppel Towers #26-01,  
Singapore 089315

**t:** +971 50 811 7548

[jim.robinson@arup.com](mailto:jim.robinson@arup.com)

[www.arup.com](http://www.arup.com)

UK address:

13 Fitzroy Street, London W1T 4BQ

**t:** +44 (0)20 7755 4616

[www.arup.com](http://www.arup.com)

Arup has over 50 years' experience in the aviation sector, gained through a wide range of assignments at more than 100 airports worldwide. We support funders, owners, operators and users to develop safe, secure and sustainable solutions that deliver customer service excellence on a sound commercial basis.

Arup has the breadth of strategic, technical, operational and implementation management skills to respond to the challenges of the aviation industry. At Arup, airport planners, designers and business consultants work in conjunction with experts in other disciplines such as fire safety, vibrations and acoustics, energy, geotechnical surveying, tunnels, environmental engineering, economic planning, contracting and project management. Our projects cover passenger terminals, cargo terminals, airside infrastructure, landside infrastructure, control towers, MRO facilities and airport cities.

### Charles Im

*Associate*

10 Hoe Chiang Road Keppel  
Towers #26-01, Singapore 089315

**t:** +65 6411 2379

[charles.im@arup.com](mailto:charles.im@arup.com)

[www.arup.com](http://www.arup.com)



### Jess Sidhu

*Associate*

30/F Menara Kadin, Jl. H.R. Rasuna  
Said X-5 Kav.2-3, Jakarta 12950  
Indonesia

**t:** +62 21 5299 4564

[jess.sidhu@arup.com](mailto:jess.sidhu@arup.com)

[www.arup.com](http://www.arup.com)





## CEM Systems

### Richard Fulton

*General Manager*

195 Airport Road West, Belfast, BT3 9ED  
**t:** +44 (0)28 90 456767 **f:** +44 (0)28 90 454535  
rfulton@tycoint.com  
www.cemsys.com

## Tyco Security Products

### Ken May

*Regional Sales Director*

23/F, Exchange Tower, 33 Wang  
Chiu Road, Kowloon Bay,  
Kowloon, Hong Kong  
**t:** +852 9867 7297  
kmay@tycoint.com  
www.tycosp.com.cn



CEM Systems, part of Tyco Security Products, is a leading provider of access control and fully integrated security management systems. With a reputation for designing industry firsts, CEM continuously develops innovative software and hardware to incorporate the very latest in technology.

Used by many of the world's leading airports for over 25 years, CEM's AC2000 Airport is an aviation specific security management system that has a proven record as one of the most reliable and resilient security solutions available.

Tyco security solutions are the preferred choice of many of the world's leading airports. Tyco solutions have a proven record as the most flexible, reliable, resilient airport security solutions available. From the only airport specific access control system to the integration of access control, intrusion, CCTV to provide a one-stop offering, Tyco Aviation solutions can provide fully integrated security control.



## EC Harris

### Caspar Baum

*Partner – Head of Aviation Asia*

Hong Kong Address: Level 27, Millennium City 6, No.  
392 Kwun Tong Road, Kwun Tong, Kowloon, Hong  
Kong  
**t:** +852 2263 7300 **f:** +852 2263 7399  
caspar.baum@echarris.com  
www.echarris.com

UK Address: ECHQ, Regent Quarter, 34 York Way,  
London N1 9AB  
**t:** +44 (0)20 7812 2000 **f:** +44 (0)20 7812 2001  
www.echarris.com

EC Harris is a leading international built asset consultancy generating positive outcomes for our clients in addressing their business opportunities and challenges. Active in a wide range of market sectors, including Aviation, we have advised many international clients on how to make the most from their investment and expenditure in creating, developing, operating, using and owning airports across the world. Combining our experience, relationships and skills, we have the ability to deliver business solutions required by both publically and privately owned airports, its operators, acquirers and vendors when dealing with all forms of the aviation asset.

EC Harris has a multifaceted Aviation offering consisting of a Strategic Aviation team as well as a large aviation experienced professional services team covering programme and project management, cost management, contract management and solutions, procurement and construction management.



