

# Collaboration between Canada and India

-Innovation that changes the world-

Do business  
with Canada

Faites affaire  
avec le Canada

CANADA

# Key figures

## INDIA- CANADA RELATIONSHIPS

- ✓ Canada and India enjoy a healthy trading relationship.
- ✓ Since 2004, despite the Late-2000s recession, trade has increased by over 70%.
- ✓ In 2022-23, Canadian imports from India totaled C\$4.1 billion, while in the same year Canadian exports to India totaled C\$4.0 billion, giving India a CAD \$58.45 M trade surplus.
- ✓ Strong 1.4M Indian diaspora in Canada

Dated: 22/06/2023  
Values in US \$ Millions

Country: CANADA

S.No.	\Year	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023
1	<b>EXPORT</b>	2,851.42	2,851.79	2,960.77	3,763.98	4,109.74
2	%Growth		0.01	3.82	27.13	9.19
3	India's Total Export	330,078.09	313,361.04	291,808.48	422,004.40	450,958.43
4	%Growth		-5.06	-6.88	44.62	6.86
5	%Share	0.86	0.91	1.01	0.89	0.91
6	<b>IMPORT</b>	3,515.41	3,880.33	2,686.43	3,132.78	4,051.29
7	%Growth		10.38	-30.77	16.61	29.32
8	India's Total Import	514,078.42	474,709.28	394,435.88	613,052.05	714,042.45
9	%Growth		-7.66	-16.91	55.43	16.47
10	%Share	0.68	0.82	0.68	0.51	0.57
11	<b>TOTAL TRADE</b>	6,366.83	6,732.13	5,647.20	6,896.76	8,161.02
12	%Growth		5.74	-16.12	22.13	18.33
13	India's Total Trade	844,156.51	788,070.32	686,244.36	1,035,056.45	1,165,000.88
14	%Growth		-6.64	-12.92	50.83	12.55
15	%Share	0.75	0.85	0.82	0.67	0.7
16	<b>TRADE BALANCE</b>			274.33	631.21	58.45
17	India's Trade Balance	-184,000.33	-161,348.24	-102,627.40	-191,047.65	-263,084.03

Note: The country's total imports (S.No.6) since 2000-2001 does not include import of Petroleum Products (27100093) and Crude Oil (27090000)



# India: an important trading partner for Canada



An Investment of 6.6 billion by Indian Companies in Canada

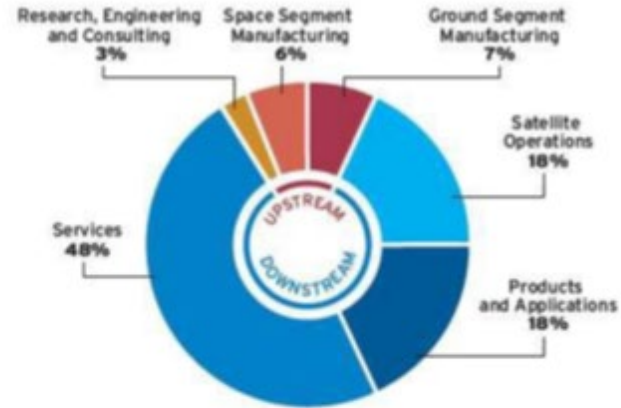
# At a glance: the Canadian space industry

## Revenues



Space sector revenues remained stable totalling **\$5.6B (+1.2% growth)**.

