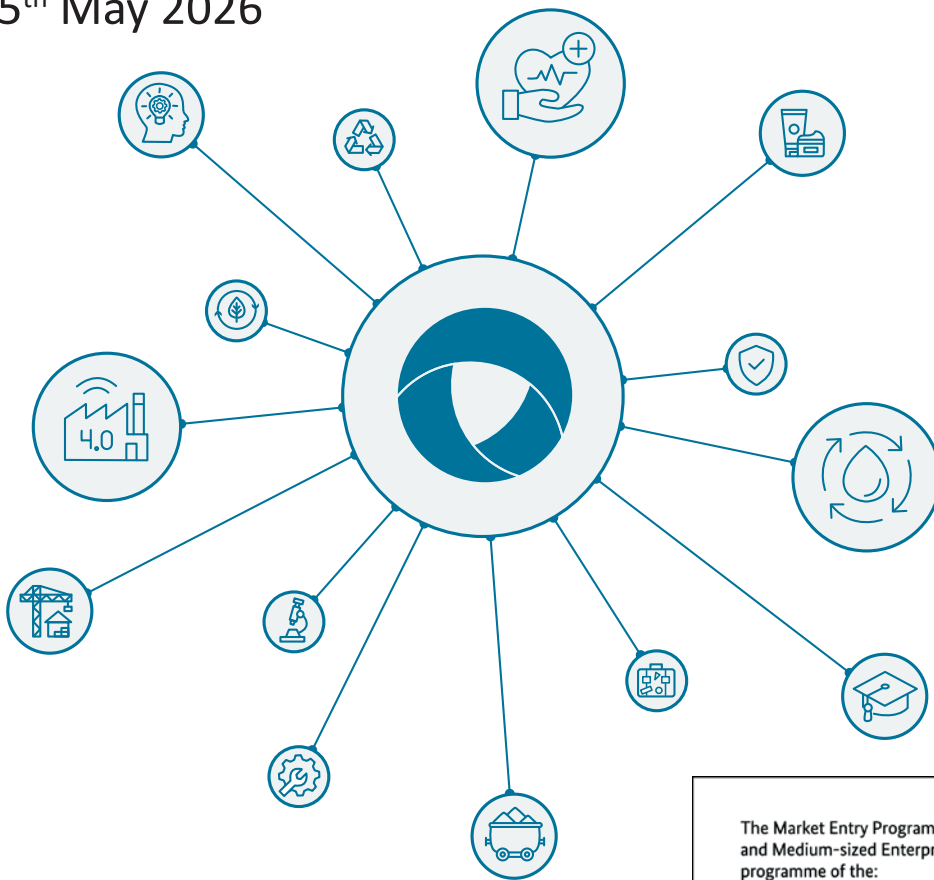


Business Delegation Trip Security and defense industry: Maritime security Lithuania

11th–15th May 2026



The Market Entry Programme for Small and Medium-sized Enterprises is a funding programme of the:



Federal Ministry
for Economic Affairs
and Energy



MITTELSTAND
GLOBAL
FOREIGN MARKET
ENTRY PROGRAMME

The Market Entry Programme commissioned by the Federal Ministry for Economic Affairs and Energy is implemented by:



GERMANY
TRADE & INVEST

Imprint

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Participating German Companies

Content

Business Delegation Trip Security and defense industry: Maritime securityy Lithuania	1
Message of Greeting	4
Introduction	5
Participating Companies	6
1 Aerodata AG	6
2 ARX Robotics GmbH	8
3 Fibrecoat GmbH	10
4 Germandrones GmbH	12
5 LiveEO GmbH	14
6 Martechnic GmbH	16
7 Minascent Technologies GmbH	18
8 Moog GmbH	20
9 NetCo Professional Services GmbH	22
10 Stein Sohn GmbH	24
Contact	27

Message of greeting



Sr. Christian Tippelt

Director Foreign Market Entry Programme of the Federal Ministry for Economic Affairs and Energy (BMWE) Germany Trade & Invest

The Foreign Market Entry Programme assists German Small and Medium-Sized Businesses during all stages of their export activities. Participating businesses receive widespread support from the initial stages of market exploration up to the making of actual business contacts, e.g., by providing first-hand market information, organizing exploration trips and building networks. Key element of this support is the personal assistance during preparation, implementation and follow-up of these measures to ensure that the business arrangements are of high quality and sustainable.

This visit is part of the showcase events module of the Foreign Market Entry Programme and will facilitate business contacts as well as provide important impulses for the further intensification of the fruitful co-operation between Albania and Germany.

On behalf of the German Federal Ministry for Economic Affairs and Energy , I would like to thank the participants from Germany, all multipliers, and other involved parties in Albania for their contribution to create a successful measure.

Introduction

German Business Delegation

Lithuania

11th-15th May



2026



**Security
and defense
industry**

With the support of the **German Federal Ministry for Economic Affairs and Energy (BMWE)**, **SBS Systems for Business Solutions**, in close cooperation with the **German-Lithuanian Chamber of Commerce (AHK Lithuania)**, is proud to implement a project aimed at deepening economic ties and advancing sustainable development in the defense and security sector.

A group of ten leading German companies from the defense and security industry is participating with the shared goal of expanding their presence in the Lithuanian market, fostering long-term partnerships, and delivering innovative solutions that strengthen security and promote technological collaboration.

