

# Convening industry across France & Europe



# A strong **Footprint** in France

Established in 1999, ADS Toulouse is the French subsidiary and only international office for the ADS Group. ADS is the leading trade association for the UK aerospace, defence, security and space sectors.

We assist UK companies wishing to raise their profile in one of the world's most significant aerospace hubs. ADS Toulouse remains the central convener for its members, spearheading a diverse range of activities, events and programmes across France and Europe.

Becoming a member provides a cost-effective solution for UK companies seeking to enter the French supply chain and explore European connections. The team cultivates and maintains strong relationships with French OEMs and Primes, ensuring key business opportunities while driving innovation and growth.



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

ADS Toulouse  
supports over  
**40+ UK  
businesses**  
operating in the  
aerospace, defence  
and space sectors

ADS Toulouse membership offers exclusive support including:

- Focused business development strategies
- Facilitate introductions to influential decision-makers
- Customised networking events and specialist engagements
- Intelligence gathering and reports on industry markets
- Elevate visibility through effective marketing and communication campaigns
- Provision of offices and meeting rooms

# Get valuable Business Development support



## Business Development & Strategic Partner

We make it our mission to drive business for our members.

Gain access to a dedicated business development team supporting you across all sectors in France and Europe. We act as the essential link between our members and key French stakeholders, facilitating introductions, setting up strategic meetings and ensuring direct engagement with Primes, OEMs and major supply chain departments.

Our role is to bridge the gap and help unlock valuable business opportunities.



## Marketing & Communications Support

We deliver visibility platforms to our members via communication tools such as member spotlights, newsletters, LinkedIn posts and a dedicated area on the ADS Toulouse website.

With a strong historical connection to the aerospace sector, we can offer enhanced communication services to showcase members' business to influential industry parties. Additionally, we actively push visibility by organising members' site visits, allowing highlights on capabilities and strengthen presence within the industry.



## Market Intelligence

Whether accessing intelligence and programmes, ADS Toulouse is here to help generate more understanding and business opportunities on the industry markets:

- Weekly news updates on our sectors
- Aerospace French & European market analysis and reports
- Up to date organisation charts
- OEMs and Tier 1 meeting presentations

# Access our **Events Programme**



## Networking events: Industry briefings and conferences

We organise regular networking events 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 & European OEMs and SMEs.



## ADS Toulouse Annual Event

Our ADS Toulouse annual event is a popular occasion attended by senior representatives from the French and UK aerospace industry as well as other key dignitaries. Our reception is a great opportunity to meet in an informal environment and to network with key contacts from the Franco-British aerospace scene.



## Participation at the main airshows

We attend the main airshows and trade shows such as Paris Le Bourget, Farnborough International Airshow and Aeromart Toulouse. Working closely with the wider ADS team, we support our ADS Toulouse members with introductions and raising their profile during those unmissable events.





# ADS Toulouse Membership

All members receive high level services, business opportunities & support depending on the level chosen.

All tiers are granted access to:

- Attendance to all networking events
  - Market intelligence gathering
- Visibility and reach through marketing & communication tools

Tier 1

Permanent office

Tier 2

Hot-desking office

Affiliate

Main items

Tier 1 and Tier 2 benefits:

- Business development strategies support
- Introductions to a large panel of decision-makers
- Unlock new avenues for growth and collaboration
- Meeting coordination and follow-up assistance



## Becoming an ADS Toulouse member

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



“ADS Toulouse provide members with unrivalled access to Airbus and the wider French aerospace sectors. Their networking and meet the speaker events provide great insights to help members understand market conditions and key development areas to ensure suppliers are fully aligned with customer expectations. I have been a member for two years and I can honestly say it was one of the best decisions I have ever made. Marie and the wider ADS Toulouse team have provided knowledge, support and information ensuring the continued growth of Midland Aerospace.”

**Gary Roberts**  
Managing Director, Midland Aerospace

“ADS Toulouse has played a crucial role in supporting the growth and development of the ASG Group. Through their efforts, we have been introduced to new customers and have significantly increased our exposure, particularly within Airbus in Toulouse. Having a base in the city has proven invaluable, allowing us to organise meetings more efficiently and providing customers with the reassurance that we are always nearby should they require our support. The team in Toulouse consistently demonstrates a high level of professionalism and helpfulness, which has greatly strengthened our relationships and enhanced the Group's reputation in the region.”

**Simon Weston**  
Managing Director, Aero Services Global Group Ltd



“Being a member of ADS Toulouse has been an invaluable asset for MSM aerospace fabricators. ADS Toulouse facilitates UK companies to conduct business in France, providing an excellent base to nurture existing relationships and forge new ones. The support provided by the ADS Toulouse team has been instrumental in enhancing our visibility and credibility across the region. The entire team is extremely knowledgeable, professional, friendly and always willing to provide assistance. Overall, the team has significantly contributed to our international growth strategy, and we look forward to continuing to build strong, collaborative relationships across the aerospace community.”

**Michael Pedley**  
CEO, MSM Aerospace Fabricators

“We have been positively collaborating with ADS Toulouse for the past 3 years. The team is knowledgeable and very nice to work with. We highly value the different meetings that ADS is organising with key players, as well as their support in reaching specific contacts in enterprises which are part of our market focus. As we continue to collaborate, we expect from ADS Toulouse to continue understanding the market trends in aerospace and drive their events and support accordingly.”

**Frederic Amariutei**  
Director - France & Spain, W.L. Gore & Associates





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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.

