

**Reference Material - Bilateral, regional and multilateral trade agreements: Prospects for Canada Submitted by Export Development Canada following the appearance that was held on Thursday, March 10, 2016**

1) Regarding investment from Canada to Argentina

- a. What has been the growth rate in Canada's investment in to Argentina over the last number of years?

*According to Statistics Canada, Canadian Direct Investment Abroad (CDIA) stock in Argentina has range between CAD2.7B and CAD3.4B. The growth rate from 2010 to 2014 (latest data available) would indicate an increase of nearly 26% in CDIA stock in Argentina.*

CDIA Stock <sup>1</sup> (millions of CAD)							
Country/Region	2010	2011	2012	2013	2014	Rank 2014	Share 2014
Argentina	2,742	2,725	2,979	3,594	3,453	25	0.4%
<b>Growth</b>		-1%	9%	21%	-4%		

Source: Statistics Canada

- <sup>1.</sup> **Definition of FDI stocks (OECD):** Foreign Direct Investment (FDI) stocks measure the total level of direct investment at a given point in time, usually the end of a quarter or of a year. The outward FDI stock is the value of the resident investors' equity in and net loans to enterprises in foreign economies. The inward FDI stock is the value of foreign investors' equity in and net loans to enterprises resident in the reporting economy. FDI stocks are measured in USD and as a share of GDP. FDI creates stable and long-lasting links between economies.

2) Potash

- a. Does Argentina import potash?

*Argentina imports from Canada include potash, however it represent about 0.04% of Canada's total merchandise exports to Argentina in 2014 with CAD 2.8M reported in 2015.*

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Title Canadian Domestic Exports  
Products HS 310420 - Potassium Chloride  
Origin Canada  
Destination Argentina  
Period Latest 5 years  
Units Value in Thousands of Canadian Dollars

	2011	2012	2013	2014	2015
Argentina	11,137	3,145	1,409	5,297	2,777

Source: Statistics Canada

3) PDAC

- a. The names of the participants from Argentina at PDAC

*The Official Argentina Delegation to PDAC 2016 was:*

- 1)** Robert Fry, CA Ambassador to AR
- 2)** Alejandro D'Agostino, Assistant Trade Commissioner in Mining to CA Ambassador to AR
- 3)** Norma Nascimbene de Dumont, AR Ambassador to CA
- 4)** Daniel Meilan, AR National Secretary ("Minister") of Mining
- 5)** Mario Capello, AR Deputy Secretary of Mining Investments & Secretary of AR's Chamber of Mining Companies (CAEM)
- 6)** Florencia Mazzinghi, AR Mining Ministry's Press & P.R.
- 7)** Sergio Uñac, Governor of Province of San Juan
- 8)** Alberto Hensel, San Juan Provincial Minister of Mining

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- 9)** Lucía Corpacci, Governor of Province of Catamarca
  - 10)** Angel Mercado, Director de YMAD
  - 11)** Néstor Bosetti, Vice Governor La Rioja Province
  - 12)** Oscar Lehz, Mining Secretary La Rioja Province
  - 13)** Emilio Guiñazú Fader, Energy and Mining Deputy Mendoza Province
  - 14)** Miguel Soler, Mining and Energy Secretary, Jujuy Province
  - 15)** Jorge Palmés, Auditor Río Turbio Mine, Province of Santa Cruz
  - 16)** Miguel Morley, Chairman of the Argentine Canadian Bilateral Chamber of Commerce, CEO of Agrium in AR
  - 17)** Alberto Carlocchia, Mining Leader Argentine Canadian Chamber of Commerce
  - 18)** Marcelo Alvarez, Chairman of AR Chamber of Mining Companies – CAEM
  - 19)** Héctor Masoero, Director Techint Argentina & Uruguay
  - 20)** Ricardo Martinez, President, AR Association of Exploration Mining Companies (GEMERA)
- 4)** Support to SMEs
- a. In some previous studies, one of the concerns was for the capability of small- and medium-sized businesses in navigating EDC's process, and even being aware of EDC as a support system. Could you give us a status, now, on your reflections on assistance across Canada for small- and medium-sized businesses?

Over the past few years we have explored new ways to support exporters of all sizes in Canada. We have undertaken transformation projects to improve services for our customers, focused on introducing exporters to new markets around the globe, and adapted our solutions to better meet the needs of SMEs in Canada. This strategy has served exporters well and we will continue to execute on these activities in the years ahead. In 2014 (2015 results aren't in yet) we saw a 4.5% increase in the number of SMEs EDC served. In 2014, EDC served nearly 7,000 SMEs.

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We have identified three main objectives that are the foundation of our plan.

1. Build awareness about EDC and the benefits of exporting to encourage trade growth: We will ensure that Canadian businesses that have yet to export are aware of the benefits. We will also build awareness of the services EDC can provide to help them become exporters or grow their business overseas.
2. Offer both standard and tailored solutions: We will provide a range of easy to access, standard products and services for current and potential exporters while also providing tailored services for companies that can benefit from this approach.
3. Increase trade diversification: We will help Canadian SMEs expand beyond traditional markets.

5) Women Entrepreneurs

a. Update

EDC maintains an active role in supporting women entrepreneurs through support and participation in women in business organizations and forums. Since 2014, EDC has supported the Organization of Women in International Trade, which is an organization designed to promote women doing business internationally by providing networking opportunities and export education. EDC also participated in the *Women Entrepreneurs Forum: Investing in the Future* hosted by Status of Women Canada in 2015. The forum focused on providing Canadian women entrepreneurs with the practical tools, networks and resources they need to reach their full growth potential. EDC also supports Women's Business Enterprises (WBE) and has partnered with the organization to offer women entrepreneurs access to webinar courses and speakers.