



Trade between Canada and the Baltics

Kevin Rex
Ambassador of Canada to
Latvia, Estonia and Lithuania

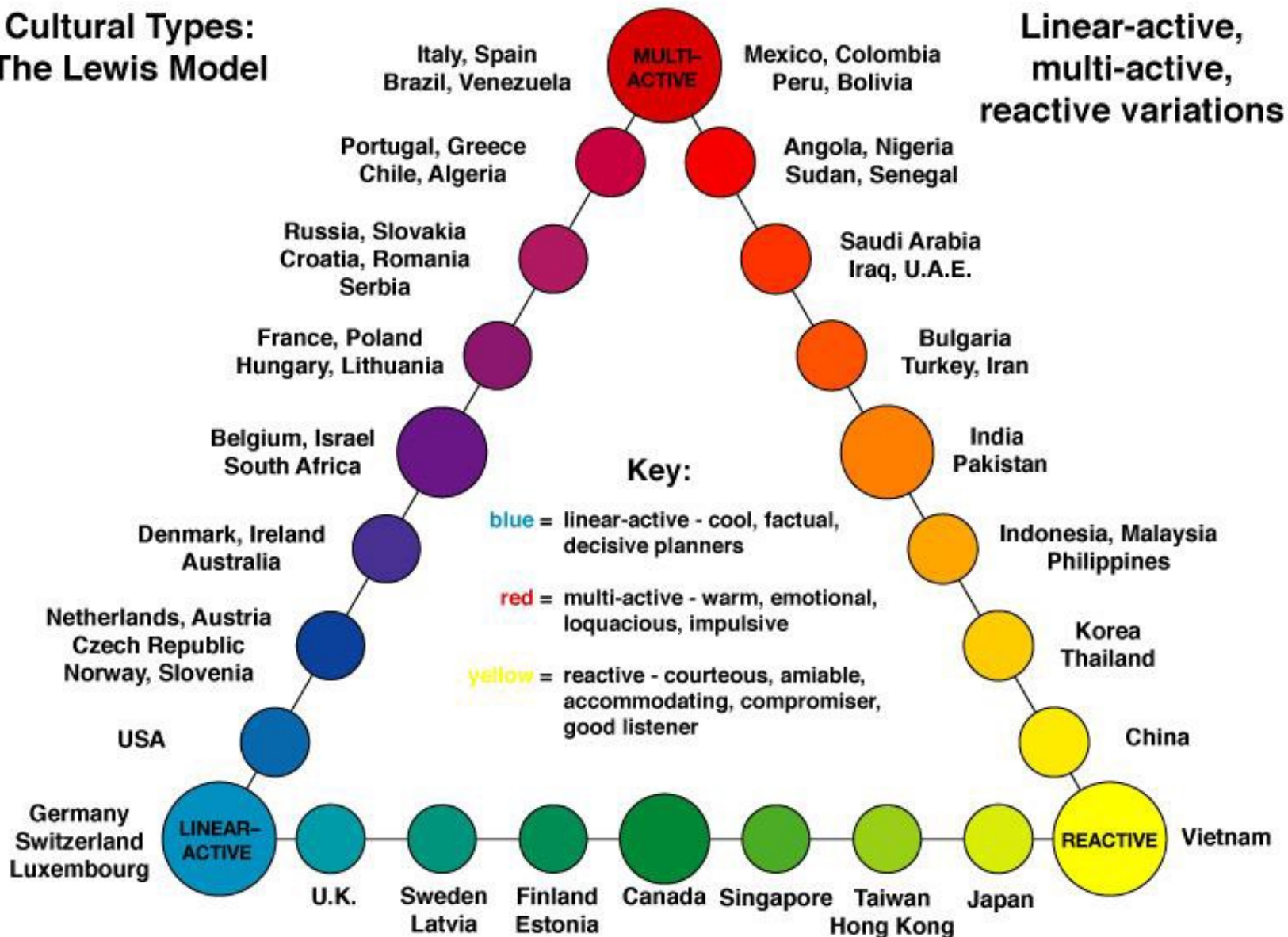


TCS/SDC





Cultural Types: The Lewis Model





Canada EU Comprehensive Economic & Trade Agreement

- Went into force on September 21 2017.





