

CANADA

Let us handle the introductions
Laissez-nous faire les présentations



The Canadian Trade Commissioner Service
Le Service des délégués commerciaux du Canada



Canada's Technology Market

Sanjay Purohit

Trade Commissioner ICT

Tech UK Presentation – October 2023



Government of Canada
Trade Commissioner Service

Gouvernement du Canada
Service des délégués commerciaux

Canada

Canada & FTAs

The Context?

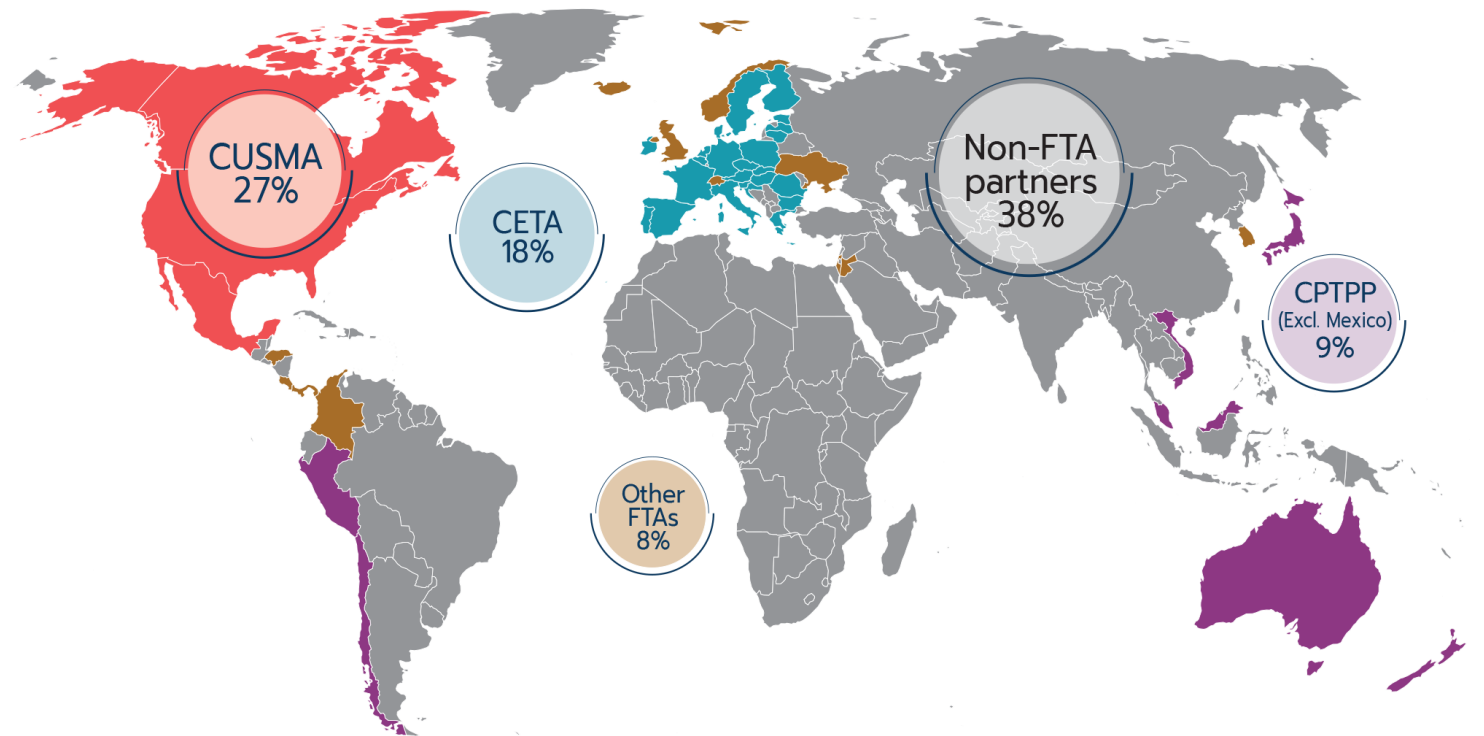
FIGURE 1.13

Canada's FTA network provides extensive access to global markets

Share of global GDP by Canada's FTA partners in 2021

Canada's 15 FTAs cover:

- 51 foreign markets
- 1.5 billion consumers
- over 60% of global GDP



Note: The figures reflect the ratification of the CPTPP agreement by all partners excluding Mexico.
Source: International Monetary Fund. Calculation of the OCE.

Technology In Canada

Key Facts:

- GDP Contribution: \$96.8B (Approx £55B) in 2022
- Sector Employment: 1.5M persons in 2022
- Exports: 80% ICT product manufactured exported.
- Comprises of over 41,500 firms, mainly SMEs. >90% in software.
- UK – Canada Trade approx. £24.6B in 2022. Technology is a significant part..

Business Opportunities:

- **AI** .. Fast growing and developing in all areas of technology clusters in Canada. Firms like Cohere.
- No. 1 in **Quantum** research and development. Esp. Waterloo.
- **Cybersecurity** – All prevailing, but e-sentire, Verafin, Thales.
- **Telecommunications** Technologies. Ottawa centric.. Firms like Exfo.
- **Digital Media. AR/VR** – genuine cluster in QC, around Montreal.



