



# **UKTI Defence and Security Organisation**

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**North America and Australasia**

## DSO Organisation

- 120 Civilian/ Military Staff
- Defence and Security specialists based in London and key overseas markets
- Exhibitions, Market Research, Small Business Unit, Industrial Participation

**Our Aim:**

To help UK defence and security companies through our Government to Government relationships succeed internationally

**Building Partnerships:**

UK Government  International Governments

UK Industry  Global Industry

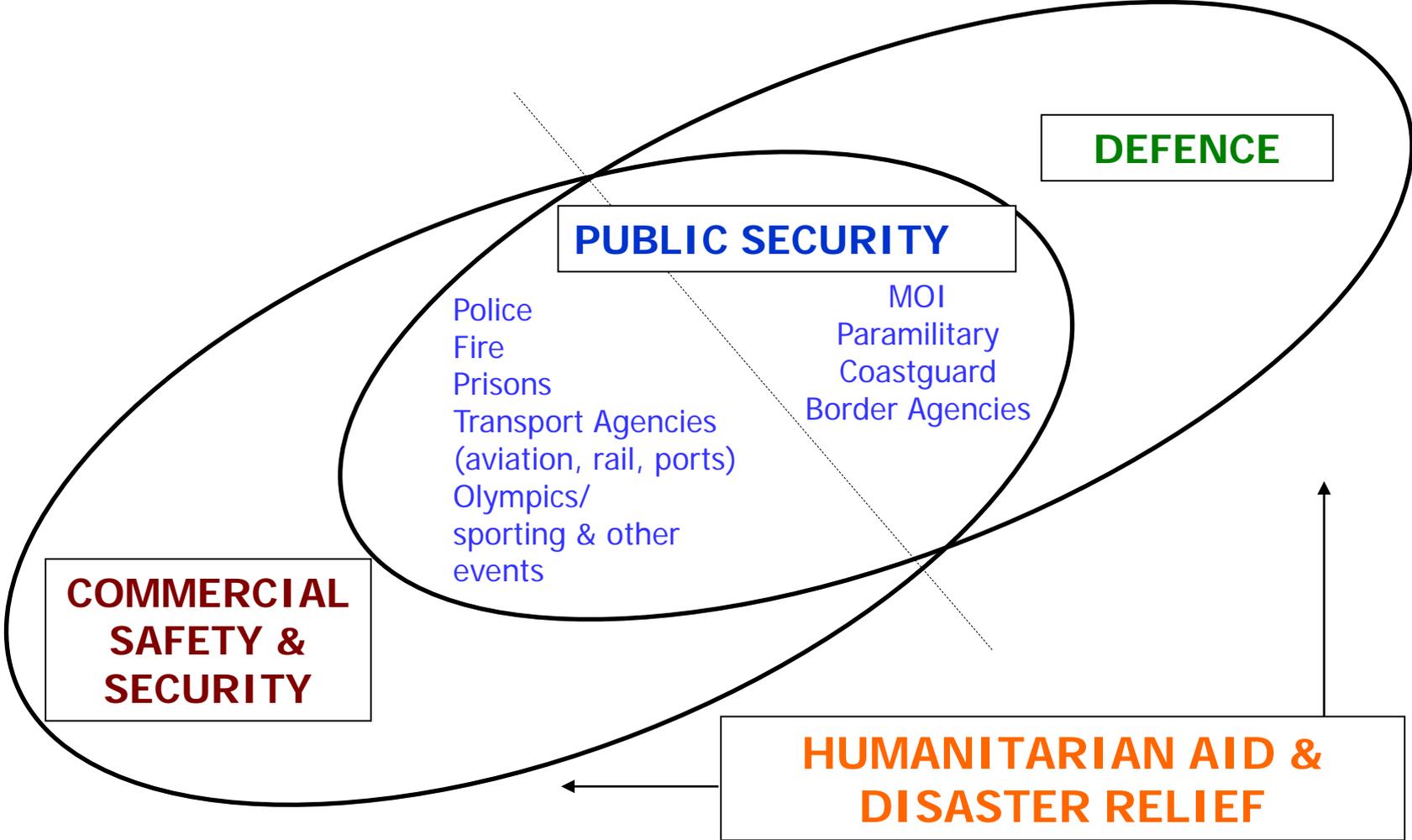
UK Armed Forces  International Armed Forces

UK Government  UK Defence & Security Industry

## What UKTI DSO does

- Provides overseas customers access to MoD, Armed Forces and wider Government specialist advice and support
- Helps companies gain an understanding of overseas market requirements
- Coordinates UK Government support (MoD, Armed Forces, FCO, Home Office etc) to UK export campaigns
- Negotiates Government-to-Government agreements and MOU's
- Develops export plans for new MoD equipment programmes
- Builds relations with overseas governments
- Promotes UK Industry as a trusted supplier

