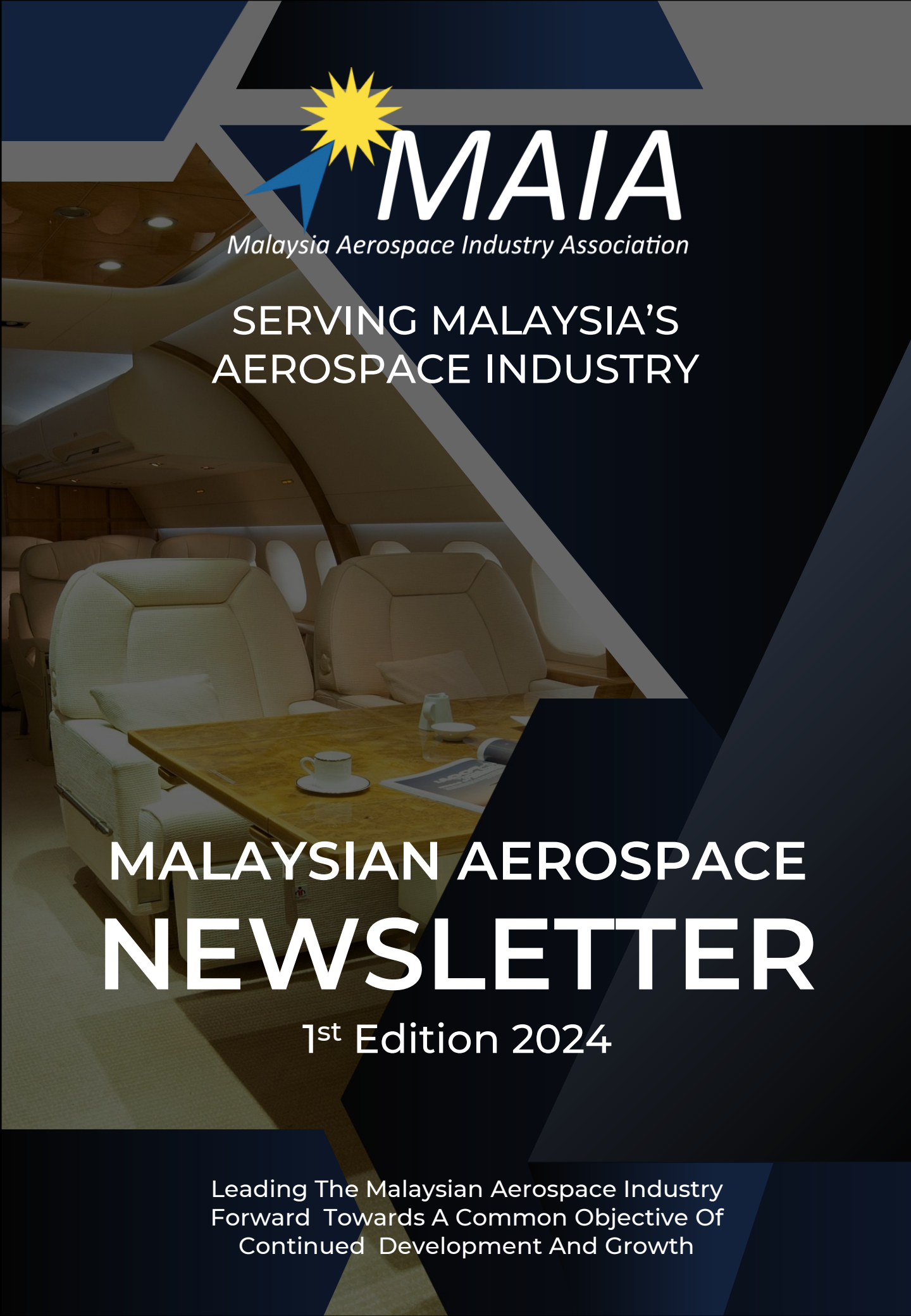

MAIA

Malaysia Aerospace Industry Association

SERVING MALAYSIA'S AEROSPACE INDUSTRY

MALAYSIAN AEROSPACE NEWSLETTER

1st Edition 2024

Leading The Malaysian Aerospace Industry Forward Towards A Common Objective Of Continued Development And Growth

FROM THE DESK OF MAIA EXECUTIVE OFFICE

David A Jones
Managing Director
MAIA

As the aviation industry continues to witness strong travel demand, IATA forecasts global airline revenues to grow by 7.6% in 2024. This is even, as advised in a recent World Bank report, global economic growth is set to slow. This is supported by the impact of tighter monetary policies, weaker global trade and investment and possible escalation of geopolitical issues.

