16 February 2016

Dear [Name],

FREEDOM OF INFORMATION ACT 2000 REQUEST REF: 1021-15

Thank you for your email of 22 October 2015 asking for information under the Freedom of Information Act (FOIA) 2000. You asked:

*I would like to request a list of meetings related to Defence & Security Equipment International (DSEI) 2015 that were attended by FCO ministers.*

*I would like the request to cover meetings during the event itself and a period of a week either side of the event, i.e. from 7th to 25th September, inclusive. I do not need meetings which comprised only UK government personnel.*

For each minister, please provide a list of their meetings/functions and include:
- the date, length and location of each meeting/function
- a list of all those present (with names and positions for politicians and senior officials, and positions for those to whom Section 40 exemptions are applied)
- the purpose of the meeting.

*Please provide the list in a machine readable format (such as a csv file or spreadsheet) and please spell out any acronyms and abbreviations used.*

*I would also like to request any preparatory notes, agendas, action points or minutes relating to the meetings.*

I am writing to confirm that we have now completed the search for the information which you requested.
I can confirm that the Foreign and Commonwealth Office (FCO) does hold information relevant to your request.

Please find attached the information that the FCO can release to you. Some of the information has been withheld under sections 21, 27, 35, 40 and 43 of the Freedom of Information Act.

Under section 21 of the Act, we are not required to provide information in response to a request if it is already reasonably accessible to you. Some information relevant to your request can be found at https://www.gov.uk/government/publications/ministers-quarterly-return-july-to-sept-2015.

Section 27(1)(a) of the Act recognises the need to protect information that would be likely to prejudice relations between the United Kingdom and other states if it was disclosed. In this case, the release of information relating to the content of relevant Ministerial meetings could harm our relations with India or Malaysia.

The application of section 27(1)(a) requires us to consider the public interest test arguments in favour of releasing and withholding the information. We acknowledge that releasing information on this issue would increase public knowledge about our relations with India or Malaysia. However, 27(1)(a) recognises that the effective conduct of international relations depends upon maintaining trust and confidence between governments. If the United Kingdom does not maintain this trust and confidence, its ability to protect and promote UK interests through international relations will be hampered, which will not be in the public interest. The disclosure of information detailing our relationship with the Indian or Malaysian Governments could potentially damage the bilateral relationships between the UK and India or Malaysia. This would reduce the UK government's ability to protect and promote UK interests through its relations with India or Malaysia, which would not be in the public interest. For these reasons we consider that the public interest in maintaining this exemption outweighs the public interest in disclosing this information.

Section 35(1)(d) of the Act protects information relating to the administration of a ministerial private office. Some of the information sought engages this exemption, relating to administrative matters within Ministerial private offices, namely the working patterns of Ministers, and the set up of Ministerial diaries. Section 35(1)(d) is a qualified exemption and we have considered whether the balance of the public interest favours our release of this material. There is a general public interest in disclosure of information and we recognise that openness in government may increase public trust in and engagement with the government. We recognise that there is a public interest in understanding how the ministerial private offices operate; however this information on its own will not add anything to the sum of public knowledge in terms of the way in which ministerial private offices are run, or in respect of the administrative support provided to Ministers. By contrast to this minimal public interest in disclosure, we are of the view that disclosure would prejudice the effective running of the ministerial private office. The generic public interest in transparency must be weighed against a stronger public interest that ministerial private offices must be free to make arrangements for the minister’s diary to facilitate the most efficient and effective conduct of ministerial business. Ministers must be able to rely on these arrangements, with confidence that staff members have not allowed extraneous considerations such as presentational concerns, or possible public perception of any diary arrangements, to affect
their judgement in administering the private office. In addition, there is a strong interest in ensuring that there is sufficient protected space around ministers to ensure good decision-making is supported. Taking into account all the circumstances of this case, we consider that the balance of the public interest favours withholding this information.

Some of the information you have requested is personal data relating to third parties, the disclosure of which would contravene one of the data protection principles. In such circumstances sections 40(2) and (3) of the Act apply. In this case, our view is that disclosure would breach the first data protection principle. This states that personal data should be processed fairly and lawfully. It is the fairness aspect of this principle, which, in our view, would be breached by disclosure. In such circumstances, s.40 confers an absolute exemption on disclosure. There is, therefore, no public interest test to apply.

Finally, some of the information is exempt under section 43(2) of the Act, which relates to commercial interests. The use of this exemption was carefully considered. The factors in favour of disclosure of this information, including the general public interest in greater transparency and accountability, were carefully weighed against the need to allow business-people and commercial organisations the space to conduct their lawful business competitively and without fear of disclosure of sensitive commercial information. Failure to protect such commercially sensitive information would limit the sources of information and interlocutors available to the FCO and limit the FCO’s ability to promote the British economy and lobby for the interests of British businesses overseas. In this case after such consideration we believe that the public interest in withholding the redacted information outweighs the public interest in its release.

Once an FOI request is answered, it is considered to be in the public domain. To promote transparency, we may now publish the response and any material released on gov.uk in the FOI releases section. All personal information in the letter will be removed before publishing.

The copies of information being supplied to you continue to be protected by the Copyright, Designs and Patents Act 1988. You are free to use it for your own purposes, including any non-commercial research you are doing and for the purposes of news reporting. Any other re-use, for example commercial publication, would require the permission of the copyright holder. Most documents supplied by the FCO will have been produced by government officials and will be protected by Crown Copyright. To re-use Crown Copyright documents please consult the Open Government Licence v3 on the National Archives website.

Information you receive which is not subject to Crown Copyright continues to be protected by the copyright of the person, or organisation, from which the information originated. You must ensure that you gain their permission before reproducing any third party (non-Crown Copyright) information.

I hope you are satisfied with this reply. However, if you wish to make a complaint or if you would like a review of our decision, please write to the FOI and DPA Team, Foreign and Commonwealth Office, Room K4.14, King Charles Street, London, SW1A 2AH. E-mail: foi-dpa.imd@fco.gov.uk. You have 40 working days to do so from the date of this letter.
If you are not content with the outcome of your complaint, you may then apply directly to the Information Commissioner for a decision. Generally, the Information Commissioner cannot make a decision unless you have exhausted the complaints procedure provided by the FCO. The Information Commissioner can be contacted at: Information Commissioner’s Office, Wycliffe House, Water Lane, Wilmslow, Cheshire SK9 5AF.

