



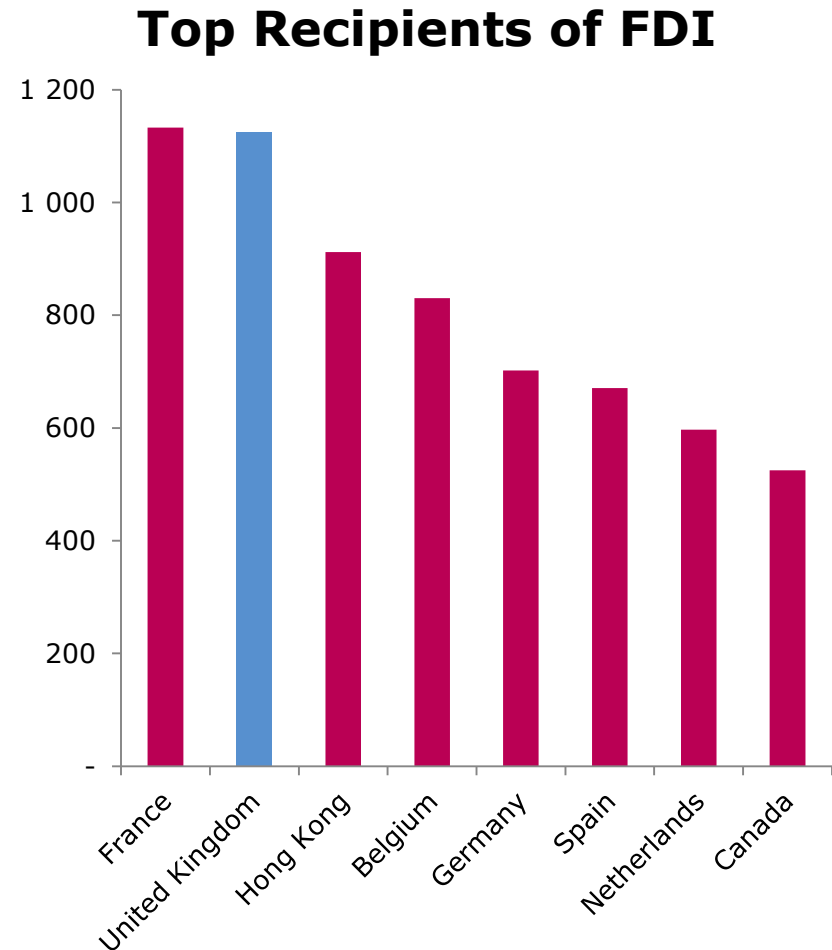
UK Trade & Investment

Presentation April 2011

The United Kingdom & Ireland within Your Reach

An Excellent Track Record in Attracting Foreign Direct Investment

- UK cumulative FDI stock US\$1,125 billion in 2009
 - 8.9% global market share
 - 2nd only to USA
- In 2009, ranked 3rd for inward investment after USA & France & 2nd as an outward investor¹
- Attracted 1,619 FDI projects in 2009,
 - Created or safeguarded 93,000 jobs
 - Increase of 11% over 2008



¹ World Investment Report, UNCTAD, 2010. Chart excludes USA, is in US\$ bn, refers to 2009.

