

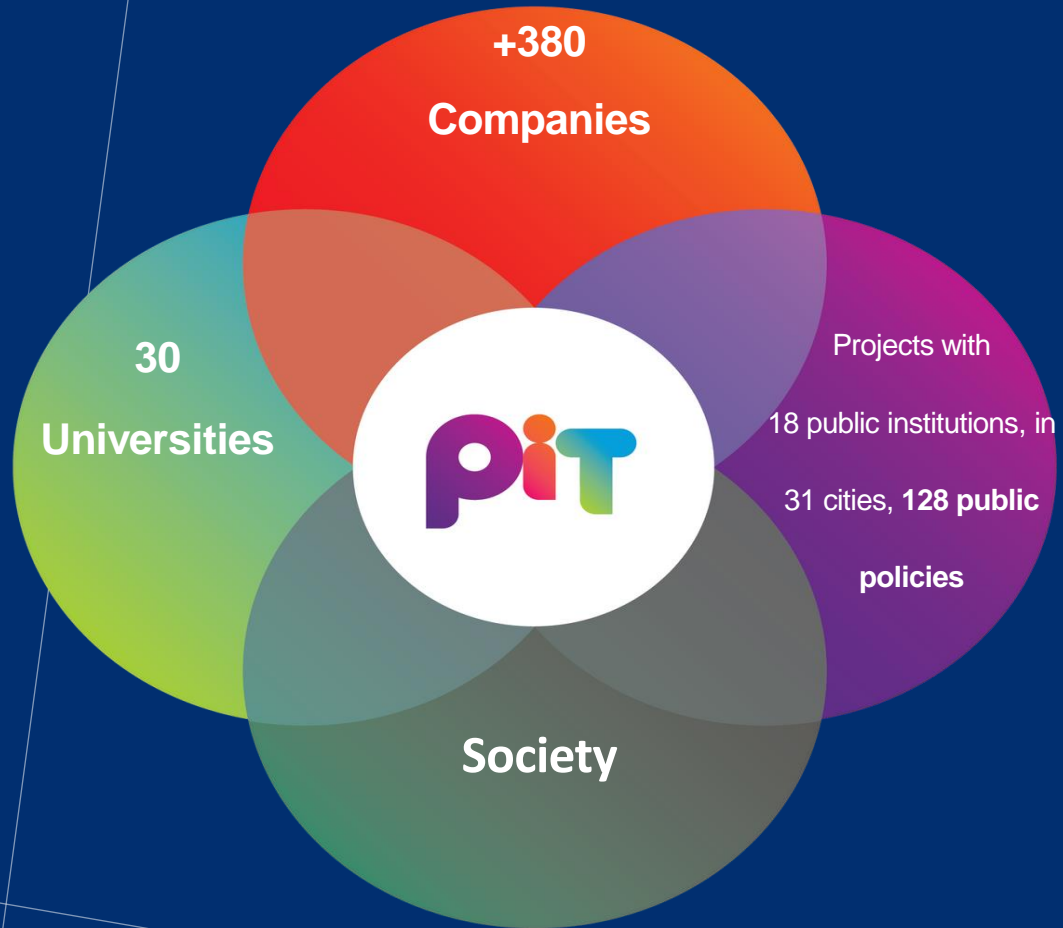
# PiT

Visit our site!





