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**COUNTRY
REPORT** Canada



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1. General information: Canada

1.1 Geography

- Area: 9,984,670 km² (3,855,100 sq mi) (2nd)

Canada is a country in North America. Its ten provinces and three territories extend from the Atlantic Ocean to the Pacific Ocean and northward into the Arctic Ocean, covering over 9.98 million square kilometres (3.85 million square miles), making it the world's second-largest country by total area. Its southern and western border with the United States, stretching 8,891 kilometres (5,525 mi), is the world's longest binational land border. Canada's capital is Ottawa, and its three largest metropolitan areas are Toronto, Montreal, and Vancouver.

- Capital: Ottawa

1.2 Population

- Total Population: The current population of Canada in 2022 is 38,512,002
- Density: The population density in Canada is 4 per Km² (11 people per mi²)
- Urban Population: 81.3 % of the population is urban (30,670,064 people in 2020)
- Ethnic Origins: European (52.5%), North American (22.9%), Asian (19.3%), North American Indigenous (6.1%), African (3.8%), Latin, Central and South American (2.5%), Caribbean (2.1%), Oceanian (0.3%), and Other (6%). Statistics Canada reports that 35.5% of the population reported multiple ethnic origins, thus the overall total is greater than 100%.
- Religion: Christianity is the largest religion in Canada, with Roman Catholics having the most adherents. Christians, representing 53.3% of the population in 2021, are followed by people having irreligion/no religion at 34.6%. Other faiths include Islam (4.9%), Hinduism (2.3%), Sikhism (2.1%), Buddhism (1.0%), Judaism (0.9%), and Indigenous spirituality (0.2)
- Population of main cities: Toronto (2,600,000), Montreal (1,600,000), Calgary (1,019,942), Ottawa (812,129)

1.3 Language

- Official Language: English, French
- Business Language(s): English, French

1.4 Government: Federal parliamentary constitutional monarchy

- Monarch: Charles III
- Governor General: Mary Simon
- Prime Minister: Justin Trudeau

1.5 Currency: National Currency: Canadian dollar (\$) (CAD)

1.6 Time zone: UTC-3.5 to -8

- Summer (DST): UTC-2.5 to -7

Canada Market Overview:

Canada, a trading nation with preferential market access, under agreements such as the US-Mexico-Canada Agreement (USMCA) and the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP), to more than 50 countries with nearly 1.5 billion consumers, is one of the world's top 10 countries in terms of GDP. The country has strong R&D, a well-educated workforce, a superb quality of life and the lowest tax rate on new business investment in the G7. The nation saw its steepest GDP decline on record in the first year of coronavirus. To reboot the pandemic-stricken economy, the Canadian government has put in place stimulus measures of around CA\$100.0 billion.

2. Economy

2.1. Economic and Political Overview

Following the unprecedented global crisis prompted by the spread of the COVID-19 pandemic - which led to the largest economic contraction since 1945 - the Canadian economy rebounded in 2021, recording an estimated GDP growth of 5.7%. Rising global oil prices helped the recovery, together with the easing of containment measures that supported internal demand. The IMF expects the country to grow faster than the pre-pandemic trend, with a forecasted growth of 4.9% this year and 2.6% in 2023, although uncertainty remains at global level due especially to the resurgence of the Omicron variant of the virus.

After skyrocketing in 2020, Canada's debt-to-GDP ratio decreased moderately to 109.9% in 2021 despite the fact that the government increased its borrowing in order to make the necessary temporary investments to stabilize the national economy amidst the extraordinary circumstances of the COVID-19 pandemic. The IMF expects the debt to follow a downward trend in 2022 (103.9%) and 2023 (100.2%). Similarly, the general government balance recorded a deficit of 6.6% in 2021, although further withdrawal of pandemic support measures should contribute to a reduction of the deficit (projected at 2.7% this year and 1% in 2023). In the 20 years before the pandemic, goods inflation averaged only 1.4%. However, according to the latest figures by the Bank of Canada, supply constraints have led to higher inflation: the average inflation rate of goods in 2021 has been 4.4%, much higher than that of services, which has been 2.1%. Inflation should ease as energy price pressures abate and supply bottlenecks are resolved through 2022, with an IMF forecast of 2.6% (followed by 2% the year after).

After touching record lows, the unemployment rate jumped due to the pandemic. In 2021, the unemployment rate remained elevated (7.7%) and over a quarter of those unemployed have been out of work for half a year or more (up from 16% before the pandemic). Strong output growth will support increased labour demand and help pull unemployment down towards pre-pandemic levels: the IMF projects a gradual decrease, at 5.7% this year and 4.9% in 2023.



Table 1: (Canada Economic Forecasts - 2020-2024 Outlook)

Main Indicators	2020	2021	2022	2023 (e)	2024 (e)
GDP (billions USD)	1.00	1.00	2.00	2.00	2.00
GDP (Constant Prices, Annual % Change)	-5.2	4.5	3.3	1.5	1.6
GDP per Capita (USD)	43	52	56	59	60
General Government Balance (in % of GDP)	-8.6	-4.0	-2.7	-1.2	-0.6
General Government Gross Debt (in % of GDP)	117.8	112.9	102.2	98.7	96.3
Inflation Rate (%)	0.7	3.4	6.9	4.2	2.4
Unemployment Rate (% of the Labour Force)	9.6	7.4	5.3	5.9	6.2
Current Account (billions USD)	-29.39	0.86	11.60	-5.26	-9.41
Current Account (in % of GDP)	-1.8	0.0	0.5	-0.2	-0.4

Source: IMF – World Economic Outlook Database, October 2021

2.2. SWOT Analysis

Strengths:

- Entrepreneurial support: The Canadian government supports entrepreneurship. With multiple avenues of tax reductions and tax breaks, Canadian entrepreneurs feel more confident (reporting less fear of failure) in building small businesses or labeling themselves self-employed
- Niche market growth: Canada has seen an increase of profit through exporting in niche markets, including the development of Canadian diamonds, but particularly within the ice wine industry. In 2014, ice wine made up 29% of their total export value. And the numbers continue to grow
- Close to Americans: As the United States neighbor, Canada has seen the benefits of substantial trade surplus with America. This accounts for roughly three-fourths of Canadian merchandise exports each year
- Largest railway in Canada, in terms of revenue and physical size of its rail network
- 2. 22000 employees and approximately 20,000+ miles of track network
- Diversified and balanced portfolio of goods
- Strong brand reputation in the industry

Weaknesses:

- Overdependence on Canadian market
- Decreasing gross profit margins
- Low scale of international operations compared to its peers

Opportunities:

- Emerging markets: Since exporting is big for Canada, there is much opportunity with exporting to international markets. While the US was Canada's biggest export market of ice wine in 2007, Asian markets have a growing demand and Canada is stepping up to fulfill it
- Strategic acquisitions to increase market share
- Growth in global fertilizers and agricultural chemicals sector
- Increasing demand of coal in US

Threats:

- Slowdown in US economy
- Intense competition
- Regulatory conditions

2.3. Main sectors of industry

The agricultural sector represents 1.9% of Canada's GDP and employs only 2% of the population (World Bank, latest data available). However, the agricultural system and the food processing industry provide 1 in 8 jobs in Canada and account for over CAD 100 billion of the country's GDP and more than CAD 60 billion in exports. Canada is one of the largest exporters of agricultural products in the world - particularly of wheat - and produces 10% of the world's GMO harvests.

