



INVEST IN / INVESTIR AU **CANADA**

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Doing Business in Canada

Discover Global Markets
Minneapolis, MN
November 17-18, 2014

Paul Hansen
Trade Commissioner
Consulate General of Canada in Minneapolis



Government
of Canada

Gouvernement
du Canada

Canada



The Canadian Trade Commissioner Service (TCS)

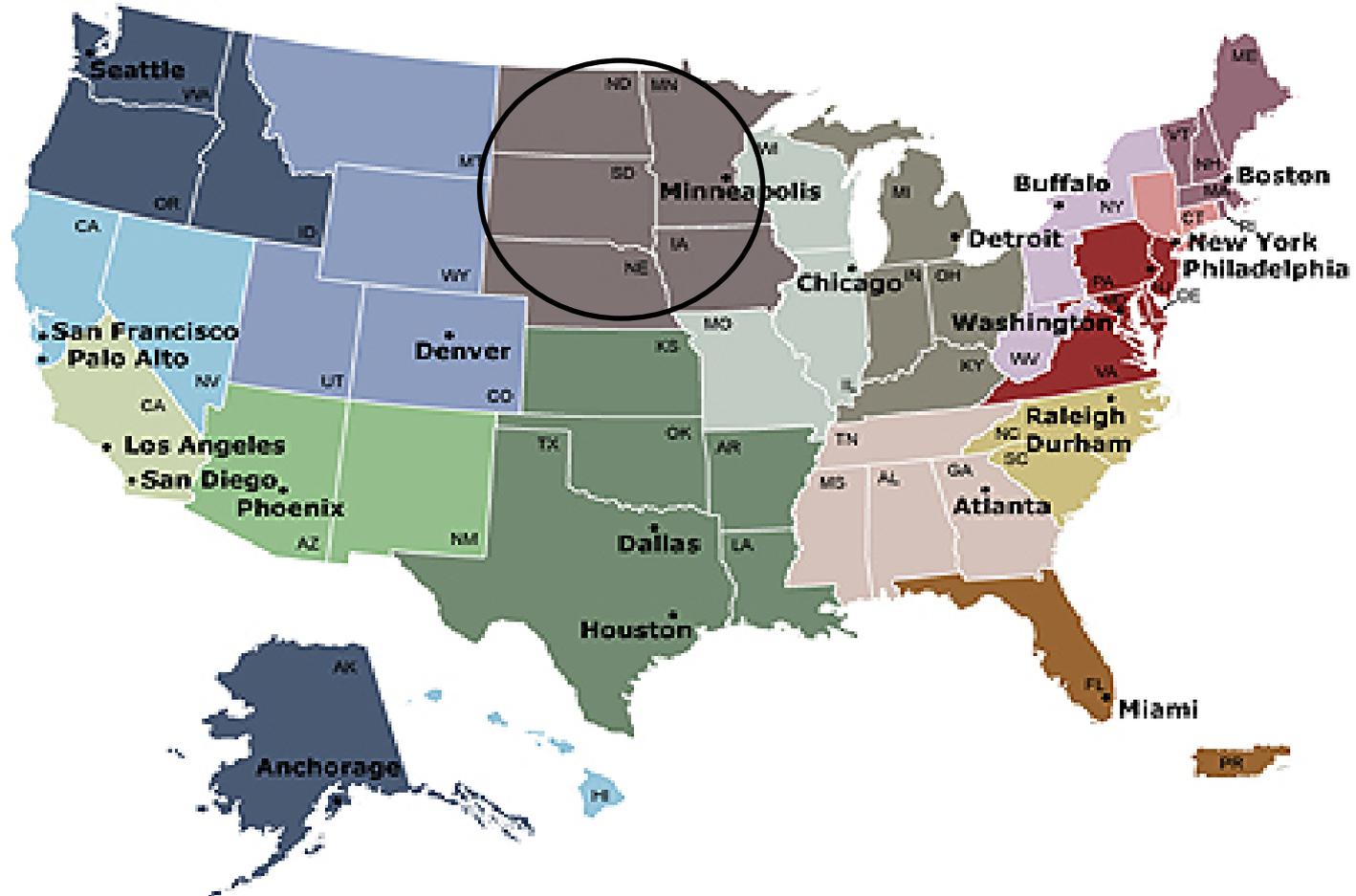
Canada's most comprehensive network of international trade professionals.

Located in

- more than 170 cities worldwide, and
- 5 offices across Canada.



Our Network in the United States





Our Services

Export Promotion

- Help Canadian companies sell their goods or services in our territory

Investment Attraction

- Bring new US companies to Canada
- Help Canadian companies set up shop in the US
- Retain/expand existing investments
- R&D in Canada

Innovation

- Technology licensing
- Attract Venture Capital
- R&D Partnerships

Trade Policy

- Market Access
- Advocacy
- Border
- Regulation





Opportunities

Make Canada one of your first stops as you discover global markets, a source for:

- New Markets
- New Customers
- New Products
- New Partners



Key Strengths

- Diversified, export-oriented and innovative
- Networks of world-class researchers
- Active in the areas of biotechnology, advanced materials, aerospace, microelectronics, telecommunications, software and informatics .



Value Propositions

Detailed market information is available for these Life Science sub-sectors.

