



Benefits for Northern Ontario

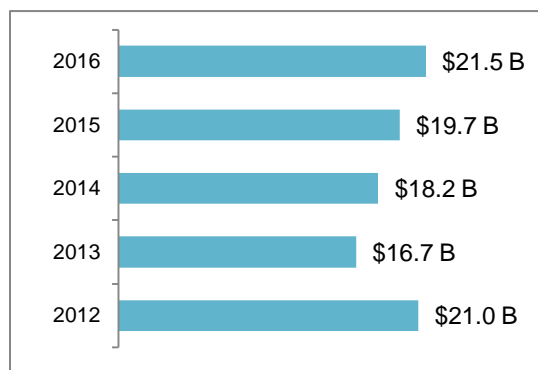
What is CETA?

- 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.
 - Seven years later, 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 Northern Ontario Companies:

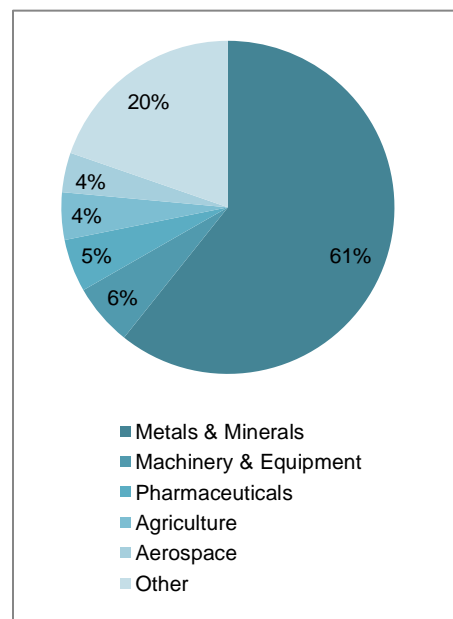
- Under CETA, 98 percent of EU tariff lines are immediately duty free for Northern Ontario goods, including for **wood, pulp and paper**, and **metals and minerals**.
- Improved access to the EU for Northern Ontario service suppliers in areas such as **mining advisory services, engineering services**, and **forest management 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 Ontario to the EU (2012 – 2016)



Source: Statistics Canada

Principal Merchandise Exports from Ontario 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 Northern Ontario

Metals, Minerals & Mining

- The EU is the world's largest importer of metals and minerals and its consumption has grown rapidly over the past decade.
- Under CETA, Northern Ontario metals and minerals and mining equipment enjoy duty-free, quota-free market access to the EU, including:

	Pre-CETA EU tariffs	Under CETA
nickel	up to 3.3%	0%
copper	up to 5.2%	0%
zinc	up to 5.0%	0%
tungsten, tin, titanium, zirconium, cobalt	up to 9%	0%
mining equipment	up to 2.7%	0%

- Northern Ontario's mining industry benefits from preferential access to provide technical and advisory services in the EU. Service providers from Northern Ontario can compete on equal footing with EU service providers and receive better treatment than most of their non-EU competitors.
- CETA's temporary entry provisions make it easier for professionals in the mining sector to conduct business in the EU, for example, to attend meetings, negotiate sales, and provide engineering and technical consulting services.
- CETA spurs investment by providing Canadian and EU investors in the mining industry with greater certainty, transparency, and protection for their investments.

Forestry

- CETA opens up new opportunities for Northern Ontario forestry exporters to expand their presence in the EU, which imports \$48 billion in forestry products annually.
- CETA helps make Northern Ontario's forestry exports more competitive in the EU market by eliminating tariffs on all Canadian forestry products, including:

	Pre-CETA EU tariffs	Under CETA
fiberboard	7%	0%
maple wood	up to 2.5%	0%
plywood	7% to 10%	0%
oriented strand board	7%	0%

- Under CETA, Northern Ontario service suppliers benefit from open markets to provide technical expertise in a wide range of areas, including: **wood lot management, mapping, surveying, re-forestation, timber evaluation, forest damage assessment, and logging-related services.**
- CETA improves labour mobility for business-related travel for Northern Ontario's forestry sector to facilitate companies' abilities to provide forestry-related services abroad.
- CETA could provide new access to the EU procurement market, valued at \$3.3 trillion annually, in a broad range of forestry services of interest to Northern Ontario, including: **supply chain analysis and optimization, forest resources inventory and remote sensing, mapping and data processing, forest management and operation logistics, turn-key plant set-up and modernization, and manufacturing management and control.**
- For procurement opportunities, suppliers can access tender notices for all CETA-covered procurements using the Tenders Electronic Daily portal (TED, at ted.europa.eu).