Fishing is another important sector. Canada is also one of the leading producers of minerals, especially nickel, zinc and uranium.

Moreover, the country is rich in gas and has the 4th largest reserves of oil in the world (being the 7th oil producer), whose production is concentrated in the western provinces, especially Alberta.

The industrial sector contributes 24% of GDP and employs 19% of the labour force. Canada has six strong primary industry sectors: renewable energies (mainly wind, the country is a net exporter of energy) the forestry sector, hydrogen and fuel cells, mines, metals and minerals, fishing, oil and gas. According to data from the World Bank, manufacturing accounts for 10% of the country's GDP.

The service sector dominates the Canadian economy: it represents 67.1% of the country's GDP and employs over 79% of the active population (the largest employer being the retail sector - which employs about 12% of the country's workforce alone - and the business-related services sector). The education and health sectors are also pivotal for the country's economy. The most dynamic sectors in recent years have been telecommunications, tourism, internet and aerospace engineering. Tourism is the fifth-largest sector in the country's economy, it provides 1 in 10 jobs and is responsible for 225,000 small and medium-sized businesses across Canada.

Table 2: Breakdown of Economic Activity By Sector (World Bank, Oct (2022))

Breakdown of Economic Activity By Sector	Agriculture	Industry	Services
Employment By Sector (in % of Total Employment)	1.5	19.3	79.2
Value Added (in % of GDP)	1.9	24.0	67.1
Value Added (Annual % Change)	5.7	-6.8	-5.0

2.4. Investment

According to UNCTAD's 2021 World Investment Report, Canada attracted USD 24 billion of FDI in 2020, a 50% decrease from 2019, where FDI inflows reached USD 48 billion. The inflows of FDI collapsed in the mining and quarrying sector (from USD 20 billion to USD -10 billion) and dropped by 70% in the manufacturing sector. US multinationals - the biggest investors in the country - halved their investments. The stock of FDI rose to USD 1,099 billion. Canada was the 13th largest FDI destination in the world in 2020, losing three positions compared to 2019. The U.S. and the EU are the main investing partners in Canada: half of the stock is held by the United States, followed by the UK, Japan and Germany. Switzerland, China, the Netherlands and Brazil are other major investing countries. Investments are mainly oriented towards management, manufacturing, mining and hydrocarbons, finance and insurance, wholesale and retail trade. According to the latest data from OECD, FDI inflows to Canada increased in the first half of 2021, reaching USD 26.1 billion, compared to 16.4 in the same period one year earlier.

In 2020, the USMCA (Canada-United States-Mexico Agreement, an updated version of NAFTA) came into force, with a potentially decisive impact on the inflows and outflows of investments in Canada, just as the Comprehensive Economic and Trade Agreement (CETA) signed with the EU and currently applied on a provisional basis, as the ratification by the individual EU Member States is still pending. At the same time, Canada enhanced scrutiny of certain foreign investments under the Investment Canada Act (ICA) in sectors related to public health or involved in the supply of critical goods and services. Nevertheless, in 2021 the thresholds above which foreign investors in Canadian businesses have to obtain federal government approval under the Investment Canada Act have been lowered (from USD 1.075 billion to USD 1.043 billion for investors from countries that are members of the WTO). Canada has a very favourable business climate: the country ranks 23rd out of 190 countries in the World Bank's latest Doing Business report, losing one position compared to the previous edition. Some of the strengths of the country are the ease of starting a business and getting credit, a well-educated workforce and good infrastructures, abundant and diversified energy and mineral resources, and a strong banking sector. However, Canada remains heavily dependent on the U.S. (holding half of FDI stock and



accounting for around two-thirds of the country's export) and on the fluctuations in international commodity prices, as well as having a high level of household debt.

Table 3: Foreign Direct Investment, UNCTAD, Latest available data 2021

Foreign Direct Investment	2019	2020	2021
FDI Inward Flow (million USD)	50,149	23,176	59,676
FDI Stock (million USD)	1,156,062	1,235,585	1,437,837
Number of Greenfield Investments*	395	320	373
Value of Greenfield Investments (million USD)	11,534	16,533	18,567

Strong points for FDI:

Advantages for FDI in Canada:

- A qualified workforce
- A welcoming business environment
- Large reserves of gas, oil and ore
- A solid banking sector
- Unparalleled market access (USMCA) and a strong anchor in international trade
- A dynamic economy, with a market of 38 million consumers
- Sophisticated infrastructure, as well as a very modern transportation network.

Weaknesses:

Disadvantages for FDI in Canada:

- Strong exposure to the United States' economy, namely to exports to the US
- Sensitivity to international commodity prices and to the government revenues that depend on oil
- High household debt (186.2% of disposable income)
- A drop in productivity in manufacturing industry
- A decrease of the active population due to ageing.

Government Measures to Motivate or Restrict FDI:

Canada offers low business taxes for companies and a very good business climate. Total business tax costs are by far the lowest among the G7 countries.

Companies investing in Canada can benefit from a range of incentives and tax credit programmes:

- Scientific Research & Experimental Development
- Accelerated Investment Incentive
- Strategic Innovation Fund

- Global Skills Strategy
- Canada's Pan-Canadian Artificial Intelligence Strategy
- Innovation Superclusters Initiative

Bilateral investment conventions signed by Canada

- Canada has signed 45 bilateral investment treaties (BITs) with several countries.

2.5. Taxation

Company Tax:

Federal Corporate Tax Rate: 15% after the general tax reduction (9% for Canadian-controlled private corporations claiming the small business deduction).

Provincial Tax Rate: Provinces and territories apply two tax rates - a low rate and a high rate. The low rate applies to business income that qualifies for small business deduction (varying between 0% and 3.2%). The high rate applies to all other income (varying between 11.5% and 16%).

Tax Rate for Foreign Companies: Corporations resident in Canada are subject to taxation on their worldwide income. Foreign non-resident companies are subject to taxation on Canada-sourced income and on capital gains arising upon the disposition of taxable Canadian property. On the other hand, they benefit from some exemptions.

