



Guide to the **Comprehensive** **Economic** and **Trade Agreement** (CETA)

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THE COMPREHENSIVE ECONOMIC AND TRADE AGREEMENT (CETA)

The Comprehensive Economic and Trade Agreement (CETA) is a new trade agreement between the EU and Canada.

You'll find the text of CETA that both parties signed on 30 October 2016 on [DG Trade's dedicated website](#).

CETA is a comprehensive trade and investment agreement which contains provisions on:

- national treatment and market access for goods,
- trade remedies,
- technical barriers to trade,
- sanitary and phytosanitary measures,
- customs and trade facilitation,
- subsidies,
- investment,
- cross-border trade in services,
- temporary entry and stay of natural persons for business purposes,
- mutual recognition of professional qualifications,
- domestic regulation,
- financial services,
- international maritime transport services,
- telecommunications,
- electronic commerce,
- competition policy,
- state enterprises, monopolies and enterprises granted special rights or privileges,
- government procurement,
- intellectual property,

- regulatory cooperation,
- trade and sustainable development,
- trade and labour,
- trade and environment,
- bilateral dialogues and cooperation,
- administrative and institutional provisions,
- transparency,
- dispute settlement.

Following ratification at EU level by the European Parliament and the Council, CETA has now entered into force provisionally, meaning that most of the agreement already applies. Areas that are not yet in force are investment protection and the investment court system (ICS), portfolio investment market access, provisions on camcording and two provisions related to the transparency of administrative proceedings, review and appeal at Member State level. The agreement will take full effect once all EU Member States have formally ratified it.

FOREWORD

The Comprehensive Economic and Trade Agreement (CETA) with Canada is one of the most ambitious and progressive trade agreements the EU has ever concluded. It offers companies in both the EU and Canada new opportunities for transatlantic trade and investment, giving EU exporters — large and small — much improved access to one of the world's most developed markets.

In particular, the agreement will:

- **from day one abolish customs duties on 98% of the types of product that the EU trades with Canada**, eventually saving EU businesses up to EUR 590 million a year in tariffs alone;
- **allow EU firms to bid for tenders at all levels** (including procurement at provincial level) **of Canadian government** — offering an open non-discriminatory access to an additional EUR 32 billion per year of the Canadian public procurement market;
- **cut red tape**, saving small businesses time and money, and offering them better access to and information about opportunities such as procurement contracts;
- **help EU firms sell more and improved services in Canada** by creating new market access in certain sectors, offering better mobility for employees and facilitating mutual recognition of qualifications for professionals;
- **protect a large variety of geographical indications** for high-quality European food products on the Canadian market;

• **uphold the EU's high standards**. All Canadian products entering the EU market will have to comply in full with all EU standards (such as those on food and product safety), and vice versa. Furthermore, in order to ensure development is sustainable, both sides agree to ratify and implement rules on environmental protection and labour rights;

• **promote high-quality investment between the EU and Canada**, with a new investment court system offering certainty and predictability to investors with legal safeguards and levels of transparency on a par with those of domestic or other international courts — while protecting governments' right to pursue policies they consider in the public interest;

• **safeguard authorities' right** to organise public services as they see fit.

On both sides of the Atlantic, international trade and investment are the engine of our economies. In the EU alone, 31 million jobs depend on exports to the rest of the world, with 78 % of exporters being small or medium sized. CETA shows how trade policy can be a tool to shape globalisation. It is a progressive agreement with a strategic partner of the EU, with our common values and interests forming the foundation of a positive, forward-looking relationship.

With the agreement already ratified by the Canadian partners, and at EU level, most of the major provisions of the agreement are now in force. I hope European businesses will be taking advantage of the great opportunities it brings.

Commissioner Malmström





EU–CANADA TRADE RELATIONS

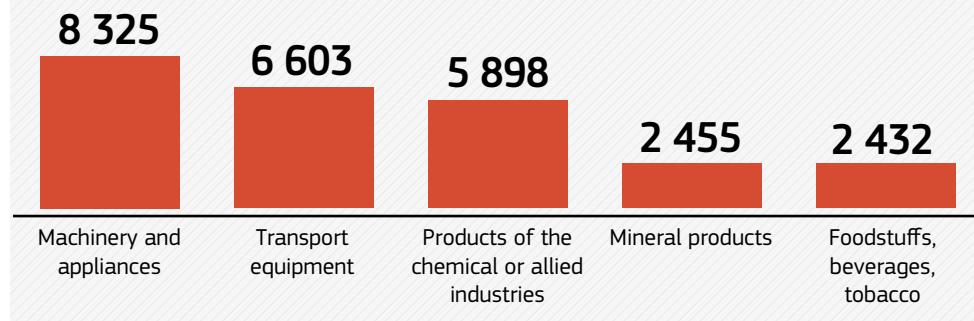
The value of bilateral trade in goods between the EU and Canada was EUR 64.3 billion in 2016. The EU is Canada's second most important trading partner after the United States, accounting for 9.6 % of its trade in goods (exports plus imports) with the world in 2016. In the same year, Canada accounted for almost 2 % of the EU's total external trade in goods.

In terms of products traded between the EU and Canada in 2016, the most important category is **machinery**, accounting for 23.6 % of EU exports to Canada and 13.7 % of its imports. It is followed by **transport equipment** with 18.7 % of EU exports and 11.4 % of its imports, and **chemical and pharmaceutical products** with 16.7 % of EU exports and 7.5 % of its imports.

The two partners also share an important bilateral trade in services. It amounted to EUR 30.1 billion in 2015, with a positive trade balance of EUR 5.1 billion for the EU. Examples of services traded between Canada and the EU are transportation, travel, insurance and communication.

CETA will further increase our trade in goods and services with Canada, helping to create jobs and grow the economy on both sides of the Atlantic.

Top five EU-28 exports to Canada in 2016 (million EUR)



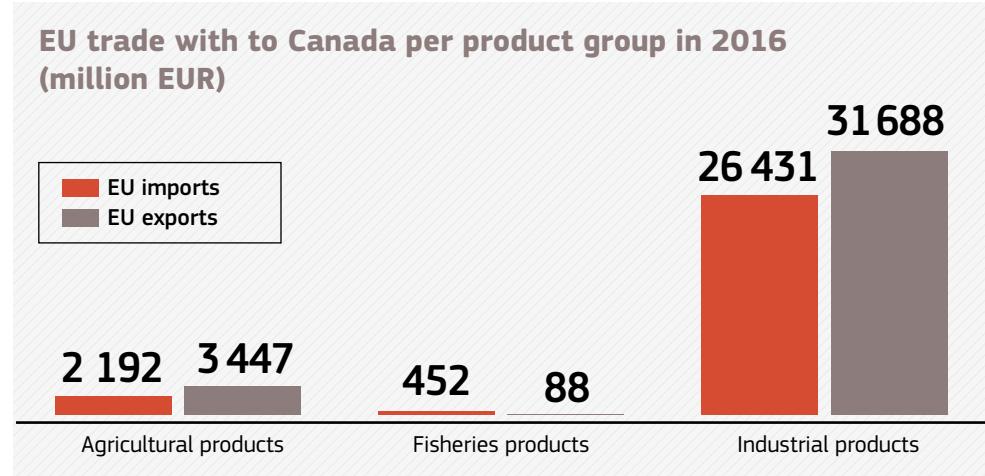
Source: Eurostat.

WHAT'S IN IT FOR EUROPEAN COMPANIES?



TRADE IN GOODS

Improved market access is a cornerstone of any trade agreement, and tariff liberalisation is an essential element of it. The objective of tariff elimination is to reduce the costs that exporters and importers face, and thus make goods more competitive on the importing market, leading to wider choice and lower prices for consumers. This is without any prejudice to the rules and regulations that the products in question need to satisfy on the respective import market (for instance, technical, sanitary or phytosanitary rules for the security and protection of consumers or the environment, including food safety and labelling requirements).



Source: Eurostat.

Tariff elimination

The EU and Canada have agreed to eliminate customs duties for the import of goods originating in the EU and Canada, either when CETA comes into force, or gradually within 3, 5 or 7 years for almost all goods. Ultimately, the tariffs for almost 99 % of all Canadian and EU tariff lines will be removed. For the most sensitive agricultural products, there will be a special treatment or an exclusion from any tariff reduction.

Industrial tariffs

Both sides have agreed to eliminate 100 % of tariff lines for industrial products of which 99.4 % for the EU and 99.6 % for Canada on the entry into force of the agreement. Canada will liberalise its remaining tariffs on ships over 7 years

Farm produce, processed foods and drinks

Most customs duties on farm produce, processed foods and drinks will disappear. The EU will be able to export nearly 92 % of its agricultural and food products to Canada duty-free. EU exports to Canada's market of high-income consumers will become cheaper.

This will create new export opportunities for EU farmers and producers of:

- wines and spirits,
- fruit and vegetables,
- processed products,
- cheese,
- the EU's traditional specialities (known as 'geographical indications')

Cheese

The EU is the world's biggest exporter of cheese and dairy and this represents one of our most important exporting interests in agriculture.

Fromagerie Delin, a French cheese producer in Burgundy, is a perfect example of the opportunities created for small businesses and consumers as a result of EU trade deals. The company's turnover has increased fivefold in 15 years thanks to exports, which now make up 43 % of its profits. 12 % of these come from the Canadian market.