INFORMATION & COMMUNICATION TECHNOLOGIES

The logo for Opentext, featuring the word "opentext" in white lowercase letters with a trademark symbol, set against a solid blue rectangular background.

opentext™

The logo for Verafin, with the word "VERAFIN" in red uppercase letters. The letter "i" is stylized with a small grey circle above it, and the entire logo is centered on a white background.

VERAFIN

The logo for Hootsuite, featuring a stylized owl icon in dark blue and white, followed by the word "Hootsuite" in dark blue uppercase letters with a registered trademark symbol, all on a solid red rectangular background.

Hootsuite®

The logo for Shopify, featuring a green shopping bag icon with a white "S" inside, followed by the word "shopify" in black lowercase letters, all on a light grey rectangular background.

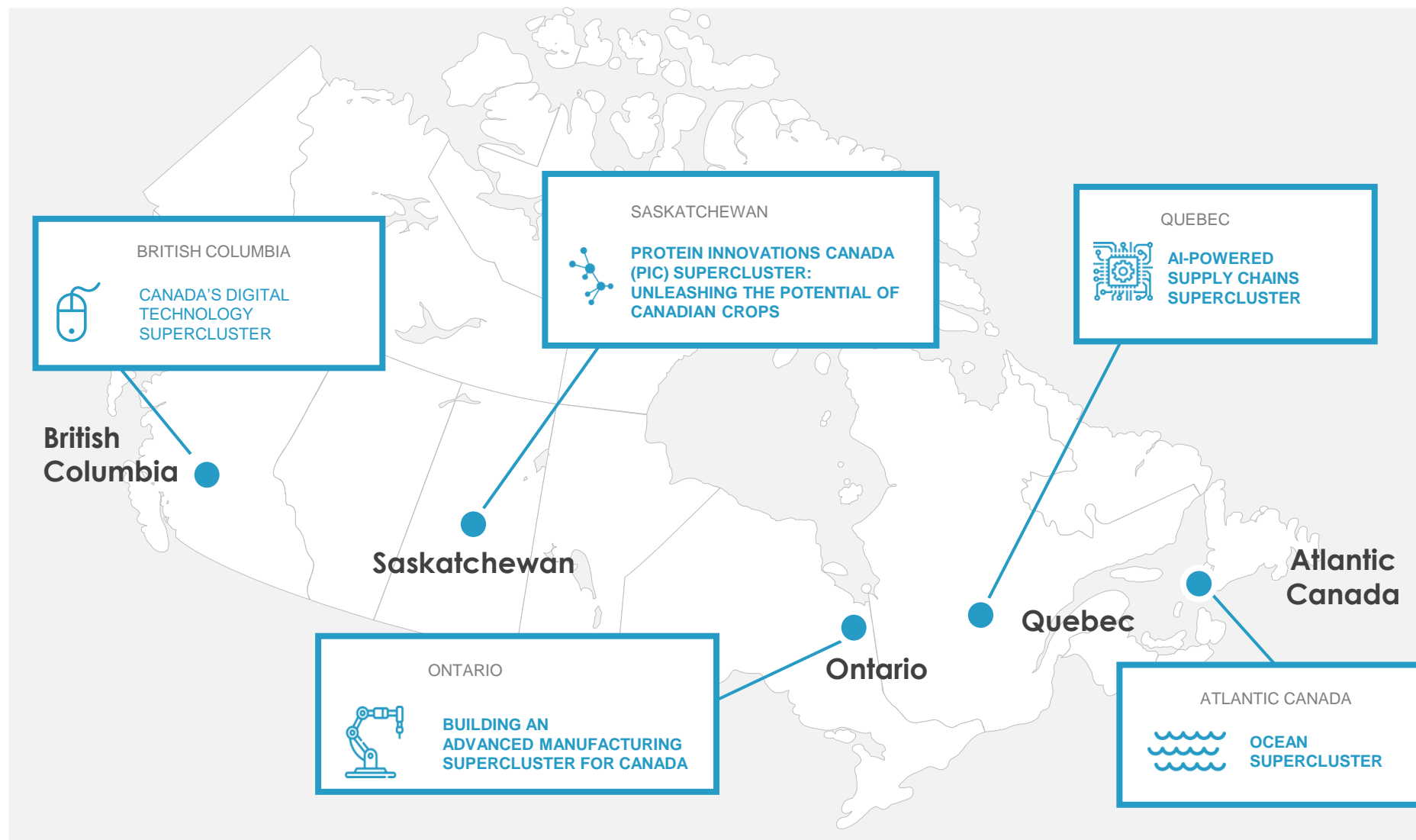
shopify

The logo for CGI, with the letters "CGI" in white uppercase font, set against a rectangular background with a vertical gradient from red on the left to purple on the right.

CGI



GOVERNMENT SUPPORT FOR INNOVATION



Thank you

Sanjay Purohit
Lead ICT Officer, Govt. of Canada
E sanjay.purohit@international.gc.ca