Capital Gains Taxation: 50% of capital gains is included in taxable income for the year in which the gains are realized and is subject to the normal rate of tax. Capital gains deriving from the disposal of qualified small business corporation shares are exempt up to CAD 913,630 (for 2022 - adjusted every year). Capital losses are deductible, but generally only against capital gains (in case of excess, the loss can be carried back three years and carried forward indefinitely). Non-resident corporations are subject to corporate income tax on taxable capital gains arising on the disposition of taxable Canadian property (50% of capital gains less 50% of capital losses).

Main Allowable Deductions and Tax Credits: Companies may amortise their capital property up to a certain percentage every year. General business operating costs are also deductible. Losses may be carried back for three years and forward for 20 years for non-capital losses and indefinitely for capital losses. Interest on borrowed money used for earning business or property income, or interest in respect of an amount payable for property acquired to earn income, is deductible. Deductions for business meals and entertainment expenses are limited to 50% of their cost. Insurance premiums relating to property of a business are generally deductible, although life insurance premiums are generally not deductible if the company is the named beneficiary. Donations made to registered Canadian charitable organisations are deductible in computing taxable income up to 75% of net income (with some exemptions). Tax credits are also available for tax on dividends received from a foreign company as well as income tax paid in another country. Current expenditures on scientific research and experimental development can be deducted in the year

incurred, or carried forward indefinitely to minimise tax payable. A reasonable reserve for doubtful accounts may be deducted for tax purposes.

Start-up expenses are not deductible, same as for federal, provincial, and territorial income taxes and government-imposed fines and penalties. Mining and oil and gas companies are generally allowed a 100% deduction for grassroots exploration costs, whereas other development costs are deductible at the rate of 30% on a declining-balance basis.

Other Corporate Taxes: Taxes on natural resources, namely oil and gas, mineral and timber are applied across Canada. Federal and provincial resource royalties and taxes are collected on resource production on federal and provincial Crown lands respectively. Certain rental payments and management fees are also subject to a 25% withholding tax, unless otherwise agreed upon in a tax treaty. Property taxes are levied by municipalities on the estimated market value of real property within their boundaries and by provinces and territories on land not in a municipality.

All provinces and territories impose on insurance companies a premium tax on life and non-life insurance, ranging from 2% to 5%. Insurance companies are subject to a tax on capital in Quebec and Ontario. Quebec also levies a compensation tax on insurance premiums at the rate of 0.30% (between 2022 and 2024; will be abolished from 1 April 2024). The federal government levies a Financial Institutions Capital Tax on banks, trust and loan corporations, and life insurance companies when taxable capital employed in Canada exceeds CAD 1 billion, at a rate of 1.25%.

All provinces and territories charge a land transfer tax or registration fee on the purchaser of real property within their boundaries, calculated on the sale price or the assessed value of the property sold at rates varying between 0.02% to 5% (higher rates may apply for non-residents).

Employers need to contribute to social security on behalf of their employees, with rates varying according to the territory. The maximum pensionable earnings under the Canada Pension Plan (CPP) for 2022 is CAD 64,900. For 2022, employers are required to pay, for each employee, government pension plan contributions up to CAD 3,499.80 and employment insurance premiums up to CAD 1,333.84.

Payroll taxes are charged at a maximum rate between 1.95% and 4.3%.

3. Consumer Behavior and Characteristics

3.1. Consumer Behavior and Characteristics

Consumer Profile: Canada population is estimated at 37.7 million people in 2022 according to UN data. The median age of the Canadian population is 41.8 years as of 2022. 66.5% of the population is between 14 and 65 years old, 15.8% are young people and 17.6% are seniors. The number of households is increasing but their individual size is decreasing, one-person households are the most numerous, followed by couples with children. On average, there are 2.9 Canadians per household. Women are slightly more numerous (50.3%) than men. 81.3% of the population is urban, and is concentrated in the south of the country, close to the border with the United States. The main cities by population are Toronto, Montreal and Calgary. About 20% of the Canadian population are recent immigrants. The level

of education is high. In Canada, 91% of adults aged 25-64 have completed upper secondary education, well above the OECD average of 78%. The occupations most represented in the population are sales and service occupations (24%), business occupations, finance and administration (16%), trades, transportation and equipment operators, and related occupations (14%).

Purchasing power: According to the World Bank, GDP per capita PPP was estimated at \$ 47, 567 in 2022. In 2022, the median after-tax income was CAD 54,630, in slight decrease from its 2018 level. In Canada, the average household net-adjusted disposable income per capita is USD 34,421 a year, more than the OECD average of USD 30 490 a year. Consumer spending increased slightly in the second semester of 2020, according to Statistics Canada. Income inequality remains significant, the top 20% of the population earn about six times as much as the bottom 20% (Gini index for Canada is 0.33, 1 representing the highest level of inequality). Women with the same experience, socio-economic and demographic background earn approximately \$7,200 less annually than their male counterparts. Management occupations are the highest paid, while public utility manufacturing, sales and service trades are the lowest paid. The highest wages are in the provinces of Alberta, Saskatchewan and Ontario, while the wages in the provinces of Prince Edward Island and New Brunswick are at lower levels.

Consumer Behaviour: Canada's population has a high and diversified level of mass consumption (most of the people consume a large amount of goods and services other than satisfaction of basic needs). Purchases are mostly made in malls, mass retailers and retail parks. Neighbourhood malls are no longer popular. Consumer confidence in Canada continued to increase as it quickly approaches pre-pandemic levels. Online shopping is increasing, but Canadians tend to prefer hybrid shopping (browse online, shop in-store, order online, pick-up in-store). According to latest data provided by Statistics Canada, the total spending of Canadian online shoppers reached \$32.80 billion in 2022, compared to \$18.9 billion in 2012, with nearly 84% of Internet users buying goods or services online. Products distributed throughout the country are mainly produced by international brands. Immigration continues to influence consumer behaviour, especially with regards to food products, and imported products are considered to be attractive. The demand for local products "made in Canada" is a consumption trend which is still in development. The government has put in place several regulations to regulate this nascent trend. In addition, consumers have created the website Made in Canada (<https://madeinca.ca>) to catalogue all Canadian brands in support of the domestic economy.