With the continued surge in global travel demand, major airframe manufacturers are pressing for increased production rates. Airbus figures showed aircraft deliveries over the past year were 735 which exceeded their original year end target. Meanwhile Boeing achieved total deliveries of 528 even as production issues persist. Similarly, Embraer have seen production increased by 20% over the past year mainly due to strong business jet growth and Bombardier third-quarter results also exceeded analysts' estimates.

Buoyed by this demand as well as significant civil aerospace aftermarket growth each of RTX, GE, Rolls-Royce, Honeywell, Safran, Thales saw similar strong revenue growth over the year. The MRO sector has also recovered strongly with global growth according to Aviation Week expected to expand 26% for commercial transport and grow by 13% for business aviation. Airbus Helicopters also saw a 9% increase in orders during the year.

However, supply chain issues remain and continue to impact global trade and business. Disruptions, bottlenecks and an overall lack of visibility are affecting manufacturers and aftermarket service providers alike due to ongoing shortages of critical materials and components impacting production, delivery timelines and costs for both aircraft and components which in turn are limiting fleet renewals and capacity expansion plans.

In efforts to control this situation, multinationals are now focused on supply chain diversification through re-shoring or nearshoring to politicaly stable countries in efforts to reduce delivery times. Such global supply chain challenges offer opportunities for the Malaysian aerospace sector.

In this respect the fact that the aerospace industry provides an important driver of economic growth and innovation have not gone unnoticed by the Malaysian government. The aerospace sector was accorded special focus in the recently launched New Industry Master Plan 2030. In support, many loans, grants and incentives specifically aimed at the aerospace sector were also introduced by the government. Our association will continue to work with government to capitalise on these opportunities and ensure our common objectives are met.

For Malaysia to take advantage of growth opportunities and ensure it is best placed in the global supply chain we will need to adopt and be aware of key technologies. Firstly, we need to embrace environmental processes to reduce our carbon footprint given its global focus. In this respect there has been progress in reducing Scope 1 and Scope 2 emissions made directly or indirectly during manufacture and maintenance as shown by some of our members including Safran Landing Systems and UMW. However, addressing Scope 3 (flight) emissions is more challenging.

Aviation accounts for 4% of human-induced global warming. Led by ICAO the goal is to achieve net-zero emissions by 2050 and for aviation fuel by 2030 to be 5% less carbon intensive. ICAO has also established objectives to minimise greenhouse gas, waste, water, and energy emissions.

According to IATA the deployment of sustainable aviation fuels as also researched by our member AMIC and indeed by Petronas could reduce carbon dioxide emissions by up to 65%. In addition, new propulsion technologies such as electric, hydrogen and hybrid systems are also being actively studied to lower emissions.

Increasingly global aerospace leaders have been adopting a smart factory approach to provide speed, resilience, visibility and flexibility to processes and workflows to better meet changes in business requirements. This has been through adoption of various digitalisation, automation and new technologies. CTRM have developed an excellent roadmap for encouraging greater penetration throughout their organization which they have kindly shared with our members. Artificial Intelligence has enabled repetitive manual processes to be automated, to predict failures, detect anomalies, and trigger maintenance activities reducing the possibility of errors through analysing significant volumes of sensor data. This aspect of our industry will only grow.

Other aspects of digitalisation such as predictive maintenance help reduce downtime and optimise performance. IoT and machine learning can work together to predict when aircraft components need maintenance. Digital twins provide graphical models that can be used in simulations to test out and predict problems.. The use of robotics and automation are becoming more common and such initiatives have been successfully adopted by GKN Aerospace in Malaysia. These aspects have been previously explored in a paper published by the executive office and will be further covered in more detail in our forthcoming webinar which is planned for the end of the first quarter this year.

Additive manufacturing technology is enabling aerospace manufacturers to produce components which are lighter, yet stronger using less material compared to traditionally manufactured parts and to manufacture parts on demand, increasing the efficiency of the supply chain. Turnkey assembly is also helping companies to streamline the manufacturing processes and offer integrated solutions. This further eliminates the need to engage multiple service providers and suppliers, reducing coordination and procurement costs.

The application of automation and use of such advanced digital technologies are becoming a prerequisite in Malaysia requiring that our talent have the advanced engineering skills and strong digital capabilities even where talent shortage is already acute. This review has commenced through our human capital committee.

One sector experiencing exponential growth is advanced air mobility where the development of air taxis has seen an estimated 700 global eVTOL aircraft concepts and designs in process. It is pleasing to note that our member Aerodyne are on the advisory board of an ICAO advance air mobility committee to ensure our Malaysian voice is heard. However, Malaysia needs to take advantage of this growth opportunity by embarking on drone design and manufacture where thankfully some of our members such as Meraque and Alphaswift are very much involved.

