
Re: Invitation to meet with Anduril and discuss our contribution to serving personnel and veterans

PS Johnny Mercer Mailbox

Tuesday, April 18, 2023 at 10:05:36 AM
British Summer Time

To: [REDACTED]

Many thanks [REDACTED]

On Tue, 18 Apr 2023 at 10:03, [REDACTED] wrote:

Hi [REDACTED]

Of course. I have let Paul know.

Best wishes,
[REDACTED]

[REDACTED]

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From: [REDACTED] on behalf of PS Johnny Mercer Mailbox [REDACTED]

Sent: 18 April 2023 09:36 AM

To: [REDACTED]

Subject: Re: Invitation to meet with Anduril and discuss our contribution to serving personnel and veterans

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Hi [REDACTED]

Hope you're well. Regarding the meeting today at 2pm, please could we push it back 15 mins to 2:15pm, due to the Minister travelling back from another meeting? Paul is more than welcome to still come to 70 Whitehall for 2pm and wait in our waiting room.

Please let me know at your earliest convenience.

Best wishes,
[REDACTED]

On Fri, 3 Mar 2023 at 10:55, [REDACTED] wrote:

Hi [REDACTED]

Thank you for your prompt reply.

Afternoon of the 18th April would work well for us. Would 14:00-16:00hrs work? We can be flexible, so please let us know if earlier or later would be better.

Best wishes,
[REDACTED]

[REDACTED]

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From: [REDACTED] on behalf of PS
Johnny Mercer Mailbox [REDACTED]
Sent: 03 March 2023 10:33 AM
To: Paul Hollingshead [REDACTED]
Cc: [REDACTED]
Subject: Re: Invitation to meet with Anduril and discuss our contribution to serving personnel and veterans

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Hi all,

I'm covering for [REDACTED] in the Minster's office until the 10th March. Unfortunately March is quite busy, but we have the afternoon of the 18th April entirely free - would this work for the Minister to visit?

Best
[REDACTED]

On Fri, 3 Mar 2023 at 10:20, Paul Hollingshead [REDACTED] wrote:

Hi [REDACTED]

Just pulsing on the below again. I would love to get a date in the diary (and ensure we have as many of our veterans in the office as possible). Could we jump on a call at some point and take a look at potential windows? I'm pleased to say that the office is actually in Westminster, so logistics should be simple if the Minister is in town.

Paul

Paul Hollingshead
Head of Europe & Africa
[REDACTED]
[REDACTED]

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From: Paul Hollingshead [REDACTED]
Sent: 09 February 2023 18:02
To: PS Johnny Mercer Mailbox [REDACTED]
Cc: [REDACTED]
Subject: RE: Invitation to meet with Anduril and discuss our contribution to serving personnel and veterans

Hi [REDACTED]

That's great to hear. We look forward to it. It will be great to see the Minister and share our work on supporting UK and allied warfighters, which is heavily dependent on veterans.

[REDACTED] my colleague, [REDACTED] (cc'd), runs the office and will be able to work with you to support the coordination.

Best regards,

Paul

Paul Hollingshead
Head of Europe & Africa

[REDACTED]
[REDACTED]

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From: [REDACTED] **On Behalf Of** PS Johnny Mercer Mailbox
Sent: 09 February 2023 13:25
To: Paul Hollingshead [REDACTED]
Cc: [REDACTED]
Subject: Re: Invitation to meet with Anduril and discuss our contribution to serving personnel and veterans

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Hi Paul,

Thank you so much for your email and with sincere apologies for our delayed response, we have had an influx of correspondence as of late.

The Minister would be delighted to meet with you to discuss Anduril's work with the veterans community. I am looping in the Minister's Assistant Private Secretary, [REDACTED] who shall be able to advise on his availability.

Best wishes,

[REDACTED]

From: Paul Hollingshead [REDACTED]
Sent: Tuesday, January 17, 2023 12:34:50 PM
To: MERCER, Johnny <johnny.mercer.mp@parliament.uk>
Subject: Invitation to meet with Anduril and discuss our contribution to serving personnel and veterans

Dear Johnny,

I would very much like to reinvigorate our offer to you to review what Anduril is doing in the UK and cordially invite you to our Regional HQ in Victoria.

As we enter the UK defence industry as a non-traditional supplier, we are supporting British troops on operations and the Home Office on the Prime Minister's migrant crossing reduction initiatives. We are in discussions with the British Business Bank (via the NSSIF) and are conducting due diligence for a larger investment in the UK to develop AI autonomous systems here which may become global exports.