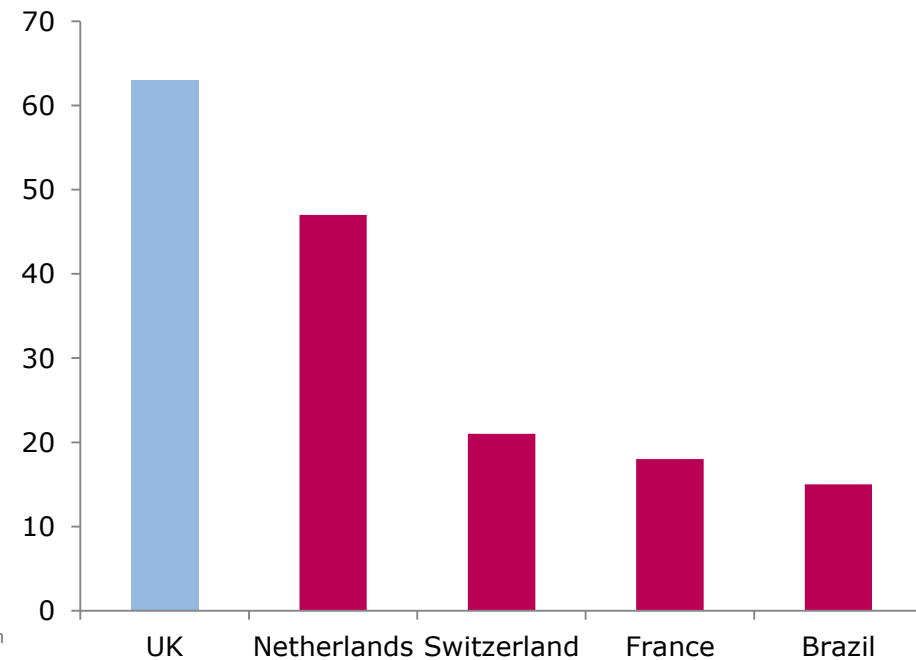
The UK is Canada's No 1 Investment Partner after the USA

- Canadian direct investment in the UK in 2009 was higher than the next four countries combined

Canadian Outward Investment



Inward Investment in Canada¹

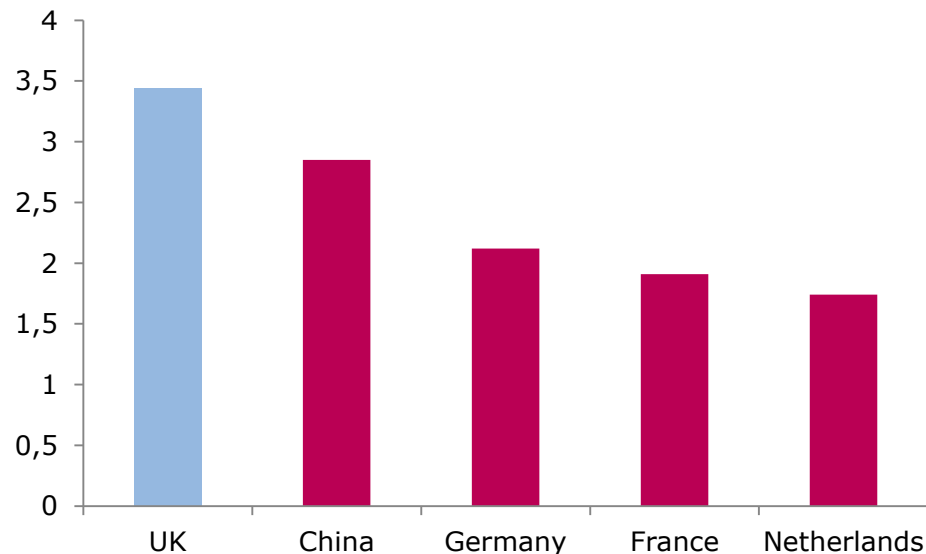


¹ FDI Figures are in Canadian Dollars in billions for 2009. Charts exclude the USA and the following offshore destinations: Barbados, the Cayman Islands, Bermuda & the Bahamas.
Source: *Cansim Table 376-0051*, Statistics Canada

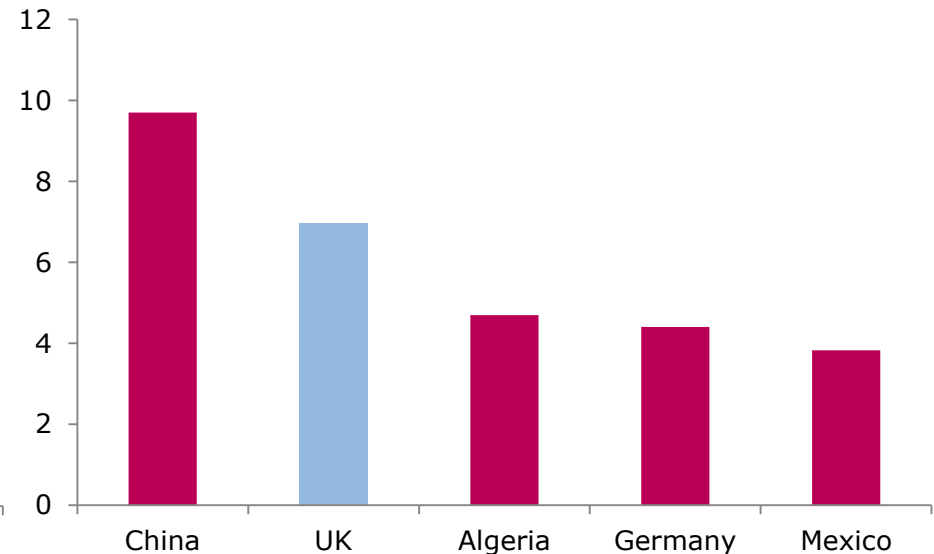
Significant Trade & Investment Links between Quebec/UK