As can be seen the advancement of the global aerospace industry affords excellent opportunities for the Malaysian aerospace sector. This will continue to be supported and promoted by MAIA. This will be through our participation at regional and international forums, conferences and trade shows – the Singapore Airshow being the first of many. We will also continue to arrange trade missions and strengthen our links to the international community. We are also plan webinars and networking sessions as well as reinforce our social media and website presence. To improve our membership engagement, we have also invested in a new website and the purchase of management software. Later this year we also plan more networking sessions as well as a Presidents dinner.

We will continue to work with you to continue to improve our understanding of the key issues impacting your business through more focused advocacy, through our technical committees and tailored workshops. We have also recognised that as an association we need to further improve our members services. In this regard we will continue to work with external partners to offer reduced charges for events, as well as for various training requirements and for legal, insurance, and other support services as well as offer improved ad-hoc support.

As MAIA continues to work with you in supporting your growing business, may we take this opportunity on behalf of our office to wish you a successful and prosperous new year.

David A Jones
Managing Director MAIA

CONTENTS

01 MALAYSIA AEROSPACE INDUSTRY HIGHLIGHTS

[Go back to Contents Page]

SIAEC Unit Signs Subang Deal Establishing Its Third Base Maintenance Hub In Asia-Pacific

SIA Engineering Company (SIAEC) has signed a 15-year lease agreement for two hangars at Sultan Abdul Aziz Airport in Subang with an option to renew for a further 15-year term. SIAEC chief executive Chin Yau Seng says the investment complements the group's component and line maintenance joint ventures in Malaysia. This agreement establishes the group's third base maintenance hub in the Asia-Pacific region.

Malaysia Needs Speed, Scale To Accelerate Sustainable Manufacturing In Aerospace

Malaysia needs both speed and scale to accelerate sustainable manufacturing practices and proactively develop the country's aerospace industry, said Minister of Investment, Trade and Industry Tengku Datuk Seri Zafrul Abdul Aziz.

To that end, he said the country needs partners like Boeing to share its technology and help make sustainable manufacturing a reality in Malaysia.

Citing Boeing's 2017 initiative on its 3D-printed brackets for the galleys of its 787 Dreamliners, the minister commended Boeing on its pioneering sustainability initiatives.

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- Gaining fresh perspective on agricultural land and helpful for mapping
- Time-lapse recording showing the project from beginning to end phase
- Automated when perimeter is violated for security purpose
- Remote, in-the-moment equipment health analysis is made possible
- Efficient solution for searching and rescuing with infrared and night vision camera

What we do?

- ✓ Give media access to hard-to-reach places through drone technology
- ✓ Streamline agriculture management
- ✓ Contribute to safe infrastructure maintenance and management
- ✓ Support law enforcement
- ✓ Saving lives

Why fly with us?

- Exceptional Aerial Imaging, great for capturing stunning aerial images and videos as well as gathering enormous amounts of imaging data.
- Utilise the GPS (Global Positioning System), they may be programmed and controlled precisely to specific locations.
- Most drones can be deployed and operated with relatively minimal experience.

"DRONEY APP" Platform

- The main purpose of the development of this platform is to be a go to site for users to have access conveniently to all drone services in Malaysia.
- All Drone Corporate & Free Lancers in One Platform.
- Categories will range from agriculture, surveillance, inspection, photography and mapping

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[Go back to Contents Page]

Capital A Teams Up With Indonesian Rival Garuda On Airline, Cargo and MRO Businesses

Capital A Bhd has signed three memoranda of understanding to partner long-time rival PT Garuda Indonesia (Persero) Tbk in commercial airline, cargo as well as maintenance, repair and overhaul businesses.

Both parties will explore network expansion in commercial airline business through AirAsia Aviation Group Ltd and Garuda's low cost carrier PT Citilink Indonesia; logistics services between Teleport Everywhere Pte Ltd and Garuda Indonesia Cargo and aircraft maintenance between Asia Digital Engineering (ADE) and GMF AeroAsia.

Aerospace Industry On Track to Meet RM18bil Revenue Target

Malaysia's aerospace industry is likely to meet its revenue target of RM18 billion for 2023, with the industry expected to grow even faster next year as its product portfolio for the global aerospace supply chain expands.

National Aerospace Industry Corporation Malaysia chief executive officer Shamsul Kamar Abu Samah said revenue is estimated to be over RM16 billion as of the third quarter of the current year.

Malaysia Trade Commissioner Organized a Gathering with French Aerospace Industry Players!

