

# YOUR REGION FOR BUSINESS

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**Toronto Global  
not-for-profit,  
government-funded  
agency  
focused on attracting  
international companies  
to Toronto**



# CANADA – YOU’LL LOVE IT HERE

**36.5M**

Canadian population

**2nd**

Most business competitive global city

**2nd**

Largest country In the world

**Six**

Different time zones

**TORONTO  
GLOBAL**

# TORONTO REGION AT A GLANCE

135 million people  
within a 500-mile  
radius

TORONTO  
REGION

**250 miles**

Population / 30,000,000

**500 miles**

Population / 135,000,000

**750 miles**

Population / 180,000,000



# CANADA'S ECONOMIC ENGINE

**38%** of Canada's  
head offices

**800k +**  
businesses

**\$332B**  
economy

**20%**  
of Canada's GDP

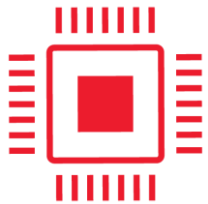
**MILLIONS**

of consumers accessible to  
North American businesses



# NORTH AMERICA'S MOST DIVERSE ECONOMY

Top Sectors include:



TECHNOLOGY



FOOD &  
BEVERAGE



FINANCIAL  
SERVICES



LIFE  
SCIENCES



CLEANTECH



ADVANCED  
MANUFACTURING





**MARKET  
ACCESS**

**1 Billion  
consumers**

**\$39T combined  
GDP**

USMCA (United States-  
Mexico-Canada Agreement)

CETA (Canada-European Union  
Comprehensive Economic and  
Trade Agreement)



**GLOBAL  
FINANCIAL  
CENTRE**

**1**

**Toronto Region  
was named as the  
First RMB  
Trading Hub in  
the Americas**

**STRONG  
AND RESILIENT  
REGIONAL  
ECONOMY**

**10**

**Top 10 International  
Financial Centre (The  
Banker, 2015)**

**2**

**2<sup>nd</sup> largest financial  
services centre in  
North America**





# TECHNOLOGY HUB

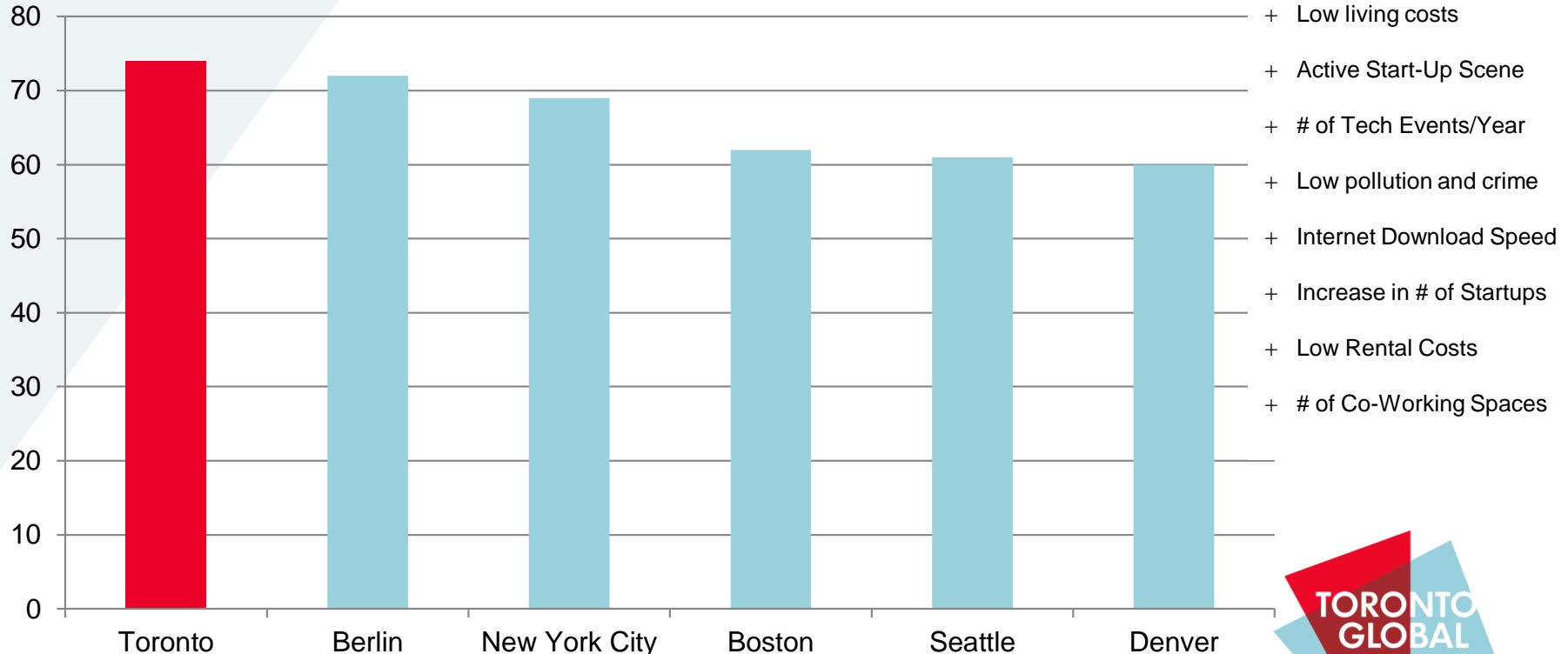
The Toronto Region is Canada's largest technology hub and the fourth-largest in North America.