An increase in cheese quotas, as set out under CETA, is estimated to result in an immediate increase of at least 25 % in EU cheese sales to Canada, directly benefiting companies such as Fromagerie Delin. Cheese exports to Canada today account for 2 % of total EU cheese exports and could double to around 4.6 %, once EU exporters make full use of the new quota of 18 500 tonnes on top of the old quota of 13 472 tonnes.

Fromagerie Delin's success as an international exporter not only benefits the dairy sector, but also has important economic and social consequences in the region. In addition to investments in new production units and support for local contractors in the supply chain, Fromagerie Delin purchases its milk from local producers and has created many new jobs in the local community. Along with its increased turnover, since 2001, the company's number of employees has also increased fivefold.

There will be **limited tariff-free quotas** for a few sensitive products such as beef, pork and sweetcorn granted by the EU and cheese by Canada. CETA will not open up the market for poultry or eggs in the EU or Canada, and will respect the EU's entry-price system for fruit and vegetables.

All imports from Canada will have to continue to meet EU rules and regulations. For example, only hormone-free meat can be imported into the EU.

Fisheries

Both sides will fully eliminate all tariffs on fisheries products. Thanks to World Trade Organisation rules, 76 % of Canada's imports enjoy 0 % tariffs, and Canada agreed to eliminate the remaining tariffs upon entry into force of the agreement. The EU agreed to eliminate 95.5 % of its tariffs on fisheries products upon entry into force of CETA and 4.5 % of the tariffs within 3, 5 or 7 years. This is good not just for consumers: removing customs duties will give the EU food processing industry better access to Canadian fish.

In parallel to lifting customs duties, the EU and Canada will develop sustainable fisheries by using monitoring, control and surveillance measures, as well as by fighting illegal, unreported and unregulated fishing.



Top EU exports of agri-food products to Canada, 2016



Evolution of five top EU agri-food exports to Canada, 2012-2016

Exports – Value (million EUR)	2012	2013	2014	2015	2016
1 Wine, vermouth, cider and vinegar	797	806	755	821	837
2 Spirits and liqueurs	290	284	292	342	316
3 Chocolate, confectionery and ice cream	232	222	230	248	260
4 Beer	208	217	209	224	209
5 Pasta, pastry, biscuits and bread	180	192	184	182	187

WINES & SPIRITS

Better access for EU wines and spirits

Canada is an important EU agricultural trade partner with the EU having a surplus in agricultural trade. The top exported agricultural products are alcoholic beverages (wines, spirits and beer). These accounted for almost 40 % of EU agricultural exports to the country in 2016.



Pascal Jolivet is a French wine producer from the Loire Valley region. The EU trade agreement with South Korea enabled the small producer to increase its exports to the Asian country by one third in just 3 years, reaching 5 000 bottles in 2015. 70 % of the company's turnover now relies on international exports, amounting to EUR 7 million annually. In fact, four of Jolivet's 10 employees now work exclusively on the exportation of the company's wine, which is sold in quality restaurants in 80 countries around the world.

In effect, CETA represents a golden opportunity for Pascal Jolivet and other European wine producers.

Both the 1989 EU–Canada Agreement on Alcoholic Beverages and the 2004 EU–Canada Wines and Spirits Agreement are incorporated into CETA. This offers stronger legal guarantees to protect and promote trade of EU wines and spirits with Canada. The names of specific EU products such as port, Irish cream or Swedish vodka will continue to enjoy full protection in Canada. What's more, through CETA, the EU and Canada have a forum to discuss any issues of concern related to wines and spirits in the future.

Specific tariffs on EU wines and spirits entering Canada will be eliminated at entry into force of CETA. For spirits such as gin, vodka and whisky and for all EU wines, not only does CETA remove tariffs, but it also addresses other barriers that significantly hampered the EU's capacity to penetrate the Canadian market.

For instance, the cost-of-service-differential fee imposed by the Provincial Liquor Boards on imported wines and spirits will be applied based on volume and not value, and calculated in a more transparent manner, lowering the cost for EU producers to sell their products in Canada.

Other important outcomes are:

- freezing the number of Canadian off-site private outlets, which are only open to Canadian producers, and which are an alternative to the monopoly of the provincial liquor boards;
- preventing out-of-province activities of certain liquor boards, which have led to unfair competition on Canadian territory and in third countries;
- abolition of Canadian requirements to blend imported bulk spirits with local spirits before bottling (this requirement prevented imported bulk spirits from being labelled as geographical indications upon bottling in Canada).

Further information:

The EU–Canada agreement on trade in wines and spirit drinks has been incorporated in CETA with minor amendments set out in Annex 30-B to CETA.

Geographical indications of wines and spirits protected in Canada and the EU are listed respectively in Annex III(a) and Annex IV(a) to the agreement on trade in wines and spirit drinks.

GEOGRAPHICAL INDICATIONS

Under CETA, Canada has agreed to protect

143 geographical indications (GIs) — distinctive food and drink products from specific towns or regions in the EU. They include products such as Roquefort cheese, balsamic vinegar from Modena and Dutch Gouda cheese. Many of these products are among the EU's top food and drink exports. Producers are often small or medium-sized businesses in rural communities.

Canada will protect these traditional European products from imitations in much the same way as the EU does. It will be illegal to mislead consumers about the true origin of a product, for example by using flags evoking a protected EU GI or the country where that GI product

For example, the Italian company Mengazzoli is a manufacturer of vinegar, and among others it produces balsamic vinegar from Modena, which holds EU GI status and adheres to a very specific list of raw materials and production requirements. Canada is already an important market for Italian vinegar, and for Mengazzoli it represented 1.7 % of the company's foreign revenue in 2015. Since balsamic vinegar from Modena is one of the EU GIs protected by CETA, and tariff barriers (currently around 17 %) are set to be reduced or eliminated by the agreement, Mengazzoli anticipates a further surge in demand.

comes from. EU rights holders will be able to use an administrative process to uphold GI rights in Canada, rather than rely only on lengthier and more complex proceedings in the domestic court system.

In the case of some EU GI names, which conflicted with names already in use in Canada, CETA includes tailor-made solutions.

A full list of EU GIs protected in Canada with CETA is available online. The list may be extended to other products in future if the EU and Canada agree.

Further information:

[List of EU geographical indications protected in CETA](#)



INTELLECTUAL PROPERTY RIGHTS

From an economic point of view, stronger international property rights (IPRs) give producers additional incentives to innovate and invest in the production of new products. CETA provisions will lead to better intellectual property rights protection for EU companies exporting innovative, artistic, distinct and high-quality products to Canada. Apart from protecting pharmaceutical products and geographical indications (see Chapter 20 (intellectual property) and Annex 20-A (geographical indications)), CETA also provides for following benefits.

Copyright in the digital age

With CETA, Canada will align its copyright protection regime with the World Intellectual Property Organisation (WIPO) internet treaties. This is an important outcome for protecting the intellectual property of our **creative industries**. The WIPO Copyright Treaty and the WIPO Performances and Phonogram Treaty (known together as the ‘internet treaties’) lay down norms preventing unauthorised access to and use of creative works online or in digital form. They address the challenges posed in particular by the dissemination of protected material online and ensure that rights owners are adequately protected.

The agreement also contains important provisions regarding limitations to the liability of internet service providers for infringing content, when they comply with a number of conditions, such as a system of effective notification of such content.

The WIPO internet treaties also require Canada to ensure that rights holders can effectively use technology to protect their rights and to license their works online. For example, protection and effective remedies are provided against the circumvention of technological measures (such as encryption) used by rights holders to protect their rights. Furthermore, it is prohibited to deliberately alter or delete electronic ‘rights management information’ — that is, information which accompanies any protected material, and which identifies the work, its creators, performer or owner, and the terms and conditions for its use.

Broadcasting rights

Canada also agreed to better protect EU **artists' rights** by giving performers the exclusive right to authorise or prohibit the broadcasting by wireless means and the communication to the public of their performances. This means European artists can obtain royalties from, for example, café and retail establishments that play music to attract consumers. Canada will ensure that a single equitable remuneration will be paid for broadcasting by wireless means or for any communication to the public, and this remuneration will be shared between the relevant performers and phonogram producers.

These rights will ensure that artists, both EU and Canadian, are rewarded for their creativity and have the incentives to continue to create new artistic works.

Plant variety protection

Canada also agreed to strengthen the **protection of plant varieties** on the basis of the 1991 Act of the International Convention for the Protection of New Varieties of Plants (UPOV). This means that innovative plant varieties that can lead, for example, to better yields will be protected and are therefore likely to be introduced more quickly onto the Canadian market to the benefit of farmers and consumers⁽¹⁾.

Action against counterfeits

Canada also agreed to strengthen its **border measures against counterfeited trademarks, pirated copyright goods and counterfeit geographical indication goods**, namely by introducing a possibility for customs to detain fake goods. This means that Canada's competent authorities may act on their own initiative to temporarily detain goods suspected of infringing an intellectual property right. Since this means brands do not have to be individually registered with Canadian customs to benefit from protection, this is particularly attractive for smaller companies. Canada will adopt or maintain procedures under which a rights holder may request its competent authorities to suspend the release of, or detain, goods suspected of infringing an intellectual property right.

Canada has also introduced the possibility for judicial authorities to take necessary provisional measures and to make orders to desist from covering intermediaries that are involved in the entry into the market of goods infringing intellectual property rights.

