

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

Opening up a wealth of opportunities  
for people in Slovenia



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CETA will benefit people across Slovenia

It'll do so by:



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



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



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



Protecting Slovenia's **research and creativity**



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



Encouraging more **investment** between Slovenia and Canada



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

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Slovenia's economy is open to trade

Over 118,000 Slovenian jobs – one in six –  
rely on exports outside Europe

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

**€41 m**

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

**€86 m**

The value of Slovenian exports to Canada

**€45 m**

The value of Slovenian imports from Canada



## Scrapping customs tariffs on Slovenian exports of goods

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**Slovenian goods exports to Canada: €71 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.

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

- **Pharmaceuticals**

**Slovenian exports to Canada: €28 m (2015)**

This sector employs 13,000 people in Slovenia and accounts for 40% of Slovenian goods exports to Canada.

The industry faces very low tariffs but will particularly benefit from CETA's intellectual property provisions (see below).

The protocol on mutual recognition of **Good Manufacturing Practices (GMP)** will make it easier to trade in this sector, by allowing one party's authorities to accept GMP compliance certificates issued by the other party.

- **Machinery and electrical equipment**

**Slovenian exports to Canada: €21 m (2015)**

These sectors employ 36,000 people in Slovenia.

Machinery and electrical equipment face low average tariffs but some products face tariff peaks of 9%.

Apart from savings on customs duties, CETA will enable Slovenian 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*).

- **Medical instruments**

**Slovenian exports to Canada: €2.5 m (2015)**

Canadian tariffs are up to 5%.

- **Furniture**

**Slovenian exports to Canada: €2.4 m (2015)**

Canadian tariffs are up to 8%.



## Opening up the Canadian services market to Slovenian firms

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**Slovenian services exports to Canada: €15 m (2015)**

Slovenia's main services exports to Canada are:

- tourism
- transport services

**Slovenian services imports from Canada: €13 m (2015)**

CETA will **improve and secure Slovenian 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 Slovenian professionals to practice in Canada, who are:

- 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 Slovenian firms to bid for more public contracts in Canada

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

Slovenian 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 Slovenia's research and creativity

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CETA gives Slovenian 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 EU's creative industries (artworks, publications, music and software), including its dissemination through online distribution channels.

CETA also covers **intellectual property rights for pharmaceuticals.**

The agreement includes:

- the possibility of **up to two years of additional patent protection to compensate for undue delays** in granting the marketing authorisation that reduce the useful life of the patent
- a commitment to ensure that all litigants have an **effective right of appeal** under Canada's patent linkage regime (the link between the marketing authorisation for a generic drug and the patent status of the originator drug)
- a commitment to maintain Canada's current practice of offering eight years of data protection.

This is good news for Slovenia, given the scale of Slovenia's pharmaceuticals exports to Canada.



## **Making it easier for Slovenian professionals to work in Canada**

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CETA includes provisions to make it easier for Slovenian 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 communication 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 accountants.



## Encouraging investment between Slovenia and Canada

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### Slovenian Foreign Direct Investment in Canada: €6 m (2015)

Thanks to its membership of the EU and its economic stability, Slovenia has **the potential to become an attractive destination for Canada's investments.**

Slovenia does not have a bilateral investment treaty with Canada.

This makes the investment protection and the dispute settlement provisions in CETA all the more relevant to Slovenian investors in Canada and Canadian investors in Slovenia.

Once CETA enters into force definitively, these provisions will provide Slovenian and Canadian investors with greater **predictability, transparency, and protection** for their investments in Canada and in Slovenia respectively.



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

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**Slovenian small businesses are very export oriented and make up 88% of the total number of Slovenian 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.