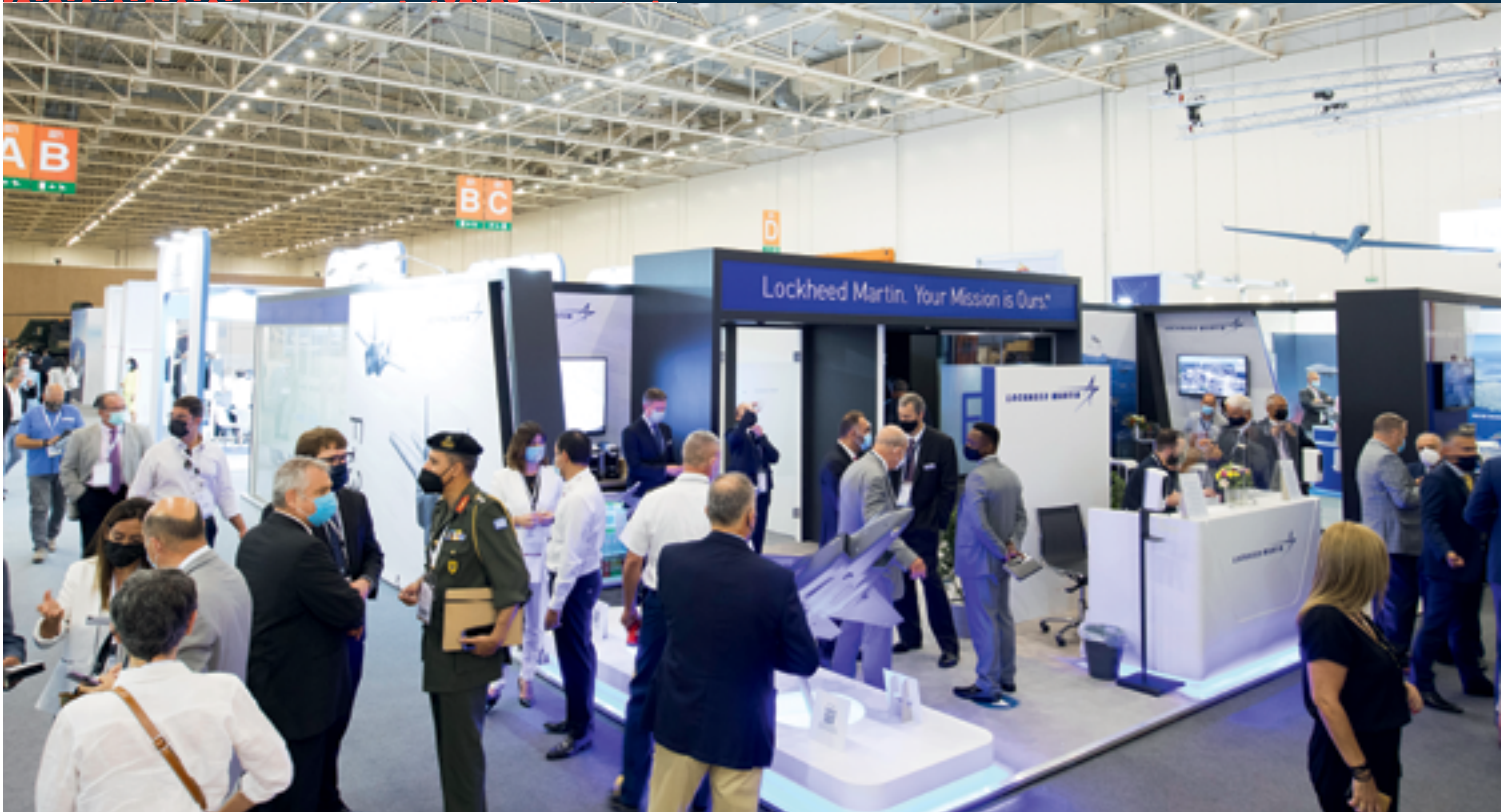


USA PAVILION

DEFEA 2021

Organized by the American-Hellenic Chamber of Commerce with the support of the US Embassy in Athens, the USA Pavilion at DEFEA 2021 showcased the strong defense relationship between the US and Greece and underlined Greece's role as a strategic ally in the region



