



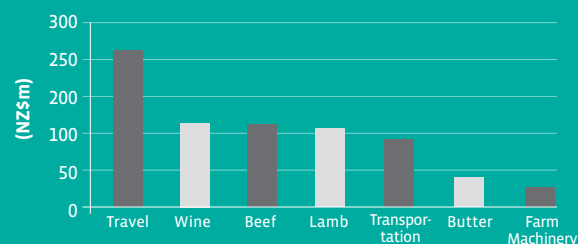
New Zealand and Canada: Trade Partners

CANADA: ALREADY AN IMPORTANT MARKET...

- ✓ Canada is the world's **11th largest economy** and a G7 member. It is the second largest member of the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP).
- ✓ Canada is New Zealand's fourth largest export market for wine, beef and machinery valued at over NZ\$325 million year ending December 2017.
- ✓ Total trade between New Zealand and Canada was worth **NZ\$1.9 billion** in 2017, an increase of **11%** from 2016.

Top New Zealand Goods and Services Exports to Canada

(Year ending Dec 2017)

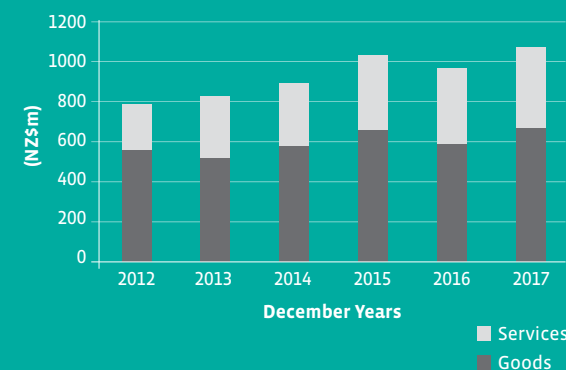


... WITH THE POTENTIAL FOR SIGNIFICANT GROWTH

- ✓ The CPTPP will establish the first free trade agreement between New Zealand and Canada.
- ✓ Tariff reductions under CPTPP will be beneficial to New Zealand's major goods exports to Canada, particularly in wine, meat and horticultural produce.
- ✓ Canada is also a high value market for New Zealand's services, specialised manufacturing and tech exports.
- ✓ Tariffs will be eliminated on **99%** of New Zealand exports to Canada on entry into force and **99.9%** at full implementation. This represents an estimated tariff saving of **\$7 million** per year.
- ✓ New Zealand and Canada have made a commitment to work together to foster progressive and inclusive trade to ensure all sectors of society benefit.
- ✓ Under CPTPP, New Zealand and Canadian companies will have new opportunities to partner to export into 3rd country markets.

New Zealand Exports to Canada

(Year ending Dec 2017)



CPTPP BENEFITS INCLUDE...



WOOL

All tariffs on wool products will be eliminated at entry into force.



DAIRY

By Year 10 of CPTPP entering into force Canada will provide 104,000 MT of CPTPP-wide access (approximately 3.3% of its market).



FORESTRY

All tariffs will be eliminated at entry into force.



FISH AND SEAFOOD

All existing fisheries tariffs will be eliminated at entry into force.



ENHANCED VISA ACCESS FOR BUSINESS PEOPLE

- Improved access for **business visitors** covering a range of activities such as attending meetings or conferences, arranging sales of goods or services or establishing an investment for specified periods (typically three to six months).
- Improved ability for **business personnel** employed by a NZ firm (and their dependents) to deliver services in Canada under a contract with a NZ firm.
- Extended scope of coverage for **intra-corporate transferees** (generally executives, managers and specialists).
- Access for **installers and servicers** to provide aftersales support directly into Canada (for up to six months).

CPTPP BENEFITS INCLUDE...



GOVERNMENT PROCUREMENT

Better access to government contracts in Canada over and above the access secured through the World Trade Organisation Agreement on Government Procurement.



PRIVATE EDUCATION SERVICE MARKET

Improved access to the private education service market in Canada.



CUSTOMS COOPERATION

Enhanced customs procedures to facilitate trade between CPTPP countries.



NON-TARIFF BARRIERS

Improved mechanisms to address sanitary and phytosanitary measures and other technical barriers to trade.

CPTPP BENEFITS INCLUDE...



See www.tariff-finder.fta.govt.nz to find out the new tariff for your products



WINE

Immediate duty-free access for wine exports to Canada, saving an estimated \$887,072/year.



BEEF

All tariffs and quotas on New Zealand beef will be eliminated over six years, saving an estimated \$284,123/year.



LAMB

Existing duty-free access will be locked in (Canada is New Zealand's 7th largest sheepmeat market).



PROCESSED MEAT

Tariffs on processed meat exports will be eliminated at entry into force.



LEATHER

Tariffs on hides and skins will be eliminated at entry into force.

The in-market New Zealand team is here to help

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