



CANSEC 2016 Day Two Luncheon

Closing Remarks

May 26th, 2016 14:00, EY Centre, Ottawa, Ontario

Check Against Delivery

Bonjour mesdames et messieurs, Bienvenue. Good afternoon ladies and gentlemen, honoured guests, distinguished members of the Canadian Armed Forces and militaries abroad. Thank you for making CANSEC 2016, Canada's global defence and security trade show, another success.

The show floor has been jam packed with the most sophisticated, high quality Canadian made defence and security goods and services possible. I have no doubt that some solid partnerships and business opportunities are being forged. And we have had some important keynotes from the chief of defence staff, the minister of national defence and of course the minister of public service and procurement.

But before we make our way back to the floor, there are some important numbers that affect your bottom line I want to highlight for you today.

Over the past year, CADSI collaborated with the Department of Innovation, Science and Economic Development Canada and Statistics Canada to develop and publish The State of Canada's Defence Industry, 2014, which was released yesterday.

This report is the most detailed, sophisticated and comprehensive study of the Canadian defence industry ever completed.

Many of you here today contributed to its success, either as a member of the Research Advisory committee who helped define the survey and provided insight into the data or as a member by providing your information and completing the survey. We thank you for that; it wouldn't have worked without you.

Le rapport fournit plus de renseignements solides sur lesquels le gouvernement du Canada peut se baser pour éclairer l'élaboration de ses politiques et la prestation de ses programmes.

Our partnership with ISED is not limited to this one report. It is underpinned by a Memorandum of Understanding that allows us to develop an ever more complete and nuanced appreciation of the Canadian defence industry through special projects and focused analysis.

Now as business executives, the focus is often on the bottom line so let me provide you with the numbers. The report confirms that Canada's defence industry is high wage, export intensive, technology rich, and pan-Canadian. But we knew that, didn't we?

The Canadian defence industry accounted for some 63,000 jobs spread throughout Canada, and contributed \$6.7 billion to GDP in 2014.

L'industrie de la défense génère des recettes annuelles de 10 milliards de dollars.

Exports have climbed 10 per cent to represent 60 per cent of our sales

Engineers, scientists, researchers, technicians and technologists comprise over 30 per cent of our workforce, which is an important barometer of our sector's innovative nature.

Another 40 per cent of the sector's workforce is engaged in production with average compensation close to 60 per cent above that of the manufacturing sector.

These findings are all strong indicators of the innovative and globally competitive nature of Canada's defence industry.

This report reveals that the companies that make up the Canadian defence industrial base, each of you here today, and the types of jobs you offer, are what Canada needs and what governments should value in today's highly competitive global economy.

Les accords commerciaux que vous concluez ici aideront à faire grimper ces chiffres encore plus.

And with that, I close our last meal for CANSEC 2016. When we return for CANSEC 2017 we will have even more reason to celebrate our collective success, CANSEC's 20th anniversary. Mark it down in your calendars: May 31st and June 1st here at Ottawa's EY Centre.

Before your home stretch on the show floor, I would like to one final time thank our platinum partner CAE and our show sponsors:

- o The Canadian Commercial Corporation, CANSEC's registration sponsor.
- o Lockheed Martin Canada, our main aisle sponsor and
- o KPMG who sponsored our lunch networking reception

Thank you all for joining us this year and making CANSEC 2016 outstanding.