

Document	Date	Information
<p>Briefing provided by MENAD Gulf Team to Minister Ellwood in advance of meeting</p>	<p>5 January 2015</p>	<p><b>MEETING WITH LOCKHEED MARTIN, 8 JANUARY 2015, 1000</b>  Lockheed Martin (Christopher Williams, Head of Government Affairs; [redacted] and [redacted] from their armoured vehicle business in Ampthill) will be briefing you on two of their current pursuits in Qatar and Kuwait</p> <p><b>POINTS TO MAKE</b>  <u>Desert Warrior</u> [redacted]</p> <p>Strongly support Lockheed Martin UK in their [redacted] bid [redacted] based around the [redacted]</p> <p>We are, of course, supportive of UK industry in securing business overseas and will do what we reasonably can in this pursuit.</p> <p>If raised:  HMG is aware of Lockheed Martin UK's requirement to formally sign the [redacted] We continue to discuss Qatar's training needs at senior levels.</p> <p><b>BACKGROUND</b></p> <p><u>Desert Warrior</u>  The Kuwait MOD has a fleet of 256 Desert Warrior vehicles that were [redacted] In accordance with UKTI policy HMG has provided equal support to [redacted] bids with significant UK content.</p> <p>During the Defence Secretary's visit to Kuwait in November 2014, [redacted]</p> <p>Lockheed Martin UK is aware of the feedback from [redacted] and has been briefed verbally on the HMG process. Lockheed is clear that the Government [redacted] Unsurprisingly, Lockheed is extremely keen for [redacted]</p> <p>[Redacted] <u>Infantry Fighting Vehicles</u>  Lockheed Martin UK is competing to [redacted] The current requirement is for [redacted] The UK</p>

		<p>should be in a strong position for this contract as, [redacted]</p> <p>Lockheed Martin UK is the only British company bidding for this requirement and can fit its equipment to any vehicle. Lockheed Martin UK need an opportunity to demonstrate the technology and [Redacted]</p> <p>[Redacted]</p> <p>In partnership, Lockheed Martin and [redacted] recently signed an MOU on delivering the [redacted] contract. Since then, it has been recruiting [redacted] a number of [redacted]</p> <p><u>Export licenses</u></p> <p>[Redacted] All of these licences were granted. All export license applications are considered on a case by case basis to ensure exports of military goods are in line with the EU and national Consolidated Criteria.</p> <p>Drafted by: [Redacted] Cleared by: [Redacted]</p>
<p>Emails between Christopher Williams and Mr Ellwood's office arranging the meeting</p>	<p>05 September 2014 - 02 December 2014</p>	<p><b>From:</b> Williams, Christopher J2 (EXP) [mailto: [redacted]]  <b>Sent:</b> 02 December 2014 12:42  <b>To:</b> [redacted]  <b>Subject:</b> RE: Lockheed Martin briefing on ME export pursuits</p> <p>Dear [Redacted]</p> <p>1000-1045 on 8 Jan would suit us fine, thank you.</p> <p>Chris</p> <p><b>Christopher Williams</b> Head of Government Affairs</p>

Lockheed Martin UK  
[Redacted]

**From:** [Redacted]

**Sent:** 01 December 2014 11:59

**To:** Williams, Christopher J2 (EXP)

**Subject:** EXTERNAL: RE: Lockheed Martin briefing on ME export pursuits

Dear Chris

Apologies for the delay in getting back to you. As the diary between now and the Christmas/New Year recess is very busy, could we reschedule this briefing for 1000-1045 on Thursday 8 January?

[Redacted]

[Redacted] | Mr Tobias Ellwood MP | Parliamentary Under Secretary of State | Room K1.196 | FCO | London SW1A 2AH

**From:** Williams, Christopher J2 (EXP) [Redacted]

**Sent:** 06 November 2014 15:43

**To:** [Redacted]

**Subject:** RE: Lockheed Martin briefing on ME export pursuits

[Redacted], many thanks for the update: I'll be on standby for new timings!