The project is designed to support both German and Lithuanian companies and institutions by facilitating stable, sustainable, and mutually beneficial business relationships.

At the heart of the project is a **delegation trip to Lithuania**, structured to create meaningful, results-oriented engagement. The delegation trip will include individually tailored B2B meetings with potential partners, site visits to company headquarters, and specialized presentation events where participants can showcase their technologies to a targeted professional audience.

In addition, the delegation will attend the **DAIMEX Baltic 2026 – Defence & Aerospace Industry Meeting & Exposition**, a premier platform for the security and defense industry. This participation will provide the visiting companies with direct access to decision-makers, help strengthen their market presence in the Baltic region, and allow in-depth discussions on current technological developments and future cooperation opportunities.

Through these activities, the project aims to promote sustainable economic growth, enhance bilateral business cooperation, and strengthen collaborative efforts in defense and security between Germany and Lithuania.



MISSION MANAGEMENT SYSTEM AEROMISSION®



MULTI-DOMAIN INFORMATIONMANAGEMENTSYSTEM PROMETHEON



MALE-UAS AEROFORCE® X



FLIGHT INSPECTION SYSTEM AEROFIS®

SUMMARY

Aerodata AG is a German-based leading provider of innovative and intelligent solutions for airborne special missions.




MADE IN Germany



PROFESSIONAL MAINTENANCE IN THE AVIATION SECTOR

WWW.AERODATA.DE

COMPANY PROFILE

Aerodata AG is a leading global provider of innovative complete solutions for a wide range of civil and military airborne special missions. Aerodata is the world market leader in flight inspection systems and offers customized complete solutions for long-range, airborne manned and unmanned surveillance and reconnaissance.

The focus is on special aircraft for airborne surveillance, for example in the areas of border and maritime surveillance, shipping surveillance, search and rescue, piracy, and fisheries control. An important component of this is the company's own mission management systems, which play a decisive role in real-time situational awareness.

In addition to developing and producing mission equipment, Aerodata AG, as an EASA-certified provider, also handles integration and certification on aircraft.

REFERENCES AND EXPORT ACTIVITIES

With over 100 flight inspection systems and more than 60 surveillance systems delivered worldwide, we offer a proven track record of capability and reliability.

TARGET GROUP

- Law enforcement authorities and military
- Coast guard and border protection
- Government institutions

PRODUCTS / SERVICES

- AeroMission®: Mission management system for airborne missions in the field of intelligence, surveillance, and reconnaissance (ISR)
- AeroForce® X: Unmanned aerial vehicle system (UAS) for demanding ISR missions
- Prometheus: Multi-domain information management system for critical surveillance and reconnaissance scenarios
- GNSS Anti-Jamming and Anti-Spoofing: Aerodata is the first company that has been granted a Supplemental Type Certificate (STC) by the European Union Aviation Safety Agency (EASA) for its advanced GPS Anti-Jamming and Anti-Spoofing solution
- AeroFIS®: flight inspection system for calibration of aviation navigation equipment
- Aircraft modification and maintenance

COMPETITIVE ADVANTAGES

Aerodata guides customers across the entire value chain, from design and production through aircraft modification to certification, support, and maintenance. This integrated approach from a single source ensures optimal performance and support.

IDEAL BUSINESS PARTNERS

- Law enforcement authorities and military
- Coast guard and border protection
- Government institutions

BUSINESS DELEGATION TRIP | SECURITY AND DEFENSE INDUSTRY | LITHUANIA

Carried out by:



In collaboration with:





ARX
ROBOTICS



FLEET DIGITISATION AND SOFTWARE-DEFINED MODERNISATION

SUMMARY

ARX Robotics is Europe's leading autonomous ground vehicle company and the operator of the world's largest connected UGV fleet in active combat in Ukraine.



MADE IN
Germany

WWW.ARX-ROBOTICS.COM



ARX Robotics GmbH

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www.arx-robotics.com

Contact person:
Ms Nadine Laubmann - Business Development Manager
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Phone: +49 151 2809 7343
Languages: German, English

COMPANY PROFILE

- Founded in 2022 by three former officers of the German Armed Forces (Bundeswehr); headquartered in Munich with additional offices in Berlin (Governmental Affairs), London (ARX UK HQ), and Kyiv (ARX Ukraine HQ).
- ~200 employees as of February 2026
- Raised €77 million from European and NATO-aligned investors: NATO Innovation Fund (NIF), HV Capital, Heliad, Project A, Speedinvest, OMNES among others
- Mission: digital transformation of land forces through autonomous, unmanned ground systems powered by proprietary Mithra OS software.

REFERENCES AND EXPORT ACTIVITIES

ARX Robotics operates the largest Western UGV fleet deployed in active combat in Ukraine, supported by local hubs providing frontline maintenance, upgrades, R&D, and 24/7 mission support. The company has expanded internationally with a UK headquarters and exercises with the British Armed Forces. In Germany, ARX has participated in Bundeswehr exercises and, with Helsing, in the German Recce-Strike Complex project for NATO Eastern Flank surveillance. ARX systems also support NATO initiatives such as Taskforce X and the Spring Storm exercise in Estonia (April 2026). Key milestones include the first Program of Record and a Series A3 extension closed in December 2025, along with partnerships with Daimler Truck and DEUTZ.