Moreover, consumers are increasingly looking for custom-made solutions that fit their specific needs, nearly 80% of consumers want personalized products and services in 2022. Health concerns are rising and health awareness is growing among Canadian consumers and will continue to accelerate as the population ages. In 2019, Canadians spent an annual average of \$935 per capita on health and wellness. Canadians are increasingly concerned about sustainable consumption, and the

purchases of local, ethical or organic products are on the rise, especially for food and clothing. The second hand market is also growing. Canadian consumers are more willing to buy at a higher price tag if food items are more sustainable. In 2021, the trend for locally produced is particularly high among 18–24-year-olds, with 75% citing this as important, followed by 70% for organic and 55% for sustainable packaging. Collaborative platforms are increasing in popularity for accommodations (Airbnb), transport (Uber), music, crowd-funding etc.

3.2. Internet and Ecommerce

Internet access: With an 88.5% internet penetration rate, Canada continues to be among the most connected countries in the world. According to comScore, Canadians spend more hours online than anyone else in the world (36.7 per month), seeking out an average of 3,238 unique web pages per month. The majority of Canadians still use a desktop or laptop computer to access the Internet (67%), but those between 18 and 34 are less likely to do so (54%) and often prefer to connect through a smartphone (41%). Email continues to be the number one online activity for Canadians, with 92% citing it as a frequent reason for accessing the web. Other popular internet activities include banking (68%), social media (59%) and reading the news or current events (55%). The most popular web search engines in Canada are Google (67.5%), Yahoo (21%) and Bing (9.6%).

E-commerce market: For the past decade, e-commerce sales have grown at a far higher rate than traditional retail sales. Total Canadian e-Commerce revenue in 2017 reached US\$ 20.16 billion, and it has reached US\$ 28.7 billion in 2021. Major online retailers in Canada include Walmart, Amazon, Dell, Sears, Staples, Costco and Best Buy. Although Canadians prefer to support Canadian businesses, a significant proportion of the nation's e-Commerce spending goes to non-Canadian websites: 67% of online purchases Canadians made in 2016 were from other countries. One-third of the total spending is in the United States and the rest in Asia (primarily China) and Europe. Canadians cite lower prices and better selection as principal reasons for shopping outside the country. Regarding the B2B e-Commerce market, virtually all Canadian small business owners report making online purchases.

E-commerce sales and customers: The Canadian e-commerce market is constantly growing. Canadian consumers increasingly rely upon the internet to place orders: there are currently 18.5 million e-commerce users in Canada. Fashion is currently the leading product category in Canada, accounting for US\$ 6.3 billion, followed by electronics and media, which generated US\$ 5.9 billion in sales. One-fourth of Canadians shopped online with their mobile devices and this trend is growing. Millennial consumers (ages 18-34) lead the trend, with 41% of them purchasing via digital devices at least once a week. In general terms, Millennials are the group that buys online the most, however the difference with older age groups is less marked than in many countries, as also the latter do often recur to the internet to make a purchase. There are several methods with

which Canadian e-shoppers can make their payments, the most popular being credit card-based – Instadebit, Interac Online, and PayPal – or through prepaid card or prepaid voucher. MasterCard is the preferred credit card in Canada, with 53.6% share of the market, Visa closely follows with 41.3% and American Express has a 5.1% share.

Social media: In 2017, there were approximately 22.7 million social network users in Canada. Advertising expenditures on social media were estimated to have reached nearly CA\$ 835 million by the end of 2017. Given the increasing access to and dominant presence of younger consumers on social media sites, digital ads have more consistently targeted social media rather than the traditional online news and information portals or information sources: currently, an estimate 36% of digital ads are placed on social media, 18% on entertainment sites, and 12% on portals. The remaining ads are placed on news and information sites and directories, among others. As of the third quarter of 2017, the most popular social networks were YouTube and Facebook, with a 74% penetration rate (in 2016 the number of Facebook users in Canada was calculated at 18.2 million). YouTube had about 16.8 million users, followed by Facebook Messenger (11.3 million), Instagram and Twitter (7.7 and 7 million respectively). Among the general population, most time spent accessing different social platforms was via smartphones, followed by desktops and tablets. Social media usage among women is growing steadily across all networks, and growth among Canadian men is slower by comparison. Women prefer using visual social networks more, with Instagram and Pinterest showing the biggest growth. LinkedIn growth among Canadian males is almost double the usage of women.

4. International Trade

4.1. Customs

International Conventions

Member of World Trade Organisation

Member of OECD

Party to the Washington Convention on International Trade in Endangered Species of Wild Fauna and Flora

Party to the Basel Convention on the Control of Transboundary Movements of Hazardous Wastes and Their Disposal

Party to the Montreal Protocol on Substances That Deplete the Ozone Layer

Party to the Wassenaar Arrangement on Export Controls For Conventional Arms and Dual-Use Goods and Technologies.

International Economic Cooperation: Canada is a member of the following international economic organisations: North American Competitiveness Council (NACC), OECD, Organization of American States (OAS), Asia-Pacific Economic Cooperation (APEC), Commonwealth, G-7, G-8, G-10, G-20, among others. For the full list of economic and other international organisations in which participates

Canada click [here](#). International organization membership of Canada is also outlined [here](#).

Non-Tariff Barriers: The [Canada Customs Act](#) which regulates the Canadian import system, corresponds to a free trade model in which most imports do not require an authorisation. However, tariff quotas may be applied, especially for wheat, barley, beef and cheese. To be granted this quota one must request a General Import Permit, for which you must produce a pro forma invoice from the [Export and Import Controls Bureau of the Ministry of Global Affairs](#).

Canada uses supply management systems - which involve production quotas, producer marketing boards to regulate price and supply, and border protection achieved through tariff-rate quotas (TRQs) - to regulate its dairy, chicken, turkey and egg industries. Alcoholic beverages are subject to interprovincial shipping restrictions, and are regulated differently in each province, for example through sales quotas, requirements for in-province agents and specific labelling. The Canadian Radio-television and Telecommunications Commission (CRTC) imposes quotas that determine both the minimum Canadian programming expenditure (CPE) and the minimum amount of Canadian programming that licensed Canadian broadcasters must carry (Exhibition Quota).

Some goods are prohibited, especially importing second hand motorised vehicles, except for vehicles coming from the USA (the rules are becoming more flexible for Mexico), as well as weapons, munitions, nuclear materials and goods of a similar nature. [Health Canada](#) restricts the marketing of breakfast cereals and other products, such as orange juice, that are fortified with vitamins and/or minerals at certain levels. Processed Products Regulations prescribe standard container sizes for a wide range of processed fruit and vegetable products.

The rules of origin allowing reduction of duties, especially for textiles, have been draconian since the agreements within the [CUSMA](#). These rules are considerably favourable to products which have proof of their origin in the USA.

Moreover, Canada is one of the biggest users of anti-dumping measures, with more than 85 products concerned ([SIMA, Special Import Measures Act](#)). These measures affect 35 countries or Customs areas (including the EU, for example). More than 50% of the products concerned are metallurgical.

