

CALIFORNIA GLOBAL CONNECT

GROWTH OPPORTUNITIES IN
AEROSPACE AND DEFENSE

Connecting California to Global Markets

US Commercial Service Aero Business Connect
India Virtual Buyer Meetings
May 2021

Calling California Small Business Exporters!

Since August 2020, the **California Global Connect** program has provided 100+ California small businesses the virtual opportunity to speak directly with international buyers, potential partners, and buying authorities. *In the spirit of our virtual business to business matchmaking efforts, the California STEP program is supporting this U.S. Commercial Service-led B2B matchmaking effort focused on matching U.S. companies with Aerospace and Defense buying authorities in **India!***

OPPORTUNITY: AERO BUSINESS CONNECT



California companies with aerospace and defense products and services interested in taking advantage of these virtual buyer meetings are encouraged to apply!

California companies will first be pre-assessed to ensure products and services align with the participating India firm's objectives. From there, California companies will meet with potential business partners from various aerospace firms in India.

CONFIRMED BUYING AUTHORITIES:

- [Air India Engineering Services Ltd.](#)
- [Bharat Forge Pvt Ltd](#)
- [Bird ExecuJet Airport Services Private Ltd](#)
- [Haveus Aerotech India Pvt. Ltd.](#)
- [Hindalco-Almex Aerospace Limited \(HAAL\)](#)
- [Max AeroSpace and Aviation Pvt. Ltd](#)
- [VEM Technologies Pvt Ltd](#)
- [Millennium Aero Dynamics Pvt. Ltd](#)
- [Raghu Vamsi Aerospace Pvt Ltd](#)
- [Rossell Techsys](#)
- [SIKA Aerospace & Defence](#)
- [TATA Aerospace & Defence](#)
- [Transtec Overseas Pvt Ltd](#)

PARTICIPATION PROCESS:

1. STEP 1: California companies must first register with the U.S. Commercial Services [HERE](#).
2. STEP 2: Once accepted to the program by the U.S. Commercial Service, California companies will be directed to apply for the STEP program [HERE](#) to participate at no cost. Be sure to select "**Aero Business Connect – India Virtual Buyer Meetings May 2021**" from the list of activities.
3. STEP 3: Meetings will be scheduled by the U.S. Commercial Service on a rolling basis beginning **May 24th** at the mutual availability of the Californian and Indian companies.

MARKET DETAILS:

The Indian Aerospace and Defense market is one of the fastest growing in the world and is estimated to reach \$70 billion by 2030. India has the third largest armed forces in the world and plans to spend billions of dollars on defense acquisitions over the next several years. Due to an underdeveloped defense manufacturing sector, India is one of the largest importers of defense equipment. India imports approximately 60% of its defense requirements, according to the Government of India. This makes India one of the most attractive markets globally for foreign defense manufacturers.

This program is free to qualified and selected California small businesses, per SBA's small business guidelines and host program requirements. Medium/large company participation is welcome, cost is \$700. For more information, contact Godfrey.Angara@trade.gov or Jason.Sproule@trade.gov.

DATE:

May 24, 2021 (rolling basis)

LOCATION:

Online

COST: \$700

California STEP will offset the \$700 cost for up to 10 [California STEP Eligible Small Businesses](#).

REGISTRATION DEADLINE:

May 7, 2021

OR until spaces are fully allocated

PROGRAM QUESTIONS:

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HOSTED BY:



SUPPORTED BY:



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