

OCTOBER 10 / 11, 2018
BORDEAUX - MÉRIGNAC (FRANCE)

UAV

SHOW

5TH EDITION
EUROPE'S LARGEST
PROFESSIONAL DRONE
AIRSHOW & EXHIBITION

OCTOBER, 12
TESTS AND
DEMONSTRATIONS
FLIGHT TEST AREA
SAINTE-HÉLÈNE
(LF3327)



JAPAN
GUEST OF HONOR



70 EXHIBITORS
CONFERENCES & ROUNDTABLE MEETINGS
BUSINESS MEETINGS

An event organized by



MEDIA KIT
SEPTEMBER 2018



François Baffou,
Bordeaux Technowest
General Manager

*François Baffou is
expecting 70
exhibitors for the 5th
edition*

2018: THE FIFTH EDITION WILL BREAK RECORDS

For the 5th edition, we have 5 goals: bring together the actors, develop, consolidate. UAV SHOW is, more than ever, the first and the largest European professional unmanned vehicles show.

8 years ago, when we launched the first edition, we could not imagine that much success. We could not dream that after only 5 editions, it would break records, in terms of number of exhibitors and visitors, even before it started. 3 months before the opening, 70 exhibitors have booked and confirmed their attendance, and not only start-ups, but the biggest stakeholders in the industry.

5 themes, 5 essential future issues, will structure debates and discussions: data management, UAVs in the city, long haul, automation and risk management. UAV SHOW proposes a professional convention, with high level conferences, one to one business meetings, an international exhibition with Japan as guest of honour this year. UAV Show 2018, co-organized by Bordeaux Technowest and Congrès et Expositions de Bordeaux, is unique in Europe. It is the only show which offers, in

addition to a 2 days exhibition, a third day dedicated to in-flight presentations. The display and flights will take place on the new site of Saint-Helene, in the Medoc area, about 20 km from the exhibition in Merignac. This site has been created especially for drones, in close cooperation with DGAC, the French Civil Aviation Authority.

So it is most probably these 3 very busy days, with displays, exhibitions, flights, conferences, meetings, not mentioning a gala dinner, which explain the success of the past editions and the expected triumph of the 5th edition. A perfume of success, unanimously appreciated.

CEB, THE LOCOMOTIVE OF BUSINESS TOURISM

Congrès and Expositions de Bordeaux (CEB) operates Bordeaux's Parc des Expositions, Palais des Congrès, Hangar 14 and the Congress Center Cite Mondiale in Bordeaux. A major operator for business tourism in the Nouvelle Aquitaine Region, Congrès et Expositions de Bordeaux employs 107 people and its activity focuses on 2 main trades.

Events hosting, with the brand « Bordeaux Events », whose skills are directed to institutional clients, non profit organisations, learned societies, and international, national or regional companies.

Events production, events produced by CEB alone or in partnership with other organizers. These events, directed to professionals or general public, cover a wide range of activities: agriculture, food, wine,

sport, and sport competitions, aerospace, hotels, restaurants, and catering,

In all, it is 325 events, hosted and organized in 2017 on the sites operated by CEB, which represent 960.000 visitors, and generate important economic outcome. CEB's ambition is to contribute to the regional and the Bordeaux Metropole development, thanks to the dynamism of these fairs and shows, to the hosting of important international congresses, For the local companies who uses our infrastructures, there are many opportunities: technology and markets tendencies watch, prospect new clients, get ready for exportation, and for very small companies, access regional markets.

UAV SHOW's fifth edition is co-organized by CEB and Bordeaux

Technowest covers these issues. The ambition is to participate to the development of the Nouvelle Aquitaine competitiveness clusters, to help Bordeaux Technowest in their effort to structure the drones sector, which benefits from major assets in the region : prime contractors, research and training centres, large network of SMEs and start-ups. These assets position our territory as a leader on the drones sector.

Cooperate, communicate, share, there are the key words which will contribute to the success of this 5th edition and will carry the ambitions of the whole sector: companies, designers, researchers.



Eric Dulong, CEB President.

*Cooperate,
communicate, share,
there are the key words
which will contribute to
the success of this 5th
edition*

UAV SHOW AND THE DRONES MARKET IN 2018

A YOUNG MARKET



According to the Pipame survey 2017, the market is getting structured.

The drones sector is getting structured, although it is difficult to predict its evolution. At the moment, the biggest problem is the partition in a number of very small niches, each of them with different needs, and different skills. Moreover, there are many differences between local, regional and national demands for competitiveness, safety and quality. Adaptation to changes and need of new skills are a problem for most small companies. The public's acceptance of drones is also a problem, mainly when it concerns the surveillance of public space, because it opens the discussion on respect of privacy. On the contrary, the French industry's strong innovation capacity is an important asset.

REGULATIONS

In France and Europe, regulations are converging towards a logic of risk management. Limitations are enforced according to the type of drone, and the technological progresses. The objective is to keep an acceptable level of risk for people and property, and other users of air space. The issue is avoid blocking the development and technological progress, while maintaining an acceptable level of safety.



