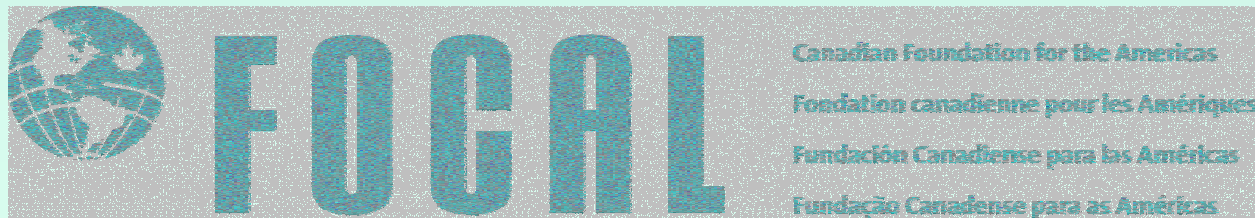


Canada, Latin America and the Caribbean

2008 NSS Conference: June 2-4, 2008

St. John's, Newfoundland and Labrador

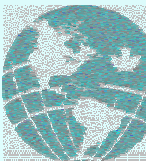
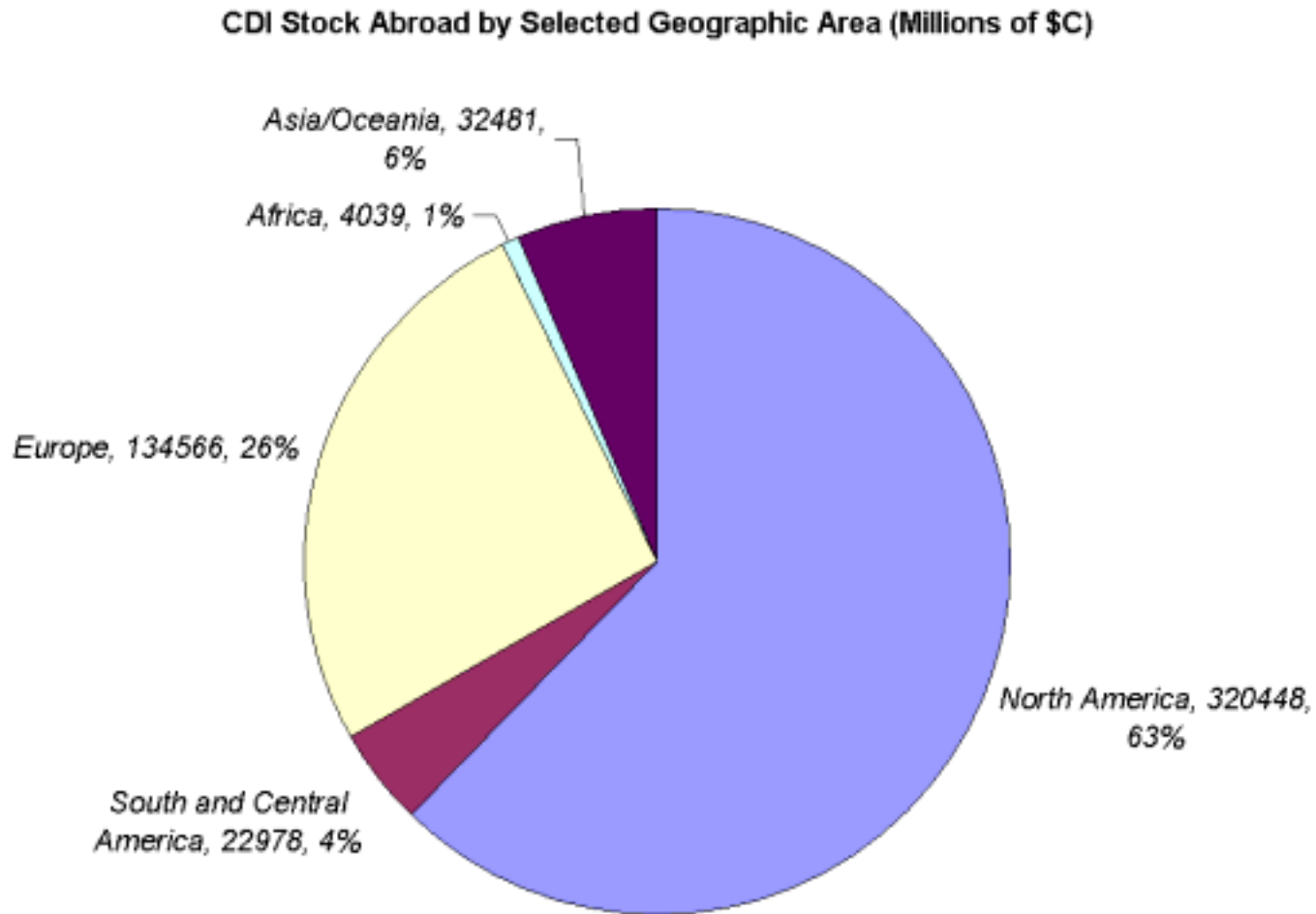


