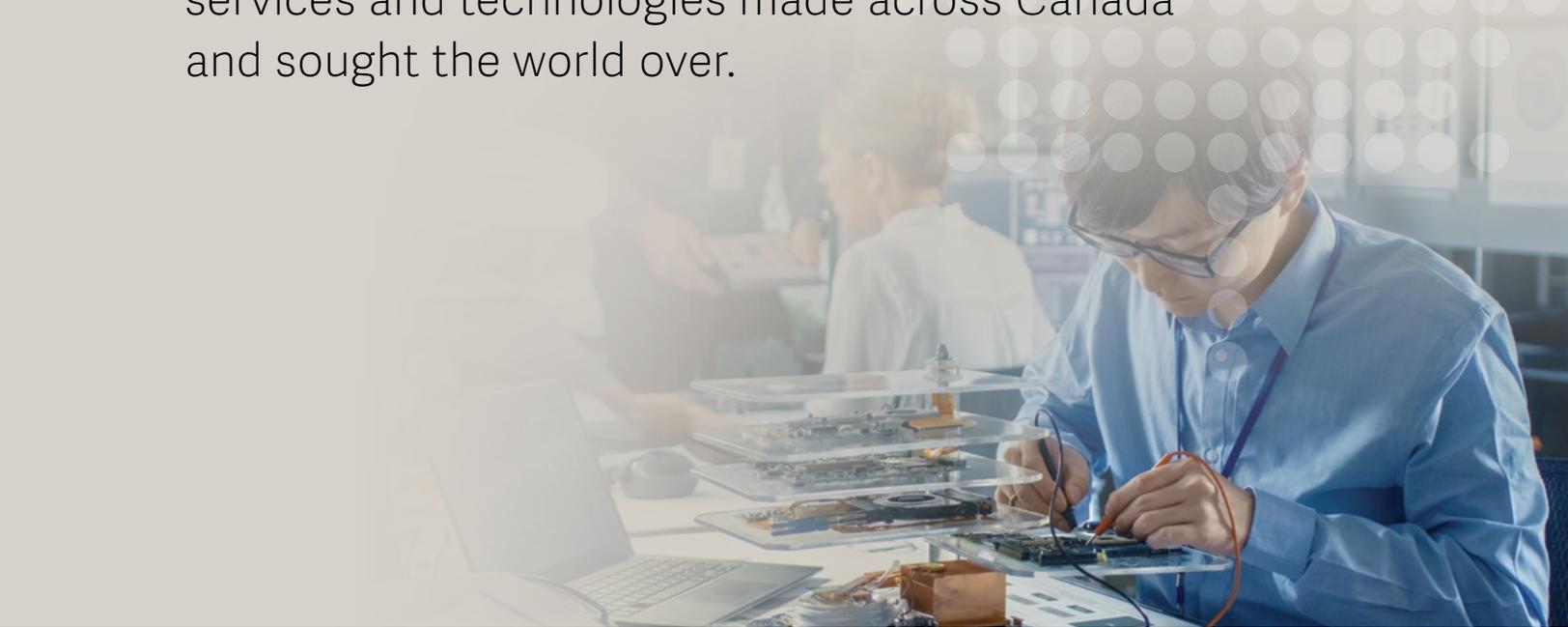


Canadian Association of
Defence and Security Industries

MEMBERSHIP

OUR CADSI

The Canadian Association of Defence and Security Industries (CADSI) is the national industry voice of more than 900 Canadian companies that produce innovative world-class goods, services and technologies made across Canada and sought the world over.



Through the Years...

1983

Creation of the Canadian chapter of American Defense Preparedness Association (ADPA)

1987

Becomes an independent association; Canadian Defence Preparedness Association (CDPA)

1997

Canada's premier global defence and security trade show, CANSEC, is launched as ARMATEC

2005

Widens scope and renamed Canadian Association of Defence and Security Industries (CADSI)

2009

Launch of CADSI's Small and Medium Enterprises (SME) Information & Networking Day



As a not-for-profit membership organization, CADSI's imperative is to communicate on behalf of our members the importance and depth of the defence and security industries to key decision-makers.

