

**INVEST TO
SUCCEED.
INVEST
TORONTO.**

**多伦多投资促进局
助您踏上成功之路**

INVESTTORONTO


Agenda 议程

- 1) **China: A Key Market for Invest Toronto**
中国：多伦多投资促进局的主要市场
- 2) **Toronto: A Strong & Resilient Economic Environment**
多伦多：强大而有活力的经济环境
- 3) **Toronto: World Class Talent & Education**
多伦多：世界级的人才和教育水平
- 4) **Quality of Life & Immigration**
高质量的生活和移民
- 5) **Sector Specific Information**
特定行业信息



INVEST TORONTO

多伦多投资促进局

Invest Toronto is your connection to the global business opportunities found in Toronto. Invest Toronto is responsible for attracting foreign direct investment into the City of Toronto. We offer one-on-one consultations to businesses and site selectors making global business investment decisions.

多伦多投资促进局是帮助您在多伦多找到全球商机的平台。多伦多投资促进局负责吸引外国直接投资多伦多。我们提供商业及选址的一对一咨询服务，帮助企业的全局投资制定决策

Our Services 我们的服务:

- **Complimentary concierge service for businesses**
为企业提供免费的贵宾服务
- **Answer all questions and enquires on investment in Toronto**
答复所有有关投资多伦多的问题和询问
- **Facilitate interactions with sector experts and all three levels of government**
促进与行业专家和三级政府的互动
- **Provide guidance on site location and selection**
提供住所及选址指导
- **Facilitate business-to-business linkages**
促进企业与企业之间的联系
- **Provide industry and economic benchmarking analysis**
提供行业和经济标杆分析
- **Connect clients to qualified professional service individuals**
为客户联络专人的高质量专家服务



China: A Key Market for Invest Toronto

中国：多伦多投资促进局的主要市场

- In support of the new 5-Year Plan, Invest Toronto has focused its efforts on the Chinese market

为了支持新的5年计划，多伦多投资促进局将其努力的重心放在中国市场上

- February 21st to March 4th, 2011: 2011年2月21日至3月4日
 - Beijing 北京
 - Chongqing, Toronto's Sister-city 重庆，多伦多姐妹城市
 - Shenzhen 深圳
 - Shanghai 上海
- July 11th to 15th, 2011: 2011年7月11日-15日
 - Beijing, Ceremony to celebrate Toronto opening 北京：多伦多周开幕庆祝纪念仪式

Industry 行业	# of Meetings 会议数量
Clean-tech/Green Energy 清洁技术/绿色能源	4
Financial Services 金融服务	3
Government/Industry Associations: 政府/行业协会 <ul style="list-style-type: none"> •Canadian government representatives 加拿大政府代表 (4) •Ontario government representatives 安大略省政府代表 (2) •Local Chinese government representatives 当地中国政府代表处 (2) •Chinese industry associations 中国行业协会 (5) 	14
Tourism/Hospitality 旅游/酒店	2
ICT 信息技术	1
Life Sciences/Bio-technology/Pharmaceuticals 生命科学/生物技术/制药	4
Manufacturing 制造	2
Other 其他	4
Total 总计	29

Representation in China

中国代表处

- Invest Toronto now has local representation in China, tasked with the responsibility to:
多伦多投资促进局现在中国设立了代表处，负责：
 - Manage relationships and provide advice and information to current and potential clients
管理客户关系，为现有客户和潜在客户提供咨询和信息
 - Continuously prospect and identify leads in China
支持在中国的长期发展，寻找来自中国的潜在投资者
 - Provide lead generation and trip coordination services for Invest Toronto's trips to China in 2011 and 2012
开拓发展投资资源，协助安排多伦多商业发展和投资促进局2011年和2012年在中国的访问



Upcoming Trip to China 即将赴中国访问的计划

- Building on our current relationships, Invest Toronto plans to return to China to attend the Canada China Business Council's Annual General Meeting on November 21st – 23rd in Beijing and Chongqing

依据现有的客户关系，多伦多投资促进局计划再次访问，并出席于11月21日至23日在北京和重庆召开的中加贸易协会年会

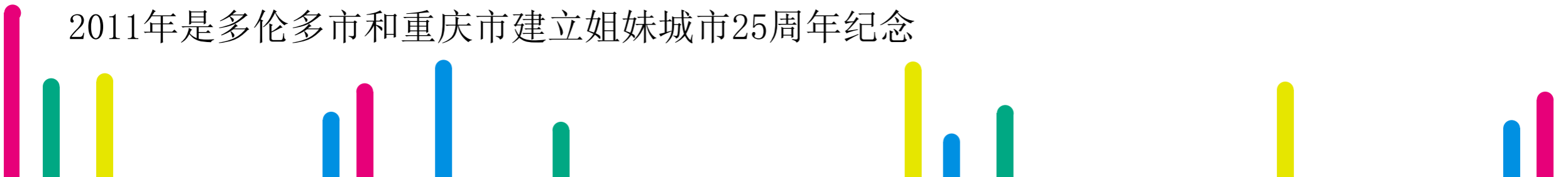
- In addition, Invest Toronto will be visiting selected cities:

此外，多伦多投资促进局计划访问一下城市：

- Chengdu (TBC) 成都（待定）
- Nanjing (TBC) 南京（待定）
- Wuxi (TBC) 无锡（待定）
- Shanghai 上海
- Hangzhou (TBC) 杭州（待定）

- 2011 marks the 25th anniversary of the sister-city relationship between Toronto and Chongqing

2011年是多伦多市和重庆市建立姐妹城市25周年纪念

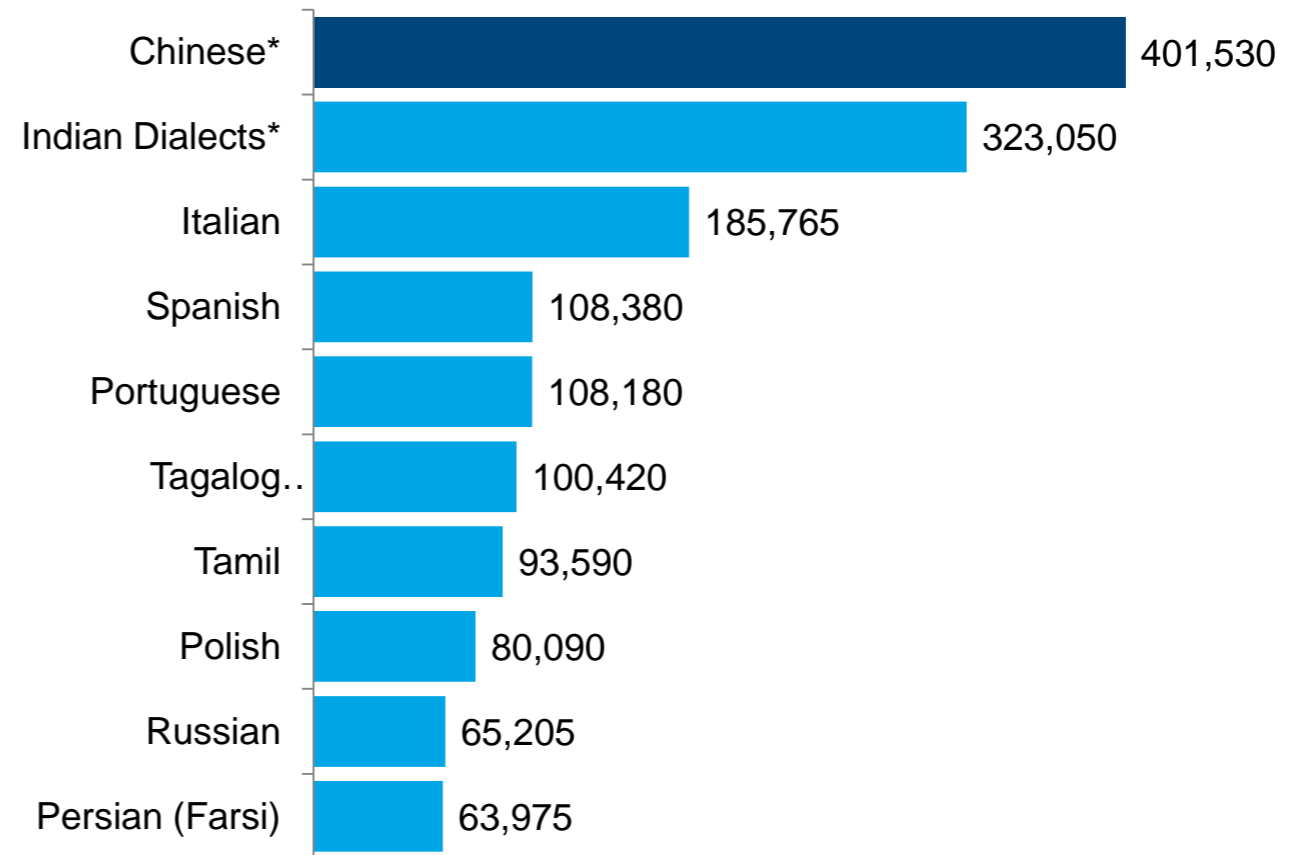


Toronto's Chinese Community 多伦多的华人社区

Over
600,000
People of
Chinese ethnic origin
超过60万华裔

Sources: Total - Single and multiple ethnic origin responses, Statistics Canada, 2006

Population by Mother Tongue, 2009 (Excluding English)
2009年母语人口（不包括英语）



Sources: Statistics Canada, 2006
* Chinese and Indian include several dialects

Toronto's Chinese Community

多伦多的华人社区

2nd

Largest visible minority group in Toronto and Canada
华人是多伦多及加拿大第二大少数裔

1 in 10

People in Toronto are of Chinese ethnicity
在多伦多，10个人里就有一个中国人

400,000

The Chinese population in Greater Toronto Area
大多伦多地区有400,000华人

2nd

Most spoken language in Toronto out of 100 languages
在大多伦多的100种语言里，中文是第2大语言

6

Chinatowns in the GTA, including: Downtown, Riverdale, Scarborough, Mississauga and two in Markham
在大多伦多地区有6个中国城

Global businesses choose Toronto 全球企业选择多伦多

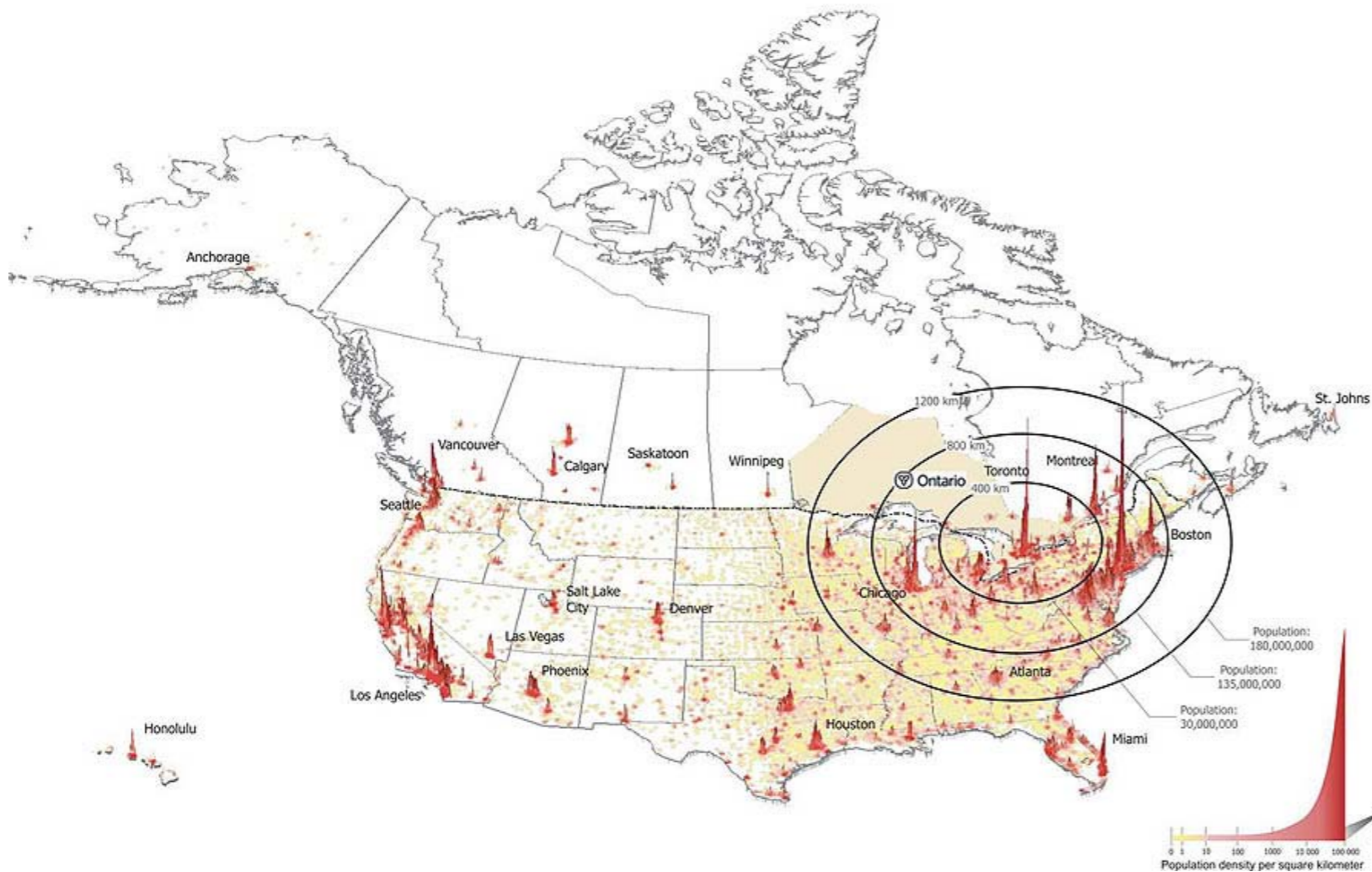


Chinese businesses in Toronto 在大多伦多的中国企业



Toronto is a Prime Location with Proximity to the U.S

多伦多靠近美国，地理位置优越



- Toronto businesses have access to a market of 453 million consumers with a combined GDP of about **US\$17.1 trillion**
多伦多的企业可直达一个拥有4.53亿消费者的市场，该市场所创造的国内生产总值可达17.1万亿美元
- **120 million people within a 500 mile radius of Toronto**
多伦多500英里范围内居住1.2亿人口
- **Located within 90 minutes of New York, Chicago, Boston and Washington**
90分钟车程可以抵达芝加哥、波士顿和华盛顿特区