⁽¹⁾ The EU is a major provider of new plant varieties. This important research and innovation activity is protected by a *sui generis* type of intellectual property called the Community plant variety right. This is not related to the use of genetically modified organisms.



PHARMACEUTICALS

CETA has expedited the mutual recognition of **good manufacturing practices** inspections of pharmaceutical factories, which the EU and Canada already had in place as a result of a previous agreement. With CETA, inspections carried out in EU territory by any EU Member State authority will be accepted by Canada and vice versa. CETA also provides for the optional recognition of inspections carried out by the other side in third countries. This is important because in today's global economy, 40 % of finished medicines marketed in the EU come from overseas, and so do 80 % of active pharmaceutical ingredients used to make medicines available in the EU. Regardless of whether a medicine is manufactured domestically or imported, patients from EU Member States and Canada rely on their regulatory authorities to ensure the quality, safety and efficacy of all of these products. So the agreement on mutual recognition allows both EU and Canadian authorities to make better use of their limited resources by reducing duplicate inspections, and instead focusing on markets where there are higher risks. Moreover, pharmaceutical manufacturers big and small will face significantly smaller administrative burdens and costs from not having to undergo overlapping inspections by both EU and Canadian regulators.

Furthermore, CETA improves **intellectual property rights** for innovative pharmaceuticals in three ways.

- Innovators holding a pharmaceutical patent will obtain the right to appeal marketing authorisation decisions in Canada in the same manner as other producers already could.

- Canada commits to its current regime of data protection (6 + 2 years), thus providing legal certainty in an area where long-term investments are essential.
- Canada will put in place a patent term restoration system along the lines of the EU system to compensate for unjustified delays in the marketing approval process, including a maximum period of supplementary protection (2 years). Importantly, the parties agreed on the possibility for exceptions for the purpose of export to third countries.

Finally, through CETA, Canada will also introduce more favourable conditions for **innovative pharmaceutical research** that approximates its system to the one existing in the EU, which safeguards the important balance between researching new and improved pharmaceuticals and keeping a sustainable and affordable health system.

Further information:

[**Protocol on the mutual recognition of the compliance and enforcement programme regarding good manufacturing practices for pharmaceutical products**](#)



RULES OF ORIGIN

Rules of origin ensure that CETA preferential tariff rates benefit EU and Canadian production. In order to take advantage of CETA preferential tariff rates, traders will need to fulfil the rules of origin defined in the agreement and prescribed for each and every product.

How can EU exporters benefit from the preferential tariff rate when exporting to Canada?

1.

Products must be '**originating**' in the EU

2.

Exporters need to be registered in the **REX** system (for shipments with a value below €6 000 no registration is required)

3.

Exporters need to make the **origin declaration** on a commercial document, e.g. invoice

1. How do products get EU 'origin'?

In CETA, these requirements are defined in the Protocol on Rules of Origin and Origin Procedures. There are three main scenarios for a product to be considered as 'originating' in the EU or Canada.

- It has been **wholly obtained** in the EU/Canada (like plants grown and harvested there, animals born and raised there, raw materials, etc.).
- It has been **produced exclusively from originating** materials (e.g. yoghurt produced from EU/Canadian milk and fruits).
- It has been based on materials which do not originate in the EU/Canada but which were **sufficiently processed** in the EU/Canada. The criteria for determining 'sufficient production' are described in Annex 5 to the Protocol on Rules of Origin and Origin Procedures. For example a car will be originating in the EU or Canada if not more than 50 % of the value of the materials has been imported from outside Canada or the EU to manufacture it.

In addition some further rules clarify when the product is originating in the EU or Canada.

For instance, the different processing operations normally have to be carried out either in the EU or in Canada, though EU producers can also use materials originating in Canada (or vice versa) to help them comply with the rules. For example a pencil containing graphite from Sweden and basswood from Ontario in Canada would get preferential treatment.

The processing in either the EU or Canada has to go beyond minimal operations, such as simple packaging operations, simple assembly, review or pressing of textiles, painting or polishing operations, etc.

To be eligible for preferential treatment, goods need to be **transported directly** from the EU to Canada (or vice versa). However, goods can be transhipped via another country, as long as they remain under customs control and do not undergo any further production, other than unloading, reloading, splitting of consignments or any other operation necessary to preserve or to transport the product.

It is also useful to know that **multiple shipments** of the identical originating products may be covered by one origin declaration if those shipments take place within a maximum of 12 months.

To confirm the origin of a specific product, the importer in the EU can ask the customs authorities in EU Member States (or the importer in Canada can ask the customs authorities in Canada) to issue a **Binding Origin Information** (BOI). It is valid for 3 years and is binding on the customs authorities in all EU Member States (if issued in the EU) or Canada (if issued in Canada). If you intend to export to Canada and your importer has any doubts as to whether your product is originating in the EU, you may invite your Canadian importer to request a BOI from the Canadian authorities.

To check which rule of origin applies for a specific product you can also consult the **Market Access Database**.

2. How to register in the REX system

EU economic operators that want to export to Canada (for shipments worth more than EUR 6 000) need to register in the Registered Exporter system. From 1 January 2018, this will be the only way to benefit from the preferences granted under CETA (²).

The Registered Exporter system (the REX system) (*)

To benefit from preferential tariff treatment under CETA, complete these simple steps.

1. Apply for a Registered Exporter (REX) number by completing this form.

2. Send the completed form to your national Customs Office.

3. You will then receive a REX number to indicate on the origin declaration to be provided on the commercial document that describes the product.

4. The originating product will then benefit from CETA preferential tariff treatment in Canada on the basis of the origin declaration.

(*)
http://ec.europa.eu/taxation_customs/business/international-affairs/international-customs-cooperation-mutual-administrative-assistance-agreements/canada_en

3. How to prepare the origin declaration

The origin declaration can simply be provided on an invoice or any other commercial document that describes the originating product. The originating product will then benefit from the preferential tariff rates in CETA.

The origin declaration does not need to be signed when using a REX number.

Text of the origin declaration

The exporter of the products covered by this document (Customs Authorisation No ...) declares that, except where otherwise clearly indicated, these products are of ... preferential origin.

(Place and date)

(Printed name of the exporter)

Further information:

[Protocol on Rules of Origin and Origin Procedures and its annexes](#)

[Rules of origin applying to a specific product can be found on the Market Access Database](#)

[Binding Origin Information \(BOI\)](#)

[List of competent authorities that can issue BOI](#)

(²) For the period up to 31 December 2017 the customs authorisation number granted for the approved exporter system still remains available. However, traders are encouraged to start using REX as soon as possible.

CUSTOMS AND TRADE FACILITATION

Trade facilitation is crucial to make cross-border trade happen, and the provisions in CETA will make it easier for EU companies to send goods across the Canadian border. It promotes transparency, cuts red tape and reduces non-tariff barriers. In short, it saves time and money.

The CETA chapter on customs and trade facilitation sets common principles and provides for enhanced cooperation and information exchange between the customs authorities of the EU and Canada, in order to simplify wherever possible the procedures relating to import, export and transit requirements.

Transparency commitments mean that legislation, decisions and administrative policies, and details of fees and charges related to the import or export of goods, will be published and that anyone interested has the opportunity to comment on new customs-related initiatives before their adoption.

Framework for enhanced cooperation

Canada and the EU undertake to apply simplified, modern and where possible automated procedures for the efficient and expedited release of goods, resorting where appropriate to risk management, release of goods at the first point of arrival and pre-arrival processing.

The EU and Canada will issue, upon request, binding preliminary information to traders on the tariff classification of goods (advance rulings), which will provide them with legal certainty and stability in the customs treatment of their international trade. In addition, Canada and the EU will provide for an impartial and transparent system for addressing complaints by operators about customs rulings and decisions.

Further information:

[CETA chapter on customs and trade facilitation](#)

[European Commission Directorate-General for Taxation and Customs Union](#)



TECHNICAL BARRIERS TO TRADE

The term ‘technical barriers to trade’ (TBT) refers to technical rules that define specific characteristics that a product should have, such as design, labelling, marking, packaging, functionality or performance. It also refers to compulsory conformity assessment procedures used to check compliance with these rules, for example inspection and certification.

Technical rules are designed to achieve important public policy objectives, such as protecting human health, safety or the environment. However, it can be costly for

Facilitating certification for regulated products

Testing and certification requirements for electrical and electronic products, such as measuring instruments or milling machinery, can considerably increase the cost of market entry, and thus pose potentially powerful barriers to trade.

As a means of reducing the impact of such requirements, CETA provides that a conformity assessment body (CAB) located in the EU will be able to issue conformity assessment certificates for the sectors covered by the CETA protocol, to prove compliance with Canadian requirements; conversely, a CAB located in Canada will be able to issue such certificates showing compliance with EU requirements.

The system relies on close cooperation between the EU and Canadian accreditation bodies to ensure mutual trust in the technical competence of conformity assessment bodies. This cooperation has been crystallised in an agreement between the European Cooperation for Accreditation and the Standards Council of Canada.

By recognising certification done on the other side, CETA should help to reduce the costs of EU–Canada trade especially for small and medium-sized enterprises (SMEs).

traders to comply with different requirements in different markets. CETA sets out provisions that help to avoid and address unnecessary disruptions and ensure transparency (for instance, that interested persons on either side can comment on proposed technical regulations that Canada or the EU may develop).

In addition, the EU and Canada have agreed to strengthen the links and cooperation between their standards-setting bodies as well as their testing, certification and accreditation organisations.

