Main areas of operation

- Sales and Marketing
- Project Management/Support
- Technical Support
- After sales support
- Logistic support

Main areas of expertise and marketing

- Armoured vehicles
- Force Protection
- Military Weapons in various calibres and sizes
- Sensor Systems
- Air Reconnaissance Targeting Systems
- Command and Control systems
- Maintenance, training courses and documentation
Overall marketing Strategy

Strategy 1

Turkish Companies → SANmilitary → Market 1
- EU bid
- National bid
- Direct Sale

Strategy 2

EU Companies → SANmilitary → Market 3
- National bid
- Direct Sale
- Joint venture/ coop. with local industry

Market 1
Scandinavia

Market 2
EU

Market 3
Turkey & Mid. East
Overall Sales Strategy

Sub-systems

- Turkish Companies (sub-systems) → SANmilitary → Main system suppliers in EU
- Turkish Companies (sub-systems) → SANmilitary → Sub-systems
  → Main system suppliers to Government Defence org. Scandinavia
  → Government Defence org. Scandinavia
SANmilitary Area of Operation

Our Partners & Companies
we are agents for:
SANmilitary Product portfolio

Products

- **Nurol Makina** – Armoured Vehicles (4x4, 6x6), Riot Control Vehicles and Commercial Trucks
- **SDT** – Variety of control box & software solutions within Electronic Systems, Image Processing, Radar & EW, Simulation, Satellite Technologies
- **Aselsan** – Radars, Electro optical cameras, Surveillance Systems, Weapons Systems & Leopard II upgrade
- **FNSS** – Armoured Vehicles (4x4 6x6, 8x8 & Licensed (OEM) M113 – Upgrade and Modification)
- **T-kalip** – Mine Protected Seats & weapon rails
- **Forum Industries** – Fire Suppression System
- **TTAF Savunma Sanayi ve Ticaret A.Ş.** - Aerospace Cable Assemblies, Wire Harnesses, Fiber Optic, Cable Assemblies, RF/ BNC Cable Assemblies & Electro-Mechanical Assemblies
- **Atel** – Man-Borne ECM
- **Savronik** – Defence systems, Fire Control System, Air Data links, Power Distribution box, Live Weapon Simulation & Railroad Systems
- **Otonom teknoloji** – Zeppelin/Balloon Based – Surveillance & Electro Optic Systems
- **CES** – Add-On Armour for any type of Vehicles (Armoured Vehicles & Helicopters) from composite materiel, Personal Protection (Helmet & Body Armour)
- **Baykar** – UAV
- **YDS** – high quality military & security boots
Nurol Makina – armoured vehicles (4x4, 6x6), riot control vehicles and trucks
Aselsan Product Portfolio

**Electro Optic Systems**

- Laser Range Finder and Designator,
- Multi Pulse Laser Range Finder (MPLRF) designed to provide target range data to anti-aircraft gun and missile systems. With its capabilities of 20 km measurement range.
- Third Generation Night Vision Equipment,

**Thermal imagers both for land based applications and airborne platforms.**

- Hand-Held Thermal Imager
- Thermal Weapon Sight
- BOA Thermal Weapon Sight, providing situational awareness, enables the user to detect threats in the battlefield
- PYTHON Thermal Weapon Sights, an innovative design, provides high performance thermal image. Optimized field of view enables user to perform threat detection extensively beyond the weapon's effective range

**Systems**

- Hand-Held Integrated Electro-Optical Sensor System
- FALCONEYE Electro-Optical Sensor System which comprises an advanced Thermal Imaging System and a high performance Day TV Sensor. Discrimination of threats, by using detection, recognition and identification criteria, is the major function attained by this surveillance systems. Eagleeye: is an infrared fire control sighting system which provides the marksman and commander with target detection, recognition and firing ability even the platform is on the move under adverse battlefield conditions such as dust, smoke, mist, fire and camouflage.
Aselsan – Areas

Weapon Systems

Stabilized Gun Platforms

* Stabilized Gun Platforms, which can be mounted on either stationary or mobile platforms, are for coastal defense, border defense and defense of naval platforms
* Stabilized structure, remote operability feature, automated target detection function, and firing accuracy, the system can be recommended for all combat purposes. 7,62mm, 12,7mm machine guns and 40mm grenade launcher possibility to integrate to Remote weapon systems

Remote weapon systems

* 12.7 mm STAMP Remote Controlled Stabilized Machine Gun System
* CLAW REMOTE CONTROLLED 25mm GUN SYSTEM
* 30 mm SMASH Remote Controlled Stabilized Naval Gun System
Aselsan – Security Systems

