OVERVIEW OF COMPREHENSIVE ECONOMIC TRADE AGREEMENT (CETA) BETWEEN CANADA AND EU

BUSINESS SWEDEN CANADA

March 2016
Toronto, Canada
AGENDA

Introduction

- Intro to CETA
  - Direct Trade Facilitation
  - Harmonisation and adaptation of standards and legislations
- Opportunities and Challenges
- Highlighted Industries
- Business Sweden Toronto
Canada’s population of 35 million is spread across ten provinces and three territories.

- With six time zones, Canada is the second largest country in the world.
- 86% of Canada’s population is concentrated in four provinces (Ontario, Quebec, Alberta, British Columbia).
  - Provinces have more decision making abilities than federal governments, leading to differences in doing business in each province.
- Approx. 75% of the population lives within 160 kilometers of the U.S. border.
- Seniors are Canada’s fastest growing age group, with the 2011 median age being 40 years.
- 20.6% of Canada’s population is foreign-born, the highest proportion among the G8 countries.

Canada is a demographically diverse and a geographically vast market.

Source: Statistics Canada, Employment and Social Development Canada, National Geographic, Government of Canada.
The EU is Canada’s second largest trading partner in goods

- The value of trade was €59.1 billion in 2014
- Agricultural products has seen the largest relative increase of the categories while fuels and mining products is the only category that has decreased since 2011

EU-Canada Trade in Goods

EU-Canada Trade in Goods by Industry

EU exports of good has remained stable in the past five years

Source: European Commission
MACHINERY AND TRANSPORT EQUIPMENT IS SWEDEN’S LARGEST PRODUCT EXPORT CATEGORY TO CANADA

- Sweden stands for about 4% of the EU’s total product export to Canada.
- Machinery and Pharmaceuticals are Sweden’s largest export categories, followed by electronics and parts for motor vehicles.
- Compared to the EU, Sweden’s export of Agricultural products to Canada is relatively small.

Sweden’s Top Product Exports to Canada

EU Product Exports to Canada

MACHINERY AND EQUIPMENT STANDS FOR MORE THAN 29% OF SWEDEN’S TOTAL PRODUCT EXPORTS

SOURCE: EUROPEAN COMMISSION, PARLIAMENT OF CANADA
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CETA AGREEMENT OPENS DOORS FOR EU COMPANIES
AIMS TO ELIMINATE OVER 99% OF TARIFFS BETWEEN CANADA AND THE EU

The CETA Agreement

The Comprehensive Economic and Trade Agreement (CETA) between Europe and Canada is expected to create sizeable new market opportunities. In addition to a reduction in tariffs, the agreement is set to:

- Harmonize product standard and regulations
- Encourage foreign direct investment
- Allow service providers market access
- Streamline recognition of professional qualifications
- Enhance temporary entry provisions

Canada
- Canada exported $59 billion in goods and services to the EU in 2012

European Union
- The EU exported $71 billion in goods and services to Canada in 2012

- October 2008: EU-Canada joint study explored the benefits of a Free Trade Agreement
- May 2009: Negotiations are launched for a Comprehensive Economic and Trade Agreement
- October 2013: CETA Agreement formally signed
- Early 2017: Estimation of when CETA Agreement is expected to come into effect

SOURCE: EUROPEAN TRADE COMMISSION, GOVERNMENT OF CANADA
THERE ARE 13 KEY AREAS NEGOTIATED IN CETA
AREAS CAN BE DIVIDED INTO 2 MAIN CATEGORIES OF BENEFITS

KEY GOALS TO FACILITATE TRADE

- The overall goal of the CETA is to facilitate trade between the two parties and this is done by both direct and indirect trade facilitation.
- By removing tariffs and lowering technical barriers of trade the actual process of exporting or importing will be facilitated.
- By harmonizing and cooperating in a joint set of standards, procedures, rules and regulations, European exporters will have an easier time understanding exporting to Canada.
- Reduce the risk of discriminatory actions against exporting companies from both parties (countries).
- Make the intra-company transfers between the two countries easier.