Introduction

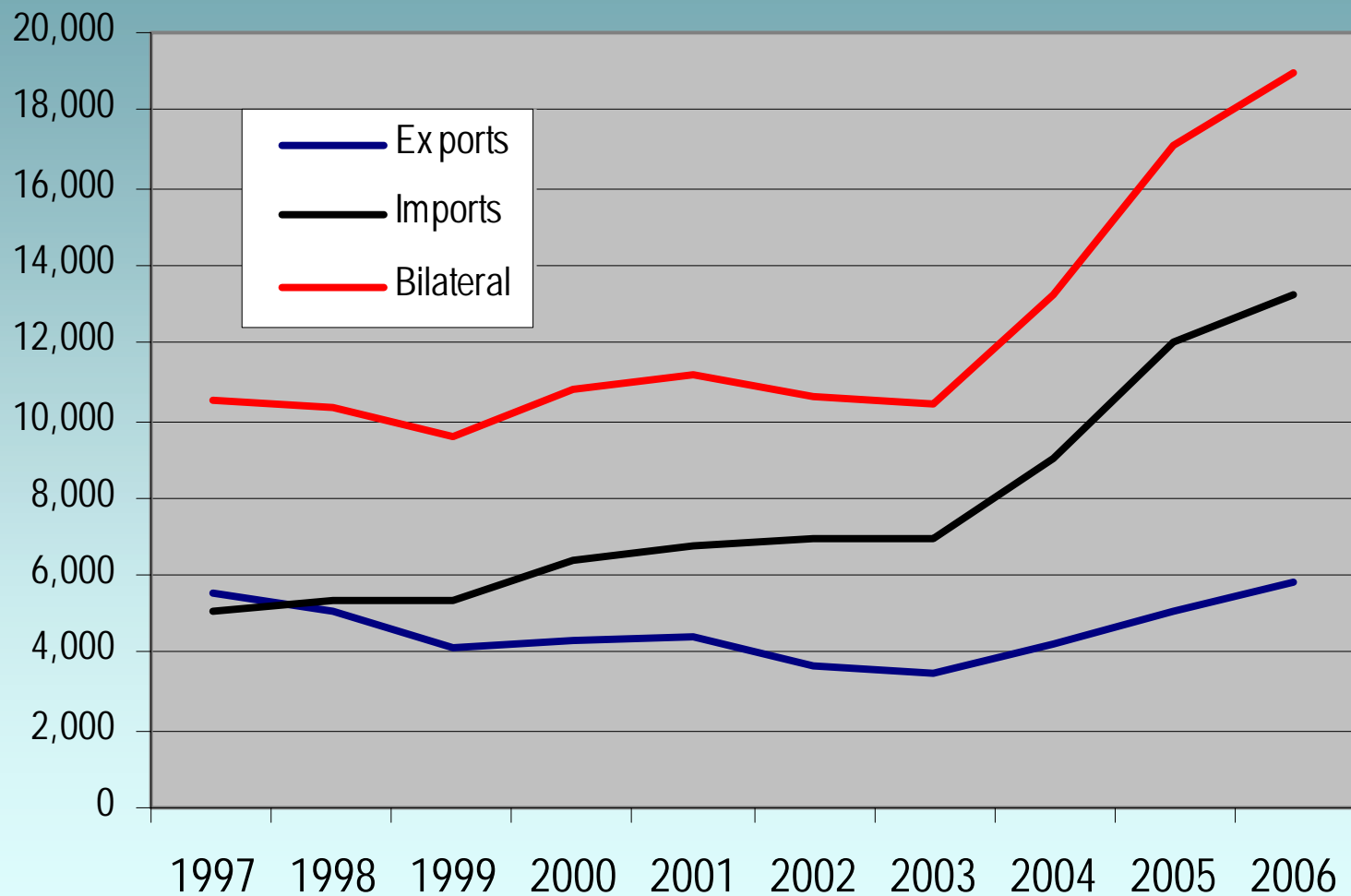
- Overview of Canada's Investment in LAC
- Current Issues in LAC
- Opportunities for Canadian companies
- Standards in a Global Economy