Monthly Canada – Latvia Merchandise Trade





Top 5 Canadian Merchandise Exports to Latvia (October 2017 to July 2018)

Description	\$M	%	Δ%
Aircraft & parts	303.4	94.8%	-49.3%
Electrical machinery & equipment	3.7	1.2%	189.8%
Machinery	3.5	1.1%	-27.7%
Plastics & related	1.3	0.4%	294.6%
Food byproducts & feed	1.1	0.3%	-2.8%
Other	7.0	2.2%	-41.3%
Total	319.9	100.0%	-48.2%

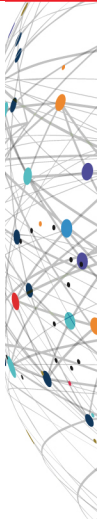
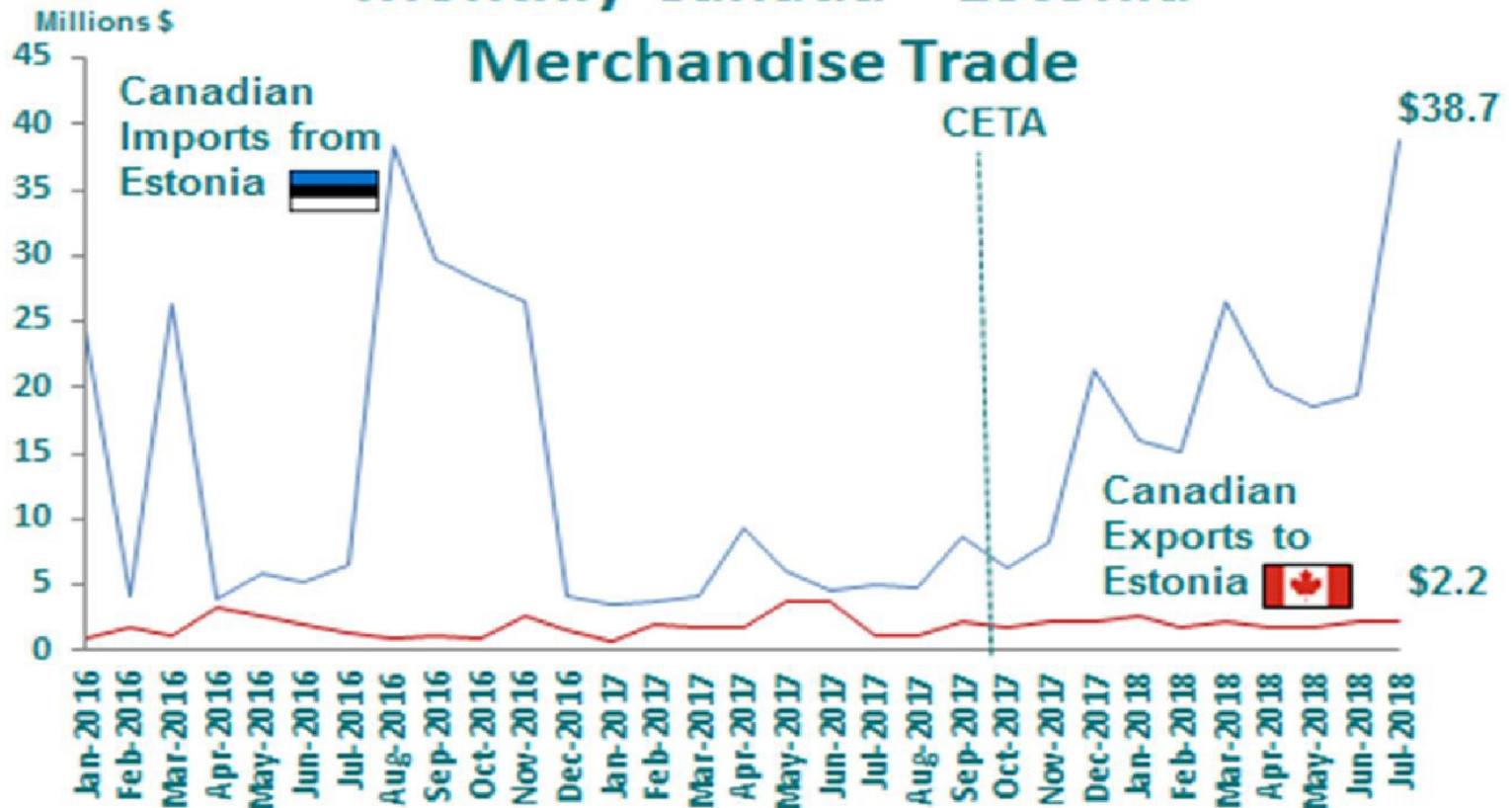