CADSI is committed to working as a thoughtful, trusted and reliable partner to the Government of Canada to openly and honestly articulate the needs and concerns of our members. That is why we focus on bringing together companies that develop and deliver the best defence and security goods, services and technologies the Canadian Armed Forces, Canadian Coast Guard, and Canada's security service providers need to keep Canadians safe and secure every day.

It is also why we make it our mission to provide a platform for our members to interact with the Canadian Government as well as foreign governments to showcase their products and services so that they can compete globally to profitably grow their businesses.

2011

CADSI's Canadian Armed Forces Outlook (CAF Outlooks) series of events is launched

Launch of CADSI's International Program

2016

Launch of Made Across Canada advocacy campaign

The State of Canada's Defence Industry, 2014 study is released

2017

CADSI celebrates 20th anniversary of CANSEC

2018

Launch of My North My Home advocacy campaign

Launch of myCADSI online portal

2019

Launch of GATEWAY by CADSI suite of business development tools



\$400M

BEING SPENT
IN 1 YEAR ON R&D



14%

R&D INTENSITY



4.5X

THE R&D INTENSITY OF CANADA'S
MANUFACTURING SECTOR

OUR INDUSTRIES

The defence and security industries are pushing the frontiers of innovation and leading the way in R&D intensity.

The Canadian defence and security industries are an essential and driving force in our country's economy. They are innovative, high wage, export intensive, technology rich, and pan-Canadian. They are national in scope with regional specializations in specific activities.

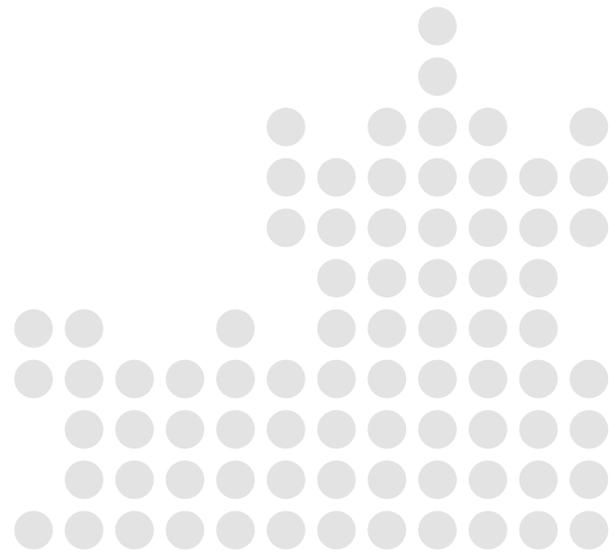
The defence industry has a strong manufacturing base with 39 percent of the sector's workforce engaged in production, the average compensation close to 60 percent above that of the manufacturing sector.

Canadian defence and security companies are not only successful in Canada, but on the international stage. With 60 percent of our defence industry's revenues coming from exports, the competitiveness of Canadian companies in highly regulated and protected foreign markets is a testimony to our industry's innovativeness and productivity.

Strong, Secure, Engaged
commits to a substantial
increase in defence funding,
from **\$17.1 billion in 2016-17** to
\$24.6 billion in ten years.

**For more information on Canada's
defence and security industries read:**

State of Canada's Defence Industry, 2018





Impact of Defence and Security Industries



GDP

\$6.2B



Exports

60%



Employment

60K



Industry
Revenues

\$10B



Revenues
from Exports

\$6B



Salaries

60%

Above average Canadian
industrial wage

Source: State of Canada's Defence Industry, 2018

OUR MEMBER BENEFITS

Here are just a few of the benefits a CADSI membership offers you:



A SEAT AT THE TABLE

Contribute your insights to our advocacy efforts directed at decision-makers on Parliament Hill, in key federal departments, and the national media.



CANSEC

Showcase your brand and engage with over 11,500 delegates, 2,000 decision-makers, 600 VIPs, and 40 international delegations at Canada's premier global defence and security trade show. Member-only event!

myCADSI

myCADSI

Discover a new way to develop and showcase your company. Manage your company profile, access relevant member and industry information, and stay connected through our online ecosystem.



CAF OUTLOOKS

A member-only event, CAF Outlooks lets you learn what the CAF plans to procure and when, as well as network directly with members of our Armed Forces.