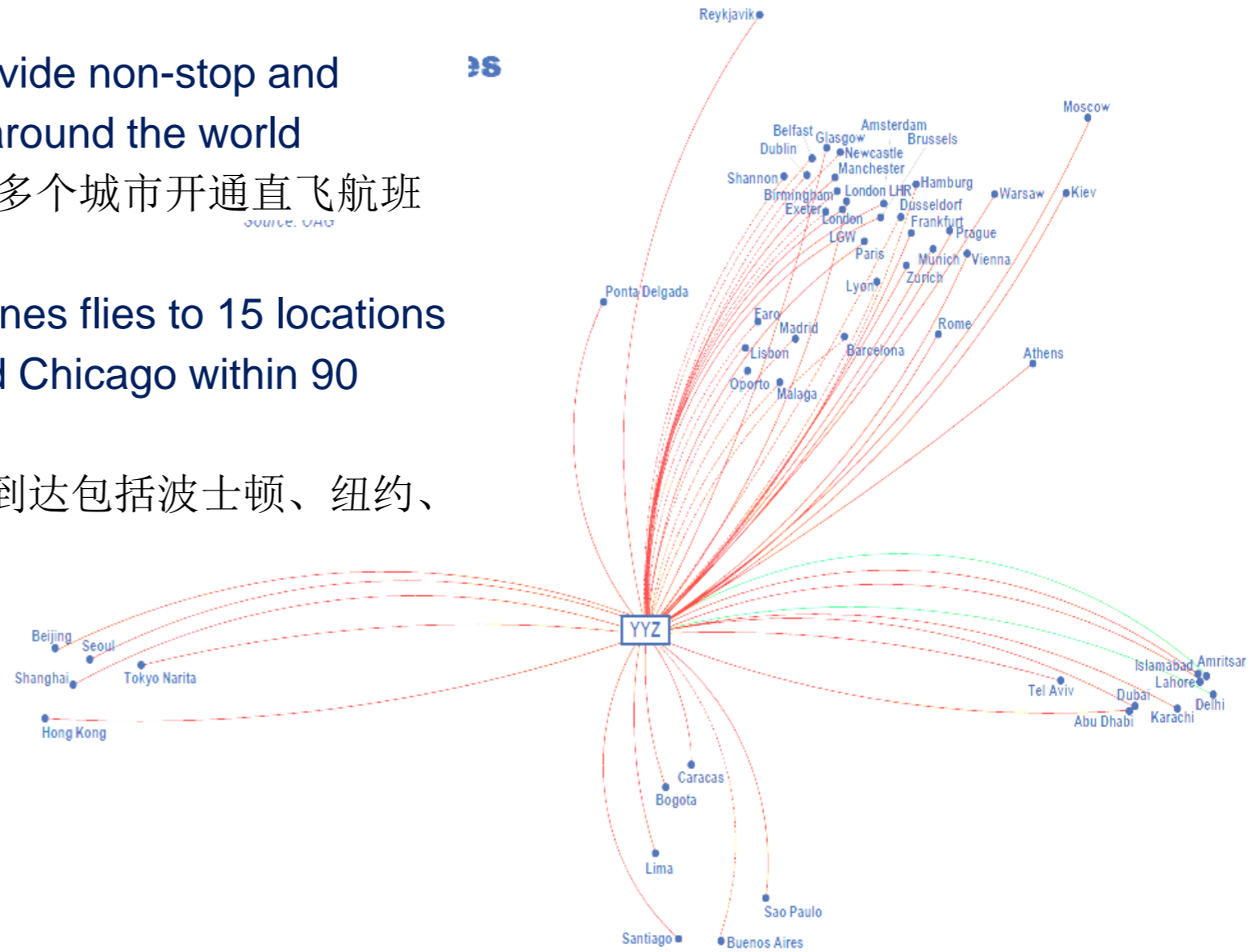


Toronto: 2 Airports Connecting Business

多伦多：2大机场连接商务

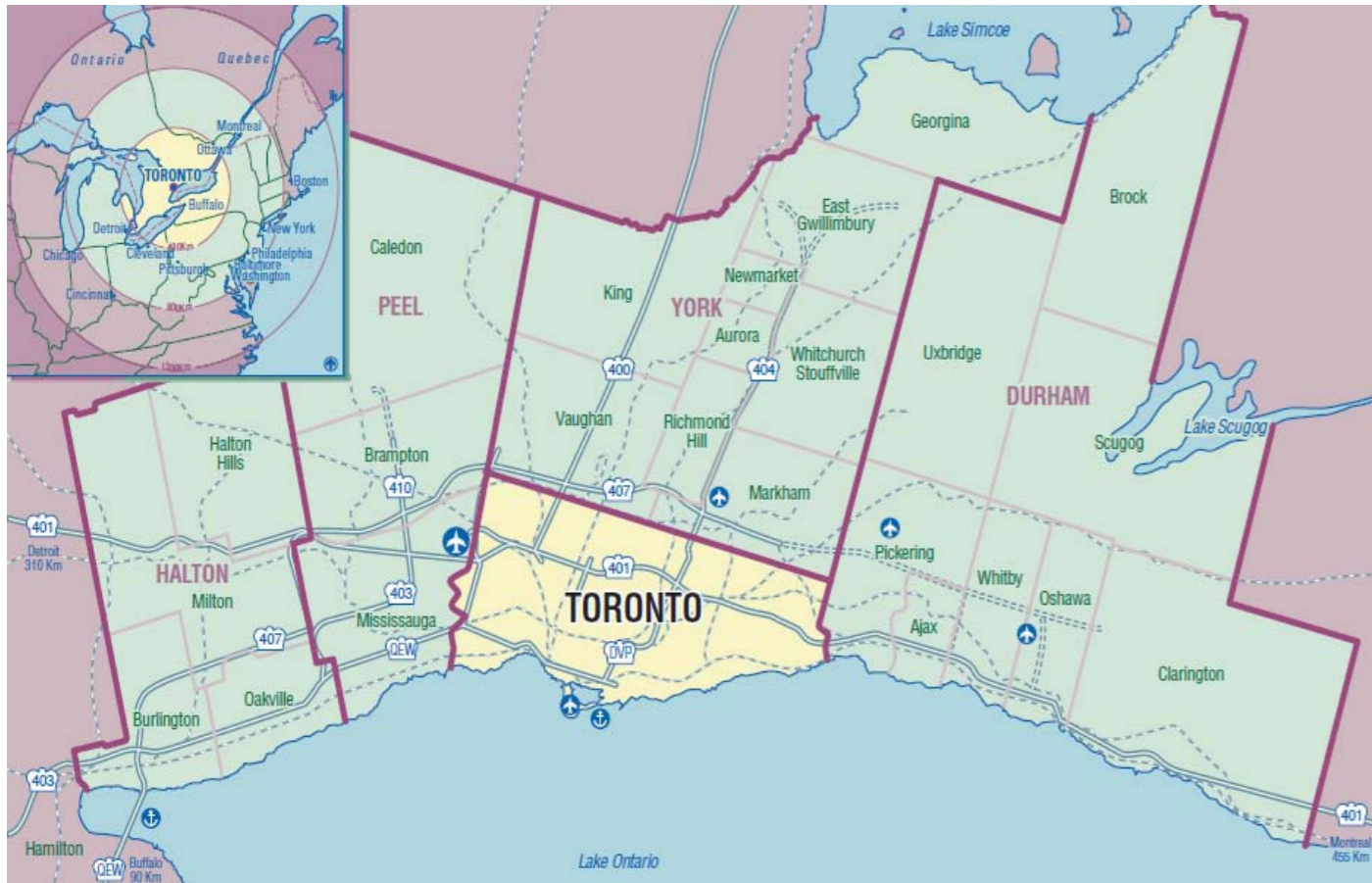
- Pearson International Airport is Canada's largest airport, serving over 31 million passengers annually
皮尔逊国际机场是加拿大最大的机场，每年为超过3100万人次提供服务
- Pearson and the City's downtown airport provide non-stop and same plane service to more than 180 cities around the world
皮尔逊国际机场和多伦多中心机场与全球180多个城市开通直飞航班
- From Toronto's downtown airport, Porter Airlines flies to 15 locations including Boston, New York, Washington and Chicago within 90 minutes.

从市区机场，波特航空公司航班可以90分钟内到达包括波士顿、纽约、华盛顿和芝加哥在内的15个城市



The Toronto Region at a Glance

多伦多地区一览



Factor 要素	City 城市	Region 地区
Population 人口	2.7 Million 270万	5.6 Million 560万
Labour Force 劳动力	1.4 Million 140万	3.2 Million 320万
Number of Businesses 企业数量	83,000	174,000
Office Space Ft2 办公用地 平方英尺	128 Million 1.28亿	179 Million 1.79亿
Retail Space Ft2 零售用地 平方英尺	75 Million 7千5百万	162 Million 1.62亿
Industrial Space Ft2 工业用地 平方英尺	290 Million 2.9亿	838 Million 8.38亿

Toronto: A City of Economic & Social Opportunity

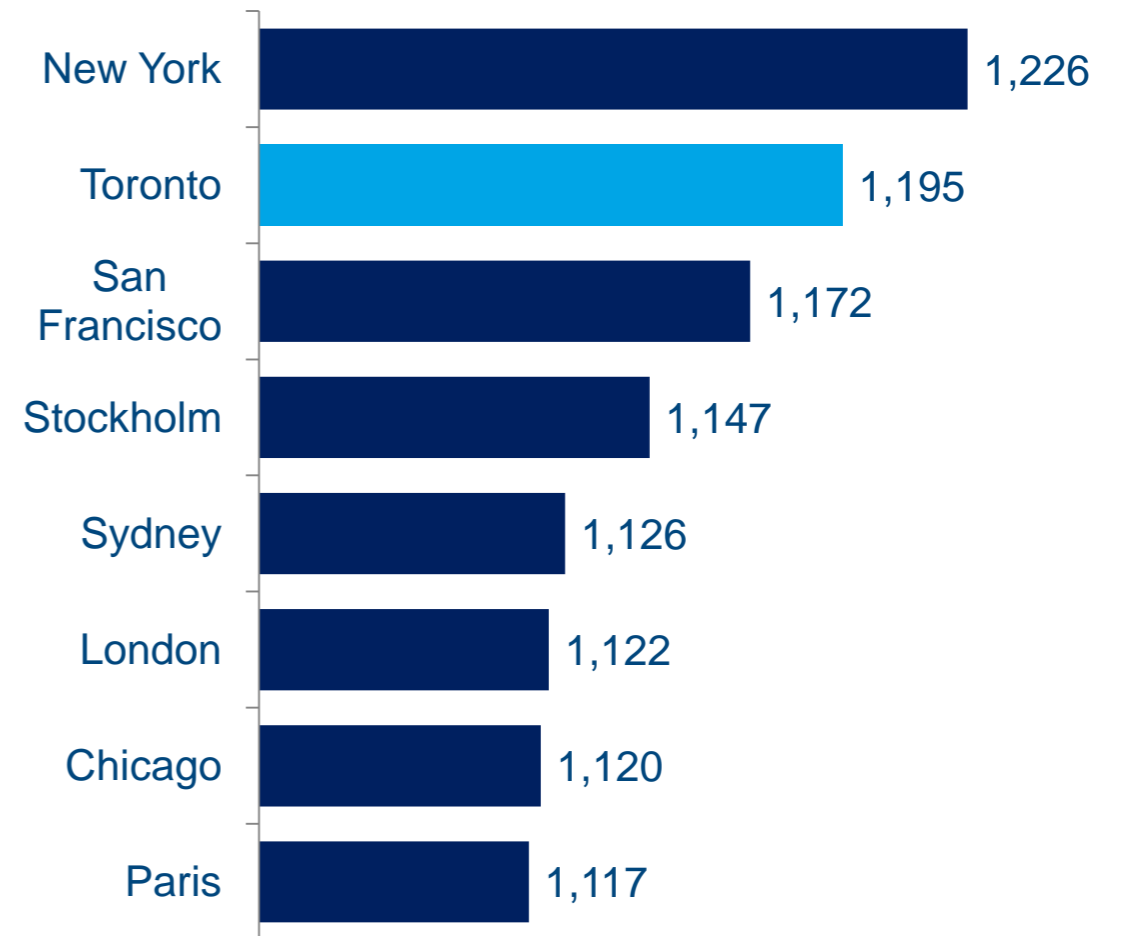
多伦多：经济和社会机会

Toronto's Global Standing in the PricewaterhouseCooper's Cities of Opportunity Report

多伦多在普华永道《全球城市机会报告》中排名

- Toronto ranks 1st overall in quality of life and life satisfaction
在整体生活质量和生活满意度方面，多伦多排名第一
- 2nd for the quality of its Intellectual Capital and Innovation
智力资本和创新力排名第二
- 2nd for Health, Safety and Security
健康、安保排名为第二
- In the top five internationally for sustainability
可持续发展位居全球前5
- #1 globally for the number of skyscraper construction projects underway as of April 2011
截止2011年4月摩天大楼在建项目数量全球排名第1

Top Ranked Cities of Opportunity 城市机会排行



Pwc, Cities of Opportunity, 2011

International Companies Choose Toronto

跨国公司选择多伦多

Why KPMG Chose Toronto

毕马威会计事务所为何选择设在多伦多

KPMG compared 28 major locations, including London, Amsterdam and New York to relocate their Global Resource Centre (finance, marketing, learning and development, and IT professionals) based on four key criteria:

通过对包括伦敦、阿姆斯特丹和纽约在内的28个全球主要经济城市比较，毕马威会计事务所最终选择了多伦多作为其全球资源中心（金融、市场、发展与学习和IT服务）。该比较基于以下4个标准

- **Business Environment** 商业环境
- **Social and Physical Environment**
社会和物理环境
- **Availability of Space** 可利用空间
- **Accessibility to Infrastructure** 基础设施便利



Why Chinese Investment Corporation Chose Toronto

中国投资有限责任公司为何选择投资多伦多

The China Investment Corporation (CIC) is opening an office in Toronto. The office will be the main center for their North American investments. Toronto was chosen over New York and London, for CIC's first foreign office. CIC's decision was based on:

中国投资有限公司（中投公司）即将在多伦多设立办事处，作为其在北美投资的中心。纽约、伦敦和多伦多都曾选择的目标，但中投公司最终选择了在多伦多开设其第一个海外办事处。这是因为：

- **Proximity to New York and London** 靠近纽约和伦敦
- **Business Friendly Environment** 友好的商务环境
- **Economic Stability and Resilience**
经济稳定且富有活力
- **Peer Companies in Financial Services** 金融业公司聚集



Toronto: Strong and Resilient Economy

多伦多：强健而有活力的经济

- Soundest banking system in the world for three years in a row (World Economic Forum, 2011). All five major Canadian banks are headquartered in Toronto
连续三年被评价为全球最健全银行体系（世界经济论坛，2011）。加拿大的五大银行选择将总部设在多伦多

AAA

Sovereign Credit Rating

主权信用评级

Standard & Poor's 标准普尔.	AAA ¹
Moody's 穆迪.	Aaa ²
DBRS 公司（加拿大）	AAA ³

¹ Standard & Poor's Financial Services LLC. *Sovereign Ratings 2010. July 2010.*
² Moody's Investor Services Inc. *Canadian Ratings List. July 2010.*
³ DBRS Limited. *Sovereign Credit Ratings. July 2010.*

“But when things fell apart, the consequences were very different here [US] and there [Canada]. In the United States, mortgage defaults soared, some major financial institutions collapsed, and others survived only thanks to huge government bailouts. In Canada, none of that happened.”

“当危机降临时，在加拿大和美国会出现2种截然不同的结果。在美国，抵押贷款违约率上升，一些主要的金融机构垮掉，至于其他幸存的，只能感谢政府的庞大救助；而在加拿大，这些将不会发生。”

Paul Krugman, New York Times, January 2010
2010年1月纽约时报，保罗·克鲁格曼

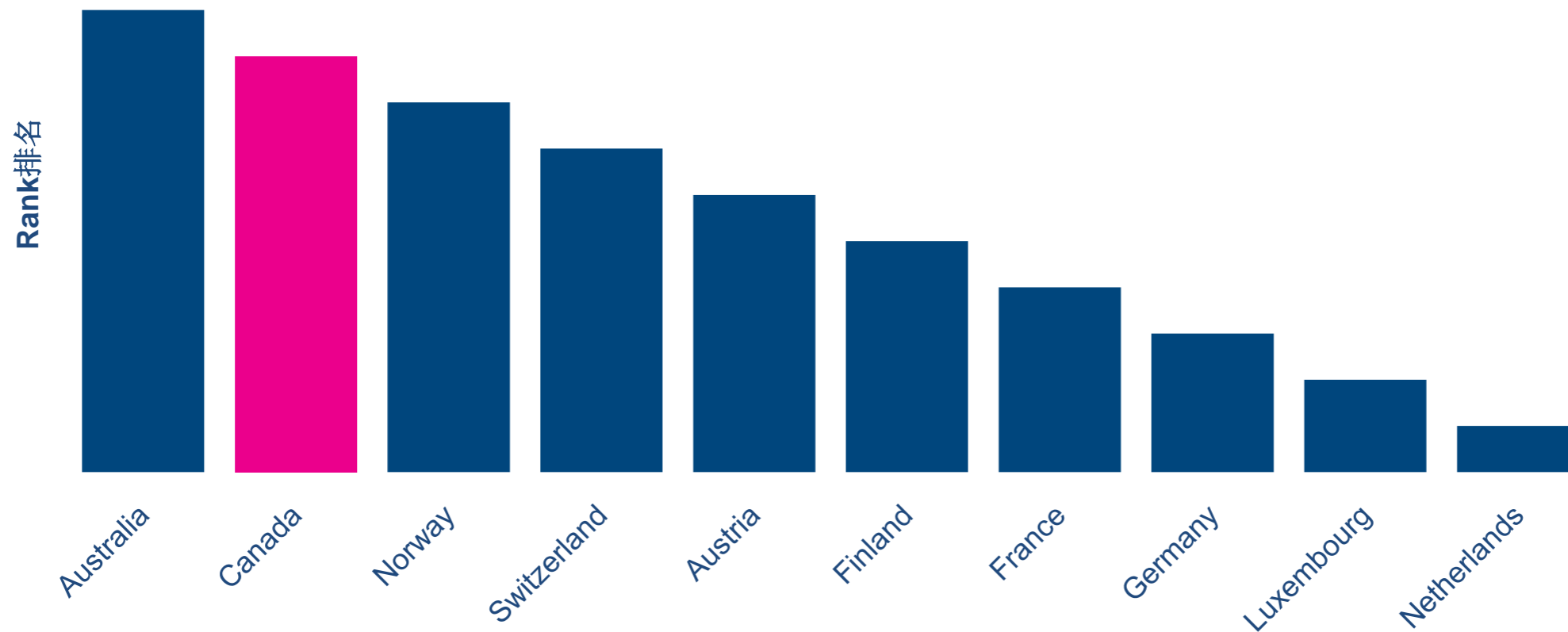


Canada is a Stable and Safe Place to Invest

加拿大是一个稳定而安全的投资目的地

Dun & Bradstreet's Global Risk Indicator Ranked Canada 2nd

邓白氏全球风险指标排名加拿大第二



Note: The Global Risk Indicator (GRI) assesses economic, commercial, external and political risk to provide risk ratings for 131 countries worldwide.
Source: Dun & Bradstreet, August 2009