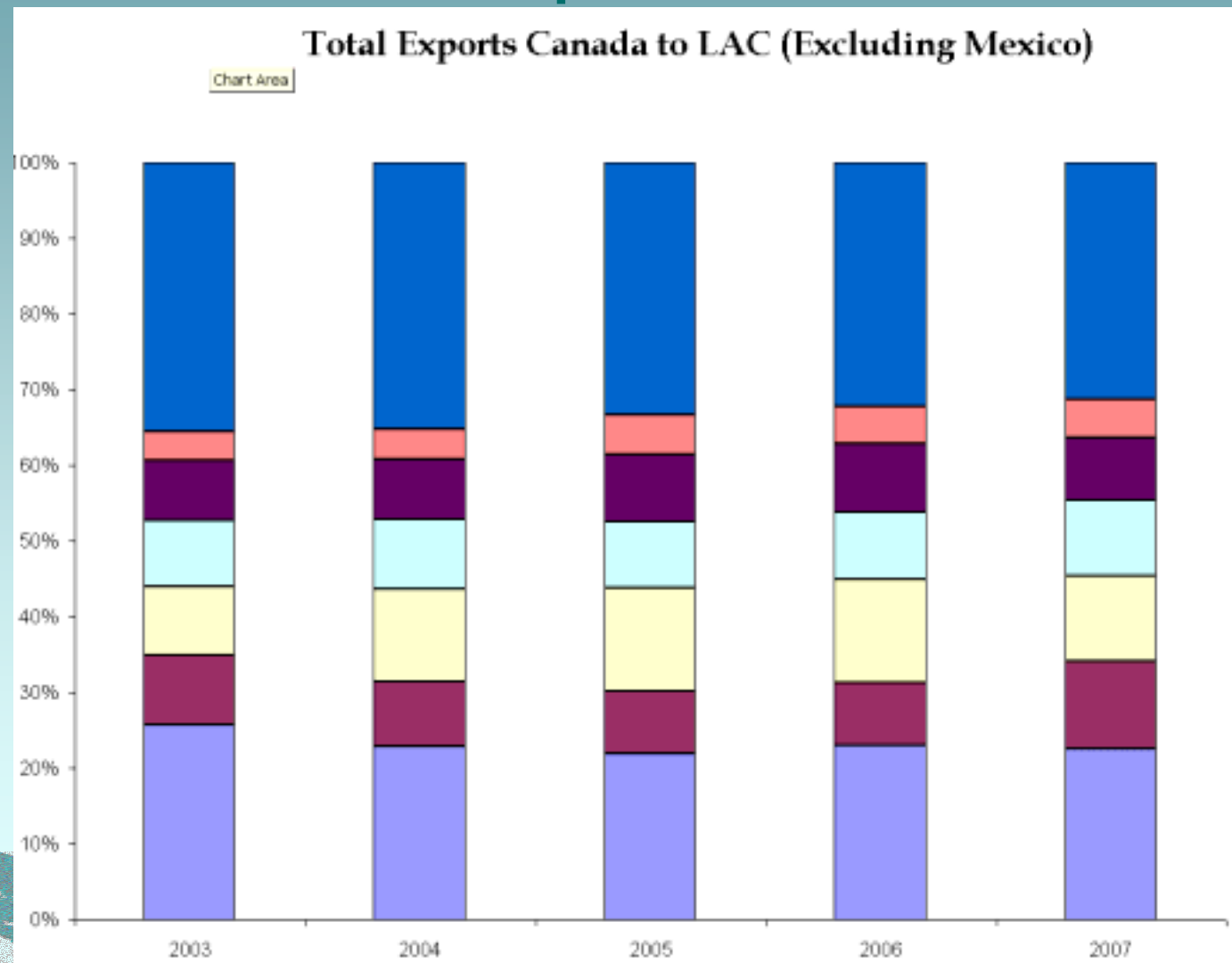
2007 CDI Stock Abroad by Geographic Area (millions of C\$)