Yours sincerely,

Foreign Secretary’s Office

We keep and use information in line with the Data Protection Act 1998. We may release this personal information to other UK government departments and public authorities.
**Programme for Tobias Ellwood, Parliamentary Under Secretary of State, FCO Visit to DSEI Tuesday 15th September 2015**

| Name, date and time of event | Defence & Security Equipment International (DSEI) 2015  
ExCel, Royal Victoria Dock, 1 Western Gateway, London E16 1XL  
15th – 18th September  
0930 – 1700  
DSEI Floor Plan  
DSEI parking map for delegations |
|------------------------------|----------------------------------------------------------------------------------------------------------------|
| Background                   | This year’s DSEI will take place on 15 – 18 September 2015, at the ExCel Centre in Docklands, London. An estimated 32,000 attendees are expected over the four days of the exhibition, with 1,500 exhibitors and 40 international pavilions. There are six themed zones  
- Land  
- Air  
- Naval  
- Security & Special Forces  
- Unmanned Zone  
- Medical Innovation |
| Safety & Security            | Although we are within a secure exhibition site, please be mindful of potential security threats. The current UK Threat Level for international terrorism is **SEVERE**. This means that a terrorist attack is highly likely. Additionally DSEI attracts considerable protest group activities ranging from the Campaign Against the Arms Trade (CAAT) to more anarchist groups. |
| Defence Exports              | The UK has a strong and proud tradition of defence and security innovation, manufacturing and services, employing tens of thousands of people across the UK. Total defence and security exports in 2014 were £11.9Bn.  
In defence alone, UK companies won £8.5Bn of new export business out of a global export market estimated to be more than £50Bn. This gives the UK a
16% market share and, we assess, allows us to retain our position as second largest defence exporter behind the USA.

Date and time of Minister's Attendance: Tuesday 15th September 2015 at East Entrance.

Official accompanying Minister: [Redacted]

Official escorting Minister on day:[Redacted] KTI DSO

UKTI DSO/ MOD Business Lounge
South-East corner of the South Hall

Meet with Simon Everest, Director Business Strategy & Senior Security Adviser, UKTI DSO, to be welcomed to DSEI.

Raytheon UK - 59 230

Meet with Ian Stopps, Chairman Richard Daniel, CEO

Please see attached Raytheon Exports Fast Facts submitted by Raytheon UK at Annex A

UKTI/DSO's company overview factsheet is attached at Annex B

Note:
Raytheon will brief on the company's approach to Defence and Airborne Exports. They have not raised any specific issues.

Please see attached biography for Richard Daniel and Ian Stopps at Annex C, D

UKTI DSO Capability Showcase

DSEI is the most prominent tri-Service exhibition globally and this an opportune time to highlight a range of capabilities in the UK's defence and security sectors: whilst reflecting the UKTI Defence & Security Organisation (UKTI DSO)’s commitment to support defence and security exports. To signify this important commitment and its vital partnership with the industries of both sectors, UKTI DSO is proud to present a showcase of UK defence and security capabilities at DSEI 2015. This innovative showcase provides industry with an important platform to display their capabilities, equipment, and services supported by the UK Government. The range of capabilities on display are not only from the UK’s world leading prime contractors, but also from a number of small and medium sized companies who can offer innovative cost effective solutions: not just for current requirements around the world but for future needs. The Showcase,
larger than in previous years, includes participation from 31 companies and is divided into five themed areas:

- Vehicle displays
- Communications & ISTAR
- Unmanned systems
- Personal Soldier Equipment
- C-IED / EOD

Companies reps are not present at the showcase ADS stand, greeted by ADS CEO Paul Everitt.

Meet with Ian Wilson, Managing Director

WFEL has supplied around 600 tactical military bridge systems to 42 armed forces across the world for over four decades. The bridges can be built in less than one hour, either by hand for the MGB (Medium Girder Bridge) or via a semi-automatic process for the DSB (Dry Support Bridge). It has a century of engineering excellence and innovation — ranging from concept design to full-scale production — of rapidly-deployable, modern bridging systems for use in military and disaster relief scenarios. It also provides value-added inspection, repair and maintenance, spares and training services, wherever it’s needed around the world. WFEL employs a team of 250 highly-skilled engineers and support staff at their site in Heaton Chapel in Stockport.

WFEL’s Markets of Interest:

WFEL have submitted the following in terms of challenges it faces regards to exporting.

WFEL, like most defence companies, sees
Cook Defence Systems manufactures track systems for Armoured Fighting Vehicles. After the British Army – to which it is the sole supplier of tracks – the company's largest customers are [redacted].

Cook Defence Systems regularly supplies tracks to the armies of [redacted].
Cook Defence has submitted the following in terms of government support needed regards to exporting in [redacted].
Meet with Sir Roger Carr, Chairman, Alan Garwood, Group Business Development Director and Bob Keen, Head of Government Relations.

Note:
As for specific topics for discussion, Bob would like to raise Typhoon campaigns.

UKTI/DSO's company overview factsheet is attached at Annex F.
UKTI/DSO's overview on Typhoon campaigns attached at Annex F.

Please see attached biography for Sir Roger Carr, Alan Garwood and Bob Keen at Annex G, H.
Raytheon Exports - Fast Facts
(submitted by Raytheon).

- As a key UK PLC exporter, the top 5 programmes and customers of Raytheon UK in 2014 were: UK Ministry of Defence, GACA, (General Authority of Civil Aviation for Kingdom of Saudi Arabia), US Department of Defence, and National Air Traffic Services.

Advanced Munitions Export

- Within the defence sector, Raytheon UK has successfully exported over £450 million in weapons technology since 2002 contributing to sales of key UK weapons programmes.
- An estimated 80% of factory production from our largest manufacturing facility in the the UK (Glenrothes/Scotland) is exported to the USA. The exports have kept the facility the largest employer in life since its inception in the 1960’s.

Aerospace & Aviation Dominance

- Within the civil domain, Raytheon UK has successfully installed 600 air traffic management radars in 40 countries and is UK’s last remaining civil radar manufacturer.

Cyber Lead in

Raytheon UK is leading on the Cyber Growth Partnership and RISC supporting Ministers John Hayes and Ed Vaizey.
Raytheon UK - UKTI DSO Factsheet

Company Overview
Raytheon UK is a wholly-owned subsidiary of Raytheon Company (US). Raytheon UK designs, develops and manufactures a range of complex, high technology systems and software at its facilities across the UK. Raytheon UK leverages proven technologies and products from Raytheon in the US to market to customers in the UK and Europe markets. Raytheon UK have been given the lead to target both Europe and NATO. Raytheon exports 60% of its UK turnover.

Capabilities
Raytheon UK's business is divided into four divisions: Defence, Power & Control, Training & Mission Support and National Security (includes Cyber). Raytheon UK is now the only UK manufacturer of civil ATC radars. Raytheon UK believes one of its key strengths is its ability to transfer technologies from the US to the UK.

Key Campaigns and Priority Markets
Annex B:

DSO Senior Account Manager: AVM Nigel Maddox, Senior Military Advisor.
DSO Account Manager: [Redacted]
Raytheon UK POC: Richard Daniel, CEO Raytheon UK and [Redacted]
Annex D

Ian Stopps, Chairman, Raytheon UK:

Ian Stopps, CBE, took up his appointment as Chairman of the Board of Raytheon UK on 1 July, 2012.

Raytheon is a technology and innovation leader specializing in defense, homeland security and other government markets throughout the world. With a history of innovation spanning 90 years, Raytheon provides state-of-the-art electronics, mission systems integration and other capabilities in the areas of sensing; effects; and command, control, communications and intelligence systems, as well as a broad range of mission support services. Raytheon UK is a subsidiary of Raytheon Company. It is a prime contractor and major supplier to the UK Ministry of Defence and has developed strong capabilities in mission systems integration in defence, national security and commercial markets. Raytheon UK also designs, develops and manufactures a range of high-technology electronic systems and software at its facilities in Harlow, Glenrothes, Uxbridge, Waddington and Broughton.

