

INVEST IN CANADA



AN OVERVIEW

2 0 1 2 E D I T I O N



The best country in the world to do business

—Forbes Magazine, October 2011

A leader among the G-7 in low corporate tax rates

—OECD 2011

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 2011

Home to the world's soundest banking system

—World Economic Forum 2011

Number 1 in the G-7 for the quality of its educational system

—World Economic Forum 2011

*A great place to live, with the highest quality of life
in the G-7 and second-highest in the OECD*

—OECD 2011



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Catalogue No. FR5-24/1-2012E-PDF
ISBN 978-1-100-20175-7

This report and related publications are available
on the Web at: www.investincanada.com

Également disponible en français sous le titre:
Investir au Canada. Édition 2012.

All dollars in Canadian currency, unless
otherwise stated.

Sources available upon request.


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 2012* 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 investment in Canada.

The full version of *Invest in Canada 2012* 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.



“We’ve been committed to Canada and investing here for 100 years and our goal is to continue expanding this strong presence for the next 100 years. ...”

Robert Hardt, President and CEO, Siemens Canada

I

BECOME A PART OF

CANADA'S SUCCESS STORY

[INNOVATION X STABLE ENVIRONMENT] = LONG TERM PROFITS

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

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 the years. The result: profits over both the short and long terms.

“Canada is very cost effective for AMD because of the combined advantages that come from its deep talent pools, great IT infrastructure and excellent research incentives.”

Ben Bar-Haim, General Manager, AMD Canada





Outstanding Fundamentals

- **Consistent growth.** From 2008 to 2011, Canada led the G-7 with an average real GDP growth rate of 0.9 percent. Canada is expected to remain among the top G-7 performers through 2017 and to return to a budget surplus by that year or earlier.
- **World's best business climate.** According to Forbes Magazine (October 2011), Canada is the best country in the world to do business.
- **Attractive tax environment and sound public finances.** Canada also has the G-7's lowest net debt-to-GDP ratio. In 2011, the OECD recognized Canada as a leader among G-7 countries for its low corporate taxes. A key factor in Canada's superior economic performance is a decade-long plan to lower corporate income taxes. In January 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.
- **Cost competitive.** Canada also has the lowest business costs in the G-7 for R&D-intensive sectors. Business costs are five percent lower in Canada than in the US, according to KPMG (Competitive Alternatives 2012).
- **Natural resources giant.** Canada has the second-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.

Currently, more than 100 projects valued at \$1 billion or more each, in oil and gas, mining and primary metals have been announced for the 2012–2020 period, complementing a well-established base of large multinational corporations in the resources industries. 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 2011, for the fourth year in a row, the World Economic Forum ranked Canada's banking system as 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; Moody's Investor Service, for instance, ranks Canada's banking system number one in the world for financial strength.
- **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. 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. Since 2009, governments in Canada have invested more than \$30 billion in public infrastructure with the specific goal of stimulating economic growth by improving the movement of goods and people. The Asia-Pacific Gateway and Corridor Initiative is a prime example; infrastructure projects in the Corridor worth a total of more than \$3.5 billion are underway to better connect Canada to 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 US\$16 trillion market, Canada is committed to opening new markets and spurring continued global recovery through free and open trade. In the past five years, Canada concluded free-trade agreements with eight countries; negotiations are underway with 50 other countries and regions, including the European Union and India; and discussions have begun with other countries, such as Japan.

World-class Talent

- **Outstanding education system.** Canada is number one in the G-7 for the quality of its educational system, according to the World Economic Forum (2011). Canada also has the highest proportion of post-secondary graduates among OECD countries.
- **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. Canadians are often called upon to work on projects overseas, due to their strong reputation for delivering projects on time and on budget.

Enjoyable and affordable quality of life

- **Great place to live.** Canada enjoys the highest quality of life in the G-7 and the second-highest among OECD countries, according to the OECD (2011). Canadian cities are safe, a reflection of widespread social stability.

“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*

- **Top place for expats.** Canada's quality of life provides a significant advantage for international investors when it comes to relocating top talent. Canada placed second for overall lifestyle experience in HSBC's 2012 survey of expatriates.
- **Affordability.** Canada has the third-lowest cost-of-living index among G-7 countries.

Redefining Innovation

- **Canada's R&D outcomes.** Thanks to Canada's efficient innovation system and clusters, Canadian companies are actively involved in the emergence of next-generation products, be it the electric car, the paper phone, wood-based jet fuel, simulation technologies or new chemicals and plastics that will shape tomorrow's bio-economy.
- **A recipe for innovation.** Canada is in fact the world's leading country in terms of its integrated approach to driving economic growth through innovation, based on recent research (2012) 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.

"We have had a tremendous experience in Canada, having found great capabilities in R&D, engineering, processor development and software development. This has helped us grow from a company with \$52 million in Canadian revenues in 1994 to \$2 billion today."

*Robert Lloyd, Executive Vice-President, Cisco,
speaking at the Focus on Canada Financial Times Series,
San Francisco, January 18, 2012*

II

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.

