

# MRO for military aircraft and equipment in Europe 2006

*What this €13billion market looks like now, how it's changing and how companies identify and win business*

A new survey from

**Counterpoint Market Intelligence Limited**

**The report is a comprehensive guide for commercial and government organisations, large and small, involved in the MRO of military aircraft and equipment in Europe.**

**The report analyses how the market;**

- **Breaks down by country, types of aircraft, and by different activities (airframe, engines, avionics, spares, etc) and levels (1<sup>st</sup> & 2<sup>nd</sup> line, heavy/depot) of MRO activity.**
- **Is increasingly open to cross-border or outside competition as a result of recent changes in Europe – opportunities in all countries are openly advertised; the report explains how these can be identified and gives useful contact points.**
- **Has evolved in the UK– the acknowledged market leader in transforming the way military MRO business is done – indicating the business approaches likely to be successful for this market across Europe, as all countries are following the UK's lead.**
- **Is evolving in the rest of Europe and how other Governments are currently approaching and transforming the way they contract for MRO.**
- **Comprises a wider variety of types of work, not just direct aircraft work.**
- **Is affected by emerging trends in technology and procurement.**

**In addition to market analysis, the report looks at marketing issues applicable to new entrants and existing players.**

- **Although through-life MRO contracts are increasingly being awarded to aircraft and engine primes, there are growing opportunities for subcontractors.**
- **We show how companies are identifying and winning MRO business.**
- **We identify barriers, perceived or real, to cross-border marketing, and show how these are successfully being overcome.**

**The report profiles 117 military aircraft MRO providers in 16 countries.**

**A free teleconference is available to purchasers of this report to discuss any aspects of it.**

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## Why Counterpoint Market Intelligence?

Counterpoint Market Intelligence Limited was formed by George Burton and Richard Apps in 2004 to offer original, independent and rigorous research into aerospace markets. Between them, George and Richard have 37 years of experience in senior positions in aerostructures, engine components, and aerospace equipment. Counterpoint now has an international business, with 70% of sales outside the UK. Sales of research reports have led to consultancy projects, mainly M&A-related. Two thirds of sales are to the aerospace industry – aircraft and engine prime contractors and first and second tier suppliers. Other clients are private equity funds, investment banks and government organisations.

In addition to this report the following reports are available from Counterpoint Market Intelligence Limited:

- Aero-engine and IGT Components 2007
- Aerostructures 2007 – *Profitable for some*
- Aerospace Actuation 2006 - *Key issues over the next 5 years*
- Who pays, who wins – *The role of the state in the funding of aerospace*

Counterpoint Market Intelligence Limited also undertakes bespoke consultancy studies for its clients in areas including the following:

- Market and strategy-related due diligence for M&A
- Acquisitions search
- Evaluation of strategic options

### Price of the MRO for military aircraft and equipment in Europe 2006 report

The price is £3,000.00 plus VAT at the standard rate for customers in the UK, £3,000.00 with VAT at zero rate for customers in the rest of the EU, and £3,000.00 for customers in countries outside the scope of VAT.

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