- **Forbes ranked Canada 3rd out of 127 countries for its safe business conditions**
2010 福布斯2010年商业安全榜，加拿大在127个国家中名列第3

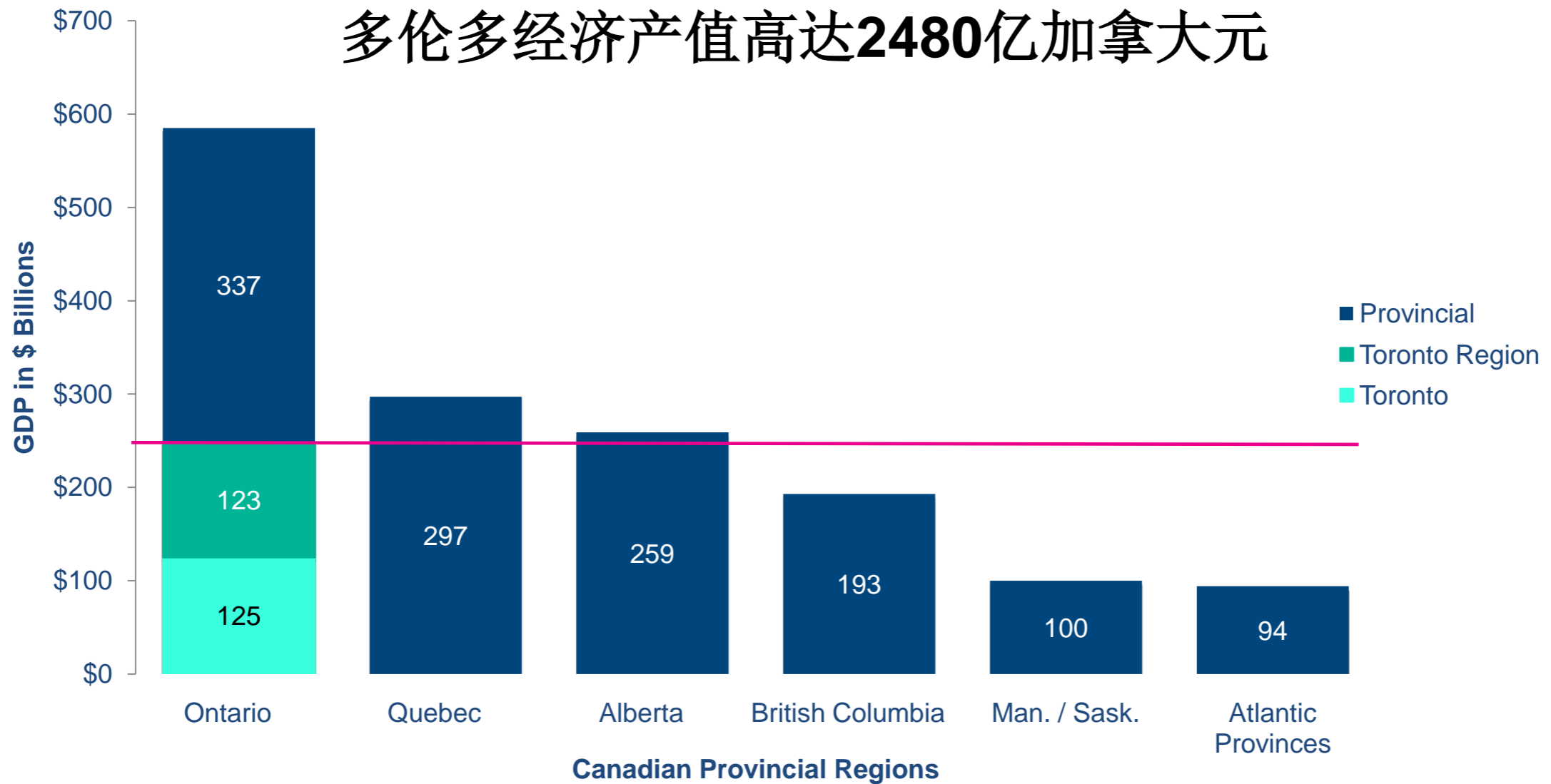


Toronto is the Economic Engine of Canada

多伦多是加拿大的经济引擎

Toronto has a \$248 Billion Economy

多伦多经济产值高达2480亿加拿大元



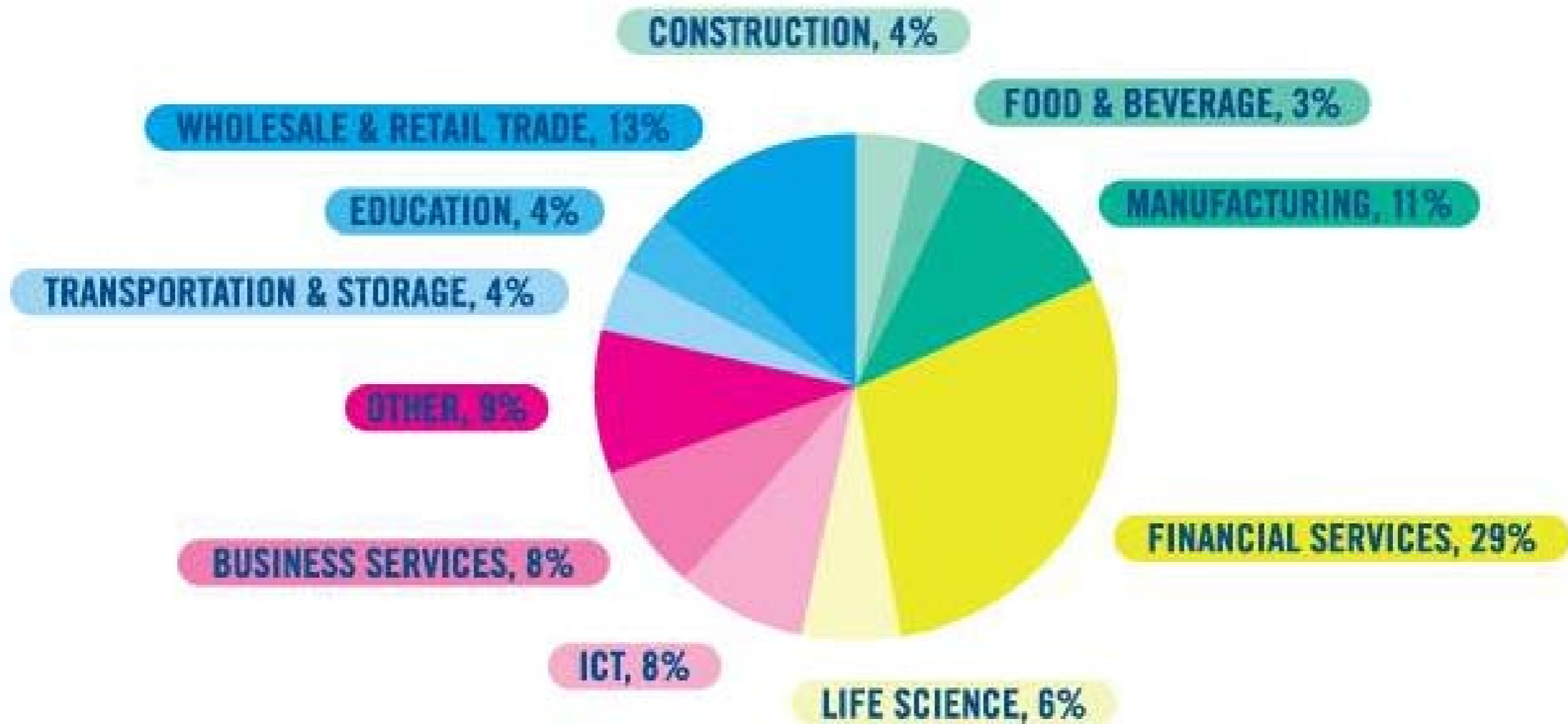
Sources: Statistics Canada, Conference Board of Canada Metropolitan Outlook (2009)

A Diversified Regional Economy

多元化区域经济

Share of GDP (%) by Major Industry Grouping

主要行业GDP比重



Toronto's Economic Sectors

多伦多的经济领域

Financial Services - Toronto is both the financial services capital of Canada and the fastest growing financial center in North America, employing over 232,200 people. All 5 of Canada's banks are headquartered in Toronto. The City is also the Canadian headquarters of 2 of the world's largest banks, 55 foreign bank subsidiaries, 119 securities firms, 58 pension fund managers, and 3 of the top 50 global pension funds, with combined assets of over USD\$300 billion. The Toronto Stock Exchange is the global leader in mining listings and the third largest exchange in North America.

金融服务业 - 多伦多不仅是加拿大的金融中心，同时也是北美地区增长速度最快的金融中心，从业人数超过23.22万人。加拿大的五大银行均将总部设在多伦多。此外，两家世界最大的银行也将加拿大的总设在了多伦多。同时多伦多有55家外资银行的分支机构、119家证券公司、58家养老保险基金管理公司、3支全球排名前50的养老保险基金，总资产达到3千亿美元。多伦多证券交易所是全球最大的采矿业上市板，也是北美第三大证券交易所



Toronto's Economic Sectors 多伦多的经济领域

Information Communication Technology (ICT) - Toronto is one of the largest IT sectors in North America with over 161,000 professionals and the strongest telecommunication infrastructure in the country. This foundation has helped spawn Toronto's highly-connected global social network, its vibrant web start-up scene and growing digital gaming and mobile-application community. The game studio UbiSoft opened offices in Toronto to work on Splinter Cell and other high-profile projects, while Polar Mobile, a Toronto-based development outlet, is currently launching 500 software applications for Microsoft's new Windows Phone 7 – symbols of the City's commitment to the ICT sector.

信息技术 - 多伦多是北美最大的IT产业集聚地之一，有超过161,000的专业人士和在国内最强的电信基础设施。这一基础帮助孵化多伦多的高度连接的全球性的社会网络，其充满活力的网络启动的场景和不断增长的数字游戏和移动应用社会。育碧游戏公司在多伦多开设多个办事处，从事分裂细胞系列游戏和其他高端项目；而极地移动，一个总部位于多伦多的公司，目前推出超过500款支持微软新的Windows7手机应用 - 这些信号都可证明多伦多在信息技术取得的成就



Toronto's Economic Sectors

多伦多的经济领域

Life Sciences - Toronto is home to the largest combined biomedical and biotechnology cluster in North America, with more than 140,000 people working in 1,200 firms. Approximately CAD\$1 billion is directed annually to research activities in the city's aptly named "Discovery District"; a ground breaking research park in the downtown core spanning two kilometres and over 7 million square feet of facility space.

生命科学 - 多伦多市是北美最大的生物制药和生物技术集群，拥有超过1200家公司和14万从业人员。该地区又被称作“发现之域”，每年有接近10亿加拿大元直接投入到研发活动；在市中心方圆2公里，超过7百万平方英尺的用地被划为研发产业园

Green Energy & Cleantech - Toronto is leading the way as one of the most sustainable cities in the world. From water conservation and solar energy to urban wind turbines, our 36,000 employees work in over 1,700 companies to help Toronto become the centre for cleantech and alternative energy. The strength of this sector has helped generate projects like the Toronto Hydro Solar Building and Enwave's Deep Lake Water Cooling Network.

绿色能源和清洁技术 - 作为世界上最可持续发展的城市之一，多伦多一直以身作则。从节约用水到太阳能到市区风电涡轮设备，超过1700家公司和3.6万人也人员致力于帮助多伦多成为清洁技术和可替代能源的中心。该领域的优势促成了成多个项目的完成，如多伦多水电太阳能大楼和 Enwave's 湖深湖水冷却网络

Toronto's Economic Sectors

多伦多经济领域

Food & Beverage - Toronto is the major decision making centre for Canada's food and beverage industry with 60,000 people employed and nearly half of the top-ranked manufacturers headquartered in the City. Toronto has a large ethnic and specialty foods market generated by the city's multicultural population. As a result, Toronto's food manufacturers are at the forefront of culinary trends and product developments. The Canadian government continues to maintain and develop their state-of-the-art health and safety standards, contributing to this growing sector.

食品及饮料业 - 多伦多是加拿大食品饮料业的决策中心，几乎半数以上的领先的食物制造企业将总部设在多伦多，从业人数超过6万人。多伦多的多元化人口使得多伦多的食品市场集各族特色于一身。加拿大政府致力于维持并发展富有国家特色的食品健康与安全标准，以推动整个产业的发展



Toronto's Economic Sectors

多伦多经济领域

Manufacturing & Materials - The Toronto region is Canada's advanced manufacturing and materials heartland, dominated by small and medium-size enterprises. Almost 300,000 employees, and 5,000 more graduating annually, make up the backbone of this highly-skilled workforce. In 2010, the Government of Canada announced the elimination of over 1,500 tariffs on manufacturing inputs, machinery and equipment. This will make Canada the first country in the G20 to become a tariff-free zone for manufacturers.

制造和材料 – 多伦多地区是加拿大先进制造业与先进材料核心地带，聚集诸多中小型企业。从业人数超过30万人，并以每年5000人的增长速度递增，为行业发展提供丰裕的高素质的劳动力资源。2010年，加拿大政府宣布免除在生产投入、机械设备等方面的1500多项关税。该举措使得加拿大成为G20第一个制造业免税区域



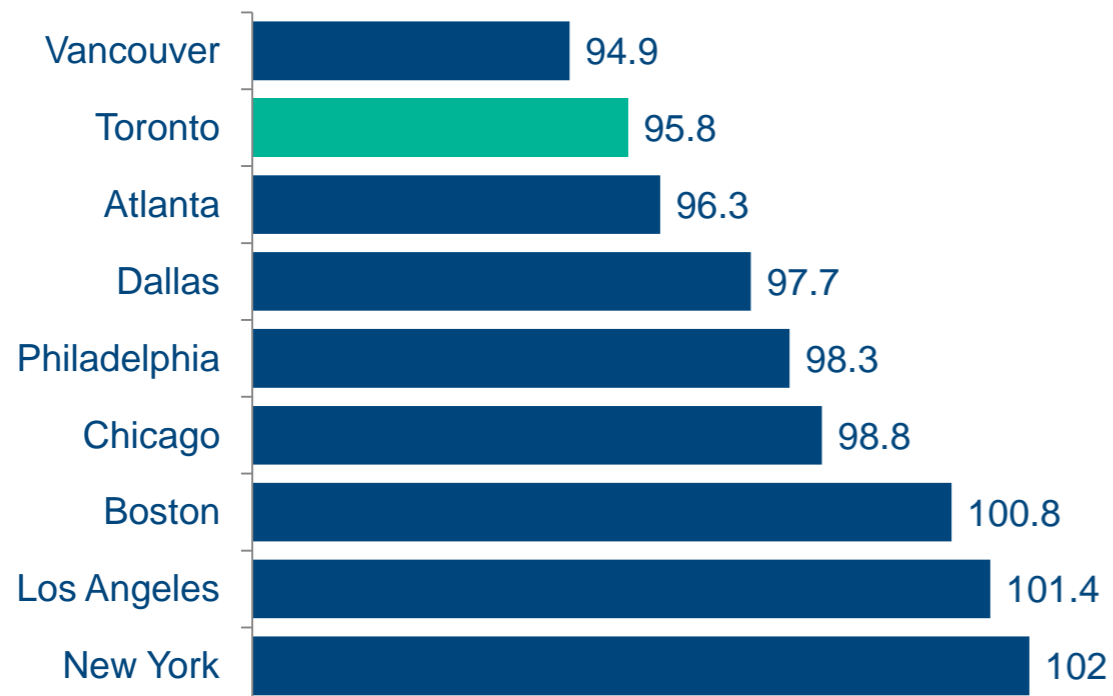
Toronto Has It All: Low Business Costs

多伦多拥有这一切：低廉的商业成本

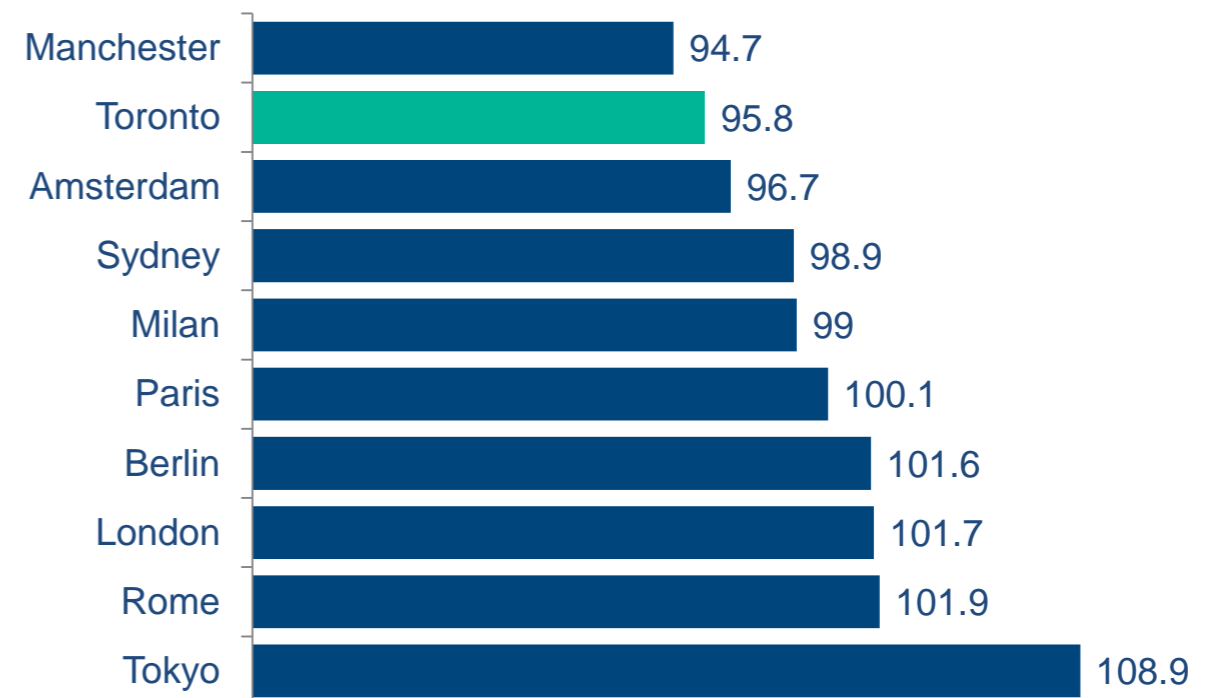
2010 Cost Comparison, Toronto vs. International Peer Cities