PRODUCTS / SERVICES

- GEREON RCS — High-speed, long-range tracked UGV: AI-supported, GNSS-independent autonomy; up to 500 kg payload; LiDAR, thermal & stereo cameras; low acoustic/thermal signature; tool-free modular payload swaps.
- HECTOR — Medium-class high-speed wheeled UGV: manned, teleoperated, or fully unmanned operation; gasoline or electric propulsion; military radio, LTE, 5G, Starlink; 2 payload ports for rapid mission reconfiguration.
- Mithra OS — Platform-agnostic autonomy software deployable on manned, optionally manned, and unmanned vehicles; enables fleet digitization without hardware replacement; 30+ mission use cases.
- SSTLC — Services, Support, Training & Logistics Center: in-country maintenance, production, modernization, local R&D, partner-nation solution integration, operator training, 24/7 mission success support.
- Payload ecosystem (30+ use cases): Mobility & Support (logistics basket, CASEVAC carrier, UAV carrier); ISR & Sensing (radar, optronics, direct finding system, laser target designator); Protection & Effects (C-UAS RF jammer, weapon station).

TARGET GROUP

NATO defence ministries and armed forces—especially in Eastern and Northern Europe—along with NATO battlegroups and procurement agencies seeking autonomous systems, and governments needing rapid capability upgrades without full fleet replacement.

COMPETITIVE ADVANTAGES

Combat-proven in Ukraine; rapid HW/SW updates based on frontline feedback; software-defined architecture enabling autonomous upgrades of existing fleets; decentralized localization with sovereign supply chains; NATO-aligned investors and scalable production.

IDEAL BUSINESS PARTNERS

Defence companies and system integrators for co-production and localization; payload and subsystem specialists; Baltic/CEE research institutions for joint R&D; and prime contractors seeking autonomous ground systems for regional programs.

BUSINESS DELEGATION TRIP | SECURITY AND DEFENSE INDUSTRY | LITHUANIA

Carried out by:



In collaboration with:



FIBRECOAT



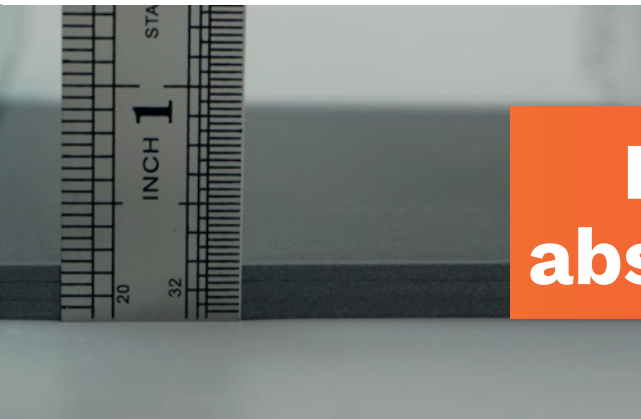
Chaff



**EMI/EMP
shielding**



**Radar
absorption**



Advanced Materials for Defence

SUMMARY

FibreCoat delivers lightweight, high performance coated fibres for shielding, thermal management and design in space, defense & mobility.



MADE IN
Germany

WWW.FIBRECOAT.DE

Fibrecoat GmbH

FIBRECOAT
FIBRECOAT

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www.fibrecoat.de

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robert.bruell@fibrecoat.de
Phone: +49 241 943090-142
Languages: German, English

COMPANY PROFILE

Founded in Germany in 2020, FibreCoat is transforming materials technology with a novel fibre-coating process that delivers strong, flexible and highly cost-efficient materials. Its lightweight, conductive and recyclable products serve space, defense, automotive and construction sectors by addressing challenges like radiation, heat and EMI. FibreCoat enables satellites to withstand extreme conditions, supports durable defense equipment, improves EV heat and EMI management, and enhances insulation and shielding in buildings. Its production uses about 90% less energy than traditional methods, lowering costs significantly. Modular production lines can be deployed worldwide within three months, strengthening global supply-chain resilience.

REFERENCES AND EXPORT ACTIVITIES

Under NDA.

TARGET GROUP

Government Procurement & Defense Agencies, Electronic Warfare & Countermeasure Providers, Tier-1 and Tier-2 Defense Suppliers.

PRODUCTS / SERVICES

FibreCoat delivers advanced coated-fibre materials engineered for the demanding needs of modern defense systems. Our flagship AluCoat fibres provide lightweight, highly conductive shielding against E.M.I., R.F. interference, and thermal stress, supporting applications such as radomes, drones, communication systems, armored vehicles, and electronic-warfare equipment. FibreCoat's technology also enables high-performance chaff materials: ultra-light coated fibres optimized for rapid dispersion and effective radar cross-section disruption. Additionally, our radar-absorbing material (RAM) formulations use tailored fibre-coatings to reduce detectability across key frequency bands while remaining cost-efficient and scalable. Beyond materials, FibreCoat provides engineering support, testing, and custom formulations to meet mission-specific requirements

COMPETITIVE ADVANTAGES

Patented fibre-coating tech delivers lightweight, high-performance, low-cost conductive and radar-absorbing materials. FibreCoat provides superior chaff, scalable RAM, 90% lower energy use, rapid global production setup, and seamless integration into defense systems for resilient, affordable electromagnetic protection.

