Rear Admiral Rees Ward (retd.) CB

U.S.-UK- CANADA

Trilateral Symposium

Arlington VA, 2 October 2009

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)

Saudi Arabia: 50
India: 31
USA: 27
Greece: 18
ROK: 18
Australia: 17
UAE: 15
Turkey: 15
Canada: 14
Israel: 11
UK: 11
China: 10
Egypt: 10
Algeria: 9
South Africa: 8
Malaysia: 8

Source: UKTI DSO
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