## Global Engineering Projects DO Ltd

### Craig Slater

*Managing Director*

51 Frederick Road, Salford M6 6FP  
**t:** +44 (0)161 416 6000  
craig.slater@geprojects.co.uk  
www.geprojects.co.uk

### Chris Howarth

*Associate*

51 Frederick Road, Salford M6 6FP  
**t:** +44 (0)161 416 6000  
chris.howarth@geprojects.co.uk  
www.geprojects.co.uk



We are Recruitment Company specialising in sourcing and placing personnel within the Global Construction, Engineering, Aviation, Oil and Energy sectors.

Global Engineering Project's Aviation team specialises in assisting you attract and retain the best talent. Competition is high, budgets are tight and global instability is on the rise, it is therefore of utmost importance to ensure you have the expertise and leaders to adapt and deliver. We have the understanding, knowledge and capability within Aviation to leverage talent in an ever changing market.

With our help, Global Engineering Projects clients are confident they have the right people to bring success now and growth in the future.



## Ipsotek

### Bill Flind

*Chief Executive*

27 – 37 St. George's Road, Wimbledon SW19 4EU  
**t:** +44 (0)20 8971 8321  
bill.flind@ipsotek.com  
www.ipsotek.com

### David Howarth

*Business Development*

27 – 37 St. George's Road,  
Wimbledon SW19 4EU  
**t:** +44 (0)20 8971 8321  
david.howarth@ipsotek.com  
www.ipsotek.com



Ipsotek is the leader in Scenario-based Video Analytics and has been deployed in airports across the World. Usage includes: perimeter protection, airside intrusion detection, exit lane monitoring, abandoned vehicle & package detection, critical zone monitoring, facial recognition and the management of traffic, parking and crowd density. The patented scenario-based approach allows multiple behaviour descriptions to be applied simultaneously or in predefined sequences, thereby creating exact descriptions of target behaviour and giving dependable real alerts and dramatically reduced nuisance alarms. Established in 2001 with headquarters in the UK and offices in the Middle East and SE Asia, Ipsotek's solutions are delivered to airports globally through a network of trained System Integrator partners.





## Met Office

### Rob Harrison

*Regional Head – Southeast Asia*

Singapore Address: 100 Tanglin Road, Singapore 247919

**t:** +65 9232 9190

[enquiries@metoffice.gov.uk](mailto:enquiries@metoffice.gov.uk)

[www.metoffice.gov.uk](http://www.metoffice.gov.uk)

UK Address: Fitzroy Road, Exeter, Devon EX1 3PB

**t:** +44 (0)1392 885 680

[aviation@metoffice.gov.uk](mailto:aviation@metoffice.gov.uk)

[www.metoffice.gov.uk](http://www.metoffice.gov.uk)

The Met Office is the UK's national meteorological service. Internationally we work in partnership to make the world a safer, more resilient place. Our aviation meteorological excellence means that we are one of only two World Area Forecast Centres, and we are contracted by the Civil Aviation Authority as the sole provider of aviation weather in the UK. This aviation meteorology expertise enables us to help the industry make vital safety-critical decisions, and reduce the impact of weather on airport and airline operations in the search for commercial efficiencies.



## Mott MacDonald

### Chris Chalk

*Aviation Practice Leader*

8-10 Sydenham Road, Croydon, Surrey CR0 2EE

**t:** +44 (0)20 8774 2000

[chris.chalk@mottmac.com](mailto:chris.chalk@mottmac.com)

[www.aviation.mottmac.com](http://www.aviation.mottmac.com) / [www.mottmac.com](http://www.mottmac.com)

### Nick Mayer

*Principal Aviation Planner*

1 Grange Road, #07-01 Orchard Building, Singapore 239693

**t:** +44 (0)20 8774 2958

[nick.mayer@mottmac.com](mailto:nick.mayer@mottmac.com)

[www.aviation.mottmac.com](http://www.aviation.mottmac.com) /

[www.mottmac.com](http://www.mottmac.com)