Business France collaborated with Malaysia External Trade Development Corporation (MATRADE) to organise the Malaysia-France Aerospace Business Luncheon in Paris, also a post- International Paris Air Show 2023 (Le Bourget) initiative. They updated each other on the current industry developments, policies, new opportunities and current challenges that we can mitigate together. Malaysia is poised to be 'the' aerospace hub in the region with strengths in aero-manufacturing, MRO, training and others.

02 GLOBAL AEROSPACE INDUSTRY HIGHLIGHTS

[Go back to Contents Page]

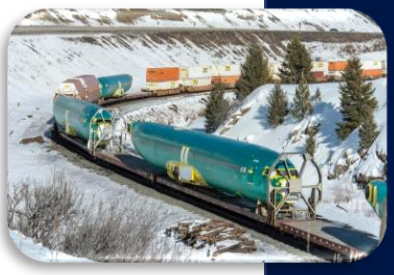
2024 Will Be a Breakout Year for Delivery Drones

Until recently, commercial drone operators were not permitted to fly their aircraft long distances without visual spotters. Having observers staged every mile or so along a drone's route is impractical and costly, which is why companies could not afford to scale up drone deliveries. Instead, they were limited to trips within a mile or so of retail partners like Walmart and Walgreens.

That changed Q3 last year when the Federal Aviation Administration began authorizing some drone operators to fly their aircraft "beyond the visual line of sight" (BVLOS). This key change has opened the door for companies like Zipline, Wing and Amazon to begin more widespread drone deliveries this year.

Airbus 2023 Deliveries Reached Mid-730s, Beating Target of 720

Airbus airplane deliveries reached 735 in 2023, beating a target of 720. The figure suggests Airbus delivered over 50 planes in the last half of December.



Further Aerostructures Consolidation Will Negatively Impact Industry

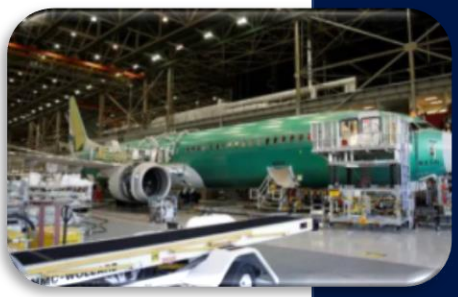
The aerostructures segment is very important to the aerospace and defense industry. Companies within the aerostructures segment tend to be lower margin businesses and historically have been treated as a less attractive commodity due to the airframer's Airbus and Boeing retaining the aircraft intellectual property. These lower margins often lead to financial challenges, constrained cash flow and higher debt positions.

[Go back to Contents Page]

North American Aviation Companies Receive Labour Relief From Foreign Workers, At A Cost

Aerospace supplier CEO Hugue Meloche spends more than C$10,000 for each skilled foreign worker he brings to his factories in the Montreal-area, but says paying those costs is preferable to leaving key positions unfilled while orders boom.

As clients like engine maker General Electric boosted production in 2022, the head of Meloche Group hired 20% of its workforce of 500 from countries like Mexico, Tunisia and Brazil to make up for staffing shortfalls.



FAA Orders Halt To Boeing 737 MAX Production Growth Plan

In a statement, the FAA says it "informed Boeing it will not grant any production expansion of the MAX, including the 737-9 MAX. This action comes on top of the FAA's investigation and ramped up oversight of Boeing and its suppliers. The FAA today also approved a thorough inspection and maintenance process that must be performed on each of the grounded 171 Boeing 737-9 MAX aircraft. Upon successful completion, the aircraft will be eligible to return to service."

Rolls Royce Trent 1000 Engines Powered the World's First 100% Sustainable Aviation Fuel

Rolls-Royce made history once again after Trent 1000 engines powered the world's first 100% Sustainable Aviation Fuel (SAF) transatlantic flight by a commercial airline. The flight has demonstrated the capability of 100% SAF as a safe replacement for jet fuel and provides further proof that there are no engine technology barriers to the use of SAF.

03 WELCOMING MAIA NEW MEMBERS

[Go back to Contents Page]

AIROD Aerospace Technology Sdn Bhd

Airod Aerospace Technology provides maintenance, repair and overhaul services with a focus on narrow body and turbo prop aircraft including the Boeing 737 (Classic, NG & MAX), Airbus A320 family and ATR 42/72 series

AMRACE Sdn Bhd

Amrace empower businesses worldwide to excel in the next generation manufacturing era by sharing advanced manufacturing practices and deploying disruptive technologies. They also prioritize on human capital development, creating skilled jobs and fostering collaboration for global capacity building.