## Space Value-Chain Revenues



**Upstream:** Space and Ground Segment Manufacturing; Research, Engineering and Consulting (**\$921M**)

**Downstream:** Satellite Operations, Products and Applications, and Services (**\$4.7B**)

## Sectors of Activity Total Revenues



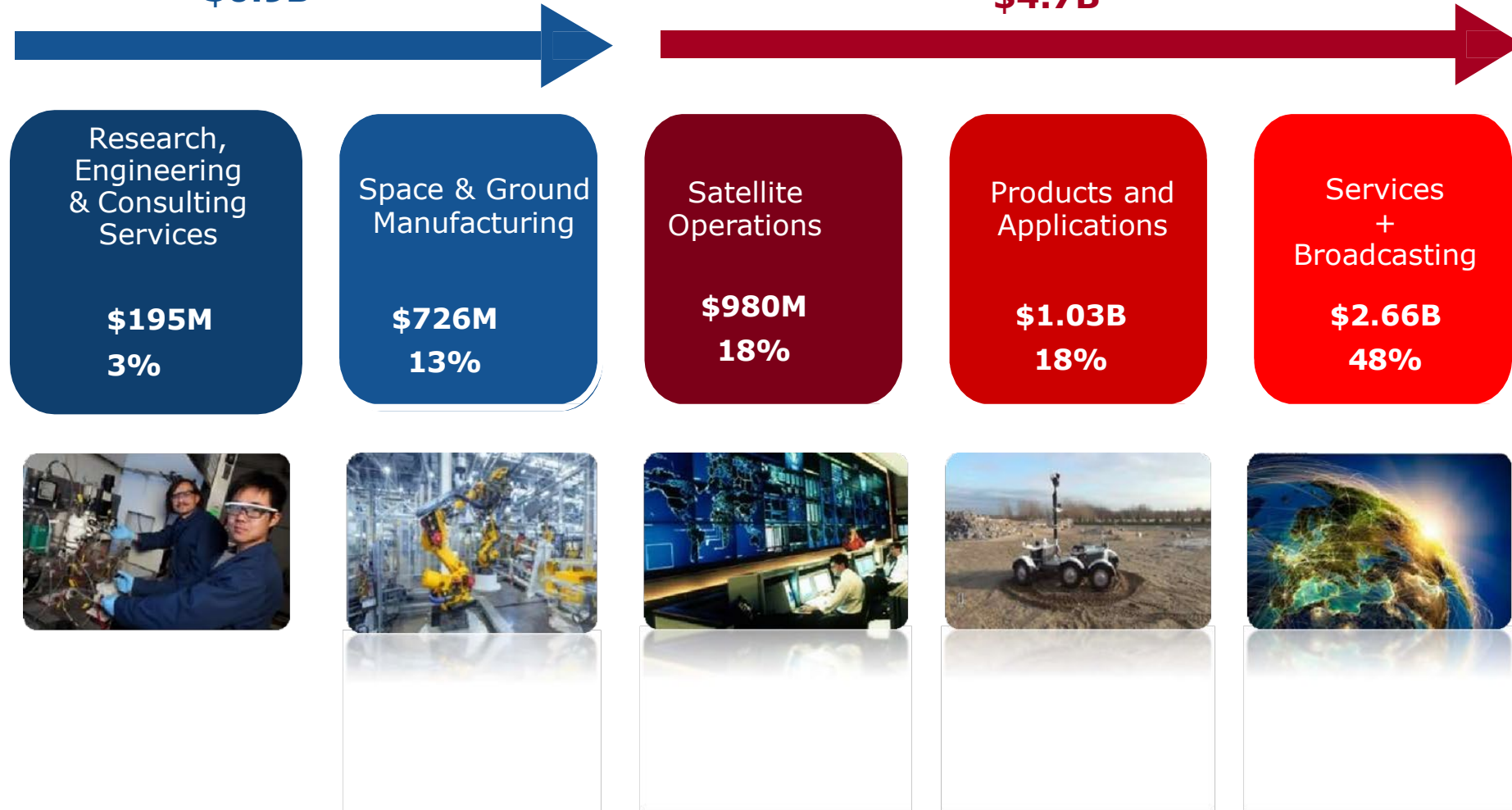
Revenue growth occurred in every sector of activity year-over-year, with the exception of Earth Observation.