CETA replaces the existing mutual recognition agreement (MRA) used by the parties in the area of conformity assessment with a broader and more ambitious protocol. This protocol enlarges the scope of cooperation to a number of additional sectors and creates a possibility for further expansion based on the demands from the economic operators.

Under the CETA protocol on the mutual acceptance of the results of conformity assessment, Canada has agreed to accept compulsory conformity assessment certificates issued by conformity assessment bodies located in the EU, and vice versa. This is subject to a mechanism that ensures that these bodies are technically competent to carry out these tasks. Bodies recognised under the existing MRA (which will cease to apply after the entry into force of CETA) will continue to be recognised under CETA. For a new conformity assessment body to be recognised, the designating party must provide the other side with the information listed in Annex 3 to the protocol. This information needs to be notified, by the EU Member State in which the body is located to the Standards Council of Canada, and by Canada to the European Commission’s Directorate-General for the Internal Market, Industry, Entrepreneurship and SMEs — in the same way that an EU Member State would.

Further information:

[CETA protocol on the mutual acceptance of the results of conformity assessment](#)

[European accreditation bodies](#)

[The Standards Council of Canada](#)

Products covered by the CETA Protocol on Conformity Assessment (*)



(*) This list can be broadened to additional categories of goods.

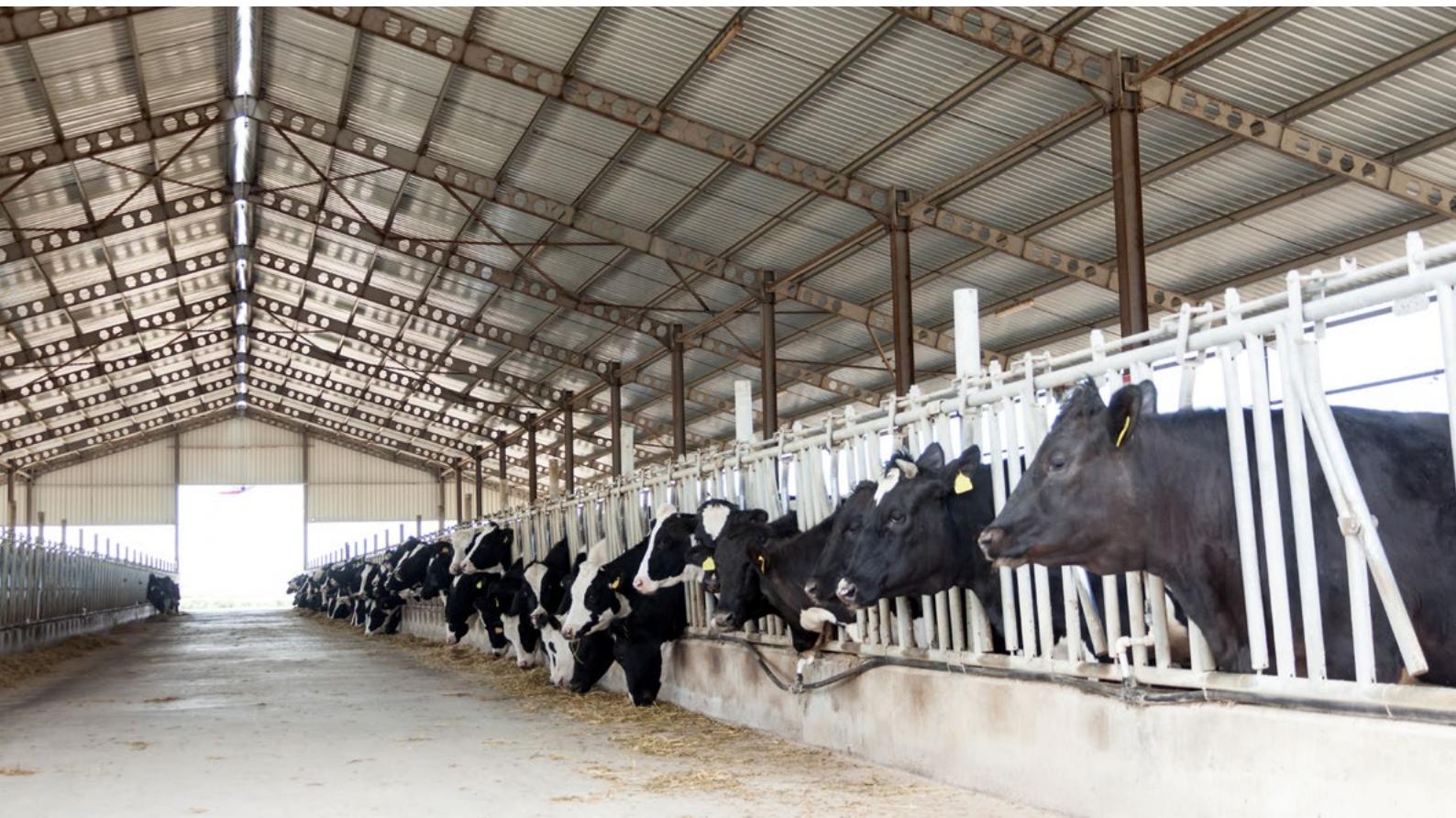
FOOD SAFETY: ANIMAL AND PLANT HEALTH

CETA will boost trade in food, animal and plant products between the EU and Canada while maintaining our high levels of human, animal and plant health and safety. This is because all products imported into the EU will still need to comply with applicable sanitary and phytosanitary standards, and vice versa.

As regards **meats and meat products**, the existing EU–Canada veterinary agreement is incorporated into CETA, confirming the successful and mutually beneficial collaboration in the veterinary field. Both sides have agreed to simplify the approval process for exporters. Canada has already re-opened its beef market for 19 Member States through swift and pragmatic procedures. The detailed knowledge and the high level of mutual trust in the veterinary control services which has been built between Canada and the EU over many years is also reflected by commitments aimed at minimising trade restrictions in the event of a disease outbreak (so-called regionalisation). In the event of a disease outbreak, trade from unaffected areas can continue without interruption and lengthy reapproval processes.

In the area of **plant health**, CETA sets up new procedures that will simplify and accelerate the approval process for plants, fruit and vegetables by Canada. CETA will allow Canada to undertake EU-wide assessments and approval procedures for fruit and vegetables, replacing the current country-by-country and product-by-product approach which requires enormous resources. A pilot project on apples is already well under way and making good progress, in close cooperation with the Canadian Food Inspection Agency (CFIA), the European Food Safety Authority and the European Commission. The aim is to create a more predictable regulatory environment for exporters. For all product categories, the parties agreed to establish fast-track procedures for items identified as priorities.

CETA will further streamline approval processes, reduce costs and improve the predictability of trade in animal and plant products.



SERVICES

CETA constitutes the most comprehensive trade agreement the EU has ever concluded with regard to trade in services and investment. It ensures legal certainty for EU and Canadian services suppliers and investors by binding the actual level of liberalisation in the open economies of Canada and the EU.

Both the Canadian federal government and Canada's provinces have set out all their existing limitations or restrictions to the supply of services, with an unprecedented level of transparency. This brings valuable legal certainty for EU services suppliers. The same transparency is offered by the EU. A so-called 'ratchet' will apply to the areas not subject to policy space reservations, capturing improvements when restrictions are modified or eliminated in future. In addition, the 'most-favoured nation treatment' obligation ensures that EU businesses receive the best treatment accorded by Canada to any trading partner, now or in the future.

Better access to the Canadian market for EU services exporters and investors

The EU also gains new access to the Canadian market — in particular for maritime services (see box).

Policy space guaranteed

CETA preserves policy space for the EU and its Member States to operate monopolies and exclusive rights for **public utilities (such as health, education, water, social services)** at all levels of government, to keep such services public and subsidise them, or even to reverse the earlier privatisation of a service, and to discriminate in favour of local suppliers in critical and sensitive sectors. Furthermore, the **audiovisual sector** has been entirely excluded from any liberalisation commitments and disciplines.

Progressive liberalisation and transparency

Canada's provinces and territories have committed their actual level of liberalisation, meaning that they cannot introduce new quotas or new discriminatory measures against EU service suppliers, except in reserved sensitive sectors. By explicitly including provincial and territorial reservations, Canada guarantees EU service providers the current level of market access, and the benefit of any future liberalisation that Canada may undertake.



Maritime services

With over 80 % of world merchandise trade by volume being carried by sea, maritime transport remains the backbone supporting international trade. For the EU, which continues to be the most important exporter globally and the second largest importer, maritime transport and all related shipping services are essential to help EU companies compete globally.

In CETA, the EU has achieved a new opening of the Canadian maritime transport market, with the liberalisation of feeding on the important route between Montreal and Halifax. Both ports are significant on the Canadian east coast. Montreal is a large port handling 1.4 million standard containers (total of import and export containers in 2015) whereas Halifax handles 0.4 million twenty-foot equivalent units (TEUs) (also in 2015).

The opening up of this route will make it easier for EU maritime operators and their larger vessels to operate in Canada.

Dredging is an essential activity to ensure that ports function properly and can adapt quickly to the increasing dimensions of ocean-going ships and to increases in international traffic. The EU is by far the world leader in dredging. With CETA, Canada is also opening up its market in dredging activities to EU operators, a market which is estimated to be worth between CAD 150 million and 400 million per year.

