

## Click here or visit www.epicos.com

#### Volume 6 Number 42 - Wednesday, 15 October 2014

#### Part I: Southeast Asia

- 1. Brunei to Purchase C-130J aircraft from US
- 2. 7 October, 2014 Yokohama: The 6th Japan-ASEAN Defense Vice-Ministerial Forum
- 3. Epicos "Industrial Cooperation and Offset Projects"
- 4. Design, manufacture and repair of exceptionally precise mechanical components and assemblies for A&D applications
- 5. Design and installation of an intruder detection, recognition and protection integrated solution for military facilities security enhancement
- 6. News from our A&D Business Network

### **Part II: Epicos Newsroom**

- 1. Etihad Airways sees 29% revenue surge in Q3
- 2. Ukraine parliament confirms new defence minister
- 3. Norway extends military conscription to women
- 4. Indonesia's Garuda makes \$5.0 bn plane order: Boeing
- 5. ATK Awarded \$204 Million to Supply Range of Munitions to U.S. Army and International Allies

# Brunei to Purchase C-130J aircraft from US



The United States Defence Security Cooperation Agency (DSCA) has confirmed that the US



State Department has made a determination approving a possible Foreign Military Sale to Brunei for C-130J aircraft and associated equipment, parts, training and logistical support. More specifically, the Government of Brunei has requested a purchase of (1) C-130J aircraft, (6) AE2100D3 turboprop engines (4 installed and 2 spares), Government Furnished Equipment, communication equipment, spare and repair parts, support and test equipment, publications and technical documentation, personnel training and training equipment, U.S. Government and contractor engineering, technical and logistics support services, and other related elements of logistical and program support. The estimated cost is \$343 million.

According to the news release published by the DSCA: "This proposed sale of a C-130J to Brunei will provide a critical capability to assist in Humanitarian Assistance and Disaster Relief missions. The aircraft will enable Brunei to provide aid and assistance in greater capacities to regional allies and partners in need. The aircraft will also provide the ability to execute maritime patrol missions and contribute to search and rescue missions in the region. Brunei should have no difficulty absorbing this aircraft into its inventory".

Below table with the aircraft inventory of Brunei's Air Force:

Aircraft	Туре	In service
Bell 212 Twin Huey	Transport helicopter	9
Sikorsky S-70A/C Black Hawk	Utility helicopter	4
Sikorsky S-70	Transport helicopter	4 (12 on order)
CN235	Transport	1

Currently, the Royal Brunei Air Force comprises of five major units which are the Operation Wing, Air Regiment, Logistics Wing, Training Wing and Administration Wing. It is worth mentioning that efforts in maximizing its capabilities via innovation and management are still in progress and the potential purchase of the C-130J aircraft should be considered as part of this process.

Kyriazis Vasileios, Epicos Newsletter Head Editor

# 7 October, 2014 - Yokohama: The 6th Japan-ASEAN Defense Vice-Ministerial Forum





On 7 October 2014, "The

6th Japan-ASEAN Defense Vice-Ministerial Forum" was held in Yokohama. The list of Participants included Senior Defense Officials and representatives from: Brunei Darussalam, Cambodia, Indonesia, Lao

PDR, Malaysia, Myanmar, the Philippines, Singapore, Thailand, Vietnam, and the ASEAN Secretariat. Mr. Hideshi Tokuchi, the Vice-Minister of Defense of Japan for International Affairs, chaired the Meeting. The main focus for this year was the exchange of views on different ways promoting maritime cooperation within the defence field among Japan and the ASEAN Member States, as well as the possibilities on equipment-technology cooperation and capacity-building efforts in the maritime domain.

Additionally during the meeting representative of the ASEAN Member States discussed several possibilities/ways of promoting such cooperation. Another member included the use of Information Fusion Centre in Singapore and representatives expressed the shared view that such trends have positive impacts on the maintenance and promotion of the regional maritime security.

The representatives also discussed the importance of promoting regional cooperation in the areas of capacity-building and equipment and technology cooperation while reaching a common view that such activity should be pursued in a way that fits the best every specific situation for each regional country.

The officials also discussed the importance of defence talks among ASEAN Member States and its eight partners such as the United States and China, according to the statement.

Kyriazis Vasileios, Epicos Newsletter Head Editor

# Epicos "Industrial Cooperation and Offset Projects"

epicos.com Epicos "Industrial Cooperation and Offset Projects" provides a unique set of online tools enabling the structure, identification and implementation of comprehensive Offsets programs, through a searchable database. By introducing different offset projects and ideas proposed by local A&D industry it ensures the optimum cost for Prime Contractors and reassures that the priorities of local industry are fully met...