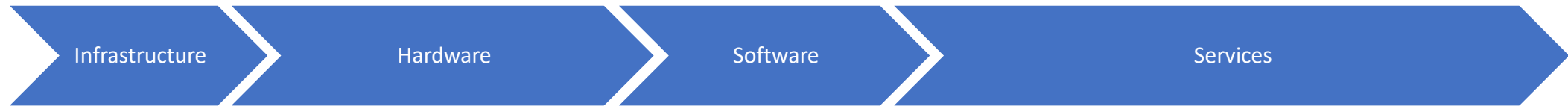
# Total Revenues \$5.6B

**Upstream**  
**\$0.9B**

**Downstream**  
**\$4.7B**



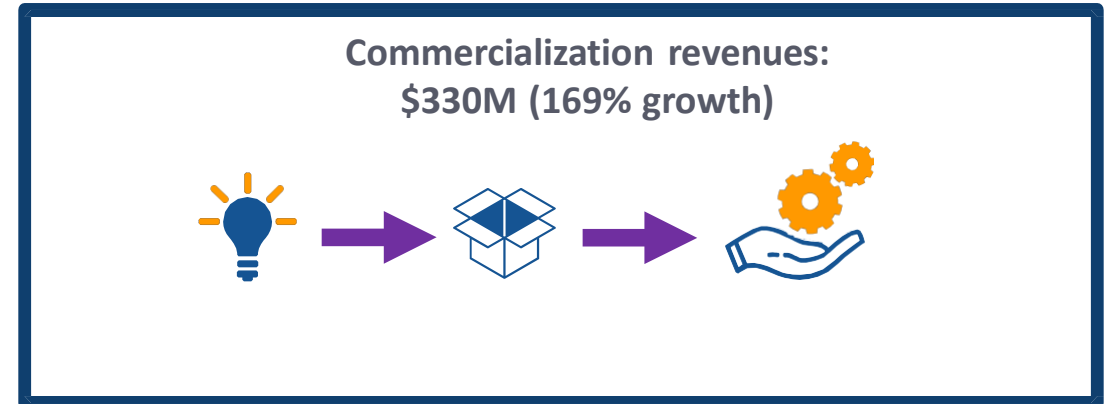
# Canadian wireless industry value chain



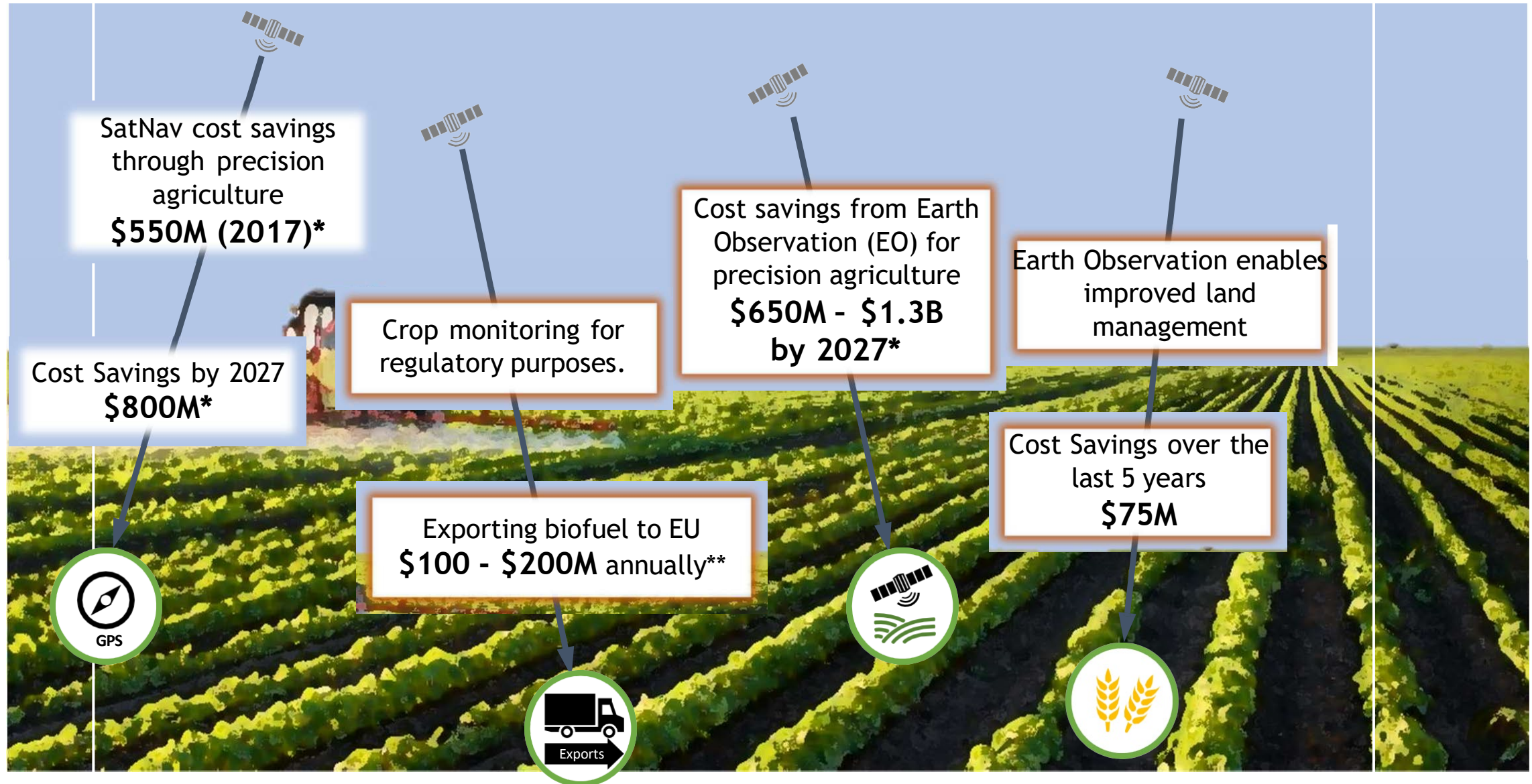
Network Infrastructure	Comp + Subsystems	Equipment	Devices	Enablers + Middleware	Apps + Value Add Services	Content Aggregators + Delivery	Service Providers	Professional Services
Design	Amplifiers	Access Backhaul	Enterprise	Data centres	Anti-virus+ SPAM	Advertising	Internet Access	Consulting
Geomatics	Antennas	Datacentres	GPS	Security	Business	Content Adaptation	Satellite	Customer Care
Planning	Filters	Network Gateways	Handsets		Converge	Content Distribution	SMS/MMS	Retail/POS
Power Sys	GPS	Network Mgt Rugged	Modems		mComm	Marketing	Telematics	Software Dev
Shelters	Radios	V-mail + IVR	Telematics		Security		VoIP	
Towers	Semiconductors	Voice switching			Social Networking			
		WiFi			Video Service			
		WIMAX						
30+ companies	50+ companies	50+ companies	35+ companies	15+ companies	50+ companies	5+ companies	30+ companies	5+ companies




