Let us handle the introductions
Laissez-nous faire les présentations

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

TraCLight Annual Cluster Meeting

Germany, Canada and their Economic Relations
Detlef Engler, Senior Investment Counsellor, Embassy of Canada

Enhancing Transatlantic Collaboration in Science, Technology & Innovation
Dr. Bruno Wiest, Senior Officer Science and Technology
Embassy of Canada

Stuttgart, November 12, 2018
Canada/Germany: Geography

Canada: 9,980,000 sqkm
Germany: 357,042 sqkm
Canada/Germany: Population

Germany: 81.6 million
Canada: 35.8 million
• Exports Canada to Germany: €4.4 billion (2017)
  Natural Resources (including coal): 28.3%
  Machinery/Equipment: 15.5%
  Autos and Auto Parts: 6.1%
  Measuring Equipment: 4.5%
  Rest: 45.6%

• Exports Germany to Canada: €9.7 billion (2017)
  Autos and Auto Parts: 31.3%
  Machinery/Equipment: 20.8%
  Pharmaceuticals: 11.3%
  Electronics: 5.9%
  Rest: 30.7%
Germany
Canada is Strategically Located

- The Great Lakes Supercluster: largest vehicle-producing region in North America.

- 38 light vehicle assembly plants within a 500km radius of the Windsor-Detroit border. These plants produced 6.7 million vehicles in 2017.

- Canada is close to all major automotive R&D centres in Michigan and Ohio.
CETA: Scope and Coverage

- Goods
- Non-tariff Barriers & Regulatory Cooperation
- Intellectual property
- Government Procurement
- Services & Investment
- Sustainable Development, Labour & Environment
USMCA

- NAFTA market access effectively preserved
- Chapter 19 and state-to-state dispute settlement, the cultural exception, and temporary entry for business persons preserved
- New and modernized provisions, including in the areas of good regulatory practices, digital trade, SMEs
- New: Labour and environment are subject to dispute settlement
USMCA and Automotive

• By 2023: OEMs will need 75% USMCA regional value content (RVC)
• OEMs need to certify 40%-45% of production activities carried out by workers making at least US$16/hr.
• By 2023: Parts suppliers will need 75% RVC (net cost method) for core parts; 70% for principal parts; 65% for complementary parts
“Section 232”
Canada – US side letter to USMCA:

• 60 day exemption from any future measures under Section 232
• Thereafter, exemption of 2.6 million passenger vehicles/year (currently produced: 1.7 million) and ALL light trucks, and
• Exemption of US$ 32.4 billion/year of auto parts (currently produced: US$ 17 billion)
Welcome to Canada!
Some Auto Parts Companies from B-W:

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<tr>
<th>Adolf Föhl</th>
<th>Freudenberg</th>
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<td>Dieffenbacher</td>
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<td>Elring Klinger</td>
<td>Paul Kauth</td>
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<td>Eberspächer-Vecture</td>
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<td>Festo</td>
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<td>Fischer Edelstahlrohre</td>
<td>ZF Friedrichshafen</td>
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Welcome to Baden-Württemberg!
Some Auto Parts Companies from Canada:

Dynaplas
Magna International (10 plants)
Mold Masters
Multimatic
Enhancing Transatlantic Collaboration in Science, Technology & Innovation

Government, RTO and industry engagement, agreements, programs, funding

Awareness creation, identification of opportunities & partners, client services, reactive & proactive
46th Carnegie Group Meeting of Science Ministers in Banff
European Union, France, Germany, Italy, Japan, South Africa, the United Kingdom and the United States

Minister of Science Kirsty Duncan, ISED, Canada, & Minister of Education and Research Anja Karliczek, BMBF, Germany, and colleagues

Photo ISED: Banff International Research Station for Mathematical Innovation and Discovery
Minister of Education and Research Anja Karliczek, BMBF in Canada, October 2018

- **Locations:** Ottawa, Toronto/Ontario, Banff/Alberta, Vancouver/BC

- **Program:** NRC/NSERC-BMBF 2+2 Cooperation Advanced Manufacturing - Industrie 4.0; digital transformation in society & industry; Max Planck Ottawa Centre for Extreme and Quantum Photonics; planned Helmholtz - TRIUMF cooperation in quantum computing and medical isotopes; dual education; start-ups
Baden-Württemberg

