

# Denel means business at BRICS Summit

Denel will have a strong presence at the coming BRICS Summit in Durban to position itself as South Africa's partner-of-choice for companies looking to extend their business into Africa.



With a proven record for quality products and services across the spectrum of defence manufacturing - from landward, to aerospace, to missile technology, to maintenance services - Denel offers advanced facilities, a world-class skills pool and an unflinching commitment to excellence, innovation, research and development.

"Denel is excited about the many opportunities for new business and co-operation flowing from South Africa's role within the BRICS community," says chief executive, Riaz Saloojee. "We already have established joint ventures with key defence industry companies in the BRICS countries and I am convinced that the Durban Summit will provide even greater exposure of the products we manufacture and the services we provide."

Among the most prominent projects are:

- Denel Dynamics, is working with Brazil on the development of the A-Darter, a short-range air-to-air missile;
- Denel Aviation has a relationship with Russian Helicopters to provide maintenance, repair and overhaul services to its range of products in Africa;
- Denel Aerostructures is involved in talks with Embraer SA to manufacture parts on future aircraft construction.

Saloojee says Denel will also participate in presentations and exhibitions on the capabilities of the South African defence industry that will be hosted by the Aerospace, Maritime and Defence Industries Association (AMD) on the side lines of the Summit.

## Co-operation

The co-operation between Denel Dynamics and Brazil has resulted in the development of the fifth-generation A-Darter - a supremely agile missile, able to manoeuvre at very high G-forces with lock-on-after-launch capability.

The A-Darter, which will be produced in both South Africa and Brazil, has already completed extensive testing including guided launches at the Denel Overberg Test Range.

The Africa Aerospace and Defence Exhibition in September 2012 provided the backdrop for the signing of an agreement between Denel and Russian Helicopters. In terms of this, Denel Aviation will, in future, be responsible for maintenance and repair services on helicopters produced by Russian Helicopters on the African continent.

"We are delighted to have a relationship with one of the world's leading manufacturers of rotary wing aircraft and are looking forward to extend this relationship in the future," says Saloojee.

With Russian Helicopters expanding its presence in Africa, Denel Aviation provides a top-class facility and highly-skilled engineering and technical base to support its products.

Denel Aerostructures recently visited Brazil as part of a South African trade mission to its BRICS partner. The visit included meetings with senior executives of Embraer who were briefed about the company's unique capabilities in the design, industrialisation and manufacturing of complex composite and metallic aircraft structures.

Saloojee says Denel's strategic location in Africa makes it an ideal partner for companies in the BRICS group looking to expand their business in the defence and high-technology arenas.

"This is the experience, the capacity and the quality of service that Denel now also offers to companies in the BRICS group," says Saloojee.

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