



INVEST IN CANADA

AN OVERVIEW

2013-2014
EDITION

Canada 

CANADA IS...

The best country in the G-20 to do business.
—Forbes Magazine's November 2012 Study

A leader among the G-7 in low corporate tax rates.
—OECD 2012

Home of the lowest business costs in the G-7 for R&D-intensive sectors.
—KPMG Competitive Alternatives 2012

Fiscally strong, with the G-7's lowest net debt-to-GDP ratio.
—International Monetary Fund 2012

Home to the world's safest and most stable banking system.
—World Economic Forum 2013

Home to the world's best-educated workforce, with the highest proportion of post-secondary graduates of any OECD country.
—OECD 2012

A great place to live, with the highest quality of life in the G-7 and the second-highest standard of living in the G-20.
—OECD and World Bank 2012

The first G-20 country to make itself a tariff-free zone for manufacturers.
—Finance Canada



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FOREWORD

Canada's economy, widely recognized as one of the world's most innovative and stable, offers foreign investors a wealth of valuable opportunities.

This abridged version of *Invest in Canada 2013-2014* summarizes the many factors that make Canada such an attractive destination for businesses seeking to expand.

The first section focuses on Canada's economic fundamentals, such as tax rates, transportation infrastructure and labour markets; the second section presents key facts about specific sectors of the Canadian economy; and the final section lists contact information for experts who can help you learn more about foreign direct investment (FDI) in Canada.

The full version of *Invest in Canada 2013-2014* contains a wealth of additional information, including comprehensive statistics, sector profiles, testimonials and lists of recent investments. Please contact us to receive a free copy; you may also download the PDF version from www.investincanada.com.



“The easiest place in the world to do business is Canada. [...] They make it easy to invest [...]. They have a great education program and a great immigration policy.”

– John Chambers, CEO, CISCO,
from a Financial Times interview, February 2013




1 BECOME A PART OF CANADA'S SUCCESS STORY

The formula below helps explain why a long and growing list of well-known international investors has made Canada their home—and why they continue to expand.

INNOVATION + STABILITY = PROFITABILITY

Canada offers a special blend of innovation capacity across a wide array of industries. While innovation is the basis for high profit margins, Canada's predictable fiscal and political environment ensures the benefits of innovation can be maintained over many years. The result: profits over both the short and long terms.



“[Canada] is an ideal location for us. Here we have access to a highly skilled workforce and are close to many of our major clients and partners. [Canada’s] location on the border with the U.S. is also an advantage for us. Establishing a plant [in Canada] is a strategic decision that we have never regretted, and which we continue to support through new investment and innovation.”

– Colin Folco, General Manager, Dieffenbacher North America

Outstanding Fundamentals

- **Consistent growth.** From 2008 to 2012, Canada led the G-7 with an average real GDP growth rate of 1.2 percent. Canada is expected to remain among the top G-7 performers through 2017 and to return to a balanced budget in 2015-16.
- **Best business climate in the G-20.** According to Forbes Magazine (November 2012), Canada is the best country in the G-20 to do business.
- **Attractive tax environment and sound public finances.** Canada also has the G-7's lowest net debt-to-GDP ratio. A key factor in Canada's superior economic performance is a decade-long plan to lower corporate income taxes. In 2012, Canada further reduced its federal corporate income-tax rate to 15 percent, bringing the combined provincial and federal rate to an average of 26 percent, well below the comparable rates of most other G-7 countries and more than 13 percentage points below that of the United States. A 2013 KPMG study also indicates that Canada's corporate income-tax rate has decreased more rapidly than that of any other country.
- **Cost competitive.** Canada also has the lowest business-operating costs in the G-7 for R&D-intensive sectors. Business costs are five percent lower in Canada than in the U.S., according to KPMG (Competitive Alternatives 2012).
- **Natural resources giant.** Canada has the third-largest proven reserves of oil and is the world's third-largest producer of natural gas. In fact, Canada is one of the few industrialized countries in the world to be a net energy exporter. Canada's diversified base of natural resources attracts scores of world-class capital projects from international investors. During 2012, more than 100 oil-and-gas, mining and primary-metals projects, each valued at \$1 billion or more, were either announced or under construction. These projects complement the well-established base of investments in the resources industries made by large multinational corporations. This base has in turn helped build a large and growing pool of expertise and technologies in a number of advanced-manufacturing sectors that support the profitable development, processing and sustainable management of resources.