APR AEROSPACE ENGINEERING Sdn Bhd

APR Aerospace Engineering is a member of the APR Group of Companies that has been involved in the Malaysian aerospace industry since 1997. Their services include aircraft maintenance training, aviation manpower provider for the maintenance, repair and overhaul sector, and logistics support on aircraft spare parts and components.

APS Asia Pacific Sdn Bhd

APS Asia Pacific Sdn Bhd is a locally incorporated company of Aircraft Propeller Service, a USA company with its headquarters located in Illinois, USA. They are providing services in propeller maintenance, repair and overhaul with authorization from major propeller OEMs including Hamilton Sundstrand, Hartzell, McCauley, Sensenich and Aero Technologies.

[Go back to Contents Page]

BIBUS METALS Sdn Bhd

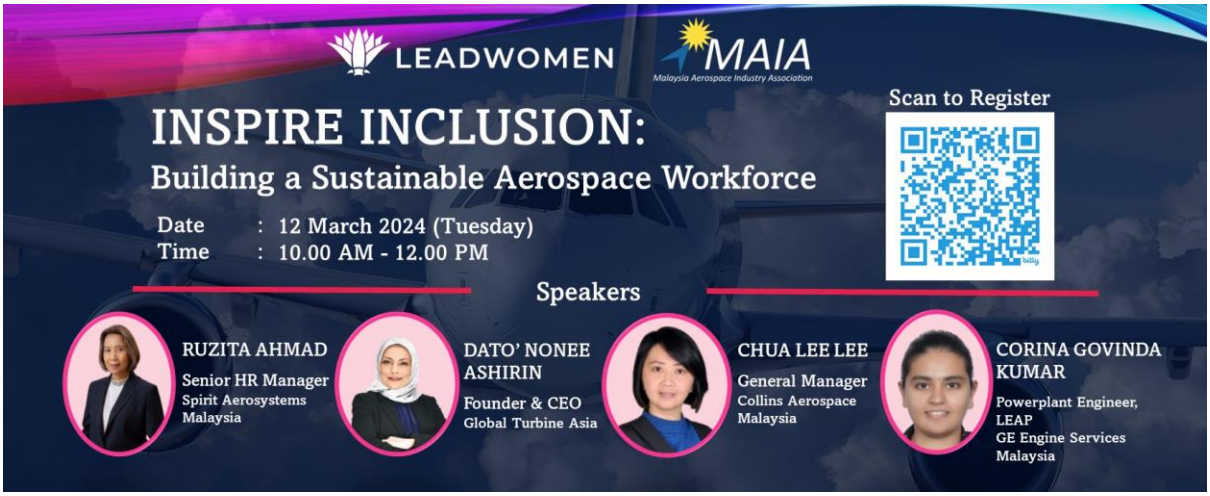
BIBUS METALS Sdn Bhd is a locally incorporated company by BIBUS METALS Group, a Swiss company with headquarters located in Fehraltorf, Zurich. They are the leading supplier of bar, sheet, plate, tube/pipe, wire and strip in high-performance materials. This Malaysia's subsidiary is used as hub for ASEAN and Korea.

Dorthrum Aerospace Sdn Bhd

Dorthrum Aerospace was established in 2008. They offer services in aircraft sales and training which also includes maintenance. Their instructors hold Aircraft Maintenance Engineer's License with endorsement on all types of aeroplane including executive jets issued by the Civil Aviation Authority Malaysia (CAAM), United Kingdom CAA, Nigerian ARB and Private Pilot License (PPL) issued by FAA, Malaysian DCA and Nigerian ARB, Saudi Arabia, IA and A & P.

HPMT Industries Sdn Bhd

HPMT capability includes design, engineering and manufacture of fully customized tools. They offer a huge assortment of solid-carbide endmills and drills for most machining operations, catering to the diverse needs of the manufacturing industries.



[Go back to Contents Page]

K. M. Dastur & Company Private Limited

K. M. Dastur was founded in 1973 by former Country Head of the Norwich Union Insurance Company. They provide reinsurance broking, risk management, risk consulting and reinsurance programme management services.

Micron Concept Aerostructures Sdn Bhd

Micron has been involved in aerospace component manufacturing since 2005 and was officially AS9100 certified in 2013. Micron Concept Aerostructures was established in 2017 to focus on the aerospace industry. They manufacture aero structures, process flow components as well as parts for the robotic and automation industries.

15th May 2024 @ Avante Hotel, Petaling Jaya

04 MAIA PODCAST – PROMOTING AEROSPACE MANUFACTURING WORKS OVERSEAS

[Go back to Contents Page]

Mr. Ahmad Fuzli Fuad
CEO
SME Aerospace Sdn Bhd

Experienced Chief Operating Officer with a long history of working in the aviation and aerospace industry. Skilled in Business Planning, Operations Management, Aircraft Maintenance, Management, and Lean Manufacturing. Strong operations professional with a Master of Business Administration (MBA) focused in Aviation Management and Operations from Embry-Riddle Aeronautical University.