* **Border Security Systems** to maintain the security of land borders between countries;
* **Coastal Surveillance Systems** to ensure the security of naval bases and to monitor maritime borders;
* **Facility Security Systems** regarding the security of ports, airports, energy production sites and public/private premises;
* **Pipeline Security Systems** for oil and natural gas pipelines;
* **Energy Transmission Lines Security Systems** to ensure the security of energy transmission lines;
* **Public Security Systems** regarding the physical security of public places, monitoring urban areas with cameras, and ensuring the security of information flow and information harmonization among military and civilian security units;
* **Security Technologies** to follow the cutting-edge technological developments by participating in research and development projects, including the ones funded by NATO and European Union.
SANmilitary Product portfolio
SANmilitary Product portfolio

SDT – Variety of control box & software solutions within Electronic Systems, Image Processing, Radar & EW, Simulation, Satellite Technologies

* Subsystems mainly for air vehicles and other subsystems for Naval vessels

  * Missile Video Decoding/Encoding Unit
  * Video Multiplexing Unit (VMU)
  * Electronic Warfare Environment Simulator (EWES)
  * Remote Control Unit
  * Shooter Training Simulators
  * Missile Launcher Control Unit
  * Missile Interface Unit
  * Engineering Support Capabilities
  * Sensor and Environment Simulator (SENSIM)
  * Wideband Digital Receiver
  * Wideband Microwave Receiver
  * Medium Range Anti-Tank Missile Launcher System Embedded Simulation
  * SDT ACMI System
  * Digital Data Recorder
  * 3D Visual Models Library
  * Digital Data Recorder (DDR) Debriefing Software
  * SOAP / Symbology Overlay And Algorithm Processor
  * Flight Control Computer Hardware
  * Precise Position Determination System
  * Launcher Remote Control System
  * Missile Data Acquisition and Recording Unit
  * Airborne Computer System
  * Geospatial Intelligence Management System (GIMS)
SANmilitary  Product portfolio
SANmilitary Product portfolio
**SANmilitary Product portfolio**

**T-kalip** – mine protected seats

- Mine protected seats to be used in armoured vehicles & rails for weapons

**SEATING FEATURES:**
- The seats meet the standard MIL-STD-1472G
- Easy assembly and disassembly from the vehicle
- Low weight
- Cushions can be made custom design
- Seats can be easily adapted to various vehicles and its variants

**SEATING OPTIONS:**
- Safety belt, Static 5 point or retractable 5 point
- Fire retardant cushion cover
- Foldable seating pan
- Foldable back rest
- Removable head rest
- Foldable arm rest
T-kalip – mine protected seats

- Mine protected seats to be used in armoured vehicles & rails for weapons
SANmilitary Product portfolio

CES – add-on armour for any type of vehicles (armoured vehicles & helicopters) from composite materiel, personal protection (helmet & body armour).
Forum Industries – Fire suppression system

- Fire suppression system to be used in armoured vehicles as a protection against RPG and other types of fire suppression system to be used in connection with riot control.
SANmilitary Product portfolio

Otonom teknoloji – Zeppelin/balloon based – surveillance & electro optic systems
TTAF Savunma Sanayi ve Ticaret A.Ş.

- Aerospace Cable Assemblies
- Wire Harnesses
- Fiber Optic Cable Assemblies
- RF/ BNC Cable Assemblies
- Electro-Mechanical Assemblies
Sanmilitary – Product portfolio

Savronik – defence systems, fire control system, air data link, power distribution box, live weapon simulation & railroad systems

- Subsystems mainly for air vehicles and other subsystems for Naval vessels
  - *Air data terminal*
  - *Data link system*
  - *Flare dispenser*
  - Flight test instrumentation and measurement system
  - Ground data terminal system
  - *Marine system integration capability (surface supply and combat support ships)*
  - *Lightning control panel*
  - *Power distribution & control units*
  - *Avionics activation panel*
SANmilitary Product portfolio
Ali Bayram Güvercin
Business Development Manager & Partner – SANmilitary

- Global Business Engineer (B.Sc) - Technical University of Denmark
- Master in Management of Technology (M.Sc) - Aalborg university

Experience
- Norsoft – Logistic manager
- Danish Defence Acquisition and Logistics Organization – Project Manager
- Danish Defence Acquisition and Logistics Organization – Technical System Manager
- Rheinmetall Defence – Project Manager