Mr Stopps is Chairman of The McLean Partnership, a specialist executive search, consultancy and interim management practice in financial services; property and support services; aerospace, defence and security; and board advisory. He is also Chairman of the Advisory Board for the School of Business and Economics at Loughborough University. He is a member of the Court of Cranfield University and is on the Advisory Board of British American Business (BAB).

Mr Stopps was Chief Executive of Lockheed Martin UK from 1999-2009. In addition to his responsibilities to the six-member Lockheed Martin UK Board of Directors, Ian also served on the board of other Lockheed Martin UK companies, the Council of the Society of British Aerospace Companies, the Royal United Services Institute, and the UK Council for Electronic Business. Ian was the Chairman of the London-New York based BAB from 2003-2005 and was appointed a Fellow of the Royal Aeronautical Society in 2005.

Previous roles include President of Lockheed Martin’s Western Europe Region, President Martin Marietta International - European Region, General Manager GE Aerospace - Europe, and General Manager Dynamic Products at BF Goodrich in Ohio, USA. These followed a career with GE of increasing leadership responsibilities across a wide product and services portfolio for global markets.

Born in Kent, Mr Stopps earned a first class degree with honours in Mechanical Engineering from Loughborough University of Technology. He remains a member of ASME and IMechE, having contributed to, and published, several papers in these associations.

Mr Stopps was appointed CBE for services to the UK Aerospace & Defence Industry in the Queen’s Birthday Honours List, June 2003.
BAE Systems - UKTI DSO Factsheet

Company Overview
BAE Systems (BAE) provides products and services in the sea, land, fixed wing air and
security sectors. It is the largest UK defence exporter, the largest supplier of equipment to
the UK MOD and the 4th largest supplier to the US DOD and has annual sales of £22
billion. It owns 37.5% of MBDA, 33% of Eurofighter GmbH, 26% of Defence Land Systems
India and 49% of Air Astana. The acquisition of BAE Systems Applied Intelligence
(previously Detica) in July 2008 for £531 million is consistent with BAE's strategic objective
to establish security businesses in its home markets.

Exports for 2014: [Redacted]

Structure
BAE is active in the home markets of Australia, India, KSA, the United Kingdom and the
United States. The group reports through the following six segments, Electronic Systems,
Cyber & Intelligence, Platforms & Services (US), Platforms & Services (UK),
Platforms & Services (International) and HQ (comprises the Group's head office activities
including Air Astana activities - the national airline of Kazakhstan and a joint venture owned
by the Government of the Republic of Kazakhstan (51%) and BAE (49%)).

Key Campaigns and Priority Markets

[Blank]
Annex E

DSO Senior Account Manager: Stephen Phipson, Head of DSO
DSO Account Manager: [Redacted]
BAE Systems POC: Alan Garwood, Group Business Development Director
SRMU Ministerial POC: Lord Maude, Minister of State for Trade and Investment
Sir Roger Carr, Chairman, BAE Systems

Sir Roger Carr is Chairman of BAE Systems plc. He is also Vice-Chairman of the BBC Trust and a senior advisor to KKR – the world’s largest private equity company. In addition, he is a Visiting Fellow of Said Business School, University of Oxford.

He has previously held a number of senior appointments including Chairman of Centrica plc (2004 – 2013), Deputy Chairman and Senior Independent Director of the Court of the Bank of England, President of the Confederation of British Industry, Chairman of Cadbury plc, Chairman of Chubb plc, Chairman of Mitchells & Butlers plc, Chairman of Thames Water plc and Chief Executive of Williams plc.

Throughout his career he has served on a number of external committees including the Prime Minister’s Business Advisory Group, the Manufacturing Council of the CBI, The Higgs Committee on Corporate Governance and Business for New Europe. He is a fellow of the Royal Society for the Encouragement of the Arts, Manufacturers & Commerce, a Companion of the Institute of Management, and an Honorary Fellow of the Institute of Chartered Secretaries and Administrators.

He was knighted for Services to Business in the Queen’s New Year’s Honours list 2011.
Annex H

ALAN GARWOOD, Group Business Development Director, BAE Systems

Alan promotes BAE Systems to the world

Career story:
Alan was appointed Group Business Development Director in 2008 with responsibility for promoting BAE Systems globally.
After a career in BAE Dynamics covering contracts, project management, procurement and strategy, Alan became the company's Managing Director, Europe and North America in the International Marketing and Sales organisation.

In 1998, he joined Matra BAE Dynamics as Deputy Chief Executive and subsequently in 2002 he became Chief Operating Officer at MBDA Missile Systems. Later that year, he was seconded to the UK Ministry of Defence as Head of Defence Export Services where he advised on defence exports and led a team of 600 civil servants and military personnel.

Alan has an MBA from Cranfield, where he was also made Honorary Doctor of Science in 2003.

External positions: Alan is a Visiting Professor at the Royal Military College, Shrivenham and a Fellow of the Royal Aeronautical Society.
Career highlights: Alan led his team at Matra BAE Dynamics to win the Beyond Visual Range Air-to-Air Missile competition with Meteor in 1998. In 2007 he was awarded a CBE in the Queen's New Year Honours.

When he's not at work: Alan supports Tottenham Hotspur Football Club and enjoys travelling. He has two daughters.

Bob Keen, Head of Government Relations, BAE Systems

Bob Keen was appointed Head of Government Relations in June 2008. He is responsible for all aspects of the company's relationship with the UK Government, Parliament and other institutions, and advises the Group Executive on these matters.

Bob joined BAE Systems as Regional Managing Director, Europe, as part of the Group Marketing Team in January 2004, having been the Deputy Sales and Marketing Director in MBDA between 2002 and 2004.

Before joining MBDA, Bob worked for the UK Ministry of Defence for more than 20 years. He was latterly the Regional Marketing Director for Asia in the Defence Export Services Organisation, supporting UK industry in their export efforts. Before that, he spent two spells running the offices of UK Defence Ministers, including a three year stint as the Private Secretary to the Minister for Defence Procurement between 1996 and 1999.
Foreign Secretary's Visit to DSEI
16th September 2015:
ExCeL, Royal Victoria Dock, 1 Western Gateway, London E16 1XL

STEER

Defence Security and Equipment International (DSEI) is a defence and security equipment exhibition held every two years in London Docklands. It is the world's largest fully integrated international defence and security exhibition, featuring land, sea, air and cyber products and technologies. Your role is to promote UK interests while at the event, at the same time hearing about the latest technologies in the defence, security and cyber fields. You will not be expected to make any key decisions or announcements.

FORMAT

This year, DSEI takes place from 15th to 18th September. You will be attending on Wednesday 16th September, from an agreed programme is attached at Flag A. Your itinerary will incorporate two visits to "primes", two brush-bys with Defence Ministers of priority countries, as well as visits to the DSO Capability Showcase and Cyber Zone.

ATTENDEES

The event is being attended by a number of other UK Ministers (including from MoD, Home Office, BIS) over the 4 days.