IDEAL BUSINESS PARTNERS

An ideal Lithuanian partner would be a defense-focused maritime technology company or shipyard with experience in naval systems, electronic warfare integrations, and materials-intensive components—capable of adopting advanced fibres for shielding, thermal management, or countermeasure applications.

BUSINESS DELEGATION TRIP | SECURITY AND DEFENSE INDUSTRY | LITHUANIA

Carried out by:



In collaboration with:





SUMMARY

Germandrones develops innovative, reliable, industrial UAV technology “Made in Germany” (software and hardware).



MADE IN
Germany



WWW.GERMANDRONES.COM

COMPANY PROFILE

Germandrones GmbH is a leading German company specializing in the development and production of unmanned aerial systems (UAS) for professional applications. Their technology is designed to meet the highest standards of German engineering, offering solutions for a variety of industries including surveillance, inspection, mapping, research, precision agriculture, and search and rescue.

PRODUCTS / SERVICES

Songbird VTOL UAV

Flagship product is the Songbird, a vertical take-off and landing (VTOL) UAV that combines the benefits of fixed-wing aircraft (high speed, long range) with those of copter drones (vertical take-off and landing). The Songbird is highly modular, allowing for the integration of various cameras and sensors to suit different applications. Majority of Songbirds are sold for ISR-operations in Ukraine.

Phoenix K1

FPV drone, developed and produced by UKR-Joint venture for the requirements and usage at Ukrainian front-lines. Equipable with different effectors. Production capacity of 10,000 units per month.

BEE-H6

Heavy lifter drone with range extender for transport up to 60 kg (2026) and up to 200 kg as BEE-H6 max (2027) – both with flight times of > 60 minutes.

Talon:

Interceptor with > 3 minutes flight time and a top speed of over 400km/h

Further products, including loitering munition are under development for 2026/2027.

REFERENCES AND EXPORT ACTIVITIES

- Ministry of Defence of Ukraine (via Sonderstab of Bundeswehr)
- Moldovan border Police
- Philippine Coast Guard (via Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ))
- HORUS Technologies SRL, Italia

TARGET GROUP

- Military-, Police- and Rescue-Forces
- KRITIS Operators, e.g. energy supplier / offshore wind turbines parcs / Rail
- Industry
- Health care

COMPETITIVE ADVANTAGES

- UKR frontline-approved products with ongoing development
- R&D, production, training and service facilities in Germany and Ukraine
- High flexibility enables a high degree of innovation and implementation capability
- Germandrones is part of a private owned company group with more than 40 years of experience in security and safety operations
- A resilient network of joint ventures and partners, including Ukraine.

IDEAL BUSINESS PARTNERS

- Local suppliers for military and police products and services with either products to extend the product list of Germandrones or to partner at the local market with products of Germandrones
- Innovative suppliers of technologies and services

BUSINESS DELEGATION TRIP | SECURITY AND DEFENSE INDUSTRY | LITHUANIA

Carried out by:

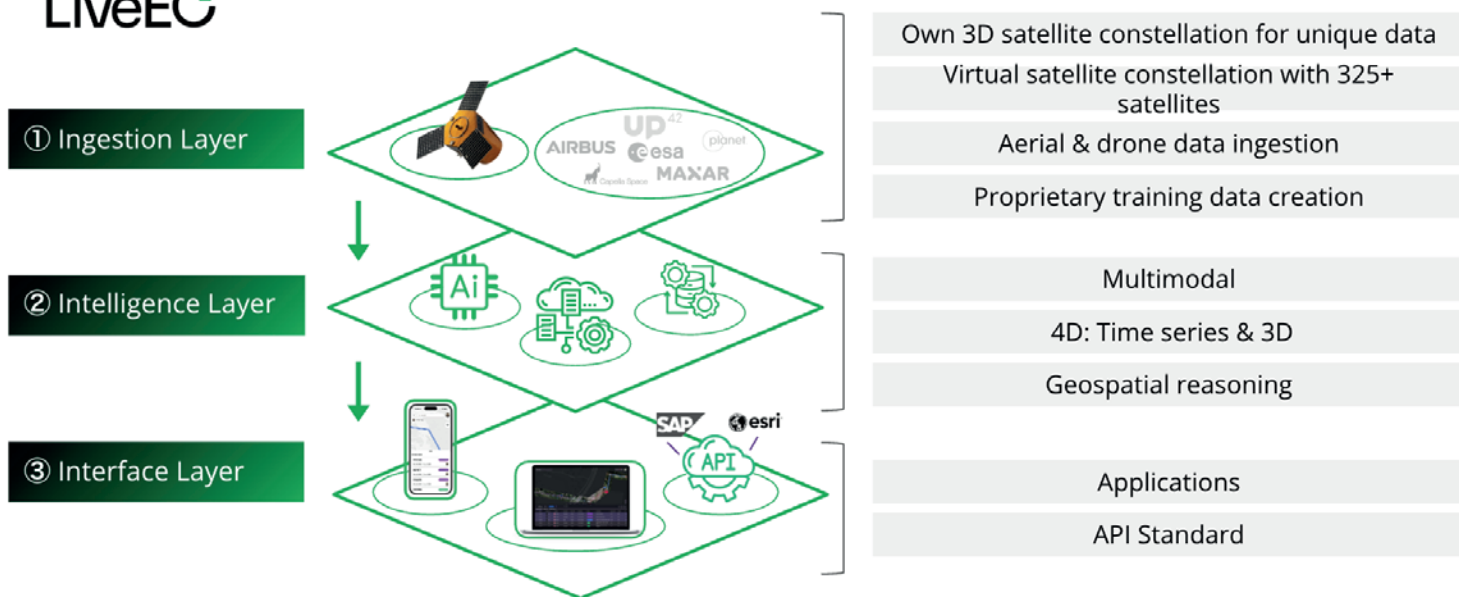
In collaboration with:

Unlocking the full potential of Earth Observation data.