- UK is Quebec's 2nd largest export partner and 3rd largest import partner
- 140+ UK subsidiaries in Quebec and 80+ Quebec companies in UK
- Exports to UK/Europe have risen annually over last 5 years but dropped from Quebec to USA

Quebec Exports



Quebec Imports¹



¹ Percentage of total Quebec exports/imports for 2010. Charts exclude USA for practical purposes (Exports to USA in 2010 were 67.85% and imports from the USA were 29.6%).

Planning Your Expansion is a Strategic Process

Procedure	UKTI	UKAN (\$)	Timescale (months) ¹
1) Are you ready?	Advice		6-12
2) Market research	Information	x	6-12
3) Location searches	Research/ Report		6
4) Labour availability	Information		6
5) Financing options	Information		6
6) Professional service providers	UKAN	x	3-6
7) Tax advantages/ Financial incentives	Information	x	3-6
8) Company structure	Information	x	3-6
9) Employee Transfers	Information	x	3-6

¹ Timescale is indicative number of months required to start process prior to start of operations

Setting up your Subsidiary is Simple & Cost Effective

Procedure	UKTI	UKAN (\$)	Timescale Months ¹
1) Company registration		x	2-3
2) Site selection	Advice/ Report		3-4
3) Opening a bank account	Information	x	1-2
4) Protecting IP	Information	x	2-3
5) Salary & benefits	Information	x	1-2
6) Recruitment	Information	x	1-2
7) Employment contracts	Information	x	+ 8 weeks
8) VAT & NIC registration		x	+ 1
9) Tax registration		x	+ 3

¹ Timescale is indicative of the amount of time required prior to starting operations or time prescribed by regulations from the date of start of operations 6