In today's podcast I am delighted to have with me today the Chief Executive Officer of SME Aerospace, one of the first aerospace manufacturing company's in Malaysia. Fuzli also sits on the board of the Malaysian Aerospace Industry Association as Treasurer.
As an introduction could you please tell me more about yourself and your role at SME Aerospace?

I started my career as an aerospace engineer at AIROD, Malaysia's first military MRO and the first Government privatization program. I have been with the aerospace industry for more than 30 years both in MRO and manufacturing. Currently I am the CEO od SME Aerospace. SME Aerospace is one of the pioneers in aerospace manufacturing having started in 1992 with metallic manufacturing. Today we are an aerospace aerostructure manufacturer in the global supply chain for both Airbus and Boeing. Besides being the treasurer of MAIA, I am also the Vice President of MYSTCC, an Association covering strategic trade in Malaysia.

Could you provide a brief overview of SME Aerospace and your company achievements over the past few years?

SME Aerospace started as a Government initiative to establish Malaysia in aerospace manufacturing. This began as an industrial collaboration program during the BAE Systems procurement for Royal Malaysian Airforce Hawk aircraft. The ICP entails indigenous aircraft manufacturing covering both the MD3 program and Hawk pylon. From this foundation SME Aerospace expanded its capability and work content with BAE System to commercial aircraft on the Airbus single aisle. This was pivotal as we are now an established player in the global supply chain serving OEMs such as Boeing, tier 1 suppliers such as Spirit AeroSystems, GKN as well as supplying to other tier 2's.

Covid Hit hard for all industry and especially the Aviation industry where we all Know that the travel restriction really affected the airline and their ability to take on New aircraft. Post covid disruption the industry was really struggling to regain its footing and some companies didn't survive. We had an interesting opportunity though, those disruption had to find an alternative source rapidly and we had a few projects post Covid disruption where we had to do a accelerated Program transfer and resuming the supply chain.

[Go back to Contents Page]

How do you assess the current global landscape for aerospace manufacturing and does this provide opportunities for Malaysia?

We are not there yet as Covid 19 was a black swan event that took a lot of us by surprise, and post that, we have many geopolitical issues impacting trade, as well as some of our customers having production issues. The new buzz phrase VUCA - volatility, uncertainty, complexity and ambiguity in our industry is a reality and we now need a counter this with our own VUCA - vision, understanding, clarity and agility. Secondly, we also need to address business sustainability as we forge ahead on a competitive level. Having said that that this is where Malaysia has a great opportunity to leverage this changing landscape:

1) Malaysia has a cost competitive labor pool that's skilled and experienced together with management capability, and
2) this is now a promoted industry by the Malaysian Government in the new Industrial Master plan.

Clearly having Government support has been important for our sector as well as having a competitive industry. Exploring this in more detail - what do you believe are the key factors which influence the decision-making process for overseas companies seeking aerospace manufacturing opportunties in Malaysia?

Today overseas companies are seeking supply chain security, ie the ability to produce consistent quality products on a timely basis, then only followed by a cost competitive advantage. This is what companies are looking for and this can be either in relocating their operation and supply chain. We are ahead now but we need to be wary that our regional peers are fast catching up.

Specifically for SME Aerospace what unique advantages or distinctive services you believe your company offers that make your company an attractive choice to secure overseas aerospace manufacturing projects?

This is a good question. SME's strength lies in its one stop, end to end capability in metallic manufacturing of complex parts. We have one of the most number of approvals in the region under one entity. Our metallic fabrication capability covers both basic and complex forming processes. We plan to invest in more capacity and optimize capability / productivity in machining and process. We need to keep up the pace to remain competitive and to take on new business opportunities.

So in securing such contracts and for the benefit of others can you briefly outline your marketing strategy to promote your aerospace manufacturing capabilities to overseas markets as well as to attract foreign clients to engage in partnerships?

SME Aerospace is considered one of the pioneers in aerospace manufacturing that makes us known globally and we have many RFQ for new projects. This is organic growth; we believe for us and the industry in order for Malaysia to grow we need focused strategies that are in alignment by both industry and Government. We also have the benefit of both MAIA and NAICO support as key facilitators in this effort. I would like to take this opportunity to point out the great work that MAIA and NAICO to bring the industry to forefront.

[Go back to Contents Page]

What ways do you need to highlight your company's technological advancements and innovation in attracting overseas clients?