COMPANY

How? Our vertically integrated AI platform reliably & automatically turns geospatial data into actionable insights in these security relevant sectors



SUMMARY

LiveEO is the global market leader in AI-powered geospatial intelligence and space-based Earth Observation (SBE0) solutions.



MADE IN Germany

WWW.LIVE-EO.COM



LiveEO GmbH

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COMPANY PROFILE

LiveEO’s cutting-edge AI and satellite data analytics unlock the full potential of space data to deliver actionable insights, driving safety, efficiency, and sustainability across governments and various industries. Infrastructure operators rely on LiveEO to detect and prevent risks that could cause outages or disruptions, making their networks more resilient to climate change. Supply chain leaders use TradeAware, LiveEO’s EUDR compliance platform, to monitor deforestation risks, ensure regulatory alignment, and protect market access. Governments rely on LiveEO’s powerful products to enhance situational awareness and bolster resilience. With an international team of 160 people, LiveEO is dedicated to protecting life on Earth and strengthening European resilience.

REFERENCES AND EXPORT ACTIVITIES

LiveEO has a strong global track record, supporting customers across critical infrastructure and supply chains. With projects delivered worldwide and proven export experience, we enable organizations to scale operations, meet regulatory requirements, and drive measurable outcomes using AI-powered Earth observation. Customers include, among others, Deutsche Bahn, E.ON Grid Solutions GmbH, AEP, BPA, Bauhaus, and Auchan.

TARGET GROUP

We are looking to speak with relevant national defence and intelligence stakeholders who are interested in exploring the value of our powerful solutions and who would help us with user feedback to make our solutions more relevant. Moreover, we’re always interested in expanding our channel of local partners. Please see below for more detail.

PRODUCTS / SERVICES

Since 2018, LiveEO offers various commercial AI-powered Space-Based Earth Observation (SBEO) solutions for civilian critical infrastructure monitoring, which are also relevant in the defence context: whether it’s safeguarding critical railway segments relevant for defence enablement and logistics against vegetation risk or monitoring pipelines used for jet fuel for third party interference risk – we can help! Moreover, we can provide powerful Space-Based Intelligence, Surveillance & Reconnaissance (SBISR) solutions with multi-class & multi-modal change detection and deep learning-powered submeter-accuracy 3D-surface models. Finally, we plan our own Twinspector satellite constellation to be launched by 2028, which will be the biggest commercial 3D-camera system in space!

COMPETITIVE ADVANTAGES

From proven commercial AI-powered SBEO solutions since 2018 to powerful SBISR: our vertically integrated AI platform reliably & automatically turns vast amounts of geospatial data into actionable insights. We are a European scale-up headquartered in Berlin. Besides our powerful analytical solutions, we also plan to launch the biggest 3D-camera in space by 2028!

IDEAL BUSINESS PARTNERS

We are primarily interested in engaging with relevant local business partners, including primes, scale-ups and start-ups and advisory firms, who may be interested in teaming up with us for national and international programmes and GTM activities.

BUSINESS DELEGATION TRIP | SECURITY AND DEFENSE INDUSTRY | LITHUANIA

Carried out by:

In collaboration with:





OIL QUALITY MANAGEMENT

ON-SITE CONDITION MONITORING OF FUEL, LUBE & HYDRAULIC OIL AND COOLING WATER

SUMMARY

Manufacturer of portable test equipment for on-site trend analysis of crucial parameters of fuel, lube and hydraulic oil.



MADE IN GERMANY

WWW.MARTECHNIC.COM



Martechnic GmbH

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www.martechnic.com

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Phone: +49 172 5923225
Languages: German, English

COMPANY PROFILE

Since 1997 Martechnic GmbH is a second generation family business managed by the owner. Its focus is on development and worldwide distribution of portable and stationary measuring systems to get applied on site directly at the engine or the engine park. The purpose of the products is to make the engineer or user more independent from external laboratory analysis alone, and by providing continuous information on the engine performance to allow trend analysis, and to get early warning of possible engine failure looming ahead, and so to avoid damages and uncontrolled down times.

REFERENCES AND EXPORT ACTIVITIES

Martechnic exports its oil-analysis and condition-monitoring systems through a worldwide distributor network covering Europe, Asia, the Middle East and the Americas. Its equipment is used by major maritime operators such as Hapag-Lloyd, MSC, Stena Line and BW Group, as well as ship managers, navies and offshore fleets.

TARGET GROUP

Martechnic already supplies numerous merchant ships of ship owners. Other shipping companies – also from the offshore sector – would be interesting, but also any power generating or propulsion application featuring substantial oil fill volumes. Ideal would be to find a representative who is engaged in engine operation business.

PRODUCTS / SERVICES

In detail the products enable the checking of essential oil parameters, like water content, alkalinity (BN), viscosity and insolubles as well as iron content, catfines, density, stability, compatibility, and some more.

