

CANADA

Let us handle the introductions
Laissez-nous faire les présentations
Insert your own language



The Canadian Trade Commissioner Service
Le Service des délégués commerciaux du Canada
Insert your own language

Canada's Trade Support Ecosystem
December 13th, 2019

Francis Dorsemaine
Counsellor (Commercial)
Senior Trade Commissioner



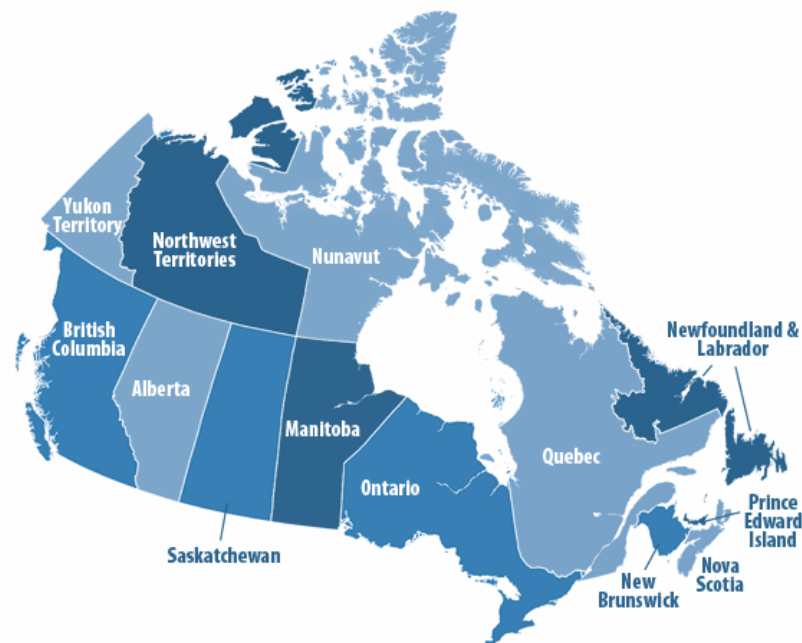
Government of Canada
Trade Commissioner Service

