



## What is NIAG?

- NIAG is the tool of choice to engage with industry to obtain consensual view on a non-competitive basis. The members of NIAG are industrial representatives designated by each member country. Members will hold positions at a high level of responsibility in companies engaged in defence activities and/or in national defence industry federations/associations.
- NIAG represents **transparency, inclusiveness and consensus** from industry, and operates exclusively in the pre-competitive phase.
- NIAG allows NATO to seek industrial advice without fear or favour from all member and partner nations.
- **Representatives are NATIONAL** and the voice of the Industry in their nations. They do not represent the interest of any single company.
- NIAG provides a **network of +/- 5000 companies**, 80% of which are Small and Medium-size enterprises, to collaborate with on future capabilities.

All members of NIAG are in a privileged position in that confidential information is provided to them in connection with NIAG activities. They should therefore adhere strictly to the NIAG Moral Code<sup>1</sup>.

<sup>1</sup> NIAG Moral Code: All members should take the position that confidential information provided at NIAG meetings, or in connection with NIAG activities, should not be used to obtain unfair advantages over competitors, and that information provided on the activities of certain industries in particular member countries should be treated in the strictest confidence

## What NIAG offers

### FOR NATO NATIONS AND THE ALLIANCE

- Access to industrial 'know-how' - strategic, markets, technology.
- Consultation and Technology advisory reports to support NATO capability development activities

### FOR INDUSTRY

- Working together with NATO and with nations
- Understanding current and future NATO capability needs
- Influencing system requirements development
- Networking with experts in Alliance governments and industries

## Joining the NIAG

Companies interested in joining the NIAG should contact their national delegation to NIAG or to the Conference of National Armaments Directors (CNAD)

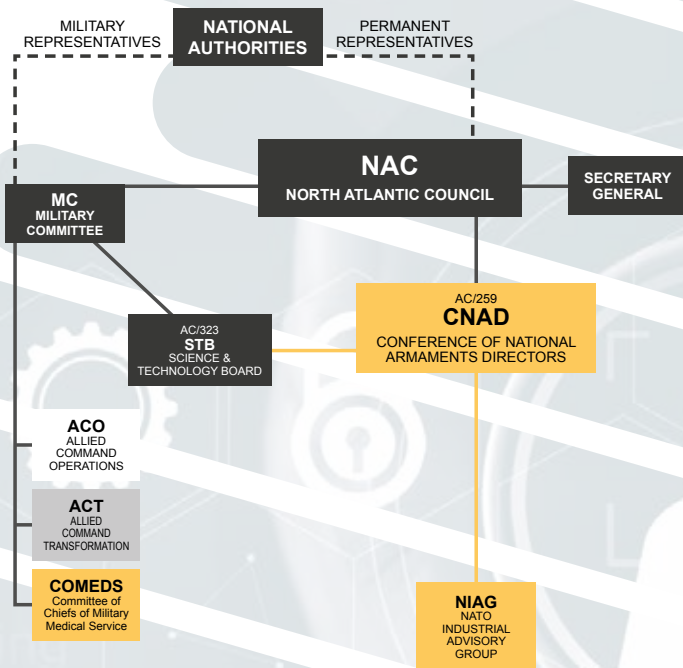
The Voice of Industry  
in NATO to inform  
Capability  
Development

NATO INDUSTRIAL ADVISORY GROUP  
(NIAG)



**More information at:**  
<https://diweb.hq.nato.int>

Established: 1968 under  
the Conference of National Armaments Directors



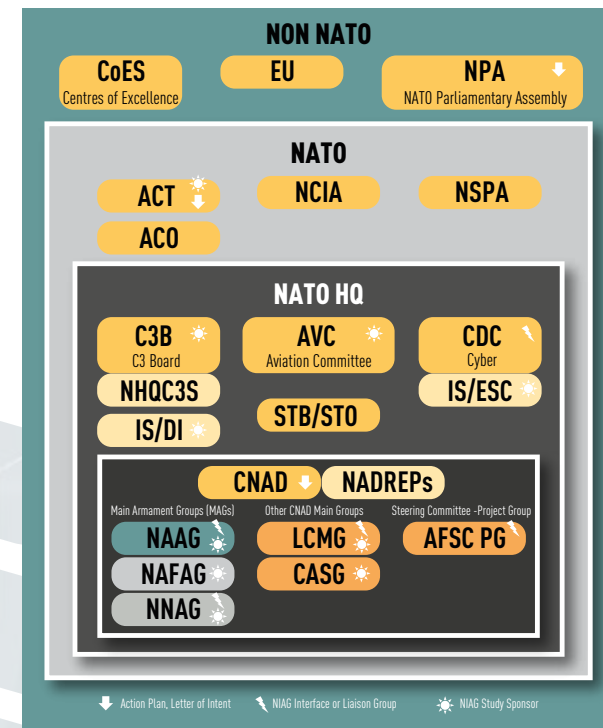
### NIAG studies

- High level advice
  - Technical Studies Advice
- More than 225 studies conducted since 1972

### NIAG Interface Groups

- Long-term sounding board
  - Accelerated advice
- Support the Life Cycle Management Group (LCMG) and the Alliance Future Surveillance and Control (AFSC) initiative

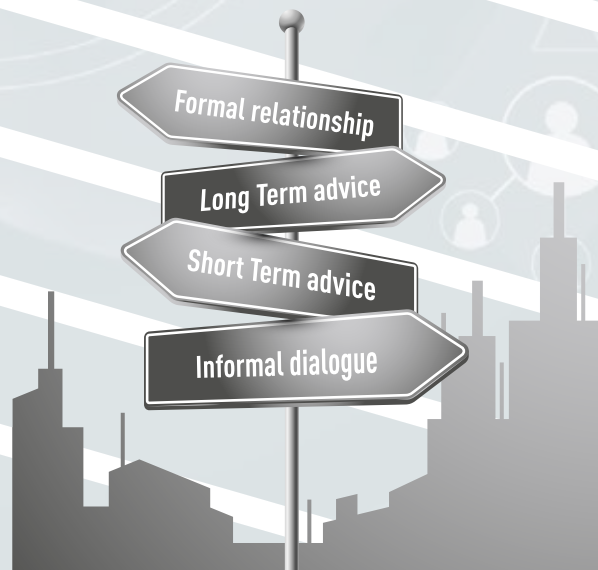
- Action Plans (with ACT, CNAD)
- Communities of interest (CoI)
- Letter of Intent with the NATO Parliamentary assembly
- NIAG Industry Liaison Team (NILT)



## The NIAG Charter

The NATO Industrial Advisory Group is a high level consultative and advisory body of senior industrialists of NATO member countries, acting under the Conference of National Armaments Directors (CNAD), with the aims of:

- providing a forum for free exchange of views on industrial, technical, economic, management and other relevant aspects of research, development and production of defence & security equipments within the Alliance; based on current and updated information provided by relevant NATO bodies:
- providing industry's advice to the CNAD, and other NATO Bodies as appropriate, on how to foster government-to-industry and industry-to-industry defence co-operation within the Alliance
- providing optimal use of NIAG resources to assist the Main Armaments Groups (MAGs) and their subordinate bodies, and other NATO bodies as appropriate, in exploring opportunities for multinational cooperation, and seeking timely and efficient ways to satisfy NATO military capability requirements.



### Chairman

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