As I have stated earlier we have capability to do complex parts and complex processing. We need to be innovative and advance our process technologies to seek improved solutions for quality and optimized costs of our product. Today we are investing in new metal fabrication lines to transform our machine / man ratio from 20:80 to 80:20. We are investing in a high throughput chemical process and paint line that are system driven.

In addition what do you believe to be the key factors in building and nurturing long term sustainable relationships with overseas clients or partners?

Yes you are spot on David. This are what they are all looking for now, but in longer term sustainably and ESG goals will become a must for global trade. We must be aligned to the future and take steps to ensure we have the same values and engaging in communication to achieve these goals.

Just changing the focus of our discussion what do you feel are the key international regulatory and compliance standards including as you mention sustainability factors which Malaysian companies need to consider when developing opportunities with overseas aerospace companies?

This is a very good question, sustainability and ESG are now the key values that we must now align. This will be the requirement for us to conduct global trade. As an example UNSC has passed a resolution for WTO to execute. Dual use technology needs to be controlled and the aerospace industry is required to comply. Regulations such as the Malaysian Strategic Trade Act 2010 (STA) that has been around almost 13 years seems new to some of our players. This is critical since the STA legal implication is severe and punitive to our companies and indeed the country. Another one is environmental, social and corporate governance (ESG) that has become a set of standards for a company's behavior whenever overseas companies are looking for potential partners or investment. Compliance to these regulations is mandatory.

You mention quite rightly the importance of the Strategic Trade Act. With geopolitical uncertainties and the resulting supply chain disruptions what strategies are you implementing to mitigate these challenges?

As already mentioned these could also be defined as VUCA. We need to stay focused and be alert of global crises or changes. Sea freight suddenly becomes not practical because some conflict in the Red Sea that requires us to switch the shipment to air freight which incur greater costs. The right decision in time will mitigate the impact as well as prevent or minimize the impact towards supply chain disruption.

[Go back to Contents Page]

So with vision and clarity in mind what metrics or key performance indicators do you use to assess the success of your efforts in securing aerospace manufacturing overseas?

It now our vision to become a global value chain player. With this in mind we need to transform our organization , manage and develop our supply chain. As we move upwards in the supply chain, we need to assess our make or buy decision considering strategic and cost implications. So, to answer your question this KPI / KRA is in both the top new program value and developing out supplier base.

For my final question today what do you believe are the opportunities for growth in the Malaysian aerospace manufacturing sector over the next five to ten years and what does Malaysia need to do to meet these challenges?

I belief the future is what we must make from all the opportunities we have going for us. For this we need to:

1) Focus on building capability sustainably
2) Move up the value chain for the current major Malaysian player
3) Build a competitive and dynamic landscape for major player to operate.

All these will have knock on effect of expanding our supply base / ecosystem.

Fuzli on behalf of the Malaysian Aerospace Industry Association, we wish to offer our sincerest thanks. We wish you and your team a great start to the new year and every continued success in your role and of course in your continued international collaborations .

The Full Interview is Available on MAIA Podcast

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05 MAIA RECENT EVENTS / ACTIVITIES

[Go back to Contents Page]

7-9 September 2023	Selangor Aviation Show 2023
26-28 September 2023	MRO APAC Singapore 2023
27-28 September 2023	GUAAS Singapore 2023
26-28 September 2023	5th Edition Aeromart Nagoya, Japan
3 November 2023	MAIA Business Bonding (MBB 2023)
15-16 November 2023	**MyAero Summit 2023**

