

# Growth Opportunities in Government Mega-Investments

## Leverage and shape the wave of investment in defence and infrastructure

Germany is investing in its defence capabilities and infrastructure on an unprecedented scale. A €500 billion special government fund is planned for infrastructure, along with an exemption from the debt brake for defence spending exceeding one percent of GDP.

- Sectors such as infrastructure, regional development, defence research and military equipment stand to benefit from more than €1 trillion in additional public funding.
- The details of how these funds will be allocated are still under discussion and remain open to input.

## The time to act is now

### 01

#### Spot opportunities for your company to engage

Identify relevant business areas and position yourself early by engaging with key decision-makers.

### 02

#### M&A as strategic option

Consider investments or acquisitions to expand or develop your portfolio in relevant business areas.

### 03

#### Prepare to manage a shift in stakeholder perception

Engage internal and external stakeholders early to safeguard reputation, trust and growth, by clearly communicating your actions and fostering dialogue.

# Dedicated Expert Advice at Every Step

## 01

### Opportunities in radar defence and infrastructure

Gain a competitive advantage through the strategic development of public investment projects.

- Early identification of business opportunities for your company in government programs within the infrastructure and defence sectors
- Mapping projects in early planning stages as well as tenders relevant to your current business focus or future business areas
- Developing a strategy for participating in key projects and tenders, including identifying decision-making bodies and contacts, along with a tailored implementation plan for your positioning and proposal submission

## 02

### M&A support to leverage strategic expansion potential

Secure access to government investments through the investment or acquisition of suitable target companies.

- Defining screening criteria to identify relevant companies
- Identifying a pool of potential target companies
- Preparing for and providing close support during the subsequent selection process
- Economic and communications support with the following steps toward an investment or acquisition

## 03

### Actively shape perception and reputation

Establish you as the preferred partner in the defence and infrastructure sectors to secure growth and market opportunities within the scope of government investments.

- Positioning you as a trusted partner to policymakers in the implementation of key political objectives
- Establishing your position with investors, customers and industry peers as a growth partner for future-oriented sectors
- Generating trust and commitment among employees as part of the development of the defence sector

#### EXEMPLARY SERVICES

→ Political outreach and lobbying

→ External communication, investor relations and corporate and executive positioning

→ Internal communication and change management

We have the right experts for you — working hand in hand as one team across regions, sectors and areas of expertise.

→ Get in touch with us.



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“The time to act is now! In the coming weeks, the content and processes of multibillion-euro funding programs will be defined. Companies should position themselves early as strategic partners.”