The Swedish Defense Industry - Market Opportunities and Entry Strategies, Analyses and Forecasts to 2016

Description:
Synopsis
- Top level overview of the Swedish defense industry
- A breakdown of the Swedish defense industry by spend pattern valued from 2005 through 2010 and forecasted from 2011 through 2016
- A breakdown of the markets by segments valued from 2005 through 2010 and forecasted from 2011 through 2016
- Details of top companies active across the Swedish defense industry
- Emerging trends and opportunities in the Swedish defense industry in the last 12 months

Summary
This report offers insights into market opportunities and entry strategies adopted by foreign OEMs to gain a market share in the Swedish defense industry. In particular, it offers in-depth analysis of the following:

- Market opportunity and attractiveness: Detailed analysis of the current market size and growth expectations during 2011–2016, including highlights of the key drivers, to aid understanding of the growth dynamics. It also benchmarks the sector against key global markets and provides detailed understanding of emerging opportunities in specific areas.

- Procurement dynamics: Trend analysis of imports and exports, along with their implications and impact on the Swedish defense industry.

- Industry structure: Five forces analysis to identify various power centers in the industry and how these are likely to develop in the future.

- Market entry strategy: Analysis of possible ways to enter the market, along with knowledge of how existing companies have entered the market, including key contracts, alliances, and strategic initiatives.

- Competitive landscape and strategic insights: Analysis of the competitive landscape of defense manufacturers in Sweden. It provides an overview of the key defense companies (both domestic and foreign) along with insights such as key alliances, strategic initiatives and a brief financial analysis.

- Business environment and country risk: A range of drivers at country level, assessing business environment and country risk. It covers historical and forecast values for a range of indicators evaluating business confidence, economic performance, infrastructure quality and availability, labor force, demographics, and political and social risk.

Scope
- Analysis of defense industry market size from 2005 through 2010 and forecasts till 2016
- Analysis of defense budget allocation
- Benchmarking with key global markets
- Market opportunities
- Defense procurement dynamics
- Industry dynamics
- Market entry strategy
- Competitive landscape and strategic insights
- Business environment and country risk

Reasons To Buy
- Gain insight into the Swedish defense industry with current, historic and forecast market values
- Gain insight into market opportunity and attractiveness
- Gain insight into industry procurement dynamics
- Gain insight into industry structure
- Gain insight into regulations governing the Swedish defense industry and the potential market entry strategies with an expert analysis of the competitive structure
Key Highlights
Swedish defense expenditure, which valued US$XX.XX billion in 2011, registered a CARC of -XX.XX% during the review period (2005–2010). However, during the forecast period (2011–2016), defense expenditure is expected to increase at a CAGR of XX.XX%, to reach US$XX.XX billion by 2016. The increase in Sweden's defense expenditure will be largely influenced by the country's strained relationship with Russia, the acquisition of new defense systems and the country's participation in international peacekeeping missions.

On average, Sweden allocated XX.XX% of its GDP for defense expenditure during the review period. However, military expenditure as a percentage of GDP is expected to decrease to an average of XX.XX% during the forecast period, as the country's annual GDP growth rate is larger than the predicted growth rate of the Swedish defense budget.

During the review period, an average of XX.XX% of the total defense budget was allocated for capital expenditure, however in 2010, this allocation decreased to XX.XX% due to a reduction in the acquisition of defense equipment. Sweden plans to reduce the number of military personnel and troops over the forecast period which will in turn reduce the country's revenue expenditure and, as a result; capital expenditure is expected to increase to an average of XX.XX% of total defense expenditure in the forecast period.

Due to its strained external relationship with Russia, internal security threats and the deployment of troops in overseas peacekeeping missions, Sweden is expected to focus on the procurement of land defense systems, advanced defense communication systems and sophisticated air defense systems. Moreover, the country's homeland security expenditure is expected to increase during the forecast period, primarily due to a rise in organized crime and the threat from global terrorist organizations such as al-Qaeda.