Superior Banking System

- **Soundest banking system.** In 2013, for the sixth year in a row, the World Economic Forum ranked Canada's banking system the soundest in the world. Banks in Canada are among the best capitalized in the world, exceeding Bank for International Settlements' requirements by significant margins. In fact, during the global financial crisis, not

a single Canadian bank or insurer failed. Many international financial analysts share this view; Standard & Poor's reaffirmed its AAA credit rating for Canada in December 2012.

- **Responsive banks.** Today, as Europe's sovereign debt crisis creates international concerns about financial stability, Canada's banks remain open for business and fully committed to, and capable of, providing credit with prudential oversight. Credit conditions in Canada remain favourable, and both firms and banks benefit from capital costs well below historical averages. Canada's financial institutions provide competitive financing and risk-management solutions, along with specialized expertise, across a broad range of sectors.

Export-oriented Nation

- **Stable and efficient border system.** The country shares a border and one of the world's largest and most stable commercial relationships with the United States. Dedicated "fast lanes" for pre-approved/low-risk travellers, expedited clearance processes for pre-authorized shipments and bilateral teams of customs officials at key border crossings are just a few of the mechanisms that help make Canada-US trade efficient and virtually seamless.
- **International hub.** Sailing times from Canada's Atlantic and Pacific deep-water ports are up to two days shorter than those from other North American ports. To support continued growth in international trade, the Government of Canada pursues a gateway-and-corridor approach with strategic investments in transportation systems. The Asia-Pacific Gateway and Corridor Initiative is a prime example: close to 50 infrastructure projects worth a total of up to \$3.4 billion will better connect Canada with growing markets in Asia.
- **Free-trade advocate.** In addition to the North American Free Trade Agreement (NAFTA), which provides companies free-trade access to a market valued at US\$18 trillion, Canada is committed to opening new markets and spurring continued global recovery through free and open trade. Canada recently reached a historic trade agreement in-principle with the European Union and has concluded free-trade agreements with nine countries over the past five years. Furthermore, negotiations are underway with 11 Pacific Rim countries through the Trans-Pacific Partnership, as well as bilaterally with India, Korea, and Japan. Early discussions continue with other countries, such as Turkey. Additional bilateral negotiations aimed at protecting and promoting foreign investment have been concluded with several countries, including China, and are underway with others, such as Indonesia, Pakistan, Vietnam, Mongolia and several in Sub-Saharan Africa.

A Diverse and Talented Workforce

- **Outstanding education system.** Canada has one of the world's best-educated workforces, with the highest proportion of post-secondary graduates of any OECD country.
- **Business-friendly immigration system.** Canada's immigration system has traditionally been able to attract and retain the best and brightest minds to staff the most demanding projects.
- **Multilingual and well-travelled workforce.** Canada's workforce is recognized for its ability to work in international contexts. In addition, Canadians enjoy a strong reputation for delivering projects on time and on budget.

Outstanding quality of life

- **Great place to live.** Canada enjoys the second-highest quality of life in the G-7 and the second-highest standard of living in the G-20 (OECD and World Bank). Canadian cities are safe, a reflection of widespread social stability.
- **Top place for expats.** Canada's quality of life provides a significant advantage for international investors when it comes to relocating top talent. In the HSBC's 2012 survey of expatriates, Canada placed third for overall lifestyle experience in country of residence.

“Canada has been home to my family over the past five years. Canada’s cities have strong neighbourhoods, a lot of public and open spaces and great schools. It’s a great place to enjoy life—a really vibrant and fun place to be.”

– David P. Homer, President, General Mills Canada

Redefining Innovation

- **A positive R&D climate.** Canada generously supports private-sector innovation through the federal Scientific Research and Experimental Development (SR&ED) program and related provincial tax incentives, targeted supports to the auto and aerospace sectors and various support programs for innovation to small-and-medium-sized businesses. Businesses in Canada also enjoy the lowest R&D costs in the G-7; these costs are 10.7 percent lower than those in the U.S.

- **A formula for innovation.** Canada is the world's leading country in terms of its integrated approach to driving economic growth through innovation, based on 2012 research from the Information Technology and Innovation Foundation (Kansas City, Missouri) and the Kauffman Foundation (Washington, DC). In addition to very favourable R&D tax credits and incentives, Canada's appealing environment for leading-edge research is built upon several innovation-supporting policies: effective protection of intellectual-property rights; open competition in domestic market in the deployment of digital information and communications technologies and platforms; transparent government-procurement practices; and openness to high-skill immigration.