Gouvernement du Canada
Service des délégués commerciaux

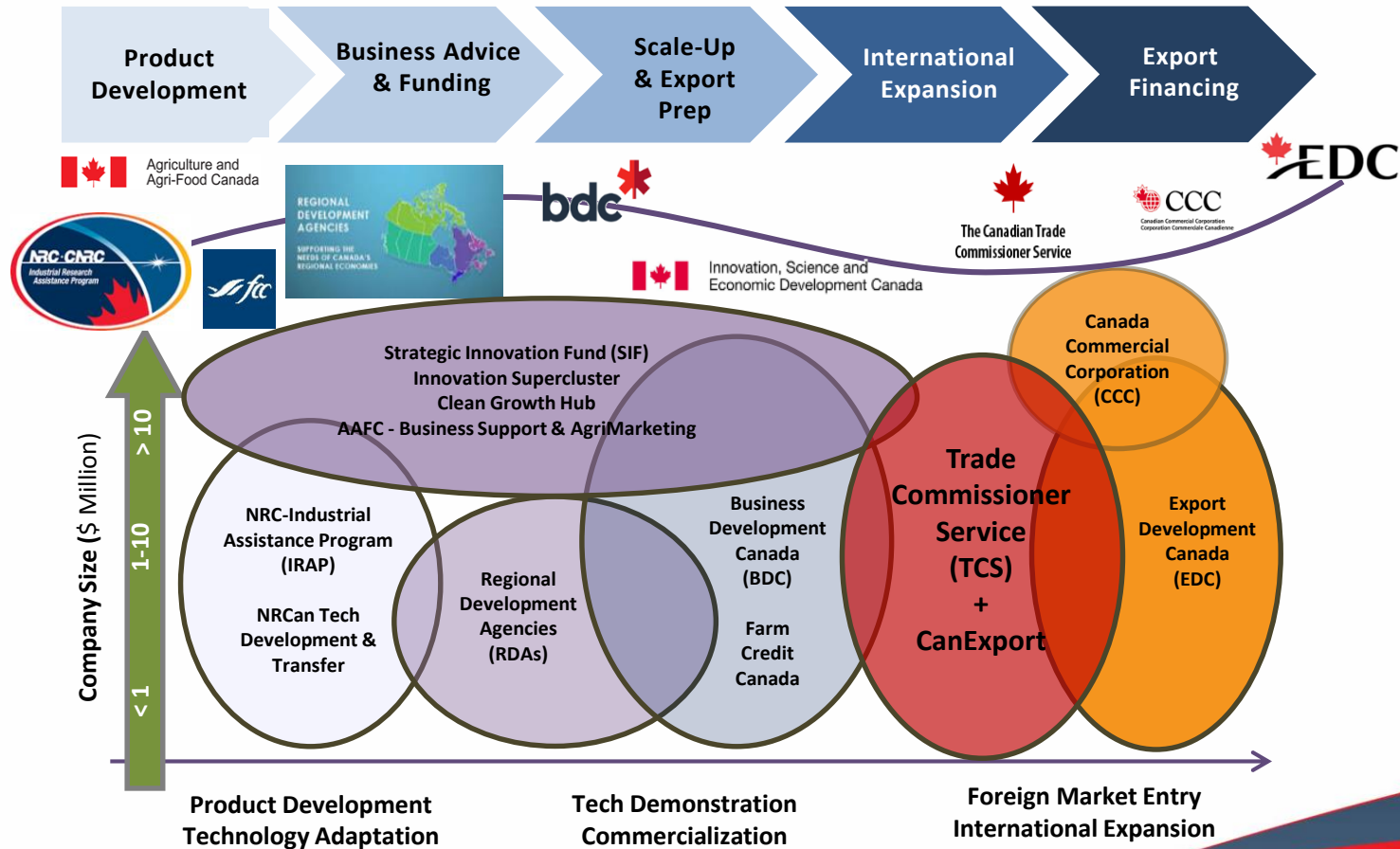
Canada

Canada: Basic Facts

Key Facts		
Official name		Canada
Federal monarchy		10 Provinces and 3 Territories
Capital		Ottawa
Official languages		English and French
Area	Total	9,985 million km ²
	Land	9,093,507 km ²
	Freshwater	891,163 km ²
Currency		Canadian Dollar (CAD) 1 CAD ~ 0.78 USD or 1 USD ~ 1.28 CAD 1 CAD ~ 0.64 EUR or 1 EUR ~ 1.57 CAD 1 CAD ~ 2.67 PLN or 1 PLN ~ 0.37 CAD
Time zone		Newfoundland UTC -3.5h Atlantic (NS, NB, PEI, Labrador) UTC -4h Eastern (Nunavut, ON, QC) UTC -5h Central (Ottawa, SK, MB) UTC -6h Mountain (Alberta, NT) UTC -7h Pacific (BC, Yukon) UTC -8h
Population		37,412,852 (April 2019)
Immigration to Canada		target of 310,000 new permanent residents for 2018 across all immigration categories



Trade Support Ecosystem



Trade Commissioner Service

The TCS promotes the Canadian economic interests in the global marketplace, through:

- Supporting international business development
- Facilitating market access
- Facilitating science, technology and innovation
- Facilitating two-way investment facilitation