Contents:

1 Introduction
  1.1 What is this Report About?
  1.2 Definitions
  1.3 Methodology
    1.3.1 Secondary research
    1.3.2 Primary research
    1.3.3 Conventions
  1.4 ICD Research Intelligence Terrorism Index
  1.5 About ICD Research
  1.6 About Strategic Defence Intelligence
2 Executive Summary
3 Market Attractiveness and Emerging Opportunities
  3.1 Defense Market Size Historical and Forecast
    3.1.1 Swedish defense expenditure expected to register a CAGR of XX.XX% during the forecast period
    3.1.2 Peacekeeping missions, tensions with Russia and modernization initiatives expected to fuel Swedish defense expenditure
    3.2 Analysis of Defense Budget Allocation
    3.2.1 Capital expenditure allocation expected to increase during the forecast period
    3.2.2 Defense expenditure as a percentage of GDP is expected to decline during the forecast period
    3.3 Homeland Security Market Size and Forecast
    3.3.1 Swedish police budget totaled US$XX.XX billion in 2010
    3.3.2 Homeland security expenditure to be driven by Sweden's efforts to counter organized crime
    3.3.3 Sweden falls under “some risk” of terrorism category
    3.3.4 Sweden has terrorism index score of XX.XX
    3.4 Benchmarking with Key Global Markets
    3.4.1 Compared to countries with the highest defense expenditure, Swedish defense expenditure is expected to remain modest during the forecast period
    3.4.2 The US and China dominate the global defense industry
    3.4.3 Sweden allocates a lower share of GDP for defense compared to countries with significant global defense expenditure
    3.4.4 Sweden emerged as XX-largest global arms exporter during the review period
    3.4.5 Sweden faces negligible threat from foreign terrorist organizations
    3.5 Market Opportunities: Key Trends and Drivers
    3.5.1 Demand for land defense systems expected to increase
    3.5.2 Defense communication systems predicted to experience rapid increase in demand
3.5.3 Air force modernization anticipated to create demand for fighter aircraft and unmanned aerial vehicles

4 Defense Procurement Market Dynamics
4.1 Import Market Dynamics
4.1.1 Defense imports registered a decline in 2010
4.1.2 Sweden aims to diversify arms imports
4.1.3 Missiles accounted for the majority of defense imports in 2010

4.2 Export Market Dynamics
4.2.1 Swedish defense exports increased in 2010
4.2.2 Sweden aims to enter non-European defense markets
4.2.3 Aircraft account for the majority of Swedish defense exports

5 Industry Dynamics
5.1 Five Forces Analysis
5.1.1 Bargaining power of supplier: low
5.1.2 Bargaining power of buyer: high
5.1.3 Barrier to entry: medium
5.1.4 Intensity of rivalry: high
5.1.5 Threat of Substitution: high

6 Market Entry Strategy
6.1 Market Regulation
6.1.1 Swedish government encourages offsets in order to form defense partnerships with different countries
6.1.2 Swedish defense industry is open to foreign direct investment

6.2 Market Entry Route
6.2.1 Acquisition of a domestic defense company is preferred entry route
6.2.2 Foreign OEMs gain industry access through joint research and development programs
6.2.3 Foreign investors enter the market through direct sales

6.3 Key Challenges
6.3.1 Cancellation of projects due to low defense budget deters investors from entering the market
6.3.2 The absence of multipliers in the offset policy discourages foreign suppliers

7 Competitive landscape and Strategic Insights
7.1 Competitive landscape Overview
7.2 Key Public Sector Companies
7.2.1 SAAB – Overview
7.2.2 SAAB – Major Products and Services
7.2.3 SAAB – Recent Announcements and Strategic Initiatives
7.2.4 SAAB – Alliances
7.2.5 SAAB – Recent Contract Wins
7.2.6 SAAB – Financial Analysis

7.3 Key Private Sector Players
7.3.1 BAE Systems AB – Overview
7.3.2 BAE Systems AB – Major Products and Services
7.3.3 BAE Systems AB – Recent Announcements and Strategic Initiatives
7.3.4 BAE Systems AB – Alliances
7.3.5 BAE Systems AB – Recent Contract Wins
7.3.6 BAE Systems AB – Financial Analysis

7.3.7 Kockums AB – Overview
7.3.8 Kockums AB – Major Products and Services
7.3.9 Kockums AB – Recent Announcements and Strategic Initiatives
7.3.10 Kockums AB – Alliances
7.3.11 Kockums AB – Recent Contract Wins
7.3.12 Kockums AB – Financial Analysis

7.3.13 Nammo AS – Overview
7.3.14 Nammo AS – Major Products and Services
7.3.15 Nammo AS – Recent Announcements and Strategic Initiatives
7.3.16 Nammo AS – Alliances
7.3.17 Nammo AS – Recent Contract Wins
7.3.18 Nammo AS – Financial Analysis