CHAPTERS OF CETA NEGOTIATION

DIRECT TRADE FACILITATION

1. Trade in goods: Tariffs
2. Trade in goods: Other Key elements
3. Technical Barriers of Trade
4. Customs and Trade facilitation
5. Rules of Origin (RoO)

HARMONISATION AND ADOPTION OF STANDARDS AND LEGISLATIONS

6. Trade and Sustainable Development
7. Sanitary and Phytosanitary Rules (SPS)
8. Services and investments
9. Investment protection and Investor-state-dispute settlement
10. Government Procurement
11. Intellectual Property Rights
12. Geographical Indications

EU-CANADA TRADE WILL BE FACILITATED BY BOTH REDUCED COSTS AND THE IMPLEMENTATION OF A JOINT FRAMEWORK FOR TRADE

SOURCE: EUROPEAN TRADE COMMISSION, GOVERNMENT OF CANADA
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98.6% of tariff lines will be removed upon implementation
The remaining 1.4% will be implemented over a transitional period

**GENERAL OVERVIEW**
- CETA will facilitate trade by:
  - Removing customs duties
  - Giving access to public contracts
  - Open-up of services market
  - Offer predictable conditions for investors
  - Help prevent illegal copying of EU innovations and traditional products

**PREDICTIONS**
- The EU-Canada Trade Sustainability Impact Assessment (SIA) predicts the agreement will boost EU-export to Canada with 24.3% and result in an expected €17 billion increase for Europe's GDP

**Immediate tariff reductions upon implementation**

The CETA is both wider and deeper in scope than the NAFTA, and has a greater impact on both EU and Canada

Source: European Trade Commission, Government of Canada
THE LIBERALIZATION OF TRADE IN GOODS WILL HAVE A LARGE IMPACT ON EU EXPORTERS

KEY STATEMENTS REGARDING TARIFFS

- EU and Canada agree to remove the tariffs either immediately or to progressively liberalize trade in goods over a transitional period.
- EU and Canada may consult to consider accelerating and broadening the scope of the elimination of customs duties.
- There will be no customs duty to a good, regardless of its origin, imported temporarily from the territory of the other region for repair or alteration.

HIGHLIGHTED INDUSTRIES

<table>
<thead>
<tr>
<th>Industrial Products</th>
<th>100 % of all industrial products will be duty-free of which 99.6% upon entry into force for Canada and 99.4% for the EU</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fisheries</td>
<td>Both sides will fully eliminate the tariffs for all fisheries products.</td>
</tr>
<tr>
<td>Agriculture</td>
<td>Canada will eliminate duties for 90.9% of all agricultural tariff lines upon entry into force. Processed agricultural products (including wines and spirits) will have their duties removed (previously between 10-25%).</td>
</tr>
<tr>
<td>Excluded Products / Tariff Rate Quotas (TRQ)</td>
<td>Beef, dairy, pork are some examples of zero duty products with a limited TRQ. EU dairy exports to Canada are still estimated to increase by 128% thanks to the increased TRQ.</td>
</tr>
</tbody>
</table>

THE REDUCTION OF TARIFF COSTS WILL SAVES MILLIONS FOR EU EXPORTERS TO CANADA

SOURCE: EUROPEAN TRADE COMMISSION, GOVERNMENT OF CANADA
CETA WILL SIMPLIFY IMPORT/EXPORT PROCESSES AND MERGE RULES OF ORIGIN STANDARDS TO EU

**TRANSPARENCY AND COOPERATION**

- Reduction of Technical Barriers of Trade and harmonization of the Rules of Origin regulations results in a market more easily navigated by European companies
  - Certifications approved in the EU can now also be accepted in Canada
  - With a harmonized system, the number of different certifications required to export will be lowered
- Improved transparency both in customs procedures and technical regulations
- Certain bodies within the EU will now be able to perform testing and to certify products for the Canadian market, which will especially benefit SMEs

**HIGHLIGHTED ASPECTS**

- Rules of origin will be based – to the extent possible – on the standard EU rules
- For cars, textiles, fish and some agricultural products there will be a compromise in the form of rules of origin derogations for a limited quantity of exports
- For textiles, Canada has also granted EU exports more relaxed rules of origin regulations
- Canada has agreed to recognize a number of current EU-ECE standards for cars accompanied by a forward looking work program towards regulatory convergence
- Canada and EU's goal is to implement simplified and, where possible, automated procedures for the efficient release of goods, resorting to:
  - Release of goods at the first point of arrival
  - Simplified documentation requirements for the entry of low-value goods and
  - Pre-arrival processing
- The EU and Canada will (upon request) issue specific clarification on the tariff classification of goods – the transparency of the process will be increased

**SIMPIFICATION OF TRADE PROCESSES WILL SAVE TIME AND MONEY FOR BOTH IMPORTERS AND EXPORTERS**

SOURCE: EUROPEAN TRADE COMMISSION, GOVERNMENT OF CANADA
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Both EU and Canada have previously negotiated provisions on trade and labor as well as environmental issues in connection with the free trade agreement. The CETA framework will build on the EU approach and contain substantial provisions in areas including:

- Commitments to international standards and agreements
  - Respect of the International Labor Organization (ILO) core labor standards and rights
  - Engagement to promote the sustainable use and trade of natural resources
  - Promotion of trade and investment practices supporting sustainable development objectives such as Corporate Social Responsibility

The implementation will be overseen by a dedicated government body and will be carried out with the involvement of civil society both domestically and on a bilateral basis. The result of bringing this issues into a Sustainable Development framework within the general FTA entails an ambitious and comprehensive set of rules for environmental and labor related aspects.

SOURCE: EUROPEAN TRADE COMMISSION, GOVERNMENT OF CANADA
CETA BRINGS MORE STREAMLINED PROCEDURES FOR FOOD AND ANIMAL PRODUCT IMPORTS

GEOGRAPHICAL INDICATIONS

- Canada has accepted to protect food products with Geographical Indications (GI) as offered by EU law

Highlighted example

EU producers of genuine "Prosciutto di Parma" have not been able to export their product under the original name to Canada because of the use of the trademark "Parma" in Canada. The reputation for quality or authenticity for such products is intimately linked to its geographical origin with CETA aiming to protect such products.

SANITARY AND PHYTOSANITARY RULES (SPS)

- CETA will streamline the approval processes, reduce cost and improve predictability of animal and plant products trade
  - Exporters will now be able to have a better, more comprehensive and clear picture in regards to how animal and plant products can be exported and what information should be provided, to be able to make sure that there will be no, or fewer, issues
  - However, streamlining the process will not amend neither the European nor the Canadian SPS rules. All products need to fully comply with applicable sanitary and phytosanitary standards of the importing party
- CETA will set up new procedures that will facilitate the approval process of plants, fruit and vegetables by Canada
- Meat and meat products will continue to use the existing EU-Canada Veterinary Agreement which has been integrated into the CETA

GI PRODUCTS WILL BE BETTER PROTECTED AND PLANTS, FRUITS AND VEGETABLES WILL HAVE A FASTER APPROVAL PROCESS

SOURCE: EUROPEAN TRADE COMMISSION, GOVERNMENT OF CANADA
THE SERVICE AND INVESTMENT MARKET ACCESS FOR EU COMPANIES IS UNPRECEDENTED IN CANADA

**COMPREHENSIVE AGREEMENT**
- CETA constitutes the most comprehensive trade agreement the EU has ever conducted in regards to services and investments to ensure fairness and equitable treatment compared to domestic suppliers.
- The CETA also allows intra-company transfers to Canada, allowing them to stay in the country for up to 3 years regardless of sector.
- Canada guarantees that its existing framework of financial service will not become more restrictive with regard to cross-border insurance, reinsurance, intermediation and portfolio management services.
- Canada will open up previously restricted services such as postal services, telecoms and maritime transport without a transitional period.

**A PRECISE, SPECIFIC STANDARD FOR TREATMENT OF INVESTORS**
CETA provides for new and clearer rules on the conduct of procedures in arbitration tribunals, with complete transparency including:
- All documents submitted will be publically available
- All hearings will be open to the public
- All interested parties will be able to make submissions

SOURCE: EUROPEAN TRADE COMMISSION, GOVERNMENT OF CANADA

SERVICE SECTOR WILL HAVE NUMEROUS NEW OPPORTUNITIES IN CANADA, PREVIOUSLY RESTRICTED TO FOREIGN COMPANIES
EUROPEAN BRANDS WILL ENJOY A HIGHER LEVEL OF INTELLECTUAL PROPERTY PROTECTION IN CANADA

BETTER PROTECTION FOR EU BRANDS

- Swedish brands are regarded highly on the Canadian market and the EU has a real interest in better protecting its brands and products from counterfeit and copyright infringement.
- The Intellectual Property Rights (IPR) section of the CETA builds on the provisions of World Trade Organization (WTO) Agreement on Trade-Relate Aspects of Intellectual Property Rights (TRIPS).
- Canada has also agreed to strengthen its border measures against counterfeited trademarks, pirated copyright goods and counterfeit geographical indication goods, moving its protection of these rights closer to that existing in Europe.

