

Aerospace

2011

A Guide to Sources Available in
the Business Information Centre



Market
Research



Country
Intelligence



Company
Leads



Tender
Opportunities



Useful
Contacts

INTRODUCTION

It is important to keep up to date with what is happening in any industry in order to plan your company strategy effectively. The Business Information Centre can provide a wealth of information on all aspects of the Aerospace industry from the global industry as a whole to the more specific sub-sectors including Defence.

In addition, Enterprise Europe NI is hosted by Invest Northern Ireland. The network can provide direct contact with market research centres throughout Europe and is a first point of contact for researching European Aerospace markets.

*This guide has been designed to assist with desk research and shows **examples** of reports and websites that might be useful. It is only possible to give an idea of the content of databases and websites. Invest NI does not endorse any of the websites or information providers mentioned.*

MARKET REPORTS

BUSINESS MONITOR (www.businessmonitor.com)

Business Monitor provides industry trend analysis and forecasts, and competitive intelligence on leading companies, covering 16 industries in Asia, Europe, the Middle East, Africa, and parts of Latin America.

The following lists show **samples** of the reports available within the **Defence** and **Transport Infrastructure** sectors. The **Commercial Travel** and **Freight Transport** sectors also contain relevant information.

Defence

- Brazil - BMI Industry View – Q4 2011
- China - Market Overview – Q3 2011
- Croatia - BMI Industry View - Q4 2011
- France – Market Overview – Q3 2011
- Germany – Market Overview – Q3 2011
- Greece – Market Overview – Q3 2011
- India – Market Overview – Q3 2011
- Israel – Market Overview – Q3 2011
- Italy – Market Overview – Q3 2011

- Kazakhstan and Central Asia - Market Overview – Q4 2011
- Romania - BMI Industry View - Q4 2011
- Russia – Market Overview – Q3 2011
- South Africa – Market Overview – Q3 2011
- South Korea - Industry Forecasts Q3 2011
- Spain – Market Overview – Q3 2011
- UK – Market Overview – Q3 2011

Transport Infrastructure

– see samples of daily news below:

Company Brief - TAV Consortium Wins Arabian Airport Contract

Saudi Arabia - Infrastructure - Aug 11 2011 Turkish airport management firm TAV Airports Holding is leading a consortium that has secured a US\$1.5bn contract to construct and run Medina International Airport in Saudi Arabia....

Industry Brief - News In Brief - Infraero Plans To Invite Tenders For Airport Expansion Project

Brazil - Infrastructure - Aug 09 2011 News: Brazilian national airport authority Infraero is planning to invite bids for tenders worth BRL322mn (US\$203mn) for expansion operations at Eurico de Aguiar Salles Airport in Vitória...

DATAMONITOR (www.datamonitor.com)

Datamonitor reports provide comprehensive market intelligence, analysis and forecasting based on primary quantitative and qualitative research. The following is a sample of the reports available:

Market Reports, Interactive Models & Databooks

- Brazil Logistics and Express Outlook 2010
- UK Logistics and Express Outlook 2010
- US Logistics and Express Outlook 2010

Industry profiles

- Aerospace & Defence in:

Europe France Germany Italy Spain	Asia Pacific Australia China India Japan	Global Brazil Mexico South Africa US
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- Airlines in:

Europe Czech Republic France Germany Hungary	Asia Pacific Australia China India Japan	Global Brazil Mexico South Africa US
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- Air Freight in:

Europe Eastern Europe Western Europe	Asia Pacific China Japan	Global North America South America South Africa
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Detailed company analyses

- available for 70 companies – top 5 are:

Deutsche Lufthansa AG	Germany	117,019	36,250.80
Delta Air Lines, Inc.	United States	80,000	31,755.00
Air France-KLM	France	104,721	29,680.50
AMR Corporation	United States	78,250	22,170.00
All Nippon Airways Co., Ltd.	Japan	32,578	13,266.20

Frost & Sullivan (www.frost.com)