The devices can also get used by untrained personnel and so are available for any engine operator.

As a proper sampling is the key to a useful analysis, Martechnic also offers sampling equipment as part of the product range.

COMPETITIVE ADVANTAGES

Martechnic engages in a niche market. There is quite a number of re-sellers for some parts of the range of applications, but only a few who are doing research and development. At Martechnic it is possible to receive technical consultation and innovative products for an individually designed maintenance concept out of one hand.

IDEAL BUSINESS PARTNERS

Ideal business partners include shipowners, ship managers, naval and offshore operators, as well as maritime service companies and technical distributors interested in integrating portable fuel, lube oil and cooling-water testing systems into maintenance, inspection and onboard condition-monitoring services.

BUSINESS DELEGATION TRIP | SECURITY AND DEFENSE INDUSTRY | LITHUANIA

Carried out by:



In collaboration with:



What sets Minascent apart

- **Certified Quality & Compliance**

FAMI-QS and ISO 9001 certified quality management ensuring robust, traceable and internationally recognized processes.

- **Recognized Innovation**

Recently appointed as one of Germany's Top 100 Innovator Companies.

- **30+ Years in Regulated Markets**

Proven performance with flexible, customer-driven solutions and advanced process optimization.

- **Lab-to-production Expertise**

Unique combination of organic synthesis know-how and real scale-up competence enabling seamless transitions from lab to production..



Rewarded for outstanding innovative strength in Challenging Chemistry.

More at: www.top100.de

YOUR PARTNER FOR FINE AND SPECIALITY CHEMICALS

SUMMARY

MinAscent Technologies – Germany ISO 9001. Rewarded for outstanding innovative strength in Challenging Organic Chemistry.



MADE IN
Germany

WWW.MINASCENT.COM

COMPANY PROFILE

MinAscent is a German based manufacturer of advanced organic intermediates for the defense, pharmaceutical (APIs), cosmetics, and feed industries. Recently recognized as one of Germany's Top 100 Innovators, the company builds on more than 30 years of expertise in complex organic chemistry. Initially focused on highly regulated pharmaceutical intermediates, MinAscent has successfully expanded into defense applications, leveraging advanced process technologies and proven capabilities in handling demanding and exothermic reactions. ISO 9001 and FAMI QS certified processes, strict quality management, and a strong focus on long term customer relationships ensure consistent quality, full traceability, and reliable supply. In the defense sector, MinAscent operates within a fully European and NATO integrated supplier network, supporting secure and resilient supply chains.

PRODUCTS / SERVICES

MinAscent's portfolio includes organic intermediates for energetic materials, such as hydrazines and nitro compounds, as well as dyes (anthraquinone and quinoline derivatives), stabilizers, and plasticizers and their intermediates. The company offers comprehensive services in process development, optimization, and scale up, supported by manufacturing capabilities covering multi step synthesis, continuous and flow processes, high pressure reactions up to 25 bar, and advanced distillation. Core reaction technologies include reductions, hydrogenations, alkylations, oxidations, nitrations, chlorinations, sulfur chemistry, organometallic reactions, and methylations, enabling tailored solutions for critical and highly regulated applications.

REFERENCES AND EXPORT ACTIVITIES

30 Years of sales of Advanced Intermediates, Starting Raw Materials and Feed additive worldwide.

TARGET GROUP

Chemical manufacturers producing finished energetic materials for defense applications & Distributors.

Companies developing ready-to-use energetic or other specialty chemical compounds seeking to establish a robust, secure EU-NATO supply chain, including key decision makers across supply chain.

COMPETITIVE ADVANTAGES

As part of the French Belgian Minafin Group, MinAscent combines group wide expertise with high flexibility and in house technology, avoiding external technology transfer. Longstanding experience in hydrazines and nitrations, ISO 9001 certified processes, and strong organic synthesis capabilities ensure quality, traceability, and reliable supply. MinAscent is a trusted partner for tailored energetic intermediates within fully European and NATO integrated supply chains.

IDEAL BUSINESS PARTNERS

Defense-oriented chemical companies producing final energetic formulations and materials & or Distribution partners.

Companies developing ready-to-use energetic or other specialty chemical compounds seeking to establish a robust, secure EU-NATO supply chain & Key decision-makers and influencers across the defence supply chain, including procurement, supply security, and strategic sourcing functions.

BUSINESS DELEGATION TRIP | SECURITY AND DEFENSE INDUSTRY | LITHUANIA

Carried out by:



In collaboration with:



MOOG



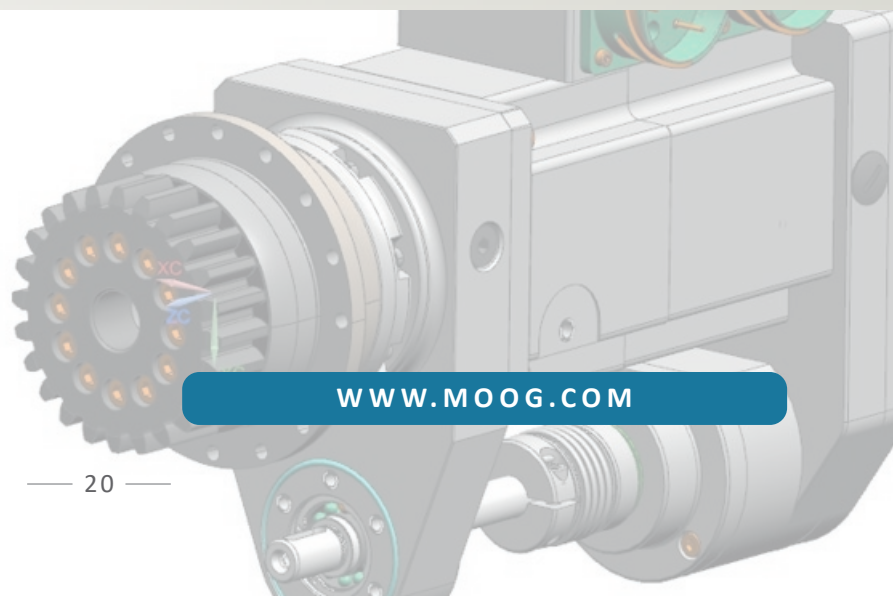
SUMMARY

Design, develop and manufacture ruggedized electromechanical and hybrid motion control systems for Defense customers.



MADE IN
Germany

WWW.MOOG.COM



Contact person:

Mr. Christopher Wabschke - Business Development Manager
cwabschke@moog.com
Phone: +49 15117489243
Languages: German, English

COMPANY PROFILE

Founded in 1951 and now with locations in over 21 countries, MOOG is a leading global manufacturer of high-performance motion control solutions for mission-critical applications.

We develop and manufacture products for the European defense market at our locations in Böblingen (Germany), Casella (Italy), and Cork (Ireland). These products are 100% ITAR-free and regulated by the BAFA depending on the application.

REFERENCES AND EXPORT ACTIVITIES

Major projects include the FLW weapon stations, the CV90 combat vehicles, and the RCH155 artillery system. Export activities are controlled by BAFA and our products are ITAR-free.

TARGET GROUP

Our target customers are manufacturers of missiles, vehicles, weapons, and effect systems who require advanced actuation and stabilization solutions.

PRODUCTS / SERVICES

High-performance motion control solutions

Actuators for weapon aiming systems (7.62 mm – 150 mm), providing high-precision targeting and stabilization. In addition, we have extensive experience in the development and production of autoloaders, hybrid drives, slip rings, and all types of actuators used in the defense sector.

COMPETITIVE ADVANTAGES

Moog Defence combines technological leadership in precision motion control with a broad product range, a proven global track record in military platforms, custom rugged solutions with high reliability and a worldwide support network.

IDEAL BUSINESS PARTNERS

The ideal business partner shares our commitment to precision, innovation, and integrity, working collaboratively to deliver reliable, high-performance solutions.

They value long-term relationships built on trust, mutual respect, and strict compliance with all regulatory and ethical standards.

BUSINESS DELEGATION TRIP | SECURITY AND DEFENSE INDUSTRY | LITHUANIA

Carried out by:



In collaboration with:



NetCo
TRÄUMER. DENKER. MACHER.



NetCo

**WE LOVE
TECHNOLOGY**

TRÄUMER.DENKER.MACHER.

microvista

SUMMARY

NetCo offers construction site cameras for project documentation as well as body cameras with a de-escalating front display.



MADE IN
Germany

WWW.NETCO.DE

COMPANY PROFILE

NetCo Professional Services GmbH is a Germany-based provider of technology solutions for security and digital monitoring. The company develops and implements body cameras with de-escalating front displays to enhance personnel protection and reduce conflict situations, as well as GDPR-compliant construction site camera systems for monitoring, time-lapse recording, and project documentation.

Established in 1996, NetCo supports public authorities, transport providers, construction companies, and private organizations with integrated hardware, software, and data management solutions. The company's vision is to improve safety, transparency, and operational efficiency through innovative, privacy-compliant technologies.

NetCo employs around 60 specialists in IT, engineering, video systems, and data security and continues to expand its solutions and market presence in Europe.

PRODUCTS / SERVICES

NetCo Professional Services GmbH provides professional camera and video solutions for security, safety, and project documentation. The company offers body cameras with a de-escalating front display designed to prevent conflicts, protect personnel, and support incident documentation in compliance with GDPR requirements. In addition, NetCo delivers construction site camera systems for real-time monitoring, time-lapse recording, and comprehensive project documentation. Its services include hardware, software, data management, hosting, and full-service implementation, enabling organizations to improve safety, transparency, and operational efficiency through reliable and user-friendly camera technologies.

REFERENCES AND EXPORT ACTIVITIES

NetCo Professional Services GmbH is the market leader in Germany for body camera solutions supporting public order authorities and public transport operators. The company serves national and international clients, including public safety agencies and water police (maritime police) units in Vietnam, and continues to expand its presence in international markets.

TARGET GROUP

NetCo Professional Services GmbH serves public authorities, law enforcement and public order agencies, public transport operators, construction companies, and private organizations requiring security, monitoring, and project documentation solutions. Its technologies support personnel protection, incident prevention, and digital project management across national and international markets.

COMPETITIVE ADVANTAGES

NetCo Professional Services GmbH offers a unique front display technology with a proven de-escalation effect, significantly enhancing personnel protection. The company provides highly customized solutions tailored to individual customer needs, supported by dedicated customer service. Data is securely hosted on servers in Germany or stored on-premise. Advanced AI-driven features further enhance construction site documentation.