Mott MacDonald is one of the world's leading engineering, development and project management consultancies with 16,000 staff worldwide and a strong base in Singapore and Indonesia. With regional centres of excellence based in Singapore, Hong Kong and Jakarta, we have been contributing to development in the region for over 50 years. Today our teams are undertaking projects across a range of markets, such as advisory, buildings, transportation, energy, oil and gas, urban development, education and health and water and environment. We have exceptionally strong specialist aviation skills. Our clients include governments, Airlines, Airports Operators, Developers and Banks. Our portfolio of airport projects in Singapore include Changi Jewel, Changi Airside connectivity to T5, Changi T5 FDS and the Jet Aviation Hangar at Seletar. In Indonesia we have lead the ASEAN open skies study. Our broader airport portfolio includes Hong Kong, Delhi and Heathrow.



## NATS

### **Saira Kanchwala**

*Head of International Accounts, ASEAN*

Singapore Address: Regus Centennial Tower 3  
Teamasek Avenue, Level 34, Singapore 039190

**t:** +65 9817 9217

saira.kanchwala@nats.co.uk

www.nats.co.uk

UK Address: NSL Headquarters, 2nd Floor, Heathrow  
House, Bath Road, Hounslow, Middlesex TW5 9AT

**t:** +44 (0)20 8750 3729

www.nats.co.uk

NATS leads the aviation industry in business and technological development, offering wide ranging expertise and innovative services to meet the on-going challenges of airports, airlines, governments and ANSPs. Our services are proven in the world's most complex airspace and provide our customers around the world with a valuable commercial focus.

As the leading commercial ANSP in Europe, we have built our reputation on delivering a broad portfolio of first rate, safe and efficient services, tackling some of the most complex projects in the industry in the busiest airspaces in the world.



## Navtech Radar Ltd

### **Ian Williams-Wynn**

*Global Sales Manager*

16 Home Farm, Ardington, Wantage, Oxfordshire  
OX12 8PD

**t:** +44 (0)1235 832 419

ian.williams-wynn@navtechradar.com

www.navtechradar.com

Navtech Radar is a world leading innovator and multi-award winning designer and manufacturer of commercially deployed radar solutions. Our ground-breaking technology is utilised by clients across many industry sectors, from wide area and perimeter security surveillance application in airports, critical national infrastructure, and VIP locations to Industrial Automation and Traffic Incident Detection.

Navtech has harnessed the power of the latest technology for commercial applications at a fraction of the cost, and delivers cutting edge solutions to the most exacting quality and standards.





## PwC

### Julian Smith

*International Specialist in Transport PPPs*

Plaza 89, Jl. H.R. Rasuna Said Kav. X-7 No.6, Jakarta 12940

**t:** +62 811 1941177  
smith.julian@id.pwc.com  
www.pwc.com/id

### Tim Boothman

*Technical Adviser*

Plaza 89, Jl. H.R. Rasuna Said Kav. X-7 No.6, Jakarta 12940

**t:** +62 (0)896 9612 0634  
tim.boothman@uk.pwc.com  
www.pwc.com/id

UK Address: 1 Embankment Place, London WC2N 6RH

**t:** +44 (0)20 7583 5000  
www.pwc.com

PwC assists clients in both the public and private sectors to plan, manage and deliver large scale capital projects. We combine engineering and finance skills, to serve the full asset lifecycle of capital projects and infrastructure.



## Ramboll

### Shonn Mills

*Director*

Singapore Address: 115 King George's Avenue #06-02, Singapore 208561

**t:** +65 8523 2197  
shonn.mills@ramboll.com  
www.ramboll.com

UK Address: 60 Newman Street, London W1T 3DA

**t:** +44 (0)20 7631 5291  
www.ramboll.com

Ramboll is experienced in delivering complete solutions for airport projects, often in the role of lead consultant. We have designed roughly 60 million m2 of airside and landside development. From Hyderabad to Moscow, London Heathrow to Copenhagen — we have delivered multidisciplinary engineering services to major airport operators around the world.