- Bio Products
- Bio Pharmaceuticals
- Functional Foods & Natural Health Products
- Medical Devices
- Health IT



Research & Innovation

Consider collaborating with the many institutions in Canada with cutting edge technologies:

- National Research Council (NRC)
- Universities
- SR & ED Tax Credits
- Clinical Trials

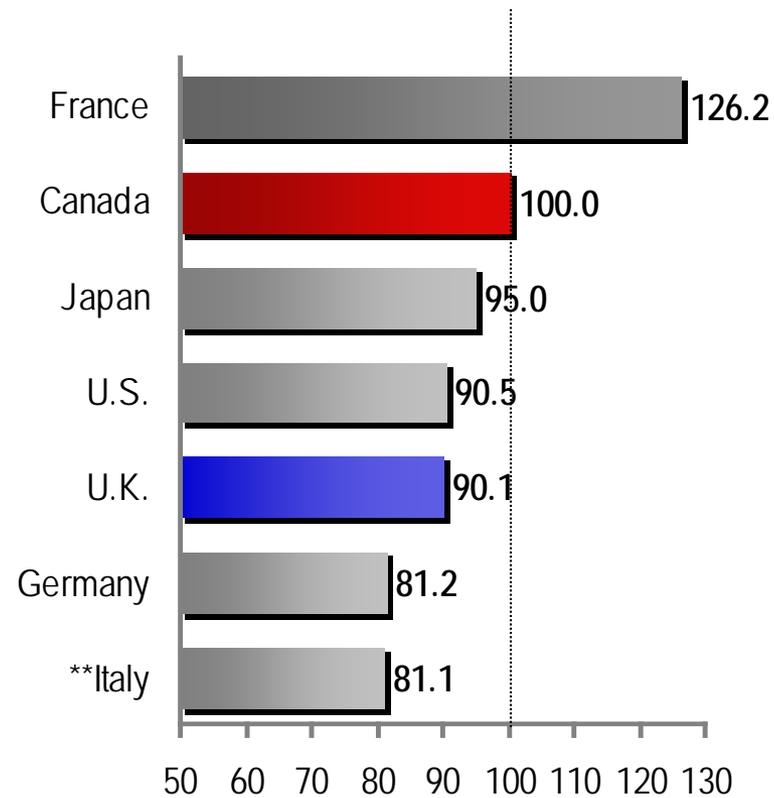


Canada Benefits by Having One of the Best R&D Tax Treatments in the G-7

- Canada currently offers one of the most favorable tax treatments for R&D among the G-7.
 - Canada provides a system of tax credits and accelerated tax deductions for a wide-variety of R&D expenditures.
 - Eligible costs include: salaries, overhead, capital equipment, and materials.
- These tax-based treatments permit firms to significantly reduce R&D costs through direct investment or sub-contracting in Canada.

Relative Generosity of R&D Tax Treatments*

(Index: Canada = 100.0)



Source: Warda, Jacek, *Assessing changes to SR&ED and related policy instruments on Canada's competitiveness for Foreign Direct Investment*: November 22, 2013.

Note: Relative generosity is determined by dividing the after tax cost of performing \$1.00 of R&D by 1 less the corporate tax rate.

Results are indexed to the relative generosity of Canada's system of tax-based support for R&D. The higher the ratio the more competitive the tax system.

* Calculations based on large firms, ** Pending new legislation proposal.



Partner

- Access
 - Canadian companies actively seeking to enter the US market.
- Commercialization
 - partnerships between US and Canadian companies
 - US and Canadian researchers



Other Tools

Take Advantage of:

- Canada's Global Trade Agreements
- Export Development Canada
- Trade Commissioner Service Global Network



Resources

- Step-by-step guide to importing commercial goods
 - <http://www.cbsa-asfc.gc.ca/import/guide-eng.html>
- Health Canada - Medical Device Bureau
 - <http://www.hc-sc.gc.ca/dhp-mps/md-im/index-eng.php>
- Health Canada - Import Compliance
 - <http://www.hc-sc.gc.ca/dhp-mps/compli-conform/import-export/index-eng.php>
- Health Canada - Med Device licence guide
 - <http://www.hc-sc.gc.ca/dhp-mps/md-im/applic-demande/guide-ld/index-eng.php>



Resources (cont.)

- MEDEC
 - <http://www.medec.org/en>
- GST/HST on imported goods
 - <http://www.cra-arc.gc.ca/tx/bsnss/tpcs/gst-tps/gnrl/txbl/mprtsxprts/mprtdgds-eng.html>
- CBSA Memorandum on Importation of Health Products
 - <http://www.cbsa-asfc.gc.ca/publications/dm-md/d19/d19-9-1-eng.html>
- Trade Commissioner Services – Life Sciences
 - <http://www.tradecommissioner.gc.ca/eng/sector-info.jsp?nid=515>
- Industry Canada – Life Sciences Industries
 - <https://www.ic.gc.ca/eic/site/lsg-pdsv.nsf/eng/home>



Contact

Consulate General of Canada – Minneapolis

701 Fourth Avenue South, Suite 900
Minneapolis, MN

Paul Hansen
Trade Commissioner
(612) 492-2916

Paul.Hansen@international.gc.ca
<http://www.trade commissioner.gc.ca>

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Eng: @CanCGMPLS
Fr: @CGCanMPLS