7.3.19 CybAero – Overview
7.3.20 CybAero – Major Products and Services
7.3.21 CybAero – Recent Announcements and Strategic Initiatives
7.3.22 CybAero – Alliances
7.3.23 CybAero – Recent Contract Wins
7.3.24 CybAero – Financial Analysis

7.3.25 Dynasafe AB – Overview
8.2.16 Construction Net Output-Current Prices, (US Dollars)
8.2.17 Construction Net Output-Current Prices as a % of GDP
8.2.18 Crude Steel Production
8.2.19 Crude Oil Consumption
8.2.20 Inflation Rate
8.2.21 Fiscal Balance as a Percentage of GDP
8.2.22 Current Account Balance as a Percentage of GDP
8.2.23 Exports as a Percentage of GDP
8.2.24 Imports as a Percentage of GDP
8.2.25 Exports Growth
8.2.26 Imports Growth
8.2.27 External Debt as a Percentage of GDP
8.2.28 Annual Average Exchange Rate US$–SEK
8.2.29 End of the Period Exchange Rate US$–SEK
8.3 Infrastructure Quality and Availability
8.3.1 Total Airports and Ports
8.3.2 Railways and Highways
8.3.3 Passenger Vehicle Production Volume
8.3.4 Commercial Vehicle Production Volume
8.3.5 Automotive Products Export Trend
8.3.6 Automotive Products Import Trend
8.3.7 Passenger Car Penetration
8.3.8 Total Installed Capacity for Electricity Generation
8.3.9 Installed Capacity for the Generation of Conventional Thermal Electricity
8.3.10 Electricity Production
8.3.11 Installed Capacity for the Generation of Hydroelectricity
8.3.12 Installed Capacity for Renewable Electricity Generation
8.3.13 Electricity Consumption
8.3.14 Electricity Exports
8.3.15 Electricity Imports
8.3.16 Healthcare Expenditure
8.3.17 Healthcare Expenditure as Percentage of GDP
8.3.18 Healthcare Expenditure Per-Capita
8.3.19 Total Internet Subscribers
8.3.20 Broadband Internet Subscribers
8.3.21 Personal Computer Penetration Rate
8.3.22 Mobile Phone Penetration Rate
8.3.23 Research and Development Expenditure as a Percentage of GDP
8.4 Labor Force
8.4.1 Labor Force
8.4.2 Unemployment Rate
8.5 Demographics
8.5.1 Annual Disposable Income
8.5.2 Annual Per-Capita Disposable Income
8.5.3 Annual Consumer Expenditure on Food
8.5.4 Annual Per-Capita Consumer Expenditure on Food
8.5.5 Total Population
8.5.6 Urban and Rural Population
8.5.7 Female Percentage of Population
8.5.8 Male Percentage of Population
8.5.9 Mean Age of Population
8.5.10 Median Age of Population
8.5.11 Population Density
8.5.12 Age Distribution – Total Population
8.5.13 Age Distribution-Male Population
8.5.14 Age Distribution-Female Population
8.5.15 Number of Households
8.6 Political and Social Risk
8.6.1 Political Stability
8.6.2 Terrorism Index
8.6.3 Transparency Index
9 Appendix
9.1 Contact Us
9.2 About ICD Research
9.3 Disclaimer

