



MIDDLE EAST: A VAST MARKET FOR UK DEFENCE AND SECURITY COMPANIES

On Thursday 8 September 2011, 3.00pm - 6.30pm At Royal Bank of Scotland, 250 Bishopsgate, London EC2M 4AA

Keynote Speakers: Steve Moore, Country Manager - Bahrain, Qatar and Saudi Arabia; and **Simon Everest**, Head of Security Directorate, UKTI Defence & Security Organisation

PROGRAMME

- 3.00PM REGISTRATION AND COFFEE
- 3.30PM CHAIRMAN'S OPENING REMARKS
David Lockwood
Chairman, London Chamber of Commerce
Defence and Security Committee
Managing Director, Thales (UK) Ltd
- 3.40PM DOING BUSINESS IN THE DEFENCE AND SECURITY MARKET IN THE MIDDLE EAST
Steve Moore
Country Manager - Bahrain, Qatar
and Saudi Arabia
UKTI Defence & Security Organisation
Simon Everest
Head of Security Directorate
UKTI Defence & Security Organisation
- 4.10PM SUCCESS STORY
TBC
- 4.25PM INTERNATIONAL TRADE FINANCE FOR DEFENCE AND SECURITY COMPANIES
David Houghton MBE
Director of Global Strategic Partnerships
Royal Bank of Scotland
- 4.40PM QUESTIONS AND ANSWERS
- 5.10PM CHAIRMAN'S CLOSING REMARKS
- 5.20PM DRINKS AND NETWORKING
- 6.30PM CLOSE

(Programme subject to change)

The UK is a world leader in the defence sector which is worth an impressive £32bn. It is also the second country in the world for defence exports, with an outstanding record of export success including major platforms, weapons systems, sub-systems, and training and support packages, collectively worth £5bn per annum.

The security industry in the UK is also very strong, valued at £1.36bn and growing consistently in the past years. UK security companies are globally recognised as world leaders as the UK continues to be at the forefront of designing, manufacturing and selling security-related goods and services all over the world.

With the government's increased focus on exports, UK defence and security companies are urged to look at international emerging markets to increase their business potential.

The Middle East is one of the regions with the greatest number of opportunities for UK defence and security companies. Saudi Arabia ranks eighth in the list of the world's top 15 largest spenders in defence and is also the world's top defence importer, having spent \$56bn in 2009. UAE is also a big spender in defence, having spent \$17bn in 2009. As a region, the Middle East is the second biggest importer of defence goods (\$110bn), and the one which procures the highest proportion of orders from the UK (c. 40% of total orders). Within the Middle East, Saudi Arabia stands out as the top destination for the UK defence industry. Also featured in this list as top destinations for UK defence products are Oman, UAE and Bahrain, however the Middle East as a whole represents a priority market for the UK defence and security industry and is undoubtedly a very worthwhile region to target.

Attend this seminar to receive a detailed update of the opportunities for UK defence and security companies in this region.

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- Business Prospects in Pakistan: 7 October 2011
- Transport Dinner: 19 October 2011
- Opportunities for UK Defence and Security Companies in South East Asia: November TBC

Please tick if you would like further information about the following trade missions:

- Trade Mission to Vietnam: 14-18 November 2011

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