Languages we speak:
- Danish
- Turkish
- English
- German
- Norwegian

Sami Emren Kılıç
Business Development Manager & Partner – SANmilitary

- Electronic Engineer (B.Sc) - Technical University of Denmark
- Master in Management Engineering (M.Sc) - Technical University of Denmark

Experience
- Bang&Olufsen ICEpower – Project Engineer
- Atkins Denmark – Project Engineer / Project Manager
- Banedanmark BDK (Danish Ministry of Transport) – Project Manager / Chief Consultant
Semiha Yasar – Local representative of SANmilitary in Ankara/Turkey
Business Development Manager & Partner – SANmilitary

- University Education Scholarship - TÜBİTAK
- Graduate Education Scholarship - TÜBİTAK
- Graduate Education and Doctorate in USA Scholarship - Ministry of National Education
- Canada Doctorate Scholarship - University of McGill, Montreal

Experience
- FNSS Savunma Sistemleri A.Ş.- Director, Product Engineering and R&D
- FNSS Savunma Sistemleri A.Ş.- Director, Development Programs
- FNSS Savunma Sistemleri A.Ş.- Manager, Engineering and R&D Department
- FNSS Savunma Sistemleri A.Ş.- Project Manager
- Republic of Turkey, Ministry of State – Consultant
- Aselsan - Mechanical Design Engineer
• Our presence and base in Copenhagen, gives us the advantage to track local and regional defence industries and trends within the defence area.

• Our strength is providing communication between cultures, being able to understand customer needs.

• SANmilitary has more than 8 years of experience within the defence industry and from the defence ministries. We always aim to provide a consistent and sustainable solutions together with our customers.
SANmilitary experience

1. International experience in managing defence projects
2. Technical expertise

**International defence experience & expertise**

- Connection to the Scandinavian and European defence procurement departments
- Cooperation & Connection to Scandinavian and European Defence companies
- Coordination of equipment logistics and maintenance at NATO level
- Representation of country interests at NATO level
- Follower of competition and technical trends and evolutions
- Knowledge of technical and operational requirements of various NATO countries
- Knowledge of knowhow and experience adapted from operations and conflicts of various NATO countries

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Experience adapted from international project management

- Project Management and coordination
- Cooperation between the departments and units attached to the Ministry of Defence
- Operational deployment
- Operations and Maintenance
- Logistic support (stock management, spare parts availability, maintenance procedures and maintenance concepts)
- Technical publication
- Training (maintenance, user and operational deployment/use)
- SAP
- EU & NATO procurement law, and German, Norwegian, Denmark national procurement laws
- Engaged in EU & National bids, offer writing, sales and marketing
- Armoured vehicles upgrade management
- NATO coordination (equipment maintenance and logistics)
SAN Military's areas of expertise

**Technical expertise & knowledge areas**

- Antiterrorism equipment expertise and project management
- Containers, office containers, CBRN Containers
- Mobile traffic lights
- Military boats
- Weapon accessories and equipment
- Sonar
- Military Generators 7.5 kW, 12 kW & 24 kW
- Camp light systems
- Various Detection Systems
- Military helicopters
- Medico equipment, defibrillators, Oxygen Tanks and masks, surgical sets, dressing, stretcher systems, mobile medico kits
- Military ambulances and weapons for ambulances
- ECM and Jammer systems (Electronic Counter Measure)
- Radio systems (HF, Tetra radios, HARRIS 152 and VHF)
- Antitank protection equipment and systems
- Vehicle roll-over simulators

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SAN Military's, areas of expertise

Technical expertise & knowledge areas

- **Military Vehicles and project management expertise**
  - MAN HX trucks
  - Armoured ambulance vehicles (tracked and wheeled)
  - Leopard 1 & 2 tracked main battle tanks
  - Various American MRAP type vehicles (COUGAR, JERRV, Buffalo, RG-33, Caiman, ‘Dingo’ etc.) including British MRAPs Mastiff and Ridgeback
  - Armoured personnel carriers and mid-range vehicles (M113, Piranha, PARS 8x8, Eagle 6x6 and 4x4, CV-90)

- **General Military experience**
  - Military deployment in Afghanistan
  - Military deployment in Kosovo
  - Tactics - Military deployment
  - Military Movement and formations
  - Exorcist, Marches
  - Brigade, Battalion and Company exercises
  - Platoon and team exercises, foreign unit exercises, special units and special forces exercises.
  - Urban warfare
  - Patrolling
  - Reconnaissance and Surveillance