

NEW TO DEFENCE PROPOSAL

2026



makeuk.org/defence

MAKE UK DEFENCE SUPPORTS AND CHAMPIONS THE UK DEFENCE SUPPLY CHAIN.

A strong defence industry is essential to the UK's national security, prosperity and sovereign capability, which in turn depends upon a resilient and capable UK supply chains.

Make UK Defence is a member owned not-for-profit Trade Association that exists to bring that manufacturing supply chain together. We connect businesses to each other and with the Ministry of Defence, prime contractors and innovative suppliers. This collaboration helps the UK remain a global leader in defence science and technology, enabling UK based businesses to develop battle winning capabilities and keeping the UK at the forefront of defence exporting.

Defence is a complex and demanding sector with an array of opportunities. A strong, collaborative supply chain community is vital to share knowledge, address challenges, celebrate success and ensure the full breadth of the defence industry is heard. Make UK Defence sits at the very heart of that Defence Sector.



ANDREW KINNIBURGH
Director-General
Make UK Defence

OUR VALUES:



NETWORKING

- Dozens of in-person events across the UK each year.
- Membership capability platform connecting members across the defence supply chain.



OPPORTUNITIES

- Meet the Buyer sessions linking prime contractors with prospective suppliers.
- Regular supply chain opportunities throughout the year.



FIT FOR DEFENCE PROGRAMME

- Improve business performance by benchmarking strengths and areas for development.
- Expert advice across key areas including cyber security, marketing, project management, bid writing and more.



POLICY REPRESENTATION

- Representing members' capabilities and challenges at the highest levels of government.
- Enabling engagement with policymakers and delivering policy wins across the defence supply chain.

EVENTS & NETWORKING

DSEI 2025 – Exhibitors



Make UK Defence Summit 2025



Member Networking Event 2025



Make UK Defence Summit 2025



DSEI 2025 – Make UK Defence



TESTIMONIALS

“The team at Make UK Defence are resourceful and supportive in helping us achieve our objectives, meeting a variety of different companies at events around the UK.”

SIMON WADEY, MBDA

“Being a member of Make UK Defence has been extremely valuable for EDM Zone. Their knowledge of the sector and proactive support has helped us raise our profile and engage with the right OEMs.”

ROGER WILSON, EDM ZONE

“Make UK Defence has played a key role in helping us to win work. We’ve had direct referrals via the team and we met a number of our current clients at events. You couldn’t get a more helpful and approachable team – able to help the seasoned defence pro or newbie alike.”

LINDSAY COMPTON, CANNY COMMS

“The benefits of being a part of Make UK Defence are numerous. The networking events have allowed us to be in the room with our peers and potential customers, giving us a meeting point with the industry. The meet the buyer sessions are brilliant, with high quality people with real decision making power available to the membership. We have won new business on the back of these and made new partnerships..”

CHRIS WILES, BDM, HYDE AERO PRODUCTS

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SUITABILITY

This membership is designed for organisations with little or no experience in the defence sector that are looking to enter the market through a structured and supported approach. Whether you are exploring defence for the first time or have identified opportunities but are unsure where to start, this membership provides the guidance, tools and expert support needed to build confidence and capability.

BENEFITS:

- Dedicated 1-to-1 Fit for Defence scoping session with a Make UK Defence Consultant to review your diagnostic results and identify priorities.
- Annual progress review with your consultant to assess development and agree next steps.
- Access to specialist consultancy sessions with our Fit for Defence Partner Network, covering areas such as legal, energy, cyber security, HR, marketing, bid writing, intellectual property and more.
- Clear action plan with practical recommendations to help build capability and prepare for defence opportunities.
- Ongoing support from the Make UK Defence team throughout your defence journey.

Your MAKE UK DEFENCE membership includes the following:

LEVEL 1

- Free networking events and discounted premium events (Meet the Buyer, Defence Summit, etc.)
- Access to Member Capability Platform – Share your company information and capabilities, to all other members.
- Showcase your successes via Make UK Defence channels.
- Direct access to prime contractors' procurement needs.
- Entry to industry-specific competitions and briefings.
- Opportunities to exhibit at key defence trade shows.
- Weekly Defence Insights newsletter with the latest news and trends.
- Members may be eligible for a discounted JOSCAR membership through the Make UK Defence and Hellios partnership.

