

CANADA'S NEW FRONT LINE



AT A GLANCE

Canada's cybersecurity industry is export-intensive, STEM-rich, and growing rapidly. The sector is pan-Canadian, with regional specializations.

Key statistics:

- » **An economic driver:** Sales generated by the industry top \$3.7B annually. These sales add over \$3.2B in GDP to the Canadian economy.
- » **An employer:** The industry contributes 29,000 jobs to the Canadian economy.
- » **Innovative:** Industry R&D intensity is 2.5x greater than the broader ICT sector, and R&D is 90% funded by industry itself.
- » **Skilled:** STEM-related jobs account for 56% of the industry workforce.
- » **Globally engaged and export oriented:** 30% of industry sales come from exports.
- » **Under-leveraged at home:** Only 8% of sales are derived from the federal government.



UNIQUE VALUE PROPOSITION

In recent years, CADSI has adjusted its offerings to respond to the unique needs and expectations of a growing segment of our membership base specializing in digital and emerging technologies.

- 1. CANSEC LABS** - This dedicated space allows companies to display innovative and disruptive technologies, products and services for CANSEC attendees, including international delegations.
- 2. CYBER COUNCIL** - Made up of a diverse group of firms from across Canada, the Cyber Council provides critical feedback to CADSI and the government on a range of issues affecting their businesses.
- 3. ADVOCACY** - CADSI recognizes that while advocacy concerns for this segment of our membership often mirror those of the industry writ-large, there are also unique and evolving regulatory challenges for cyber and emerging technology companies. As the government struggles to keep pace with technological innovation cycles, we work diligently to track issues and address them.

RECENT WORK

COMMITTEE TESTIMONY	In testimony on Parliament Hill, CADSI has highlighted the government's under-reliance on Canadian cyber solutions, the risks of a too-slow procurement process, and the need for closer collaboration between the public and private sectors.
GOVERNMENT COLLABORATION	CADSI has built a strong relationship with the Communications Security Establishment (CSE), DND, Shared Services Canada, Public Safety Canada, and other key government departments. We work with these partners continuously to deliver value for members, including at our annual Cyber & Digital Outlook. In 2023, the defence industry was officially designated as a "System of Importance to Canada" by CSE, unlocking new services and supports for companies.
STATISTICAL REPORTING	CADSI collaborates with Innovation, Science and Economic Development (ISED) Canada and Statistics Canada to help produce a full statistical overview of the cybersecurity industry in Canada every two years. The sector has a high export volume, is STEM-oriented, R&D intensive, and growing rapidly. This data provides industry and policymakers with a comprehensive picture of Canada's cybersecurity industry, allowing them to make better-informed decisions.
DRAGON'S DEN	CADSI recently worked with Canadian Forces Intelligence Command to support an Industry Day "Dragon's Den" that developed a better understanding of industrial capability in open-source intelligence collection and analysis.

ABOUT CADSI

The Canadian Association of Defence and Security Industries (CADSI) is the national industry voice of more than 700 Canadian defence, security, and emerging technology companies. Our members produce world-class goods, services and technologies made across Canada and sought the world over. The combined industries contribute to the employment of more than 100,000 Canadians and contribute over \$12.4 billion to Canada's annual GDP.