Canada's Trade with Latin America (minus Mexico)



Destination of Canadian Exports to LAC, Top 6 — (Excluding Mexico)



← **Rest of LAC**

← **Peru**

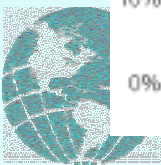
← **Chile**

← **Cuba**

← **Colombia**

← **Venezuela**

← **Brazil**



Canadian Companies Present in Latin America



Company	Market Capital
Royal Bank	\$61.30
EnCana	\$49.80
Scotiabank	\$45.60
Petro-Canada	\$29.60
Barrick	\$29.60
Thomson	\$29.20
SunLife	\$28.50
CIBC	\$28.10
Talisman	\$24.90
Alcan	\$22.10
Nexen	\$18.00
Brookfield Asset Mgt	\$17.50
Teck Cominco	\$17.00
Nortel	\$13.90

Top 25 imports from LAC

**Other Minerals
such as iron and
copper, and food
products such as
bananas, coffee
grapes and
Orange Juice**

Cane sugar - Raw

Copper ores

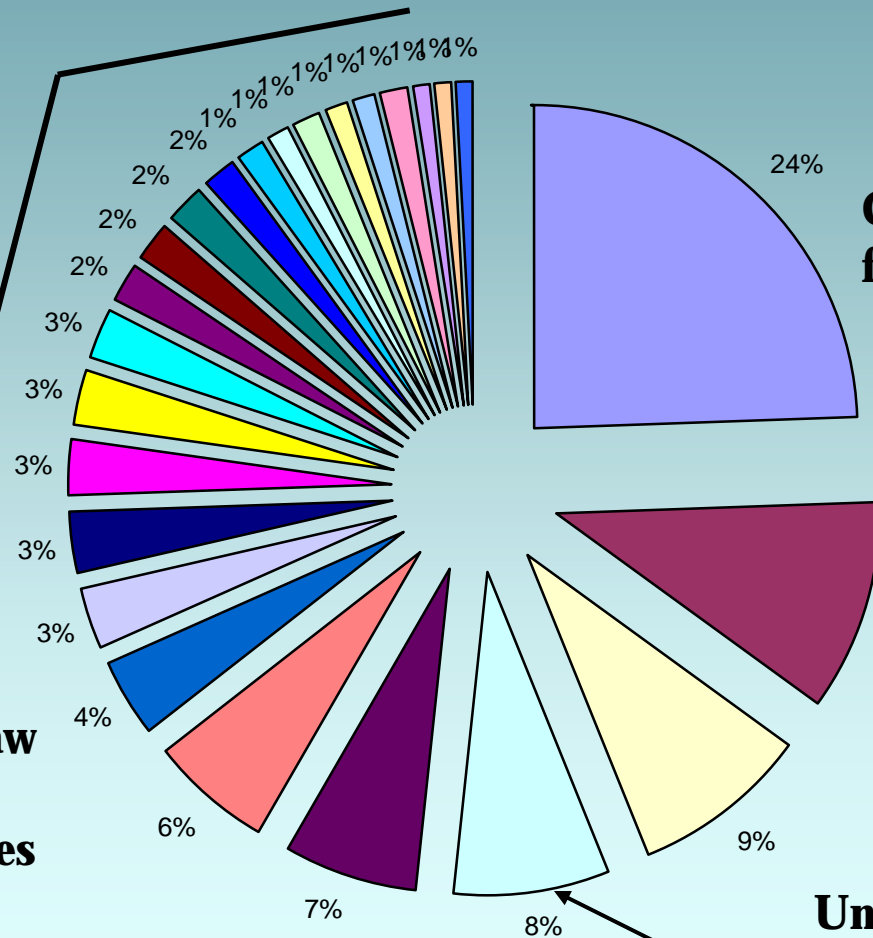
Airplanes and other aircrafts

Aluminum oxides

Unrefined Copper

Crude Petroleum Oils

**Gold in Unwrought
form (non-monetary)**



Current Agreements

NAFTA

Exploring FTA w/C4

FTA and
FIPA
w/Costa Rica

FIPA
w/Ecuador

FIPA w/Peru
(pending
ratification)

