

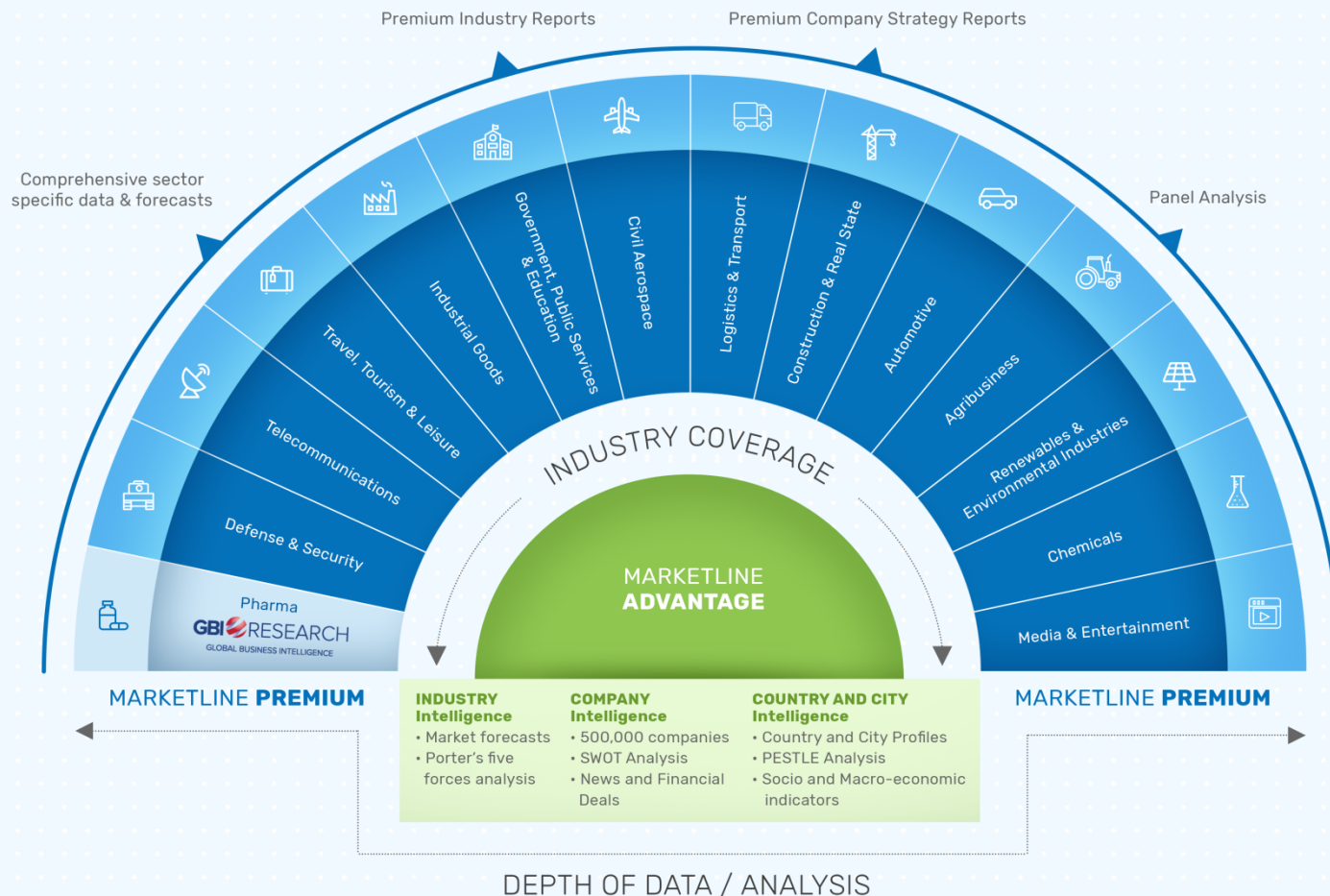


## MarketLine Premium: Defense & Security

# MarketLine at a glance

For more than 15 years **MarketLine Advantage** has supported the research needs of investment banks, corporations, professional services firms, and academia with a unique mix of company, industry, country, city and financial data for every major industry and marketplace.