*Compared to non-TCS clients

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TCS Key Services



Provide key market insight



Identify qualified contacts



Find new business opportunities

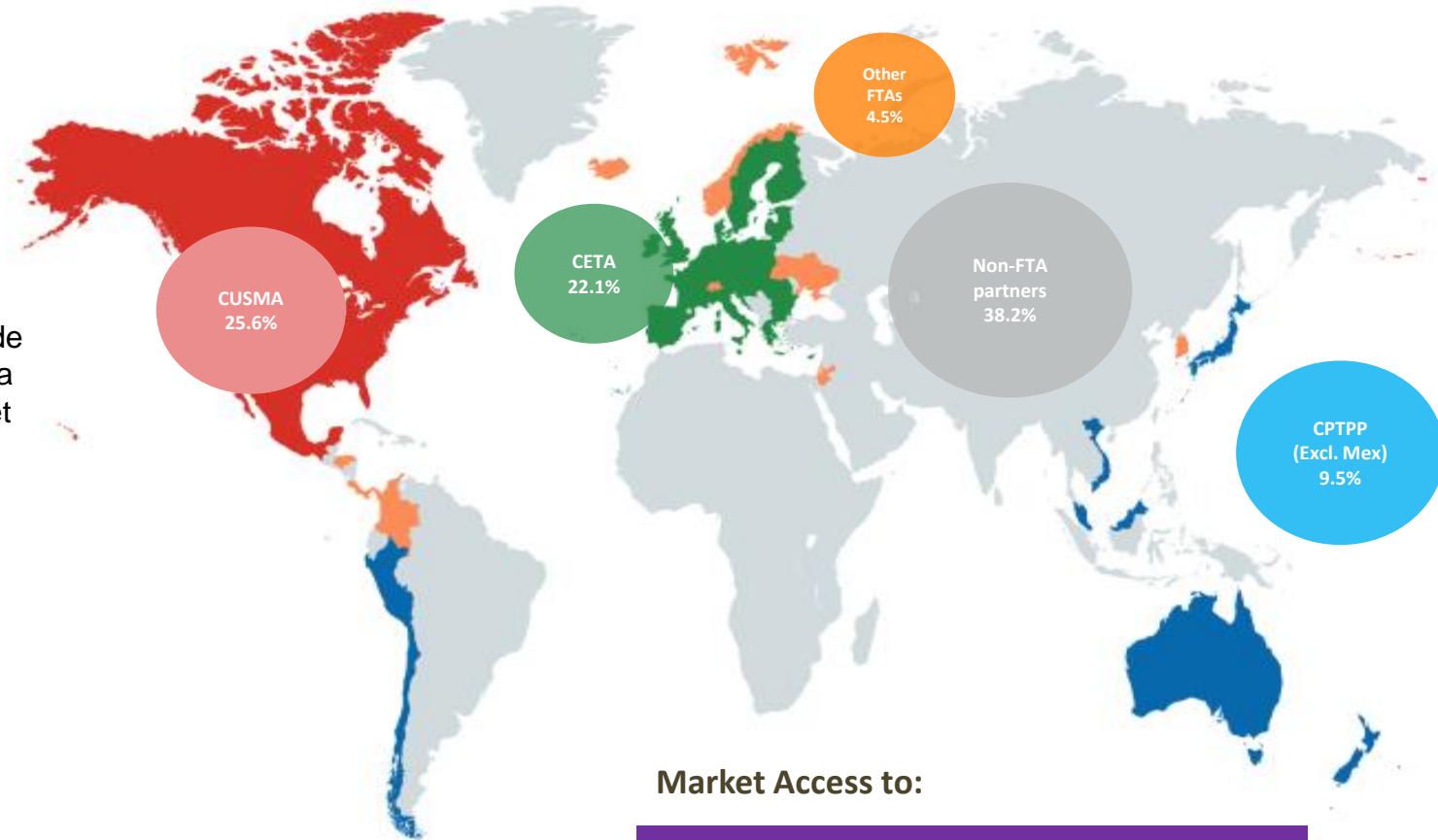


Resolve business problems

Global Market Access

Share of Global GDP by Canada's FTA Partners in 2018

- Through 14 free trade agreements, Canada has preferred market access to 51 foreign countries



Market Access to:

1.5 billion consumers

Over US\$ 52 trillion or over 62% of global GDP

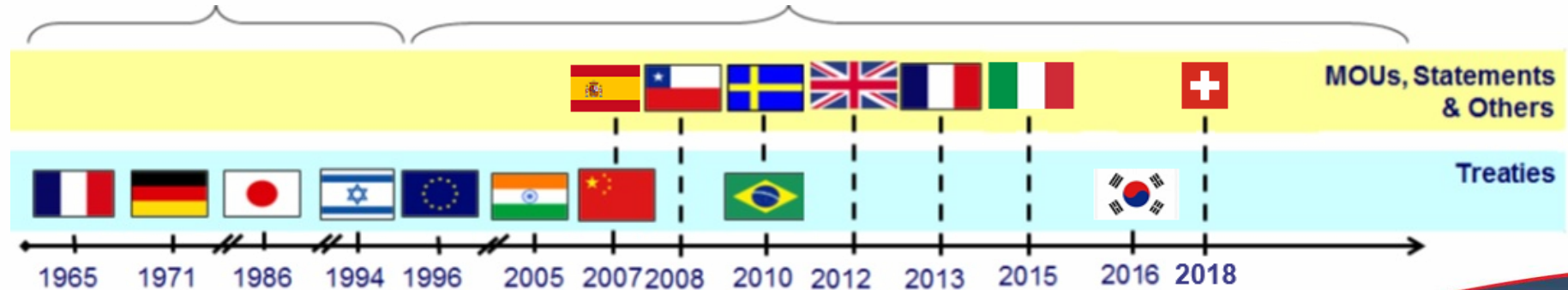
Source: IMF World Economic Outlook, April 2019.

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Science, technology and innovation

International priorities

- Manage bilateral ST&I relations with 16 international partners
- Attract technology and venture capital to Canada
- Promote Canadian ST&I abroad, including support to SMEs and innovators



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Canadian investment in Poland

OPENTEXT
THE CONTENT EXPERTS

CGI

**wentworth
technologies**
best value company

CYCLONE
MFG INC.

CE Petroleum

CIRCLE K

**J
ENGINEERING**

InterHealthCanada

HDI RATHDOWNEY

McCain

MIEDZICOPPER
WIEDZICOPPER

NETUR
USINER POUR PROPULSER

Northgate
Industries Ltd.

WSP

CEL

MAGNA

FAIRFAX
FINANCIAL HOLDINGS LIMITED

APOTEX
ADVANCING GENERICS

SUMI
LTD

architech



Pratt & Whitney Canada
A United Technologies Company

BOMBARDIER

Horizon

Heli-One

MAGELLAN
AEROSPACE

VALEANT
Pharmaceuticals International, Inc.

THORDON
THORDON BEARINGS INC.