Frost & Sullivan provides access to over 4,000 market reports for a wide range of sectors globally. These reports provide valuable analysis of market size, shares, distribution and forecasts. The following is a sample of the reports available:

- Analysis of Asia Pacific Aerospace Manufacturing Market and Emerging Supply Chain Dynamics – 2011
The recent global recession took a heavy toll on many industries... In comparison, the aerospace manufacturing industry, as a whole, continues to buck the trend-finishing 2010 with record results. Asia Pacific represents a major market for the commercial aircrafts for the next two decades. The cost arbitrage enjoyed by Asia Pacific countries and the government's offset regulations are forcing the western aerospace manufacturers to set up their base in Asia Pacific. In the Asia Pacific region, Singapore, China, India, Australia, and Japan offer tremendous scope of growth for the aerospace manufacturing revenues.
- Asia Pacific Airlines Growth Opportunities Market 2011
- Asia Pacific Airport Development and Infrastructure Market - Revenue Opportunities and Stakeholder Mapping 2010

- Asia Pacific Airport Security Market Assessment 2011
- Asia Pacific Commercial Rotary Wing MRO Market - Revenue Opportunities and Stakeholder Mapping 2011
- Global Military Helicopters Market - Financial War Clouds: Driving New Opportunities and Business Models - 2011
- Growth Prospects in Commercial Avionics Markets – 2011
- Middle East Military Air - Towards Absolute Air Superiority - 2011
- Revenue Opportunities and Stakeholder Mapping - Italy: Air Platforms Market - 2011
- Revenue Opportunities and Stakeholder Mapping in the United Kingdom Land Defence Market – 2011
- Top 10 R&D Efforts for Novel Energy Solutions in Aerospace (Technical Insights) – 2011
- World Commercial Avionics Markets 2010

KEYNOTE (www.keynote.co.uk)

Keynote is an online database providing information on 27 industry sectors in the UK. Reports cover industrial and consumer sectors and information includes market size and trends, key players and company profiles. **There is always a chapter on the global market.** The following is a sample of the reports available:

- Airports and Airlines – UK - 2011
- Defence Equipment – UK -2010
- The Defence Industry – UK - 2010

PLIMSOLL (www.plimsoll.co.uk)

Plimsoll specialises in providing up to date, authoritative financial analysis. They publish in-depth industry reports and market analysis on over 1500 UK industries. The following is a sample of the reports:

- Aerospace Industry Report – UK – 2011
- Aerospace Engineering Report – UK – 2011
- Airlines – UK - 2011
- Airline Catering – UK – 2011
- Airline Seat Broking – UK - 2011
- Defence – UK – 2011

UK TRADE & INVESTMENT (UKTI) (<https://www.uktradeinvest.gov.uk>)

UKTI has extensive research contacts in every sector, in every country. They also publish research on their website. The following reports are a sample of what is available:

- UK Aerospace International Strategy 2011
- Defence & Security Opportunities in France 2011
- Defence & Security Opportunities in Canada, Turkey, Iberia, Greece & Sweden 2010

OTHER MARKET REPORTS

- Airports Brazil 2011
- Airports In South-East And East Asia - Capital Investment Programmes - 2011
- European Airports Capital Investment Programmes – 2011
- North American Airports – Canada And The United States Capital Investment Programmes – 2010

HARDCOPY REPORTS

- Jane's Airports Equipment & Services 2009-10
- Jane's All the World's Aircraft 2009-10

Some Management Consultants specialise in different sectors and make detailed research available on their websites. Those with research available on the Aerospace sector include:

- KPMG GLOBAL –
<http://www.kpmg.com/Global/en/WhatWeDo/Industries/Pages/default.aspx>
- ACCENTURE –
<http://www.accenture.com/us-en/industry/Pages/index.aspx>
- PWC GLOBAL –
<http://www.pwc.com/gx/en/aerospace-defence/index.jhtml>

COMPANY INFORMATION

Identifying companies and finding the right information about their activities and performance is essential to making good business decisions. The Information Centre has a wide range of company databases that can provide financials, product information, company details or trade names. Company information on agents or distributors, competitors or even potential customers, can be searched for on an international, regional, national or local level through a variety of databases including Kompass and Amadeus.