Top 5 Canadian Merchandise Imports from Latvia (October 2017 to July 2018)

Description	\$M	%	Δ%
Beverages, etc.	10.1	23.4%	9.3%
Precision & technical instruments	5.1	11.6%	32.9%
Prepared meat & fish	4.3	9.9%	700.7%
Electrical machinery & equipment	4.2	9.6%	52.2%
Machinery	3.2	7.3%	29.3%
Other	16.6	38.1%	5.9%
Total	43.7	100.0%	26.0%



Monthly Canada – Estonia Merchandise Trade





Top 5 Canadian Merchandise Exports to Estonia (October 2017 to July 2018)

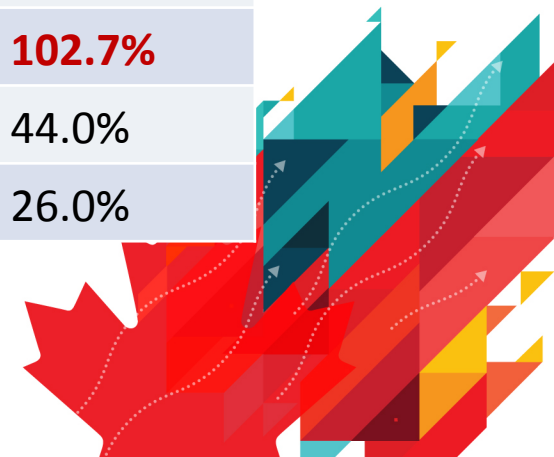
Description	\$M	%	Δ%
Electrical machinery & equipment	3.7	17.8%	-20.8%
Fish & seafood	3.3	115.7%	313.4%
Misc. base metals	2.5	11.9%	-11.3%
Motor vehicles & parts	2.4	11.6%	382.9%
Machinery & Equipment	2.3	11.3%	-35.6%
Other	6.6	31.9%	-8.7%
Total	20.7	100.0%	6%



Top 5 Canadian Merchandise Imports from Estonia

Description	\$M	%	Δ%
Electrical machinery & equipment	108.1	56.8%	**
Mineral Fuels and oils	32.1	16.9%	-30.4%
Furniture and beddings	9.4	4.9%	14.0%
Miscellaneous food preparations	8.6	4.5%	33.9%
Machinery and equipment	7.3	3.8%	102.7%
Other	24.7	13.0%	44.0%
Total	190.3	100.0%	26.0%

** very large increase from a small base





Monthly Canada – Lithuania Merchandise Trade





Top 5 Canadian Merchandise Exports to Lithuania (October 2017 to July 2018)

Description	\$M	%	Δ%
Machinery	35.4	38.6%	7.1%
Motor vehicles & parts	13.6	14.8%	16.2%
Aircraft & parts	9.5	10.4%	**
Fish & seafood	4.0	4.3%	1.7%
Machinery & Equipment	3.7	4.1%	-23.9%
Other	25.4	27.7%	126.3%
Total	91.5	100.0%	40.9%

** very large increase from a small base



Top 5 Canadian Merchandise Imports from Lithuania

Description	\$M	%	Δ%
Mineral fuels & oils	102.6	54.5%	154.8%
Furniture & bedding	38.4	20.4%	14.5%
Fish & seafood	6.3	3.4%	160.8%
Fertilizers	5.1	2.7%	-60.0%
Precision & technical instruments	3.9	2.1%	-16.2%
Other	32.1	17.0%	26.5%
Total	188.4	100.0%	58.2%



Trade Commissioner Service

We offer four key services:

- Prepare for International Markets
- Assess your Market Potential
- Find Qualified Contacts
- Resolve Business Problems





Trade Events – Canada 2019

- **Toronto Cyber security Conference 21 March**
- **Canadian Food and Drinks Summit 23-24 March**
- **Glendon Symposium on Latvia 29 March**
- **March SIAL Canada, Toronto 30 April -2 May**
- **Advanced Design & Manufacturing 4-6 June**





Trade Events – EU 2019 with large

- **Hannover Messe, April 1-15**
- **Seafood Expo Global, Brussels, May 7-9**
- **Cleantech Forum Europe, Stockholm, May 21-23**
- **DSEI, London, September 10-13**
- **European Utility Week, Paris, November 12-14 Smart Cities**
- **Expo World Congress, Barcelona, November 19-21**





Events – Latvia 2019 with Canada

- Auto Show 12-14 April
- Riga Food 04-07 September
- Comfort Home 27-29 September
- Riga Comm 10-11 October



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