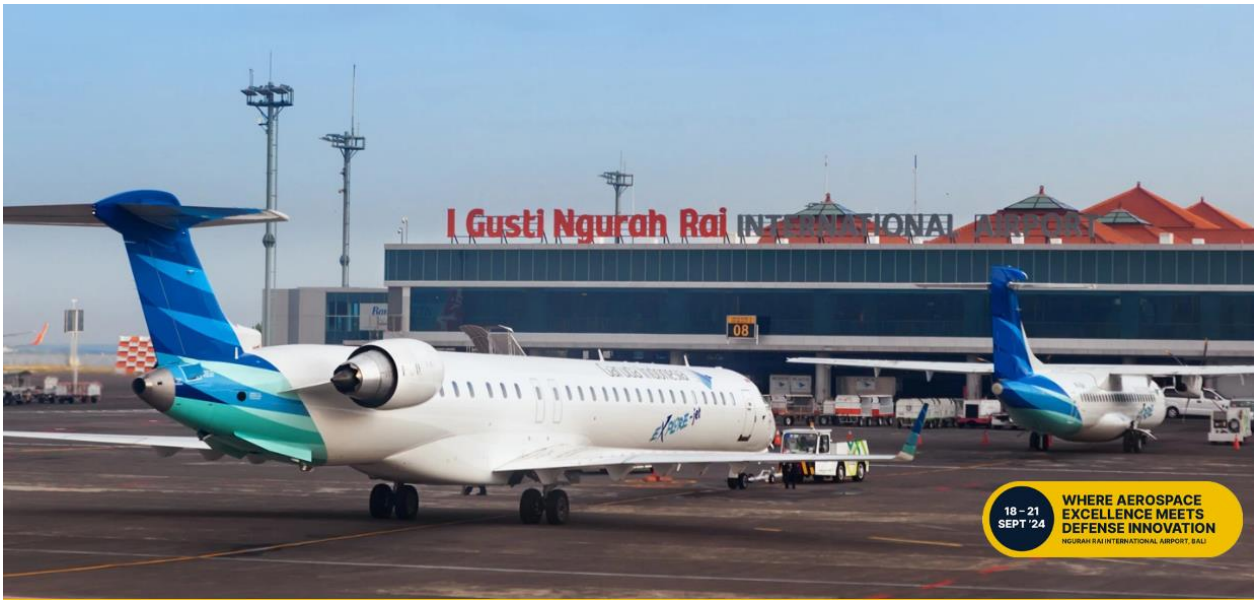
06 UPCOMING EVENTS 2024

[Go back to Contents Page]

20-25 Feb 2024	Singapore Airshow 2024	Changi Exhibition Centre
12-14 Mar 2024	Aerospace & Defence Supplier Summit Seattle 2024	Seattle Washington State Convention Centre
22-26 July 2024	Farnborough International Airshow 2024	Farnborough Airport
18-21 Sept 2024	International Bali Airshow 2024	Ngurah Rai International Airport
26-28 Sept 2024	MRO APAC Singapore	Singapore
3-5 Dec 2024	Aeromart Toulouse 2024	Toulouse, France

07 EVENT ADVERTISEMENT

[Go back to Contents Page]



The Bali International Airshow is Southeast Asia's premier exposition for aerospace, aero technology, and defense, dedicated to propelling Indonesia to the forefront of the regional aerospace industry. This prestigious event serves as a pivotal platform that unites diverse industry stakeholders to champion innovation in aerospace across Southeast Asia and Indonesia.

Visit IBAS 2024 website

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08 MAIA ADVERTISEMENT

[Go back to Contents Page]

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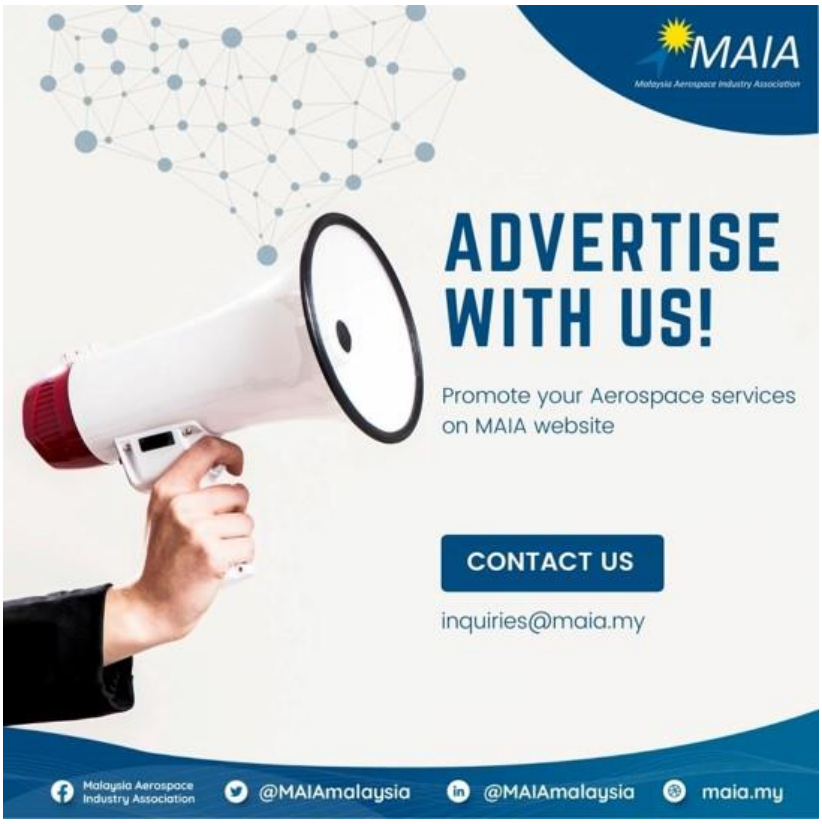

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