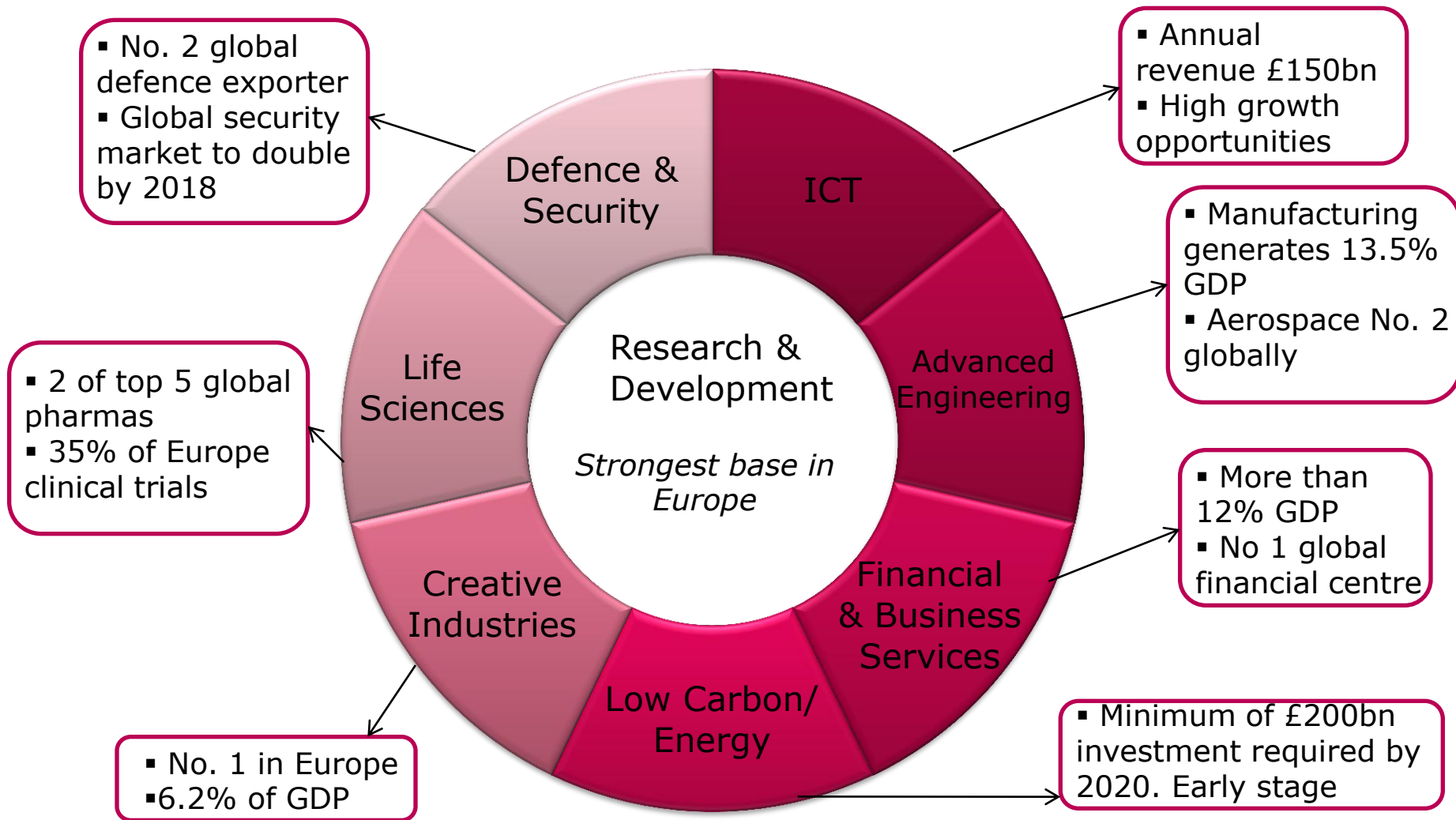
Operating your UK Subsidiary A Similar Regulatory Environment

Process	UKTI	UKAN (\$)
1) Financial statements & audit		X
2) Transfer pricing		X
3) Book-keeping & payroll		X
4) VAT reporting		X
5) Tax returns		X
6) Compliance with regulations	Information	X

We Continue to Support Investors after Incorporation

Services	UKTI	UKAN (\$)
1) Market expansion services	Advice/ Report (\$)	
2) Marketing/ Management advisory	Information	x
3) Recruitment services	Information	x
4) Financing options/ Financial incentives	Information	x
5) European R&D funding	Advisory	
6) Ensuring conformity with regulatory changes	Information	
7) Location & planning permissions in case of expansion	Information	x
8) Work visas	Information	x
9) Networking: government, business, universities	Information	x

Strategic Investment Focus in 8 Business Sectors



Why Do Companies Choose the UK?

Summary

- Similar business and regulatory environments
- Extensive domestic, European and international markets
- Excellent transport and communications infrastructure
 - No 1 gateway to Europe
- Set-up of business is one of easiest and fastest in Europe
- One of easiest places in Europe to operate a business
- Competitive operating costs, competitive tax environment and highly skilled workforce
- UKTI services are free and always confidential



Questions?

Thank You

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Useful Web Resources

- UKTI
www.ukti.gov.uk
- UK Advisory Network
<http://www.ukan.uktradeinvest.gov.uk/investors-directory-inward-support>
- UKTI Information Sheets
<http://www.ukti.gov.uk/investintheuk/whytheuk/factsheets.html>
- UK Interactive Map for Investors (Cluster Analysis)
<http://www.ukti.gov.uk/investintheuk/investorsmap.html>
- Compete For
<https://www.competefor.com>
- Ernst & Young's 2010 UK Attractiveness Survey
[http://www.ey.com/Publication/vwLUAssets/2010_UK_attractiveness_survey/\\$FILE/EY_2010_UK_attractiveness_survey.pdf](http://www.ey.com/Publication/vwLUAssets/2010_UK_attractiveness_survey/$FILE/EY_2010_UK_attractiveness_survey.pdf)