TECHNOLOGY

Beyond technologies linked directly to the type of services rendered by drones, (payload, data treatment systems) the regulations demands for safety and reliability imply other developments. DRLeS drones doiventones must be solidly built, to avoid components failures, and also to be able to detect and avoid other trafics. The French competitiveness depends mostly on the capacity to comply to these safety demands, and to the regulations prescriptions, to limit the risks.

COMPETITIVENESS

The development of export sales for the French civil drones sector depends mostly on the capacity to design, build and sell systems complying to the demands of the safety regulations. Many constraints limit the day to day use of drones, these constraints come from the fact that most existing drones were not built with quality standards which guarantee security. To wave these limits, conceptors and manufacturers must work on the conception of systems, to avoid components failure, and also on the possibility to respect the air regulations, that is to say to detect and avoid other trafics,. If these conditions are respected, the French industry has all assets to become a leader in the next few years.

WORKSHOPS OCTOBER 10TH & 11TH

WEDNESDAY OCT 10TH

11h10-12h : SELENE AVOCATS – thème : “Drones Cybersécurité et RGPD”

14h-14h50 : ALTAMETRIS et ONERA - thème : « L’alliance de la recherche et de l’industrie : un ciel plus sûr pour tous. L’exemple des travaux de l’ONERA et d’ALTAMETRIS »

16h30-17h20 : AIR MARINE – thème : “Drones autonomes VS drones automatiques »

THURSDAY OCT 11TH

9h-9h50 : SURVEYCOPTER (thème à confirmer)

13h-13h50 : ENEDIS - theme : « Formation et Organisation de « l’Escadrille Drones » d’ENEDIS »

14h20-15h10 : GRANDE-BRETAGNE, Département du commerce extérieur. Theme “Opportunités au Royaume-Uni pour les drones, focus sur le secteur de l’éolien en mer et le Pays de Galles »

IN FLIGHT PRESENTATIONS ON OCTOBER 12TH

- Aeronef Services
- Air Marine
- Altametriss SNCF
- Azur Drones
- Enedis
- Engie & Aeromapper

A dedicated area for flights, on October 12th, in Sainte-Helene (Medoc).

For the first time this year a whole day will be dedicated to flights and static displays. It is located in Sainte-Hélène, on the new CESA drones flight tests centre. The access will be facilitated for Press.



CONFERENCES

WEDNESDAY OCT 10TH

14h-17h : International scientific conference AETOS (2nd part on Thursday Oct 11th, 9h-12h) :
« Unmanned & Swarming »

<http://www.labri.fr/perso/chaumett/unmanned-and-swarming-2018/>

This conference is the fifth in the series on Unmanned Systems and Autonomous Swarming with applications to real-world scenarios. It focuses on unmanned systems (air, ground sea, underwater, etc.), supportive technologies, software environments and the associated key research issues. The aim is to bring together the community and to provide an opportunity to share experiences and views of current trends and activities in the domain.

Registration fees:

250 € for permanents

100 € for students

17h-18h30 : 3AF Conference: Drones technical commission , « Role of the pilot in tomorrow's drones.»

Speakers:

Henri MICHEL – Président Commission Technique Drones – Directeur adjoint de la Prospective Dassault Aviation.

Jean Louis ROCH – Directeur de Programmes Drones Thales

Caroline ESNARD – Expert Ergonomie, Facteurs Humains - Bertin Technologies, devenue Human Design Group

Colonel Jean Patrick BORJA – Expert Drones – Direction de la sécurité aéronautique d'État



THURSDAY OCT 11TH

9h-12h : CONTINUATION OF THE Aetos Conference

12h-13h20 : Conference SDIS. Thème : « the use of UAVs in homeland security and safety missions.

Speaker: Commandant Eric Rodriguez (SDIS 13), Référent national drone auprès du Ministère de l'intérieur (DGSCGC)

EXHIBITORS 2018 - UPDATED SEPTEMBER 20TH

For its 5th edition, UAV SHOW gathers 70 exhibitors, a proof of its attractiveness. And also of the quick growth of the market. An interesting point is that exhibitors book larger spaces, which shows that the market is getting structured.: start ups leave place to larger , performing SMEs.

