



Benefits for Lower Mainland British Columbia

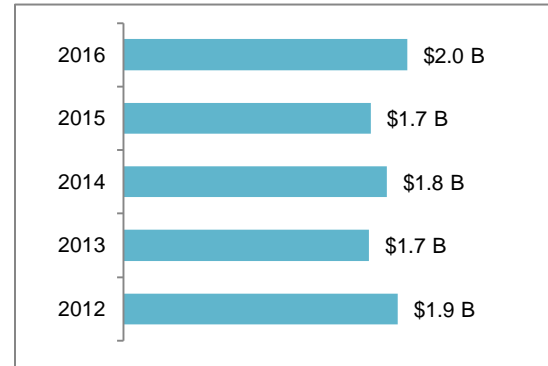
What is CETA?

- The Comprehensive Economic and Trade Agreement (CETA) is a free trade agreement between Canada and the European Union, covering virtually all sectors and aspects of Canada-EU trade.
 - Prior to CETA's provisional application, only 25 percent of EU tariff lines on Canadian goods were duty-free.
 - Following CETA's provisional application, the EU removed tariffs on 98 percent of its tariff lines.
 - After seven years, the EU will have eliminated tariffs on 99 percent of its tariff lines.
- For service providers, CETA grants the best market access that the EU has ever provided in a free trade agreement.
- CETA helps create middle-class jobs, strengthen economic relations with the EU, and boost Canada's trade with the world's second-largest market with over 500 million consumers and a \$22 trillion GDP.

Benefits for Lower Mainland Companies:

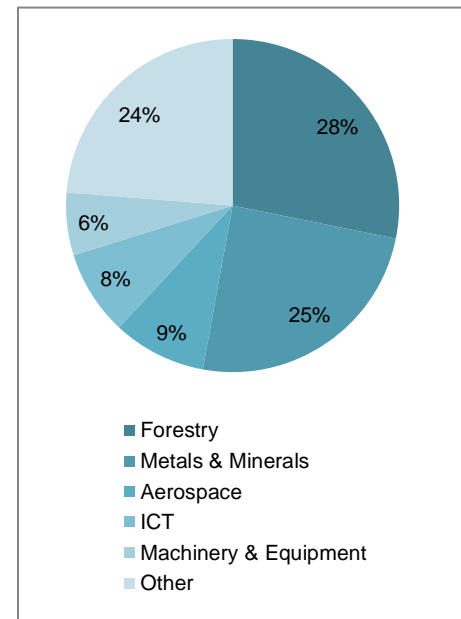
- Under CETA, 98 percent of EU tariff lines are immediately duty free for Lower Mainland's goods, including for **medical devices**, and **information and communications technology (ICT) products**.
- Improved access to the EU for Lower Mainland service suppliers in areas such as **environmental services, ICT services, engineering services, and research and development services**.
- Enhanced labour mobility for business-related travel.
- Ability to bid on procurement contracts at all levels of EU government.
- Greater certainty, transparency, and protection for investments.

Merchandise Exports from British Columbia to the EU (2012 – 2016)



Source: Statistics Canada

Principal Merchandise Exports from British Columbia to the EU (2016)



Source: Statistics Canada

To learn more about CETA, visit our website: www.international.gc.ca/CETA

The Canadian Trade Commissioner Service provides expert advice and key contacts for exporters, partners and investors.
Contact a Trade Commissioner today: tradecommissioner.gc.ca

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Benefits for Lower Mainland British Columbia

Advanced Manufacturing

- CETA makes goods manufactured by Lower Mainland companies more competitive in the EU market by eliminating tariffs on a wide range of products, including:

| | Pre-CETA tariffs | Under CETA |
|--------------------------------|------------------|------------|
| medical devices | up to 8% | 0% |
| ICT products | up to 4% | 0% |
| machinery and equipment | up to 8% | 0% |

- Lower Mainland exporters will be able to have certain goods (such as electrical equipment and machinery and parts) tested to EU standards by a certification body in Canada, and the results of the tests will be recognized by the EU, thereby avoiding testing duplication and reducing costs.

Information and Communications Technology (ICT) Services

- The EU market holds significant potential for Lower Mainland ICT companies.
- Businesses that provide services related to **technical testing and analysis, data processing, communication, and software implementation** can now compete on an equal footing as EU service suppliers and receive better treatment than most of their non-EU competitors.
- CETA's labour mobility provisions make it easier for professionals in the ICT sector to conduct business and work temporarily in the EU.
- In the area of e-commerce, CETA includes a permanent moratorium on customs duties, fees, or charges for digital products transmitted between Canada and the EU.
- Enhanced access to EU government procurement also provides opportunities for Lower Mainland businesses in a broad range of ICT services, including: **technical testing and analysis, data processing, maintenance and repair, and software consulting, design and implementation.**
- For procurement opportunities, suppliers can access tender notices for all CETA-covered procurements using the Tenders Electronic Daily portal (TED, at ted.europa.eu).

Innovation

- In CETA, Canada and the EU have agreed to strengthen cooperation in science, technology, and research and innovation.
- Lower Mainland service suppliers in a wide range high-tech fields, including in **environmental services, engineering services, technical testing and analysis services, and research and development services**, benefit from better access to the EU market.
- Of interest to Lower Mainland's fast-growing clean-tech sector, CETA open ups access to procurement by European public utilities in the areas of drinking water, electricity, gas, and heat and offers new opportunities for companies providing environmental services.
- CETA encourages enhanced cooperation at all levels of government, including promoting private sector investments in science and technology development, and fostering partnerships between Canadian and EU universities, research centers, and civil society.
- Under CETA, new intellectual property protections for innovators also make Canada a more attractive environment for EU companies investing in life sciences.