OBJECTIVES

- To demonstrate government support for UK companies exhibiting at both the DSO Capability Showcase and the Cyber Zone;
- To promote UK interest during brush-bys with Overseas Ministers;
- To engage with the two primes on current issues and recognise their value in the defence export market.

BACKGROUND

Defence Exports
The UK has a strong and proud tradition of defence and security innovation, manufacturing and services, employing tens of thousands of people across the UK. Total defence and security exports in 2014 were £11.9Bn.
In defence alone, UK companies won £8.5Bn of new export business out of a global export market estimated to be more than £50Bn. This gives the UK a 16% market share and, we assess, allows us to retain our position as second largest defence exporter behind the USA.

**DSEI Programme – Key Points**

1. Your first engagement is a welcome meeting with Stephen Phipson, Head of DSO. This will be an informal meeting to talk about DSEI and your programme.

2. Your visit to the DSO Capability Showcase will provide an opportunity to demonstrate government support for UK companies. The display will show capabilities from a wide range of companies. More detail on the showcase can be found at Flag B and Flag C.

3. Brush-by with the Malaysian Defence Minister. We therefore wish to reinforce our important relationship. Lines to take are at Flag D.

4. A visit to the cyber zone. Your tour around the cyber zone will provide the opportunity to meet representatives of four UK cyber companies and hear about their capabilities. Further details can be found at Flag E.

5. Support Rolls Royce concerning opportunities. This is a 15 minute briefing meeting with representatives of Rolls Royce and DSO concerning... Details can be found at Flag F.

6. A brush-by with Indian Minister of State for Defence. This brush-by will provide the opportunity to... Further details can be found at Flag G.

7. Recognise the value that Raytheon UK add to the UK defence industry. Richard Daniel, CEO has invited you to visit their stand at DSEI. Raytheon UK would like to brief you on their anticipated exports to... Please see Flag H for further information.
VISIT TO UKTI DSO CAPABILITY SHOWCASE  
16th SEPTMBER 2015

STEER

This visit to the UKTI DSO Capability Showcase is an opportunity for you to witness the range of capabilities provided by industry. The range of capabilities on display within the Showcase are not only from the UK's world leading prime contractors but also from a number of small and medium sized companies who can offer innovative cost effective solutions not just for current requirements around the world but for future needs.

OBJECTIVES

• To show your support for UK companies in the defence and security sector.

LINES

• Recognise the important work and contribution these companies make to the UK economy.

BACKGROUND

Approximately 40 companies will be exhibiting at the DSO Capability Showcase. The attached brochure at Flag C provides further details on the companies showcasing at the event and their products. Representatives of the companies will not be present.

The Showcase is divided into five themed areas:

• Vehicle displays
• Communications & ISTAR
• Unmanned systems
• Personal Soldier Equipment
• C-IED/EOD

You will be escorted around the showcase by experienced UKTI DSO military personnel who will be able to provide you with detailed briefing on the exhibits.

Drafted by: [Redacted]

Cleared by: [Redacted]
BRUSHBY WITH DATO SERI HISHAMMUDDIN BIN TUN HUSSEIN, MALAYSIAN DEFENCE MINISTER

Wednesday 16th September 2015:

STEER

Building on the Prime Minister's successful visit, emphasise the high value we place on our bilateral defence relationship with Malaysia and our willingness to deepen engagement, including our commitment to the

OBJECTIVES

- Following PM's visit in July, underline UK commitment to strengthening the bilateral relationship, including on trade and investment.

BACKGROUND

1. You last met Hishammuddin at the Shangri La Dialogue last year. The Prime Minister visited Malaysia on 30 July. Trade and investment was a key part of the visit. A number of commercial deals were signed, including a £103m deal for Thales (Belfast) Starstreak missiles. The PM also launched the "Battersea and Beyond" initiative to attract Malaysian investment in UK infrastructure projects (including Sharia-compliant ones).
VISIT TO DSEI CYBER ZONE
Wednesday 16 September 2015:

STEER

You will meet with four UK SME cyber security companies: istorage, Blueskytec, Exonar and Armour Communications Limited. This is the first year that DSEI has a dedicated cyber zone consisting of 7 UK and 10 overseas companies.

You will meet with each of the 4 companies for approximately five minutes.

OBJECTIVES:

- To reiterate that we stand to work with and support the UK SME cyber security industry
- To welcome the cyber security companies at DSEI within the first dedicated cyber zone

LINES:

- Delighted that there is an increased focus on cyber security within DSEI, this reflects the growing focus of cyber security within security sector;
- Probe the four companies on their growth strategies; this may include cyber security exports;
- If exports are raised- ask what they see as the main opportunities and promote the US cyber envoy and UKTI DSO missions to European capitals later this and early next year.

BACKGROUND

UK Cyber Security Export Market

The official HMG export statistics showed that UK cyber exports in 2014 were worth £1.47 billion, up from £1.28 billion in 2013, a 15% increase. The UK is the 6th highest Cyber Security exporter in the top 77 countries - behind China, USA, Germany, Japan and India.

UKTI Support for SME Exports

UKTI are running a set of mini-missions across Europe (full details in annex). These missions are low cost and sector specific to reduce entry barriers for UK cyber security SMEs.

US Cyber Envoy Andy Williams has been in Post since 1 April 2015 and has been actively supporting a number of cyber SMEs towards the US market.
UKTI is looking to expand the envoy model to several additional markets, subject to funding being made available.

**Company product and information**

**Blueskytec**: secures military and industrial control systems. They work with the water industry to secure part of the UK’s Critical National Infrastructure. Their clients include Thales, BAE Systems, Raytheon and Lockheed Martin.

**Media**: Blueskytec will be exhibiting their new industrial control system security product. This product encrypts messages used on the control systems and authenticates them checking they come from a real and valid source.

**Meeting**: Dr Chris Mobley Director and Founder; Richard Naden Director and Founder;

**Exonar**: provides data insight to companies to allow them effective information security and knowledge management. They are exhibiting their new generation of their data insight platform.

**Meeting**: Adrian Barrett, Founder and CEO; Derrick Hurst, Director and Sean Campbell Director.

**Armour Communications Limited**: supplies secure communication technology for voice, messaging and data on smartphones and tablets. They...

**Meeting**: Mr David Holman, Director; and Dr Andrew Lilly, Director and CTO of Armour.

**iStorage**: provides secure portable data storage and security products to customers who need to protect their data held on PCs, Macs and portable devices. They export to over 50 countries. Existing customers include NHS, BT, Google and Imperial College London.

**Media**: iStorage have launched a new super-fast flash drive which provides 100% data protection.

**Meeting**: John Michael, CEO of iStorage
ROLLS ROYCE DSEI STAND

ROLLS ROYCE ATTENDEES: DON ROUSSINOS, PRESIDENT OF NAVAL, BOB STODDART, PRESIDENT OF DEFENCE AEROSPACE UK, AND CHRIS CHOLERTON, PRESIDENT DEFENCE AEROSPACE. DSO ATTENDEE: SOPHIE LANE, REGIONAL DIRECTOR. WEDNESDAY 16 SEPTEMBER 2015:

STEER

where the two topics for discussion are

Rolls Royce's

The purpose of the pre-meeting is for Sophie Lane to introduce you to Don Roussinos, Bob Stoddart and Chris Cholerton so you can then

OBJECTIVE

•

BACKGROUND

2. You have met Bob Stoddart at previous trade shows. We do not think you have met Don Roussinos (American) or Chris Cholerton before.