Best,

Chris

**From:** [Redacted]

**Sent:** 06 November 2014 12:43  
**To:** Williams, Christopher J2 (EXP)  
**Subject:** EXTERNAL: FW: Lockheed Martin briefing on ME export pursuits

Dear Christopher

Following my email below, unfortunately the Minister will now be out of London on Wednesday 19 November. I will be in touch shortly to suggest a new time for your meeting.

With best regards,

[Redacted]

[Redacted] | Mr Tobias Ellwood MP | Parliamentary Under Secretary of State | Room K1.196 | FCO | London SW1A 2AH

**From:** [Redacted]  
**Sent:** 30 October 2014 11:44  
**To:** 'Williams, Christopher J2 (EXP)'  
**Subject:** RE: Lockheed Martin briefing on ME export pursuits

Dear Christopher

Thank you for your email – I am conscious I owe you a reply! Unfortunately the Minister's diary has been very hectic during October. Would you be available at 1000-1030 on Wednesday 19 November to come to the FCO for a meeting with the Minister?

Best regards,  
[Redacted]

[Redacted] | Mr Tobias Ellwood MP | Parliamentary Under Secretary of State | Room K1.196 | FCO | London SW1A 2AH

**From:** Williams, Christopher J2 (EXP) [Redacted]  
**Sent:** 28 October 2014 16:29  
**To:** [Redacted]  
**Subject:** RE: Lockheed Martin briefing on ME export pursuits

[Redacted]

Any chance that we might get a slot with the Minister in November?

Best,

Chris

**Christopher Williams**  
Head of Government Affairs  
Lockheed Martin UK  
Cunard House, 15 Regent Street, London, SW1Y 4LR  
[Redacted]

**From:** Williams, Christopher J2 (EXP)  
**Sent:** 02 October 2014 16:23  
**To:** [Redacted]  
**Subject:** RE: Lockheed Martin briefing on ME export pursuits

Dear [Redacted]

We find ourselves in October! If the Minister has any availability later this month, please do let me know and we'll work around it.

Many thanks indeed

Chris  
Christopher Williams  
Head of Government Affairs  
**Lockheed Martin UK**

Cunard House  
15 Regent Street  
London  
SW1Y 4LR  
[Redacted]  
[www.lockheedmartin.co.uk](http://www.lockheedmartin.co.uk)

**From:** [Redacted]  
**Sent:** 09 September 2014 14:22  
**To:** Williams, Christopher J2 (EXP)  
**Subject:** EXTERNAL: FW: Lockheed Martin briefing on ME export pursuits

Dear Christopher

Thank you for your email below. Mr Ellwood would be pleased to schedule a meeting for later in October. Can I propose we get in touch in the first half of October to see if we can schedule something for later that month?

With best regards,  
[Redacted]

[Redacted] | Mr Tobias Ellwood MP | Parliamentary Under Secretary of State | Room K1.196 | FCO | London SW1A 2AH

**From:** Williams, Christopher J2 (EXP)

**Sent:** 05 September 2014 17:32:46 (UTC) Dublin, Edinburgh, Lisbon, London

**To:** PS Minister Ellwood - Action (Sensitive)

**Subject:** Lockheed Martin briefing on ME export pursuits

Dear [Redacted]

Thank you for speaking with me yesterday. We would very much welcome the opportunity to brief the Minister on two of our current pursuits in Qatar and Kuwait – over [redacted] between them – as well as other Middle East opportunities. The cast list on our end would be [redacted] from our armoured vehicle business in Ampthill, plus me. I believe the Minister (in his former role) has already met [redacted] along with my predecessor, Duncan Cunningham.

I understand the Minister will be rather busy in the current context and approaching conference season, but if he has any time later in October we would be delighted to come over to King Charles St. Please do let me know whether he can find time to see us.