For further information about import regulations and procedures in Canada, please consult the article [Importing Goods into Canada](#) produced by the [Canada Border Services Agency](#).

Customs Duties and Taxes on Imports: The average rate is about 5%.

To know the Customs tariff in Canada, consult the article [Customs Tariff](#) produced by the [Canada Border Services Agency](#).

Customs Classification: The Customs Tariff is based on the World Customs Organization's (WCO) Harmonized Commodity Description and Coding System (HS).

Import Procedures: Before importing commercial goods into Canada, the importer will need to obtain a Business Number (BN) issued by the Canada Revenue Agency (CRA) for an import/export account. For imported goods to clear Customs, the following documents are needed: properly completed Canada Customs Invoice or its equivalent; form B3 customs coding form, cargo control document and bill of landing. [Certain goods](#) such as food or health-related items may be subject to the requirements of other federal government departments and may need permits, certificates, or inspections.

For information on importing commercial goods into Canada, consult the [Canada Border Services Agency's](#) guide to importing.

Importing Samples: For import, export and re-export of commercial samples the [ATA carnet](#) is generally used. It must be written on the product that it is a free sample and that it may not be sold.

4.2. Imports - Exports

Canada is a country open to foreign trade, which represents 60% of its GDP (World Bank, 2020). Product-wise, Canada's main exports are petroleum products (12.3%), motor cars and other vehicles (8.2%), gold (4.1%), and auto parts (2.3%). The country imports mainly vehicles (8.4%), auto parts or accessories (3.6%), automatic data processing machines and telephones (2.4% each - Comtrade). The main destinations for Canada's exports in 2020 were the U.S. (by far the leading partner, accounting for 73.3% of total exports), China (4.8%), the United Kingdom (3.8%), and Japan (2.4%). Similarly, almost half of Canada's imports had a U.S. origin (48.8%), followed by China (14.1%), Mexico (5.5%), Germany (3.2%) and Japan (2.5% - Comtrade).

Canadian trade was weak in 2020: according to data by WTO, exports of goods amounted to USD 390.6 billion, down by 12.5% from the previous year. Imports – at USD 414.1 billion - followed a similar trend (-10.7%). Concerning commercial services, Canada is also a net importer, with imports standing at USD 90.1 billion versus USD 84.4 billion in exports. The country's trade deficit widened in recent years, attributable to exports in goods lagging imports in goods, partly due to the low prices of hydrocarbons and to the trade tensions with its main business partner, the USA. Meanwhile, the Comprehensive Economic and Trade Agreement (CETA) between Canada and the European Union entered into force provisionally (it will take full effect once all EU Member States have formally ratified it) eliminating 98% of the tariffs, whereas the USMCA (Canada-United States-Mexico Agreement, an updated version of NAFTA) entered into force and is expected to further boost trade among the participating countries. The World Bank estimated the country's trade deficit at 2% of GDP in 2020. According to the latest governmental figures, Canadian exports advanced 18.7% in the first half of 2021 (y-o-y), as higher exports of resource products were partially offset by lower exports of motor vehicles and parts and aircraft and other transportation equipment.



Commercial services is the only component of services trade that is now well above pre-pandemic levels, whereas transportation and travel have not yet begun their recovery. In the same period, total services exports were 19.3% below the pre-pandemic level in Q4 2019, and total services imports were 30.6% lower.

Table 4: Canada Foreign Trade Indicators, World Bank; Latest available data (2021)

Foreign Trade Indicators	2016	2017	2018	2019	2020
Foreign Trade (in % of GDP)	65.4	65.1	66.6	65.4	60.0
Trade Balance (million USD)	-19,170	-19,083	-15,327	-11,576	-27,321
Trade Balance (Including Service) (million USD)	-36,242	-36,238	-32,664	-27,771	-32,976
Imports of Goods and Services (Annual % Change)	0.1	4.6	3.4	0.4	-11.2
Exports of Goods and Services (Annual % Change)	1.4	1.4	3.7	1.3	-10.0
Imports of Goods and Services (in % of GDP)	33.9	33.6	34.2	33.5	31.0
Exports of Goods and Services (in % of GDP)	31.5	31.5	32.3	31.9	29.0

Table 5: Canada Foreign Trade Values, World Bank; Latest available data (2021)

Foreign Trade Values	2016	2017	2018	2019	2020
Imports of Goods (million USD)	416,602	443,169	470,466	463,786	414,165
Exports of Goods (million USD)	390,117	420,784	450,743	446,585	390,599
Imports of Services (million USD)	97,378	106,885	119,605	120,043	90,175
Exports of Services (million USD)	80,927	86,776	102,243	103,698	84,434

Table 6: Canada Foreign Trade Forecasts, IMF, World Economic Outlook; (2021)

Foreign Trade Forecasts	2022(e)	2023 (e)	2024 (e)	2025 (e)	2026 (e)
Volume of exports of goods and services (Annual % change)	1.4	1.1	2.1	2.2	2.9
Volume of imports of goods and services (Annual % change)	8.6	2.2	1.3	3.2	2.2

4.3. Greece – Canada Trade Relations

In 2021, on a volume of trade exchanges of €382.8 million, Greece records a surplus of €12.2 million. Greek imports of raw aluminum contributed to the tripling of Canadian exports to our country.

Greek exports to Canada showed an increase of 18.7 % but represent a small and annually decreasing percentage of our country's total exports (2017: 0.76%, 2018: 0.73%, 2019: 0.45%, 2020: 0.54% 2021:0.50%).

During the first quarter of 2022 compared to the corresponding period of 2021, there is a decrease in trade volume by 18% and imports by 51%, but also an increase in exports by 30.7%. Trade volume decreased by 18.2%. The bilateral Balance of Services, during 2021, was in surplus for Greece by €269.1 million, on a transaction volume of €349 million, despite the decrease in tourism receipts.

Main exported products 2021: Agri- food products account for 52.6% of Greek exports. Canada is among the destinations for Greek foods such as: prepared vegetables mainly olives (10.7%) canned peaches (5.4%), kiwifruit (3.9%) standardized fruits and vegetables, dried figs (7.9 %), extra virgin olive oil (3.3%), bream and sea bass fish (3.8%), honey (0.7%), cheeses (4.2%), wines (3.7%) and beer (0.1%), food preparations (4.3%). 1.1% tobacco is also imported

Main imported products 2021: Unwrought aluminum (61.4%) and aluminum scrap (0.9%), Pulses (7.1%), Soya (4.7%), copper scrap (3.7%), Paper (2.6%), aircraft parts (1.4%), animal feed (1.2%), sugar (1.2%), machinery (0.9%) and machinery parts (0.6%), heaters - boilers (0.7%), audiovisual devices - electrical equipment (0.6%), organic chemicals (0.8%), pharmaceuticals (0.8%), whey (0.5%).