#### For Further Information Press Here

# Design, manufacture and repair of exceptionally precise mechanical components and assemblies for A&D applications



A company with extensive experience in designing and manufacturing exceptionally precise components and assemblies (gearwheels and axles, spur and worm gears, manual and automatic actuators, precision gears and fine mechanical parts and assemblies) is willing to undertake the design, prototyping, testing, production and optionally the repair and overhaul of components to be used in aerospace and defence

applications (actuators, gearboxes, transducers, etc).

For Further Information Contact our ICO Department Mail at: g-menexis@epicos.com

# Design and installation of an intruder detection, recognition and protection integrated solution for military facilities security enhancement



A leading company in the design, development and installation of integrated solutions for intruder detection systems, is proposing, in the frame of an offset program, cooperation with military forces governmental authorities for the design and installation of an intruder detection, recognition and protection integrated solution for military facilities security enhancement. The proposed system will be

developed based on a wide range of existing and fielded products of the company.

For Further Information Contact our ICO Department

Mail at: g-menexis@epicos.com

# **News from our A&D Business Network**

# Embraer Executive Jets Will Exhibit The Legacy 450 For The First Time At NBAA





Embraer Executive Jets will exhibit its full aircraft portfolio at the National Business Aviation Association Convention and Exhibition, in Orlando, FL, on October 21-23. This will be the first time that the Company will showcase all seven aircraft on static display, including a prototype of the Legacy 450 mid-light jet, which is

expected to be certified in mid-2015.

"We are thrilled to bring the Legacy 450 to NBAA alongside the Legacy 500, which was delivered to the first customer last week," said Marco Túlio Pellegrini, President and CEO, Embraer Executive Jets. "These are revolutionary aircraft, delivering true innovation in their classes."

The Company will hold a press conference on October 20, from 11:00am to 11:45am, in room N220A at the Orange County Convention Center, and will receive its customers and guests at booth 5638. The portfolio of Embraer Executive Jets will be on static display at Orlando Executive Airport, exhibit 655.

#### **About Embraer Executive Jets**

Embraer is one of the world's leading executive jet manufacturers, having entered the business aviation market in 2000 with the Legacy jet, which led to the launch of Embraer Executive Jets in 2005. Its portfolio, the broadest in the market, consists of the entry-level Phenom 100E and the Phenom 300 light jet, the Legacy 500 midsize and Legacy 450 midlight, the super midsize Legacy 600 and large Legacy 650, and the ultra-large Lineage 1000E. Embraer Executive Jets has a fleet of about 800 aircraft in more than 50 countries, supported by a global network of close to 75 owned and authorized service centers, and parts distribution centers, backed by a 24/7 Global Customer Contact Center.

Follow on Twitter: @EmbraerSA

For Further Information Click Here

# Elbit Systems of America Awarded \$12.7 Million Modification Contract, to Provide Additional Apache Aviator Integrated Helmets to the US Army



Elbit Systems of America, LLC, a wholly owned subsidiary of Elbit Systems Ltd., was awarded an approximately \$12.7 million contract to provide Apache Aviator Integrated Helmets (AAIH) to the United States Army. Work will be performed over a two-year period and will

be conducted at Elbit Systems' facility in Fort Worth, Texas.

"We have specifically designed the helmet modifications of the AAIH and Apache Integrated Helmet and Display and Sight System to improve safety features and add greater comfort for the Army Aviator," stated Raanan Horowitz, president and chief executive officer, Elbit Systems of America. "This integrated helmet is a key component of the IHADSS-21 system for the AH-64E helicopter, providing exceptional situational awareness and targeting information."

The AAIH will be on display at the Association of United States Army (AUSA) Annual Meeting & Exposition in Washington DC, October 13-15 in Elbit Systems of America's booth, #1139, Hall A.

#### About Elbit Systems of America, LLC

Elbit Systems of America is a leading provider of high performance products, system solutions, and support services focusing on the commercial aviation, defense, homeland security, cyber security, and medical instrumentation markets. With facilities throughout the United States, Elbit Systems of America is dedicated to supporting those who contribute daily to the safety and security of the United States. Elbit Systems of America, LLC is wholly owned by Elbit Systems Ltd. (NASDAQ and TASE: ESLT), a global electronics company engaged in a wide range of programs for innovative defense and commercial applications. For additional information, visit: http://www.elbitsystems-us.com.