多伦多与其他国际大都市商业成本比较2010

North America 北美



Global Comparison 全球比较



10 Year Average Total Annual Operating Costs: All Operations (USD \$000)

近10年的平均运营成本：所有运营（千美元）

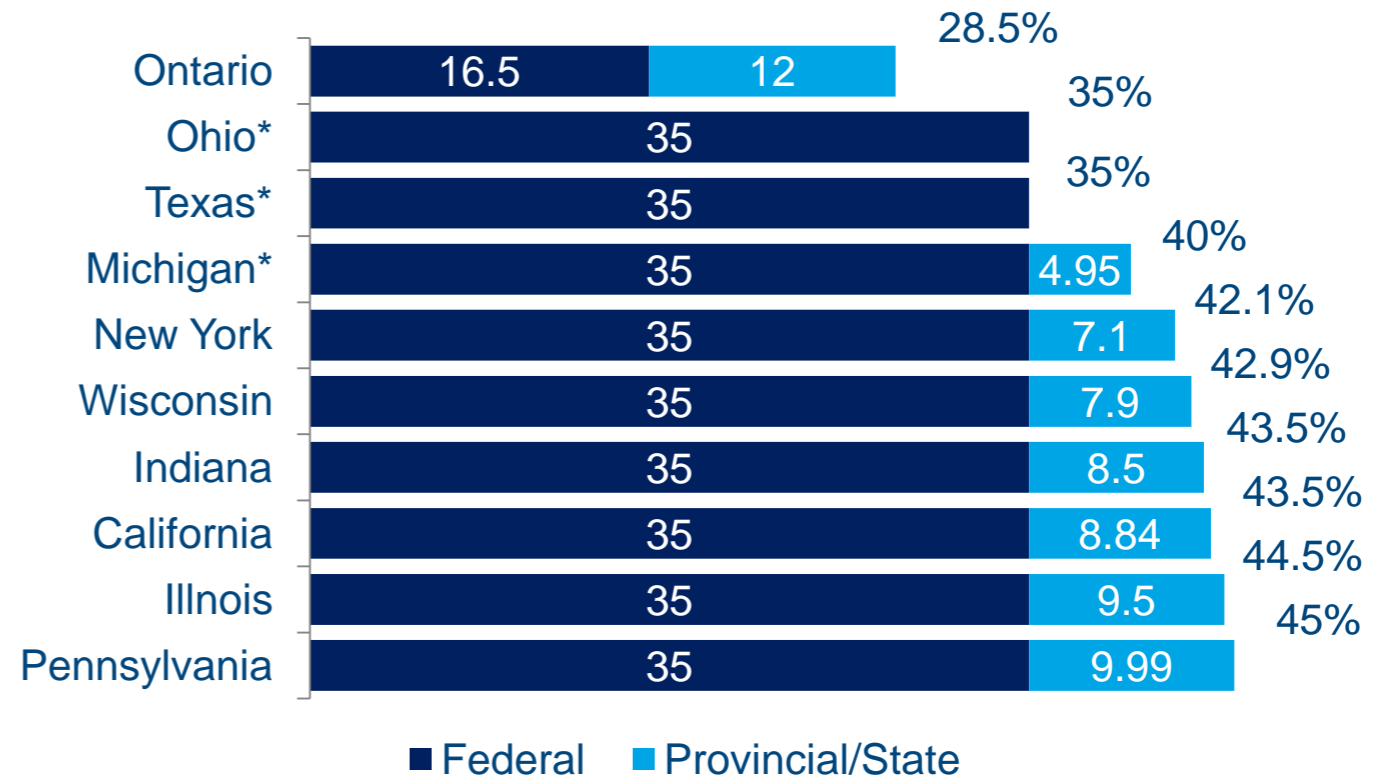
Toronto Has It All: Competitive Business Taxes

多伦多拥有这一切：有竞争力的商业税

- Toronto businesses are subject to Canadian and Ontario corporate taxes
在大多伦多的企业需要交纳加拿大联邦政府和安大略省企业所得税
- The General Federal/Ontario corporate tax rate is 28.5%
联邦政府/安大略省企业所得税税率为**28.5%**
- The Federal/Ontario corporate tax rate on Manufacturing & Processing is 28%
联邦政府/安大略省制造加工型企业所得税税率为**28%**
- The Federal/Ontario small business tax rate is 15.5%
联邦政府/安大略省小型企业营业税税率为**15.5%**

Competitive Corporate Income Tax Rates, Ontario vs. Selected US States, 2011

安大略省企业所得税的竞争优势，相较于与部分美国州



* Ohio, Texas, and Washington state have gross receipts-style business taxes,
Source: Canadian Revenue Agency & Tax Foundation - National and State Corporate Income Tax Rates, U.S. States and OECD Countries, 2011

Canada and Ontario governments are committed to competitive tax rates.

By 2013 the combined Corporate Income Tax rate will go down to 25% - lower than the United States.

加拿大和安大略政府致力于提供有竞争力的税率，力争在2013年实现综合企业所得税税率降至25% - 最终将低于美国税率

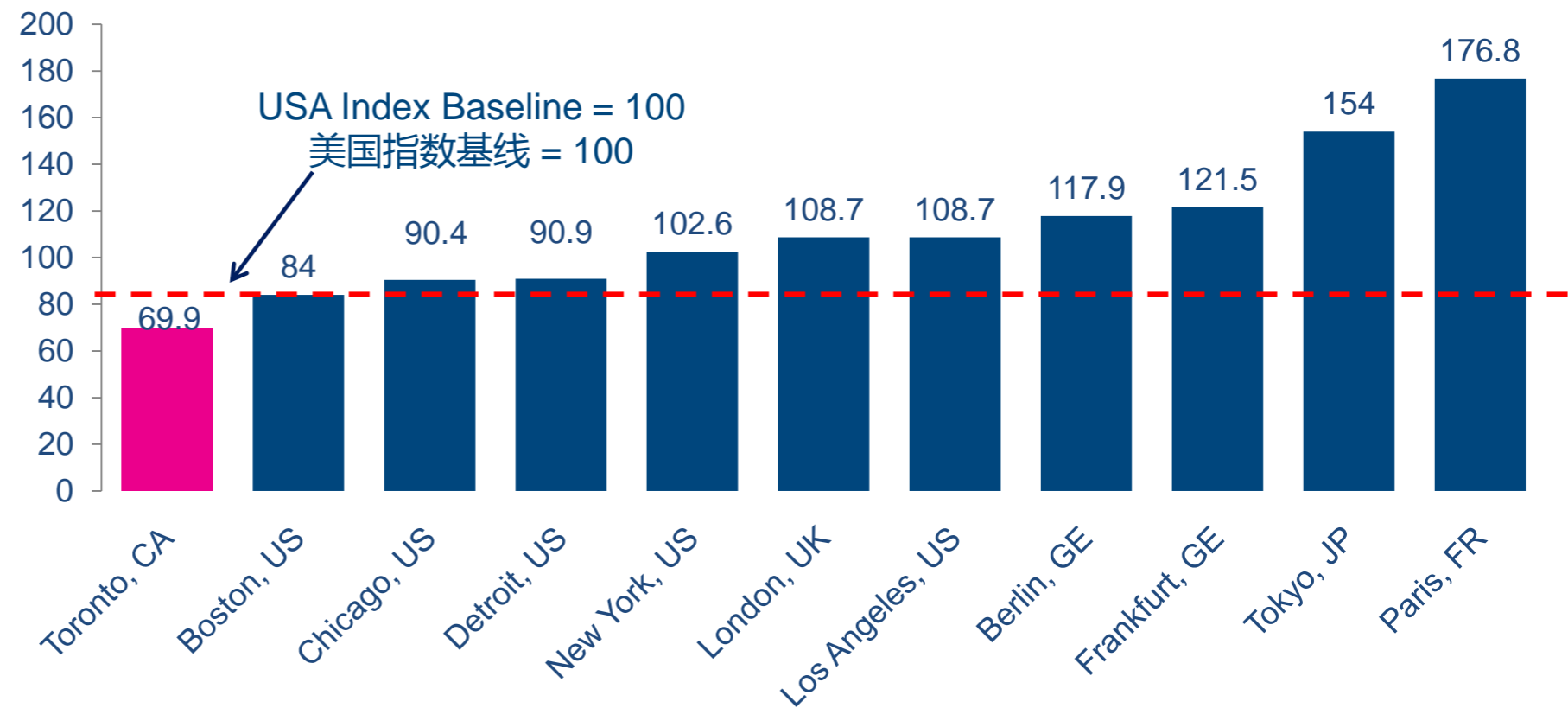
Toronto's Low Total Taxes

多伦多总体税率较低

Toronto ranks in the top 5 of all 41 cities studied in the KPMG “Competitive Alternatives Special Report: Focus on Tax”

根据毕马威会计事务《竞争选择特别报告：税收》中，多伦多在41个税收最低的城市国际大都市中排名前5名

Index of Total Tax Costs Toronto vs. Peers (2010)



Total Tax Index includes: Corporate Income Tax, Statutory Labour Costs, and Other Corporate Taxes

Source: Invest Toronto Analysis, KPMG Competitive Alternatives, 2011

1st G20 Nation to Become a Tariff Free Zone by 2015

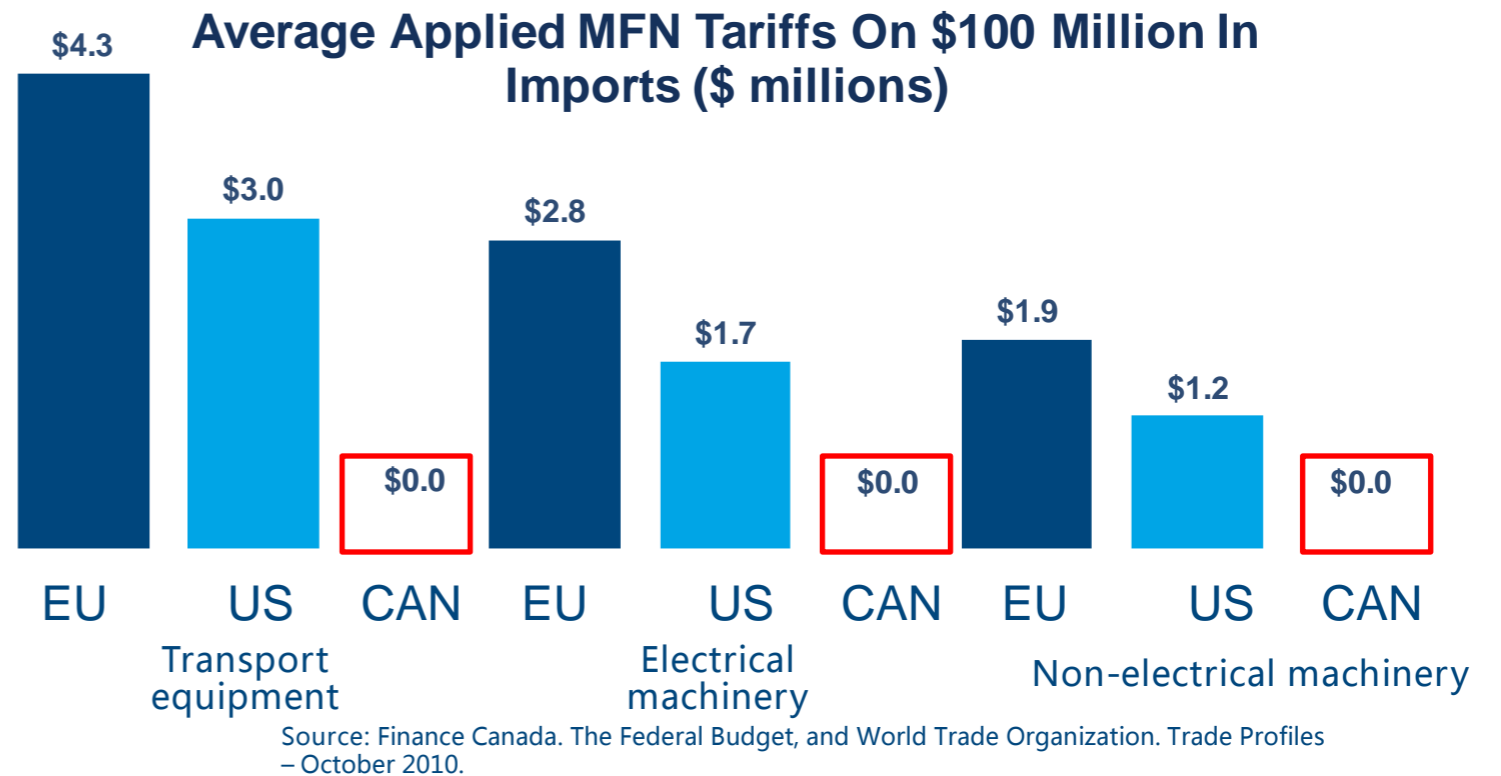
2015年加拿大将成为G20中第一个零关税自由贸易区

0%

Canada is the first country in the G-20 to offer a tariff-free zone for industrial manufacturers. Tariffs on all manufacturing inputs will be reduced to zero by 2015. 加拿大是第一个能够为工业制造商提供免税区的G-20国家。到2015年，加在制造商身上的关税将被减到零

The initiative applies across the entire country, making Canada one large free trade zone for firms importing manufacturing inputs.