INTERNATIONAL PROGRAM AND THE CANADA PAVILION

Showcase your company under the symbol of the maple leaf. Benefit from value-added services such as access to delegations, receptions, seminars and meeting rooms at leading international trade shows.



NETWORKING OPPORTUNITIES

Participate in B2B and B2G member-only events to network with key influencers from government and industry and build business-growing relationships.

A CADSI membership gives you access to products and services which help you build your business by staying informed, visible and connected within the Canadian defence and security community.



GATEWAY BY CADSI

Benefit from our unique business development toolbox – GATEWAY by CADSI. Located within the myCADSI portal, GATEWAY tools will help you grow your business at home and abroad.



MY NORTH MY HOME

Our members' success stories are the building blocks of our My North My Home campaign. Share your success story for CADSI to promote.



SME DAY

SME Day has a long standing history of educating members and bridging the gap between OEMs, governments and Canadian SMEs.



EDUCATION OPPORTUNITIES

Take advantage of the various education opportunities CADSI offers its members, utilize GATEWAYacademy eLearning tool, participate in webinars, access our publications, attend our events, etc.



OPERATIONAL COMMITTEES

Participate in one of our committees to help shape the direction of the association and inform the priorities, positions and views we advance with the Government of Canada.



REGIONAL ROUND TABLES

Join our Regional Round Table events to share your opinions on key topics within the defence and security community that affect you.

OUR MEMBERS

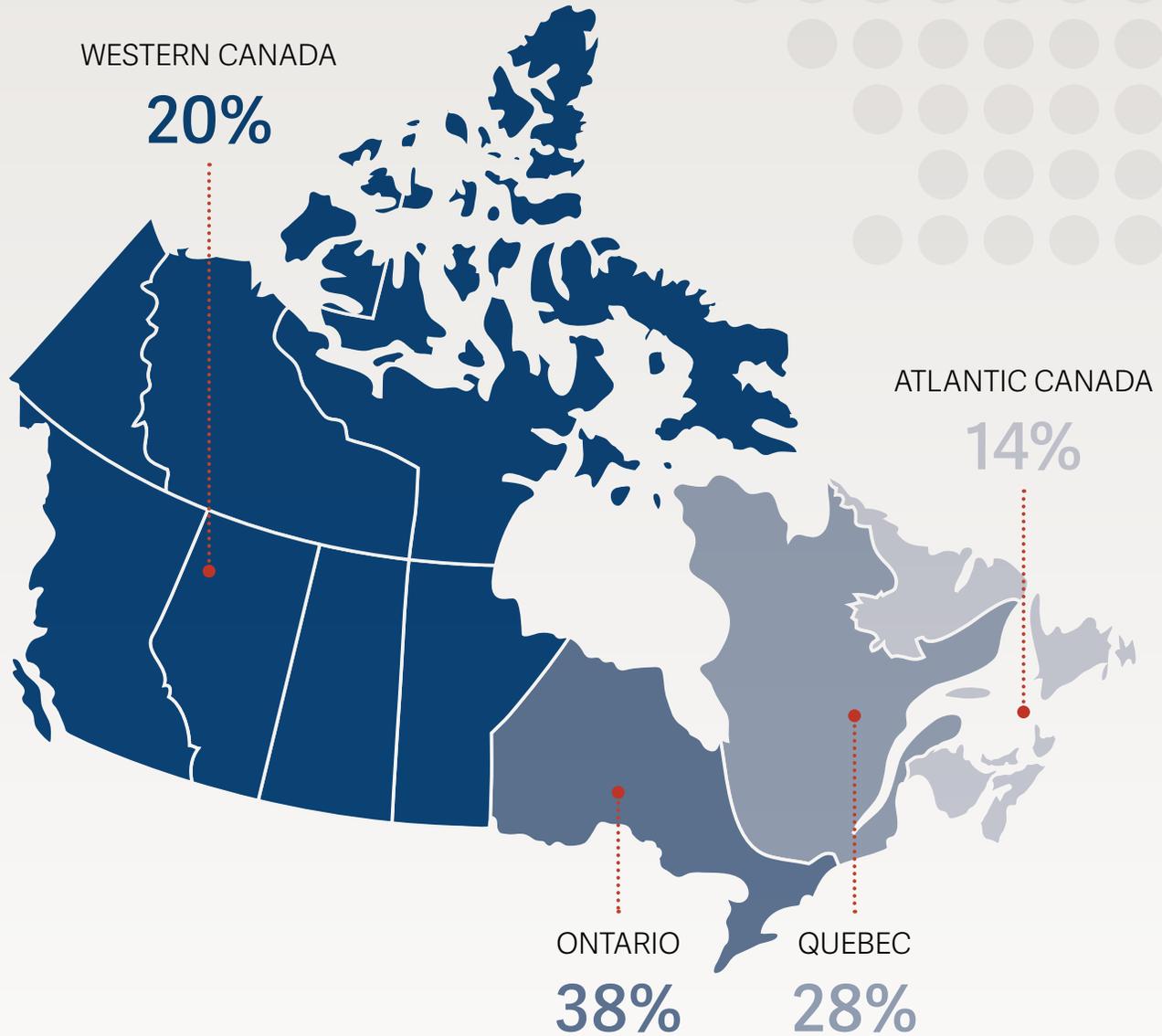
Our members are comprised of companies of all sizes and compositions, from SMEs to global multinationals, associations and educational institutions, as well as international companies that operate in Canada, all of whom are working for the good of Canada's defence and security industries.

