

## The EU-Canada Comprehensive Economic and Trade Agreement (CETA)

Opening up a wealth of opportunities  
for people in Slovakia



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CETA will benefit people across Slovakia

It'll do so by:



Scrapping **customs tariffs** for Slovak exporters and importers



Opening up the Canadian **services** market to Slovak firms



Enabling Slovak firms to bid for more **public contracts** in Canada



Protecting Slovakia's **research and creativity**



Making it easier for Slovak **professionals** to work in Canada



Encouraging more **investment** between Slovakia and Canada



Helping Slovakia's **small businesses** export more to Canada

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Slovakia's economy is open to trade

Around 194,000 Slovak jobs – almost one in seven –  
rely on exports outside Europe

**And Slovakia and Canada already have a close  
trading and investment relationship**

**14<sup>th</sup>**

Canada is Slovakia's 14<sup>th</sup> biggest  
trade partner outside the EU

**€104 m**

The value of Slovakia's trade surplus in goods and services with Canada

**€187 m**

The value of Slovak exports to Canada

**€83 m**

The value of Slovak imports from Canada



## Scrapping customs tariffs on Slovak exports of goods

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**Slovak goods exports to Canada: 166 m**  
(2015)

CETA will bring big **savings on customs duties** by eliminating duties on 99% of all tariff lines, of which 98% will already be scrapped at entry into force.

Slovakia will benefit from tariffs being removed on virtually all of its exports, in particular:

- **Motor vehicles and parts**

**Slovak exports to Canada: €120 m** (2015)

These products account for more than 70% of Slovak goods exports to Canada.

Canadian tariffs are up to 9.5%.

- **Machinery and electrical equipment**

**Slovak exports to Canada: €23 m** (2015)

Machinery and electrical equipment account for 14% of Slovak goods exports to Canada.

Low average Canadian tariffs, but peaks on some products of 9%.

Apart from big savings on customs duties, CETA will enable Slovak companies to do away with costs of double testing thanks to the provisions on **recognition of conformity assessment certificates** in sectors such as:

- machinery
- electrical goods
- electronic equipment

These sectors will also benefit from CETA's provisions on public procurement and movement of professionals (*see below*).

- **Furniture**

**Slovak exports to Canada: €5 m** (2015)

Canadian tariffs are up to 8%.

- **Rubber and articles made of rubber**

**Slovak exports to Canada: €3 m** (2015)

These are mainly tyres and vulcanised rubber.

Canadian tariffs are up to 9.5%.



## Opening up the Canadian services market to Slovak firms

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**Slovak services exports to Canada: €21 m (2015)**

Slovakia's main services exports to Canada are:

- tourism
- telecommunications

**Slovak services imports from Canada: €14 m (2015)**

CETA will **improve and secure Slovak companies' access to the Canadian services market**. For example in the professional services sector, Canada has removed a number of limitations on citizenship and residency conditions for Slovak professionals to practice in Canada.

This applies to:

- lawyers
- accountants
- architects
- engineers.

CETA also brings legal certainty for EU services exporters: Canada has locked in its current level of openness towards EU companies, for example in:

- financial services
- telecoms
- postal and courier services.



## Enabling Slovak firms to bid for more public contracts in Canada

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With CETA, **Slovak companies will get access to Canada's large public procurement market.**

Slovak companies will have the opportunity to bid to supply goods and services for tenders at all levels of government in Canada (federal, provincial and municipal).

Canada has also agreed to make the tendering process more transparent by publishing its federal and provincial public tenders on a single procurement website.

Canada's government procurement commitments in CETA are **the most ambitious Canada has ever granted.**



## Protecting Slovakia's research and creativity

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CETA gives Slovak innovations, copyrights and trademarks a **similar level of protection** in Canada to that they enjoy in Europe.

In particular, Canada **will bring its copyright protection in line with international standards.**

This is important because it will protect the intellectual property of the EU's creative industries (artworks, publications, music and software), including its dissemination through online distribution channels.



## Making it easier for Slovak professionals to work in Canada

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CETA includes provisions to make it easier for European professionals to work in Canada (and vice versa) and to have their qualifications recognised.

This is a big plus for companies that:

- provide services such as after sales services for exported machines or information and communications technologies software
- make complex products that require after sales services, such as installation or maintenance of machinery.

This can be particularly beneficial for smaller and medium-sized firms, as they may not be able to provide permanent staff on the ground to directly supply the service.

CETA establishes legal certainty and significantly **improves mobility for services suppliers** because it:

- makes it easier to transfer key personnel across the Atlantic
- allows companies to send staff for after sales services for machinery, software and equipment
- creates a framework for the recognition of professional qualifications for regulated sectors like architects and accountant.



## Encouraging investment between Slovakia and Canada

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### Canadian Foreign Direct Investment in Slovakia: €25 m (2015)

This investment is **an important source of growth and job creation** for Slovakia. Slovakia also has interests in Canada.

Companies operating in Canada include:

- ESET
- Martinrea Slovakia Fluid Systems

Slovakia has a traditional bilateral investment treaty with Canada dating from 2012.

Once CETA enters into force definitively, it will **replace this bilateral investment treaty** and will provide Slovak and Canadian investors with **greater predictability, transparency, and protection** for their investments in Canada and in Slovakia respectively.



## Helping Slovakia's small businesses export more to Canada

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Slovak small businesses are very export-oriented and make up 87% of Slovakia's exporters. They will be able to take full advantage of CETA.

Reduced trade barriers, tariff elimination, simplified customs procedures and more compatible technical requirements all make it easier and cheaper to export.

This allows smaller firms to:

- compete more easily with large companies
- sell the same product (or with fewer modifications) into both markets

- participate more in supply chains and e-commerce.

Specific provisions reinforce the CETA benefits for small companies, such as:

- taking into account their needs in electronic commerce
- improved access to information on public procurement tenders
- the use of the Investment Court System.

The Investment Court System provisions in CETA allow for faster proceedings and reduced costs for smaller firms that bring a case.