Drafted by: [Redacted] and account manager for Rolls Royce, UKTI Defence & Security Organisation.

Cleared by: [Redacted] UKTI DSO
BRUSH BY WITH MR RAO INDERJIT SINGH, MINISTER OF STATE FOR DEFENCE (INDIA)
16 SEPTEMBER 2015:

STEER:
To meet the Indian Minister, Mr Rao Inderjit Singh, Minister of State for Defence.
Note that [redacted], so updated briefing will follow.

OBJECTIVES

LINE TO TAKE

OFFICIAL SENSITIVE  Released under FOI
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MEETING AT THE DSEI 2015 RAYTHEON STAND WITH RAYTHEON UK'S UK CEO RICHARD DANIEL AND UK CHAIRMAN IAN STOPPS WEDNESDAY 16 SEPTEMBER

STEER

Raytheon UK will have 15 minutes to brief you on their anticipated exports to

Raytheon UK will also ask for greater recognition of their exports to the USA from their main UK factory at Glenrothes as well as give an overview of their UK indigenous capability in GPS anti-jam. Raytheon requested that you call by their stand.

OBJECTIVES

BACKGROUND

1. You met [REDacted] and Ian Stopps at the 2012 Farnborough International Airshow when you were Secretary of State for Defence.

Drafted by [REDacted]

Security Organisation [REDacted]

Cleared by [REDacted]
UK Defence & Security Showcase

Defence & Security Equipment International

15–18 September 2015

www.gov.uk/ukti-dso
About UKTI DSO

Our mission
To help UK defence and security companies to succeed

Our values
We strive for service excellence
We behave in an ethical, responsible manner
We are committed to building relationships with industry and overseas governments

UKTI Defence & Security Organisation (UKTI DSO) focuses on building and maintaining relationships with overseas governments. Defence and security is a growth market with potential for many UK companies to utilise their technologies, skills and knowledge to export successfully.

UKTI DSO works with industry and overseas governments to ensure UK equipment, products and services are promoted in the best possible way and that the overseas customer’s requirements are appropriately met and supported by industry throughout the life of the equipment. UKTI DSO staff provide specialist export advice and practical assistance to the two sectors, working closely with both industry and the Ministry of Defence (MOD) to provide the essential government-to-government dimension to company-led marketing campaigns.
DSEI is the most prominent tri-Service exhibition globally and this an opportune time to highlight a range of capabilities in the UK’s defence and security sectors, whilst reflecting the UKTI Defence & Security Organisation (UKTI DSO)’s commitment to support defence and security exports. To signify this important commitment and its vital partnership with the industries of both sectors, UKTI DSO is proud to present a showcase of UK defence and security capabilities at DSEI 2015.

This innovative showcase provides industry with an important platform to display their capabilities, equipment, and services supported by the UK Government. The range of capabilities on display are not only from the UK’s world leading prime contractors, but also from a number of small and medium sized companies who can offer innovative cost effective solutions not just for current requirements around the world but for future needs.

An invitation to the UK Defence & Security Showcase (Stand No N6-290)
The DSEI 2015 UK Defence & Security Showcase is presented against a backdrop of another successful year for UK defence and security exports, which in 2014 totalled £11.9bn. The UK continues to be the second most successful defence exporter, capturing 16% of the global defence export market.

The UK Defence & Security Showcase is larger than in previous years and is located in a prime position within the North Hall at DSEI 2015, Stand Number N6-290. The Showcase is divided into five themed areas:

– Vehicle displays
– Communications & ISTAR
– Unmanned systems
– Personal Soldier Equipment
– C-IED / EOD

A range of capabilities and equipments will be displayed and presented throughout the exhibition. Experienced UKTI DSO Military personnel will provide detailed briefings to visiting delegations on the various capabilities on show.

UKTI DSO has secured a wide range of industry participation on the UK Defence & Security Showcase and I am most grateful to them all for participating. I hope you will take this important opportunity to visit the showcase and see some of the excellent capabilities that the UK has to offer.

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UK Defence & Security Showcase

Entrance N6
UK Defence & Security Showcase

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UKTI Defence & Security Organisation
Export Support Team

The Export Support Team (EST) comprises of serving military personnel with a wide range of expertise.

EST is manned by regular officers and soldiers, from the British Army, such as the Royal Artillery, the Royal Armoured Corp, the Royal Engineers and the Infantry, who collectively possess a wealth of knowledge and experience both in training and on operations. The EST is a unique and intrinsic part of the UKTI Defence & Security Organisation. The purpose of the EST is to provide specialist military services and advice to legitimate UK Defence & Security companies in order to help them succeed in the export market.

The services the EST can provide:

- Support at exhibitions including ‘man on stand’.
- Impartial military advice.
- Assisting with promotional material, by participating in photographic and video shoots.
- Demonstrations and presentations (home and abroad).
- Hosting visits (foreign delegations).
- After sales training and support.

There are standard charges applicable to EST services. A detailed estimate of costs will be provided in response to requests for assistance.

The EST are based in Larkhill (Wiltshire) where they have access to Military Training Areas, including an all weather cross country driving area and ranges for Artillery and Small Arms live firing purposes. These along with other areas and ranges throughout the UK can be used for product evaluations and demonstrations.

“UKTI DSO provides a professional and valued service at all major events and exhibitions. The UKTI DSO Military staff are important, a unique asset, and are helpful and act professionally at all times.”

Finmeccanica UK
**Featured companies**

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AeroGlow International markets and sells survivability systems for Land Platforms worldwide. Our best known product is the Hatch Lighting and Orientation System (HaLO) for which we hold an exclusive licence for overseas’ sales. HaLO has been in service for over 4 years and has been proven to be a key factor in mitigating egress and drowning risks on land platforms both in theatre and within the training environment. HaLO is fitted to more than 3,000 UK MOD And US DOD Blast Protected and Armoured Fighting Vehicles including RG 31/33, MATV, UK Cougar variants, Foxhound, Warrior, CW 4x4 and Warthog. It is currently being integrated onto the Viking platform.

The latest iteration of the system is HaLO 2 in which many of the components are manufactured from injection moulded, glass reinforced plastic; this offers a fully modular, lighter system whilst utilising identical blast, roll-over and water activation to the original HaLO system. AeroGlow International continues to develop survivability products and is soon to launch ShoKbloc – an innovative and affordable multi-dimensionable force mitigation seat mounting for military platforms. For further details contact Keith White or visit him at the AeroGlow Stand – N9-474.
Airbus Defence and Space

Airbus Defence and Space is a division of Airbus Group formed by combining the business activities of Cassidian, Astrium and Airbus Military. The new division is Europe’s number one defence and space enterprise, the second largest space business worldwide and among the top ten global defence enterprises. It employs more than 38,000 employees generating revenues of approximately €13 billion per year.