该优惠将普及整个加拿大，创造一个加拿大大自由贸易区，方便企业进口生产资料



Source: Government of Canada. *The Federal Budget 2010.*

The Most Generous R&D Tax Credits in the G7

G7国家集团中最为慷慨的研发税收补贴

- Canada & Ontario combined have one of the most generous R&D tax incentive programs in the world
加拿大联邦和安大略省共同推进全球最为慷慨的研发税收优惠计划
- 12.9% advantage over R&D tax incentives offered in the US (Invest in Canada, 2011)
比美国的研发税收优惠高出12.9%
- The after-tax cost of a \$100 R&D expenditure is \$47.09
每100加拿大元的研发支出的税后成本仅为47.09加拿大元
- Total expenditures on R&D amounted to \$29.2 billion in 2010-a 26.3% increase over 2001
2010年加拿大研发总投入达到292亿加拿大元，比2001年同比增长26.3%
- Private-sector personnel working full-time in R&D increased by 74.1% from 1999 to 2008.
1999至2008年期间，私营经济中的全职研发人员增加了74.1%

SR&ED - Small and medium -sized non-manufacturers¹ 2010: public, private or foreign owned 中小型企业非制造型企业 2010：公有、私营或者外资

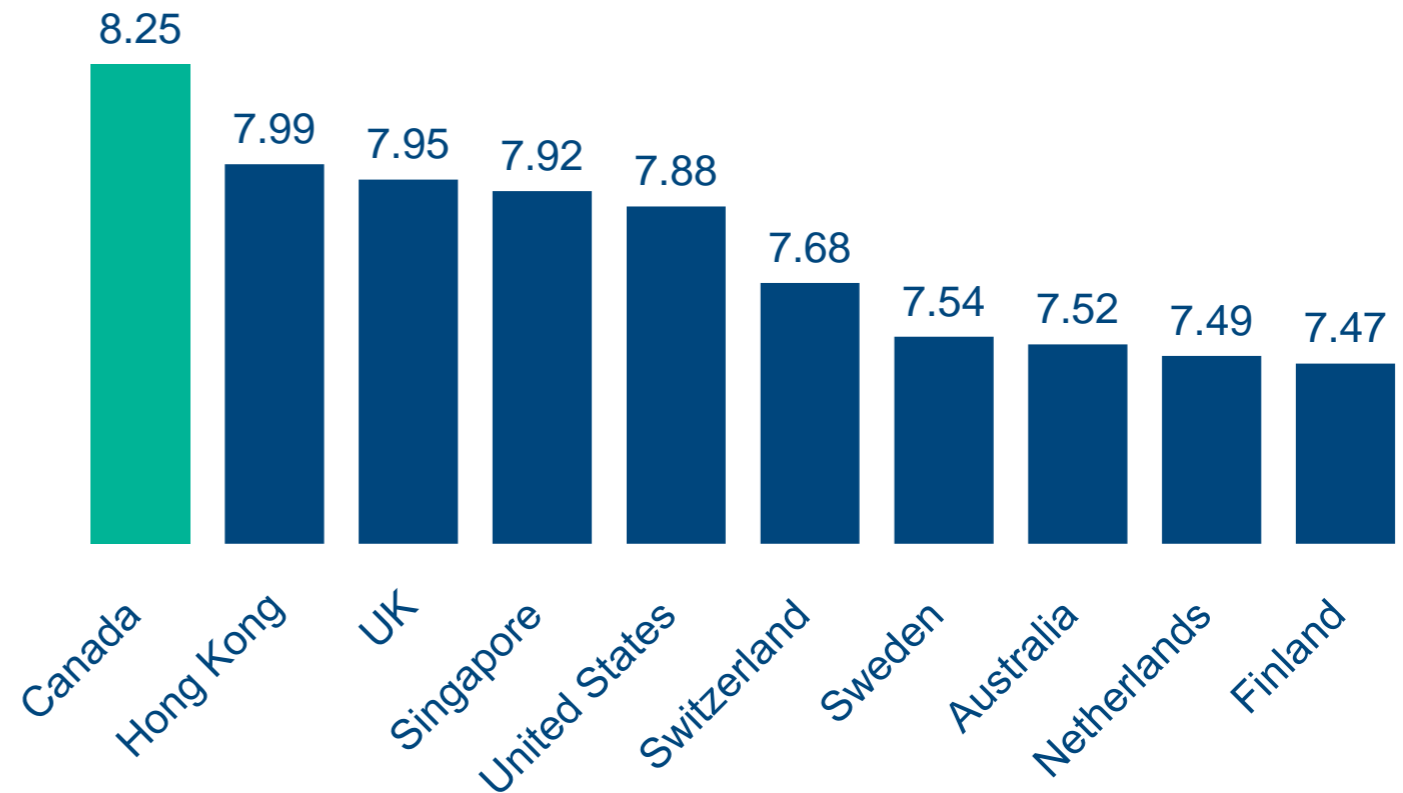
	R&D Expenditures 研发支出	R&D Expenditures at eligible Ontario research institutes ² 在合格的安大略省科研院所的研发支出
Gross Expenditure 总支出	\$ 100.00	\$ 100.00
Ontario-10% OITC ³ 安大略- 10%创新优惠	\$ (10.00)	\$ (10.00)
Ontario - 20% OBRI Tax Credit ⁴ 安大略 – 20%商业研究院税收减免优惠资质		\$ (20.00)
Ontario - 4.5% ORDTC ⁵ 安大略 – 4.5%安大略省研究与开发税收抵免资质	\$ (4.05)	\$ (3.15)
Federal investment tax credit - 20% 联邦投资税资质 – 20%	\$ (17.19)	\$ (13.37)
Tax deduction 税率减免 ⁶ \$68.76 x 28.5% \$53.48 x 28.5%	\$ (19.59)	\$ (15.24)
After-tax cost of \$100 expenditure 每百元支出税后成本	\$ 47.09	\$ 36.64

Excellent Access to Capital

便捷的融资渠道

- The Milken Institute finds Canada to be the best market to access business capital, 2010
梅肯研究院的调查数据显示2010年加拿大是全球最容易获取商业资本的国家
- Canada ranks 2nd on the Milken Institute's Financial & Banking Institution Sub-Index, illustrating the high capital flow between deposit-taking institutions and Canadian businesses
加拿大在梅肯研究院颁布的金融银行业机构分类指数中排名第二，表明大量的现金流往返于各商业机构之间
- In 2009, over \$1 billion in venture capital flowed to innovative and aspiring businesses in Toronto and across Canada
2009年，超过10亿美元的风投资金流向多伦多乃至整个加拿大的创意和新兴产业

Capital Access Index 融资指数



Source: Milken Institutes Capital Access Index, 2010
来源：梅肯研究院 2010年度融资指数

The Toronto Stock Exchange is a Global Leader

多伦多证券市场是全球领先者

1st

In mining
Home to 55% of the
world's public mining
companies

采矿业-全球55%的采矿企业选择在多伦多上市

1st

In Oil and Gas
Home to over 35% of the
world's public oil and gas
companies

石油天然气-全球超过35%的该类企业在多伦多上市

1st

In Clean Technology
1st in the world by number
of listed clean technology
companies

清洁技术-上市清洁技术企业的数量全球第一

2nd

In Listings
2nd in the world by number
of listed companies
上市企业数量全球排名第二

2nd

In Technology
2nd in the world by number
of technology companies
各类技术上市企业数量全球排名第二

Uniqueness

Market structure facilitates graduation from junior market (TSXV) to senior market (TSX)
Stronger feeder system
独特的市场架构帮助企业从加拿大创业交易所走向加拿大主板交易所

Toronto World Class Talent: Ready to Work

多伦多拥有世界级的人才市场

Overview of Talent

人才市场概览

- 4 Universities 4所大学
- 4 Colleges 4所学院
- 191,000 students currently enrolled
现有学生19万1千人
- 1/3 of Toronto's population has a bachelor's degree or higher (Statistics Canada, 2006 Census)
三分之一的多伦多人拥有本科或者以上学历 (根据2006年人口普查的数据)
- Canada ranks #1 in the OECD for its college completion rates (Invest in Canada, Flagship Report on Canada)
加拿大的学业完成率在所有经合组织会员国中排名第

一 (投资加拿大, 加拿大旗舰报告)

“The great talent and creativity of Ontarians combined with Ontario's vigorous economy convinces us that making Toronto our home will be beneficial to the future of UbiSoft.”

“安大略省优秀人才、创新力以及蓬勃发展的经济，说服我们选择多伦多作为我们在加拿大的基地。优碧公司的未来必将从中获益。”

Yannis Mallat
CEO, Ubisoft Canada



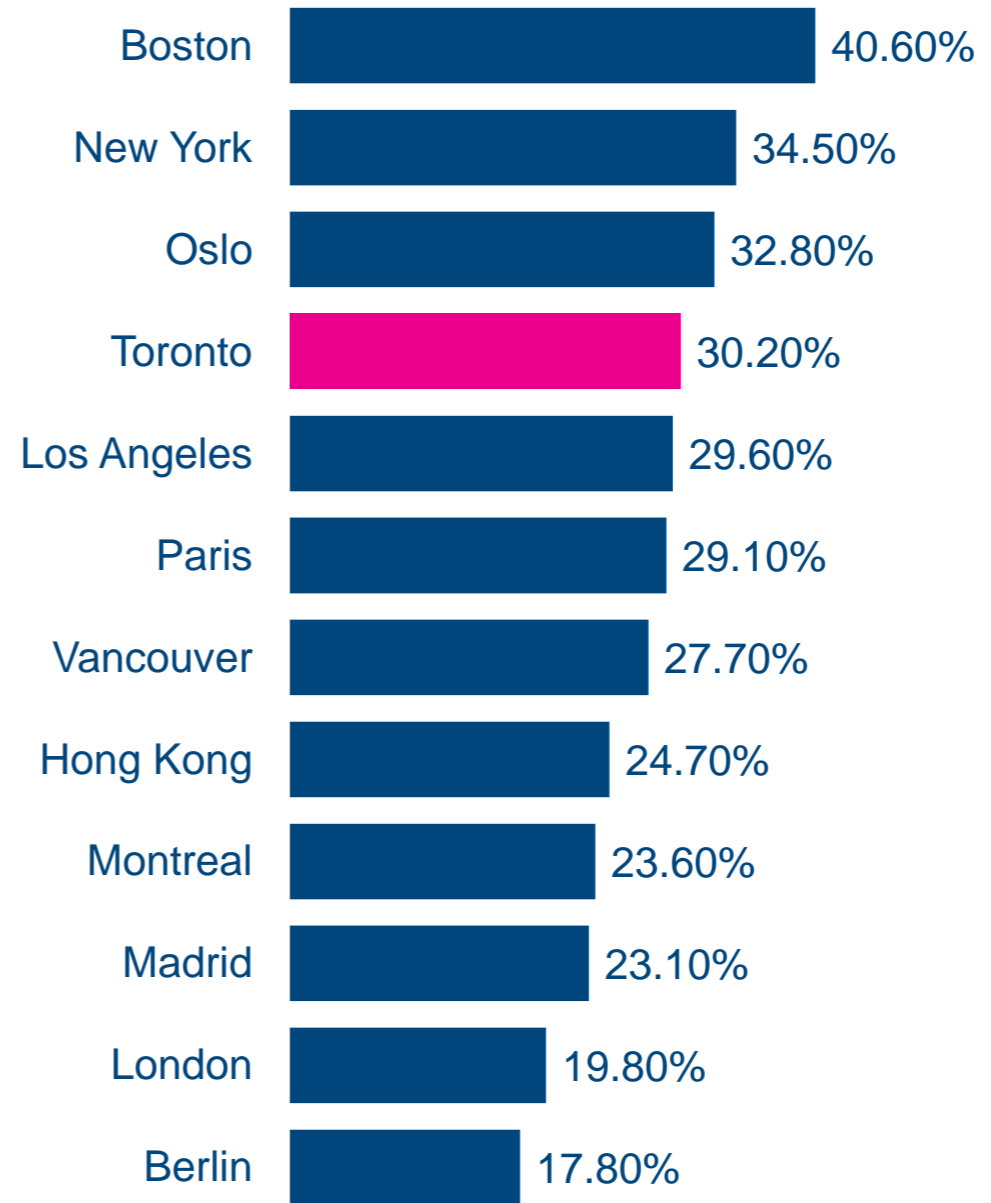
Toronto's Talent at a Glance

多伦多人才市场一览

- Best educated workforce in the G8 - 64% of labour force aged 25-64 holds a post-secondary degree or equivalent
G8国里拥有教育水平最高的劳动力 - 64%年龄在25-64岁的劳动力均拥有高等教育学府或等同的学历
- 1/3rd of Toronto's population has a bachelor's degree or higher
三分之一的多伦多人口拥有本科或以上学历
- A continually renewed pool of skilled workers - every year 83,000 graduates and 47,000 immigrants with degrees enter a skilled workforce of 1.8 million (25-64 years of age)
拥有熟练雇员的人才市场里每年有83000毕业生和47000移民不断涌入这个有180万人口的市场。
- The University of Toronto is ranked as one of the top 20 universities in the world: *Times Higher Education's World University Rankings*
多伦多大学是位列全世界前20位的大学之一 - 泰晤士报高等教育增刊的世界大学排名

Population Under 25 with a Bachelor's Degree or Higher

25岁以下获得学士或以上学历的人口

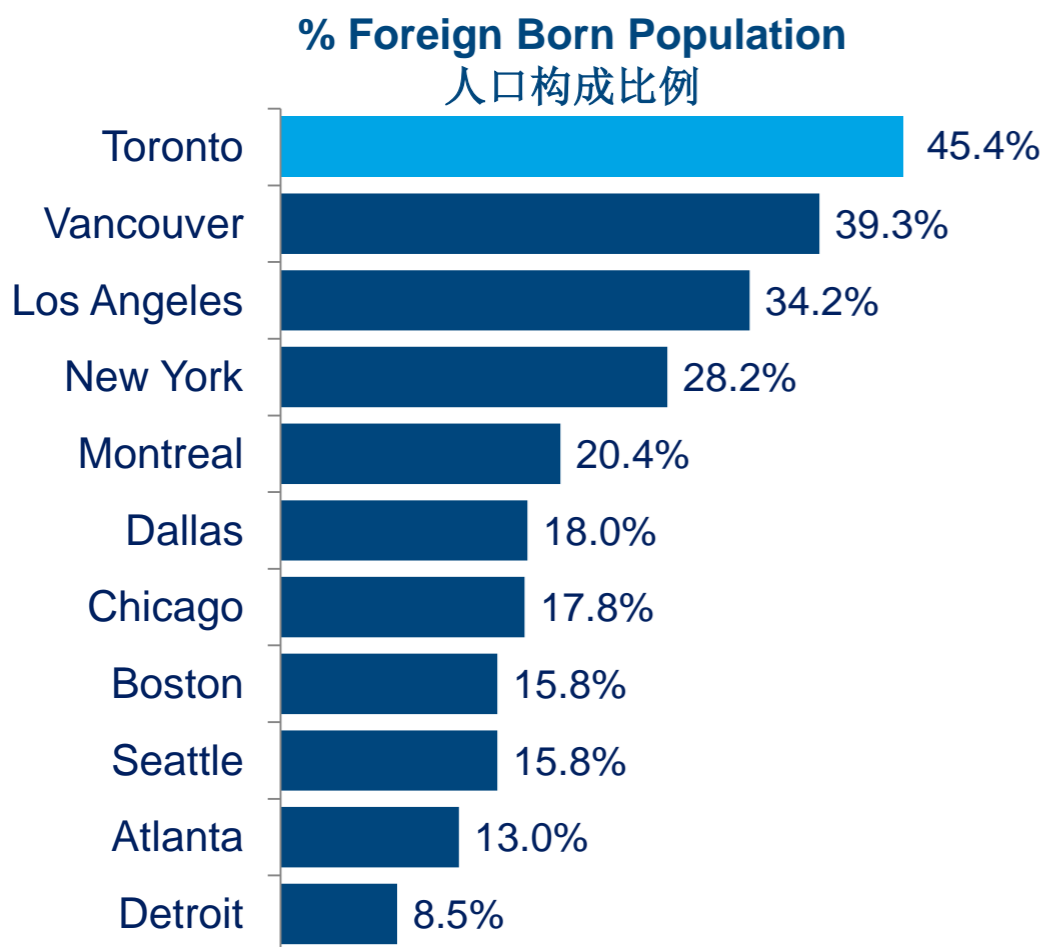


Source: Toronto Board of Trade 2010, Scorecard on Prosperity

Attracting Global Talent

吸纳各国人才

- A diverse City, nearly 50% of Toronto's population is foreign born
多伦多是一个多元化的城市，近一半的多伦多人口出生于国外
- Canada was ranked 2nd on the HSBC Expat Experience Report, 2010
加拿大在《2010年汇丰银行外籍人员体验报告》中排名第二



“When ICICI Bank decided to open a Canadian subsidiary, we chose Toronto for our headquarters. As the largest city in Canada and the centre of the country's financial services industry, we knew it would offer us all the infrastructure and supporting professionals we needed.”

“印度工业信贷投资银行决定在加拿大设立分支机构时，我们选择了多伦多作为我们的总部。作为加拿大最大的城市和全国金融服务业的中心，我们相信多伦多将会我们提供我们所需要的的所有的基础设施以及专业人士。”

Sriram H. Iyer

President and Chief Executive Officer of ICICI Bank Canada
印度工业信贷投资银行加拿大总部总裁、首席执行官

Source: Statistics Canada, 2006

World-Class Business Schools

世界一流的商学院

- Schulich School of Business at Toronto's York University ranks among the world's top 10 (The Economist, 2010)
约克大学的斯古里克商学院全世界排名前十 - 《经济学人, 2010年》
- Rotman School of Management at the University of Toronto ranks among the top 10 non-U.S. schools in the world (Bloomberg Businessweek, 2010)
多伦多大学罗特曼学院在全世界非美国学校总名列第十 - 《2010年, 彭博社》
- Ryerson's Management of Technology and Innovation specialization is one of the few tech-based MBA programs in Canada. Ryerson is also the only school in Canada that requires students to take courses in diversity management and corporate social responsibility.