# Canadian space industry value chain



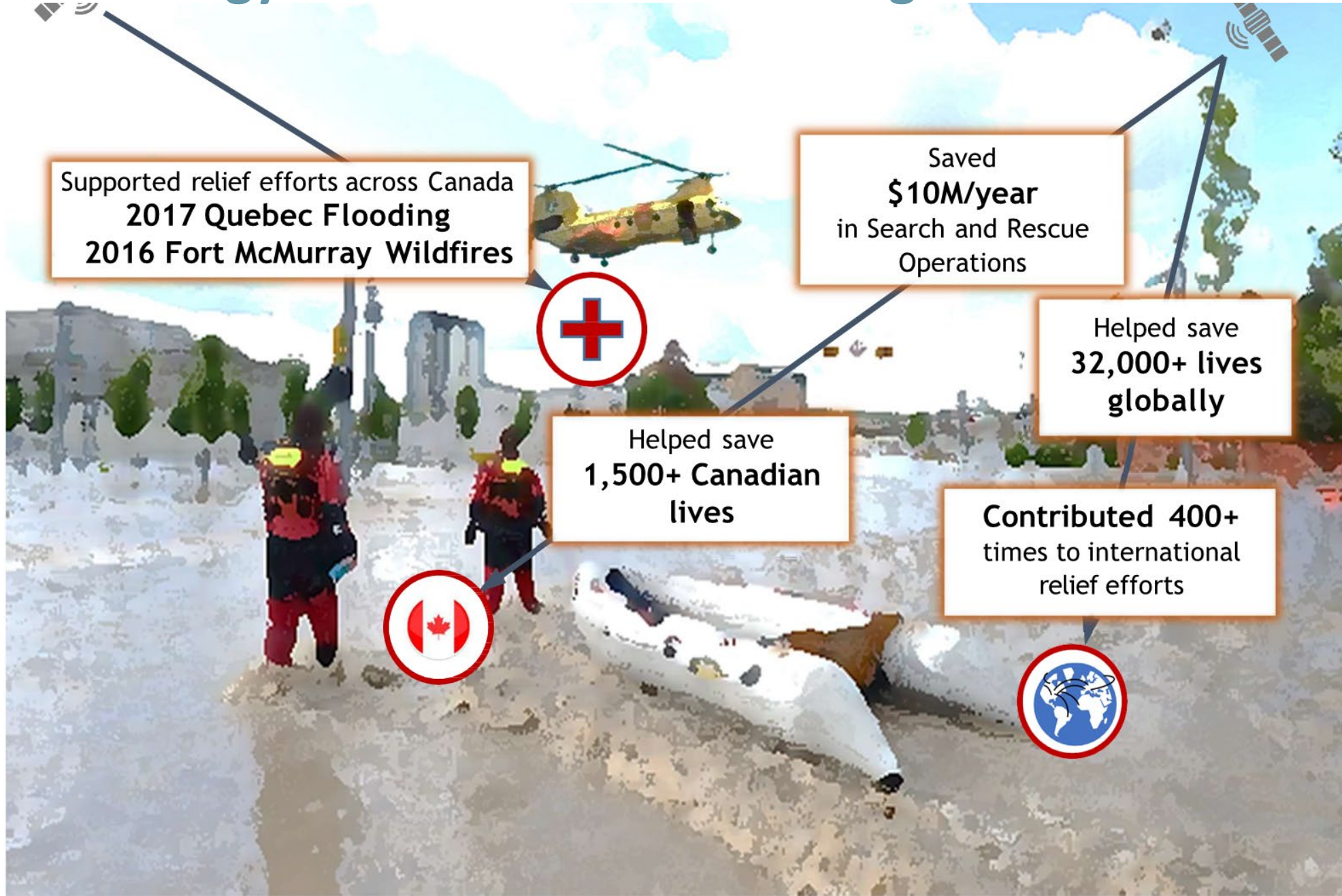
# Space technology benefits - Agriculture