# DEFENCE and SECURITY EXPORTS



**DEFENCE**

**PUBLIC SECURITY**

Police  
Fire  
Prisons  
Transport Agencies  
(aviation, rail, ports)  
Olympics/  
sporting & other  
events

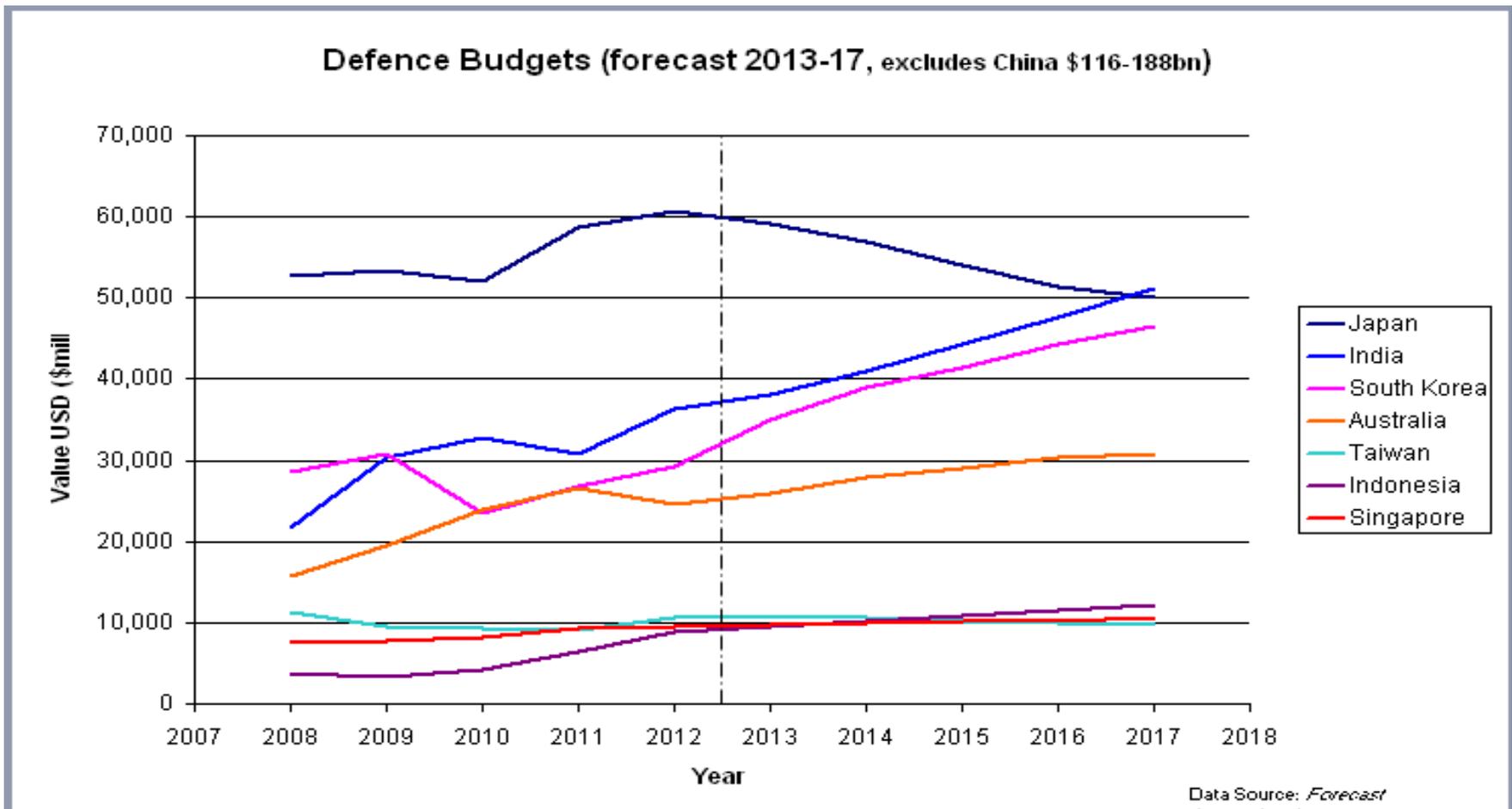
MOI  
Paramilitary  
Coastguard  
Border Agencies

**COMMERCIAL  
SAFETY &  
SECURITY**

**HUMANITARIAN AID &  
DISASTER RELIEF**

# Asia-Pacific: Defence budget forecast

Source: Forecast International



## Asia-Pacific: Opportunities for collaboration

- Defence spending in Southeast Asia is forecast by IHS Jane's to grow significantly over the coming five years: from US\$38.5 billion in 2014 to US\$44.5 billion in 2018, a real term growth of around 16%.
- Partnerships, technology transfer and collaboration between UK and local companies
- In-service support and training equally important to sales
- Long-term partnerships, mentoring and exchange of expertise

## Conclusion:

- Defence
  - Security
  - UK industry
  - Asia-Pacific opportunities
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