

## COMPANY PROFILE

### Introduction

Tricolom works with companies to help them fulfil the Offset obligations they incur as part of selling to different countries around the world.

An offset obligation is compensation required as a condition of purchase in either government-to-government or commercial sales of primarily aerospace & defence equipment and services to a country. Increasingly, all major contracts ask for offset obligations. They are now key differentiators in major contracts and it is a fast growing market.

For the suppliers, offsets are a key differentiator in winning new business. However fulfilling offsets is a non-core business activity for them. This is often why they outsource this to Tricolom.

Our business has 4 key pillars:

- **Consulting** – Advising on Offsets and their application, technology issues, and market entry into international markets
- **Financial Engineering** – Working through our Financial Services Authority (FSA) approved partners to structure and facilitate project and trade financing
- **Trading & logistics** – Setting up global supply chains to deliver maximum efficiencies and lean manufacturing operations. To also reduce the cost of a logistics package associated with the sale of aerospace and defence programmes.
- **Business opportunities** – Mergers and Acquisitions, setting up new sustainable industries or where it makes commercial sense, relocating them or to commercialise intellectual property.

### Areas of Expertise

The areas in which we can provide expert comment are:

- Offset obligations
- The global offset market
- Global contracting practices
- Contracting within aerospace, defence, international space, telecommunications and finance sectors
- Global supply chains and reduction of operating costs
- Entry into new geographic markets or market segments
- Vertical and horizontal diversification and accessing new client base
- Technology transfer and commercialisation of intellectual property

### Contact details

If you would like to talk to or interview Tricolom about any issue related to offset obligations, please contact Donald Kirkpatrick, Head of External Affairs on Tel: +44 (0)78 9980 5929; Fax: +44 (0)70 9231 6083; email: [donald.kirkpatrick@tricolom.com](mailto:donald.kirkpatrick@tricolom.com)