SIGN UP FORM

Please complete and return this membership agreement to:

Your name: Your email:

Company name:

Address:

Post code:

Telephone:

Email:

Co. Registration No:

Website:

Turnover:

SIC Code:

Sector:

Head Count:

Been referred by another member/company? Name:

Company:

I consent to Make UK Defence publishing our organisation's profile on the membership capability platform, where it will be visible to other members. I understand we can make or request changes at any time.

PAYMENT:

Please note, all fees quoted are per annum and exclusive of VAT. Payment via annual invoice or monthly direct debit for Make UK Defence membership. By completing and returning this form, you are committing to a minimum 12 month membership. Your membership commences on receipt of this form or on the requested start date.

Make UK Defence, Make UK and UK Steel are trading names of EEF Limited.

Remittance to: EEF Ltd, Woodland Grange, Old Milverton Lane, Leamington Spa, Warwickshire, CV32 6RN. **Bacs payment:** EEF Ltd, Sort code 30-92-99, Account No: 01289155. Email bacs@makeuk.org

Please indicate your payment option.

MAKE UK DEFENCE MEMBERSHIP:

0-50 EMPLOYEES

Annual invoice:
£1075 + VAT

51-250 EMPLOYEES

Annual invoice:
£1515 + VAT

BILLING/INFO

To enable us to get the right information to the right people,
Please complete the following:

Billing information

Please note that Make UK, Make UK Defence and UK Steel are trading names of EEF Limited. Payment will be made to EEF Ltd.

Start date:	Billing Contact Name:
Billing Contact Job Title:	
Billing Contact Email:	PO Number:

Membership Access (attach additional page if required)

CEO/MD

Name:	Job Title:
Email Address:	
Direct line:	Mobile:
Location:	Receive email comms: Yes/No

Operations/Manufacturing/Production/ Supply Chain Director/Manager(s)

Name:	Job Title:
Email Address:	
Direct line:	Mobile:
Location:	Receive email comms: Yes/No

Business improvement/change manager(s)

Name:	Job Title:
Email Address:	
Direct line:	Mobile:
Location:	Receive email comms: Yes/No

Sales Manager / Business Development Manager

Name:	Job Title:
Email Address:	
Direct line:	Mobile:
Location:	Receive email comms: Yes/No

Marketing Manager

Name:	Job Title:
Email Address:	
Direct line:	Mobile:
Location:	Receive email comms: Yes/No

HR Director/Manager(s)

Name:	Job Title:
Email Address:	
Direct line:	Mobile:
Location:	Receive email comms: Yes/No

DECLARATION:

I am duly authorised to sign on behalf of _____ for the
services outlined in this proposal and by doing so accept Make UK's Terms & Conditions
([Make UK Defence Membership Terms and Conditions](#) | [Make UK](#))

Name:

Company:

Signed:

Date:

Instruction to your
Bank or Building
Society to pay by
Direct Debit

Please fill in the whole form using a ball point pen and send it to:

Financial Shared Services
EEF Limited T/A Make UK
Woodland Grange
Old Milverton Lane
Leamington Spa,
Warwickshire CV32 6RN

Name(s) of Account Holder(s)

Bank/Building Society account number

Branch Sort Code

Name and full postal address of your Bank or Building Society

To: The Manager

Bank/building society

Address

Postcode

Reference

Service user number

2 4 2 0 6 5

For EEF Ltd official use only This is not part of the instruction to your bank or building society.

Single Installment

10 Monthly Installments

Instruction to your Bank or Building Society

Please pay EEF Ltd Direct Debits from the account detailed in this Instruction subject to the safeguards assured by the Direct Debit Guarantee. I understand that this Instruction may remain with EEF Ltd and, if so, details will be passed electronically to my Bank/Building Society.

Signature(s)

Date _____

Banks and Building Societies may not accept Direct Debit Instructions for some types of account

DDI 1 5/15

This guarantee should be detached and retained by the payer.

The Direct Debit Guarantee



- This Guarantee is offered by all banks and building societies that accept instructions to pay Direct Debits
- If there are any changes to the amount, date or frequency of your Direct Debit EEF Ltd will notify you seven working days in advance of your account being debited or as otherwise agreed. If you request EEF Ltd to collect a payment, confirmation of the amount and date will be given to you at the time of the request.
- If an error is made in the payment of your Direct Debit, by EEF Ltd or your bank or building society, you are entitled to a full and immediate refund of the amount paid from your bank or building society
 - If you receive a refund you are not entitled to, you must pay it back when EEF Ltd asks you to
- You can cancel a Direct Debit at any time by simply contacting your bank or building society. Written confirmation may be required. Please also notify us.