## Restrata

### Don Mills

*Airports Director*

P.O. Box 502436, Dubai, UAE

**t:** +971 (0)56 993 2633

[dmills@restrata.com](mailto:dmills@restrata.com)

[www.restrata.com](http://www.restrata.com)

Restrata is a global leader in the provision of Systems Integration, Managed Solutions and Consultancy and Training Services developed to help meet these ever-more critical needs. Its Aviation Section boasts a team made up from former International Airport Security Managers, Government Policy and Compliance Managers and European Aviation Security Auditors. Our experience ranges from whole country aviation security management to security master planning. From Strategy Development to Operational Delivery, including technical support and equipment technology, we offer our clients the complete service.

smiths detection



## Smiths Detection

### Martin Hutagalung

*VP, Government Relations and Business Development, APAC*

100 Beach Road #20-06 Shaw Tower Singapore 189702

**t:** +65 9139 3726

[martin.hutagalung@smiths.com](mailto:martin.hutagalung@smiths.com)

[www.smithsdetection.com](http://www.smithsdetection.com)

### Issac Khoo

*Head of ASEAN*

100 Beach Road #20-06 Shaw Tower Singapore 189702

**m:** +65 96159687

[issac.khoo@smithsdetection.com](mailto:issac.khoo@smithsdetection.com)

[www.smithsdetection.com](http://www.smithsdetection.com)

UK Address: 459 Park Avenue, Bushey, Hertfordshire WD23 2BW

**t:** +44 (0)1923 658 0001

[www.smithsdetection.com](http://www.smithsdetection.com)



Smiths Detection offers advanced security solutions in civil and military markets worldwide, developing and manufacturing government-regulated technology products that help detect and identify explosives, chemical and biological agents, radiological and nuclear threats, weapons, narcotics and contraband. It is part of Smiths Group, a global leader in applying integrated, advanced technologies to markets in threat and contraband detection, energy, medical devices, communications and engineered components. Smiths Group employs around 23,000 people in more than 50 countries.



## Ultra Electronics Airport Systems

### Jenny Lawton

*General Manager, China*

China Address: Suite 50601, 6/Floor, Tower D, Galaxy SOHO Complex, East District, Beijing 100010, P.R. China  
**t:** +86 10 6588 5393 **f:** +86 10 6588 9844  
jenny.lawton@ultra-as.com  
www.ultra-as.com

UK Address: The Oaks, Crewe Road, Wythenshawe, Manchester M23 9SS  
**t:** +44 (0)161 946 3600 **f:** +44 (0)161 946 3601  
www.ultra-as.com

Ultra Electronics Airport Systems is a leading global provider of transportation infrastructure operational performance solutions. Our comprehensive suite of offerings in Airport Operational Systems, Baggage and Passenger Management Systems, meet the key business drivers of airports and airlines. Moreover, extensive domain knowledge provides our worldwide customer base unique and proven methodology for data integration services that has proven itself to deliver the key business benefits and unlock the potential of their IT investment. These offerings bring value to our worldwide customer base, helping them meet their common objectives of improving passenger experience, increasing efficiency and reducing costs.



## Woods Bagot

### James Berry

*Global Aviation Director*

342 Murray Street, Perth, Western Australia, 6000  
**t:** +61 420 948 050  
james.berry@woodsbagot.com  
www.woodsbagot.com

UK Address: 46 – 48 Foley Street, London W1W 7TY  
**t:** +44 (0)20 7637 6880  
www.woodsbagot.com

Woods Bagot is a studio of over 1000 architects & designers with a global reputation for the design of award winning airport buildings. Our network of 16 studios operating in five regions: Asia, Australia, Europe, the Middle East and North America employs some of the world's leading designers focusing on architecture, interior design, urban design and masterplanning.

Some of our more notable projects include: China Southern \$10bn Airport City in Guangzhou, \$2bn redevelopment of Perth Airport, masterplanning and terminal redevelopment at Sydney airport, Baku International Airport and retail and business lounge projects across the world.

## Notes

[illegible][illegible]