CSA contributions noted by colored boxes   
AAFC Annual Crop Report used for land management (RADARSAT2)  
AAFC uses SCAN (Scosoil, crop, atmosphere and nitrogen) tool (RADARSAT2)



# Space technology benefits – Disaster management



Supported relief efforts across Canada  
**2017 Quebec Flooding**  
**2016 Fort McMurray Wildfires**

Saved  
**\$10M/year**  
in Search and Rescue  
Operations

Helped save  
**32,000+ lives**  
globally

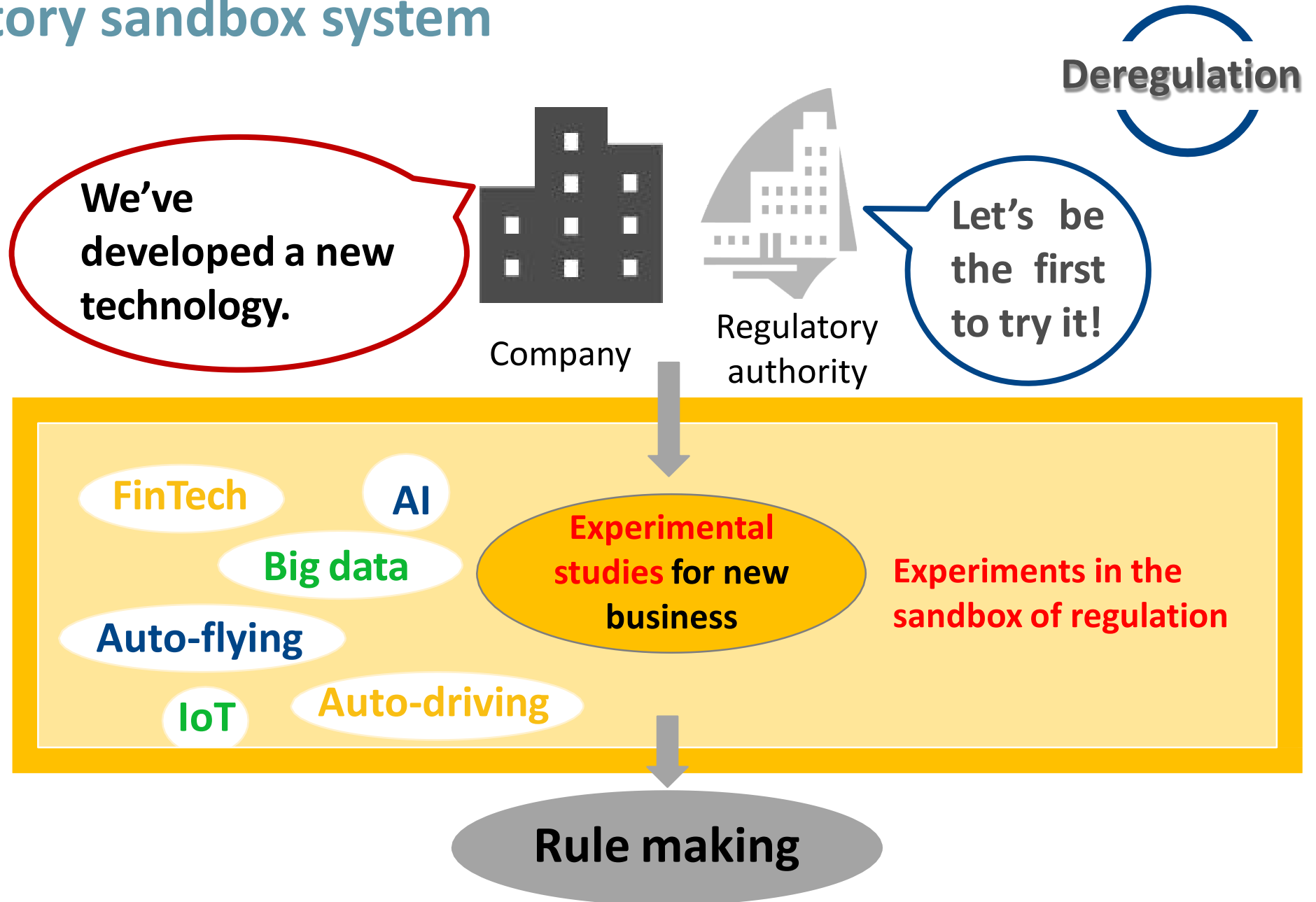
Helped save  
**1,500+ Canadian**  
lives