Zephyr – since 2008, the Airbus Group has been working on High Altitude Pseudo-Satellites. Running exclusively on solar power and flying above both the weather and conventional air traffic, these systems fill a capability gap between satellites and UAVs. Zephyr holds several world records, including the longest flight duration without refuelling (14 days, i.e. 10 times longer than any other aircraft in the world) and the highest altitude (70,740 ft.). To date, the Zephyr system has already successfully clocked up over 850 hours of flight time at high altitude.
AltBerg Ltd

AltBerg Ltd is an English boot manufacturer. Making a wide range of Military and Police boots for operational use worldwide.

New Development: Air Crew boots
The first Air Crew boot to be fully tested and certified for use by fighter pilots. Developed alongside BAE Systems.

Key Product: Defender Combat boot
As supplied on contract to the UK MOD for use in the high liability environment.

Highly Rated Products
1. Tabbing/Sneeker boot – lightweight exercise boot
2. Desert Microlite – hot weather rough terrain boot
3. Jungle Microlite – specifically for humid jungle conditions
Armtrac Ltd manufactures quality, safe and value for money mechanical equipment to counter the threat from Explosive Ordnance (EO) including landmines, Improvised Explosive Devices (IEDs) and Booby Traps. As an ISO 9001 company, Armtrac provides quality mechanical solutions using remote controlled technology and on some of its larger machines, an operator’s cabin to provide a “bird’s eye” view of clearance operations. The company prides itself on producing innovative solutions to a variety of different threats and can design and manufacture for bespoke requirements.

The Armtrac 20T Robot is the newest of Armtrac’s products. It is a remote controlled Small (Heavy) UGV designed to undertake investigation and clearance of EO contaminated areas. This robust and flexible robot is fitted with a diesel engine that can operate for several hours without refueling and can therefore support lengthy surveillance and C-IED operations or threat assessments of areas affected by conventional or improvised EO. It can also support a variety of additional toolkits for EOD, mitigation and other engineering functions making it a very cost effective platform.
The WHIPPET II TATV (Tactical All Terrain Vehicle) is a high performance off road, logistic support vehicle. Operating independently or as a prime mover the WHIPPET II has been developed as an ideal vehicle for heli-bourne, tactical and logistic support operations.

**Dimensions**
- Length: 3683mm
- Width: 1525mm
- Height: 1690mm
- Wheel Base: 2675mm
- Turning Circle: 8.5M Kerb to Kerb

**Weights**
- Dry Weight: 1100kg
- GVW: 2350kg

**Powertrain**
- Engine: Supercharged, 1.6L Turbo Diesel
- Transmission: Hydraulic Automatic, Rear Differential Lock

**Suspension & Steering**
- Front: Double Wishbone, 10" Wheel Travel with adjustable dual coilover springs, gas/hydraulic shocks.
- Rear: Multi Link Trailing Arm, 10" Wheel Travel with adjustable dual coilover springs, gas/hydraulic shocks.
- Steering: Power Assist Rack and Pinion
- Brakes: Disc Brakes all round
- Tyres: 225/75/R16
Advanced Technological Systems International Limited (ATSI) specialises in the design and production of some of the most advanced power management systems available today.

A.T.S.I. Power Management has been formed due to the increasing demands for power related products designed and built by A.T.S.I. Ltd.

Over the past ten years, A.T.S.I. has been in the forefront of design for specialist power management systems used in both the Military and Law Enforcement Agencies.

Military equipment demands the highest standards of safety, durability and reliability, in order to operate in extreme climatic or environmentally hostile conditions.
Avon Protection

Avon Protection is a world leader in CBRN PPE and respiratory protection, providing complete solutions for air, land and sea based personnel in military, law enforcement, first responder, fire-fighting and industrial sectors worldwide.

Avon’s portfolio of innovative, high-performance, modular CBRN respiratory protection products includes full face masks, self-contained breathing apparatus, supplied air, powered air, particulate and air-purifying respirators, escape devices, escape hoods, filters and accessories. Delivering maximum operational flexibility through interchangeable components, multiple protection level configurations can be rapidly assembled to accommodate changing threats.

Our customised services include consultancy in specialist risk management and disaster recovery together with a range of tailored training packages, allowing us to deliver truly end-to-end procurement solutions to a global market.

We have been supplying respirators to the UK Ministry of Defence and other NATO allies since the 1920’s and we are the primary supplier of CBRN personal respiratory equipment to the United States Department of Defense Army, Navy, Marines, Air Force and Special Operations Forces. Additionally, we are the market leader among LE and SWAT users in the US.
BAE Systems delivers advanced defence, aerospace and security solutions that provide a technological and performance edge. We work together with local partners to develop, engineer, manufacture and support the innovations that increase defence sovereignty, sustain economies and safeguard commercial interests in the physical and virtual world. With some 88,200 employees in six continents, our story is about talented people who are committed to serving our customers’ needs and creating solutions that protect and strengthen nations, commerce, communities and people.

We apply our engineering expertise, problem-solving skills and manufacturing know-how to benefit our customers in areas beyond defence. Our Energy Solutions and Services team develop products and systems that enable users to predict, manage and reduce energy consumption. These solutions are proven to improve the efficiency of operations, maintain operational effectiveness and reduce through life costs.
Blue Bear Systems are pioneers of autonomy and unmanned air systems (UAS).

Led by Chief Executive Dr Yoge Patel, the company was created at the turn of the millennium with the vision of having ‘a Blue Bear heart and brain in every unmanned system’. Since, they have won the MOD Grand Challenge, the IET Innovation Award, the Chief Scientific Advisor’s Award, and have worked alongside a number of key players in the defence sector, emergency and commercial services.

The company have had a stream of national and international firsts including vision-based air to air refueling (ASTRAEA 2009), control of two UAVs from 1 GCS (RAF Cranwell, 2010), a bio-inspired UAV, iMORPH in 2012 and contributed towards a lighter than air vehicle (2010, 2011 & 2012, LEMV). In 2012, they set a world first by running a UAV autopilot on a $25 Raspberry Pi.

Blue Bear continue to stand as a reputable SME with over 30 employees, growing as a company and exploring new ways to develop safe autonomy and the unmanned air sector.
Bluecher’s SARATOGA® brand is the CBRN protection world market leader, covering a range of 100+ CBRN products. Bluecher CBRN PPE products typically provide high-protection with the lowest physiological burdens in the market.

Also under the SARATOGA® brand banner is Bluecher’s new and unique lightweight fragment protective textile based garments for whole body fragment penetration protection coverage without physiological or weight burden penalties for any personnel involved in an IED or other explosive event.

Bluecher’s SARATECH® filtration brand gives both respiratory and liquid purification applications. Radioactive, heavy metal, CWA, VOC and Pharmaceutical contaminants can all be removed. The Bluecher BWP400 system, recently successfully deployed for the NATO Exercise CL2015, can be seen on the stand and creates safe drinking water with much reduced power requirements and extremely high efficiency rates.