Kind regards,

Chris  
Christopher Williams  
Head of Government Affairs  
**Lockheed Martin UK**

Cunard House  
15 Regent Street  
London

		<p>SW1Y 4LR  [Redacted]  <a href="http://www.lockheedmartin.co.uk">www.lockheedmartin.co.uk</a></p>
<p>Email from Mr Ellwood's office to FCO officials commissioning briefing</p>	<p>02  January  2015</p>	<p><b>From:</b> [Redacted]  <b>Sent:</b> 02 January 2015 12:24  <b>To:</b> [Redacted]  <b>Cc:</b> [Redacted]  <b>Subject:</b> MR ELLWOOD - BRIEFING FROM LOCKHEED MARTIN: THURSDAY 8 JANUARY</p> <p>Lockheed Martin (Christopher Williams, Head of Government Affairs; [Redacted] from their armoured vehicle business in Ampthill) will be briefing Mr Ellwood on two of their current pursuits in Qatar and Kuwait at 1000-1045 on Thursday 8 January. Grateful if AEPT/Gulf team could let us know if there are any points Mr Ellwood should be aware of before this meeting (for the box closing at 1500 on Wednesday 7 January), and if an official/s from either team could attend the briefing and act as Notetaker.</p> <p>I am out of the office next week so grateful if you could send any points to [Redacted] , and let her know who will attend.</p> <p>Many thanks.</p> <p>[Redacted]</p> <p>[Redacted]  Mr Tobias Ellwood MP   Parliamentary Under Secretary of State   Room K1.196   FCO   London SW1A 2AH</p>
<p>Emails between FCO</p>	<p>6 January  2015</p>	<p><b>From:</b> [Redacted]  <b>Sent:</b> 06 January 2015 17:00</p>



and UKTI  
DSO about  
briefing

**To:** [Redacted]  
**Cc:** [Redacted]  
**Subject:** RE: Kuwait Briefing for Minister Ellwood

[Redacted]

Apologies for the delay – attached is the Kuwait and Qatar brief.

Thanks,  
[Redacted]

**From:** [Redacted]  
**Sent:** 06 January 2015 13:21  
**To:** [Redacted]  
**Cc:** [Redacted]  
**Subject:** RE: Kuwait Briefing for Minister Ellwood

Thanks [Redacted] How long do you think the Qatar one will be?

[Redacted] Arabian Peninsula & Iraq Department, Foreign and Commonwealth Office, 2/109, Old Admiralty Building, London, SW1A 2PA [Redacted] : url: [www.fco.gov.uk](http://www.fco.gov.uk)

**From:** [Redacted]  
**Sent:** 06 January 2015 13:14  
**To:** [Redacted]  
**Cc:** [Redacted]  
**Subject:** Kuwait Briefing for Minister Ellwood  
**Importance:** High

		<p>[Redacted]</p> <p>Here's the Kuwait briefing as we are still waiting for a little more detail on Qatar, this briefing has been cleared by [Redacted] and Sophie Lane our Director.</p> <p><b>Kuwait Desert Warrior</b></p> <p><b>Lines to Take</b></p> <ul style="list-style-type: none"> <li>• <b>The [Redacted]</b></li> <li>• <b>We are, of course, supportive of UK industry in securing business overseas and will do what we reasonably can in this pursuit.</b></li> </ul> <p><u>Background</u></p> <p>1. The Kuwait MOD has a fleet of 256 Desert Warrior vehicles that were sold by the UK [redacted] In accordance with UKTI policy HMG have provided equal support to [redacted] bids with significant UK content.</p> <p>2. During the Defence Secretary's visit to Kuwait in November 2014, [redacted]</p> <p><u>Industry Liaison</u></p> <p>3. Lockheed Martin UK are aware of the feedback from [redacted] and have been briefed verbally on the HMG process; they are clear that we are not [redacted] Unsurprisingly, they are extremely keen for [redacted]</p> <p>[Redacted]  UKTI Defence and Security Organisation  Spur 2 1<sup>st</sup> Floor, 1 Victoria Street, London SW1H 0ET  [Redacted]</p>
UKTI DSO's briefing for meeting (sent	6 January 2015	<b><u>BRIEFING FOR MEETING WITH LOCKHEED MARTIN UK JANUARY 2015</u></b> <b>Kuwait Desert Warrior</b>

to MENAD,  
FCO)