#### **About Elbit Systems**

Elbit Systems Ltd. is an international defense electronics company engaged in a wide range of programs throughout the world. The Company, which includes Elbit Systems and its subsidiaries, operates in the areas of aerospace, land and naval systems, command, control, communications, computers, intelligence surveillance and reconnaissance ("C4ISR"), unmanned aircraft systems ("UAS"), advanced electro-optics, electro-optic space systems, EW suites, signal intelligence ("SIGINT") systems, data links and communications systems and radios. The Company also focuses on the upgrading of existing military platforms, developing new technologies for defense, homeland security and commercial aviation applications and providing a range of support services, including training and simulation systems.

For Further Information Click Here

Or contact

Shari Clarkson +1-682-286-2363

sharon.clarkson@elbitsystems-us.com

#### Epicos 2014

# **Epicos Newsroom**

### Etihad Airways sees 29% revenue surge in Q3



Abu Dhabi's Etihad Airways said Tuesday it posted a 29 percent surge in revenue to \$1.8 billion in the third quarter, thanks to rising numbers of passengers and cargo volume.

The fast-growing carrier said 3.9 million passengers flew with Etihad between July and September, a 30 percent increase on the same period in 2013.

Etihad cargo also transported 144,498 tonnes of freight and mail, a nine percent rise on last year's third quarter last year.

The government-owned carrier did not say whether it registered any profits or losses.

"We are confident about sustaining our profitability in 2014," Etihad chief James Hogan said in a statement.

He said the carrier's codeshare partnerships and minority investments in other airlines have continued to produce strong results despite "industry challenges such as volatile oil prices, economic and political instability, overcapacity in the market, and access constraints".

The company is turning Abu Dhabi into a major travel hub between the West and Asia and Australasia.

Etihad carried 11.5 million passengers last year, earning \$6.1 billion in revenue, of which it kept \$62 million as profit.

The company agreed in June to acquire 49 percent of Italy's debt-laden Alitalia, widening its reach into the European market.

Launched in 2003, Etihad is expanding rapidly and has bought minor shares in several smaller carriers around the world as it competes with larger Gulf rivals Emirates and Qatar Airways.

Etihad owns 29 percent of Air Berlin, 40 percent of Air Seychelles, 19.9 percent of Virgin Australia and three percent of Irish carrier Aer Lingus.

It also has a 24-percent stake in India's Jet Airways.

Source: 2014 AFP, Agence France-Presse (AFP)

**Special Focus: Southeast Asia** Epicos 2014

Ukraine parliament confirms new defence minister

Ukraine's parliament on Tuesday confirmed National Guard chief Stepan Poltorak as the

former Soviet state's fourth defence minister since Russia's annexation of its Crimea

peninsula in March.

President Petro Poroshenko nominated the head of the frontline forces fighting pro-Russian

insurgents in the separatist east after his predecessor Valeriy Geletey submitted his

resignation under intense pressure.

Poltorak's candidacy was approved in a 245-1 vote.

Geletey bore the blame for allowing a contingent of Ukrainian soldiers to be trapped near

the Russian border in late August by better-equipped insurgents who outnumbered them.

More than 100 troops died after trying for days to hold off the rebels without any support

from nearby Ukrainian units.

The bloodbath shocked the nation and soon prompted Kiev to sign a Russian-backed truce

agreement with separatist leaders granting them limited self-rule.

Poroshenko called Poltorak a man "of great military experience who enjoys broad respect

among members of the (eastern campaign) and has a strategic vision of defence industry

reforms."

The 49-year-old career military man asked parliament to give him time to rebuild the

underfunded and demoralised force.

"Ukraine needs peace, and only a modern, well-trained and well-supplied mobile armed

forces can guarantee this peace," he said.

**Source:** 2014 AFP, Agence France-Presse (AFP)

**Special Focus: Southeast Asia** 

Epicos 2014

Norway extends military conscription to women

Norway on Tuesday voted to extend military service to women, saying the step was meant

to expand the talent pool for its armed forces.

"We wish to extend military service to all in order to attract the most motivated and

competent (recruits)," Minister of Defence Ine Eriksen Soereide told news channel TV2 after

parliament adopted amendments to two laws paving the way for the change.

Most European countries have abolished conscription in favour of a professional army, but

Norway has instead said it wants to ensure its military is more competent and diverse by

making it "gender neutral".

The new policy will come into effect in 2016, bringing the Nato country, which operates a

weak form of mandatory military service, more in line with Israel than other European

nations.

But the change, first proposed by the previous centre-left government, is unlikely to affect

more than a small fraction of young Norwegians.

Some 8,000 people -- including some 1,000 women, all volunteers -- are currently called up

for military service each year out of a potential 60,000.