Contributed **400+**  
times to international  
relief efforts



**COLLABORATE WITH CANADIAN COMPANIES**

# Regulatory sandbox system



# Canadian landscape

2021 data demonstrates 40% funding from the federal government + 60% private sector funds =

- 24% increase in space exploration related initiatives YOY
- Business expenditures on R&D increased 46% YOY
- 226 new inventions and 76 new patents
- Top 30 Canadian space organizations generated 95% total revenue
- SMEs made up 93% of all Canadian space companies, who generated 42% of all space revenue and 30% of the sector's employees
- The workforce of FTEs increased 7%

# Canada: top destination for expertise

Distribution of the Canadian Space Workforce by region:

Region	Workforce
Quebec & Ontario	75%
Western Canada	18%
Atlantic Canada	8%



## Canadian space sector strengths

- ✓ Satellite communication systems and services
- ✓ Space robotics
- ✓ Earth observation satellites
- ✓ Remote sensors
- ✓ Antennas
- ✓ Geospatial data analytics
- ✓ Artificial intelligence

\*The Canadian government has negotiated special agreements with NASA which give our companies preferred market access





# Canadian Aerospace Recruitment

## The Canadian Council for Aviation and Aerospace (CCAA) and the CCAA Job Magnet

- National association in Canada **dedicated to attracting talent**, developing workers' skills and addressing the demographic needs of the Canadian aviation and aerospace industry.
- CCAA Job Magnet is a tool that helps employers attract candidates in the aerospace sector.

## The Student Work Placement Program (SWPP)

- SWPP is offered by CCAA. Employment and Social Development Canada will support partnerships between employers and post-secondary education institutions to create more work placements for students enrolled in post-secondary studies across Canada.
- Employers could receive wage subsidies of up to 70% of the wage cost for each work term placement

## MITAC/Business Strategy Internship

- National nonprofit whose goal is to promote Canadian innovation by funding research and training programs. Mitacs helps match organizations with specialized workers.

## Business Strategy Internship (BSI)

- A program offered by Mitacs is the Business Strategy Internship program. It offers funding from \$10,000 to \$15,000 per intern for a four-month internship with a partner organization in Canada and its main goal is to support innovation in Canada.





# Canadian Aerospace Recruitment cont'd

## Universities: Ontario

- Carleton University - *Ottawa*
- York University - *Toronto*
- University of Toronto - *Toronto*
- Toronto Metropolitan University (formerly Ryerson University) - *Toronto*
- University of Windsor – *Windsor*

## Universities: Quebec

- McGill University - *Montreal*
- Concordia University - *Montreal*
- École de Technologie Supérieure (ÉTS), Université du Québec – *Montreal*
  - Master in Aerospace Engineering

*\*For student recruitment, it is recommended to approach the universities listed above for CO-OP placements and internships.*



# The Canadian Trade Commissioner Service is here to help



THANK YOU



[@Tradeteamindia](#)



[Indiacommerce@international.gc.ca](mailto:Indiacommerce@international.gc.ca)