

**Offset Policies in Defence Procurement:
Lessons for the European Defence Equipment Market**

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Abstract

Offsets represent one of the main characteristics of international defence trade. This article provides a short description of offset practices in the EU, before discussing their implications in the process of establishing a fair and efficient European Defence Equipment Market. It argues that offsets can be considered as a reaction to barriers impeding the spontaneous emergence of trans-border industrial relations and that the existence of such barriers is the real issue that needs to be addressed.