瑞恩森技术与创新管理学院是加拿大为数不多的技术类工商管理硕士项目。瑞恩森也是加拿大唯一要求学生必修多元化管理和企业社会责任课程的学院



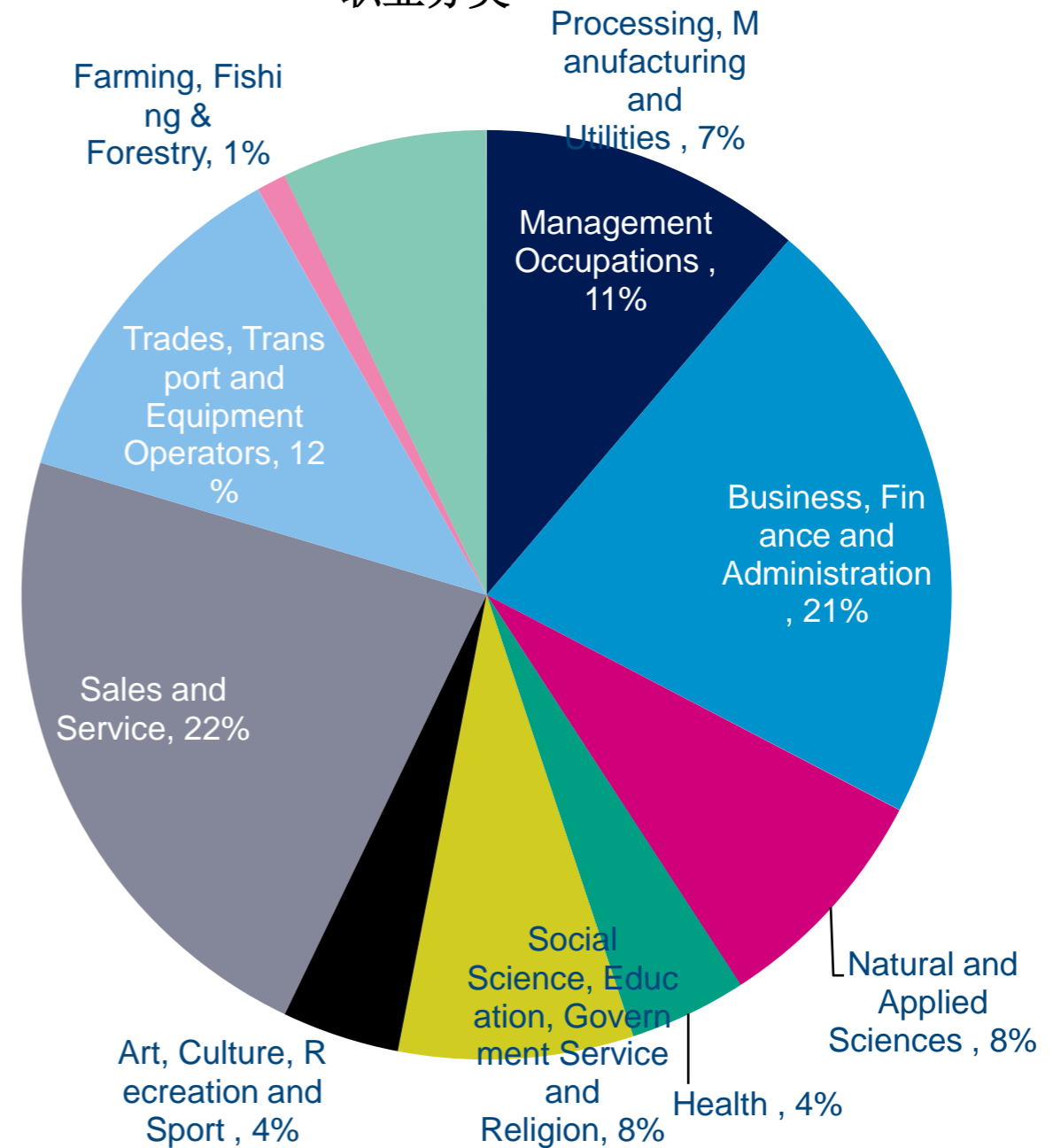
A Labor Force With Diverse Talents

多元化的人才市场

- The Sales and Service and Business Finance Administration occupational groupings account for a total of 43% of the region's labor force
销售服务以及商业金融管理两大类占当地人力资源的43%
- According to 2006 census data, 45% of Toronto's labor force is in the service class, compared to 33% in the creative class and 19% in the working class (Martin Prosperity Institute, Rotman School of Management, 2010)
根据2006年的人口普查数据，多伦多劳动力人口中的45%就职于服务类行业，有33%的人就职于创意行业，19%的人从事体力劳动 《马丁繁荣研究所，洛特曼管理学院，2010》
- The unemployment rate in Toronto is 7.8% as of February 2011 (City of Toronto, Economic Indicators, March 2011)
截止2011年2月份，多伦多的失业率为7.8%（2011年3月多伦多经济指标）
- Ontario government plans to create more than 60,000 additional college and university spaces by 2015-16. The goal is to raise the province's postsecondary attendance rate to 70 per cent
安大略省计划在2015-2016年前大学及学院扩招60,000以上。此举的目的在于提升安大略省高中毕业升学率至70%

Labor Force by Occupation

职业分类



Source: Toronto Region – City Occupational Profiles, 2009

Toronto is a Great Place to Work and Live 多伦多是一个工作和生活的绝佳地方

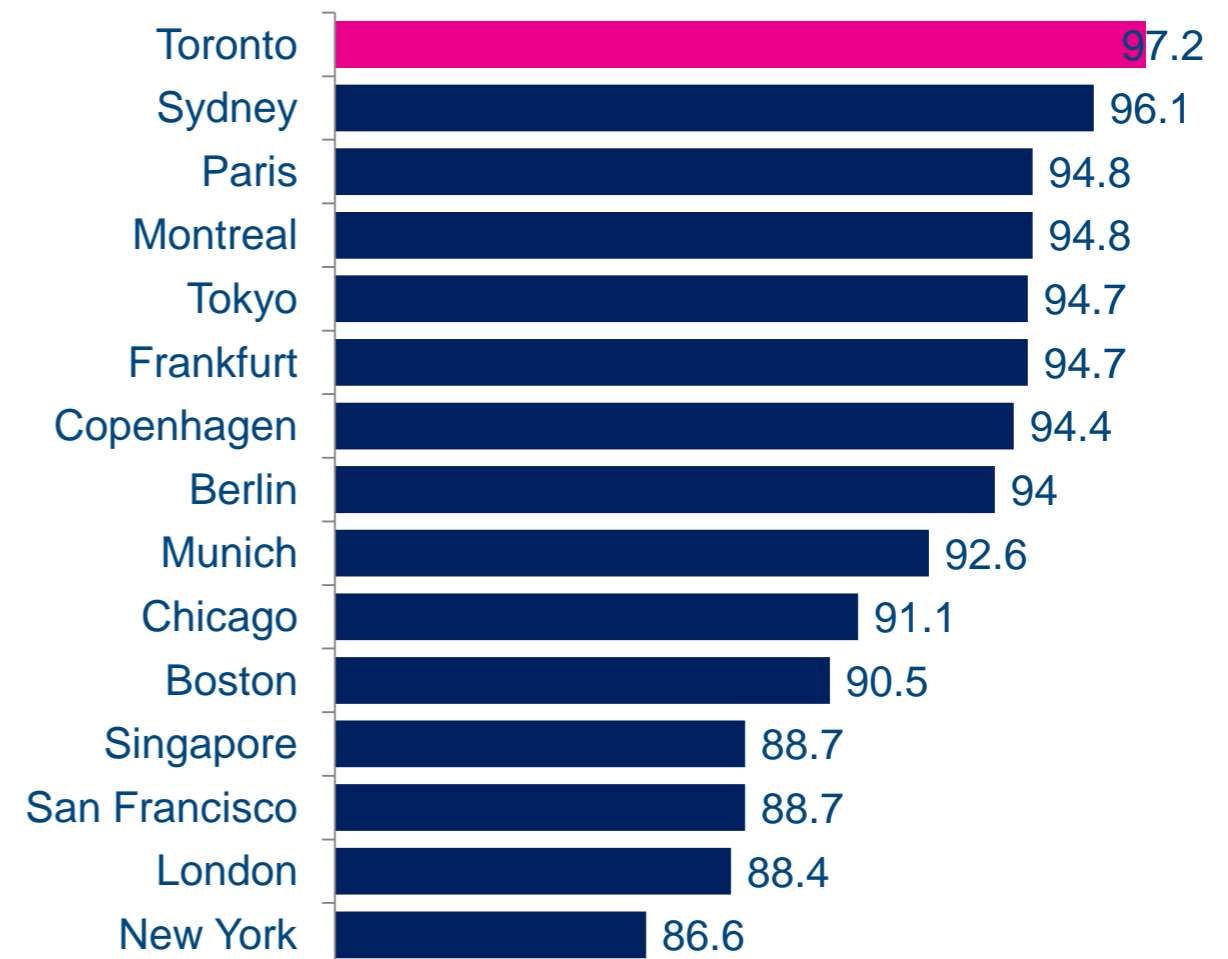
“With its striking architecture, thriving arts culture and dynamic dining scene, 'Toronto the Good' fully deserves its new 'good time' label”

Sarah Barrell, The Telegraph, UK, 2010

拥有出众的建筑群、繁荣的艺术文化以及充满活力的就餐地点，“美好的多伦多”现在配得上它的新标签 - “美好时光”

Sarah Barrell, 英国每日电讯报, 2010

Economist Intelligence Unit, Liveability Report 2011 经济学人智库 - 2011 居住环境报告



Source: Economist Intelligence Unit, Liveability Report, 2011

Arts & Culture in the Downtown Core

市中心的艺术文化氛围

- The Cultural industries contribute \$9 billion to the economy each year
文化产业每年为多伦多财政收入贡献90亿美元
- Recognized as the 3rd largest theatre centre in the English-speaking world, after New York and London
在所有以英语为主要语言的城市中，多伦多拥有仅次于纽约和伦敦的第三大剧院中心
- Ranked as the 2nd best city to experience culture and the environment (Economist Intelligence Unit, Livability Report, 2011)
排名第二最佳文化氛围和宜居城市 《经济学人资讯社，宜居度报告，2011》

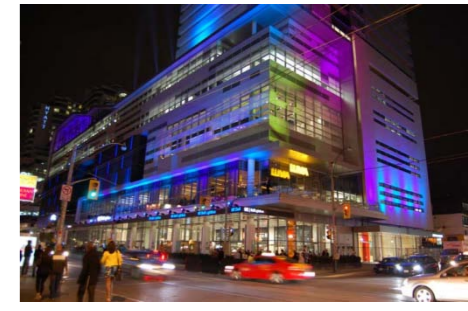
Major Cultural Expansion in Toronto's Downtown Core 多伦多市中心的主要文化景点



Four Seasons Centre for the Performing Arts
四季演艺中心



Art Gallery of Ontario
安大略美术馆



TIFF Bell Lightbox
多伦多国际电影节贝尔灯箱大楼



Gardiner Museum
加丁纳博物馆



TELUS Centre for Performance and Learning
TELUS表演学习中心

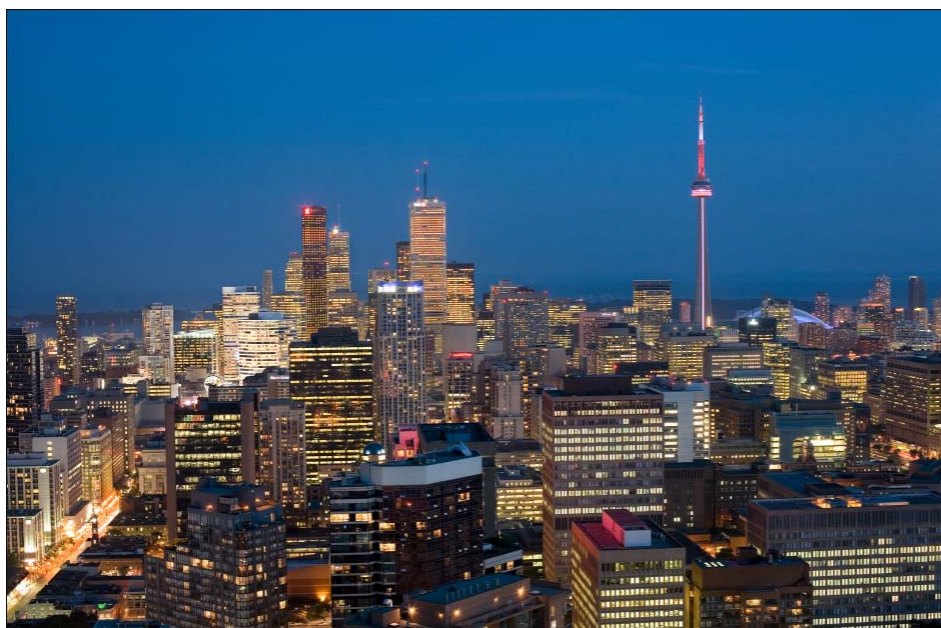


Royal Ontario Museum
皇家安大略博物馆



Doing Business in Canada is Easy

在加拿大做生意比较简便



Population (millions) 2010: **34.1**

2010年人口（百万）：**34.1**

GDP (PPP) \$ **1.277 trillion** (2009 est.)

国内生产总值（购买力评价）：**\$1.277万亿**
（2009年估值）

Prime corporate paper rate -1 month **1.07%**

公司最优还款利率-每月**1.07%**

Labor force **18.39 million** (2009 est.)

劳动力人口：**1839万人**（2009年预计）

Business Condition 商业条件	2010 Rank排名
Soundness of banks ⁽¹⁾ 银行系统的健全性	1st
Financial market sophistication ⁽¹⁾ 金融市场的成熟度	3rd
Red Tape ⁽³⁾ 审批过程简易性	3rd
Best place in the world to do business over the next 5 years ⁽²⁾ 未来5年内最宜经营事业的地方	4th
Quality of educational system ⁽¹⁾ 教育系统的质量	5th
Availability of scientists and engineers ⁽¹⁾ 科学家和工程师资源	6th

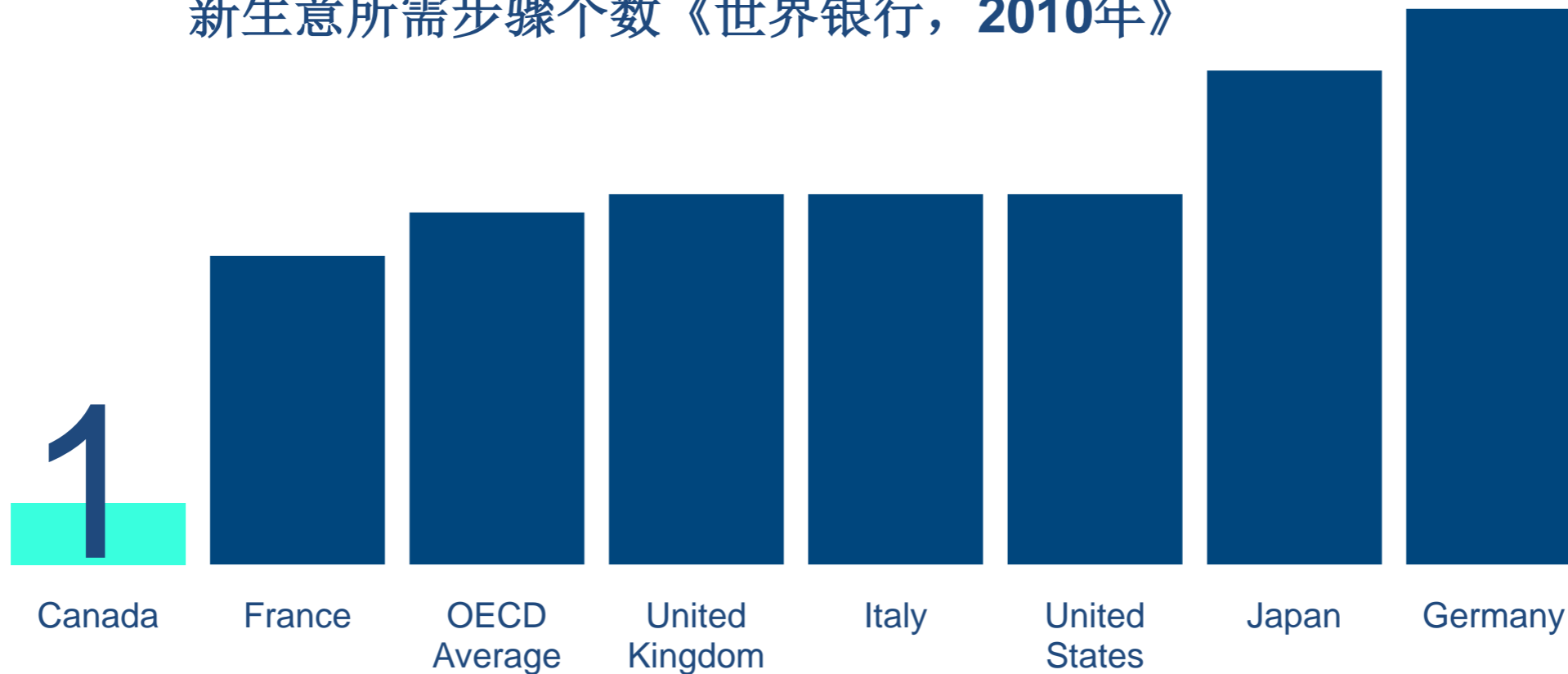
1) World Economic Forum, The Global Competitiveness Report, 2010-2011 2) Economist Intelligence Unit, Business Environment Rankings, 2010 3) Forbes Magazine, Best Countries for Business, 2010