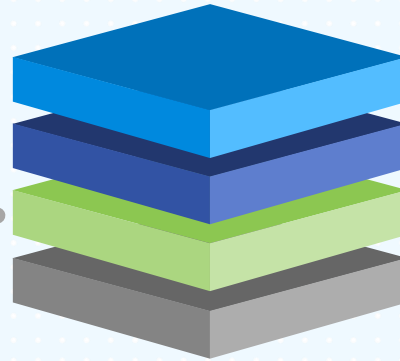
**MarketLine Premium** is a new series of vertical-specific market research modules that offer in-depth sector specific data and insights enabling you to dig even deeper into the markets that matter to you.



## MarketLine Premium

**Market Analyzer** includes comprehensive industry statistics and forecasts for **55 countries**, spread over 5 regions. These enable you to benchmark key performance indicators, spot growth opportunities in key markets, and reveal future market trends.

**500 Company Profiles**, including detailed **Company Strategy Reports** for the top 20 companies within each sector, and **50 SWOT analyses**, offer insight into the global competitive landscape.



**Industry Insight Reports** analyze the factors influencing each sector in 30 countries. Uncover the factors driving company and market performance and identify potential risks.

**Daily tracking** of news and financial deals. Monitor product launches, technological developments, M&A activity, and financial results within the industry.

## MarketLine Advantage

500+ Case Studies

Key socio and macroeconomic indicators for more than **200 countries** and **2000 cities**

**Country Profiles and City Profiles** evaluating Political, Economic, Social, Technological, Legal, and Environmental factors

**Company Prospector database** tracking over **500,000 companies**

Market values, volumes, and forecasts for over **120 industry sectors** and **50 countries**

**5000+ Industry Profiles** including Porter's Five Forces Analysis

MarketLine has over **400** experienced analysts, consultants, and researchers with regional and sector specialization.

We have expertise in **market sizing, competitor tracking, socio and macro economics, business drivers** and more.



# MarketLine Premium: Defense & Security

## A view of the market

For a number of years the global defense industry has had to contend with restricted defense budgets and changing priorities in the face of increased global tensions, civil unrest and terrorism. Recently increased demand for military products in several regions has boosted global defense spending and created new opportunities for defense firms. **MarketLine Premium: Defense & Security** provides Defense Contractors & Suppliers, Banks, Consultants, Advertising Agencies, Academic Institutions, and Trade & Investment Organisations with in-depth data, analysis, and insights to help understand how these changes are set to shape the market going forward.

- **Defense & Security Market Analyzer** includes comprehensive defense & security statistics for 55 countries, spread over 5 regions delivering the fundamental data you need to make informed decisions.
- **Industry Insight Reports** analyze the factors impacting the defense & security market in 30 countries, helping you decode the data for strategic planning purposes.
- **Exclusive Defense Industry Executive Surveys** reveal the business confidence and procurement intentions of leading defense firms helping you better align investment/procurement strategies.
- **Defense & Security Company Strategy Reports** reveal the financial position, growth strategies and momentum of leading defense manufacturers. Analyze the performance of each company against its peers and key industry performance indicators to gain an instant understanding of the competitive landscape.
- Stay up-to-date with market trends by tracking **innovations**, **financial deals**, and other **key developments** that have taken place or are expected to impact defense, aerospace & security markets.



# MarketLine Premium: Defense & Security

## Market Data

Marketline

Understand **both local and international Defense and Security markets** with data and forecasts for 55 countries



**MarketLine Premium: Defense & Security's Market Analyzer** includes over 21,000 data points covering **Defense Spending, Expenditure, Product and Company data** for 55 countries, providing all the data you need to evaluate defense market trends and identify opportunities globally. The **Defense & Security Market Analyzer** is an interactive platform enabling you to view, manipulate, and download business critical defense expenditure data for your own analysis or presentations quickly and easily. Key metrics include:

### Defense expenditure by type

- Country level data
- Capital Expenditure (CAPEX)
- Revenue Expenditure (REVEX)
- Homeland Security

### CAPEX spending by product

- Aerospace Products and Parts Manufacturing
- C4ISR Electronics & IT
- CBRN
- Countermeasures and Decoys
- Support Services
- Army Equipment
- Navy Equipment
- Navigational Instruments
- Ordnance & Guns
- Homeland Security
- Military Vehicles