FTA and FIPA
w/Chile

Exploring FTA
w/Dominican
Republic

FIPA and Exploring
FTA w/Panama

FIPA w/Trinidad and
Tobago, Venezuela and
Barbados

Exploring FTA
w/ CARICOM

Negotiations
ongoing with
Colombia

FIPA
w/Uruguay

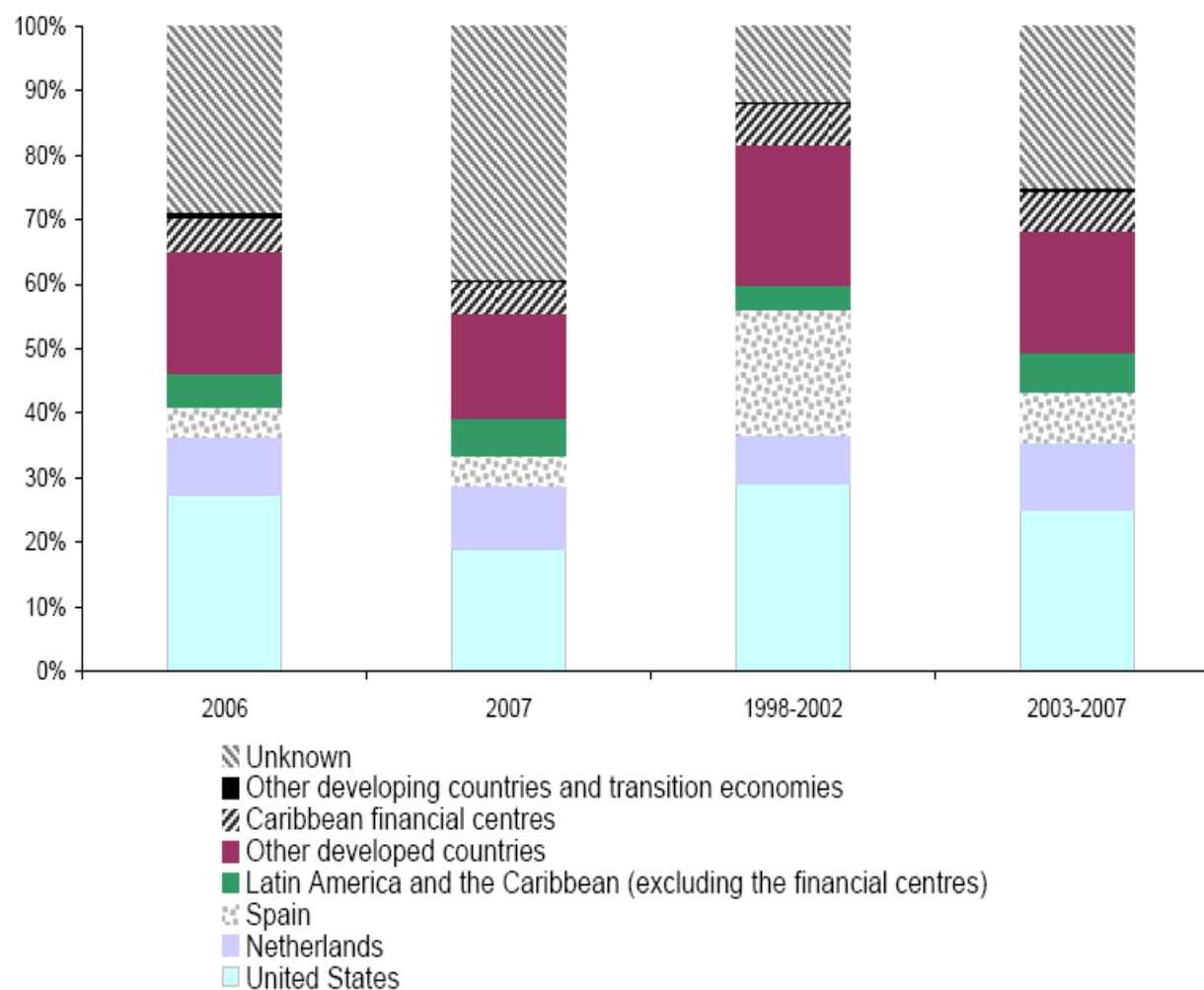
FIPA w/Argentina

FTA w/Peru
(pending
ratification)



LATIN AMERICA AND THE CARIBBEAN: ORIGIN OF FDI, 1998-2007

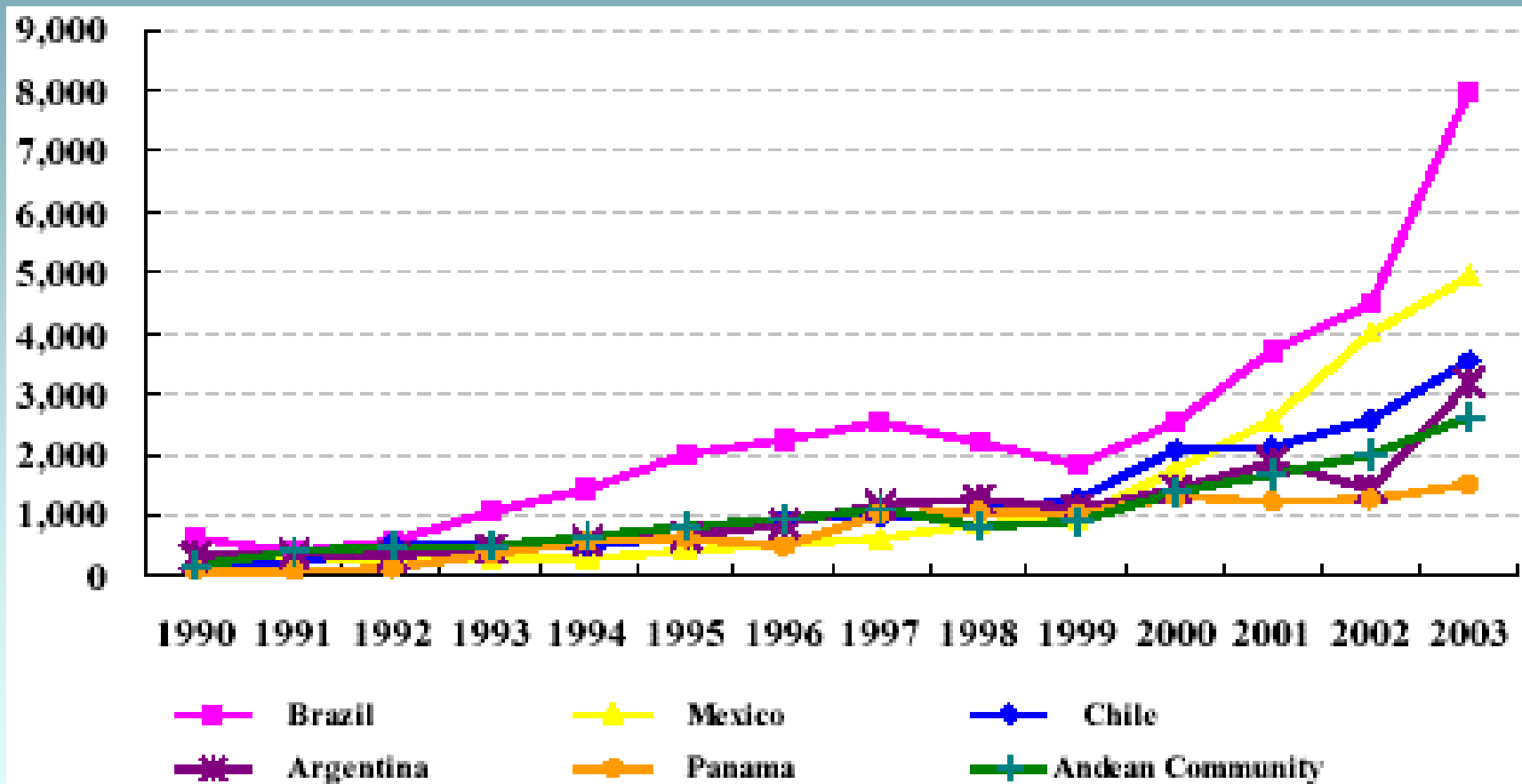
(Percentages)