1 Step to Establish a Business in Toronto

在多伦多做生意只需1步

Number of Procedures to Establish a Business (World Bank, 2010)

新生意所需步骤个数 《世界银行，2010年》



Source: Doing Business in 2010 (World Bank Report) A procedure is defined as any interaction of the company founder with external parties (government agencies, lawyers, authors, notaries, ect). Interactions between company founders or company officers and employees are not considered as separate procedures. For example an inauguration meeting where shareholders elect directors and secretary is not considered a procedure as there are no outside parties involved

Incorporating a Business in Toronto

在多伦多设立公司

Incorporation (Subsidiary) 成立公司（子公司）

Federally

加拿大联邦规定：

- 25% of a federal corporation's board of directors are required to be Canadian residents.
联邦内公司的董事会中加拿大居民比例不少于25%
- Federal corporation requires greater disclosure and filing requirements.
对于公司信息披露和文件递交都有更高的要求
- Federal corporations can headquarter in any Canadian province.
公司可在加拿大的任一省设立总部

Provincially

省一级的相关法规：

- Corporations that are not registered federally will require additional registration in the provinces they wish to operate in.
如果没有联邦注册，企业必须在所要经营的省内注册方可经营
- Professional corporations are only available at the provincial level.
专业公司只能在省内注册
- In some provinces, but not all, corporations are required to have Canadian residents on their board of directors.
在有些省份，要求公司董事会成员中要有加拿大居民

Branch office 分支机构

- A branch is an extension of its non-Canadian parent corporation
分支机构是指其非加拿大母公司的附属机构
- A subsidiary, a federally or provincially incorporated business, is a separate legal entity from its parent.
子公司（联邦或省一级）是独立于其母公司的合法实体
- The key distinction between a branch and a subsidiary is that a branch is not a separate legal entity; the non-Canadian corporation is subject to liabilities incurred by the branch in Canada. Additionally, the benefits of incorporating federally or provincially do not apply to a branch office.
分支机构与子公司的关键区别在于分支机构不是一个独立的法律实体：非加拿大的母公司需承担因分支机构导致的负债。此外，成立子公司的一些优惠条件并不适用于分支机构

Immigration 移民

Temporary 暂时居留

Intra-Company Transfer 公司内部调职

- Obtain a Work VISA through the Intra-company Transfer program which permits international companies to temporarily transfer qualified employees to Canada
通过公司内部调职项目拿到工作签证的国际公司，可被允许派遣一些优秀的员工到加拿大
- Once the business is functional, the employee can apply for Permanent Residency under either the Skilled Worker Class or as a Provincial Nominee
当业务稳定后，雇员可以申请永久居住权

Permanent 永久移民

- Provincial Nominee Program 省级提名人项目
- Immigrant Investor Program 投资移民项目
- Immigrate as an Entrepreneur 企业家移民项目

Over the last 5 years
(2006-2010) Toronto has
received an average of 90,000
new immigrants per year

(Source: Citizenship and Immigration Canada, RDM, Preliminary 2010 Data)

From <http://www.cic.gc.ca/english/resources/statistics/facts2008/temporary/12.asp>

Approved Destination Status (ADS) 公民出境旅游目的地



“Approved Destination Status marks a significant moment in the history of our relations with China, indicating not only our mutual commitment to strengthening our diplomatic and commercial partnerships, but also our people-to-people ties,” said Prime Minister Harper.

“加拿大成为中国公民出境旅游目的地在我们同中国的关系上有重要意义。标志着我们不仅增强了外交上和商业上的合作关系，更加固了我们两国人民的关系。”加拿大总理Harper表示。

Toronto: At the Center of the North American Market

多伦多：位于北美市场的“中心”位置



Toronto ranked in the top ten:
多伦多在以下各项中位列前十：

• **American Cities of the Future
2011/2012**

未来的美洲城市 2011/2012

• **North American Cities of the
Future 2011/12**

未来的北美城市 2011/2012

• **Major Cities of the Future**

未来的主要城市 2011/2012

• **Major Cities, Economic
Potential**

最具经济发展潜力城市

• **Major Cities, FDI Strategy**

最佳外国直接投资城市

• **Major Cities, Infrastructure**

最佳基础设施城市

• **Major Cities, Quality of Life**

最佳生活质量城市



Toronto Meets Your Business Needs

多伦多能够满足您的商业需求

Market Access 市场准入	NAFTA provides open access to 453 million consumers in the United States and Mexico, with a combined GDP of over \$17.1 trillion 北美自由贸易协定打开了通往聚集 4.53亿人口 的美国和墨西哥地区消费市场，综合GDP超过 17.1万亿美元
World Class Talent 世界级人才	Toronto is a city of unparalleled diversity and talent, 50% of Toronto's almost 3 million residents were born outside of Canada 多伦多市聚集不同种族和人才， 300万 人口中近 50% 是来自其他地方的移民
Quality of Life 生活质量	The Economist Intelligence Unit's "Global Livability Report" finds Toronto to be in the top 10 global cities for quality of life 多伦多是全球 十大 最宜居城市之一
Competitiveness 竞争性	Toronto has lower business costs than the 22 largest cities in the United States (KPMG, Competitive Alternatives 2010) 多伦多的 商业运营成本要低 于美国22个最大的城市
Global Standing 国际地位	Toronto, along with New York and San Francisco, ranks in the top 3 global cities. (PwC, Cities of Opportunity 2011) 多伦多的全球排名 第三 仅次于纽约和圣弗朗西斯科（普华永道《2011城市机会报告》）

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www.investtoronto.wordpress.com



Life Sciences

生命科学

- Toronto's combined Bio-medical & Biotechnology cluster is the largest in North America
多伦多是全美最大的生物医药和生物技术聚集地
- More than 100 Toronto medical/biotech companies, representing approximately 40% of the Canadian Industry, employ over 140,000 people and generate combined annual revenues in excess of \$4 billion
超过100家多伦多医药/生物技术公司，约占该产业企业数量的40%。多伦多的生命科学产业雇佣了超过140,000名员工，每年的总收入超过40亿加拿大元
- Toronto's Discovery District, a downtown research park with 7 million sq. ft. of facilities, is Canada's largest concentration of research institutes, business incubators and business support services
位于多伦多的市区的700万平方英尺研究产业园的多伦多发现特区是全加拿大最大的研究机构、商业孵化和商业支持的中心
- Government support systems: Public funding for Medical Research has increased to over \$2 million per day
政府支持体系：医疗研究公共经费已经上涨至超过每天200万加拿大元



Life Sciences: Sub-sectors

生命科学：分支领域

Pharmaceutical: Toronto is Canada's largest pharmaceutical cluster – 50% of all pharmaceutical companies are located in the Toronto area

医药：多伦多是加拿大最大的医药产业聚集地 - 50%的医药公司都在此落户

Medical Devices: Of Canada's 1,100 medical device companies, over 50% are located in the Toronto area

医疗器械：在加拿大1,100家医疗器械公司中，超过50%的都落户于在多伦多

Biotechnology: Canada is the second largest biotech nation and Toronto/Ontario is Canada's largest cluster with 180 companies

生物技术：加拿大的生物技术在全世界排名第二。安大略省的多伦多市是加拿大最大的生物技术产业聚集地，拥有180家公司

"A vibrant research community, strong public health infrastructure, and government support have made Toronto an ideal place for our company to grow. Sanofi Pasteur is proud to be a global leader in vaccines, and we look forward to a prosperous road ahead for our company, Toronto and Ontario."

Mark Lievonen
President
Sanofi Pasteur Limited
Toronto, Ontario



Green Technology and Sustainable Energy

绿色技术和可持续能源

- The Toronto Region is a dynamic hub of activity in the renewable energy and environment sectors: with strong public interest, innovative government programs and a diverse industrial base, forming a vibrant green economy
多伦多地区在可持续能源和环境方面的表现非常活跃：强烈的公众兴趣、创新的政府项目和多元化的产业基地形成了富有生机的绿色经济
- The Toronto region has 36,000 employees in over 1,700 companies providing alternative energy, cleantech products and services across a wide range of sub-sectors
多伦多地区拥有1700家公司和36,000名雇员从事着可代替能源、清洁技术产品和服务
- The GTA also has a critical mass of talented scientists, engineers, and technicians required for continued innovation in the different renewable energy sectors
在可持续能源方面的继续创新方面，大多伦多地区拥有众多核心的科学家、工程师和专家人才



Ontario's Green Energy Act

安大略省的绿色能源法案

The Green Energy Act will facilitate renewable energy development in Ontario by:

安大略省绿色能源条例的颁布必将助力于可再生能源产业发展:



Ontario Feed-in Tariff Rates

安大略省的上网电价标准

Technology 相关科技	Size Tranches 功率	¢/kWh (美分/千瓦时)
Solar PV 太阳能		
Any Type	≤ 10 kW	80.2
Rooftop	> 10 – 250 kW	71.3
Rooftop	> 250 – 500 kW	63.5
Rooftop	> 500 kW	53.9
Ground Mounted*		
	≤ 10 MW	64.2
	≥ 10kW ≤ 10MW	44.3
Wind* 风能		
Onshore	Any size	13.5
Offshore	Any size	19.0

*Eligible for Aboriginal or Community Adder.
Contract term is 20 years, except waterpower (40 years)

MW – megawatts
kW - kilowatts

Ontario: Feed-in Tariff Provisions – Adder

安大略省上网电价 – 附加费

Renewable Fuel 可再生燃料	Wind 风能	Ground-Mounted Photovoltaic 太阳能(地面安装)	Water 水力	Biogas 沼气	Biomass 生物质能	Landfill Gas 垃圾填埋气体
Maximum Aboriginal Price Adder (cents per kilowatt-hour) 最高原始电价附加费(美分/千瓦时)	1.5	1.5	0.9	0.6	0.6	0.6
Maximum Community Price Adder (cents per kilowatt-hour) 最高社区电价附加费(美分/千瓦时)	1.0	1.0	0.6	0.4	0.4	0.4

OPA varies the “adder” in proportion to percentage of equity ownership by the Aboriginal or Community Group, for example:

电价附加费根据股权占比有以下区别：

50+% (50%以上股权)

» 100% of price adder 100%电价附加费

40% (40%股权)

» 80% of price adder 80%电价附加费

25% (25%股权)

» 50% of price adder 50%电价附加费

10% (10%股权)

» 20% of price adder (minimum level required) 20%电价附加费 (最低要求)

)

Growing Number of Qualified Employees

逐渐增多的符合条件的雇员

Toronto is producing an educated and highly-skilled solar workforce: 多伦多正在培养受到良好教育和熟练技术的太阳能领域的劳动力

- 5,900 employees in 210+ companies
5900名雇员，超过210家公司
- Over 3,400 university graduates (all levels) in solar energy programs.
超过3400名太阳能相关专业的大学毕业生
- With 41 undergraduate and 24 graduate related programs in 7 universities, Toronto is the nationwide leader in training the solar workforce and providing needed R&D support for Solar Industry.
多伦多区域的7个大学里有41个本科专业和24个研究生专业。多伦多是加拿大领先的培训太阳能产业人才及提供研发支持的地区
- 16 Universities and Colleges situated within 100km of the downtown core. Many of the GTA's young adults attend college and universities within a few hours drive of the GTA and upon graduation, often return to begin their careers.

16家大学和大专院校均坐落在多伦多市中心100公里以内的地方。大多伦多地区的年轻人花费几个小时就能抵达他们的学府，毕业以后，他们就在多伦多开始他们的职业生涯

- In the Greater Toronto Area, more than 36,000 employees in over 1,700 companies provide alternative energy and Cleantech products and services across all Green sub-sectors
在大多伦多地区，超过1,700家公司的36,000名雇员为各种环保相关的可代替能源和清洁技术相关的产业工作

Source: CUDO, eInfo 2008, Statistics Canada 2006, TRRA, GTMA

Solar Programs Provided by Local Schools

当地院校提供的太阳能相关专业

Centennial College: 百年纪念学院



Centennial College

- Offers degrees in Energy Systems Technicians and Energy Systems Engineering. In addition, Centennial College offers an accelerated 3-week workshop designed for anyone interested in the installation, repair and maintenance of solar thermal and solar photovoltaic systems

设有能源系统技术以及能源系统工程专业。另外，百年纪念学院为那些对太阳能发电系统的安装、修理和维护感兴趣的学生设置为期3周的强化培训班

Seneca College: 圣尼嘉学院



- In partnership with the Canadian Solar Industries Association (CanSIA), provides its students with the fundamentals of photovoltaic systems and a comprehensive understanding of related electric theory. In addition, the Centre for the Built Environment offers certificates in renewable energy technologies

与加拿大太阳能工业协会建立伙伴关系，为学生介绍太阳能系统的工作原理以及相关的电学原理。此外，环境建设中心可以颁发可再生能源科技相关证书



Solar Programs Provided by Local Schools..) (c 由当地学校提供的太阳能项目（继续）

University of Toronto 多伦多大学

- Centre for Emerging Energy Technologies; Centre for Applied Power Electronics; Energy Systems Group; Photonics Group

新兴能源技术研究中心；应用电力电子中心；能源系统组；光子组



Ryerson University 瑞尔森大学

- Ryerson Centre for Urban Energy; Thermofluid Research Lab

瑞尔森城市能源中心；热流体研究实验室



York University 纽约大学

- Institute for Research and Innovation in Sustainability

可持续能源研究及创新学院



George Brown College 乔治布朗学院

- Degree in Electronics Technology

电子科技学位



Humber College 汉博学院

- Degree in Sustainable Energy Technology

可持续能源技术学位



Toronto: A City that supports its Solar Industry 多伦多：一个大力支持太阳能产业的城市

The City's Economic Development & Culture division has established a team of City staff from various City departments to provide professional advice and support for Toronto based solar companies. These include:
多伦多的经济发展及文化部已经成立了一个市政小组，成员来自各个市级部门，专门为多伦多的太阳能公司提供专业的意见以及支持。服务包括有：

- **Toronto Building's Solar Working Group**
多伦多建筑群太阳能工作小组
- **Special service packages to aid in the recruitment and training of expert staff**
整套的特殊服务用以援助专业人员的招聘及培训
- **Gold Star service to help reduce time and costs of developing new sites**
金星服务用以帮助减少建立新站点所需的时间及成本



Toronto: A City that supports its Solar Industry (Cont.)

多伦多：一个大力支持太阳能产业的城市（续）

A full-spectrum of business services including:

一整套的商业服务包括有：

- **Site selection services**
选址服务
- **Facilitating company relocations and expansions**
推进公司的搬迁以及扩张
- **Facilitating industrial and commercial development projects**
推动工业化及商业化的发展计划
- **Concierge Investment Program (to fast-track approvals) and providing information and advice on programs, statistics and employment areas**
礼宾投资项目（用以快速批准）和提供相关计划，统计以及就业领域的信息和意见



Toronto: A City that supports its Solar Industry (cont..) 多伦多：一个大力支持太阳能产业的城市（续）

The City of Toronto is the largest user of solar technologies in Canada:

多伦多是加拿大太阳能技术最大的用户：

- With over 3,000 kW of both photovoltaic and solar thermal collectors installed
安装了超过3000千瓦的光伏以及太阳能光热接收器

Recent City solar initiatives include:

近期城市的太阳能方案包括：

- Green Roof Bylaw, which defines mandatory requirements for green roofs on all classes of new buildings in Toronto.
绿色屋顶条例规定了多伦多市所有新建筑物必须安装绿色屋顶的强制性要求
- The first municipal Renewable Energy Office in North America
是北美第一个应用可再生能源市政办公厅
- The hiring of a Green Technology/Green Energy Sector Specialist
聘用一位绿色技术/绿色能源产业方面的专家



Toronto: A City that supports its Solar Industry (cont..)