The EU has been concerned by a number of infringements of intellectual property rights in Canada. The CETA aims to enhance the level of protection in three areas:

- **Copyright**: CETA will bring an effective and up to date copyright regime which is essential to protect original creative material, such as music, dramatic and literary works.
- **Geographical indications**: Products originating in a particular region will receive additional protection.
- **Pharmaceuticals**: Current Canadian legislation in the pharmaceutical sector lags behind other developed countries. This results in a disadvantage for EU research based pharmaceutical industry operating in Canada. A levelled playing field between the EU and Canada will ensure a fairer and more favorable competitive environment.

CETA WILL AIM TO EXPAND THE IP PROTECTION TO BOTH REGIONS TO ENSURE BRAND INTEGRITY DURING TRADE

SOURCE: EUROPEAN TRADE COMMISSION, GOVERNMENT OF CANADA
CANADA WILL FOR THE FIRST TIME OPEN PUBLIC PROCUREMENT TO NON-NATIONAL COMPANIES

- For the first time, Canadian province, territory and municipality contracts will be open to foreign partners creating a balance between the two trade parties. The EU has already been open to Canadian company procurement while in Canada, the access for foreigners was very limited.

- Two areas in two Provinces (Ontario and Quebec) are among the main sectors of EU interest where Canada has kept some limitations:
  - **Utilities**: Certain specific types of contracts within the energy utilities sector are excluded from these commitments.
  - **Public transport**: The local content requirements were so high that it would be unviable for potential suppliers to participate in tenders, even if they were allowed to participate. However, the agreement has significantly lowered these requirements to make it possible for European bidders to take part in the process, although some aspects are still excluded.

OTHER HIGHLIGHTED AREAS

| **State Enterprises, Monopolies, Enterprises granted special rights** | This chapter ensures CETA can not be circumvented in a way in which market access is denied to companies through State Enterprises, Monopolies or Enterprises granted special rights. |
| **State-to-state dispute settlement** | The CETA provides for an efficient and streamline mechanism covering for state-to-state and investor-to-state dispute settlement: An investor can bring a case directly against the country in which they have invested before an arbitration tribunal. |

CETA will also include provisions on Non-Tariff Barriers (NTBs) on cars, good manufacturing practices on pharmaceutical products, competition, State Owned Enterprises (SOEs), Trade Defense and state-to-state Dispute Settlement.
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CETA BRINGS OPPORTUNITIES AND CHALLENGES TO EU COMPANIES

### CETA KEY ACTIONS AND RESULTS

- **Eliminating 99% of the tariffs between Canada and the EU**
  - **Opportunity**: Reduced costs
  - **Challenge**: Removing the tariffs gives potential for higher profit margin and more competitive pricing on the Canadian market.
- **Simplified border procedures**
  - **Opportunity**: Facilitated import/export
  - **Challenge**: Less resources, time and knowledge needed to manage customs.
- **Expanded access for service-providing companies**
  - **Opportunity**: Increased business opportunities
  - **Challenge**: Less trade restrictions will increase competition.
- **Harmonize product standards and regulations**
  - **Opportunity**: Easier understanding of regulations and requirements
  - **Challenge**: Canada is one of the world’s largest exporters of services and have renowned expertise within IT, engineering and management.

### Impact for Swedish companies

- **Reduced costs**
- **Facilitated import/export**
- **Increased business opportunities**
- **Easier understanding of regulations and requirements**

### Opportunity
- Removing the tariffs gives potential for higher profit margin and more competitive pricing on the Canadian market.

### Challenge
- Canadian companies will be more competitive on the EU market.
- Less trade restrictions will increase competition.
- Canada is one of the world’s largest exporters of services and have renowned expertise within IT, engineering and management.
- Increase competition and potential for more lower quality products, special risk of impacting the strong brand name Sweden has in Canada.

A PROACTIVE APPROACH WILL HELP CAPITALIZE ON THE OPPORTUNITIES AND REDUCING IMPACT OF CHALLENGES

SOURCE: EUROPEAN TRADE COMMISSION, GOVERNMENT OF CANADA, BUSINESS SWEDEN RESEARCH
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Nearly 92% of EU agriculture and food products will be exported to Canada duty-free after the implementation of CETA.

The dairy and cheese market will be especially interesting for EU companies as EU exports more than twice the amount of cheese than Canada produces.

For wines and spirits, the existing Canada-EU Wine and Spirits Agreement is complemented by the removal of other relevant trade barriers which will significantly improve access to the Canadian market.