# PIT – TECHNOLOGY & INNOVATION PARK



**18 years**  
Municipality Law



**04 Business Centers**



**U\$500 Million**  
Invested along  
these years



WHO WE ARE

GOVERNANCE

MORE SPECIALIZED, QUALIFIED  
AND ORGANIZED CHAIN

MARKET DIVERSIFICATION



# Aerospace & Defense Cluster

PIT - Parque de Inovação Tecnológica

Main OEM

INTERNATIONAL

EVENTS





WHO WE ARE





## WHO WE ARE

18 years of history

More than 150 Associates

Acting in the Aero, Space and Defense sectors

Consolidation Plan – MRO and Drones











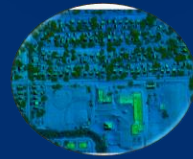
Advanced Defense Systems



Missiles and Weapons



Electronic Systems



Geoprocessing, Remote Sensing



Flight simulators



Surveillance



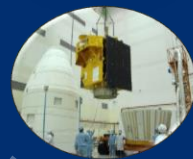
Mechanical Hardware



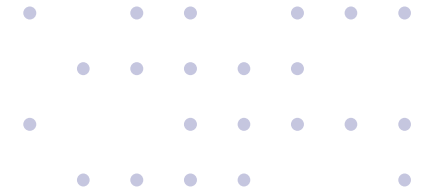
Navigation Systems and Equipment



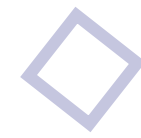
Research and development



Space Systems and Equipment



# SEGMENTS AND COMPETENCIES







Main OEM





Main OEM



# 181 aircrafts

COMMERCIAL, EXECUTIVE,  
AND MILITARY AIRCRAFTS  
DELIVERED IN 2023



By late 2023, its substantial firm order backlog indicated excellent prospects:

COMMERCIAL AVIATION

**47,2% - USD 8.8 BILLION**

EXECUTIVE AVIATION

**23,1% - USD 4.3 BILLION**

DEFENSE & SECURITY

**13,3% - USD 2.5 BILLION**

SERVICES & SUPPORT

**16,4% - USD 3.1 BILLION**

## Embraer's numbers





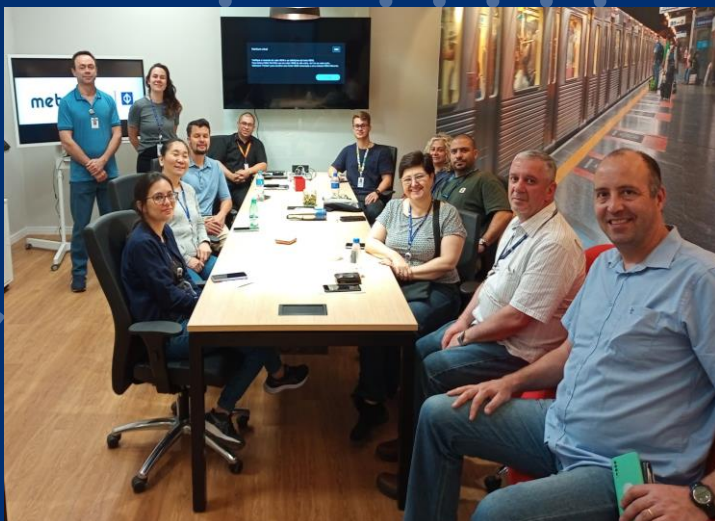
## Embraer - Innovation





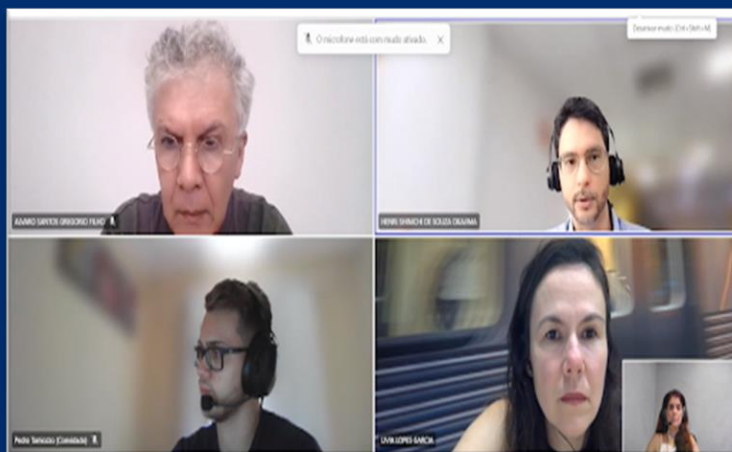
**MARKET DIVERSIFICATION**





September/2023

Procurement department seeing the possibility of using our supply chain.