“Québec City’s membership in the Intelligent Community Forum (ICF), a vast international Smart City community, coincides with Thales’s global focus and impact on fundamental research, which delves deeper into the sciences than does business-oriented R&D. The Thales motto of “Global Reach, Local Expertise” has been exemplified by our team here for many years in collaboration with an innovation network that covers all of Canada and now will have global reach. While sharing knowledge with the global Thales Research and Technology (TRT) network, academia, governments at all levels, commercial infrastructures and the industry will also benefit from our leading-edge, home grown research and technology achievements.”

- Paul Kahn, President and CEO, Thales Canada Inc., a subsidiary of the French Thales Group, a global technology leader in the transport, aerospace and defence and security markets, which in 2012 opened a TRT centre in the City of Québec, its first in North America.



2 A SAMPLE OF CANADA'S INDUSTRIES

A WEALTH OF OPPORTUNITIES

Few people outside Canada know just how large, innovative and diversified Canada's economy is.

Canada's various industrial sectors have all not only become high-tech, but are also closely interrelated. Innovation tends to flourish at the intersection of apparently distinct sectors. Canada is a case in point.

Canada is an energy giant, and high levels of activity in the country's oil-and-gas and mining industries help foster growth in enabling industries, such as machinery, business and financial services, and information and communications technologies.

The following section provides a snapshot of industries in the advanced machinery, agri-food, chemicals and plastics, clean technologies, information and communications technologies, life sciences as well as in the services sectors.

The complete version of *Invest in Canada 2013-2014* includes many innovation success stories based on technological and commercial breakthroughs.

“General Electric has operated successfully in Canada for over 100 years, and we continue to grow and invest in the country. Building on a competitive corporate tax rate, a friendly business climate and great relationships with the federal and provincial governments, we have recently announced global centres of excellence and important collaborative research projects in energy, water and healthcare. For us, Canada is a country of enormous opportunity.”

– Elyse Allan, President and CEO, General Electric Canada

ADVANCED MANUFACTURING

Aerospace

- **Export-oriented.** With exports accounting for 80 percent of the industry’s annual revenues of more than \$22 billion, Canada’s aerospace producers have earned an outstanding worldwide reputation for quality, value, performance and reliability.
- **R&D intensive.** More than 20 percent of activity in the sector is dedicated to R&D. With annual R&D and capital investment of more than \$1.7 billion, Canada is an industry leader in aircraft-technology development and applications. Canadian aerospace-manufacturing R&D intensity ranks third among OECD countries.
- **Multiple areas of expertise.** Canada’s key strengths include: commercial and business aircraft, helicopters, aircraft engines, avionics, aerostructures, full-flight simulators and flight-training devices, landing-gear systems, advanced-composites manufacturing, airframe, satellites, robotics and space-based services, and engine and component maintenance, repair and overhaul (MRO).
- **Productivity.** Canada’s aerospace-manufacturing sector has achieved impressive gains in productivity in recent years, with productivity growth of 53 percent between 2002 and 2009. The sector is a leader both in terms of productivity growth and of value-added per employee.
- **Top-Quality Talent.** A top-quality education system turns out some 3,000 aerospace graduates each year. Some 20 universities—most of

them ranked among the world's top 500—along with specialized trade schools, offer advanced degrees or diplomas in aerospace and aerospace engineering at the undergraduate, graduate and PhD levels.

Automotive

- **A major player.** Canada accounts for 16 percent of vehicle production in North America. With more than 1,300 facilities and some of the world's largest producers, annual revenues of \$71 billion and exports of more than \$56 billion, Canada continues to play an important role in the automobile-manufacturing value chain.
- **Ongoing investment.** Annual capital investment in Canada's automotive industry averaged \$3 billion from 2002 to 2011; during the same period, annual R&D investment averaged more than \$455 million. Key R&D areas include alternative fuels, mechanical engineering, engine and transmission design, advanced materials, emissions, biomechanics and vehicle safety.
- **Reputation for manufacturing excellence.** Independent studies consistently rank Canada's auto sector highly for productivity and quality. Canadian assembly plants enjoy a global reputation for exceptional quality and have won one-third of all J.D. Power and Associates awards for plant quality in North America since 1990.
- **Deep talent pools.** Canada's automotive workforce of more than 112,000 people is known for its low turnover rate, and strong work ethic, reliability, quality and productivity. Canada's top-quality educational institutions ensure a continuous supply of qualified graduates in engineering, machining, metalwork, welding, robotics, manufacturing systems and service, as well as tool-and-die making.