**Line to Take**

- **The [Redacted]**
- **We are, of course, supportive of UK industry in securing business overseas and will do what we reasonably can in this pursuit.**

Background

1. The Kuwait MOD has a fleet of 256 Desert Warrior vehicles that were sold by the UK [redacted] In accordance with UKTI policy HMG have provided equal support to [redacted] bids with significant UK content.

2. During the Defence Secretary's visit to Kuwait in November 2014, [redacted]

Industry Liaison

3. Lockheed Martin UK are aware of the feedback from [redacted] and have been briefed verbally on the HMG process; they are clear that we are not [redacted] Unsurprisingly, they are extremely keen for [redacted]

**Qatar**

**Lines to Take**

- **Strongly support Lockheed Martin UK in their [redacted] bid for the future [redacted] based around the [redacted]**
- **[Redacted]**

**[Redacted] – Lockheed Martin UK – Estimated value [redacted]**

5. Lockheed Martin UK is competing to [redacted] The current requirement is for [redacted] UK should be in a strong position for this contract as, [redacted]

6. [Redacted]

7. Lockheed Martin UK is the only British company bidding for this requirement and they are vehicle agnostic. [Redacted]

8. [Redacted]

		<p><b><u>[Redacted] - Lockheed Martin with [redacted]</u></b>  9. In partnership, Lockheed Martin and [redacted] signed an MOU as preferred bidders for the [redacted] contract at DIMDEX 2014. Since then, they have been recruiting [redacted] a number of [redacted] the company may raise this. If raised, Lockheed Martin UK need to formally request HMG action via MOD [redacted]  [Redacted]</p>
Meeting minute	9 January 2015	<p><b>From:</b> [Redacted]  <b>Sent:</b> 09 January 2015 11:06  <b>To:</b> [Redacted]  <b>Cc:</b> [Redacted]  <b>Subject:</b> Lockheed Martin meeting minutes</p> <p>[Redacted]</p> <p>Minister Ellwood met [Redacted] and Chris Williams from Lockheed Martin UK on 8 January to discuss their work in Kuwait and Qatar. They began the meeting by explaining that LMUK employed around 3,300 people in the UK, where their work was [redacted] They explained they were growing their presence in the UK and that exports were their biggest growth area.</p> <p>Their 3 top prospects are [redacted]</p> <p><u>Qatar</u>  [Redacted] said that LMUK was competing to supply [redacted] with [redacted] which can fit on most vehicles, to the Qatari government [redacted] The Qatari MoD had expressed a preference for the [redacted] which was now paired with the [redacted]</p> <p>He told the Minister that [redacted]</p> <p>LMUK was also involved in a bid for a [redacted] Their offer covered training as well as infrastructure, and would be worth around [redacted]</p>

per year. They stressed that this was also a good soft power opportunity, with Portsmouth University in particular benefitting from increased links between the two countries.

Kuwait

Kuwait needed a sustainment programme for their fleet of over 250 Desert Warrior vehicles purchased from the UK in 1992. [Redacted] Furthermore, UKTI had also recognised this endorsement. [Redacted] LMUK said this option was being explored by the UK MoD. [Redacted]

LMUK extended invitations to Mr Ellwood to the Defence, Security and Equipment International (DSEI) exhibition at Excel in September; to visit Ampthill to see the Desert Warrior; and to the next firing in Qatar in March.

Many thanks,  
[Redacted]

[Redacted] Arabian Peninsula & Iraq Department, Foreign and Commonwealth Office, 2/109, Old Admiralty Building, London, SW1A 2PA [Redacted] : url: [www.fco.gov.uk](http://www.fco.gov.uk)