LOCKHEED MARTIN'S IMPRESSIVE BOOTH AT THE ENTRANCE OF THE USA PAVILION. LM WAS AMONG THE PLATINUM SPONSORS OF THE USA PAVILION



GEOFFREY R. PYATT



HEIDI GRANT



GENERAL VIEW FROM THE USA PAVILION RECEPTION THAT TOOK PLACE AT THE GENNADEION GARDENS OF THE AMERICAN SCHOOL OF CLASSICAL STUDIES

Taking place on July 13-15 at the Metropolitan Expo exhibition center at Athens International Airport Eleftherios Venizelos, DEFEA 2021, the first biennial Defense Exhibition Athens, was a resounding success. Organized under the auspices of the Hellenic Ministry of National Defense and the Hellenic Ministry of Shipping, the exhibition was supported by the Hellenic Aerospace Security and Defense Industries Group (HASDIG) and the Hellenic Association of Space Industry, and had SEKPY-Hellenic Manufacturers of Defense and Security Material Association as its strategic partner. Highlighting Greece as a strategic regional hub, DEFEA brought together defense and security industry stakeholders from across Europe, Asia, Africa and the Middle East, as well as the United States.

"The American-Hellenic Chamber of Commerce has been the most important partner in the US-Greece trade and investment relationship and has contributed substantially to strengthening Greece's position as a pillar of stability in the region, in the fields of energy, innovation and defense. The US Pavilion at DEFEA, bringing together defense and security professionals, serves as a platform for networking and brainstorming, further expanding our countries' defense and trade ties. Our enhanced military cooperation has been consolidated, in particular, in the last two years, as a result of the updated Mutual Defense Cooperation Agreement (MDCA), led by the Minister of Defense, Nikos Panagiotopoulos."

— US AMBASSADOR TO ATHENS, GEOFFREY R. PYATT, AT THE USA PAVILION RECEPTION



HEAVY MILITARY VEHICLES DISPLAYED BY THE US ARMY



NIKOLAOS BAKATSELOS, GEOFFREY R. PYATT, HEIDI GRANT, KELLY MACDONALD, CAPT MICHAEL BIERY, AND US ARMY SOLDIERS IN FRONT OF BOEING'S AH-64 E-MODEL APACHE



NIKOLAOS BAKATSELOS, GEOFFREY R. PYATT AND NIKOS PANAGIOTOPOULOS DURING THE WALKTHROUGH OF THE USA PAVILION



USA PAVILION EXHIBITORS' BREAKFAST BRIEFING

“This trade show not only presents an opportunity to meet with our international partners but also with our partners in the defense industry who play an equally important role in achieving our defense and national security objectives. [...] Thanks again to AMCHAM for hosting. On behalf of my colleagues from the DoD, I want to thank you again for your continuous teamwork to ensure that we remain the global security partner of choice.”

— DSCA DIRECTOR, HEIDI GRANT, AT THE USA PAVILION RECEPTION

USA PAVILION RIBBON CUTTING CEREMONY



Without a doubt the reference point at DEFEA 2021, the USA Pavilion was organized by the American-Hellenic Chamber of Commerce with the support of the United States Embassy in Athens, in association with AUSA Hellenic Chapter. The Pavilion presented state-of-the-art equipment, services and heavy vehicles and helicopters of the US Army, attracting defense industry professionals, who toured its corridors, learned about the exhibits and exchanged views on further strengthening the partnership and ties between Greece and the United States.