Norway had an official target of reaching 20 percent women in the army by 2020 under the

previous administration but the right-wing government, which took power last year, has not

committed to gender targets.

**Source:** 2014 AFP, Agence France-Presse (AFP)

Indonesia's Garuda makes \$5.0 bn plane order: Boeing

Indonesian flag carrier Garuda has placed an order for 50 planes worth almost \$5 billion, US

plane giant Boeing said, as competition heats up for passengers in Asia's increasingly

crowded skies.

Garuda ordered 46 of Boeing's new 737 MAX 8 jets and is converting existing orders for four

737-800s to 737 MAX 8s, the plane manufacturer said.

The purchase is worth \$4.9 billion at current list prices, although airlines typically receive

large discounts for big orders.

**Special Focus: Southeast Asia** 

Epicos 2014

"This order helps continue our commitment to offer the people of Indonesia and Southeast Asia the most comfortable, most efficient air travel in the region," said Emirsyah Satar, Garuda chief executive officer.

The aviation sector in Indonesia, the world's fourth most populous country with 250 million people, has grown rapidly in recent years as an economic boom creates a new class of consumers.

Garuda, a state-owned, full-service airline, is facing stiff competition from budget carriers in the region, such as fellow Indonesian outfit Lion Air -- which has expanded rapidly -- and Malaysia's Air Asia.

The announcement marks the latest phase in an impressive turnaround for the airline.

In the 1990s and early 2000s the airline was plagued by problems, including heavy debts and a poor safety record, but Satar has successfully turned it around since his appointment in 2005.

It was the first Indonesian firm to be allowed back into European Union airspace in 2009 after a ban was imposed across the country's airline industry.

The 737 MAX family of aircraft are single-aisle jets that carry around 200 passengers. Boeing says they are the most fuel-efficient 737s to date, a key selling point as airlines struggle with high fuel prices.

Garuda currently operates 77 Boeing 737s, Boeing said in a statement announcing the purchases Sunday. It did not say when Garuda would start to take delivery.

Source: 2014 AFP, Agence France-Presse (AFP)

ATK Awarded \$204 Million to Supply Range of Munitions to U.S. Army and International Allies

ATK (NYSE: ATK), a world-leading producer of ammunition, precision weapons and rocket motors, announced today that it has been awarded multiple contract awards with the U.S. government to supply non-U.S. standard ammunition (NSA) for the Department of Defense in support of international allies. The combination of awards received in August and September 2014 under ATK's Indefinite Delivery/Indefinite Quantity and Basic Ordering Agreement contracts total \$203.7 million.

Under the terms of the contract awards, ATK will supply a range of ammunition and munition products.

"We are honored to support our Army customer in every facet of ammunition requirements they may have, and these significant awards will continue ATK's legacy of commitment and performance to the U.S. Army NSA program," said Kent Holiday, vice president and general manager of ATK's Small Caliber Systems division.

"ATK's ability to satisfy varied munitions needs provides a strategic advantage to the United States as it supports its allies across the globe," said Mike Kahn, president of ATK's Defense Group.

ATK has been the leading supplier to the NSA program since its inception. ATK is the operator of the U.S. Army's Lake City Army Ammunition Plant in Independence, Missouri, where it is the leading manufacturer of small caliber ammunition for the U.S Department of Defense.

ATK's Defense Group is an industry leader in providing innovative and affordable ammunition, precision and strike weapons, electronic warfare systems, and missile components across air-, sea-, and land-based systems.

ATK is an aerospace, defense, and outdoor sports and recreation company with operations in 21 states, Puerto Rico, and internationally. News and information can be found on the Internet at www.atk.com, on Facebook at www.facebook.com/atk, or on Twitter @ATK.

Certain information discussed in this press release constitutes forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. Although ATK believes that the expectations reflected in such forward-looking statements are based on reasonable assumptions, it can give no assurance that its expectations will be achieved. Forward-looking information is subject to certain risks, trends and uncertainties that could cause actual results to differ materially from those projected. Among those factors are: changes in governmental spending, budgetary policies and product sourcing strategies; the company's competitive environment; the terms and timing of awards and contracts; and economic conditions. ATK undertakes no obligation to update any forward-looking statements. For further information on factors that could impact ATK, and statements contained herein, please refer to ATK's most recent Annual Report on Form 10-K and any subsequent quarterly reports on Form 10-Q and current reports on Form 8-K filed with the U.S. Securities and Exchange Commission.

Media Contact: Investor Contact: Bryan Kidder Michael Pici

Phone: 410-864-4932 Phone: 703-412-3216

Source: PR Newswire Association LLC, ATK