At DSEI also will be the range of Chemical Warfare Agent Simulants – an unparalleled step forward in detection and decontamination training fidelity – and on the UKTI stand will be the CAPSULS Patient Isolation Unit which provides contamination and infection prevention to casualties, medical staff and infrastructure/platforms.
A ground breaking concept developed by Cintec International, comprises a range of self inflating, water filled structures which are capable of providing a high level of protection to people and property against a range of terrorist devices, including those containing chemical, biological and radiological agents.

Manufactured from polyvinylchloride (PVC) coated fabric, Waterfall structures are internally reinforced using a specialist stitching technique to enable them to maintain their shape and stability.

Before use, the structures are partially inflated with air to assist with handling and positioning. They are then filled totally with water, which displaces the air through a pressure relief valve. The time taken to fill each unit varies depending on its size and the pressure of the water supply but typically takes ten minutes or less. The water can be emptied out and the unit stored for future use once the device rendered safe.

Waterfall products of varying shapes and sizes have been designed to contain and isolate devices ranging in size from a shoe to a car bomb. The structural stability of the Waterfall design has enabled Cintec to produce a unit that can be linked together to increase the effectiveness of the system to very large devises.
Cranfield Aerospace Limited (CAe) is the wholly owned commercial arm of Cranfield University and is responsible for rapid innovation and unmanned solutions for meeting some of the most challenging issues facing the aerospace industry today.

Utilising its reputation established over 30 years. Its team of highly experienced engineers provide a technical capability that is unique in the UK. Through the Company’s MOD and EASA approvals, the teams involved are able to provide customers with services to innovate, design, manufacture and build complete manned and unmanned airborne systems.

CAe have designed and developed the CASSIUS unmanned solution (UAS) which offers an autonomous intelligence not found in other similarly sized aircraft. Coupled with a touch screen interface, an easy launch capability and a highdefinition EO/IR sensor package, CASSIUS is designed to be easily and readily used by commercial/paramilitary/military users alike for border surveillance, pipeline monitoring and general intelligence gathering.

CAe also provide G-cueing for military aircraft simulators as well as a wide range of services for the clearance of weapon systems for land, sea and air.
Crib Gogh Ltd

Crib Gogh Ltd and develop specialist rucksack and load carriage solutions. At the time of publication we are the only company that manufacture the only scalable soldier systems that do not use Velcro (hook and loop). When independently tested by Helston Forensic Laboratories, they publicly stated that the Crib Gogh system had a 70% increase in survivability over the next best vest in NATO. We design, develop and work with the Royal College of Physicians, the Royal Society of Science and her Britannic Majesty’s Defence Scientific and Defence Laboratories.

For ultimate equipment to survive the extremities that the world has to offer! The Rogue Soldier Platform True Scalability.
With over 40 years’ experience of working with the British Armed Forces, Hewlett-Packard (HP) has a unique understanding of Defence’s information needs and aspirations.

Timely and accurate intelligence underpins each of the three Counter-IED Lines of Operation. Conducting operations in the contemporary battlespace, and in defence of national borders requires the analysis of large volumes of data, in multiple formats and from numerous and disparate sources of varying quality. This includes traditional intelligence (human, signals and imagery) from airborne or ground-based military sensors, but also encompasses the challenge of open-source ‘human information’ from the Internet, news and social media. Key to success is an approach which can rapidly draw together all of these sources and offer the analyst: a historical perspective (Hindsight); enhanced situational awareness to build a full understanding of a situation (Insight); and then makes logical judgements of what an adversary may do next (Foresight). Such Information Manoeuvre requires a campaign approach, the sort of advanced analytics that are prevalent in the commercial world and new procedures. HP’s approach is to enable an end-to-end information solution which: joins up multiple data sources; makes sense of disparate information sources and formats; and uses analytics to enable analysts to provide timely intelligence and assessments upon which commanders can get inside the adversary’s decision cycle.
Inflatable Wall Company

Inflatable Wall Company is the clear market leader and the original innovator of the only totally transportable and compactable training environment that can withstand the full range of Force on Force ammunition and Training Aids. With a unique two part construction a rubber internal air bladder with a tough vinyl outer skin.

The product is In Service across the British MOD and has been sold internationally to various Military Forces including: Special Forces, Officer Training and Reserve regiments; Air Forces and Air Force Reserves, Law Enforcement and Emergency Services.

With five simple shapes and multiple clip positions on each, users can create unlimited urban layouts: High Wall, Wall with Window, Wall with Door, Half Wall Vertical, Half Wall Horizontal.
Inmarsat has over 30 years’ experience designing, implementing and operating global mobile satellite communications networks with a track record of high-quality reliable services. Inmarsat is the pioneer in mobile satellite communication services making higher data speeds available to smaller, lighter mobile terminals.

Today, the governments of over 80 nations put their trust in our 99.97% network reliability. However, the provision of satellite communications is not about resting on the laurels of history – it is about ensuring that innovation is constantly taking place so as to guarantee the capability of the future.

We are investing billions of dollars in the next generation of satellites to ensure we are always at the forefront of mobile satellite technology. In 2015 Inmarsat will deliver the first ever commercial global coverage with its Ka-band Global Xpress® service; delivering high-speed throughput broadband connectivity on land, at sea and in the air.
First Responder has been designed for the EOD and SWAT community to deal with a range of scenarios from simple reconnaissance to full scale EOD render safe procedures, from desert to tropical, urban to rural and internal to external. The highly modular design offers the following 3 distinct advantages:

– Configure it exactly to suit the mission in question, whether that be placing a drop charge or searching an aircraft.

– The ability to transport it easily by breaking it down quickly into its component parts and then reassembling for use when required.

– Repair it in the theatre of operation by simply swapping out the part for a replacement.

First Responder has been designed by world class leading engineers, totally focused on delivering the capability required by the EOD community. It is designed, manufactured and tested in the UK, and by integrating design & manufacturing, immense achievement can be made at a fraction of the cost of traditional design and manufacture.

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Pearson Engineering Ltd

Pearson Engineering is a leading provider of Assured Mobility products to the world’s Armed Forces. Products include vehicle attachments optimised for Counter-Mine, Counter-IED, Route Proving, Combat Earth Moving and Assault Bridging roles. Pearson Engineering’s products are provided as vehicle attachments which may be quickly and easily attached, released and jettisoned on a prime mover to provide Commanders with the flexibility and adaptability to configure their resources to the mission.

The company’s many years of experience in successfully designing, developing and delivering such products, combined with the acquisition of the Armstrong Works by parent company Reece Group, provides a unique opportunity to supply complex manufacturing, repair and support services for defence assets such as armoured hulls, turrets, armour packs and military bridges.

The company announced earlier this year that it has also created a range of Tactical Systems for Civil Defence. Whilst continuing to develop capability for the ever changing Combat Engineer community, the announcement signalled the company’s intent to diversify into adjacent markets in anticipation of wider requirements. With a focus firmly on adaptability, Pearson Engineering’s Tactical systems include mobile barriers, Counter-IED protection, obstacle clearance and access systems.

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Private Mobile Networks (PMN)
PMN has successfully deployed private 2G GSM, 3G UMTS and 4G LTE networks worldwide providing compact, rapidly deployable cellular communications. Solutions have been deployed for tactical, public safety and emergency response, homeland security, defence applications and training systems.