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 2012* includes many innovation success stories based on technological and commercial breakthroughs.



ADVANCED MANUFACTURING

Aerospace

- **Export-oriented.** With exports accounting for 80 percent of the industry's annual revenues of more than \$21 billion, Canada's aerospace producers have earned an outstanding worldwide reputation for quality, value, performance and reliability.
- **R&D intensive.** Since 2002, aerospace R&D investment has grown by 46 percent, reaching \$1.5 billion in 2010.
- **Multiple areas of expertise.** Canadian aerospace firms are suppliers of choice for a broad spectrum of products and services, including regional and corporate aircraft, avionics, commercial helicopters, aircraft engines, flight simulation, landing gears and space systems. Companies in Canada are also globally competitive suppliers of airframe and wing structural assemblies, power conversion and distribution systems, integrated electronic controls, environmental conditioning systems, air traffic control and management systems, aviation communications systems, as well as aircraft maintenance, repair and overhaul services.
- **Productivity.** Canada's aerospace manufacturing sector has achieved impressive gains in productivity in recent years. In fact, from 2000 to 2009 the sector's productivity growth was four times the average among Canadian manufacturers and was also larger than that recorded by the US aerospace industry.
- **Top-Quality Talent.** A top-quality education system turns out some 3,000 aerospace graduates each year. Some 20 universities (including four in the Montréal and Toronto areas), along with several specialized trade schools, offer advanced degrees in aerospace and aerospace engineering at the undergraduate, graduate and PhD levels.



Three members of the Bombardier Aerospace Global Family, International Paris Air Show 2011.
Source: www.aviationnews.eu/2011/06/12/

Automotive

- **A major player.** Canada accounts for 16 percent of vehicle production in North America. With more than 1,300 companies (including some of the world's largest producers), annual revenues of \$71 billion and exports of more than \$53 billion, Canada continues to play an important role in the automobile manufacturing value chain.
- **On-going 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 \$460 million. Key R&D areas include electric vehicles, 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 111,000 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 \$44.8 billion in 2011; exports accounted for 68 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 largest manufacturing industry in Canada.** Food processing accounts for 17 percent of the total value of manufacturing shipments (2010). Canada exported \$21 billion worth of processed food and beverage to a total of 180 countries. Significant proportions went to the United States, China, Japan, and Mexico.
- **A world-leader for grain products and oilseed processing.** According to the FAO (2010), Canada ranks in the top three countries in the world for production for lentils, peas, linseed, mustard seed, oats and rapeseed. Canadian export commodities such as wheat flour, semolina and other milled-grain products are of a very high quality, given Canada's world-class and effective system of food-quality and safety policies.
- **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.



Exploring the genetic blueprint of canola
Photo courtesy of National Research Council Canada

CHEMICALS AND PLASTICS

Chemicals

- **Critical mass.** With 77,670 workers and 2,700 establishments, Canada's chemical industry is one of the country's largest manufacturing sectors. In 2010, the total value of the industry's shipments was \$44 billion, including \$28 billion in 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 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.
- **Strong recovery and profits.** Industrial chemicals recovered strongly in 2011. Total sales reached \$25 billion, an 18 percent increase over 2010, leading to operating profits of \$3.9 billion, up 61 percent from 2010. Canada's competitive operating costs, along with increases in commodity prices, contributed directly to profitability. Indeed, according to KPMG (Competitive Alternatives, 2012), Canada recorded the third-lowest cost of business in the chemicals sector among established industrialized countries.

Plastics

- **A large and diversified industry.** With 2010 shipments valued at approximately \$17.6 billion (including exports worth \$6.7 billion), a workforce of 76,000 and more than 2,400 establishments, 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, automotive, medical devices and telecommunications.
- **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 in 2010, six are Canadian companies.
- **Joining the rise of bioplastics and biorubbers.** Canada is a leading global centre for the research and development of processes to produce plastic resins from biomass. Companies able to access Canada's abundant supply of low-cost alternative feedstock continue to gain ground in this fast-growing market worldwide.

