

# 15<sup>TH</sup> INTERNATIONAL DEFENCE AND SECURITY TECHNOLOGIES FAIR



29–31 MAY 2019

BRNO – CZECH REPUBLIC



[www.idet.cz](http://www.idet.cz)



**C**entral  
**E**uropean  
**E**xhibition  
**C**entre

BVV  
  
Veletřhy  
Brno

# SECURITY FAIRS 2019

## COMPREHENSIVE SOLUTIONS FOR SECURITY



- strong international participation of exhibitors and trade visitors
- visits by official foreign guests and delegations from many countries of the world
- leading show of the defence industry of the NATO countries
- support of Defence and Security Industry Association of the Czech Republic and other bodies
- participation of the most important political and military leaders of the Czech Republic
- attractive supporting programme – conferences, seminars, networking
- **GOLDEN IDET AWARD** – best exhibits competition
- **IDET ARENA** – military, fire fighting and police displays

### Trade fair profile

Weapons and ammunition • battle tanks, vehicles and means of transport • aircraft • command and communication systems • observation and marking equipment • personal security and protection • radars and radio technical systems • maintenance and repairs of equipment • C4I2 systems • logistics and service • specialized literature, associations, institutions

### Under the Auspices of

- President of the Czech Republic
- Prime Minister of the Czech Republic
- Ministry of Defence of the Czech Republic
- Chief of General Staff of the Armed Forces of the Czech Republic
- Ministry of Industry and Trade of the Czech Republic
- Ministry of the Interior of the Czech Republic
- Ministry of Foreign Affairs of the Czech Republic
- Defence and Security Industry Association of the Czech Republic

### Cooperating organization and coorganizers of the supporting programme

- Defence and Security Industry Association of the Czech Republic
- Armed Forces of the Czech Republic
- AFCEA Czech Chapter
- Jagello 2000
- Administration of State Material Reserves – Czech Republic
- Association of Aircraft Producers of the Czech Republic
- Defence University Brno
- Association of Arms and Ammunition Producers of the Czech Republic
- Czech Proof House for Arms and Ammunition
- AGA – Association of the Technical Security Services

### Media partners

- Main media partner for the Czech Republic **MS Line**
- Main media partner for Slovakia **Magnet Press**
- Exclusive media partner for foreign countries **Mönch Publishing Group**
- Online news of the fair **Army Recognition**

natoaktual.cz, Střelecká revue, defence-industries.com, Small Arms Defense Journal, ARMSCOM, Defence 24 com, Wojsko i Technika, European Security+Defence, Armada International



# IDET 2017 – exhibitors

**388** exhibiting companies

from **30** countries

**58%** from abroad



**Turkey – Partner Country of IDET 2017**

## Largest foreign participations

Turkey, Austria, Germany

## List of represented countries

Austria, Belgium, Bulgaria, Canada, China, Czech Republic, Denmark, Estonia, France, Germany, Gibraltar, Great Britain, Hungary, Israel, Italy, Japan, Lithuania, Luxembourg, Netherlands, New Zealand, Norway, Poland, Russia, Slovakia, Sweden, Switzerland, Turkey, Ukraine, United Arab Emirates, USA

## Exhibitors by branches



# IDET 2017 – visitors

Total of **32,828** visitors from **48** countries

**1,184** registered foreign visitors

The highest number of foreign visitors came from Slovakia, Poland, Austria, Germany and Turkey.

**Visitors' preference: IDET 76.1%, PYROS + ISET 23.9%**

**223** journalists from **10** countries accredited for the event.

Security day on 3 June 2017 was visited by **6,522** visitors.

## The visitors came from these countries:

Austria, Belgium, Brazil, Bulgaria, Canada, China, Croatia, Czech Republic, Denmark, Egypt, Finland, France, Germany, Great Britain, Greece, Hungary, Indonesia, Ireland, Israel, Italy, Japan, Kazakhstan, Latvia, Lithuania, Macedonia, Moldavia, Netherlands, Norway, Pakistan, Philippines, Poland, Romania, Russia, Rwanda, Serbia, Singapore, Slovakia, Slovenia, South Africa, South Korea, Spain, Sweden, Switzerland, Togo, Turkey, Ukraine, United Arab Emirates, USA

## Which branches were the visitors most interested in



## Foreign Delegations at IDET 2017

**Official delegations and representatives of foreign armies from 17 countries, invited by Minister of Defence of the Czech Republic and Chief of General Staff of the Armed Forces of the Czech Republic, came to the fair from:** Austria, Belgium, Brazil, Egypt, France, Germany, Hungary, Kazakhstan, Latvia, Macedonia, Norway, Philippines, Poland, Rwanda, Slovakia, Sweden, Turkey

Detailed information on  
[www.idet.cz](http://www.idet.cz) – Final Report

# IDET ARENA 2019

Attractive terrain polygon for static and dynamic demonstrations of military, fire fighting and police equipment



## GOLDEN IDET AWARD 2019

Best innovation exhibits competition

### Categories:

- Military and security equipment
- Military and security communication and information technologies
- Military and security logistics and services
- Training and preparation of military and police professionals

## SECURITY DAY on 1 June 2019

In the year 2017 it was visited by 6,522 visitors



## CYBER PAVILION

applied current trends in cyber security



# Quotes about the fairs

I welcomed the invitation to IDET as I believe that the arms industry is an industry just like any other and arms exporters must be supported just like all the others.