BlackBerry

Optiva



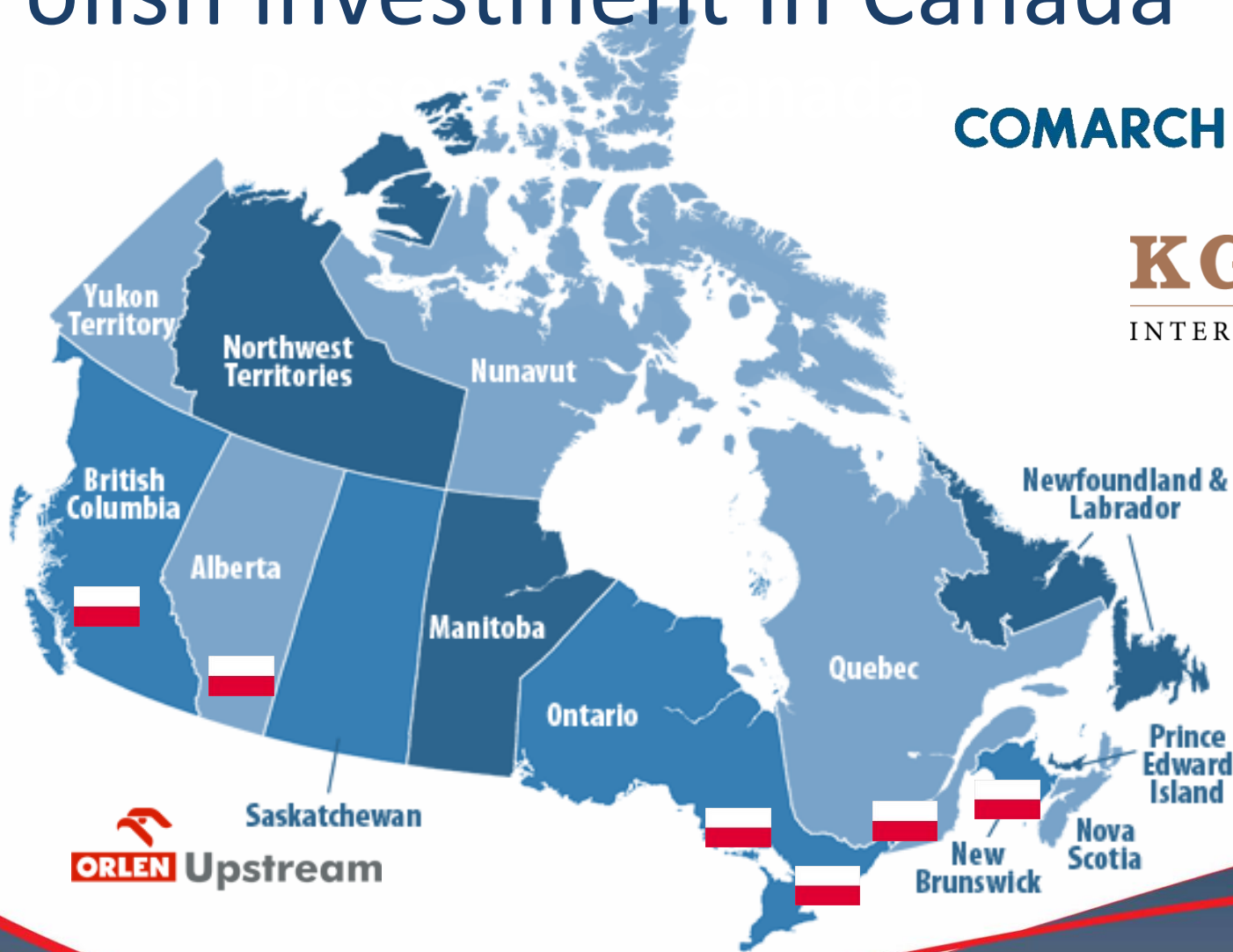
Polish investment in Canada

COMARCH

KGHM
INTERNATIONAL


TECHLAND®


ORLEN Upstream



The Canadian Trade Commissioner Service
Le Service des délégués commerciaux du Canada

So what can we do for you...



Mr. Francis Dorsemayne
Senior Trade Commissioner
Counsellor (Commercial)



Mr. Brad McBride
Trade Commissioner
Defence & Security, Cybersecurity



Mr. Arkadiusz Wysocki
Trade Commissioner
*Aerospace, Automotive, Mining,
Infrastructure*



Ms. Ewa Cichocka
Trade Commissioner
*Clean Tech, Oil & Gas, Science, Tech & Innovation,
Education*



Ms. Karolina Janiak
Trade Commissioner
*Forestry/Wood, Machinery,
Chemicals, Creative Industries*



Ms. Katarzyna Piliszek-Kamińska
Trade Commissioner
*ICT, Agriculture and Processed Foods,
Life Sciences*

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