Machinery and Equipment

- **A world-class player.** With nearly 8,700 companies and a direct-production labour force of more than 113,000, Canada's machinery-and-equipment industry recorded sales of \$45.9 billion in 2012; exports accounted for 70 percent of all sales. After a lull during the 2008–2009 global slowdown, export sales have resumed their growth—a reflection of Canada's growing reputation for excellence in international markets.
- **International investments.** Canada's machinery-and-equipment-manufacturing sector attracted \$5.8 billion worth of international

investment in 2010, an increase of 75 percent since 2005. Foreign investors are attracted to Canada's skilled workforce and specialization in advanced materials, hybrid technologies and intelligent systems, machinery and plant design.

- **Local opportunities.** The industry also benefits from Canada's wealth of major capital-investment projects in oil and gas, mining, power generation and transportation.

AGRI-FOOD

- **The second largest manufacturing industry in Canada.** Food and beverage processing accounts for 16 percent of the total value of manufacturing shipments (2012). Canada exported \$24.6 billion worth of processed food and beverages to a total of 185 countries. Significant proportions went to the United States, China, Japan, South Korea, Mexico and Russia.
- **At the forefront of the health-food revolution.** Canadian researchers are making breakthroughs in developing and manufacturing healthy ingredients for natural health products and dietary supplements. These include omega-3 fatty acids from marine sources, unsaturated fatty acids from canola oil, soy protein, plant sterols and stanols from vegetable oils, as well as probiotics and fermented beverages. Canada has also introduced new, innovative products to the world such as flax bio-actives, fibre-based probiotics, and berry-based polyphenolic antioxidants.

CHEMICALS AND PLASTICS

Chemicals

- **Critical mass.** With 81,000 workers, Canada's chemical industry is one of the country's largest manufacturing sectors. In 2012, the total value of the industry's shipments was \$46 billion, including \$30 billion worth of exports.
- **Abundance of local feedstock.** Substantial reserves of natural gas provide a readily available source of competitively priced feedstock and enable low-cost production of nitrogen fertilizers as well as ethylene and its derivatives. Large and efficient extracting plants,

modern ethylene crackers and some of the world's biggest derivative plants enable Canada to achieve important economies of scale.

Plastics

- **A large and diversified industry.** With 2012 shipments valued at approximately \$17.9 billion (including exports worth \$7.4 billion), a workforce of 95,000 and more than 2,700 establishments (2010), Canada's plastics sector is a sophisticated, multi-faceted producer of plastics products, machinery and moulds, as well as synthetic resins. The industry is closely integrated with other advanced-manufacturing sectors such as aerospace and automotive.
- **Talent and expertise.** Canada's large pool of highly skilled machinists and technicians represents an important asset. Canadian firms have internationally recognized expertise in high-quality injection moulding, thermoforming machinery and blown-film extrusion systems, as well as extrusion capability for corrugated pipe and other specialized plastic profiles. The industry is well supported by a large cluster of mould-making specialists: of the top ten North American mould makers, six are Canadian companies (2010).
- **Joining the rise of bioplastics.** Canada is a leading global centre for the research and development of processes to produce plastic resins from biomass. Companies capable of using Canada's abundant supply of low-cost alternative feedstock are gaining new ground in this fast-growing market worldwide.

SUSTAINABLE TECHNOLOGIES

Wind, Solar and Other Renewable-Energy Sources

- **Hydroelectricity.** Canada is the world's third-largest producer of hydroelectric energy, with total production of 373 terawatt-hours (2011). Canada's status as a leader in hydropower stems from its longstanding, homegrown technical expertise and abundant supply of fresh water.
- **Wind energy.** Canada's installed wind-energy capacity now exceeds 6.5 GW and supplies about three percent of domestic electricity demand, making it the ninth-largest producer of wind energy in the world. In 2011, new projects added more than 1.27 GW to the country's wind-energy capacity; projects currently under development will soon add a further 1.3 GW.

- **Solar energy.** A solar-energy cluster is emerging in Canada, largely based in Ontario. More than 350 solar companies operate in Canada, including 40 manufacturers of solar photovoltaic (PV) components. As an emerging technology, solar PV is R&D intensive, and Canada houses world-class industry research groups, research institutes and testing facilities dedicated to solar PV technologies. The Canadian solar-energy cluster covers the entire supply chain from raw materials to finished products; it includes system integration as well as specialized parts and components such as solar cells, mounts, inverters and control panels.
- **Ocean energy.** Canada became active in ocean energy in 1984 with the construction of the 20 MW tidal-energy plant on the Bay of Fundy in Nova Scotia. Canada has since developed a strong reputation for tidal-generating stations and related technology and systems.

