



### Aerodata and Optimare Sales Team

Since November 2015, Aerodata and Optimare, a 100% subsidiary of Aerodata, have combined their sales activities. This will avoid overlaps and provide a more focused approach to customers. The sales team represents all products of Aerodata and Optimare, the individuals work in different countries:

- Laurent Assembe: Africa and France;
- Theo Hengstermann: Asia;
- Nils Robbe: North America, Western Europe and Middle East;
- Jens Schinköthe: Eastern Europe and CIS states;
- José Yglesias: Latin America, Spain and Portugal.

In addition, Manfred Haverland covers some countries and key accounts in his responsibility for strategic business development.

### Flight Inspection Aircraft Deliveries

#### Delivery of two Flight Inspection systems to Aerothai

End of 2013, Aerodata AG received an order to equip two Beechcraft King Air, B200 and B300, of the Aeronautical Radio of Thailand with fully automatic flight inspection systems AeroFIS®. Aerodata was responsible for development, production and installation of the two flight inspection systems AD-AFIS-116. Part of the installation into the B300 is a newly developed equipment console, which provides full accessibility to the operator by requiring only one seat of space.

Besides the established radio navigation systems the AD-AFIS-116 also provides the capability to inspect advanced ADS-B and RNAV procedures. The future installation of equipment for the inspection of GBAS procedures is provided. In both aircraft an interface connecting the AeroFIS® to the aircraft's autopilot system is installed to support the pilots on their flight inspection missions.



Equipment Console installed in King Air

After completion of the modification with the EASA certification, the aircraft have been transferred back to Thailand.

In July 2015, Aerothai inspected the first navigation systems in Thailand with the new flight inspection system.

#### First Flight Inspection System for SVEGE Fluggdienstleistungen GmbH



AD-AFIS-116 Operator Console in KingAir 350



A-Viator with AeroFIS® operated by SVEGE

Since October 2015, the AeroFIS®, delivered to the German company "SVEGE Fluggdienstlei-



stungen GmbH" and integrated into an aircraft model A-Viator T-600, is successfully certified. This project has been completed in a record time of only 10 months.

We wish the SVEGE company "many happy landings".

**A new "Parrot" at Poland's sky**

On October 13, the Roll-Out for the new aircraft for the Polish Air Navigation Services Agency PANSa was celebrated. Within a few months, the factory new aircraft, type Beechcraft 350, was converted by Aerodata into a flight inspection aircraft.



PANSa King Air 350 aircraft at Aerodata

A flight inspection system AeroFIS® has been installed in the cabin, which can measure and evaluate the quality and accuracy of navigation aids precisely. The eye-catching "parrot"-painting helps to better identify the aircraft during inspection flights.

In November 2015 the new "parrot" was ferried to Warsaw to replace one of two L-410 Turbolet aircraft in the PANSa fleet.



AeroFIS® installed in PANSa King Air 350

**New Surveillance Contracts**

**3rd Aircraft for the Armed Forces of Malta**

It is already the third aircraft, which will be delivered by Aerodata to the Armed Forces of Malta to strengthen the existing fleet for the protection of the southern EU borders.

End of October, the contract for the 3rd Maritime Surveillance Aircraft has been signed by the Commander of the Armed Forces of Malta, Brigadier Jeffrey Curmi and the President & CEO of Aerodata AG, Mr. Hans J. Stahl. The project is co-funded by the European Union Internal Security Fund (ISF). The delivery is scheduled for 2017.



Signing ceremony for 3rd Maritime Patrol Aircraft

The Armed Forces of Malta will receive a King Air 250, which is the successor of the King Air B200. As the two other aircraft, the King Air 250 can be operated at a higher maximum takeoff weight of 14,000 lbs compared with 12,500 of the standard version. Through this change, it is possible to achieve the range and endurance required for the missions of the Armed Forces of Malta.



Current King Air B200 fleet of the Armed Forces of Malta



As the previous aircraft, the King Air 250 aircraft will be equipped with surveillance radar, an electro-optical system, a direction finder and an AIS transponder as well as the integrated mission management System AeroMission®. All gathered data are processed in real time on board of the aircraft and can be sent to the ground center by satellite communication in order to coordinate the mission. The equipment on board the King Air's allows to communicate with all assets of the Armed Forces of Malta.

While the refugee crisis in the Mediterranean Sea increases and people in small boats are fighting for their lives due to the harsh winter climate it is of major concern to detect boats overcrowded with people in time. Aerodata AG is supporting these activities with the special mission equipment installed in the aircraft.

**Maritime Patrol Aircraft for Pakistan Navy**

Aerodata has been contracted by Rheinland Air Service to deliver its mission system AeroMission® for two ATR-72 aircraft. These aircraft are already owned by the Pakistan Navy and will be modified from the current transport configuration to a special mission role. Aerodata's contract with Rheinland Air Service includes all system integration activities as well as the engineering tasks required to convert the ATR-72 aircraft into a maritime patrol configuration.

**Singapore Air Show 2016**

Aerodata and Optimare will exhibit at Singapore Air Show, Singapore, February 16 - 21, 2016. Please visit us at our stand L79.

**FIDAE 2016**

Aerodata and Optimare will exhibit at FIDAE, Santiago de Chile, March 29 – April 3, 2016.

The modified ATR-72 aircraft will be capable to perform both above and under water maritime surveillance and real time data relay being equipped with a high performance sensor suite.

Rheinland Air Service as the prime contractor of the Pakistan Navy will perform the installation of AeroMission® and all sensors at its facility in Mönchengladbach.

**Exhibitions**

Aerodata and OPTIMARE will be present at the CABSEC/ SAMSEC conference in Cartagena, Colombia from March 15 – 17, 2016.

OPTIMARE will participate in the Offshore Arabia conference in Dubai, UAE from May 17 – 18, 2016.

Aerodata and OPTIMARE will exhibit at ILA in Berlin, Germany from June 1 – 4, 2016.

Aerodata will be exhibiting at the International Flight Inspection Symposium (IFIS) 2016 in Belgrade, Serbia from June 13 – 17, 2016.

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