



Grupo de Estudios Estratégicos · Strategic Studies Group

# Defense and Aerospace Industry Practice Group





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## Defense and Aerospace Industry Practice Group

The Defense and Aerospace Industry Practice Group is a specialized division within the Strategic Studies Group that provides customized research and analysis for clients supplying products and services to military customers in Spain, Europe and in North and South America.

With extensive experience serving in national security posts, our analysts understand the special dynamics and complex issues involved in doing business in the aerospace and defense industry.



Four Spanish S-80 subs are planned to become operational between 2011 and 2014.



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## Aerospace, Defense and Homeland Security Industry Practice Group



Spain's Ministry of Defense recently ordered 45 NH90 TTH troop transport helicopters.

We provide industry trend analysis, customized market research (including market forecasting) and specialized consulting, all of which is designed to alert our clients to sales opportunities in Spain and elsewhere.

More locally, we specialize in helping foreign companies gain a better understanding of, and access to, the Spanish defense industry.

Our clients range from government procurement agencies to multinational prime contractors and SMEs.



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## Defense and Aerospace Industry Practice Group



Spain is buying 219 top of the line Leopard 2 tanks, 16 recovery tanks and 4 training vehicles.

Some 150 Spanish companies are engaged principally in defense production, and about 4,000 Spanish firms are linked in some way with the industry.

The manufacture of electronics accounts for approximately 20 percent of Spanish defense production; military vehicles for about 14 percent, supply of arms for approximately 13 percent, naval construction for about 8 percent, and aircraft construction for some 6 percent. Production of components and ancillary equipment makes up the remainder.

The relatively small scale of Spain's own military orders implies that the Spanish defense industry is constantly seeking to develop its export potential and to increase its share of the international arms market.

Today Spain ranks eighth in world exports, with a number of clients in the Middle East and in Latin America.

In this context, the Spanish defense industry presents many unique opportunities for foreign suppliers and partners.



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## Defense and Aerospace Industry Practice Group

We have been representing clients in the  
defense, aerospace and related industries  
for more than two decades.

To find out more about how we can help you,  
please contact Carmen Calero at:

Grupo de Estudios Estratégicos · Strategic Studies Group  
Avenida de los Toreros, 24  
E-28028 Madrid Spain  
Phone: +34 91 361 0738  
Email: [ccalero@gees.org](mailto:ccalero@gees.org)