For example in the professional services sector, Canada has removed a number of limitations on citizenship and residency conditions for lawyers, accountants, architects and engineers to practice in Canada. In telecommunications and postal and courier services, Canada has locked in future liberalisation for the first time.

Regulatory disciplines

In addition to the ambitious market access commitments undertaken, CETA also includes innovative and strong regulatory disciplines that complement and enhance the market access commitments undertaken by the two parties.

These regulatory disciplines include one of the most extensive and comprehensive sets of mutually binding disciplines on **domestic regulation**, dealing with licencing or authorisation regimes for nearly all services and investment activities. The text ensures fair and transparent regimes for all applicants and makes the authorisation process as smooth as possible.

Movement of professionals

For the **temporary movement of professionals**, CETA includes the most ambitious provisions that the EU has negotiated so far. This can be particularly beneficial for SMEs, as they may not be able to ensure the presence of permanent staff on the ground to directly supply the service.

Canada has committed to allowing the posting of EU intra-corporate transferees in any sector to Canada for up to 3 years. This is an important consideration for companies when making an investment decision. Further, Canada will allow for such EU professionals to be accompanied by their spouses and families on their temporary posting abroad.

CETA also contains ambitious and extensive provisions aimed at facilitating the mobility of highly skilled professionals between the EU and Canada. It establishes a framework for the **mutual recognition of professional qualifications** and determines the general conditions and guidelines for the negotiation of profession-specific agreements.



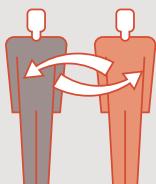
Mutual recognition of qualifications

Agreements on the mutual recognition of professional qualifications (MRAs) typically apply to regulated professions such as architects. This is an essential step in facilitating access of professionals from one country to the market of another. CETA provides a detailed framework for the negotiation and conclusion of such MRAs — a first in EU trade agreements.

Crucially, CETA leaves it up to the associations of regulated professions of both parties to initiate the process of negotiating an MRA, and to agree on the specific conditions. This ensures that MRA negotiations are initiated only if there is sufficient interest from a specific profession on both sides and that the agreements fully take into account the details of the profession in question. Once the associations agree on the principles and following the procedures set out in the framework, the MRA becomes legally binding, ensuring that EU professionals can have their qualifications recognised by the competent authorities in Canada and vice versa.

Temporary entry for professionals

Some of the unprecedented features of the agreed package on temporary entry include the following.



COMPREHENSIVE COMMITMENTS ON INTRA-CORPORATE TRANSFERS.

The ability of companies to post their experienced personnel to their subsidiaries in other countries to set up the business and bring and take back knowledge and expertise is an important component of any investment decision. Under CETA, EU companies will be able to post their intra-corporate transferees to Canada for up to 3 years. Contrary to previous agreements, this benefit applies generally to all sectors.



EXTENDED DURATION OF STAY FOR PROFESSIONALS. Contractual service suppliers or independent professionals in the meaning of the agreement will be able to stay in the other party for a period of 12 months (double what was previously possible).

Temporary movement of professionals is also necessary to ensure that expertise and after-sales service can be offered with the sale of a good or a service, thus encouraging cross-border trade. CETA allows contractual service suppliers to benefit from preferential entry and stay conditions (such as non-discriminatory treatment with respect to Canadian suppliers) in additional sectors. These include:

- advisory and consultancy services related to mining; telecommunication services; postal and courier services; insurance and insurance-related services; other financial services; transport; manufacturing;
- maintenance and repair of equipment such as vessels, rail transport equipment; motor vehicles, motorcycles, snowmobiles and road transport equipment; aircraft and parts thereof; metal products, non-office machinery, and other types of equipment and household goods;
- related scientific and technical consulting services;
- environmental services.

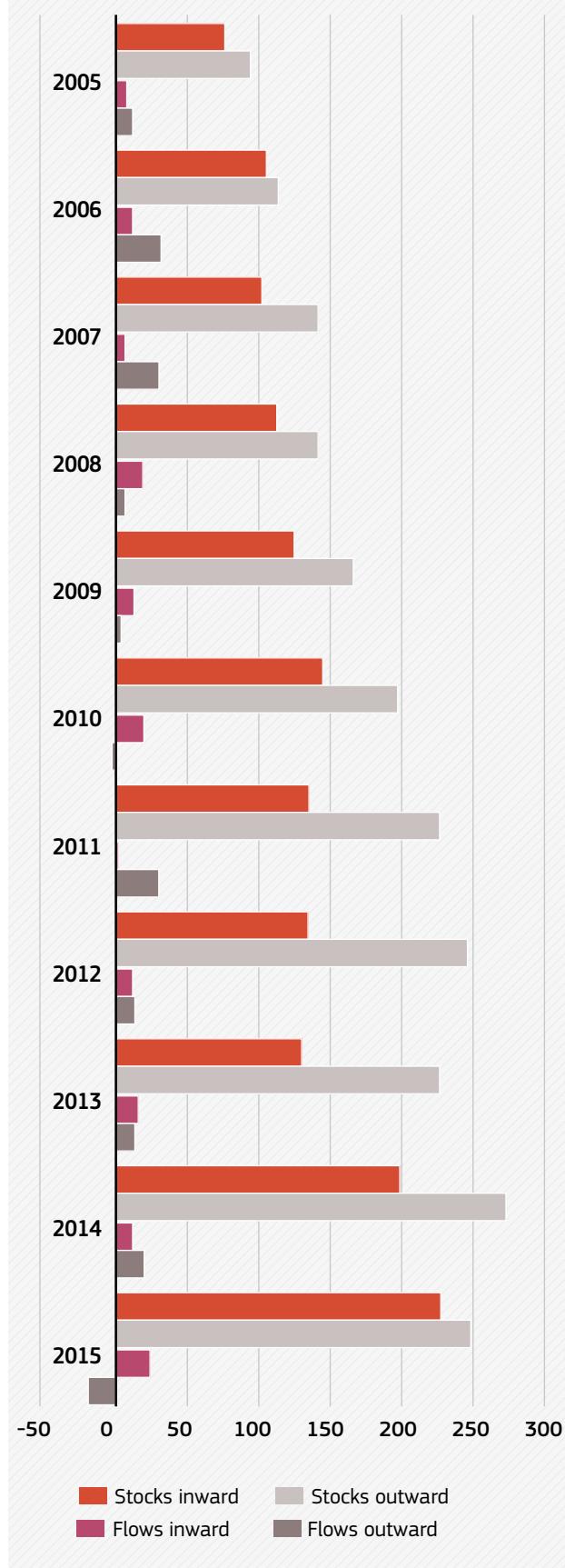


NEW PROFILES. The preferential access to Canada's market and the non-discriminatory treatment in Canada will also apply to EU suppliers fitting new types of profile, as defined in the agreement: investors, short-term business visitors and technologists.



SPOUSES. Canada will extend to spouses of EU intra-corporate transferees a treatment equivalent to that granted to spouses of Canadian intra-corporate transferees in the EU. This is a very meaningful benefit, fully in line with recently adopted EU intra-corporate transfers (ICT) directive.

The EU's inward and outward FDI stocks and flows with Canada (billion EUR)



Source: Eurostat. From 2013, flows are calculated according to the new BPM6 methodology.

INVESTMENT

The EU and Canada not only have strong ties in terms of international exchange of goods and services but also with respect to foreign direct investment (FDI). European investors held investments worth over EUR 249 billion in Canada while Canadian direct investment stocks in the EU amounted to over EUR 228 billion in 2015.

CETA will further facilitate EU investment in Canada, as the threshold for the review of acquisitions of Canadian companies under the Investment Canada Act is substantially increased from the current CAD 354 million to CAD 1.5 billion. This applies to all EU investors other than those which are state-owned enterprises.

As the world's largest exporter and importer of foreign direct investment, which brings jobs and economic growth, the EU has an important interest in ensuring that international investment protection and dispute settlement are effective. CETA's provisions on investment protection and the new investment court system (ICS) represent a significant step forward from the traditional approach in most of the existing bilateral investment treaties worldwide. They ensure a high level of protection for investors, while fully preserving the right of governments to regulate and pursue public policy objectives such as the protection of health, safety or the environment. The ICS represents a clear break from the old Investor to State Dispute Settlement (ISDS) approach and demonstrates the shared determination of the EU and Canada to establish a fairer, more transparent and institutionalised system for the resolution of investment disputes. It will also replace the eight existing bilateral investment agreements between certain EU Member States and Canada. Once CETA enters into force definitively, it will offer EU and Canadian investors greater predictability, transparency and protection for their investments in Canada and in the EU respectively.

NB: Investment protection and the investment court system, as well as portfolio investment market access, will not be provisionally applied in line with Council Decision (EU) 2017/38 of 28 October 2016 on the provisional application of the Comprehensive Economic and Trade Agreement (CETA) between Canada, of the one part, and the European Union and its Member States, of the other part (OJ L 11, 14.1.2017, p. 1080–1081 (http://eur-lex.europa.eu/legal-content/EN/TXT/?uri=uriserv:OJL_2017.01.01.1080.01.ENG).

GOVERNMENT PROCUREMENT

Public contracts form a substantial share of world trade flows, amounting to EUR 1 000 billion per year. Under CETA, Canada has opened up its government tenders to EU companies more than with any of its other trading partners.

EU firms will be able to bid to provide goods and services at federal, provincial and municipal level — the first non-Canadian firms to be able to do so. This is important because Canada's provincial public contracts market is worth twice as much as the federal one.

