OCI Overview

• OCI is an association of > 190 private sector suppliers of products and services to the Canadian and offshore nuclear industries.
  – 95% Ontario based

• OCI member companies employ more than 10,000 highly qualified nuclear specialists

• OCI companies support the Ontario Refurbishment projects (~$ 25B) as well as offshore nuclear projects
Key organizations and facilities in Southern Ontario’s nuclear industry

Network Organizations
Electricity Sources in Ontario (2015)

Source: Canadian Nuclear Society (CNS)
Membership Profile

- Large engineers/fabricators - 20
  - $10 M/a nuclear revenues
- Specialized (CANDU) designers & equipment suppliers - 10
  - $5M/a nuclear revenues
- Generic designers & equipment suppliers – 35
  - $1M/a nuclear revenues
- Smaller suppliers and consultants - 125
  - < $1M/a nuclear revenues
- International and Supporting - 10
OCI Strategic Priorities

a) Support OCI companies in offshore markets
   – Market studies
   – Trade missions

b) Maintain political/public support for nuclear in Ontario
   – Political advocacy
   – Public Outreach - media

c) Enhance engagement of OCI members with domestic customers
   – Supplier days
   – Seminars on critical industry issues (CFSI)

d) Contribute to success of refurbishment projects
   – Support COG Refurbishment Forum
   – Facilitate sharing of supplier OPEX
OCI Trade Missions 2012 to 2014

- **Argentina** (December 2012)
  - 6 CANDU suppliers
  - Support CANDU brand

- **UK** (March 2013 (with MEDT))
  - 10 nuclear suppliers
  - Hinkley Point C approved

- **India** (November 2013)
  - 12 nuclear suppliers +OPG, CNSC, AECL
  - Federal Minister Lynne Yelich
OCI Trade Missions 2012-2014

• China (April 2014)
  – 12 nuclear suppliers inc. CNSC,
  – Ontario Minister Reza Moridi

• WNE - Paris (October 14-16, 2014)
  – Small OCI Team
  – Many international vendors & customers

• Westinghouse (October 30, 2014)
  – 35 suppliers

• USA PowerGen (Dec 2013, 2014)
  – 12 suppliers
OCI Trade Missions 2015

- **South Africa** (March 21-23, 2015)
  - “Canadian Vendor Parade”
  - 5 nuclear suppliers plus CNSC

- **Korea** (April 26-May 2, 2015)
  - 12 nuclear suppliers –
  - Ontario Minister Reza Moridi

- **UK** (June 29-30, 2015)
  - 13 nuclear suppliers and industry partners
  - Signing of Canada-UK MOU
OCI Trade Missions 2015

• Romania (July 1-3, 2015)
  – 11 nuclear suppliers and industry partners
  – Enhance Canadian supply chain role in Cernavoda 3-4 Project

• Poland (September 22-24, 2015)
  – Promotion and CSA
  – Conference on nuclear standards

• India (October 12-16, 2015)
  – 12 nuclear suppliers - CNSC, CNL, OPG
  – Modi – Harper Joint Statement April 15 15
  – “encourage a collaborative programme to leverage respective strengths in Pressurized Heavy Water Reactors”
OCI Trade Missions 2015/16

- **Argentina** – Incoming (Nov 9-13, 2015)
  - 8 Argentine suppliers plus ADIMRA
  - *Seek Canadian partners for Atucha 3*

- **US** – PowerGen (Dec. 8-10, 2015)
  - 12 Canadian Suppliers

- **China** (April 6-10, 2016)
  - Anchored on PBNC 2016 and NIC
  - 12 Canadian Suppliers plus CNSC
  - **Parliamentary Secretary Kim Rudd**

- **WNE 2016 Paris** (June 28-30 2016)
  - 10 Canadian Suppliers plus CNSC
MOU’s with International Partners

• OCI - Haiyan Nuclear Alliance (April 2014)
  - Collaboration on AFCR Project in Haiyan

• OCI- Korea Atomic Industry Forum (Aug 2014)
  - Collaboration on projects in Korea & Canada

• OCI-Romatom (July 2, 2015)
  - Collaboration on Cernavoda 3 /4 Project

• OCI – ADIMRA (November 12, 2015)
  - Collaboration on Atucha 3 CANDU Project

• OCI-NIATR (January 2016)
  - Collaboration on projects in Turkey & Canada
Keys to Success

• Exploit Supply Chain export experience - Market Teams
• Leverage Resources – Government co-funding
• Market Studies and Trade Missions
• Partnering in Export Markets – MOU’s with Local Supplier Orgs
• Build / Retain Political Support (Federal/ Ontario)
• Exploit Canadian Trade Commissioner Service (TCS)
  – *Ambassadors / High Commissioners*
  – *Local trade offices (Canada and Ontario)*
  – *Seek support & advice: EDC and CCC*

“Just do it”
OCI
PROMOTING A HEALTHY NUCLEAR SUPPLY CHAIN
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