As a transport layer the PMN 4G LTE/3G UMTS and 2G GSM core software and RAN allows Vemotion to have complete control of any video streaming and captured image content within the PMN cloud. For example with 4G LTE PMN can create Downlink speeds of up to 150MB and Uplink speeds of up to 50 MB. Add satellite backhaul and you can then connect to the rest of the world all with a set up time of between five and ten minutes. The PMN software also allows Voice/SMS and DATA services in the coverage area and routes out via a SIP interconnect to any IP PBX (i.e. Asterisk).

Vemotion
Vemotion is a company specialising in delivery of quality Live Video wirelessly, often over low bandwidth and unreliable networks, such as mobile networks and satellite, easing deployment, redeployment and management issues. The Company’s compression, recording and transmission technologies, proven reliable in many challenging environments for both overt and covert surveillance, is designed for ‘plug & Play’ and is capable of supporting existing cameras and infrastructure, including mobile phones, interconnection with existing Video Management Systems, recording platforms and local networks.
Founded in 2007 and building on many years of experience in micro helicopter technology and the teleconferencing industry, Prox Dynamics continues to strengthened its expertise in many areas including aerodynamics, control, software, mechanics, operations and customer support.

Prox Dynamics’ mission is to develop, produce and sell the World’s smallest and most advanced Nano Unmanned Aircraft Systems (NUAS) whilst focussing on enhancing the effectiveness of the Front-line operator.

Prox Dynamics manufacturers the PD-100, the World’s smallest operational airborne Personal Reconnaissance System (PRS). Utilizing the Black Hornet nano airborne sensor, the PD-100 is hailed as a ‘game-changer’ and ‘life-saver’ by its users.

The PD-100 PRS became the World’s first operational NUAS with its employment by the UK Armed Forces in Afghanistan. Currently in use by a variety of forces in numerous countries, the PD-100 has demonstrated its added value by providing its users with a game-changing capability in the ever-changing and complex operating environment.

Prox Dynamics continues to surpass the previously perceived limits of NUAS capabilities and prove itself as the World-leader in NUAS.
Selex ES is an international information management, sensors and systems integration business delivering the high technology needs of defence, space, security, infrastructure, commerce and public service.

In leveraging collective strengths, and capitalizing on the synergies across major business areas, Selex ES exploits world-class systems, ICT and information services to deliver robust, high-integrity mission-critical solutions across sectors and domains, from the design, development and production of state-of-the-art equipment, software and systems to through life support.

With 17,000 employees and revenues in excess of 3.2 billion euros, Selex ES has main operations in Italy and the UK and a strong industrial and commercial footprint at international level.
With over 30 years of commercial experience, and a pedigree of real-world operational experience to draw on, Seven prides itself in offering its customers the right solution for the right environment. Products, training, research and development, and integrated support are delivered with an operational focus from experienced practitioners and scientific experts and with a dedicated 24/7 support commitment.

Seven specialise in the field of rugged electronic systems and provide a range of solutions for Asset Management, Site Security, Cyber Security and Machine-to-Machine applications.

Seven’s approach to everything starts with the customer and its dedicated team shares their unique technical expertise and practical experience to deliver cost-effective and enduring solutions for both simple and complex requirements.
Smiths Detection

Smiths Detection equips customers around the world with high integrity solutions to safeguard society, protect life and support the free flow of trade. It has developed government regulated advanced technologies to detect and identify dangerous or illegal materials, contraband, and constantly evolving chemical, biological, radiological, nuclear and explosive (CBRNE) materials. Its range of threat detection equipment includes powerful X-ray screening systems (more than 75,000 systems have been supplied globally), trace detectors, chemical agent detectors and identifiers and body screening systems which are used extensively in transportation, critical infrastructure, ports and borders, military and emergency responder markets.

Smiths Detection is part of Smiths Group, a global leader in applying advanced technologies to markets in threat as well as contraband detection, energy, medical devices, communications and engineered components. Smiths Group employs around 23,000 people in more than 50 countries.

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www.spectra-group.co.uk

Spectra Group (UK) is a leading provider of satellite communications for locations with limited or compromised infrastructure.

SlingShot® is a small and lightweight unit that offers a straightforward and cost-effective way to achieve global, secure, communications via L-Band Satcom, converting both UHF and VHF in-service radios.

As a tactical command and control system to complement UHF TacSat, SlingShot delivers BLOS and COTM over tactical and strategic distances, at speeds in excess of 130kph land and 40 knots water. With the launch of the Aviation system at DSEI, SlingShot enables complete interop between all personnel, whether using VHF or UHF, on land, sea or airborne.
Standard Brands

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ZIP Military Cooking fuel and Boilex Stoves

Standard Brands are a leading world producer of ignition products and stoves sold under the ZIP and Boilex Cooking Stove brand names.

ZIP Military Cooking fuel is the newest, safest, and most innovative alternative to current fuels being used by militaries around the world. The fuel is non-toxic, formulated from naturally derived, sustainable biofuels that burns cleanly with high calorific value. It can be used indoors and outdoors in all weather conditions. It is not classified as hazardous so can be air transported without restriction and can be parachute dropped.

Boilex stoves are designed to be lightweight, easy to use, robust and efficient. They cater for the individual soldier and also for larger group cooking.
Supacat is a member of the SC group of companies. We are an innovative engineering and design company providing global, defence focussed products and services with offices in the UK and Australia.

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The TEKEVER Group develops innovative technologies for Enterprise, Aerospace, Defence and Security Markets. The group is organised in two divisions:

– Aerospace, Defence and Security

– Information Technology

The company is a product-led business, driven by innovation and passionate about technology. TEKEVER products are in use across the globe in markets including Banking, Security, Defence, Space and Automotive. The TEKEVER group operates a centre of excellence in Payload Exploitation and Intelligent Systems in Southampton, UK, as part of the Aerospace, Defence and Security division. Development work feeds directly into the TEKEVER Group product line, which encompasses Unmanned Systems, Wireless Communications and Space Systems.
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Thales is a global technology leader for the Aerospace, Transport, Defence and Security markets. With 61,000 employees in 56 countries, Thales reported sales of €13 billion in 2014. With over 20,000 engineers and researchers, Thales has a unique capability to design and deploy equipment, systems and services to meet the most complex security requirements. Its unique international footprint allows it to work closely with its customers all over the world.
Tyron has over 25 years of runflat technology experience and recently patented a new system which is the only rubber runflat in the world that can be fitted and removed using standard tyre equipment. This totally removes the huge logistical issues when changing tyres on vehicles in the field fitted with the VFI. Only rubber runflats can guarantee beadlock and absorb shock from curb strikes which is critical if you need the performance to and meet the Finabel standards. Tyron also offer a complete range of alloy and steel beadlock wheels in all sizes from 16” to 20” and supply complete wheel, Michelin tyre and runflat assemblies all over the world. New for 2015 is our “Friction Shield” lubrication system which is attached in manufacture to the runflat which improves performance and prevents this critical lubricating gel from drying out or worse still, not being applied at all.
# UKTI DSO Events and Exhibitions 2015–2016

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