The Canadian commitments cover the procurement of additional federal entities, provincial and territorial ministries and most agencies of government including 'crown corporations' (i.e. state-owned corporations that are administered at arm's length from the government), as well as regional and municipal governments and entities.

Canada has also agreed to make the tendering process more transparent by publishing all of its public tenders on a single procurement website. Access to information is one of the biggest obstacles for smaller companies in accessing overseas markets, so this will help smaller businesses in Europe.

CETA offers unlimited access for rolling stock from EU Member States to the government procurement market across all Canadian provinces and territories. This includes Ontario and Quebec, which had so far enforced high local content requirements, meaning it was not viable for potential suppliers from outside the provinces to participate in provincial or municipal tenders for public transport vehicles. The agreed solution for Ontario and Quebec reduces and simplifies these requirements, giving EU bidders to supply rolling stock preferential access for the first time. In particular, both provinces have accepted the replacement of the 'local content' requirement by a more flexible 'local value' condition which allows the EU bidder not only to take into consideration the value of parts and components (as would be the case with 'local content') but also labour costs linked to the assembly of the final product and services, such as maintenance or after-sales service.

Regarding energy utilities in the provinces of Ontario and Quebec, certain specific types of contracts are excluded from the commitments. However, bidders from EU Member States still gain substantial access to the procurement of these energy entities.

The EU offers reciprocal access for Canadian suppliers to the European procurement market.

Further information:

Canadian federal procurement opportunities:

- [Public Services and Procurement Canada](#)

Canadian provincial procurement opportunities:

- Alberta — [Alberta Purchasing Connection \(APC\)](#)
- [Construction opportunities are posted on the Edmonton Construction Association's COOLNet](#)
- British Columbia — [BC Bid; Procurement Services — British Columbia](#)
- Manitoba — [MERX](#)
- New Brunswick — [New Brunswick Opportunities Network](#)
- Newfoundland — [Government Purchasing Agency](#)
- Northwest Territories — [Contract Opportunities](#)
- Nova Scotia — [Procurement Services](#)
- Nunavut — [Tenders](#)
- Ontario — [Ontario Tenders Portal](#)
- Prince Edward Island — [Tender Opportunities](#)
- Quebec — [Le Système Electronique d'Appel d'Offres](#)
- Saskatchewan — [SaskTenders](#)
- Yukon — [Tenders](#)

ANTITRUST, MERGERS, STATE-OWNED ENTERPRISES AND SUBSIDIES

Rules on competition help to ensure appropriate conditions for business which allows CETA's market access provisions to translate into real business opportunities.

Recognising that anti-competitive business conduct has the potential to distort the proper functioning of markets and could undermine the benefits of trade liberalisation, CETA includes a competition chapter.

Next to rules dealing with cartels, unilateral conduct and mergers, CETA also acknowledges that certain kinds of subsidies can hinder competition and trade, and therefore CETA also includes rules to limit the potential negative effects of the subsidies, through increased transparency on subsidies granted and a consultation mechanism on subsidies that may negatively affect trade between them, and to find solutions. At the same time, CETA guarantees that companies can continue to receive subsidies for public

policy objectives such as research and development, training and regional development. The EU and Canada also agree not to subsidise exports of agricultural products to each other's markets.

Similarly to what we have in the EU's internal market, CETA also includes ambitious disciplines on state-owned enterprises to ensure a level playing field with private enterprises while safeguarding the government's right to set up such enterprises without limitation and for whatever purpose they deem appropriate. Appropriate carve-outs are foreseen to ensure that these disciplines do not affect the commitments and exceptions agreed for public procurement and public services.

TRADE REMEDIES

The use of trade defence instruments in CETA is based on rules set out by the World Trade Organisation (WTO). These instruments allow the EU and Canada to defend their producers against competitive distortions in the form of dumped or subsidised imports and, in the case of safeguard action, against dramatic shifts in trade flows.

Some of the CETA provisions go beyond WTO rules concerning anti-dumping and countervailing duties. In particular, regarding transparency, both parties agreed to

ensure an adequate right of defence to each other. Both sides will also endeavour to apply the so-called lesser duty rule (which means that the level of duty imposed on dumped imports should not exceed the duty necessary to remove the injurious element of dumping) and consider the wider public interest before imposing measures.

TRADE AND SUSTAINABLE DEVELOPMENT

The CETA chapter on sustainable development aims to ensure that increased trade between the EU and Canada takes place within a strong framework that protects the environment and labour standards. The EU and Canada have traditionally negotiated provisions on trade and labour as well as environmental issues in connection with their free trade agreements. In CETA, both areas are brought within a common sustainable development framework, establishing equally ambitious rules for labour and environmental standards.



CETA contains **substantive provisions** in areas including:

- commitments to international standards and agreements: for example, respect of all the International Labour Organisation (ILO) core labour standards and the fundamental ILO conventions, and effective implementation of multilateral environmental agreements;
- protection of the right of each party to regulate in the areas of labour and environment as each deems necessary or appropriate, while providing for high levels of protection in these areas;
- guarantees that labour and environmental rules are not misused in a trade context, either as a form of disguised protectionism or by relaxing domestic labour and environmental laws to encourage trade and investment unfairly;
- conservation and sustainable management of natural resources such as forests and fisheries, including the fight against illegal, unreported and unregulated (IUU) fishing, and the promotion of sustainable aquaculture;
- promotion of trade and investment practices supporting sustainable development objectives, such as corporate social responsibility, eco-labelling and fair trade.

CETA also sets up a comprehensive **institutional framework** to oversee the implementation of these provisions, as well as binding procedures for their enforcement, including:

- a dedicated governmental body and specific channels to ensure the involvement of civil society both domestically and on a bilateral basis;
- a tailored mechanism to address disputes, including government consultations and review by an independent panel of experts, whose reports are public and require follow-up;
- a high degree of transparency in the work of the institutional structures, as well as in the dispute resolution procedure;
- an open review clause that allows both parties to keep under review the effectiveness of the implementation of this chapter, and revisit the enforcement mechanism accordingly in the future. Such a review will be launched shortly after the provisional application of CETA.

USEFUL INFORMATION AND PRACTICAL TOOLS

MARKET ACCESS DATABASE

The Market Access Database (MADB) is a platform operated by the European Commission. It provides free information to companies exporting from the EU about import conditions in third country markets.

<http://madb.europa.eu/madb/indexPubli.htm>

Tariffs

Duties and taxes on imports of products into specific countries

Procedures and formalities

Procedures and documents required for customs clearance in the partner country

Statistics

Trade flows in goods between EU and non-EU countries

Trade barriers

Main barriers affecting your exports

SPS: sanitary and phytosanitary issues

Food safety/animal health/plant health measures

Rules of origin

Preferential agreements and rules of origin

Services for SMEs

Services for SMEs

EU MEMBER STATES' EMBASSIES AND BUSINESS SUPPORT STRUCTURES

European Union

Delegation of the European Union to Canada
 150 Metcalfe Street, Suite 1900,
 Ottawa, Ontario, K2P 1P1
 Tel. +1 6132386464
Delegation-Canada@eeas.europa.eu
https://eeas.europa.eu/delegations/canada_en

Belgium

Wallonia Foreign Trade and Investment Agency — Agence wallonne à l'Exportation et aux Investissements Etrangers (AWEX)
<https://www.awex.be/fr-BE/L%27exportpratique/conseil-export/Introduction/Pages/Introduction.aspx>

Austria

Austrian Federal Economic Chamber (Wirtschaftskammer Österreich, WKÖ)
<https://www.wko.at/>

IN CANADA

Advantage Austria Toronto

Consulate General of Austria — Commercial Section Advantage Austria
 30 St Clair Avenue West, Suite 1402,
 Toronto, Ontario, M4V 3A1
<http://www.advantageaustria.org/catoronto@advantageaustria.org>
 (Tel. +1 4169673348)
montreal@advantageaustria.org
 (Tel. +1 5148493708)

Embassy in Ottawa

445 Wilbrod Street, Ottawa,
 Ontario, K1N 6M7
 Tel. +1 6137891444
<https://www.bmeia.gv.at/en/embassy/ottawa.html>
ottawa-ob@bmeia.gv.at

Flanders

Trade rep. for Quebec, Newfoundland and Labrador, Nunavut, New Brunswick, Nova Scotia, Prince Edward Island
 999 Boulevard de Maisonneuve West — Suite 1600, Montreal (Quebec) H3A 3L4
<http://canada.diplomatie.belgium.be/en/trade-and-investment>
montreal@fitagency.com
 Tel. +1 514289-9955

Wallonia

Trade rep. for Quebec, Newfoundland and Labrador, Nunavut, New Brunswick, Nova Scotia, Prince Edward Island
 1250 René-Lévesque West — Suite 4115, Montreal, Quebec, H3B 4W8
<http://canada.diplomatie.belgium.be/en/trade-and-investment>
wallonie@awex-montreal.com
 Tel. +1 514939-4049

Brussels

Trade rep. for Quebec, Newfoundland and Labrador, Nunavut, New Brunswick, Nova Scotia, Prince Edward Island
 1010 Sherbrooke West — Suite 2404, Montreal, Quebec, H3A 2R7
<http://canada.diplomatie.belgium.be/en/trade-and-investment>
info@bruxelles-canada.com
 Tel. +1 514286-1581