Home Defense Expenditure Aerospace Expenditure Spending By Product Defense Con

## Spending By Product

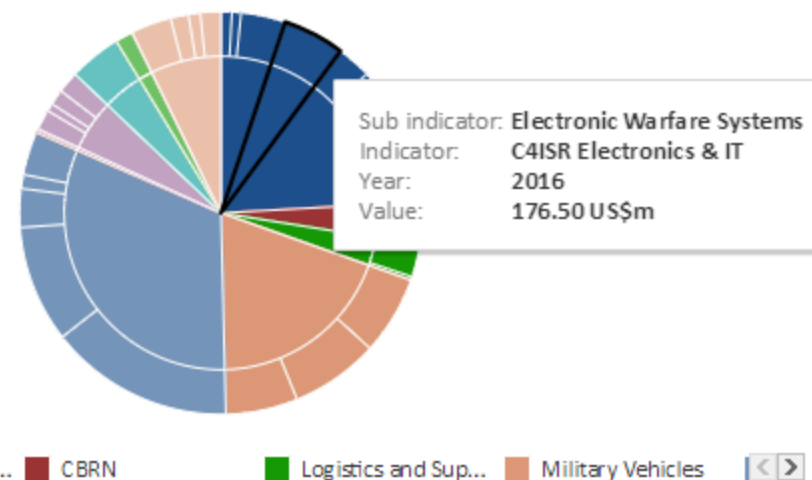
Country

Canada

Region

(All)

## Spending By Product Defense





# MarketLine Premium: Defense & Security

## Market Data

The Defense & Security module Includes in-depth **CAPEX forecasts** for the following industry segments and sub segments in 55 countries:

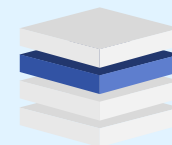


<b>Aerospace Products and Parts</b>	<b>CBRN</b>	<b>Navy Equipment</b>
Aircraft	De-contamination Systems	Aircraft Carriers
Helicopters	Detection Systems	Amphibious Ships
Space (GPS, Satellites, and Sensors)	Disposal Systems	Corvettes
<b>C4ISR Electronics &amp; IT</b>	Protection Systems	Destroyers
Avionics	Simulation Systems	Frigates
Biometric System	<b>Countermeasures and Decoys</b>	Naval Vessels MRO
Communication Systems	<b>Support Services</b>	Submarines and Submersibles
Electro Optic Systems	Logistics and Support	<b>Navigational Instruments</b>
Electronic Warfare Systems	Projects and Infrastructure	GPS-GNSS (Air/Land/Naval/Munition)
Engineering Control Systems	R&D, Consultation	<b>Ordnance &amp; Guns</b>
Military IT	Training and Simulation	Ammunition
Radars	<b>Army Equipment</b>	Artillery systems
Robotics	Military Vehicles (APCs, Tanks, IFVs etc.)	Guns
Sensor & Guidance	Armored Vehicle MRO	Missiles
Signal Radio & Wireless	Soldier Gear	
Signals Intercept & Cryptography	Military Vehicles	

# MarketLine Premium: Defense & Security Industry Insight

MarketLine

**Defense & Security Industry Insights** help key decision makers across different functions make better, more informed, strategic decisions.



- **MarketLine Premium: Defense & Security** Includes comprehensive **defense industry reports** for 30 countries providing the deep data and analytical insights you need to make better business decisions.

- **Defense & Security Industry Snapshot and Industry View**  
Key **defense industry statistics** including CAPEX and REVENUE are analyzed to reveal the **key issues and trends** driving market performance, in local, regional and global markets.

- **Defense & Security Industry Benchmarking**  
Benchmark how each major defense & security market is performing across 13 product categories and 40 sub-categories to gauge potential for growth or market entry.

