



“Strengthening European Small and Medium sized Enterprises in the Defence Sector”

The Epicos impact

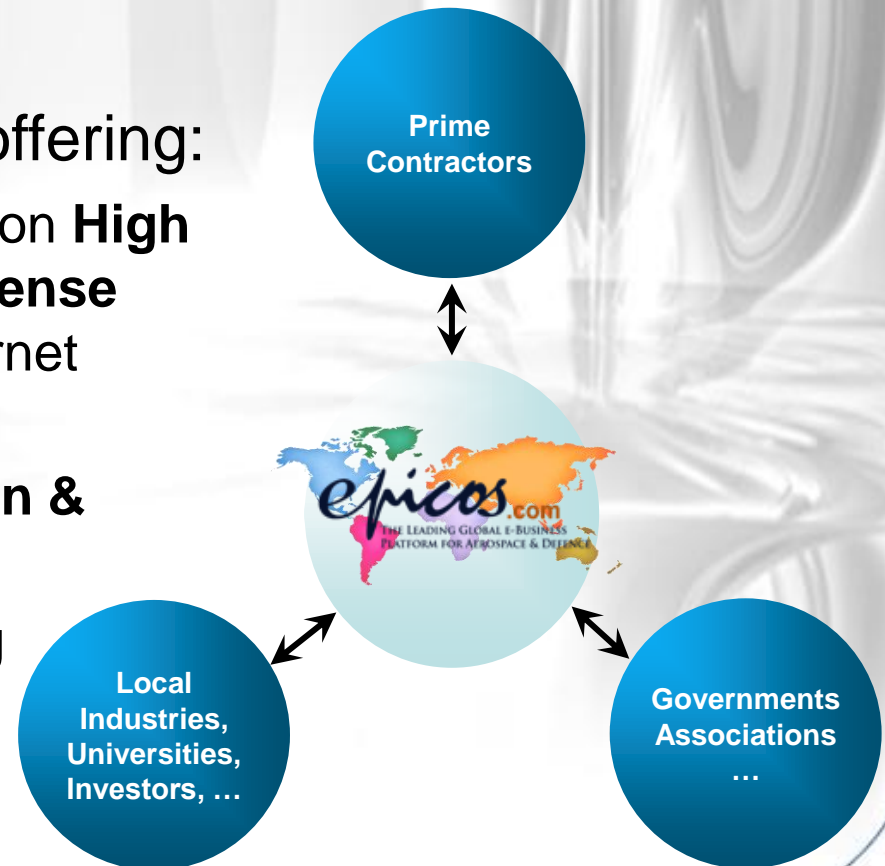
March 4th 2010

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Epicos constitutes an SME operating since 2000 in Athens, Greece

Epicos is an **International** Informational and Industrial Participation Service Provider offering:

- ✓ Worldwide Informational Services on **High Technology, Aerospace and Defense Industries** through its unique internet platform www.epicos.com ;
- ✓ Worldwide **Industrial Participation & Cooperation Services**;
- ✓ Industry Development **Consulting Services**.

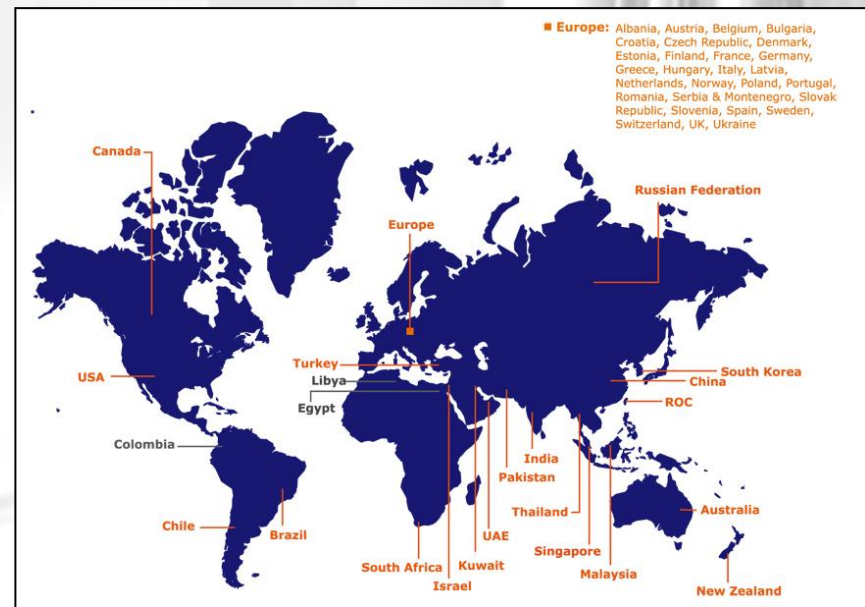


Epicos is a truly global community

with more than **3500** subscribers from over **52** countries

Our community !

Our world !