Embassy in Ottawa

360 Albert Street, 8th floor, Suite 820, Ottawa, Ontario, K1R 7X7
<http://canada.diplomatie.belgium.be/en/ottawa@diplobel.fed.be>
 Tel. +1 6132367267

Bulgaria

The Bulgarian Small and Medium Enterprises Promotion Agency
българската агенция за
насърчаване малките и средните
предприятия
<http://www.sme.government.bg/>

IN CANADA

Embassy in Ottawa
325 Stewart Street, Ottawa,
Ontario, K1N 6K5
<https://www.consul.info/en/embassy-bulgaria-ottawa>
Embassy.Ottawa@mfa.bg
Tel. +1 613893215

Croatia

Export portal
Izvozni portal
<https://izvoz.gov.hr/>

IN CANADA

Embassy in Ottawa
229 Chapel St, Ottawa, Ontario,
K1N 7Y6
<http://ca.mvep.hr/en/>
croemb.ottawa@mvep.hr
Tel. +1 6135627820

Consulate General

918 Dundas Street East, Suite 302,
Mississauga, Ontario, L4Y 2B8
<http://ca.mvep.hr/en/>
genmiss@mvep.hr
croconsulate.miss@mvep.hr
Tel. +1 9052779051

Cyprus

Trade Service
Υπηρεσία Εμπορίου
http://www.mcit.gov.cy/mcit/trade/ts.nsf/index_gr/index_gr?OpenDocument

IN NORTH AMERICA

High Commission
150 Metcalfe Street, Suite 1002,
Ottawa, Ontario, K2P 1P1
http://www.mfa.gov.cy/mfa/consulate/consulate_toronto.nsf/dmlindex_en/dmlindex_en?opendocument
ottawahighcom@mfa.gov.cy
Tel. +1 6135630727

Honorary Consulate
435 Donald Street, Coquitlam,
British Columbia, V3K 3Z9
tberggre@sfu.ca
Tel. +1 6049362268

Trade Section
13 East 40th Street, New York,
NY 10016
<http://cyprustrademy.org>
ctnyc@cyprustrademy.org
Tel. +1 2122139100

Czech Republic

National Trade Promotion Agency of the Ministry of Industry and Trade of the Czech Republic
CzechTrade — Česká agentura na podporu obchodu
<https://www.czechtrade.cz/sluzby>

IN CANADA

CzechTrade Canada
6707 Elbow Drive SW, T2VOE5
Calgary, Alberta, T2H 0S7
www.czechtrade-canada.ca
calgary@czechtrade.cz
jaroslav.jelinek@czechtrade.cz
Tel. +1 4032694924

Embassy in Ottawa
251 Cooper Street, Ottawa,
Ontario, K2P 0G2
www.mzv.cz/ottawa
ottawa@embassy.mzv.cz
commerce_ottawa@mzv.cz
Tel. +1 6135623875

Consulate General of the Czech Republic

2 Bloor Street West, Suite 1500,
Toronto, Ontario, M4W 3E2
www.mzv.cz/toronto
toronto@embassy.mzv.cz
commerce_toronto@mzv.cz
Tel. +1 4169721476-16

Denmark

Ministry of Foreign Affairs of Denmark
Udenrigsministeriet Eksportrådet
<http://um.dk/da/eksportraadet/>

IN CANADA

Trade Council of Denmark
2 Bloor Street West, Suite 2120,
Toronto, Ontario, M4W 3E2
<http://canada.um.dk/en/the-trade-council/invest-in-denmark/>
yyzhkt@um.dk
Tel. +1 416962-5661

Embassy in Ottawa

47 Clarence Street, Suite 450, Ottawa,
Ontario, K1N 9K1
<http://canada.um.dk/en/ottamb@um.dk>
Tel. +1 6135621811

Estonia

Enterprise Estonia (EAS)
Ettevõtluse Arendamise Sihtasutus (EAS)
<http://www.eas.ee/>

IN CANADA

Embassy in Ottawa
260 Dalhousie Street, Suite 210,
Ottawa, Ontario K1N 7E4
http://www.estemb.ca/business_in_estonia
embassy.ottawa@mfa.ee
Tel. +1 6137894222

Finland

Finpro
<http://www.finpro.fi/>

IN CANADA

Embassy in Ottawa
 55 Metcalfe Street, Suite 850, Ottawa,
 Ontario, K1P 6L5
<http://www.finland.ca/public/default.aspx?nodeid=46697&contentlan=2&culture=en-US>
 embassy@finland.ca
 sanomat.ott@formin.fi
 Tel. +1 6132882233

France

Business France
<http://export.businessfrance.fr/default.html>

IN CANADA

Trade Representative in Canada:
Business France
Toronto: 154 University Avenue
 Suite 400, Toronto, M5H 3Y9 —
 Tel. +1 4169771257
Montreal: Bureau Business France,
 1501 McGill College, Bureau
 1120, Montreal, QC H3A 3M8 —
 Tel. +1 5146704000
Vancouver: 1111 Melville Street, Suite
 320 Vancouver, British Columbia V6E
 3V6 — Tel. +1 6046390923
<http://export.businessfrance.fr/canada/contact-et-plan-d-acces-business-france-canada.html>
 canada@businessfrance.fr

Embassy in Ottawa
 42 Sussex Drive, Ottawa, Ontario,
 K1M 2C9
<https://ca.ambafrance.org/~English-politique@ambafrance-ca.org>
 Tel. +1 6137891795

Germany

Germany Trade and Invest (GTAI)
<http://www.gtai.de/GTAI/Navigation/DE/welcome#trade>

IN CANADA

Canadian German Chamber of Commerce
 480 University Avenue, Suite 1500,
 Toronto, Ontario, M5G 1V2
www.germanchamber.ca
 info@germanchamber.ca
 Tel. +1 416598-3355

Embassy in Ottawa
 1 Waverley Street, Ottawa, Ontario,
 K2P 0T8, Canada
www.ottawa.diplo.de
 info@ottawa.diplo.de
 Tel. +1 613 232 1101

Greece

Enterprise Greece Invest and Trade
<http://www.enterprisegreece.gov.gr/gr/arxikh-selida>

IN CANADA

Embassy in Ottawa
 80 MacLaren Street Ottawa, Ontario,
 K2P 0K6
<http://www.agora.mfa.gr/en/offices-of-economic-and-commercial-affairs/offices-by-country>
 ecocom-ottawa@mfa.gr
 Tel. +1 6132386271

Consulate General
 1075 Bay Street, Suite 600, Toronto,
 Ontario, M5S 2B1
ecocom-toronto@mfa.gr
 Tel. +1 4165150133

Hungary

Hungarian National Trading House
<http://www.tradehouse.hu/>

Hungarian Investment Promotion Agency
<http://www.hipa.hu/>

IN CANADA

Consulate General in Toronto
 175 Bloor Street East, Suite 1109,
 South Tower, Toronto, Ontario,
 M4W 3R4
www.mfa.gov.hu/cons/toronto
 mission.tor@mfa.gov.hu
 Tel. +1 6473492550

Embassy in Ottawa
 299 Waverley St., Ottawa, K2P 0V9
<https://ottawa.mfa.gov.hu/>
 mission.ott@mfa.gov.hu
 Tel. +1 6132307560

Ireland

Enterprise Ireland
<https://www.enterprise-ireland.com/en/Export-Assistance/>

IN CANADA

Trade Representative in Canada:
Enterprise Ireland
 2 Bloor St. W, Suite 1501, Toronto,
 Ontario, M4W 3E2
<https://www.enterprise-ireland.com/!73ZE8B>
 client.service@enterprise-ireland.com
 neil.cooney@Enterprise-Ireland.com
 Tel. +1 4169345033

Embassy in Ottawa
 Varette Building, 130 Albert St,
 Ottawa, Ontario, K1P 5G4
<https://www.dfa.ie/irish-embassy/canada/about-us/team-ireland/embassyofireland@rogers.com>
 Tel. +1 6132336281

Italy**Italian Trade Agency**

ICE — Agenzia per la promozione all'estero e l'internazionalizzazione delle imprese italiane
<http://www.ice.gov.it/paesi/>

IN CANADA**Italian Trade Promotion Agency of the Consulate General of Italy**

365 Bloor Street East, Suite 1802,
 Toronto, Ontario, M4W 3L4
toronto@ice.it

Tel. +1 4165981566

1000 rue Sherbrooke ouest, Bureau
 1720, Montreal, Quebec, H3A 3G4
montreal@ice.it

Tel. +1 5142840265

http://www.italtrade.com/countries/americas/canada_en/

Embassy in Ottawa

275 Slater St, Ottawa, Ontario,
 K1P 5H9

<http://www.ambottawa.esteri.it/>
ambasciata_ottawa@esteri.it

Tel. +1 6132322401

Lithuania**Enterprise Lithuania**

<http://www.enterpriselithuania.com/en>

IN CANADA**Embassy in Ottawa**

150 Metcalfe Str #1600, Ottawa,
 Ontario, K2P 1P1
<https://ca.mfa.lt/ca/en/amb.ca@urm.lt>
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Luxembourg**Luxinnovation**

www.luxinnovation.lu

IN NORTH AMERICA**Honorary Consulate in Ottawa**

World Exchange Plaza, 45 O'Connor
 Street, Suite 1150, Ottawa, Ontario,
 K1P 1A4

luxconsulottawa@gmail.com

Tel. +1 6137554091

Embassy in Washington DC

2200 Massachusetts Avenue, NW,
 Washington, DC. 20008

<http://washington.mae.lu/en>
luxembassy.was@mae.etat.lu

Tel. +1 2022654171

Malta**Malta Enterprise**

<http://www.maltaenterprise.com/support/trade-promotion>

IN CANADA**Consulate General in Toronto**

3300 Bloor St W, Etobicoke, Ontario,
 M8X 2X3

https://foreignaffairs.gov.mt/en/Embassies/Cg_Toronto/Pages/CG_Toronto.aspx
maltaconsulate.toronto@gov.mt
 Tel. +1 4162070922