Some of these databases have free, limited searching available on the internet. This can help to identify potential companies which can be researched further. The following links are useful:

- Bureau Van Dijk – Free Directory - www.bvdep.com
- Kelly's Directory – www.kellysearch.com
- Kompass – www.kompass.com

Datamonitor supplies company profiles on the larger global corporates including, Zodiac Aerospace, Venga Aerospace Systems Inc. and China International Holdings Ltd. These profiles provide an invaluable analysis into the competitive and strategic performance of the company.

STATISTICS

The National Statistics website, www.statistics.gov.uk, holds information on import and export trade statistics for many products:
<http://www.statistics.gov.uk/OnlineProducts/>

Datamonitor also provides very comprehensive statistics and forecasts.

ASSOCIATIONS

Associations are an extremely useful way to find information on either markets or companies within the sector. Many associations hold detailed membership directories and many also include detailed market reports, statistics, events, industry news and useful links. Relevant associations include:

UK

- Advancing UK Aerospace, Defence & Security Industries - <http://www.adsgroup.org.uk/>
- Aerospace Manufacturing Associations UK - <http://www.aero-mag.com/directory/10/>
- Royal Aeronautical Society - <http://www.raes.org.uk/>

EUROPE

- Association of the Aviation Manufacturers Czech Republic - <http://www.alv-cr.cz/Default.aspx?l=en>
- Aerospace & Defence Industries Association of Europe - <http://www.asd-europe.org/site/>
- Austrian Aeronautics Industries Group - <http://www.aaig.at/>
- Belgium Aerospace Industries Association - <http://www.gebecoma.org/>

NORTH AMERICA

- Aerospace Industries Association - <http://www.aia-aerospace.org/>
- Aerospace Industries Association of Canada - <http://www.aiac.ca/>

WORLD WIDE

- International Air Transport Association - <http://www.iata.org/Pages/default.aspx>
- Royal Aeronautical Society of Australia - <http://www.raes.org.au/>

Invest NI is not responsible for the content of external websites and inclusion in, or exclusion from, the above list does not imply recommendation, endorsement or otherwise of any company, product or service.

NEWS

Business Information Centre subscribes to a number of news databases which provide access to articles news and trade sources.

A vast amount of current and retrospective News articles on the industry can also be obtained from Datamonitor and Mintel.

The Lexis Nexis database has access to trade and news sources from around the world.

JOURNALS

- Aviation Week

FINDING LOCAL AND EUROPEAN GOVERNMENT CONTACTS

The Tenders Alert Service is hosted by Enterprise Europe NI for Invest NI. It enables you to identify local and international contract opportunities from a wide range of public sector organisations via a daily alerting service. In 2010, 58 companies on the service won 114 contracts potentially worth £239 million.

The team can also offer guidance on:

- tendering procedures
- UK and EU Public Procurement Regulations
- supplying to local government, education boards, the health sector and utility companies
- The charge for the service is £100 plus VAT per annum. For more information, contact:

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Or email tenders@investni.com

EXHIBITIONS/TRADESHOWS

Exhibitions/Tradeshows are a good way to market your product, finding out who your competitors are, networking and finding new customers. To find out about exhibitions and tradeshows in this sector, worldwide or locally, just click on the links below:

<http://www.exhibitions.co.uk/>

<http://www.expodatabase.com/messedb/>

RELATED LINKS

Other sector guides related to this sector are:

- Construction
- Materials Handling
- Transport and Travel

These sector guides along with others can be found on the Invest NI website:

<http://www.investni.com/index/publications.htm?filter=S>

These are only examples of information available for the industry. If you require anything specific or have any questions, please do not hesitate to contact Kathy McConville, 028 9069 8127 or any member of the Business Information Centre by e-mail: bic@investni.com.

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