

# Winning New Business In France



# A strong **Footprint** in France

Established in 1999, ADS Toulouse is a French subsidiary of ADS, the leading trade association for the UK aerospace, defence, security and space sectors.

100% financed by its members, we assist UK companies wishing to raise their profile in one of the world's most significant aerospace hubs.

Becoming a member provides a cost effective solution for UK companies seeking to enter Airbus and the French supply chain. Members benefit from access to business opportunities and intelligence in the French aeronautics, space and embedded systems markets.



# Championing the **Business interests** of our Members

ADS Toulouse  
supports over

**30uk**  
businesses

operating in the  
aerospace, defence  
and space sectors.

## ADS Toulouse membership benefits include :

- Focused **business** development opportunities
- **Intelligence gathering** and weekly market reports
- A range of **business support services**
- Provision of **offices and meeting rooms** in Toulouse
- A tailored **events programme**

# Get valuable Business Development support



## Business development team

Our team offers you support on business development opportunities across sectors and within supply chains. We work closely with Procurement, Engineering, Programmes departments and competitiveness clusters to maximise the potential for you to access the French market. We can offer your business insight into the strategic landscape between the French leading global manufacturers and SMEs to help you stay ahead of developments and opportunities.



## Market Intelligence and web portal

ADS Toulouse issues a weekly market report with key information on the aerospace sector in France. Our dedicated web portal offers presentations, organisation charts and other documents related to your potential French customers. It is a one stop shop into opportunities to support your business.

# Access our Events programme



## Networking events : Industry briefings, conferences and company visits

We organise approximately six networking events per year either taking place in our office in Blagnac or on the company's site. These events offer a unique opportunity to gain access to many senior decision makers and buyers across Procurement, Engineering and Programmes departments from French Aerospace OEMs and SMEs.



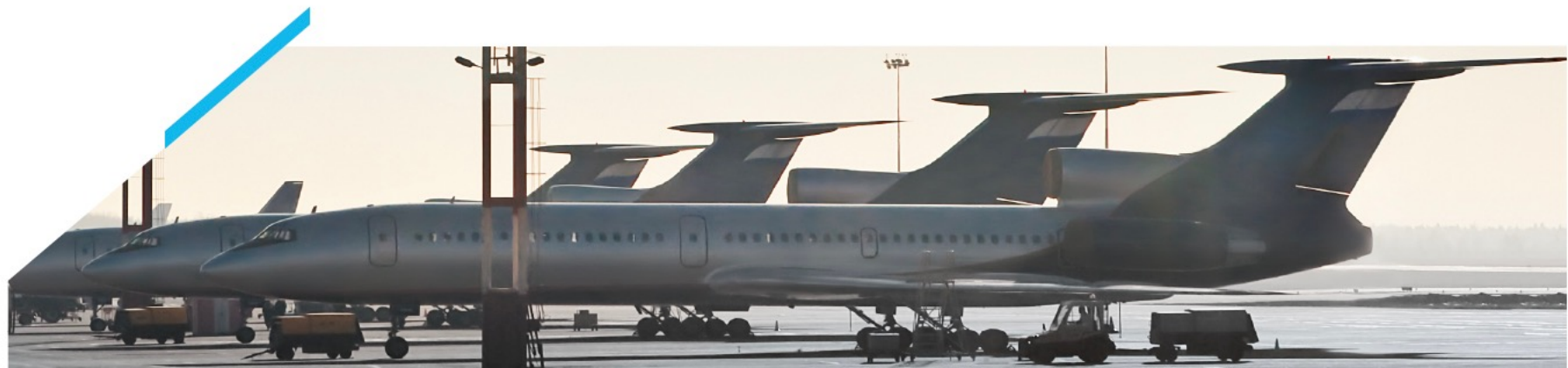
## ADS Toulouse Annual Event

Our ADS Toulouse annual event is a popular social occasion attended by senior representatives from the French and British aerospace industry as well as other key dignitaries. An informal Cocktail Dinatoire, it allows UK companies to network with key personalities from the French aerospace industry (Airbus, Tiers 1 and all key actors of the supply chain).



## Participation at the main airshows

We attend the main airshows and trade shows such as Paris Le Bourget, Farnborough International Airshow, Aircraft Interiors Expo (AIX) and Aeromart Toulouse. We support our ADS Toulouse members with introductions and raising their profile.





# Membership

There are three different services tiers :

## Tier 1

- Provision of a permanent office (TIER 1)

## Tier 2

- Hot-desk office as required (TIER 2)

### Tier 1 and Tier 2 :

- Business development and strategy - Identification of potential customers, meetings set up ahead of the visit and introductions
- Access to all networking events
- Intelligence gathering and web portal

## Affiliate

- Access to all networking events
- Intelligence gathering and web portal



## Advantages

Synergy between the members, flexibility (limited commitment), cultural benefit, control of bureau management.



## Becoming a Member of ADS Toulouse

Any UK registered businesses providing services in the UK, who are engaged or looking to engage with the aerospace, defence and space sectors, can apply for ADS Toulouse membership.



# What our Members say



Membership of the Toulouse Bureau has directly contributed to Gardner winning significant new business and enhancing its brand both within the region and, due to the global influence of Toulouse, with other international customers supplying into the region.



ADS Toulouse provides great advice and networking opportunities to further establish our connections within the European Aerospace Industry.



Hyde joined the ADS Toulouse Bureau in 2015 with the goal of raising our profile in one of the world's most significant aerospace regions. The ADS team have been excellent at supporting our growth strategy by helping us to get closer to the Toulouse cluster of OEM customers. The services provided, from the infrastructure and the market access knowledge, are important inputs to our continued success.



Our position in Toulouse has undoubtedly been strengthened through membership of the ADS Toulouse bureau, who's position within the French Aerospace community is well recognised. In addition the ability to network and share with the wider ADS Toulouse membership broadens the significant value we obtain from the bureau.



We have found the services offered by ADS Toulouse invaluable in assisting us with key decision makers.



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Location in France

We are conveniently located in Blagnac area, Toulouse, just 10 minutes walk from the airport and Airbus Headquarters. Members have access to essential business services and support including the use of our conference room and office facilities. We can also help with accommodation, transport arrangements and social activities throughout France.