Netherlands**Netherlands Enterprise Agency**

Rijksdienst voor Ondernemend
 Nederland

<http://www.rvo.nl/onderwerpen/>

internationaal-ondernemen

<http://english.rvo.nl/topics/international>

Ondernemersplein — an online portal for foreign and Dutch start-ups

<http://startup.ondernemersplein.nl/start-a-business/>

IN CANADA**Embassy in Ottawa**

350 Albert Street, Suite 2020 Ottawa,
 Ontario, K1R, 1A4

<https://www.netherlandsandyou.nl/your-country-and-the-netherlands/canada/doing-business>
ott@minbuza.nl

Tel. +1 613 237 5031

Consulate General in Toronto

1 Dundas Street West, Suite 2106,
 Toronto, Ontario, M5G 1Z3

<http://www.hollandtradeandinvest.com>
tor-ea@minbuza.nl

Tel. +1 416 595 2402

Poland**Polish Investment and Trade Agency (former Polish Information and Foreign Investment Agency)**
Polska Agencja Inwestycji i Handlu

<http://www.paih.gov.pl>

invest@paih.gov.pl

President's Secretariat:

+48 223349871

Foreign Investment Department:

+48 223349875

Department of Economic Development:

+48 223349820

Economic Promotion Department:

+48 223349926

Information and Communication Department:

+48 223349994

Latvia**Investment and Development Agency of Latvia**

Latvijas Investīciju un attīstības aģentūra
<http://eksports.liaa.gov.lv/>
liaa@liaa.gov.lv

IN CANADA**Embassy in Ottawa**

350 Sparks St, Ottawa, Ontario,
 K1R 7S8
<http://www.mfa.gov.lv/en/ottawa>
embassy.canada@mfa.gov.lv
 Tel. +1 6132386014

IN CANADA**Polish Investment and Trade Agency in Toronto**

438 University Avenue, Suite 1810,
Toronto, Ontario, M5G 2K8
zack.labieniec@pahi.gov.pl
<https://canada.trade.gov.pl>

Embassy of the Republic of Poland in Ottawa

443 Daly Ave, Ottawa, Ontario,
K1N 6H3
ottawa.amb.sekretariat@msz.gov.pl
<http://www.ottawa.msz.gov.pl>
Tel. +1 6137890468

Consulate General of the Republic of Poland in Toronto

2603 Lake Shore Blvd. West, Toronto,
Ontario, M8V 1G5
toronto.info@msz.gov.pl
www.toronto.msz.gov.pl
Tel. +1 4162525471
Tel. +1 4164645405

Consulate General of the Republic of Poland in Vancouver

1177 West Hastings Street,
Suite 1600, Vancouver,
British Columbia, V6E 2K3
vancouver.info@msz.gov.pl
www.vancouver.msz.gov.pl
Tel. +1 6046883458

Consulate of the Republic of Poland in Montreal

3501 Avenue du Musée, Montreal,
Quebec, QC H3G 2C8
michal.falenczyk@msz.gov.pl
www.montreal.msz.gov.pl
Tel. +1 6137890468

Portugal**aicep Portugal Global — Trade and Investment Agency**

<http://www.portugalglobal.pt/PT/Internacionalizar/Paginas/MenuInternacionalizar.aspx>

IN CANADA**Trade and Investment Agency:****aicep Toronto**

438 University Avenue, Suite 1400,
Toronto, Ontario, M5G 2K8
<http://www.portugalglobal.pt/EN/about-us/overseas-network/Pages/ARedeAicep.aspx?idPontoRede=2>
aicep.toronto@portugalglobal.pt
Tel. +1 4169214925

Embassy in Ottawa

645 Island Park Dr, Ottawa, Ontario,
K1Y 0B8
<https://www.otava.embaixadaportugal.mne.pt/en/>
ottawa@mne.pt
Tel. +1 6137290883

Romania**Ministry for Business Environment, Commerce and Entrepreneurship**

imm.gov.ro

InvestRomania

<http://investromania.gov.ro/web/>

The Chamber of Commerce and Industry of Romania

<http://ccir.ro/en/>

IN CANADA**Romania's Economic and Trade Promotion Bureau**

1010, rue Sherbrooke Ouest, Bureau
610, étage 6, Montreal, Quebec,
H3A 2R7
<http://ottawa.mae.ro/en/node/747>
romtrade.mtl@videotron.ca
Tel. +1 5145048235

Embassy in Ottawa

655 Rideau St, Ottawa, Ontario,
K1N 6A3
<https://ottawa.mae.ro>
ottawa@mae.ro
Tel. +1 6137893709

Slovakia**Sario — Slovak Investment and Trade Development Agency**

Slovenská agentúra pre rozvoj investícií a obchodu
<http://www.sario.sk/sk/exportujte-do-zahraničia>

IN CANADA**Embassy in Ottawa**

50 Rideau Terrace, Ottawa, Ontario,
K1M 2A2
<https://www.mzv.sk/web/ottawa-en/home>
emb.ottawa@mzv.sk
Tel. +1 6137494442

Slovenia**SPIRIT Slovenia — Public Agency for Entrepreneurship, Internationalization, Foreign Investments and Technology**

SPIRIT Slovenija
<http://www.izvoznokno.si/>

IN CANADA**Embassy in Ottawa**

150 Metcalfe Street Suite 2200,
Ottawa, Ontario, K2P 1P1
<http://www.ottawa.veleposlanistvo.si/index.php?id=1554&L=1>
sloembassy.ottawa@gov.si
Tel. +1 6135655781

Spain**ICEX — Spanish Institute for Foreign Trade**

ICEX España Exportación e Inversiones
<http://www.icex.es/icex/es/navegacion-principal/exportadores-habituales/index.html>

IN CANADA**Economic and Commercial Office**

151 Slater Street, Suite 801, Ottawa, Ontario, K1P 5H3
<http://canada.oficinascomerciales.es>
ottawa@comercio.mineco.es
 Tel. +1 6132360409

Toronto Trade Promotion Office

170 University Ave #602, Toronto, Ontario, M5H 3B3
<http://canada.oficinascomerciales.es>
toronto@comercio.mineco.es
 Tel. +1 4169670488

Embassy in Ottawa

74 Stanley Ave, Ottawa, Ontario, K1M 1P4
<http://www.exteriores.gob.es/embajadas/ottawa/en/Pages/inicio.aspx>
emb.ottawa@mae.es
 Tel. +1 6137472252

Sweden**Business Sweden — The Swedish Trade and Investment Council**

<http://www.business-sweden.se/Export/tjanster/>

IN CANADA**Trade Representative in Canada:**

Business Sweden
 2 Bloor Street West, Suite 2120,
 Toronto Ontario M4W 3E2
<http://www.business-sweden.se/en/contact/offices-abroad/Canada/>
Business-Sweden-in-Toronto@business-sweden.se
 Tel. +1 4169228152

Embassy in Ottawa

377 Dalhousie Street, Ottawa Ontario, K1N 9N8
<http://www.swedenabroad.com/en-GB/Embassies/Ottawa/>
sweden.ottawa@gov.se
 Tel. +1 6132448200

United Kingdom**Exporting is GREAT**

https://www.great.gov.uk/?utm_source=govuk&utm_medium=homepagelink&utm_campaign=EIG

IN CANADA**High Commission: Department for International Trade**

Ottawa: British High Commission, 80 Elgin Street, Ottawa Ontario, K1P 5K7
 Tel. +1 6133646138
Montreal: 2000 McGill College Avenue, Suite 1940, Montreal Quebec, H3A 3H3
 Tel. +1 5148665863- 2244

Vancouver: 1111 Melville Street, Suite 800, Vancouver, British Columbia, V6E 3V6
 Tel. +1 6046834421- 2210
Calgary: 5100-150 6 Avenue SW, Calgary Alberta, T2P 3V7
 Tel. +1 4035396207

Toronto: 777 Bay Street, Suite 2800, Toronto, Ontario, M5G 2G2
 Tel. +1 4165931290- 2259
<https://www.gov.uk/government/world/organisations/department-for-international-trade-canada>
ukincanada@fco.gov.uk

CHAMBERS OF COMMERCE AND BUSINESS ASSOCIATIONS

EUROPEAN UNION

European Union Chamber of Commerce in Canada (EUCCAN)
480 University Avenue, Suite 1500,
Toronto, Ontario, M5G 1V2
info@euccan.com
<http://www.euccan.com/>
Tel. +1 4165987087

European Union Chamber of Commerce in Canada West
info@eu-canada.com
<http://www.eu-canada.com>

A list of local and bilateral EU chambers of commerce and business associations in Canada can be found on the website of the European Union Chamber of Commerce in Canada (<http://www.euccan.com>). EUCCAN is an umbrella organisation for these very diverse structures and organisation.

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