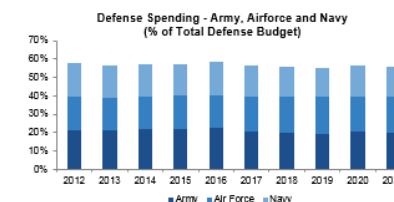
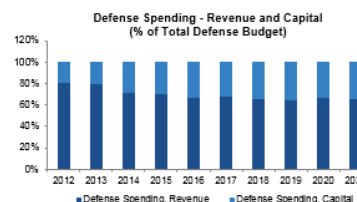
- **Defense & Security Industry SWOT Analyses**  
Discover the strengths, weaknesses, opportunities and threats impacting market performance and investment in each major defense & security market.

- **Proprietary Conflict-Cost Index**  
MarketLine's propriety Conflict-Cost Index enables you to assess the level of conflict and potential business costs related to the defense sector in key geographic markets.

## Defense & Security: Defense

MarketLine

*Capital expenditure on all three services to increase due to the modernization efforts*



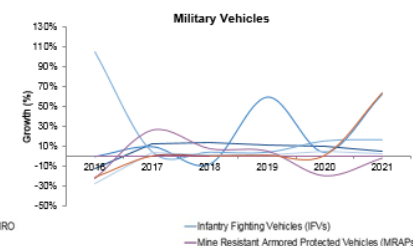
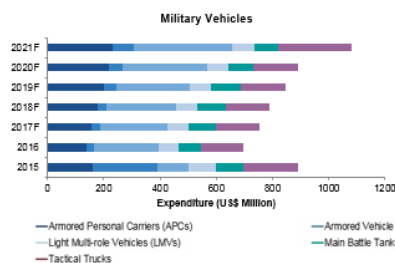
**Modernization and procurements to increase capital expenditure**  
The Australian Department of Defence allocated an average of 26.3%

**Army to receive the highest budget allocation**  
Army expenditure increased at 0.8% CAGR between 2012 and 2016 from US\$5,367 million in 2012 to US\$5,545 million in 2016 and is expected to US\$6,610 million

## Segment Analysis: Military Vehicles

MarketLine

*Modernization efforts to drive military vehicles expenditure*



**Armored personal carriers and Infantry fighting vehicles constitute majority of the military vehicles expenditure**

In 2016, the military vehicle expenditure in Australia was US\$697 million and it is expected to grow at 9.71% CAGR during 2017-21 from US\$751.72

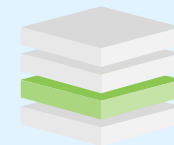


# MarketLine Premium: Defense & Security

## Competitive Insight

MarketLine

Gain insight into the **financial position, growth strategies and momentum** for the top 500 defense and aerospace firms globally.



### Company Strategy Reports

Company Strategy Reports deliver all the analysis needed to gain an instant understanding of the competitive landscape. **MarketLine Premium: Defense & Security** includes 20 Company Strategy Reports for the leading Defense contractors globally. Company Strategy Reports include:

- **Company Snapshot** showcasing key indicators and rankings of the company in terms of order backlog, defense contracts, and arms sales.
- **Company SWOT Analysis** outlining the Strengths, Weaknesses, Opportunities, and Threats facing the company.
- **Growth Strategies** reviewing goals, initiatives and outcomes.
- **Company Performance and Competitive Landscape** analyzing the company's performance by business segment compared to other players across markets on metrics such as contract value and volumes, and arms sales.
- **Key Developments** showcasing significant recent corporate events, changes, or product initiatives.



### Company Profiles

MarketLine Premium: Defense & Security includes over 500 Defense and Aerospace Company Profiles enabling you to find key facts and personnel quickly and easily.

### SWOT Analyses

Uncover the strengths and weaknesses of leading players in the industry, along with opportunities and threats they face in their markets with over 50 SWOT Analyses for leading Defense companies.

### News and Financial Deals

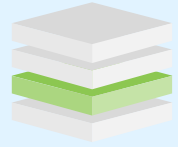
Stay up to date with Defense & Security company and industry developments with over 2,500 Company News and 500 Financials Deals added annually.




# MarketLine Premium: Defense & Security

## Competitive Insight

**MarketLine**

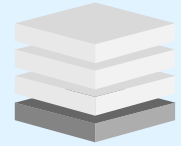
**MarketLine Premium: Defense & Security** includes 20 Company Strategy Reports for the leading Defense contractors globally.