**Miloš Zeman, President of the Czech Republic**

The Army and the Ministry of Defence of the Czech Republic strongly cooperate on IDET, I take this as a matter of course and I will especially appreciate if IDET gets visited by as many citizens as possible. The public may learn at the fair, what technology the army is using and at the same time it is an opportunity to find out what Czech companies offer. Everything, what is made in this country and is of the required quality and adequate price, we buy here. And it is also why IDET is important.

**Martin Stropnický, Minister of Defence of the Czech Republic**

The army is present at every IDET edition. This year, there are close to three hundred soldiers here who support the exhibition and fifty pieces of equipment, i.e. ground and air force equipment. This is a good opportunity to show how the army has evolved and what equipment it uses. And we feel really at home here.

**Josef Bečvář, Chief of General Staff of the Armed Forces of the Czech Republic**

Unfortunately, there is no ideal world of good. That is why there must be an army, security forces and security fairs. I believe that the IDET/PYROS/ISET fairs will contribute to improving our security.

**Jiří Kuliš, CEO, BVV Trade Fairs Brno**

At the trade fair we signed an agreement between DSIA and our Hungarian counterpart, the Hungarian Defence and Security Industry Association, which aims at closer cooperation. We want to protect our industry and we wish to invite other countries, such as Austria, Slovakia or Slovenia to join forces to counterbalance pressures of large corporations.

**Jiří Hynek, President of the Defence and Security Industry Association of the Czech Republic**

We take part in various defence trade fairs around the world, with IDET being one of the prominent ones. We are pleased to be a regular participant at the IDET fair and this year we have even become the partner country. This confirms the emphasis we place on the cooperation between the Czech Republic and Turkey in all areas including the defence industry.

**Fethi Etem, First Secretary of the Turkish Embassy in Prague and Deputy Ambassador**



# Exhibitors' View

We are pleased to be able to present our products to the professional and general public. IDET was larger than last time, but on the other hand there were a lot of lay visitors here but we do not mind because our products are intended to serve people across the individual sectors. We received the GOLDEN IDET for the BM-21 vehicle, which is a modernized rocket launcher built on the Tatra chassis. Overall, about two thousand people came to visit our stand. For three days we held continuous negotiations in all areas offered by our stand, which was the largest at the fair, we occupied over 500 m<sup>2</sup> of indoor space and another 400 m<sup>2</sup> outdoors. We signed several cooperation agreements, several memoranda, and met both the existing as well as new business partners.

**Lukáš Novotný, Marketing Manager,  
CZECHOSLOVAK GROUP**

This year's IDET is far better than the one two years ago, there were many more political and army representatives as well as the public coming here. We expanded our stand and brought interesting exhibits here attracting the interest of visitors. We have a very positive opinion of the fair and we are satisfied with the business, too.

**Martina Jelenová, Office Manager, BAE Systems**

After years of minor downturn we can see again the interest in IDET also based on the number of exhibited pieces of equipment. It is apparent that everything is on the rise. The growing interest of exhibitors is related to the increased army budgets and its increased purchases. The expected business meetings took place at our stand and we were satisfied with the participation. For the first time we have introduced to the professional public what we are able to deliver.

**Branko Krištof, Business Manager, MPI Group**

This year's IDET was very interesting both from the point of view of the visitors and certainly also for us, the exhibitors. We liked it in business terms but also the goods that were here to see. We are satisfied.

**Juraj Urban, Managing Director,  
General Dynamics European Land Systems – Czech**

I consider this edition as very successful, the entire Hall P is full and a number of foreign and domestic delegations have arrived. IDET is a major social event and has turned out very well. We are satisfied both in business and social terms.

**Zdeněk Zachař, Sales Manager,  
AERO Vodochody AEROSPACE**

This year's IDET can only be described as positive. There was a number of foreign companies here, of course there is a lot at stake, new tenders are out attracting interest. Strong stakeholders seeking to win a tracked vehicle contract have sent their best technology and teams of people here. If we were to hold so many meetings with so many people all over Europe, we would need at least a quarter of year, but here we can manage the same within three days. All negotiations we have had here have resulted in concrete proposals which is a major difference compared to the past. We hope that these negotiations will lead to concrete cooperation in the future.

**Ivo Veselý, Head of BU Land Systems, RayService**

This is our first time at IDET. In our portfolio we have a range of products suitable for the army, rescue services and similar entities, which we have been offering in the Czech Republic for only two years and therefore this is our premiere cross-section presentation of our offer. We are very happy with the business here; I have held meetings with people from our target group, i.e. soldiers, fire-fighters and rescue workers. We could talk in person about different details of the technology, which was certainly a benefit and I have also arranged further meetings and product presentations for the future. The total offer presented at IDET is excellent, there are interesting technologies here, many of which complement our products. I think that the trade fair standard was very high.

**Jiří Musil, Sales Specialist, KÄRCHER**



