



**UK TRADE & INVESTMENT
DEFENCE & SECURITY
ORGANISATION**

CONTACTS DIRECTORY

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

ABOUT UKTI DSO

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.

WHERE WE OPERATE

UKTI DSO operates three regional directorates (see map opposite), which provide government support and advice to British defence and security companies and help with new business. They are experts in their particular geographic areas and are the first point of contact for overseas customers and for UK companies for all matters relating to sales of defence equipment and services, and support specific industry-led overseas marketing campaigns.

There is also a Security Directorate to provide specialist support to companies within the security sector and a Business Development Directorate which deals with events, exhibitions, provides market analysis and specific support for SME companies.

UKTI DSO is part of UKTI which is a global organisation with its headquarters in London. The network employs around 2,300 staff and advisers in the UK and in 82 UK overseas embassies, high commissions, consulates and trade offices. There is a UKTI office in each of the nine English regions with over 200 international trade advisers (ITAs). In Scotland, Wales and Northern Ireland, services are delivered in co-operation with the respective national development agencies.

UKTI DSO works alongside the UK regional ITAs who advise and guide UK companies on their route to export and help them to use the full range of UKTI DSO services. UKTI DSO also engages closely with industry bodies and trade associations to help the industry.



Covers Europe and the Americas



Covers the Middle East, South and Central Asia, Africa and Caucasus



Covers the Far East and Australasia

CONTACT NUMBERS

+44 (0)20 7215...

Contact	Extension
Head of Defence and Security Organisation	
Head: Richard Paniguan	8029/8038
Private Secretary	8029
Assistant Private Secretary	8038
Admin Support	8025
Operations Director	
Director: Chris Baker	8348
Private Secretary	8029
Assistant Private Secretary	8038
Admin Support	8025
Senior Military Adviser	
SMA: Air Vice-Marshal Nigel Maddox	8026
Naval Adviser	8173
Army and Logistics Adviser	8170
Air Support/Training Adviser	8163
Equipment Capability Adviser	8325
Private Secretary	8029
Assistant Private Secretary	8038
Admin Support	8025

Regional Director Central

RD Central covers the Middle East, Central and South West Asia, and Africa

Director: Alan Malpas	8313
Personal Assistant	8077

Africa, Oman, Iraq

Assistant Director 1	8087
Oman and Libya	8354
North Africa	8040
Sub-Saharan Africa, the Levant and Iraq	8074

Qatar, Bahrain, UAE, Saudi Arabia, Kuwait, Jordan, Pakistan, Bangladesh, Yemen

Assistant Director 2	8072
Saudi Arabia, Qatar, Bahrain and Bangladesh	8079
UAE, Pakistan, Kuwait and Yemen	8084
Jordan and Pakistan	8104
Administration Support	8091

India, Sri Lanka, Nepal, Central Asia and Caucasus

Assistant Director 3	8089
India, Sri Lanka and Nepal	8062
Central Asia and Caucasus	8316

Military Advisers

Above Water Weapons Systems	8069
Electronic Warfare and ISTAR	8041
C4I/Air Defence Radar	8054
Communications and Information Systems Adviser	8081
Armour	8080

Overseas Defence Specialists

Kuwait	+965 2259 4336
Saudi Arabia	+966 1488 0077 extension 2233
Oman	+968 2460 9282
India	+9111 2419 2220
Libya	+21821 340 3644
Algeria	+213 21330068
South Africa	+27 (82)5681135

Regional Director East

RD East covers North and South East Asia, Asia Pacific/Australasia

Director: Keith Smith	8110
RD East Coordinator	8094

South East Asia and Asia Pacific

Assistant Director 1	8114
Malaysia	8128
Australia and New Zealand	8102/8108
Thailand, Singapore and Vietnam	8127
Brunei and Philippines	8097/8108

North Asia

Assistant Director 3	8092
Japan	8103
Japan Typhoon Integrated Campaign Team (ICT)	8318
South Korea	8093
China, Hong Kong and Taiwan	8043
Indonesia	8096
Support Staff/General Enquiries	8119/8116

Military Advisers

Naval Air	8109
Naval Adviser – Surface and Underwater	8100
Air Force Logistics and Engineering	8107

Overseas Defence Specialists

Australia and New Zealand	+61 2662 6270 6686
Brunei	+67 3233 1479
Japan	+81 352 111 208
Malaysia	+60 321 702 242
Republic of Korea	+82 232 105 520
Vietnam	+84 4 3936 0509

Regional Director West

RD West covers Europe and the Americas

Director: Geoff Gladding	8135
RD West Business Manager	8157
Deputy Director	8148

Eastern Europe and Nordic Countries

Assistant Director 1	8148
Austria, Switzerland, Belarus, Baltic States, Russian Federation, Ukraine and Nordic Countries	8132
Central and Eastern Europe including the Balkans	8131

Western Europe and NATO

Assistant Director 2	8153
Turkey, Portugal and Italy	8129
Western Europe including Greece, Turkey and NATO	8134

North America and UN

Assistant Director 3A	8148
North America and UN	8159
Canada and UN	8162
USA	8140

Latin America and Caribbean

Assistant Director 3B	8143
Latin America and Caribbean	8149/8141

Military Advisers

Naval Air Adviser Helicopter Campaign Support Team	8321
Merlin Export Support Liaison Officer	8133

Overseas Defence Specialists

Chile	+56 237 04149
Greece	+30 210 727 2707
Romania	+40 212 017 243
Turkey	+90 312 455 3220

Business Development	
Director: Keith Venables	8166
Market Analysis	
Assistant Director	8194
Team Leader – Equipment	8219
Team Leader – Global Issues	8246
Key Account Management	
Head of KAM	8337
Support staff	8342
Small Business Unit	
Assistant Director	8337
Head Small Business Unit (SBU)	8204
SBU Account Manager	8182
SBU Account Manager	8190
SBU Account Manager	8222
SBU Account Manager	8221
SBU Account Manager	8181
Industrial Participation	
Assistant Director	8337
Head MOD Industrial Participation	8174
Export Support Team	
Military Head Export Support Team	8218
Larkhill (EST-L) Responsible for Artillery Systems and UAV/Unmanned Vehicles	
Officer Commanding	+44 (0)1980 845553
Clerk	+44 (0)1980 845361
Bovington (EST-B) Responsible for RE, INF, AMR, CBRN, Logistics, Small boats, Med, Infrastructure, Security, Comms and CIS	
Officer Commanding	+44 (0)1929 403865
Clerk	+44 (0)1929 404287

Events Management	
Assistant Director: Steve Thomas	8239
Head UK Events	8195
Head Overseas Exhibitions	8203
Head Protocol	8201
Inward Visits (Army)	8235
Inward Visits (Navy)	8229
Inward Visits (Air)	8188
Staff Officer Exhibitions (DSEi/FIAS)	8186
Staff Assistant/TCO	8233
Security Directorate	
Head of Directorate	8329
Deputy Head	8256
Military Adviser Homeland Security, EOD, CBRN and Engineer	8259
Military Adviser – Maritime Security	8257
Police and Security Adviser	8328
Market Analyst	8333
Business Development	8236
Comms and Finance	8336
Business Support	8213
Admin Support	8025
Policy, Resources and Corporate Services	
Head of Policy and Resources	8275
Resources	8363/8296/8268
Business Planning	4828
Training	8260
Secretariat	8290/8294/8287
Group Support Officer	8278
Press Officer: Adam Thomas	8467
Marketing Manager: Rebecca Halls	8405

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