January/2024

More contacts and alignment of future interactions with Cluster Aero's companies



Metrô SP





## Cluster Aero supporting the consolidation of the MRO Vertical with ANAC's expertise



### Companies:

- AWS
- ABC Certifications
- API
- Panair
- PRL
- Itakar
- Pensa
- Nadai Usinagem
- Recominte
- Tecplas
- Bandeira
- Eigendauer

# MRO Vertical





GOVERNANCE





# GOVERNANCE







AEROSPACE BRAZIL



Brazilian Trade and Investment  
Promotion Agency







Visit to the Brazilian Agency for Industrial Development  
– ABDI, new director: Perpétua Almeida







September/2021

### With SEPROD

Protocol of intentions to motivate/incite innovation partnership



October/2022

### With DCTA/FAB

MoU understanding on Scientific and technological cooperation for sharing human resources, laboratories and equipment; co-organization of events , among others.



July/2024

### With DCT/ EB

Signing of the Partnership Agreement between PIT and the Brazilian Army

# Defense Agreements MoD and PIT





**MORE SPECIALIZED, QUALIFIED  
AND ORGANIZED CHAIN**





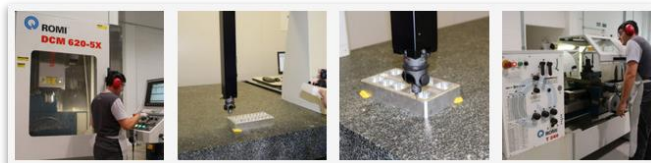
Labs







Laboratories for all associated companies and society



LEL – Laboratory of Lightweight Structures (IPT)



High-tech infrastructure

END





# Qualification for the Global Market

SUCCESS METHODOLOGY – conceived by Brazilian Aerospace Cluster

Timeline

Phase I – 19 companies 2018 - 2019  
(sealing, painting, ultrasson, chemical processes and composites)

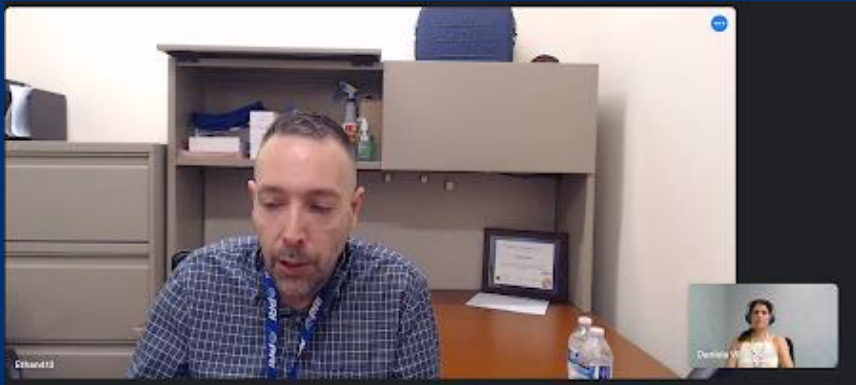
Phase II – 09 companies | Apex funds 2020 - 2021  
(ASA - Aero Structure Assembly)

Phase III – 6 Reaccreditations well succeeded! 2022 - 2023  
8 companies for ASA Accreditation

*Work Scope: Consulting service for companies' preparation and qualification for NADCAP Accreditation*



# NADCAP Accreditation Program



Jan/2024

PRI with proposal for a Brazilian Symposium at PIT in September

END





## NDT Board – Brazil self-sufficient in specific audits

PIT/Cluster Aerospace & Defense mediates understandings and coordinates meetings



Implementation of the Brazilian Committee for Non-Destructive Testing.

Support:

- ANAC
- CIESP
- IFI/ DCTA
- Embraer



# BOARD NDT/ CBRAEND





INTERNATIONAL





# Business Round between companies

## Participating Brazilian Companies

- PENSA
- SIATT
- Ocellott
- AWS
- Recominte
- Akaer
- Lemor
- Iacit
- Betel Aerointeriores

## Participating Dutch companies

- |                 |                               |
|-----------------|-------------------------------|
| ABB e-Mobility  | NIDV                          |
| ADSE            | OPT/NET                       |
| Aerodynamic     | NLR                           |
| Dutch-Shape     | Panta Holdings                |
| Egmond Plastic  | TNO                           |
| TU/E            | Unified Int. A&D and Maritime |
| Fokker Services | University of Twente          |
| KLM             | World Class Maintenance       |
| KVE             |                               |