List of Tables
Table 1: Swedish Defense Expenditure, 2005–2010
Table 2: Swedish Defense Expenditure, 2011–2016
Table 3: Swedish Defense Budget Split between Capital and Revenue Expenditure (%), 2005–2010
Table 4: Swedish Defense Budget Split between Capital and Revenue Expenditure (%), 2011–2016
Table 5: Swedish Defense Expenditure as a Percentage of GDP, 2005–2010
Table 6: Swedish Defense Expenditure as a Percentage of GDP, 2011–2016
Table 7: Benchmarking with Key Markets, Review Period vs Forecast Period
Table 8: Benchmarking with Large Defense Spenders in the World, 2010 and 2016
Table 9: Top Country Ranking by Arms Exports by Volume, 2005–2010
Table 10: ICD Research Terrorism Index
Table 11: Swedish Defense Budget Allocation, 2005–2010
Table 12: SAAB – Major Products and Services
Table 13: SAAB – Alliances
Table 14: SAAB – Recent Contract Wins
Table 15: BAE Systems AB – Major Products and Services
Table 16: BAE Systems AB – Alliances
Table 17: BAE Systems AB – Recent Contract Wins
Table 18: Kockums AB – Major Products and Services
Table 19: Kockums AB – Alliances
Table 20: Kockums AB – Recent Contract Wins
Table 21: Nammo AS – Major Products and Services
Table 22: Nammo AS – Alliances
Table 23: CybAero – Main Products
Table 24: CybAero – Alliances
Table 25: CybAero – Recent Contract Wins
Table 26: Dynasafe AB – Main Products and Services
Table 27: Dynasafe AB – Recent Contract Wins
Table 28: Patria Helicopter AB – Main Products and Services
Table 29: Patria Helicopter AB – Alliances
Table 30: Patria Helicopter AB – Recent Contract Wins
Table 31: Volvo Aero – Main Products and Services
Table 32: Volvo Aero – Alliances
Table 33: Volvo Aero – Recent Contract Wins
Table 34: Scanjack AB – Major Products and Services
Table 35: Scanjack AB – Recent Contract Wins
Table 36: Akers Krutbruk Protection AB – Major Products and Services
Table 37: Akers Krutbruk Protection AB – Alliances
Table 38: Akers Krutbruk Protection AB – Recent Contract Wins
Table 39: Logica – Major Products and Services
Table 40: Logica – Alliances
Table 41: Logica – Recent Contract Wins
Table 42: Niscayah – Major Products and Services
Table 43: Niscayah – Alliances
Table 44: Niscayah – Recent Contract Wins