Our member companies play an important role in Canada's defence and security industries, but also expand beyond these sectors to those focused on cyber defence, robotics, training and simulation, engineering, advanced manufacturing, advanced infrastructure, artificial intelligence, autonomous vehicles, new cutting

edge technologies, and more. At the same time, the majority of our member's products and services are "dual use", having both military/security and civilian/commercial applications including support in humanitarian efforts, mapping the Arctic seabed, and space exploration.



Pan-Canadian and Technologically Diverse



SPECIALTIES PER REGION

Western Canada

- Naval vessel MRO
- Aircraft MRO
- Naval shipbuilding and conversions

Ontario

- Combat vehicle fabrication
- Aircraft and aircraft parts fabrication
- Land-based sensors, fire-control and countermeasures

Quebec

- Munitions
- Airborne sensors, fire-control and countermeasures
- Aircraft simulation systems

Atlantic Canada

- Naval shipbuilding and conversions
- Aircraft MRO
- Airborne sensors, fire-control and countermeasures

Source: State of Canada's Defence Industry, 2018, based on employment by region

MEMBERSHIP TYPES AND FEES

CORPORATE MEMBERSHIP

Open to Canadian registered, legal, private-sector companies that have active business operations in Canada and whose business interests include defence and/or security. Corporate membership fees are based on the total number of employees in your organization worldwide inclusive of all subsidiaries and lines of business.

<p>CATEGORY A 1-15 Employees Globally \$450</p>	<p>CATEGORY B 16-49 Employees Globally \$650</p>	<p>CATEGORY C 50-99 Employees Globally \$1,420</p>	<p>CATEGORY D 100-499 Employees Globally \$2,500</p>	<p>CATEGORY E 500+ Employees Globally \$5,000</p>
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MEDIA ASSOCIATE

Open to national and international media organizations whose purpose is consistent with CADSI’s mandate.

ACADEMIC ASSOCIATE

Open to Canadian post-secondary educational institutions whose purpose is consistent with CADSI’s mandate. Membership is only valid for the institution’s full time staff.

CANADIAN ASSOCIATE

Open to Canadian non-commercial organizations (such as not-for-profit associations, provincial aerospace and defence associations, Crown Corporations, etc.) whose purpose is consistent with CADSI’s mandate and open to registered, legal, private-sector companies that do not qualify for Corporate membership and whose business interests include defence and/or security.

INTERNATIONAL ASSOCIATE

Open to non-Canadian organizations whose purpose is consistent with CADSI’s mandate and also for registered, legal, private-sector companies who operate outside of Canada.