 <p>Lockheed Martin Corporation</p>	 <p>Huntington Ingalls Industries, Inc.</p>	 <p>Raytheon Company</p>	 <p>Rolls-Royce plc</p>
 <p>United Aircraft Corporation</p>	 <p>Leonardo SpA</p>	 <p>The Boeing Company</p>	 <p>BAE Systems plc</p>
<p>Booz   Allen   Hamilton</p> <p>Booz Allen Hamilton Inc.</p>	 <p>Harris Corporation</p>	 <p>Northrop Grumman Corporation</p>	 <p>Safran SA</p>
 <p>Thales SA</p>	 <p>United Technologies Corporation</p>	 <p>Airbus Group SE</p>	 <p>Almaz-Antey Concern</p>
 <p>Bechtel Corporation</p>	 <p>General Dynamics Corporation</p>	 <p>L-3 Technologies, Inc.</p>	 <p>United Shipbuilding Corporation</p>

# MarketLine Premium: Defense & Security Panel Analysis

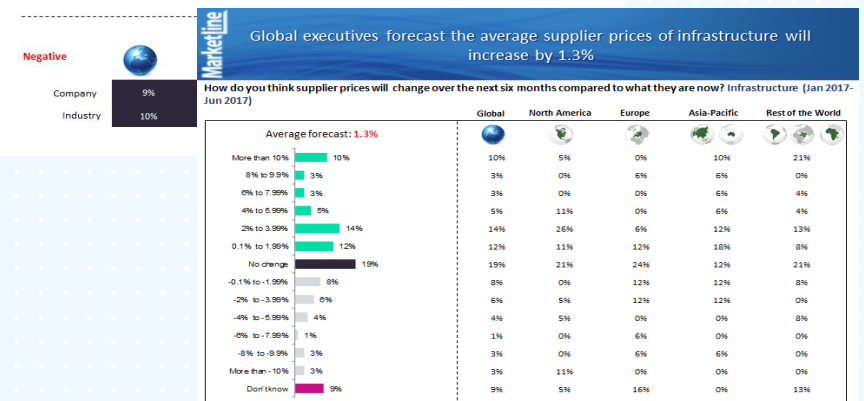
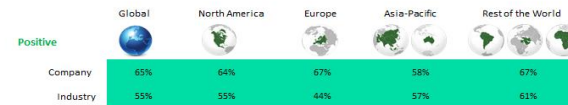
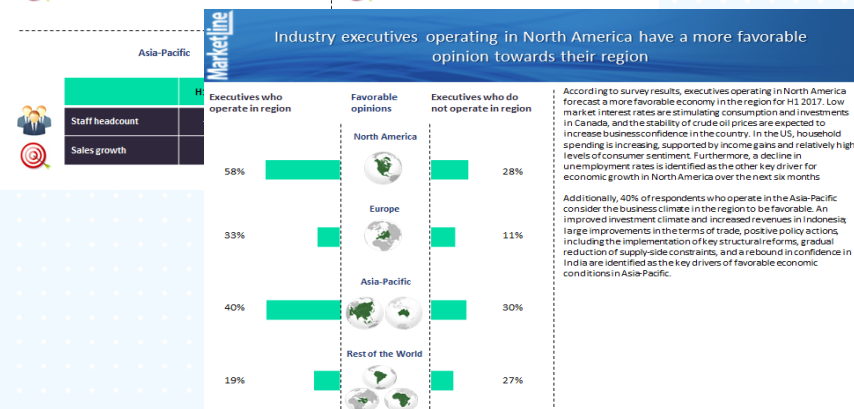
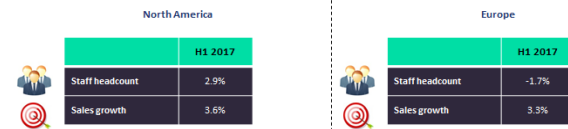
Gain insight into the business confidence and procurement intention of defense industry leaders



MarketLine conducts regular surveys of defense industry executives to ascertain defense business confidence and procurement insights. Access these insights through **bi-annual Business Confidence** and **Business Outlook and Procurement Reports**.

**Business Confidence Reports** reveal key executive opinions on the global defense & security business environment, highlighting economic conditions, spending patterns, and key priorities to help you make informed strategic decisions.