Source: Economic Commission for Latin America and the Caribbean (ECLAC), on the basis of official figures available as at 30 April 2008.

www.tocal.ca

China's Total Trade with Top 5 LAC Countries, 1990-2003 US\$mil



A decade of Change

- Growing Economies
 - Brazil
 - Peru
 - Colombia
- Stable Democracies
- Stronger Institutions: rule of law and good governance



What is Missing?

1. More Sophisticated Understanding of the Market

- False assumptions about the region and missed opportunities.
- Less extreme opportunities, e.g., Uruguay

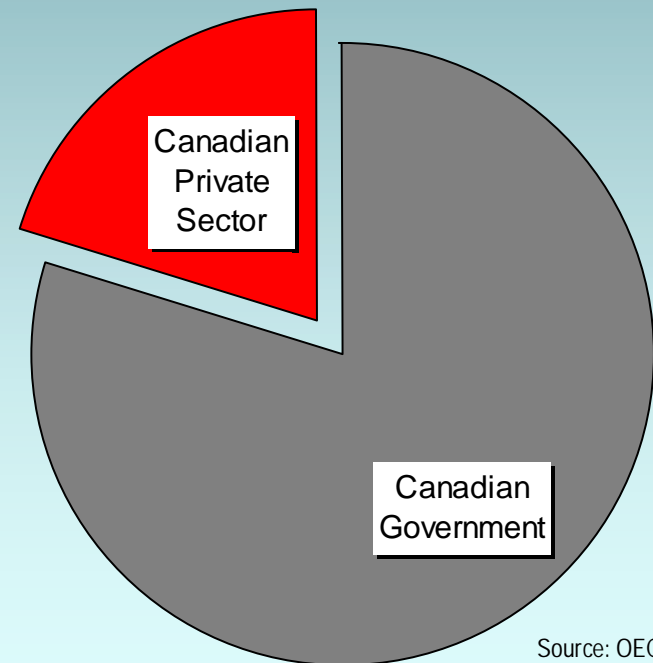


What is Missing?

2. Corporate Social Responsibility

- CSR is not missing, rather under-emphasized
- Should be a Canadian competitive advantage
 - Canadian firms 25% of CIDA spending
- Government needs to support CSR activities
 - Falconbridge, PlaceDome, Glamis

Canadian Private Sector and Government
Spending on Development/CSR –
Guatemala, Chile, T&T, 2005



Source: OECD



Opportunities for Canadian companies in LAC

- Sectors previously explored:
 - Extractive Industry
 - Financial Sector and Insurance
 - Manufacturing
 - Management of Companies and Enterprise
- Other Areas to consider: Infrastructure, Telecommunications, Information Technology



Standards In Latin America

- Looking out for WTO – SPS and TBT compliance
- Assisting partner countries to achieve international standards.
- Making products together: global supply chain.