Background aside, and the reason I'd like to engage with you relates to your veterans work. Employing veterans is core to Anduril's ethos. In addition to the Full Time Employee ratio of veterans being around 60% in the UK office, we are:

- Offering a work placement for a service leaver during our Summer Internship 2023 (our previous intern was given a role)
- Advertising all roles on the Forces Employment Charity, as well as supporting some of their outreach events as speaking panellists in 2022
- Sponsoring [Moving Mountains](#) in 2023 - a veteran-founded charity supporting refugees from war-torn countries by connecting them with the great outdoors; their headline campaign will see the first Afghan veteran amputee on Mount Everest, alongside Nimsdai Purjah (UK veteran), as well as several other refugee-focused initiatives

We'd be honoured to host you and your team to talk about the above and discuss how we're bringing opportunities for high quality jobs in a Tech Unicorn to the veterans community.

Best regards,

Paul

Paul Hollingshead

Head of Europe & Africa

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From: Paul Hollingshead

Sent: 05 August 2022 18:03

To: 'johnny.mercer.mp@parliament.uk' <johnny.mercer.mp@parliament.uk>

Subject: Invitation to meet with Anduril and discuss our contribution to serving personnel and veterans

Dear Johnny,

We have previously corresponded - albeit at the height of the Covid pandemic - and I would like to follow up with an invitation to explore whether your focus on UK veterans and the Anduril (UK) business model can be complementary. I would be delighted to host you either at our current offices in Vauxhall or our new premises in Victoria (mid Sept onwards).

Background

To recap my last email, Anduril is a defence products company. We build AI autonomous systems, developed at private - rather than taxpayer - cost. This ensures we work at pace to build the best capabilities and employ the best possible talent to do so. Our model is more Tesla than BAE - we think software first but hardware-enabled. Since our founding in 2017, we have scaled to more than 1200 personnel worldwide and raised over \$2bn in VC funding. We are just completing our Series E, which we believe to be the highest raise of any private company in 2022 and against significant economic headwinds. Our success has been marked by several programmes of record in the USA (\$250m for [AI autonomous surveillance](#) of the borders with DHS and \$1bn for [US SOCOM Counter Drone](#)) and a growing adoption internationally.

UK commitments and interest

I run the UK team which is currently twenty strong and - if growth with MOD and Home Office continues as planned - we aim to be fifty next year. The MOD has been unable to attract and retain high quality software engineers from seeking more lucrative jobs in the commercial sector so to counter this, Anduril UK will hire engineers at comparable pay scales for the *tech sector*, attracting highly skilled workers to focus on MOD problem sets. Our core ethos is to empower and enable the UK warfighter and we are committing to voluntary quarterly educational sessions for serving personnel to improve understanding and considerations for modern technology such as mesh networking, computer vision, sensor fusion, mission autonomy and assist their CONOP development. Anduril's engineering team will deliver the sessions, guided by UK veterans. Furthermore, we hold paid internships for serving personnel undergoing career transition already.

As a leading venture-backed defence company, we are also committing to providing mentoring to UK defence SMEs. We will launch an Open Defence Innovation Network (ODIN) to provide semi-annual coaching sessions

across multiple UK regions focused on attracting private capital investors, facilitating defence exports, protecting intellectual property, and other issues for high-growth defence SMEs. Additionally, should we

continue to gain reciprocal interest from HMG, it will precipitate our direct inward investment, M&A strategy and corporate engagement with UK SMEs and primes. We commit to exploring onshore manufacturing of our autonomous systems which would become UK exports and open high skill, high salary jobs. We have some form in this regard, as we recently invested \$50m in Australia, matched by the

[Australian Navy to build three XL Autonomous Underwater Vehicles](#) in three years. This should unlock a multi-billion dollar export market for Australia and I want to drive a similar project in the UK.

Additional information of interest

- Our mission statement is here - www.rebootingthe arsenal.com . It makes a refreshing change from the extant defence industry efforts.
- You can read my own considerations for the UK in this short op-ed – [Building Royal Navy 2035](#).
- If you're like me and like a good old video, here's a more digestible summary of some of our work - [link](#)
- You may also like to review our ongoing work on [redacted] project [redacted] General Patrick Sanders stated, *"The artificial intelligence at the heart of this system has great potential to protect our people and sites. It's another success for our innovation team at jHub, working closely with Anduril to help create a bespoke system, from idea to implementation at pace, to meet the specific requirements of our Armed Forces."*

In conclusion, I hope you find Anduril of interest and that our business model and ethics match your own view of how to support both serving personnel and veterans. You'll remember from my experience with the SA80, Snatch wagons and Clansman radios that I hold a dim view on jobs schemes over military capability for those on the front line. I feel we've found the right balance to deliver meaningful economic prosperity, opportunity for veterans and drive warfighting advantage for the UK. Please do let us know if you have the time for a visit and we will be honoured to schedule.

Yours aye,

Paul

Paul Hollingshead
Head of Europe & Africa

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