| | | |
|--|-------------------------|------------------------|
| ACAL BFI FRANCE | GRUPE QUALICONSLT | UNIVERSITE DE BORDEAUX |
| AEROCAMPUS | INPIXAL | • GREThA |
| AEROMAPPER | LYNXDRONE | • LABRI |
| AERONEF SERVICES | MATEDUC COMPOSITES | • LABORATOIRE IMS |
| AEROSPACE VALLEY | MC2 TECHNOLOGIES | • IMA |
| • COOPOOL | MILTON | • INP |
| • MULTIDRONE | MUGEN | • SCIENCES AGRO |
| • ANYWAVES | ONERA | • ESTIA |
| AETOS | PAVILLON JAPONAIS : | |
| AIRCAR | • NIKON TRIMBLE | |
| AIR COURTAGE | • OPTIM | VISIO AND CO |
| AIR MARINE | • TAMAISHI JUKI | |
| AIRTELIS (RTE) | POSITICS | |
| AKEROS | QSQUARE AEROSPACE | |
| ALTAMETRIS | • AT2 CONSULTING | |
| ASMAN TECHNOLOGY | REFLET DU MONDE | |
| ATLANTAS ASSURANCES | ROBOTICS INDUSTRY | |
| AZUR DRONES | SAFE CLUSTER : | |
| BORDEAUX METROPOLE / BORDEAUX TECHNOWEST | • ALSTAR | |
| BOREALC | • ATECHSYS | |
| CDC HAUTE-SAINTONGE POLE AERONAUTIQUE | • SCALIAN | |
| CED (ALMA CANADA) | • SILKAN | |
| CINODIS | • UAVIA | |
| CITC EuraRFID | SANDOW TECHNICS | |
| CLEARANCE | SELENE-AVOCATS | |
| CONSEIL REGIONAL DE NOUVELLE-AQUITAINE | SUD-OUEST CAOUTCHOUC | |
| DGAC | SUEZ | |
| ELISTAIR | • DRONISOS | |
| ENEDIS | SURVEY COPTER | |
| • HINOV | THALES UK | |
| ENGIE | UK DEPARTMENT OF INTER- | |
| FPDC | NATIONAL COMMERCE | |
| GAN ASSURANCES (BRUGES MEDOC) | | |

HIGH LEVEL DISCUSSION PANELS

WEDNESDAY OCT 10TH

INTRODUCTION KEYNOTE BY BRUNO SAINJON, DIRECTOR OF ONERA

9h30-10h50 : European regulations: implementation, future issues, integration into air space

| | |
|-----------------------|---|
| Commission Européenne | Jean-Pierre Lentz, DG Grow Policy Officer |
| Skyguide | Florent Béron, Senior Corporate Strategy Expert |
| DGAC | Nicolas Marcou, Directeur de programme Drone |
| FPDC | Christophe Mazel, Délégué aspects normatifs et internationaux, ASD/STAN, coordinateur DSWG8 « Unmanned Aircraft Systems » |

15h-16h20 : Civilian drones and homeland security

| | |
|--------------|--|
| SGDSN | COL Christophe Michel Chef Mission interministérielle de sécurité aérienne |
| Gendarmerie | COL Jean-François Morel, Chargé de mission auprès du DOE |
| Country rep. | TBC |
| Country rep. | TBC |
| ONERA | Henry de Plinval, Directeur du Programme Drones |
| FPDC | Mariane Renaux, Présidente. |

THURSDAY OCT 11TH

10h-11h20 : Training

| | |
|---------------------|--|
| ENEDIS | Michel Cordonnier Chef du service appareillage |
| BeUAS | Laurent Geeraerts, Secrétaire de la Fédération, expert formation |
| FPDC | Erwin George, Délégué formation |
| Centre de formation | Patrice Rosier, Co-fondateur et co-gérant |
| DGAC | Bertrand Huron, Adjoint pôle personnel aviation civile, DSAC/ERS |
| ENAC | Dominique Vial, Coordinateur des formations drone. |

14h-15h30 : New practices

| | |
|---------------------|--|
| Altametris/SNCF | Flavien Viguier Directeur général adjoint |
| Limagrain | Laurent Barthez Directeur agriculture numérique |
| DGAC | Carine Donzel, Secrétaire générale du Conseil du Drone Civil |
| Aerospace Valley | Yann Barboux, Président |
| Cdiscount | Aymeric de Ferrières, Directeur Performance et Innovation Supply Chain |
| Apave Aéro-Services | Jean-Philippe Renaud, Directeur du développement |
| Bordeaux Technowest | François Baffou, Directeur général |

INFORMATIONS, REGISTRATIONS :

Exhibitors contact : Nicolas Martin, Alexis Mougneres
n.martin@technowest.com +33 (0)556124075
a.mougneres@technowest.com - +33 (0)556124075

Press Officer: Patricia Lamy
lampatricia@orange.fr ☎ +33 (0)608848408

SOCIAL EVENTS:

Official opening: mercredi 10 OCTOBRE 2018 : 11h30-12h20 > Pin Galant

Gala dinner : mercredi 10 OCTOBRE 2018 : dès 20h > Cap Sciences, (invitations only)

DOWNLOAD THE ACCESS MAP:

[http://www.lepingalant.com/website/
comment_acceder_au_pin_galant_&400&5.html](http://www.lepingalant.com/website/comment_acceder_au_pin_galant_&400&5.html)

PARTENAIRES UAV SHOW 2018

PARTENAIRES INSTITUTIONNELS



PARTENAIRES PREMIUM



Pavillon japonais



EXPOSANTS PARTENAIRES



PARTENAIRES OFFICIELS



FOURNISSEURS OFFICIELS



PARTENAIRES MEDIA