Table 7 : Value of Greek Imports from Canada 2020-2021 (Eurostat, 2022)

IMPORTS - Value in Euro (€)	2020	2021
Food and Live Animals	18.086.213	20.735.795
Beverages and Tobacco	119.134	47.775
Crude Materials, Inedible, Except fuels	11.775.312	18.380.207
Mineral Fuels, Lubricants and Related Materials	8.257	27.124
Animal and Vegetable, Oils, Fats and Waxes	:	512
Chemical and Related Products, N.E.S.	7.988.218	7.137.432
Manufactured Goods Classified Chiefly by Material	7.908.710	122.223.429
Machinery and Transport Equipment	8.277.180	12.347.438
Miscellaneous Manufactured Articles	3.120.011	4.304.867
Commodities and Transactions not Classified Elsewhere in the SITC	368.557	395.845
Total	57.651.592	185.600.424

Table 8: Value of Greek Exports to Canada 2020-2021, (Eurostat, 2022)

EXPORTS - Value in Euro (€)	2020	2021
Food and Live Animals	79.454.264	86.174.734
Beverages and Tobacco	9.865.708	10.361.265
Crude Materials, Inedible, Except fuels	6.430.757	6.216.980
Mineral Fuels, Lubricants and Related Materials	660.399	7.029.436
Animal and Vegetable, Oils, Fats and Waxes	6.452.558	6.602.574
Chemical and Related Products, N.E.S.	22.723.399	24.163.719
Manufactured Goods Classified Chiefly by Material	25.779.642	36.934.481
Machinery and Transport Equipment	6.473.847	6.990.272
Miscellaneous Manufactured Articles	5.594.887	8.412.082
Commodities and Transactions not Classified Elsewhere in the SITC	2.887.176	4.584.492
Total	166.322.637	197.470.035

4.3. Distribution

Evolution of the Sector: According to Statistics Canada, Canadian retail sales increased by 11.6% in 2021 compared to the previous year at 674 billion CAD which is cause for cautious optimism that the sector is recovering from Covid-19. Retail sales in the food and beverage stores reached 143.66 billion in 2021 compared to 142.1 in 2020. Among the sectors that recorded the greatest growth in the period after the Covid-19 lockdown are food and beverage stores (+4.8%) and clothing and clothing accessories stores (+3.9%).

Consumers in Canada, especially those in low-income and middle-class households, tend to be price-conscious when buying food and drink, which creates a strong demand for private label products at promotional prices. Thus, convenience stores keep introducing different product ranges, reducing prices and changing their layouts to attract new consumers. Convenience stores and forecourt retailers continue to face strong competition from other channels such as supermarkets and hypermarkets, which provide consumers with a wider product profile, and now also a better price offering. In addition, the increasing diversity within the Canadian population is supporting the expansion of the ethnic stores. Online shopping is a growing sector, think of the launch of Amazon Fresh in the country.

Market share: The Canadian retail market is highly consolidated, with five grocery “majors” commanding over 62% of the retail share of market in 2021: Loblaws (27% market share), Sobeys, Metro, Costco, and Walmart.

The market is shared as following, in value:

- 58% supermarkets and traditional format stores
- 20% mass merchandisers stores
- 7% independant and speciality stores
- 9% chemists
- 3% convenience stores and gas station

4.4. Leading Sectors for Exporters

Aerospace and Defense: Canada remains one of the world’s largest aerospace markets and ranks first for civil flight simulator production, third in civil engine production, and fourth in civil aircraft production. Approximately 80% of Canada’s aerospace sector is civil oriented, and 20% is military oriented. Montréal is the world’s third largest aerospace hub after Seattle, Washington and Toulouse, France and contributes to over 70% of Canadian aerospace research and development (R&D). Canada has 5% of the worldwide sales in aerospace, while the province of Quebec alone has a 3% share, which qualifies it as the sixth in worldwide sales. Volatile economic conditions brought on by the COVID-19 pandemic have and are projected to continue to disrupt Canada’s aerospace market.

Canada’s aerospace sector activities are divided into two main subsectors:

1. Aircraft manufacturing (civil, defense and space) (69%)
2. Aircraft maintenance, repair, and overhaul (MRO) (31%)

Opportunities:

1. Growth: Emerging markets with strong growth potential: MRO, Space, Drones, Advanced Air Mobility (eVTOL)
2. Sustainable Aviation: sustainable aviation fuels (SAF), electric, hydrogen / hybrid engines, environmental jets
3. Materials: Sustainable raw material (carbon free aluminum and eco-friendly materials) & energy (hydroelectricity)
4. Talent: Exploring opportunities and sharing of best practices in labor upskilling, recruitment, academia & research, and development exchanges
5. Innovation: up to 70% of R&D projects can be financed in Québec/Canada and innovation partnerships are a good entry point for joint efforts
6. Partnerships: Supply chain capabilities, joint ventures, M&A, agreements, or acquisitions – opening common markets in a reciprocal way and promoting “Best cost country status”
7. Security: Enhancing the perception of Canada as an ally in supporting US defense capabilities and procurement requirements

Agriculture Industry: The agriculture and agri-food sector is a major contributor to the Canadian economy. Agriculture and Agri-Food Canada is mandated to support primary agriculture (farmers) and food and beverage processing, but the sector reaches into the broader agri-food system, which influences other sectors across the food supply-chain.

The success of the Canadian agriculture sector depends heavily on the country's ability to export to other countries and is one of the world's largest food exporters. In 2021, Canada exported nearly \$82.2 billion in agriculture and food products (including raw agricultural materials, fish and seafood, and processed foods). Canada is the fifth-largest exporter of agri-food and seafood in the world, exporting to over 200 countries in 2021

The United States is Canada's top trading partner, accounting for more than half of all our agri-food exports and more than half our imports. China has been Canada's second leading agri-food and seafood export market since 2012 – countries exports have increased by 73.8% since then. Canadian exporters have recently diversified exports, increasing sales to Asia and Europe.

The domestic market is critical for the performance of the sector. Canadians spent \$186.7 billion on food, beverage, tobacco and cannabis products in 2021, representing the second-largest household expenditure category after shelter.

Automotive industry: Canada is the second largest automotive market in North America. Imports represent approximately three quarters of the new vehicles market. Most global vehicle manufacturers are present in Canada, including five with local assembling lines: Ford, General Motors, Stellantis (formerly FCA), Toyota, and Honda. In addition to new auto sales, the automotive aftermarket annual retail value was estimated by the industry at over US\$19 billion and was relatively stable in 2021. Local manufacturing declined considerably during the last two years and is now lower than total imports. The total annual value of Canadian automotive sector import was relatively stable in 2018 and 2019 but severely impacted by the COVID-19 pandemic decreasing 24% in 2020. In 2021 it rebounded but it was still 9% lower than 2019.