**400,000** people  
**Working in Tech**

TORONTO  
GLOBAL

# TOP LOCATION FOR TALENT

**Toronto Voted Best Place to Live and Work for Software Developers\***



**Source:** [teleport.org](http://teleport.org), 2016

\*Based on 13,000 software developers, 180 data dimensions from 58 global sources





# THE TORONTO REGION and UNITED STATES

- + **Capital Market Access to 1 Billion consumers:** CETA and USMCA
- + **Lower operating cost than US;** around 20% less
- + **Highly-skilled workforce:** talent from six internationally-recognized colleges and five world-renowned universities
- + **Immigration friendly:** welcoming 100,000+ new immigrants per year
- + **Quality of life:** consistently ranked in Top 5 globally, to live and work
- + **Universal Health Care**
- + **Easy to incorporate and competitive business costs**
- + One of the most generous **tax incentive programs** in the world
- + **Leading in research & innovation:** Artificial Intelligence, E-Health etc.







WE SPEAK  
YOUR  
LANGUAGE

180

Languages & dialects

51%

Foreign-born in  
Toronto

TORONTO  
GLOBAL



# IMMIGRATION

A background image of a city street scene. Tall glass skyscrapers line the street, with the sun low in the sky creating a lens flare. Pedestrians are walking on the sidewalk, and a row of green and white bicycles is parked on the right. A person with a red suitcase is in the foreground.

The Government of Canada offers a variety of immigration programs to entrepreneurs and professionals around the world

## **Global Talent Stream**

The Global Talent Stream can offer qualified companies a two-week processing time for 80% of work permit applications

## **Intra-Company Transfer**

Qualified employee sent to work for the same company in a different country

## **Start-Up Visa**

Program targeting entrepreneurs with the potential to create jobs for Canadians



# R&D INCENTIVES

- + More than **\$14 billion is spent annually on R&D in Ontario**, home to almost half of Canada's full-time R&D personnel.
- + Combined federal and provincial **R&D tax credits can reduce the after-tax cost of every \$100 in R&D spending between \$37 and \$61.**
- + Incentives include a mix of both refundable and non-refundable tax credits.
- + No minimum or maximum spend required on R&D.
- + More costs qualify for R&D incentives here than in the United States – including wages, materials, overhead and contract expenses.



# OUR COST ADVANTAGE

- + Combined corporate income tax rate of 26.5% is lower than most states
- + Salaries for tech workers are 20% to 40% lower than New York and San Francisco
- + Universal Health Care means lower costs for employers, averaging \$400 per month for a high-end package
- + Canada & Ontario combined have one of the most generous R&D tax incentive programs in the world





# WE ARE BUSINESS FRIENDLY

- + Low corporate taxes
- + Little red tape
- + Low risk, educated workforce
- + Economic, social and political stability
- + Strong government support



# UNIVERSAL HEALTH CARE MEANS LOWER COSTS TO EMPLOYERS



TORONTO  
GLOBAL



# BEST PLACE TO LIVE

- + The most dynamic, cosmopolitan place in the world
- + Consistently ranked in the Top 5 places in the world to live and work
- + One of the lowest crime rates of any city of comparable size in North America





# WHAT'S NEXT?



## START YOUR BUSINESS WITH TORONTO GLOBAL

- + We provide all the information to build your business case for expanding in the Toronto Region
- + Fact-finding trips (FFT): tailor-made visit programs, visit sites and meet with government and commercial parties
- + Introductions to commercial parties: service providers (i.e. tax-legal firms, recruiters, real estate agents, LSPs), testimonial companies, and branch organizations
- + We facilitate with incorporating with a quick and easy streamlined process and help with building your business case for expanding in the Toronto Region
- + Introductions to government bodies: Tax, Customs, and Immigration Authorities; and local governments (i.e. municipalities, provinces)

# Market Team US East Coast

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