The morning before the official opening of the fair, a breakfast briefing for USA Pavilion exhibitors gave participants the opportunity to be informed on the defense market in Greek and the wider region. A number of speakers—including Nikolaos Bakatselos, President of the American-Hellenic Chamber of Commerce; Elias Spirtounias, Executive Director of the American-Hellenic Chamber of Commerce; and US Embassy representatives Michele Siders, Political Counselor; Carl Watson, Deputy Economic Counselor; John Scimone, US Army, Army Programs Manager, Office of Defense Cooperation; and Nick Papachyssanthopoulos, Commercial Specialist, USCS Athens, US Embassy—provided a thorough review of Greece’s current status, covering key topics such as the political environment between the US and Greece and including an update on the services provided by the Office of Defense Cooperation and the USCS. The ribbon cutting ceremony of the USA



THE AUDIENCE AT THE EVENT ANNOUNCING THE ORGANIZATION OF THE HELLENIC PAVILION AT AUSA 2021

Pavilion at DEFEA 2021 took place on July 14, with the participation of a number of senior officials from across the political, military and diplomatic sectors as well as representatives of the business community. The ceremony was conducted by Nikolaos Bakatselos, President of the American-Hellenic Chamber of Commerce; Heidi H. Grant, Director of the Defense Security and Cooperation Agency; Geoffrey R. Pyatt, Ambassador of the United States to the Hellenic Republic; and Nikolaos Panagiotopoulos, Minister of National Defense; with Liz Wilson, Deputy Assistant Secretary of the Army for Defense Exports and Cooperation, and Major

General Joe Jarrard, Deputy Commanding General for Army National Guard, among the distinguished guests.

Addressing the audience at the ceremony, Heidi H. Grant, Director of the Defense Security and Cooperation Agency, said: “We are so very proud to be here this year to celebrate 200 years of friendship with Greece as we commemorate Greece’s historic bicentennial and the shared democratic values that unite our two countries. I’m also proud to say that the US-Greece defense relationship is at an all-time high, one of our strongest in Europe, and we greatly value Greece’s leadership role in the region and beyond,” going on to add that “Trade shows like DEFEA provide an invaluable security cooperation forum for the U.S. military and defense companies to engage with our Allies and partners.” In his own address, US Ambassador Geoffrey R. Pyatt referred to the strong and longstanding defense relationship between the US and Greece, saying: “This is a trade show, and a trade show wouldn’t be complete without examples of the equipment and services that U.S. vendors are providing. But I want to emphasize that the U.S. relationship with Greece is not just about hardware. It’s about how our forces work together, and the partnerships they enjoy.” Following the ribbon cutting, the delegation was taken on a walkthrough of the USA Pavilion and had the opportunity to meet with representatives of the 32 US defense industry companies participating and exhibiting at the Pavilion. 

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NIKOLAOS BAKATSELOS, BETTY ALEXANDROPOULOU, ELIAS SPIRTOUNIAS

LOOKING AHEAD TO AUSA 2021

A special info session held in the context of DEFEA served to inform Greek companies exhibiting at DEFEA about the Hellenic Pavilion at AUSA 2021 Annual Meeting and Exposition, which will take place on October 11-13 in Washington DC. The Hellenic Pavilion at AUSA will be organized, for the eighth year running, by the American-Hellenic Chamber of Commerce under the auspices of the Ministry of National Defense – General Directorate of Defense Equipment and Investments (GDAEE) and with the support of Enterprise Greece. Speaking at the session, AmChamGR Executive Director Elias Spirtounias spoke about the history of the Greek presence at AUSA, noting that: “We started with five exhibiting companies in 2014; today we exceed 12 companies, and the participation trend is increasing. Significant collaborations and exchange of knowhow have been achieved in the seven years of our presence in AUSA, a presence which places the Greek defense industry as a participant and interlocutor with the dominant powers in a global context.” Managing Director and Member of the Board at Enterprise Greece, Betty Alexandropoulou, noted that: “Enterprise Greece, which had supported the first Greek participation in the exhibition in 2014, continues to be on the side of Greek companies in the industry this year. AUSA is considered one of the most important international exhibitions in America in the field of defense and Greek export companies must be there.”