## Companies Visited

- Ocellott
- IPT
- Embraer's Flight Simulator
- Atech

# Dutch Mission to Brazil







## Participating Indian companies

TATA Advanced Systems  
Bharat Eletronics Limited  
Bharat Dynamics Limited  
Mazagon Dock Shipbuilders  
Hindustan Aeronautics  
Goa Shipyard  
Larsen & Toubro  
Defense Research and Development Organisation-DRDO  
Indian Military Attaché

## Participating Brazilian Companies

UFSC	Pensa
AC Soluções	Akaer
API Metrology	NSE Brasil
Embraer	CBC
Onix Engineering	Aero Concepts
SIATT	Ocellott
ADTECH	Ael

Words of the Indian representative:

"Brazil and India are very similar countries with great potential for growth and partnerships"

# Dialogues in Defense with India 2023







## B2B With UK

In-person event

Tiers 1, 2 and 3 from RollsRoyce, Airbus and Boeing;  
Diversified expertises presented;

**PiT MATCHMAKING**

RODADA DE NEGÓCIOS COM EMPRESAS BRITÂNICAS

**INSCREVA-SE**

8 DE NOVEMBRO - 9H30 - SALA DE TREINAMENTO DO NEXUS

**Brazilian Aerospace Cluster** + **UK Government**



November/ 2023

END





Associated companies

- Aero Concepts
- Aerospace Brazil
- Certifications
- Akaer
- Avibras
- A. S. Avionics
- Dassault Systemes
- Eigendauer
- Grupo serco
- Innospace
- Legado Usinagem
- Neo Things IOT
- Panair
- Shamal
- Space
- Skydrones
- Techal
- Thales
- Thyssenkrupp
- Utec
- Zenit

Foreign companies

- Airbus
- Airbus Defence
- Al-Futtaim Logistics
- Axiom Space
- Contromax co
- Data Patterns
- Ensigner
- Ex-change Parts AB
- Franklin Brent
- GalaxySpace
- Hamuel Reichenbacher
- Keyvan
- Korta
- Shiv Engineering
- SI Trading Americas
- TII Technologu Innovation

B2Brazil 25th July, 2023  
(3rd edition)



B2Brazil  
International Meetings  
for Aerospace & Defense

70  
Meetings

20  
Anchors

24  
Exhibitors





## Participating Austrian Companies

Aicat- Austrian Industrial  
Cooperation & Aviation  
AMST- Aviation GmbH  
Austrian Defence & Security Industry  
Bionic Surface  
F.List  
Frequentis  
Inairvation GmbH  
Pewag Austria

AMST- Systemtechnik  
GmbH  
PowerLine Handels  
Schiebel Aircraft  
Test-Fuchs  
TTTech Computertechnik  
Rübig Technologie GmbH &  
Co KG

## Participating Brazilian Companies

Techal  
AWS Group  
OtterTechs  
Onix Engineering  
API Metrology  
Akaer  
Legado Usinagem

Imagem e Automação  
Eigendauer  
Avionics Services  
Utec



# B2B with Austria







## Indian Participants

- Brigadeiros India Army
- Indian Navy
- Indian Air Force
- Administration servisse from India
- Indian Naval Armament Service
- Navy from Bangladesh
- Navy from UK
- Army from Uganda, Egito, Quênia, India.
- Indian Attaché in Brazil
- Defense Ministry Cordinator from Brazil

## Brazilian Companies visited

MFSim  
SIATT  
Ocellott

# Indian Defense Delegation







EVENTS





# FAIRS AND EXHIBITIONS







+80

Meetings held

+70

Scheduled meetings

50

Companies



1<sup>st</sup> edition- AeroConnect



AeroConnect

By



Brazilian  
Aerospace  
Cluster





# THANK YOU!

## QUESTIONS?

**Daniela Villas Bôas**

**Head of the Brazilian Aerospace and Defense Cluster**

+55 (12) 3876.7754 | +55 (12) 99184.1899

daniela.villasboas@pitsjc.org.br

**Rafael Barboza**

**Brazilian Aerospace and Defense Cluster Analyst**

+55 (12) 3876.7753

rafael.barboza@pitsjc.org.br

**Pedro Henrique Tamiozzo**

**Brazilian Aerospace and Defense Cluster Assistant**

+55 (12) 3876.7755

pedro.tamiozzo@pitsjc.org.br