The new light vehicles market (units of passenger cars and light trucks) increased 6.6% to 1.64 million units in 2021, of which approximately 40% were U.S. brands. Passenger cars sales are now about 20% of units sold while 80% are light trucks.

The Canadian regulatory environment for the automotive sector is harmonized to that of the United States, while over 90% of the two countries' road-safety regulations are harmonized.

Energy: Canada is among the world's top countries that predominantly rely on clean hydro energy. In 2021, the electricity generation composition was almost unchanged: hydro (60.1%), nuclear (13.9%), fossil fuels (21.9%), and renewables wind (5.8%) and solar 0.4%. Other sources, such as geothermal, tidal waves, etc. contributed with less than 0.2%. British Columbia, Manitoba, Newfoundland and Labrador, Prince Edward Island and Yukon systems rely on hydro for 89% to 95% of power

generation. Coal-based power generation has been eliminated in Ontario and Québec. Alberta and Saskatchewan are the only provinces relying on fossil fuels (over 83%).

Renewable energies, like hydro, wind, solar, biomass, along with significant developments in geothermal and marine energy, remain stable, representing approximately 66% of total electricity generation in 2021. According to the Canada Energy Regulator (CER), renewables are projected to reach 12% of total power generation by 2035. Wind is Canada's second-largest source of renewable energy (after hydro) with an installed capacity 13,588 MW in 2021, with leading provinces Ontario (5,436 MW), Québec (3,882 MW), and Alberta (1,685 MW). The total solar photovoltaic (PV) power installed capacity was over 2,600 MW in 2021.

Opportunities: The Canadian energy sector is a top market with significant opportunities for foreign companies driven by existing assets and plans for further development. Between 60% and 70% of power generation facilities are in process of being replaced or upgraded during the next 10-15 years. Total investment in the power generation sector is forecasted to reach US\$290 billion by 2030, with more than US\$195 billion allocated to power generation stations, and the remainder dedicated to the transmission and distribution segments.

ICT Industry: The Canadian ICT sector is highly trade-dependent, importing US\$37.5 billion in goods and exporting US\$7.7 billion around the world in 2021. The United States is the second largest supplier of ICT goods to Canada after China, it is the top market for Canadian ICT exports, with US\$5.1 billion being shipped to the United States in 2020. In 2021, total imports of ICT goods were led by the provinces of Ontario (US\$28.1 billion), British Columbia (US\$4.1 billion), Québec (US\$3.2 billion), and Alberta (US\$1.2 billion). The Canadian ICT market is expected to grow through 2025.

Opportunities: Cyber Security: According to a global threat research project by Carbon Black, cyber security threats are intensifying in Canada, with a large majority of organizations saying they have been the victim of cyber-attacks in the past 12 months. Thus, cyber security is one of the top concerns in government and enterprise organizations. Canada is now operating under the National Cyber Security Strategy. Released in 2018, National Cyber Security Action Plan (2019-2024) (NCSAP) provides funding for cyber security and outlines its implementation. Funding commenced in 2018 with US\$382.6 million over 5 years and US\$82 million ongoing. This strategy comes as a response to the increase of cyber-attacks on government agencies and private corporations in Canada. New investments will allow Canadians to benefit from digital connections in a way that protects them and Canada's digital infrastructure from cybercrime. These investments could also lead to significant purchases by the government.

Artificial Intelligence (AI) – While Artificial Intelligence has been trending for the last decade, the use of AI combined with the real-time response and hyper-connectivity of 5G, is reinvigorating the possibilities for AI. AI is currently being implemented in a variety of industries to better predict demand, resource utilization and behavioral

patterns. As AI gets closer to real-time data analysis, personalized needs will be met faster.

Medical Devices: Canada's medical devices industry is highly diversified, and most firms are small and medium-sized enterprises (SMEs). The primary activities include research and development of medical, diagnostic, and therapeutic apparatuses, as well as the manufacturing and regulation of these devices. The market is valued at approximately USD\$6.5 billion and is expected to grow by 2.1% per year until 2026. The key product and services segmentation of the industry are cardiovascular and respiratory devices which make up 22.3% of the market, followed by surgical devices (19.4%), medical and industrial diagnostic devices (18.1%), spinal devices (11.7%), and diabetes monitoring devices (6.3%). Manufacturers and distributors of medical devices produce revenue in Canada by selling these devices to hospitals, clinics, primary care physicians, and pharmacies.

Opportunities in the health care industry concerning medical devices are being led by macroeconomic environmental trends. The six macro trends to take into consideration are demographic, economic, political, ecological, socio-cultural, and technological. In terms of demographic's Canada has an aging population, which provides an opportunity to focus on medical devices to aid older population groups.

5. Accessing to the local market

Doing business in Canada: For many companies (particularly in the manufacturing and construction sectors), frequent visits to Canada and establishing a local presence (either physical or through a local agent/distributor) are crucial to long-term market success.

Using an Agent: Although large industrial equipment is usually purchased directly by end users, nearly all smaller equipment, goods and related services, and industrial supplies are imported by wholesalers, exclusive distributors, or manufacturers' sales subsidiaries. Foreign firms have historically appointed manufacturers' agents to call on potential customers to develop the market. Most sales agents expect to work on a two-tier commission basis. Agents receive a lower commission for contract shipments and a higher rate when purchases are made from the local agent's own stocks. Consumer goods are usually purchased directly by Canadian wholesalers, department stores, mail-order houses, chain stores, purchasing cooperatives, and single-line retailers. Manufacturers' agents can also play a role in consumer goods sales.

Establishing an Office: Foreign companies can establish a representative office or branch offices, set up a sole proprietorship or partnership, or incorporate a wholly owned subsidiary or joint venture in Canada. Corporations can be public or private, and incorporated federally or under the laws of a province.

Franchising: According to the Canadian Franchise Association (CFA), Canada's franchising sector now includes approximately 1,300 franchises and more than 78,000 individual units with a wide range of franchising opportunities ranging

from restaurants and non-food retail establishments to automotive product retailers and purveyors of business services. The franchise sector in Canada generates approximately \$68 billion every year. Fees can range from less than \$5,000 to more than \$75,000. Individual investments can range from less than \$10,000 to more than \$1,000,000.

Joint Ventures/Licensing: The Canadian legal system imposes few restrictions on joint ventures or licensing. Some joint ventures require approval from the Government of Canada under the Investment Canada Act. For most new ventures, foreign investors need only notify the Canadian government of their investment. Foreign licensors do not require registration or public disclosure.