- CETA will include the removal of the federal blending requirement for imported distilled spirits meaning that imported distilled spirits no longer have to be blended with Canadian ones.
INDUSTRIAL PRODUCTS ARE SWEDEN'S MAIN EXPORTS AND WILL SEE MANY BENEFITS FROM CETA

### KEY ELEMENTS AFFECTING INDUSTRIAL PRODUCTS

<table>
<thead>
<tr>
<th>Tariff removals</th>
<th>Machinery and transport equipment is by far the largest product category that the EU exports to Canada and the elimination of the tariff lines is estimated to save EU exporters €470 million annually</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tariff removals</td>
<td>SMEs who cannot offer the volumes and discounts as their larger competitors can now utilize a more competitive pricing thanks to the removal of the tariff cost</td>
</tr>
<tr>
<td>Rules of Origin (RoO)</td>
<td>The CETA will in most cases adhere to the EU's Rules of Origin regulations, which will make the process easier for manufacturers when exporting to Canada. Canada will have to adjust to the more strict standards of the EU</td>
</tr>
<tr>
<td>Harmonized product standards and regulations</td>
<td>Pre-approval in the EU simplifies the process of entering the Canadian market and the harmonized certifications will facilitate this further</td>
</tr>
</tbody>
</table>

- 100 % of all industrial products will be duty-free, of which 99.4% for the EU immediately when CETA comes into force
- Sweden is very strong in this sector and will benefit from the new, lower cost of exporting and the facilitation of certifications and standards, making Canada more attractive as an export destination
The reduced paperwork, reduced cost, simplified procedures and increased protection on the Canadian market will see great benefits for SMEs, and will outweigh the logistical challenges of doing business in Canada.

### SMALL AND MEDIUM ENTERPRISES WILL BE THE SEGMENT BENEFITTING THE MOST FROM CETA

<table>
<thead>
<tr>
<th>Key Elements Affecting SMEs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Simplified border procedures</td>
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<tr>
<td>Enhanced brand protection</td>
</tr>
<tr>
<td>Tariff removals</td>
</tr>
<tr>
<td>Harmonized product standards and regulations</td>
</tr>
</tbody>
</table>

SMEs with limited funding and resources will greatly benefit from trade simplification and facilitation.

Source: European Trade Commission, Government of Canada, Business Sweden Research
While Canadian companies are renowned for their expertise in IT and software, CETA could also have a positive impact for EU companies in the same sector with increased opportunities for collaborations and exchange of knowledge.

Montreal’s software and IT hub could be very interesting for Swedish companies in this sector, with a lot of Canada’s IT and software knowledge centered around that area.

### HIGHER LEVEL OF PROTECTION IS A CRUCIAL BENEFIT FOR EU IT/SOFTWARE COMPANIES

#### KEY ELEMENTS AFFECTING THE IT AND SOFTWARE INDUSTRY

<table>
<thead>
<tr>
<th>Key Element</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opening of previously restricted markets</td>
<td>Telecoms is one of the previously non-available markets for EU service providers, where tenders only could go to Canadian companies, which now will be open to compete on for EU companies</td>
</tr>
<tr>
<td>Enhanced brand protection</td>
<td>Less risk of infringement and copyright issues especially helps strong brand names and innovative products, and with IT industry having high numbers of counterfeiting, it is the industry seeing highest benefits of the enhanced brand and IP protection</td>
</tr>
<tr>
<td>Increased Temporary Entry</td>
<td>CETA will make it easier for intra-company transfers and “independent professionals” who will now be able to stay in Canada for 12 months- up from the previous allowed 6 months</td>
</tr>
<tr>
<td>New business ventures and collaborations</td>
<td>A more secure and open environment will make it easier for EU companies to collaborate on ideas, research and joint projects</td>
</tr>
</tbody>
</table>

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While Canadian companies are renowned for their expertise in IT and software, CETA could also have a positive impact for EU companies in the same sector with increased opportunities for collaborations and exchange of knowledge.

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**SOURCE:** EUROPEAN TRADE COMMISSION, GOVERNMENT OF CANADA, BUSINESS SWEDEN RESEARCH
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PREPARING TO DO BUSINESS IN CANADA IS A STEP BY STEP PROCESS

1. Interest in Canada
2. Market Analysis
   - Where are the opportunities?
   - Who is our customer?
   - What are the best sales channels?
   - Who are the key stakeholders?
3. Work with a partner or distributor
   - Distributor/Partner search
   - Visiting/Meeting program
4. Presence on the Canadian market
   - Book Keeping, Accounting, Office set up, Paying taxes, Marketing, Sales support, Recruiting and payroll

- Incorporate in Canada
  - Establish a legal entity in Canada

- Business Sweden Services

- Canada is a vast country, and first step after establishing interest in the market is to understand the characteristics of the different provinces and where the company's products would fit the best.

