

Space- and Defence-Related Technologies

(A) Defence Electronics and Space

Exports: \$1.4 billion

Overview:

- Defence electronics and space firms are technology intensive and highly export-oriented and they invest extensively in R&D.
- Many defence electronics firms are closely tied to major U.S. defence contractors.
- Space companies are relatively small and are Canadian-owned.
- The defence electronics sector is under considerable pressure due to shrinking markets and increasing competition.
- The space sub-sector is growing faster than the defence electronics sector overall. Healthy growth rates are expected to continue in the near term but are expected to decline to more normal levels in 1995.

Product Strengths

- Highly specialized defence electronics, dual purpose commercial/defence (avionics, inertial navigation systems), single purpose defence products (military radios, security products), parts and systems used in space, and ground elements for satellite communications, earth observation and space science.

Priority Markets:

- The U.S., Western Europe and Pacific Rim countries.

Key Strategic Priorities:

- *identify and exploit new market opportunities resulting from the significantly changed strategic roles and materials requirements of allied defence systems;*
- *encourage firms within the sector to diversify into other product areas;*
- *promote Canadian access to emerging defence electronics technologies;*
- *encourage the development of strategic alliances.*

Contact: Defence Electronics and Space
Industry, Science and Technology Canada
(613) 954-3415

(B) Marine and Land Defence Systems

Exports: \$1.5 billion

Overview:

- The marine and land defence sub-sector consists of approximately 300 small- to medium-sized companies, including the defence divisions of several multinationals. It is further characterized by specialized defence contractors and sub-contractors who rely on U.S. and global export markets.

Product Strengths

- Wheeled and tracked vehicles, vehicle components, marine equipment, subsea systems, munitions, robotics, security systems and equipment, and "special operations" equipment.

Priority Markets:

- The U.S., Western Europe and Pacific Rim countries.

Key Strategic Priorities:

- *help firms develop new, competitive products and services and improve their marketing capabilities in both the U.S. and global markets;*
- *for larger firms, promote joint ventures and strategic alliances and provide intelligence on markets and emerging technologies;*
- *for smaller firms, promote access to all departmental services and encourage participation in seminars, trade fairs and applicable missions;*
- *capitalize on opportunities arising from U.S. Department of Defence Sharing Arrangements (DDSA) and NATO collaborations and other international agreements and collaborations.*

Contact: Marine and Land Defence Systems Development,
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(613) 954-3148