多伦多：一个大力支持太阳能产业的城市（续）

The PV on City Facilities Program:

城市设施安装光伏计划

- Approved in June 2010 this program has allocated \$8 million for the installation of PV systems on City owned buildings
2010年6月通过批准，该计划分配了八百万的资金用于城市大楼的光伏安装
- Leverage an estimated 2MW of PV installations by end of 2011
预计2011年底能够实现2兆瓦光伏设备的安装
- Work with stakeholders to provide access to private developers to the 2 million square meters of City owned roof space
与项目投资者合作给私人发展商提供开发二百万平方米城市屋顶空间的权利
- City council has directed staff to develop an initiative which will support Toronto based PV manufacturers through this program.
市政厅已经指派专员发展一个计划，并通过该计划支持多伦多市当地的光伏制造商



The Centre for Solar Research in Canada 加拿大太阳能研发的中心

Toronto's Solar Research Network 多伦多的太阳能研究网络

- With more researchers in the Canadian Solar Building Research Network than in any other region in Canada, Toronto's multiple technical universities and colleges provide a strong local network of professors and graduate students working in solar energy

在加拿大，多伦多的太阳能建筑研发网络比任何一个地区都要广。多伦多市的技术类高等学府为太阳能领域提供了强大的本土教授和毕业生网络

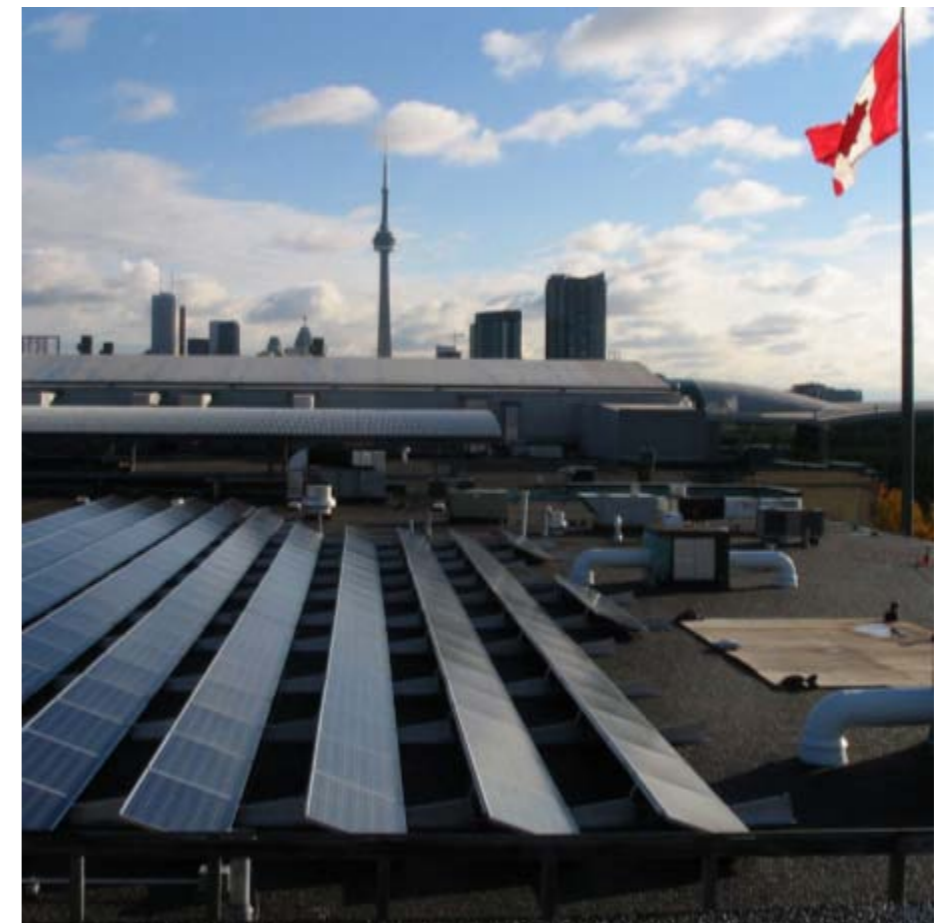
Ontario Centre of Excellence for Energy 安大略能源卓越中心

- Situated in downtown Toronto, the Centre invests in and promotes cutting-edge research collaborations between industry and colleges, universities and research institutions. In this way, they foster innovation in energy markets, systems and technologies.

安大略能源卓越中心坐落在多伦多的市中心，中心会在工业、高等学府和研发等机构投资并且宣传高端技术的研发合作。以此，多伦多形成了能源市场、系统和技术的创新



Ontario Centres of
Excellence



Abundant Solar Testing Resources

充裕的太阳能测试资源

National Solar Test Facility 国家太阳能测试设施

- The Toronto area is home to the National Solar Test Facility, which is the only accredited solar testing lab in Canada. The Facility is North America's leading centre for testing and rating solar technologies under controlled sunlight, temperature, and wind, and houses one of the world's largest indoor solar simulators.

位于多伦多的加拿大国家太阳能测试中心，是全国唯一被认可的太阳能测试实验室。该设施是全北美领先的测试中心，它能根据在一定条件下的太阳光、温度和风力下来评估太阳能技术。除此之外，它还拥有全世界最大的室内太阳能模拟器



The Sustainable City Campus 可持续的城市园区

- This Toronto Region Conservation Authority initiative has the largest ground based test bed for PV modules in Canada.
由多伦多环境保护局发起，多伦多拥有全加最大的地面光伏组件测试平台
- The City of Toronto financially supports this initiative, which allows solar manufacturers (modules, racks, inverters) an efficient method for evaluating the real world performance of their products.

多伦多市政府最终也响应并支持了这个倡议，允许太阳能模块、支架和逆变器的制造商通过测试平台来衡量其产品的表现

- With over 100,000 visitors a year it provides an excellent venue for demonstrating products to potential clients.

该测试中心每年接待100,000参观人员，它是一个向潜在客户展示示范性产品的绝佳平台。



Abundant Solar Testing Resources (cont..) 充裕的太阳能测试资源（续）

Toronto Green Roofs and Photovoltaic Research Collaborative: 多伦多绿色屋顶和光伏研究的合作

- Toronto has partnered with academia and the private sector to create a research test site for the development and testing of green roof and roof based photovoltaic products including modules, racks and inverters for Toronto based manufacturers.

多伦多市学术界和私立机构合作，创立一个为绿色屋顶和基于光伏产品（包括太阳能模块、支架和逆变器）的研发测试场所



Toronto City Hall's podium green roof, May 2010
多伦多市政厅的平台屋顶，2010年5月

Financial Services

金融服务

- Premised on a sound regulatory framework, the World Economic Forum has rated Toronto's banks as the soundest in the world for three years in a row (2009 - 2011)
在健全的监管架构的前提下，世界经济论坛连续三年（2009-2011）将多伦多的银行体系列为全世界最健全的银行体系
- Toronto has the 3rd largest Financial Services centre in North America, after New York City and Chicago, with 232,000 directly employed and 370,000 indirectly employed in 2009
多伦多是北美地区第三大金融服务中心，仅次于纽约和芝加哥。2009年的直接从业人数为232000，间接从业人数为370000
- The City is home to 5 of the largest Canadian banks; 3 of those rank among the world's top 25 banks based on market capitalization
加拿大前5大银行均在多伦多安家，其中三家在市场资本全球排名上位列前25名
- The Toronto Stock Exchange is the 3rd largest equity exchange in North America, and the 8th largest in the world, based on market capitalization of \$1.6 Trillion (2009)
多伦多证交所排名北美地区第三，世界第八。根据2009年的统计，市值达到1.6万亿加拿大元



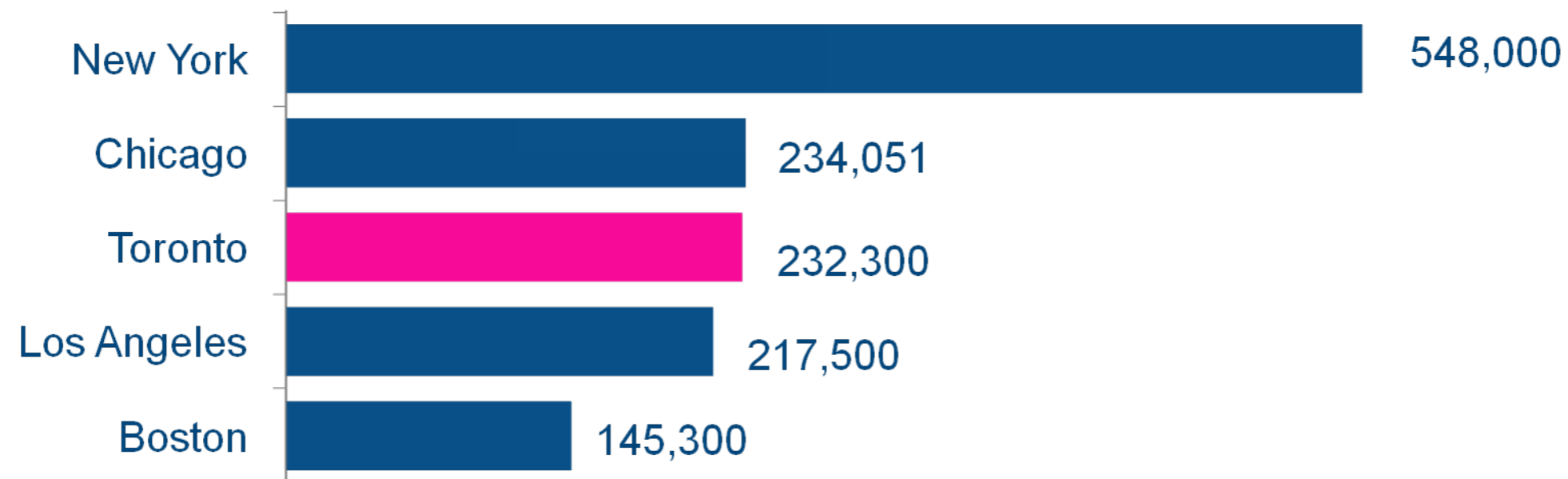
Financial Services

金融服务

- Toronto is home to 39 foreign bank subsidiaries and branches, as well as 129 securities firms
39家外资银行及129家保险公司在多伦多建立分支机构
- The headquarters of 2 of the largest 10 global life insurers, and 3 of the 4 largest property and casualty insurers in Canada, are in Toronto
全球前10大人寿保险公司的2家多伦多设立公司，加拿大前4大的财产和伤亡保险公司的其中3家也在多伦多设有公司
- 80% of Canada's mutual fund industry is located in Toronto, representing approximately \$720 billion CAD in assets under management
80%的加拿大互惠基金都设立在多伦多，管理着大约7200亿加拿大元的资产
- Toronto houses 58 pension fund managers, and 3 of the top 50 global pension funds with combined assets of approximately \$225 billion USD (ranking within the top 5 global cities for assets under management)
多伦多拥有58个养老基金的经理，拥有全球前50个养老基金的其中3个基金，管理着2250亿美金的资产（位于全球资产管理5大城市之列）
- The City has a growing host of global Financial Service Operations and Technology: CIBC Mellon; State Street; RBC Dexia; Citco; UBS; Northern
在多伦多，你可以找到许多全球的金融服务和技术机构：CIBC Mellon、State Street、RBC Dexia、Citco、UBS、Northern

Toronto is the 3rd largest financial centre after New York and Chicago
多伦多是北美地区第三大金融服务中心，仅次于纽约和芝加哥

Financial Services Direct Employment in Peer US Cities 美国城市金融服务业直接就业排名



Source: Statistics 2009 Canada Labour Force Survey and Bureau of Labour Statistics (BLS) Survey

Anchored by Strong Professional Services 强大的专业服务

- Accounting, legal, consulting and recruitment firms with deep international experience
会计、法律、咨询和招聘公司拥有资深的国际经验
- One in three accountants and lawyers specialize in financial services
三分之一的会计师和律师专门从事金融服务
- Canada's top six law firms and top six accounting firms are headquartered in Toronto
加拿大的前六大律师事务所和前六大会计师事务所的总部都在多伦多
- The Toronto region has the third largest concentration of ICT workforce North America: 160,000 ICT workers in 2009 (TFSA) An estimated 7% work in areas of banking and insurance
多伦多地区拥有北美第三大的信息技术产业集群：2009年信息技术产业的从业人员为160000名，约7%为银行和保险业服务



Expertise in financial services Operations and Technology

金融服务业操作及技术方面的专家

2008 Qualified Designations 2008 指定资格	Toronto Region 多伦多地区	Rest of the Province 其余省市	Ontario 安大略省
CA 2008 (est.)	19,146	8,881	28,027
CGA	12,000	7,900	19,900
CFA Society Members* (rest Ontario est.)	7,500	260	7,760
CMA	7,759	7,606	15,365
CFP (2007)	2,418	6,724	9,142
CAIA	100	38	138
ICT workforce*	159,760	121,260	281,020
Fund Administration**	20,000	n/a	n/a

*Statscan LFS 2009 data: Select NAICS codes. Computer and Electronic Products, Software Publishers, Telecommunications, ISPs, Computer Design and related.

*Toronto Financial Services Alliance, 2011

** KPMG 2009



An established ICT Sector 成熟的信息技术产业

- Toronto's ICT Sector is North America's 3rd largest with 11,522 establishments
多伦多拥有北美第三大的信息技术产业，相关企业11522家
- Toronto is Canada's leading tech center, with 161,290 high-tech workers
多伦多是加拿大领先的技术中心，拥有161290名高科技人才
- Toronto and Montreal were the fastest-growing tech centers between 2003 and 2007 according to the Milken Institute's "North America's High-Tech Economy" report
根据梅肯研究院（Milken Institute）的《北美高科技经济》报告，多伦多和蒙特利尔市在03年至07年被视为最发展最快的技术中心
- A highly educated workforce, with more than 50% of those in the ICT sector having a bachelor's degree or higher
多伦多拥有受过良好教育的劳动力，超过50%的信息技术从业者拥有本科或以上学位



Abundant ICT Talent 充裕的信息技术人才

- The ICT sector has a young workforce – 36.4% of ICT workers are under the age of 35
信息技术领域拥有一批年轻的劳动力 - 36.4%该行业的从业人员的年龄均低于35岁
- 96.9% of employees have a post-secondary certificate, diploma or degree
96.9%的从业人员大专毕业证书、文凭或学位
- During the 2008/2009 school year over 3,700 students enrolled and over 1,300 degrees conferred at the undergraduate and graduate levels in ICT-related programs
在2008至2009学年，有超过3700名学生选修信息技术，1300多名本科生和研究生获信息技术相应的学位
- There are 470 faculty involved in teaching and research positions in these programs and lead more than 40 ICT-related research groups.
超过470名教职人员参与到相关科教工作中，带领了超过40个相关的研究小组



ICT related incentives to spur new investment

信息技术产业为刺激新投资提供的优惠政策

Scientific Research and Experimental Development (SR&ED)

科研及实验开发税收优惠 (SR&ED)

- SR&ED is one of the world's most generous, up to 45 per cent (Federal and provincial combined) in refundable tax credits

SR&ED是世界上最DA 的优惠政策之一，能达到45%的退税减免（联邦和省级合并）

Digital Media

数字媒体

Ontario Interactive Digital Media Tax Credit (OIDMTC) is available for the creation of content and user interfaces, and for the marketing and distribution of interactive digital media products

安大略省互动数字媒体税收抵免 (OIDMTC)适用于内容和用户界面的创建，以及互动数字媒体产品的市场营销及分销

- Industrial Research Assistance Program (IRAP)
产业研究辅助计划
- Ontario Emerging Technologies Fund
安大略省新兴科技基金



ICT Sector Top 10's

信息技术领域的前10大公司

Top 10 Canadian-Owned ICT Companies Headquartered in Toronto, by Revenue

根据营业额，排名前十位的、总部设在多伦多的加拿大信息技术企业

1. Rogers Communication
2. Celestica
3. Nortel Networks
4. Softchoice
5. Aastra Technologies
6. Constellation Software
7. Compugen
8. Procom Consultants Group
9. Evertz Technologies
10. Teranet

Top 10 Highest Growth ICT Companies Headquartered in Toronto

排名前十位的、总部位于多伦多、成长最迅速信息技术企业

1. JumpPoint
2. GuestLogix
3. Camilion Solutions
4. Cyberplex
5. IPICO
6. Diversinet
7. HighVail Systems
8. RuggedCom
9. ViXS Systems
10. Enghouse Systems

Top 10 Internationally Owned ICT Companies with Presence in Toronto

排名前十位的、总部位于位于多伦多的跨国信息技术企业

1. IBM Canada
2. HP Canada
3. Siemens Canada
4. Microsoft Canada
5. Apple Canada
6. Cisco Systems Canada
7. Xerox Canada
8. Wipro Technologies
9. Oracle Canada
10. Ericsson Canada



Toronto's ICT Sector is Dominated by small and medium sized businesses 多伦多的信息技术产业主要由中小型企业占领

- Toronto ICT companies report a combined revenue of \$52 billion
多伦多的信息技术公司营业收入总计为520亿加拿大元
- 39.6% of the Top 250 Canadian ICT Companies are headquartered in Toronto
前250位的加拿大信息技术公司中，39.6%的公司总部位于多伦多
- There are more than 11,500 ICT Companies operating in the Toronto Region
超过11,500的信息技术公司在多伦多地区运营

Size and Type of ICT Firms 信息技术企业的规模及类型

Number of Employees 雇员数量	Manufacturing 制造	% of Total 占总数的%	Services 服务	% of Total 占总数的%	Total Firms 总企业数量	% of Total 占总数的%
1-9	312	52	9,201	84	9,513	83
10-49	184	30	1,259	12	1,443	13
50-99	59	10	242	2	301	3
100-499	44	7	174	2	218	2
500+	6	1	41	0	47	0
Total 总数	605	100	10,917	100	11,522	100