- Delegation to San Francisco/US & Toronto/Ontario, September 16 – 21, 2018
- B-W Premier Wilfried Kretschmann & Minister of Science, Research and the Arts, Theresia Bauer
- 30th Anniversary Ontario – Baden-Württemberg Cooperation; University of Toronto, Ryerson University, incubators and young entrepreneurs; University of Waterloo Centre for Automotive Research (WatCAR); urban mobility, Artificial Intelligence AI

BMBF

- Leading-edge Cluster delegation to TCI Network Global Conference, Toronto, October 15-19, 2018
- BCM BioEconomy Cluster; Fraunhofer IMWS; Open Hybrid Lab Factory OHLF; Hamburg Aviation; Centre for Applied Aviation Research ZAL; it’s OWL; Leichtbau BW; BioM Biotech

Photo: Government of Ontario
Canada - Germany Bilateral Agreement on Scientific and Technological Cooperation

- **signed in 1971:** cooperation in science, technology and innovation
- **dynamic agreement:** Canadian and German representatives meet every two years to set out the priorities and identify new areas of cooperation
- **24th Commission Meeting,** March 1-2, 2018, Berlin
- **important topics:** arctic, bioeconomy, life sciences & medical, renewable energy and materials, SME and cluster cooperation, digital transformation
- **cooperation between Provinces and Länder:** Quebec and Bavaria, Ontario and Baden-Württemberg
Idea competition, providing EUR 15,000 per proposal to hold a workshop in Canada to initiate cooperation in a new field

18 proposals, 6 finalists, 3 winners:

- radiation dose of computed tomographic perfusion images, University Hospital Heidelberg and University of Toronto
- bio-composites for technical applications, Fraunhofer Institute for Wood Research WKI and Guelph University, University of Western Ontario
- rural landscapes from a Migration Society Perspective, Martin Luther University Halle-Wittenberg and McGill University, Queen’s University
Federal German Ministry of Education and Research BMBF

- **BMBF International Office** responsible for the cooperation with Canada; funding available for the initiation of cooperation

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Federal German Ministry for Economic Affairs and Energy
BMWi

- SME Central Innovation Program ZIM: cooperation agreement signed with NRC-IRAP by Kirsty Duncan, Canada’s Minister of Science, September 21, 2016
- AiF-ZIM - NRC-IRAP: 4th call launched November 8, 2018; open until February 28, 2019: www.zim.de/internationale-ausschreibungen
- Alberta-ZIM, CQDM Quebec-ZIM

Ansprechpartner für internationale FuE-Kooperationen
AiF Projekt GmbH
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Minister of Science Kirsty Duncan, ISED, and Parliamentary Secretary of State Iris Gleicke, BMWi
**NEW 2+2 Canada-Germany Advanced Manufacturing/Industrie 4.0 Cooperation**

- **Kick-off Event Berlin**, February 27-March 2, 2018
- **Partners**: National Research Council of Canada Industrial Research Assistance Program **NRC-IRAP**; Natural Sciences and Engineering Research Council **NSERC**; Federal Ministry of Education and Research **BMBF**
- 39 proposals; **7 projects funded, CAD$ 12 million**
- **Germany**: 3 universities, 6 SME, 3 RTO, 2 MNE (not funded)
- **Canada**: 7 universities, 6 SME
- Electron-beam based Additive Manufacturing; membranes for electrochemical devices; die stamping processes; spectroscopic analysis tool; process control sensor system; closed loop manufacturing; self-monitoring welding system

Germany and Canada share the 2-Man Bobsled GOLD medal at the PyeongChang 2018 Olympics
Innovation, Science and Economic Development Canada (ISED)

Innovation Superclusters Initiative

International cooperation opportunities?

- Announced in Federal Budget 2017, $950 million to support business-led innovation superclusters
- First of its kind for Canada, fostering stronger connections; large anchor firms to start-ups, post-secondary institutions, research and government partners
The Canadian Trade Commissioner Service
Le Service des délégues commerciaux du Canada

tradecommissioner.gc.ca
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