BUS HAS A WIDE RANGE OF PROJECTS TAILORED TO COMPANIES LOOKING AT ENTERING CANADA
BUSINESS SWEDEN OFFERS A VARIETY OF PROJECTS TO HELP SWEDISH COMPANIES GROW GLOBALLY

**Examine opportunities**
- Information
- Market Analysis
- Business Opportunity Prog
- Visiting Program

**Choose strategy**
- Establishment of Strategy
- Partner Search
- Acquisition Support

**Establish presence**
- Business Support Office
- Company establishment
- Recruitment
- Sourcing

**Develop business**
- Sales & Market Support
- Expansion strategy
- Event & Promotion activities
- Update & Review of business plans
A BUSINESS OPPORTUNITY PROJECT IS THE FIRST STEP IN ENTERING A NEW MARKET

The Market Check includes a customized overview of the market based on agreed key issues, as well as suggestions on potential business partners.* The market check is presented before the visiting program of the market.

The Visiting Program consists of meetings on the market with identified potential business partners and other relevant contacts. Normally takes place during two to three days.

An Action Plan is presented after the visiting program containing recommendations on how to best proceed on the market.

BOP’S ARE BUSINESS SWEDEN TORONTO’S MOST COMMON CONSULTING PROJECT
**BUSINESS SUPPORT OFFICE (BSO) BOOKKEEPING AND RELATED SERVICES**

BUSINESS SWEDEN TORONTO HAS DEVELOPED A STRONG NETWORK OF BSO CLIENTS

<table>
<thead>
<tr>
<th>What is it?</th>
<th>Service(s), including but not limited to the following</th>
</tr>
</thead>
<tbody>
<tr>
<td>The BSO Bookkeeping and related services provides the means to support and maintain a Canadian subsidiary with administration from local Business Sweden support staff.</td>
<td><strong>Administration</strong></td>
</tr>
<tr>
<td></td>
<td>• Accounts receivable and accounts payable</td>
</tr>
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<td></td>
<td>• Payment for office-related expenses</td>
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<td></td>
<td>• Insurance selection, set-up and payment</td>
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<td></td>
<td><strong>Accounting</strong></td>
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<tr>
<td></td>
<td>• Cash flow management</td>
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<td></td>
<td>• Inter company reconciliation</td>
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<tr>
<td></td>
<td>• Monthly bookkeeping and reporting</td>
</tr>
<tr>
<td></td>
<td><strong>Controlling and other services</strong></td>
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<td></td>
<td>• Financial statement sign-off</td>
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<td></td>
<td>• Financial analysis</td>
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<td></td>
<td>• Setup of internal control mechanisms</td>
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<tr>
<td></td>
<td><strong>Tax and Annual Reporting</strong></td>
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<tr>
<td></td>
<td>• Assistance in tax filing, compliance and support</td>
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<tr>
<td></td>
<td>• Preparation of sales tax returns</td>
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<tr>
<td></td>
<td>• Coordination with CPA (Certified Public Accountant) for tax returns and more</td>
</tr>
<tr>
<td></td>
<td><strong>Payroll service</strong></td>
</tr>
<tr>
<td></td>
<td>• Deposits into employees’ bank accounts</td>
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<tr>
<td></td>
<td>• Payment of federal taxes, CRA (Canadian Revenue Agency)</td>
</tr>
<tr>
<td></td>
<td>• Payment of benefits, such as insurance and retirement</td>
</tr>
</tbody>
</table>
Canadian-based businesses have access to one market of 474 million consumers with a combined GDP of nearly US$20 trillion.

Many Canadian production hubs are actually closer to U.S. markets than American production sites — of Canada’s 20 largest cities, 16 are within an hour and half drive of the U.S.

Within 1500 km from the border major cities in the U.S like San Francisco, Denver and Atlanta can be found.

Even closer to the border lies Chicago, Detroit, New York, Boston Philadelphia, Pittsburgh and Seattle.

THE NAFTA OPENS UP ANOTHER CLOSE MARKET FOR CANADIAN BASED COMPANIES
CONTACT US

BUSINESS SWEDEN IN CANADA

Business Sweden – Swedish Trade and Invest Council
2 Bloor Street West, Suite 2120
Toronto, Ontario
M4W 3E2
CANADA
toronto@business-sweden.se
http://www.business-sweden.se/kanada/