List of Figures
Figure 1: Swedish Defense Expenditure, 2005–2010
Figure 2: Swedish Defense Expenditure, 2011–2016
Figure 3: Swedish Defense Budget Split between Capital and Revenue Expenditure (%), 2005–2010
Figure 4: Swedish Defense Budget Split between Capital and Revenue Expenditure (%), 2011–2016
Figure 5: Swedish Defense Expenditure as a Percentage of GDP, 2005–2010
Figure 6: Swedish Defense Expenditure as a Percentage of GDP, 2011–2016
Figure 7: ICD Research Terrorism Heat Map
Figure 8: ICD Research Terrorism Index
Figure 9: Benchmarking with Key Markets, Review Period vs Forecast Period
Figure 10: Benchmarking with Large Defense Spenders in the World, 2010 and 2016
Figure 11: Defense Expenditure as a Percentage of GDP of Largest Military Spenders (%), 2010
Figure 12: Swedish Defense Import Trend (US$ Million), 2005–2010 (TIV values–)
Figure 13: Country-wise Break-up of Swedish Defense Imports, 2005–2010 (TIV values–)
Figure 14: Weapon Category Break-up of Swedish Defense Imports, 2005–2010 (TIV values-)
Figure 15: Swedish Defense Export Trend (US$ Million), 2005–2010 (TIV values-)
Figure 16: Country-wise Break-up of Swedish Defense Export, 2005–2010 (TIV values-)
Figure 17: Weapon Category Break-up of Swedish Defense Export, 2005–2010 (TIV values-)
Figure 18: Industry Dynamics – Porter’s Five Forces Analysis
Figure 19: SAAB – Revenue Trend Analysis (SEK Million), 2005–2010
Figure 20: SAAB – Operating Profit Trend Analysis (SEK million), 2005–2010
Figure 21: SAAB – Net Profit Trend Analysis (SEK Million), 2005–2010
Figure 22: NASDAQ OMX Stockholm – Market Capitalization (US$ Billion), 2003–2009
Figure 23: Swedish FDI Inflows by Sector (US$ Billion), 2003–2009
Figure 24: Swedish Deployment of Credit by Sector (US$ Billion), 2003–2009
Figure 25: Swedish GDP Value at Constant Prices (US$ Billion), 2003–2015
Figure 26: Swedish GDP Per-Capita at Constant Prices (US$), 2003–2015
Figure 27: Swedish GDP at Current Prices (US$ Billion), 2003–2015
Figure 28: Swedish GDP Per-Capita at Current Prices (US$), 2003–2015
Figure 29: Swedish GDP Split by Key Segments (%) 2003 and 2009
Figure 30: Swedish Agriculture Net Output at Current Prices (SEK Billion), 2003–2015
Figure 31: Swedish Agriculture Net Output at Current Prices (US$ Billion), 2003–2015
Figure 32: Swedish Agriculture Net Output at Current Prices as a Percentage of GDP (%), 2003–2015
Figure 33: Swedish Manufacturing Net Output at Current Prices (SEK Billion), 2003–2015
Figure 34: Swedish Manufacturing Net Output at Current Prices (US$ Billion), 2003–2015
Figure 35: Swedish Manufacturing Net Output at Current Prices as a Percentage of GDP (%), 2003–2015
Figure 36: Swedish Mining, Manufacturing and Utilities Net Output, at Current Prices (SEK Billion), 2003–2015
Figure 37: Swedish Mining, Manufacturing and Utilities Net Output, at Current Prices (US$ Billion), 2003–2015
Figure 38: Swedish Mining, Manufacturing and Utilities Net Output, at Current Prices as a percentage of GDP (%), 2003–2015
Figure 39: Swedish Construction Net Output, at Current Prices (SEK Billion), 2003–2015
Figure 40: Swedish Construction Net Output, at Current Prices (US$ Billion), 2003–2015
Figure 41: Swedish Construction Output, at Current Prices as a Percentage of GDP (%), 2003–2015
Figure 42: Swedish Crude Steel Production (Million Metric Tons), 2003–2015
Figure 43: Swedish Crude Oil Consumption (Million Tons), 2003–2015
Figure 44: Swedish Inflation Rate (%), 2003–2015
Figure 45: Swedish Fiscal Balance as a Percentage of GDP (%), 2003–2009
Figure 46: Swedish Current Account Balance as a Percentage of GDP (%), 2003–2009
Figure 47: Swedish Exports as a Percentage of GDP (%), 2003–2015
Figure 48: Swedish Imports as a Percentage of GDP (%), 2003–2015
Figure 49: Swedish Exports Growth (%), 2003–2015
Figure 50: Swedish Imports Growth (%), 2003–2015
Figure 51: Swedish External Debt as a Percentage of GDP (%), 2003–2009
Figure 52: Swedish Annual Average Exchange Rate US$–SEK, 2003–2009
Figure 53: Swedish End of the Period Exchange Rate US$–SEK, 2003–2009
Figure 54: Swedish Airports and Ports (Number of), 2009
Figure 55: Swedish Railways and Highways (Kilometers), 2009
Figure 56: Swedish Passenger Vehicle Production (Units), 2003–2015
Figure 57: Swedish Commercial Vehicle Production (Units), 2003–2015
Figure 58: Swedish Automotive Products Exports (US$ Billion), 2003–2015
Figure 59: Swedish Automotive Products Imports (US$ Million), 2003–2015
Figure 60: Swedish Passenger Car Penetration (per 1000 people), 2003–2015
Figure 61: Swedish Total Installed Capacity for Electricity Generation (Million kW), 2003–2015
Figure 62: Swedish Installed Capacity for the Generation of Conventional Thermal Electricity (Million kW), 2003–2015
Figure 63: Swedish Electricity Production (Billion kWh), 2003–2015
Figure 64: Swedish Installed Capacity for the Generation of Hydroelectricity (Million kW), 2003–2015
Figure 65: Swedish Installed Capacity for the Generation of Renewable Electricity (Million kW), 2003–2015
Figure 66: Swedish Electricity Consumption (Billion kWh), 2003–2015
Figure 67: Swedish Electricity Exports (Billion kWh), 2003–2015
Figure 68: Swedish Electricity Imports (Billion kWh), 2003–2015
Figure 69: Swedish Healthcare Expenditure (US$ Billion), 2003–2015
Figure 70: Swedish Healthcare Expenditure as a Percentage of GDP (%), 2003–2015
Figure 71: Swedish Per-Capita Healthcare Expenditure (US$), 2003–2015
Figure 72: Swedish Internet Subscriptions (Millions), 2003–2015
Figure 73: Swedish Broadband Internet Subscriptions (Millions), 2003–2015
Figure 74: Swedish Personal Computer Penetration Rate (per 100 people), 2003–2015
Figure 75: Swedish Mobile Phone Penetration, 2003–2015
Figure 76: Swedish R&D Expenditure as a Percentage of GDP (%), 2003–2015
Figure 77: Swedish Size of Labor Force (in 15-59 age group)(Million), 2003–2015
Figure 78: Swedish Unemployment Rate (%), 2003–2015
Figure 79: Swedish Annual Disposable Income (US$ Billion), 2003–2015
Figure 80: Swedish Annual Per-Capita Disposable Income (US$), 2003–2015
Figure 81: Swedish Consumer Expenditure on Food (US$ Billion), 2003–2015
Figure 82: Swedish Annual Per-Capita Consumer Expenditure on Food (US$), 2003–2015
Figure 83: Swedish Total Population (Million), 2003–2015
Figure 84: Swedish Urban and Rural Population (%), 2003–2015
Figure 85: Swedish Female as Percentage of Population (%), 2003–2015
Figure 86: Swedish Male as Percentage of Population (%), 2003–2015
Figure 87: Swedish Mean Age of Population (Years), 2003–2015
Figure 88: Swedish Median Age of Population (Years), 2003–2015
Figure 89: Swedish Population Density (Per Square Kilometer), 2003–2015
Figure 90: Swedish Population Distribution by Age (%), 2003–2015
Figure 91: Swedish Male Population Distribution by Age (%), 2003–2015
Figure 92: Swedish Female Population Distribution by Age (%), 2003–2015
Figure 93: Swedish Households, Number of (Million), 2003–2015
Figure 94: Global Terrorism Heat Map, 2009
Figure 95: Swedish Transparency Index, 2003–2009

