



Rear Admiral Rees Ward (retd.) CB

U.S.-UK- CANADA

Trilateral Symposium

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The power of three - in one



# A|D|S

A|D|S is the trade body  
Advancing UK AeroSpace, Defence and Security  
industries  
with Farnborough International Limited as a  
wholly-owned subsidiary.  
A|D|S also encompasses the British Aviation  
Group (BAG).



# Market Sectors



Civil Aviation

Defence

Space

Security



# Single More Powerful Voice With Government

A|D|S works closely with the following UK  
Government Departments:

- Cabinet Office
- Business Innovation & Skills (BIS)
  - Export Control Organisation (ECO)
- Foreign & Commonwealth Office (FCO)
- Her Majesty's Revenue & Customs (HMRC)
- Home Office
  - Home Office Scientific Development Branch (HOSDB)
  - Office of Security & Counter Terrorism (OSCT)
- Ministry of Defence (MoD)
- UK Trade & Investment (UKTI)



# Memoranda of Understanding

DMA / CADSI

August 1997

DMA / NDIA

February 2003

- Co-operation
- Information sharing
- Events



# The UK Defence & Security Industry

- Annual turnover around £35bn
- £11.6bn UK MoD expenditure

(£5.1 Equipment, £3.8bn Equipment Support, £2.7bn R&D)

- Average £5bn Exports



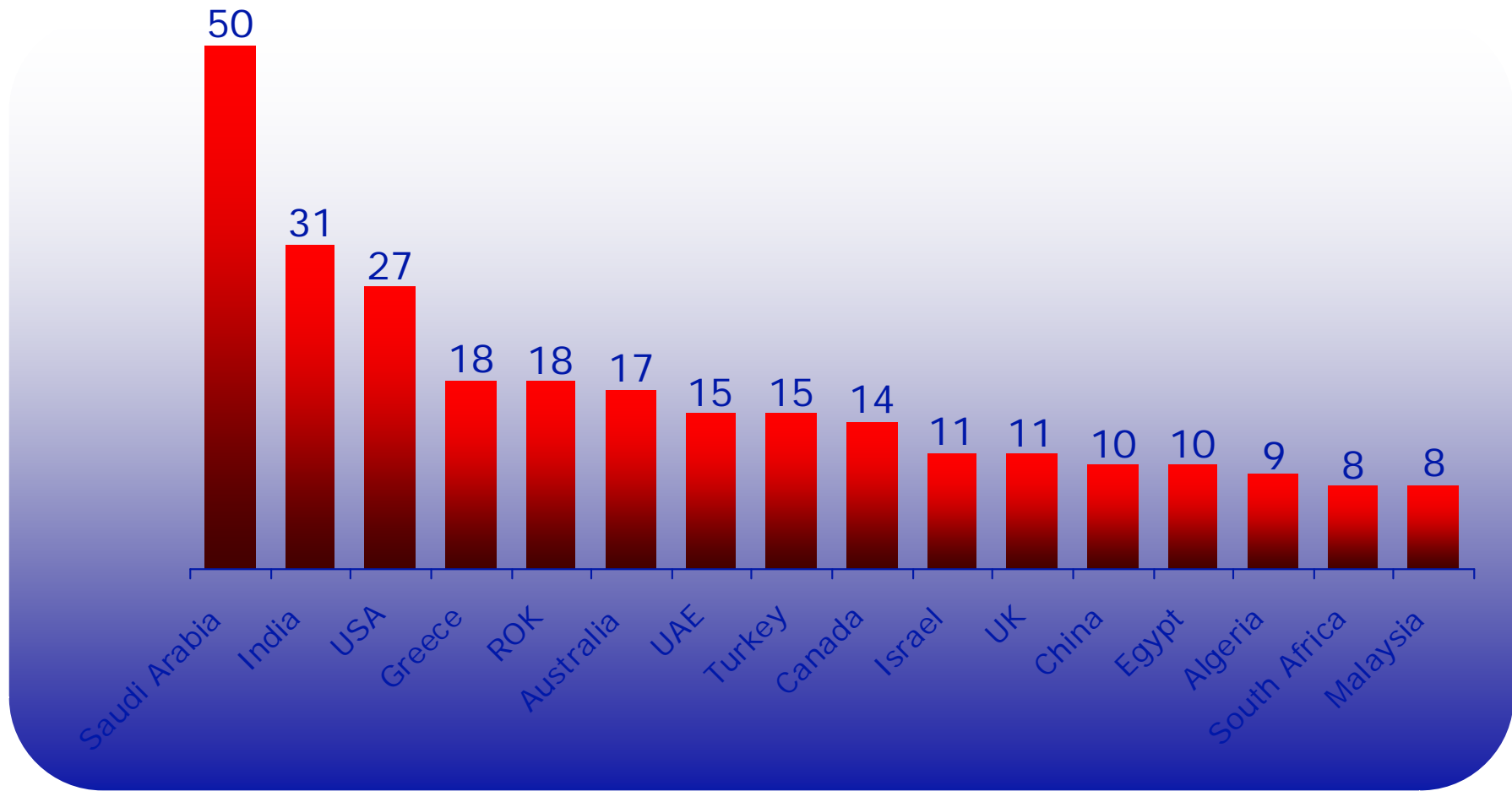
# UK Defence Exports 2008

- £4.2bn (17% global market share)

## Average Market Shares 2003-08:

- USA 27%
- UK 21%
- Russia 14%
- France 9%
- Germany 4%
- Israel 3.5%

# Top Defence Importers: 1999-2008 (\$bn)





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