**Epicos was created as an internationally focused company
The Greek market was one of the initial targeted ones, however using its
experience in Greece Epicos managed to expand worldwide within ten (10) years**

The **National Industry Support Program (NISP)** is targeted to domestic Aerospace, Defense & Security industries and **in particular SMEs** (~90% of each NISP)

The program aims to support governments and local industry in areas such as:

- ✓ **Mapping and Analysis of the domestic industrial capabilities**
- ✓ **Development of new technologies**
- ✓ **Increased self-sufficiency**
- ✓ **Export oriented business support services**
- ✓ **Development of International Industrial Cooperation and development projects**
- ✓ **Global Industry Promotion and Marketing**

Contracted Programs

	Austria		Finland		Malaysia
	Brazil		Greece		Netherlands
	Bulgaria		Hungary		Norway
	Colombia		Israel		Portugal
	Chile		Kuwait		Switzerland
	Czech Republic		Lithuania		

Programs Under Development

	Canada		India		Slovenia
	Croatia		Denmark		Estonia
	Poland		Romania		Slovakia
	South Africa		South Korea		Taiwan (ROC)

In November 2009 the Commission launched a study on the

“Competitiveness of European SMEs in the defense sector”

➤ Within this study, four (4) factors affecting the competitiveness of Defense-Related SME's were identified:

✓ **Information sufficiency**

- It's not the ability, it's the awareness
- Gaining entrance to the Supply Chain

✓ **Finance accessing**

- Defense-related and High-Tech R&D (ESA, EDA, FP)
- Infrastructure Improvement (National & Private Funding)

✓ **Market power exercise by Primes and Tier 1 contractors**

- Well established local entities have an advantage over SMEs

✓ **Regulatory failure**

- Industrial Participation Legislation knowledge
- Local Industry mapping

➤ Information flow

- Up to date Aerospace, Defense and Industrial Participation Info enabling smooth B2G and B2B introduction and development
- Largest online database for public procurements in various countries world wide

➤ Access to foreign markets

- National Industry Portals (for NISP countries)
- Large Industry & Market analysis section

➤ Regulatory failure

- The only online Offset & Industrial Cooperation online service in the world
- Industrial Cooperation & Offsets (IC&O) Project Opportunities Database

➤ Finance accessing

- Developing IC&O projects for SMEs through Industrial Participation funding or other alternative schemes (JV, Spin-Off etc)

The screenshot displays the Epicos.com website interface. At the top, there are logos for various partners like cuobserver.com, interfax, AIR&COSMOS, ADBR, BusinessWire, and FT.com. The main content area is titled 'Greece' and includes an 'Industrial Capabilities Mapping' section with radio buttons for categories like Air Defense, Amour, Attack and Lighter Aircraft, Avation Technology, Exhibits, Bombs, Combat Vehicles, Communications, and Fire Control and Tracking. Below this is a 'PRODUCTS & SERVICES' section listing items like '20X4K-05 - 2 Dimension Camouflage - Double Side (MIL/PAF)'. To the right, there are sections for 'LATEST TENDERS' and 'LATEST NEWS'. At the bottom, a world map highlights Greece, with a vertical label '(CORE) COUNTRY OFFSET REPORTS BY EPICOS'. The main report title is 'GREECE Offset Report' with a date of 'February 2009'.

Epicos constitutes a unique and pioneer SME company facilitating defense-related SMEs' market penetration

- **Leveraging information awareness (Focused on SMEs demands)**
- **Providing tendering leads (Specific procurement reports per SME)**
- **Enabling market promotion**
- **Strengthening Industrial Cooperation**
- **Utilizing Industrial Participation in support of the SMEs development**



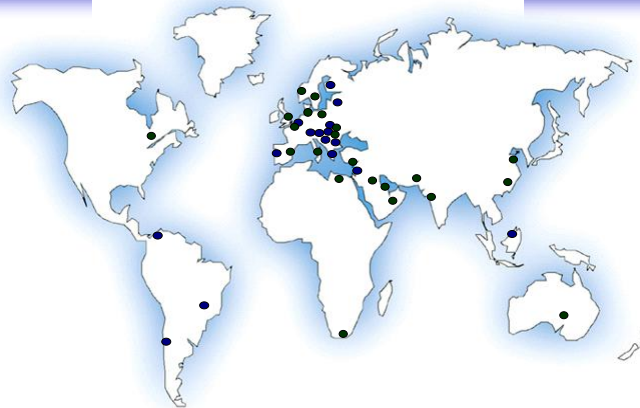
Epicos participated successfully in the ESA Call for Ideas for Greece with a study assessing the Greek requirements and capabilities in satellite navigation

Epicos Track Record

Industry Development Program

***Implemented in 17 countries
with over 1,250 companies
participating!***

***Target to reach 25 countries
and over 2,000 companies.***



Industrial Participation Services

***Able to offer services in
over 35 countries***

***Successfully implemented
programs in 12 countries***