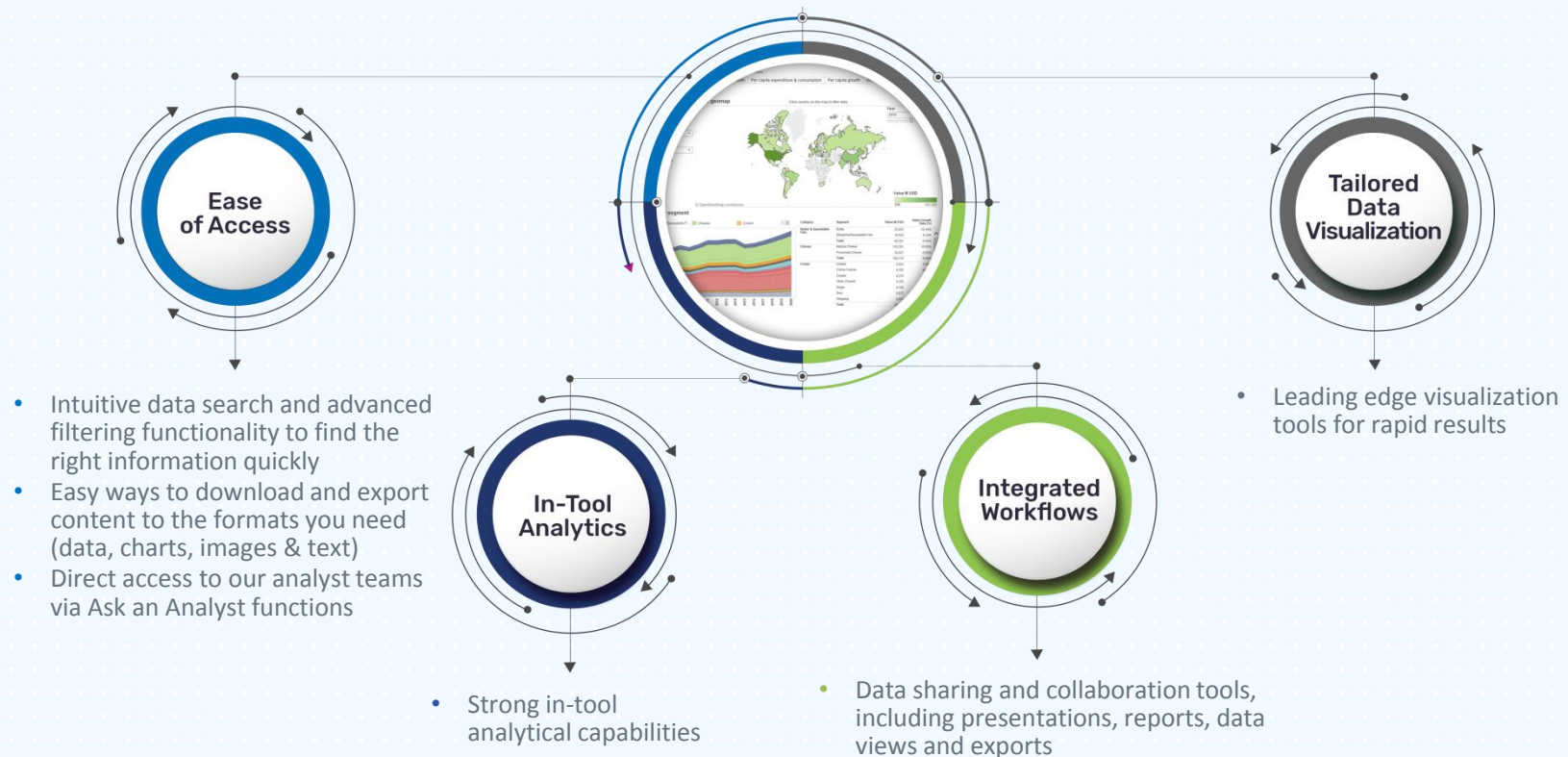
**Business Outlook and Procurement Reports** showcase where key defense players are planning to expand into existing or new markets, and the outlook for new product development, M&A activity, capital expenditure, and IT infrastructure helping you better align investment strategies or procurement budget allocations.