CLEAN TECHNOLOGIES

Wind, Solar and Other Renewable-Energy Sources

- **Hydroelectricity.** Canada is the world's second-largest producer of hydroelectric energy, with total production of 348 terawatt-hours (2010). Canada's status as a leader in hydropower stems from its longstanding, homegrown technical expertise.
- **Wind energy.** Canada's installed wind-energy capacity now exceeds 5.2 GW and supplies more than two percent of domestic electricity demand. In 2011, new projects added more than 1.2 GW to the country's wind-energy capacity; projects currently under development will soon add a further 1.5 GW.
- **Solar energy.** The Canadian solar energy cluster, with a strong presence in Ontario, covers the entire supply chain from raw materials (e.g. high-purity polysilicon) to finished products; it includes system integration as well as specialized parts and components such as solar cells, mounts, inverters and control panels. Ontario's research community is involved in the full range of technologies: thin films, spectroscopy, power distribution and generation, radiation modeling, photovoltaics (PV) energy conversion and silicon refinement, along with system design.
- **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. More than 30 ethanol and biodiesel plants already operate in Canada, with another eight at the proposal phase. 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 videogame industry includes more than 350 firms with a workforce of approximately 16,000 (compared to approximately 32,000 in the United States). The strength of the industry is particularly visible in the video-game sector and related activities, such as 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.
- **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).** Canada is well positioned to tap into the global EAS market. Gartner Group, a leading IT research firm, estimates that the North American EAS market will experience consistent growth through 2014, when its total value will exceed \$143.6 billion. And Canada has ready access to the US, the world's largest IT market. 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 has committed up to \$12 billion in capital investment over the next 10 years as part of the country's plan to advance its health infrastructure. 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. LTE technology is already available to mobile users in Canada's major cities and its deployment across the country will accelerate during 2012. 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 strong, long-term potential of the Canadian market encourages the country's telecommunications companies to invest more than \$1 billion each year to improve wireless services and efficiency.
- **Attractive market.** The companies are attracted by Canada's highly educated and experienced workforce, competitive labour costs, world-class R&D and favourable tax rates and benefits, along with a savvy and fast-growing consumer market. Indeed, Canadian consumers will spend some \$6 billion on mobile devices in 2012 and by the end of that year, the number of smart phones in the country is expected to equal that of portable laptop and tablet computers.
- **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.

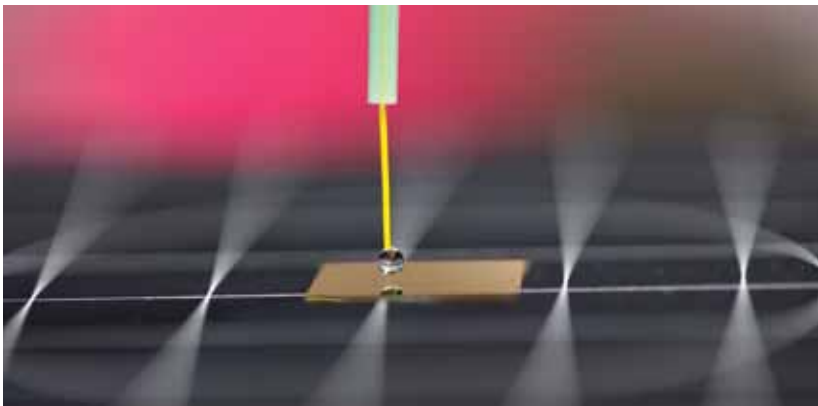
LIFE SCIENCES

Biopharmaceuticals

- **Innovation.** Incentives and grants from federal, provincial and local governments help ensure well-funded collaborative R&D. Three of the top foreign R&D investors in Canada spent a combined total of nearly \$300 million in research activities in 2010 and rank among the top R&D firms in Canada.
- **Industry structure.** Although life-sciences activity is spread across the nation, clusters can be found in major cities in Ontario, Quebec and British Columbia, particularly 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 whole spectrum of biopharmaceutical activities, from brand-name and generic pharma combined (24,000 employees), biotech (close to 5,000) as well as contract manufacturing (4,000) and research (more than 7,000).

Medical Devices

- **Large, diversified and innovative.** With exports totalling more than \$2.3 billion (2011), more than 1,000 firms and a workforce of 25,500, 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 breakthrough related to HIV diagnosis and monitoring.



Contact angle goniometer measuring the angle of a liquid on a surface at the NRCC's Institute for Health and Nutrisciences in Charlottetown, Prince Edward Island. Photo courtesy of National Research Council Canada (NRCC)

SERVICES

Business Services

- **Massive.** The sector generated sales of more than \$60 billion in 2010 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 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 100,000 Canadians, and generate annual operating revenues in excess of \$22.5 billion (2010). In 2010, Canadian companies were the fifth-largest exporter of engineering-design solutions among the world's top engineering-design companies. 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 business-process outsourcing (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 has become a major player on the world stage as a provider of BPO services. Canada also offers significant time-zone advantages over outsourcing firms based in Southern Asia and the Far East.



Canada has been the world's largest provider of BPO services since the mid-2000s. Photo courtesy of National Research Council Canada

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 2011).
- **A huge domestic market for international financing.** For instance, more than \$300 billion worth of mega-capital (in excess of \$1 billion each), private-sector industrial projects have already been announced in Canada for the current decade (2010–2020).
- **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 centers 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, its 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 \$469 billion, these organizations are significant players on international financial markets.



Downtown Calgary, viewed from Prince's Island

III

CANADA TAKES CARE OF BUSINESS

PRACTICAL INFORMATION

“There are countries with comparable economic characteristics to Canada, but with a lot less friendly environment. In our dealings with the Canadian government, various parts of the government, with the business people, we feel that it’s a lot more congenial to our investments.”

Gao Xiqing, President, China Investment Corporation

Whether a 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 we take care of business. 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 2012* or visit: www.investincanada.com.