IDEAL BUSINESS PARTNERS

NetCo Professional Services GmbH seeks business partners such as public and private sector clients, system integrators, and technology platforms for solution integration. Ideal partners have experience in security technology, public safety, transport, or construction environments and support the delivery of innovative, reliable, and privacy-compliant camera solutions.

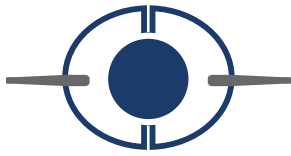
BUSINESS DELEGATION TRIP | SECURITY AND DEFENSE INDUSTRY | LITHUANIA

Carried out by:



In collaboration with:





STEIN SOHN



SUMMARY

German manufacturer of mission-critical measurement and control solutions for naval platforms, proven in submarine and surface combatant programmes.



MADE IN
Germany

WWW.STEIN-SOHN.DE



Stein Sohn GmbH

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COMPANY PROFILE

STEIN SOHN GmbH, founded in 1878 and based in Norderstedt, Germany, develops and manufactures high-reliability measurement and control solutions for naval and defense applications. With over 145 years of engineering experience, the company specializes in safety-critical systems for demanding maritime environments.

The company designs and produces instruments, valves, and control systems for pressure, temperature, flow, and level measurement, with a strong focus on naval shipbuilding. It is especially known for submarine programs, where reliability, shock resistance, non-magnetic properties, and long-term availability are essential.

All core activities—development, manufacturing, testing, qualification, and cleanroom assembly—are performed in-house in Germany. STEIN SOHN collaborates with shipyards, system integrators, and OEMs on both new-build and retrofit projects.

PRODUCTS / SERVICES

The product portfolio includes pressure gauges, differential and double pressure instruments, depth systems, temperature instruments, pressure and level sensors, safety switches, shut-off and control valves, and integrated monitoring solutions with electrical outputs (e.g., 4–20 mA).

Products are designed for harsh naval conditions, meeting strict requirements for shock/vibration resistance, non-magnetic behavior, accuracy, and operational safety. Systems comply with naval and military standards, suitable for submarines, surface combatants, auxiliary vessels, and shore-based facilities.

STEIN SOHN supports the full lifecycle, offering engineering, customization, qualification, spare parts, repair, and long-term maintenance.

REFERENCES AND EXPORT ACTIVITIES

STEIN SOHN solutions are in service on numerous naval platforms worldwide. References include German-designed submarine classes such as 212A, 212CD, 214, 218SG, as well as surface combatants including frigates and corvettes of the German Navy. Export programs span NATO and allied navies in Europe, South-America, Asia and the Middle East, including South Korea, Singapore.

TARGET GROUP

Naval shipyards, system integrators and OEMs involved in the design, construction, modernization and maintenance of naval platforms. In addition, defense ministries, naval forces and organizations responsible for procurement, sustainment and lifecycle management of surface vessels, submarines and naval infrastructure.

COMPETITIVE ADVANTAGES

Proven performance in submarine programs as the most demanding naval environment. German engineering and in-house manufacturing ensure quality, reliability and supply security. High vertical integration enables customization and rapid engineering support. Long-term availability, reparability and lifecycle support reduce operational risk and total cost of ownership.

IDEAL BUSINESS PARTNERS

Naval shipyards, defense system integrators and OEMs seeking reliable European suppliers for mission-critical systems. Partners valuing long-term cooperation, technical collaboration and lifecycle support in naval new-build, retrofit and modernization programs within NATO and allied defense frameworks.

BUSINESS DELEGATION TRIP | SECURITY AND DEFENSE INDUSTRY | LITHUANIA

Carried out by:



In collaboration with:



Project executor

SBS systems for business solutions



SBS systems for business solutions is a 1999 established private consulting agency, with two decades of experience in the planning, development and implementation of international projects. Moreover, the company offers services such as workshops, events and individually organized B2B-meetings, as well as individual strategies for market entries and assistance for the coordination of international teams for the German-speaking and Italian market.

Since 2006, SBS has been organizing hundreds of internationalization projects from delegation trips abroad to big virtual conferences on behalf of several German ministries and other foreign governmental institutions. In addition, SBS has been honored by the Italian Ministry of Economic Development with the title of “Temporary Export Manager”. A highly-skilled team of project managers with multinational backgrounds, based in Berlin and Rome, is sensitized for the topic of cultural differences and therefore knows how to approach difficult cultural issues. In fact, SBS applies cross-cultural thinking and designs custom-made solutions that overcome intercultural borders to find the right partners for their clients. Thanks to a strong partner network and more than 600 German and international clients, SBS is able to facilitate a successful market entry in the most emerging and attractive markets worldwide.

Project executor

German-Baltic Chamber of Commerce (AHK)



The German-Baltic Chamber of Commerce (AHK) is a key institution supporting economic cooperation between Germany and the Baltic states of Estonia, Latvia, and Lithuania. As part of the worldwide network of German Chambers of Commerce Abroad, it serves as an official representative of German business interests in the region. The Chamber provides a wide range of services, including market entry support, business partner searches, legal and economic consulting, and the organization of delegation trips and networking events. Through its strong network of companies, government institutions, and industry associations, the German-Baltic Chamber of Commerce fosters sustainable trade relations, promotes investment, and facilitates innovation-driven partnerships across diverse sectors of the economy.

In collaboration with



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