# Tools to slot seamlessly into your workflow

Our platform makes it easy for users  
to find the answers they're looking for, in the way they want

## MARKETLINE PREMIUM: DEFENSE & SECURITY



## MarketLine Premium: Defense & Security Geographical Coverage

Our geographical coverage explores the latest movements in 55 key Defense & Security markets. With comprehensive insight across **30 markets**, we will help you be among the first to react to developments.



## Market Data & Industry Reports

## Market Data Only



# Why choose us

In an information-rich world, finding facts you can rely upon isn't always easy.  
**MarketLine is the solution.**

## WHAT OUR CLIENTS SAY

"MarketLine provides us complete support in our activities. It offers up-to-date information and the website is dynamic and easy to use."

**Ecuador Trade Commissioner, UK**

"I am thrilled with the time-critical competitive and business intelligence detailed in the SWOT profiles! It is of outstanding value as well. I gleaned several immediate tactical and strategic actions to pursue."

**Consumer Insights Director  
UK-based Insurer**

"People regularly ask for the SWOT on a particular company. These profiles have become the first place I go."

**Account Manager,  
Leading US Advertising Giant**

"We find MarketLine very useful, particularly because of the company and industry analysis. It is not always easy to find analyst reports on companies, but having MarketLine helps a lot!"

**Head of the Knowledge Centre,  
Standard Bank Knowledge Centre,  
South Africa**

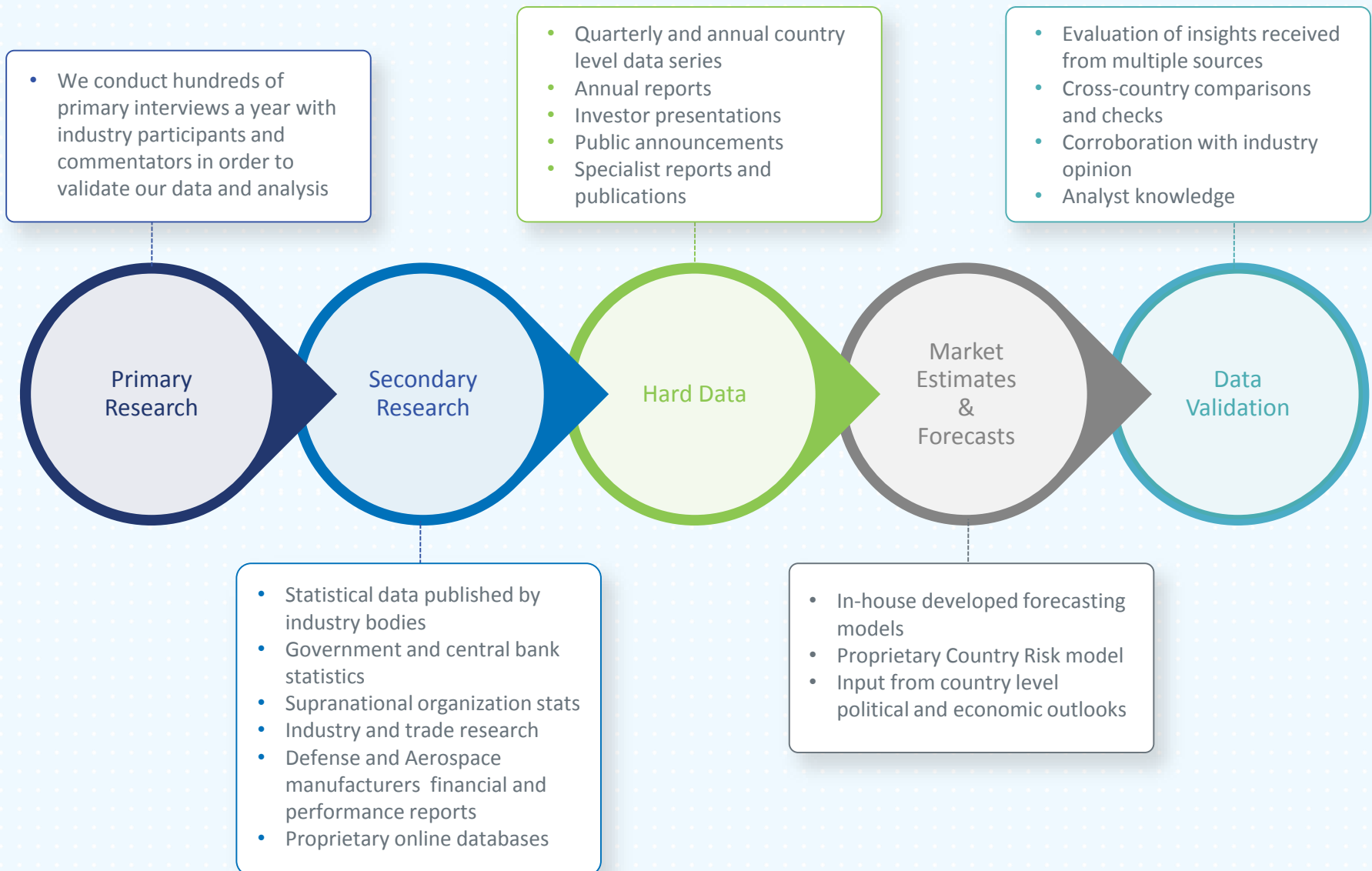
## OUR UNIQUE DIFFERENTIATORS

**360 Degree Perspective**  
of Companies, Industries,  
Countries, and Cities

**Empower clients to decode the uncertain future** they face by providing unique data, expert analysis, and innovative solutions all on one platform

**Driving Industry Understanding** of key levers and market dynamics that enable clients to make informed, timely and accurate strategic and tactical decisions.





## Committed to serving you and your team



Account Manager



Client Services



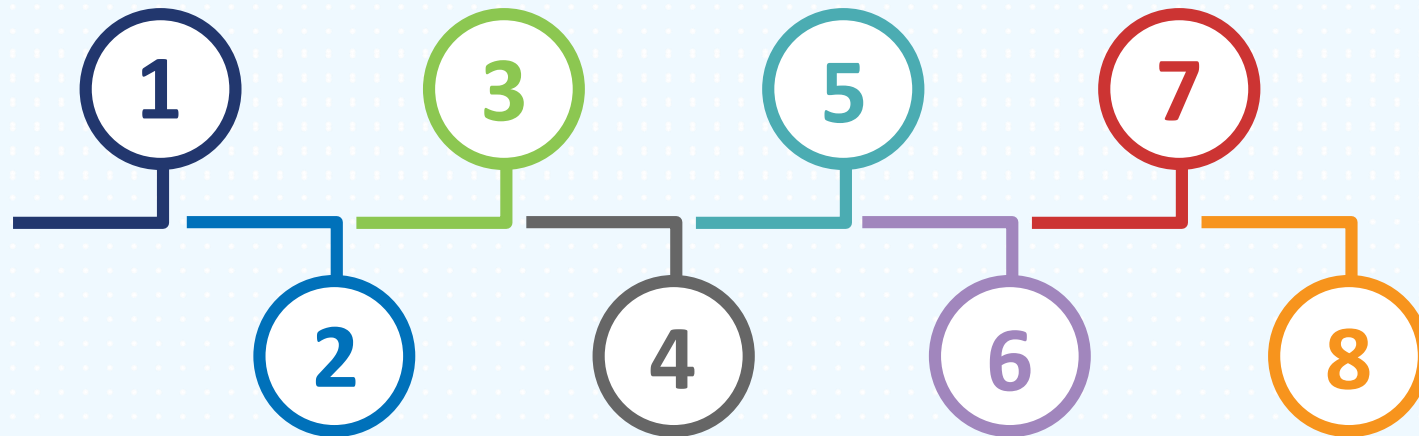
Analysts

Meet your dedicated  
Account Management team

Personalized team  
training on our platform

Insights-driven content  
updates for improved  
decision making

Reviewing your future  
objectives and how we  
will support execution



Integrating our  
products into your  
specific workflow

Direct interaction with  
our analysts to translate  
data into action

Thought leadership  
and practitioner  
insights across our  
reports, webinars and  
presentations

Proactive Client  
Services support as an  
extension of your team