Ordering:

Order Online - [http://www.researchandmarkets.com/reports/1932549/](http://www.researchandmarkets.com/reports/1932549/)

Order by Fax - using the form below

Order by Post - print the order form below and send to

Research and Markets,
Guinness Centre,
Taylors Lane,
Dublin 8,
Ireland.
Fax Order Form
To place an order via fax simply print this form, fill in the information below and fax the completed form to 646-607-1907 (from USA) or +353-1-481-1716 (from Rest of World). If you have any questions please visit
http://www.researchandmarkets.com/contact/

Order Information
Please verify that the product information is correct and select the format(s) you require.

- Product Name: The Swedish Defense Industry - Market Opportunities and Entry Strategies, Analyses and Forecasts to 2016
- Web Address: http://www.researchandmarkets.com/reports/1932549/
- Office Code: SCD2PWUW

Product Formats
Please select the product formats and quantity you require:

<table>
<thead>
<tr>
<th>Format</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electronic (PDF) - Single User:</td>
<td></td>
<td>USD 1250</td>
</tr>
<tr>
<td>Electronic (PDF) - Site License:</td>
<td></td>
<td>USD 2500</td>
</tr>
<tr>
<td>Electronic (PDF) - Enterprisewide:</td>
<td></td>
<td>USD 3750</td>
</tr>
</tbody>
</table>

Contact Information
Please enter all the information below in BLOCK CAPITALS

<table>
<thead>
<tr>
<th>Title:</th>
<th>Mr ☐</th>
<th>Mrs ☐</th>
<th>Dr ☐</th>
<th>Miss ☐</th>
<th>Ms ☐</th>
<th>Prof ☐</th>
</tr>
</thead>
<tbody>
<tr>
<td>First Name:</td>
<td></td>
<td></td>
<td></td>
<td>Last Name:</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Email Address: *

Job Title:

Organisation:

Address:

City:

Postal / Zip Code:

Country:

Phone Number:

Fax Number:

* Please refrain from using free email accounts when ordering (e.g. Yahoo, Hotmail, AOL)
Payment Information

Please indicate the payment method you would like to use by selecting the appropriate box.

☐ Pay by credit card: You will receive an email with a link to a secure webpage to enter your credit card details.

☐ Pay by check: Please post the check, accompanied by this form, to:

Research and Markets,
Guinness Center,
Taylors Lane,
Dublin 8,
Ireland.

☐ Pay by wire transfer: Please transfer funds to:

<table>
<thead>
<tr>
<th>Account number</th>
<th>833 130 83</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sort code</td>
<td>98-53-30</td>
</tr>
<tr>
<td>Swift code</td>
<td>ULSBIE2D</td>
</tr>
<tr>
<td>IBAN number</td>
<td>IE78ULSB985330833103083</td>
</tr>
</tbody>
</table>
| Bank Address   | Ulster Bank,
                 | 27-35 Main Street,
                 | Blackrock,
                 | Co. Dublin,
                 | Ireland. |

If you have a Marketing Code please enter it below:

Marketing Code: __________________________

Please note that by ordering from Research and Markets you are agreeing to our Terms and Conditions at http://www.researchandmarkets.com/info/terms.asp