<p>MEDIA ASSOCIATE \$500</p>	<p>ACADEMIC ASSOCIATE \$750</p>	<p>CANADIAN ASSOCIATE 1-500+ Employees \$1,750</p>	<p>INTERNATIONAL ASSOCIATE 1-500+ Employees \$2,500</p>
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For membership inquiries, please contact CADSI at:
membership@defenceandsecurity.ca or **613-235-5337 x 21**

PLEASE NOTE: Membership fees are in Canadian dollars and exclude HST. The membership year is from January 1st to December 31st. Membership fees are non-refundable and are not pro-rated. Media, Academic, Corporate and Associate Members are welcome to attend CANSEC; however, only Corporate Members can book exhibit space.

Our Events

DOMESTIC EVENTS

AGM (Q1)

Ottawa, Canada

Canadian Armed Forces Outlooks (Q2)

Ottawa, Canada

CANSEC (Q2)

Ottawa, Canada

SME Day (Q4)

Ottawa, Canada

INTERNATIONAL EVENTS

International Defence Exhibition & Conference (IDEX)

Biennial – February
Abu Dhabi, UAE

Eurosatory

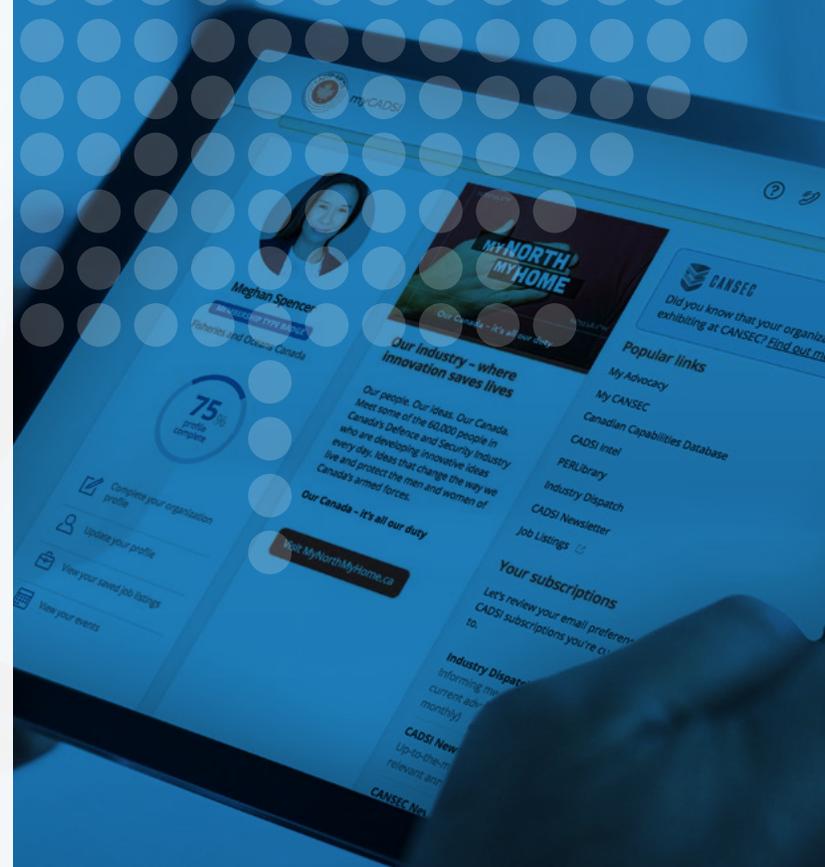
Biennial – June
Paris, France

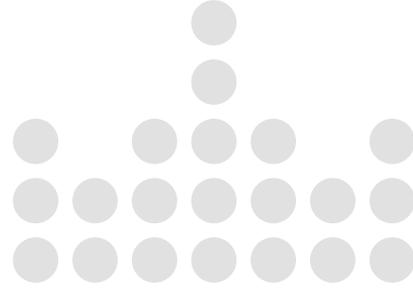
Defence & Security Equipment International (DSEI)

Biennial – September
London, United Kingdom

For more information on any of the above events, please visit:

defenceandsecurity.ca/events/list





defenceandsecurity.ca

CANADIAN ASSOCIATION
OF DEFENCE AND
SECURITY INDUSTRIES



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Ottawa, Ontario K1P 5J6 Canada