

Canada

THE CANADIAN TRADE COMMISSIONER SERVICE
LE SERVICE DES DÉLÉGUÉS COMMERCIAUX DU CANADA

The Canadian Advantage

Canada - Australia - New Zealand
Showcase

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by
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Overview

- Brief history, overview of Canada
- Current commercial relationship
- Canada's biotechnology industry
- Investment and business
- Research, development and innovation
- Summary and conclusion





Premise

- *“...international partnering will be crucial...to successfully transfer...technology to the global marketplace.”*
- *“With a few notable exceptions, international collaboration is limited, and a more commercially-focused international partnering is something we need.”*

Dr. Ian Edwards, July 26, 2005





Historical Context

- Canada's first trade commissioner to Australia in 1895
- Canada Trade Commission, Auckland, 1939
- Similar economic, business, legal frameworks
- Shared values, traditions, cultures





Canada Overview

- Geography – 2nd largest, 10 prov., 3 terr.
- 32.5 million people, \$US 1.26 trillion GDP
- NAFTA market of \$10+ trillion, 435m people
- US – 86% of exports, 40% of GDP, \$704b / yr
- Strong ties to Europe, growing with Pacific
- Successful economic / fiscal record





Trade & Investment

- **Canada & Australia**
 - Canadian imports \$1.6 billion, exports \$1.5 billion
 - Canadian agricultural trade \$171m exports, \$463m imports
 - Investment; Canada \$8.9 billion, Australia \$1.9 billion
- **Canada & New Zealand**
 - Canadian imports \$561m, Cdn exports \$326m
 - Canadian agricultural trade \$46m exports, \$395m imports
 - Investment; Canada in NZ \$825m, NZ in Canada \$48m





Canadian Biotech 2004-05

- 2nd largest in world, 496 firms, 11,931 emp.
- \$3.8 bln sales, \$1.5 bln R&D, \$882m exports
- Provincial strengths and clusters
- National programs / policies / support





Canada's Ag-bio sector

- Agricultural 17%, Food processing 13%,
- Environmental /Resources / Aquaculture 15%
- Saskatoon – agricultural biotechnology
- Guelph – food pathogens, functional foods
- St. Hyacinthe – food processing, bio-ingredients





Investment

- KPMG *Competitive Alternatives*, March 2006
- Lowest cost of business in G7
- Most generous R&D tax incentives in G7
- Lowest overall labour costs in G7
- Lowest cost of business in biotechnology, medical, pharmaceutical, clinical trials.





Research & Development

- \$746m federal S&T for biotech 2003-04
- \$1.6 bln core funding to 3 granting councils
- Federal Scientific Research & Experimental Development Program (SR&ED)
- Industrial Research Assistance Program





R&D Organizations

- Canadian Biotechnology Strategy
- Canadian Institute of Health Research
- Genome Canada
- National Research Council
- Natural Sciences and Engineering Research Council
- Networks of Centres of Excellence
- Canada Foundation for Innovation
- Canada Research Chairs





Why Canada ?

- Most cost competitive against G7 and others
- Stellar economic and fiscal record
- Strong government support
- Superior standard of living
- Strategic gateway to global markets
- Home to innovation





Summary

- Long commercial history, shared values
- Strong Canadian industry with gov't support
- World class science, R&D, innovation
- Access to North America and world
- Global competitive advantage
- A great place to live and work





Conclusion

- Canada, Australia and New Zealand share:
 - Similar challenges/opportunities (domestic, global)
 - Natural strengths - crop science, animal science, forestry, etc.
 - Positions as gateways to major markets
 - Values and traditions
- We will benefit by increasing investment, trade, collaboration, partnering.





Thank you - merci

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