6. Business Culture and Communication

The Fundamental Principles of Business Culture: Business culture in Canada is a blend of American, British, and French tendencies; that is, practices vary depending on the region. Most Canadians identify themselves very strongly with their province. Respect for opinions, equality, diversity and justice are, however, the values governing the business environment.

Canadian businesses had traditionally been hierarchical, but flattened hierarchy are gaining ground. Thus, research into a company's structure is required before engaging in negotiations. The managers are going to be in charge of making the final decision. However, they seldom make the decision without consulting the opinions of the subordinates.

Developing a personal relationship to strengthen the business relationship is not usually necessary. As a rule, privacy is separated from professional life.

First Contact: It is better to make an appointment for a first meeting. Having a common acquaintance helps but is not mandatory. The best times to set up meetings are Tuesdays-Thursdays from 10 a.m. to 3 p.m., especially in the morning. Appointment requests can be made by telephone or email followed by an Outlook reminder. Make sure to thoroughly explain the reason for the meeting request.

Time Management: Punctuality is highly valued in Canada. It is advised to arrive 5 to 10 minutes before the meeting. You should expect the meeting time to adhere closely to schedule, both in its start and duration.

Greetings and Titles: Greetings start with a handshake, followed by a personal and company introduction. When meeting with a French-Canadian colleague of the opposite sex, you can expect to be greeted with a double cheek kiss no matter how well you are acquainted with the person. It is normal to address a counterpart by "Mr" or "Mrs" or "Monsieur" or "Madame" followed by the surname, and to use their title ("Doctor", etc.). At the end of the meeting, you should remember to say thank you.

Gift Policy: Offering and receiving gifts is not a common practice in Canada. Small business gifts might be given when an agreement is reached or at the end of a commercial mission or an official visit. Traditional gifts from ones' country of origin are particularly enjoyed; good chocolates, flowers or wine also make for acceptable

gifts (expect gifts to be opened when received).

Dress Code: Dress code is expected to be formal, with sober-colored suits and dresses. In some industries such as technology, dress can be more casual.

Business cards: It is advisable to have one side of your business card in English and the other side in French. It should be handed to counterparts at the beginning of the meeting when shaking hands. Other peoples' business cards should be looked at carefully when received before storing them away.

Meetings Management: Business meetings in Canada tend to be more formal than in the United States. Having small talk at the beginning of the meeting is common.

Presentations should be short and clear, and it is important to use facts and figures during business meetings. Be sure to be prepared with information and not exaggerate your company's abilities. If an offer is considered to be of real interest, the answer comes very quickly. Agreements are often only sealed by a handshake and a written agreement. The latter must be confirmed by a letter setting out the terms and conditions discussed. A contract in due form is always welcome.

Communication is somewhat indirect. Disagreement is allowed but should be done so respectfully and diplomatically. Francophones are generally more open to interrupting other people talking than Anglophones. It is advised to maintain your distance from counterparts. Limit humorous comments until gauging how others react to them. Making eye contact is important as a sign of respect and sincerity. It is advised to be smiling, confident and to go straight to the point of the meeting.

During business lunches or dinners, talk will be more casual, but business can still be done. Table manners are continental (i.e. fork in left hand), one must wait to be shown to a seat, and food is not consumed until the host begins his meal. Manners in Quebec are a little more formal than other Canadian regions.

7. Useful contacts

Embassy in Ottawa

Address: 80 MacLaren Street Ottawa, Ontario, K2P OK6

Tηλ: (+1) 613 238-6271

Emergency Phone Numbers: (+1) 613 292-2120

E-mail: gremb.otv@mfa.gr

Web Site: www.mfa.gr/ottawa

Working hours (local time in Greece): 16.00 - 00.00

Head of Mission: Konstantina Athanassiadou

Consulate in Ottawa

Address: 80 MacLaren Street Ottawa, Ontario, K2P OK6

Tel. : (001613) 2386271 2386272 2386273

E-mail: grcon.otv@mfa.gr

Head of Consular Office: Vassiliki Petridou

Commercial Section in Ottawa

Address: 80 MacLaren Street Ottawa, Ontario, K2P OK6
Tel.: (001613) 2386271, 2386272, 2386273
E-mail: ecocom-ottawa@mfa.gr
Web site
Head: Dimitra Schina

Greek Delegation to the International Civil Aviation Organization (ICAO)

Address: 999 Robert-Bourassa Boulevard, Suite 7.30, Montreal, Quebec, Canada, H3C 5J9
Tel.: (001514) 9546100-1
Emergency Tel:
Fax: (001514) 954 6776
E-mail: grdel.icao@mfa.gr
Web Site: www.mfa.gr/icao
Permanent Representative: M. Saranti

Consulate General in Montreal, Quebec

Address: 1002 Sherbrooke Ouest, Suite 2620, Montreal, QC, H3A 3L6
Tel.: (001514) 8752119
Emergency phone: (001)514- 5532030
Fax: (001514) 8758781
E-mail: montreal@mfa.gr
Web Site: www.mfa.gr/montreal
Open to the public: 9:00 a.m. - 2:00 p.m. (week days)
Consul General: Katerina Varvarigou

Consulate General in Toronto, Ontario

Address: 1075 Bay Street, Suite 600, Toronto, Ontario M5S 2B1
Tel.: (001416) 5150132/ 0133 / 0134
Emergency phone: (001416) 8365844
Fax: (001416) 5150209
E-mail: grgencon.tor@mfa.gr, toronto@mfa.gr
Web Site: www.mfa.gr/toronto
Open to the public: 9:30 a.m. - 14:30 p.m.
Consul General: Panayotis Antonatos

Commercial Section in Toronto, Ontario

Address: 1075 Bay Street, Suite 600, Toronto, Ontario M5S 2B1
Tel.: (001416) 5150133
Fax: (001416) 5150209
E-mail: ecocom-toronto@mfa.gr
Web Site: <http://agora.mfa.gr>
Head: Dionysios Protopappa

General Consulate in Vancouver, British Columbia

Address: 500-688 West Hastings Street, Vancouver B.C. V6B 1P1

Tel.: (001604) 6811381

Fax: (001604) 6816656

Emergency phone: (001778)3227787

E-mail: vancouver@mfa.gr

Web Site: www.mfa.gr/vancouver

Open to the public: 9.30-14.30

Consul General: Eleni Georgopoulou

8. Sources

- European Commission
- Euromonitor International
- IMF
- OECD
- The World Bank Group
- TradingEconomics
- UNCTAD
- U.S. Department of Commerce, International Trade Administration
- World Economic Forum

Financial Institutions

- [Exportgate](#) by Eurobank

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