Bioenergy and Bioproducts

- **Increasing biofuels production.** Production of biofuels is quickly increasing in Canada due to new technologies, an abundance of suitable resources such as corn, wheat, canola and cellulose (wood fibre), as well as supportive government policies. Some 44 ethanol and biodiesel plants already operate in Canada. In Eastern Canada, primary feedstocks are corn for ethanol and animal fats for biodiesel; facilities in Western Canada use wheat for ethanol and canola for biodiesel.
- **Biomaterials.** The development of biomaterials has increased significantly in recent years in Canada. The recent opening of the country's first nano-crystalline cellulose plant indicates that biomaterials are destined to play a significant role in the Canadian bioproducts industry.

INFORMATION AND COMMUNICATIONS TECHNOLOGIES

Digital Media

- **A world-class industry.** The Canadian video-game industry includes more than 350 firms with a workforce of more than 16,000. The strength of the industry is particularly visible in animation and special effects (Canadian companies have contributed to many Oscar-winning productions). Canada also has significant expertise in simtech (simulation technologies), an industry that uses game-like

technologies for training purposes in other sectors, such as aerospace and automotive.

- **Sources of talent.** Canada is home to world-renowned schools such as Screen Industries Research and Training Centre and the George Brown College in Toronto, and the National Animation and Design Centre, the Institute for Computer Graphics Creation and Research, and the National Audio-Visual Institute in Montréal. Other top schools include Simon Fraser University's Centre for Digital Media, and the University of British Columbia, both located in Vancouver; Sheridan, Seneca and Centennial Colleges, located in the Toronto area; the Université de Sherbrooke located in Quebec, and the University of New Brunswick.

Software

- **Enterprise Application Software (EAS).** Canadian firms are leaders in EAS applications for customer-relationship management, digital-content creation, data, project and portfolio management, supply-chain management and web conferencing.
- **Health IT.** Canada's public-funding initiatives help bolster the country's health IT industry. The country spent \$3.6 billion on health IT in 2010. Researchers and entrepreneurs possess an ever-broadening range of expertise: development of applications for electronic health records; creation and deployment of picture archiving and communications systems; creation of state-of-the-art drug-information technology that links physicians and pharmacists; and enhancements to in-home, remote-monitoring, and assessment-support systems for alternative-care facilities.
- **Cyber-security.** Canada's cyber-security sector specializes in cryptography and encryption, mobile authentication, biometrics, surveillance, tracking and sensors. Canada also has three of the world's best laboratories authorized to evaluate and certify security products.

Wireless and Mobile Communications

- **Beyond 3G.** Canada is at the forefront of next-generation network (NGN) technologies for wireless data transfer. The three largest carriers in Canada have all deployed Long Term Evolution (LTE) technology. New mobile-broadband applications made possible by 4G/LTE networks are being developed in Canada, as well as video-on-demand, Internet radio and other wireless-broadband services.

- **Global leader.** Canada's 300 wireless firms are considered global leaders in several areas, such as mesh networks, WiMAX, RFID, UWB, SDR, along with broadband, satellite, and fibre-optic applications. The Canadian telecom-services market was worth an estimated \$43 billion in 2012, with wireless data as the fastest-growing segment. Canada's strengths in Next Generation Networks (NGN), M2M and cloud-computing applications encourage many international companies to invest in the country.
- **Just the beginning.** Global heavyweights have invested in Canada's wireless industry by establishing R&D centres in major Canadian cities. Most of these centres continue to expand, with new projects or additions to campuses dedicated to optical, wideband-CDMA wireless, security and network-access technologies. Canada is also home to leading-edge research into nanomaterials and next-generation power amplifiers. Canada has significant expertise in developing imaging software, multimedia chipsets and RF components for mobile platforms.

LIFE SCIENCES

Biopharmaceuticals

- **Innovation.** Incentives and grants from federal, provincial and local governments help ensure well-funded collaborative R&D. In 2012, four of the top foreign R&D investors in Canada spent a combined total of nearly \$450 million in research activities, ranking them among the top R&D firms in Canada.
- **Industry structure.** Although life-sciences activity is spread across the nation, clusters can be found in several major cities in Ontario, Quebec and British Columbia. In particular, these clusters are situated in regions where universities, research parks and incubators are adjacent to one another. Ontario and Quebec account for most of the industry's activity, with 40,000 employees and more than 300 companies covering the entire spectrum of biopharmaceutical activities. And recent statistics suggest employment in Canada's life sciences manufacturing sub-sector remains stable.

Medical Devices

- **Large, diversified and innovative.** With exports totalling more than \$1.8 billion (2011), more than 1,000 firms and a workforce of 26,000, Canada's medical-devices industry is one of the largest in the world. It produces a wide range of unique and innovative diagnostic and therapeutic products. Some key specialties include medical imaging, dental implants and materials, prosthetics, analytical instruments and advanced materials, as well as assistive devices and home-healthcare products. It is also highly innovative with recent breakthroughs related to HIV diagnosis and monitoring.

SERVICES

Business Services

- **Massive.** The sector generated sales of more than \$60 billion in 2011 and employed nearly 1.3 million people—more than seven percent of the country's total labour force.
- **A preferred destination for complex and high-value-added information-technology and business-process outsourcing.** Canada has significant expertise in business-process outsourcing (BPO), human-resources management, customer-relationship management, knowledge-process outsourcing (KPO), finance and accounting, data mining, application-development labs, business continuity and disaster-planning support.
- **Engineering services.** Engineering is an area of exceptional strength for Canada, which is home to many major international firms. Engineering services employ more than 180,000 Canadians (2011), and generate annual operating revenues in excess of \$22.5 billion (2010). The international success of Canadian companies made the country the world's fifth-largest exporter of engineering-design solutions in 2010. The sector's specialized expertise includes resource extraction, energy, telecommunications, transportation, infrastructure engineering and public-private partnerships.
- **Nearshoring and offshoring.** Canada is a leading provider of BPO and information-technology outsourcing to US firms. Thanks to a large and skilled workforce, and its proximity to—and cultural similarities with—the US, Canada was one of the top three global suppliers of BPO services.

- **Cloud computing: infrastructure as a service.** Canada's competitive cost of electricity provides a key advantage to data-centre and cloud-computing operations. Power rates in Canadian cities such as Montréal and Winnipeg can be significantly lower than those in cities such as Seattle, Dallas, Tel Aviv and Shanghai. And Canada was ranked second for data centres worldwide by the recent Data Centre Risk Index.

Financial Services

- **Emerging global financial centres.** Toronto, Vancouver, Montréal and Calgary are all raising their international profile and rankings as global financial centres (Global Financial Centres Index 2012).
- **A huge domestic market for international financing.** More than \$350 billion worth of private-sector industrial megaprojects (projects worth in excess of \$1 billion each) have already been announced in Canada for the current decade. These projects require extensive international financing.
- **Improved international rankings.** Canada's financial industry enhanced its global reputation for strength, stability and robustness during the 2008 global financial crisis. Since then, all Canadian financial centres have improved their international rankings because of factors such as a supportive business environment, enhanced infrastructure, strengthened market access and low costs relative to other international financial centres, with regional financial incentives helping to further reduce costs. Also, Canada's financial expertise in mining, energy, asset management, wealth management, insurance and banking, as well as financial IT is renowned internationally.
- **Large and solid institutions.** In addition to chartered banks, Canada has a large and financially successful credit-union system, along with major fund managers. With a combined total value of managed assets exceeding \$500 billion, these organizations are significant players on international financial markets.

3

WHICH DOORS CAN WE OPEN FOR YOU?

PRACTICAL INFORMATION

“Almirall, an international pharmaceutical company based in Spain, expanded its global presence in 2012 by establishing a new affiliate in Mississauga, Ontario after having considered other locations. Almirall plans to create over 45 new jobs in Canada. The decision to base its Canadian headquarters was made with the support of the Trade Commissioner Service of Foreign Affairs and International Trade Canada, in Spain and in Canada. [...]”

– Ed Dybka, General Manager, Almirall Canada

Whether your company plans to establish its own operation in Canada, seeks a Canadian partner or wants to gain a Canadian base for access to North American markets, Canada wants to do business...and will assist in taking your business to a new level. Comprehensive, confidential and free of charge, our services for investors include:

- Detailed, sector-specific market intelligence;
- Help in making the right government contacts in Canada;
- Referrals to independent investment professionals such as lawyers, bankers, and accounting firms;

- Help in arranging site selection visits;
- Information and advice on doing business in Canada.

Our global network of investment and trade professionals, operating in more than 150 cities worldwide, is available to assist. Contact information can be found under www.tradecommissioner.gc.ca. To learn more about Canada's investment advantages, please consult the full-length version of *Invest in Canada 2013-2014* or visit: www.investincanada.com.