

Answering the Siren's Call: Canadian tech companies in the USA and Asia

MUNK
SCHOOL
OF
GLOBAL
AFFAIRS



UNIVERSITY OF
TORONTO

CDO

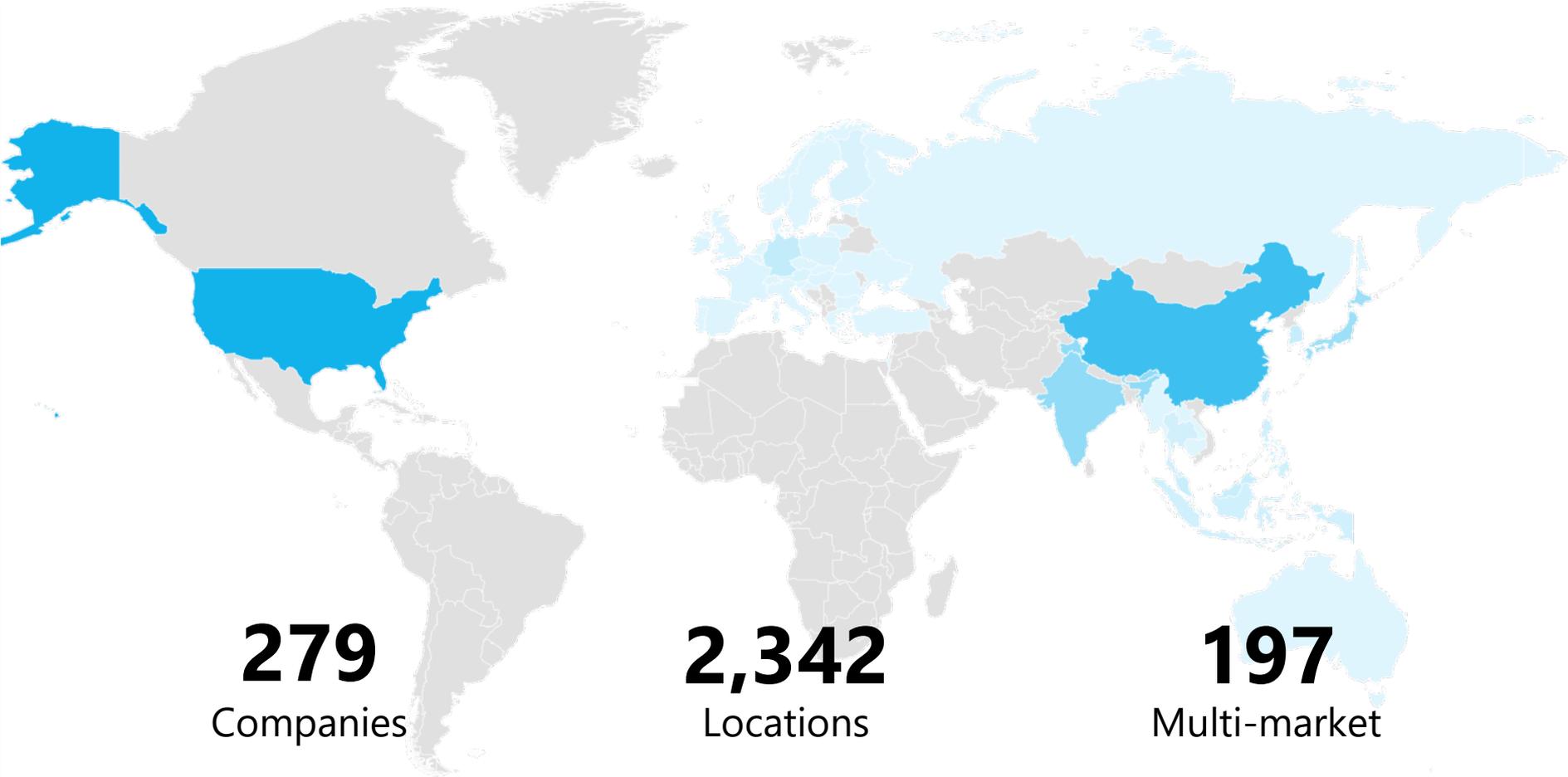
Ontario Across America

11,565 Locations



CanAsia Footprint 1,601 Locations





Goods-related

-  Advanced Manufacturing
-  Electronics & Peripherals
-  Life Sciences
-  Energy & Cleantech
-  Telecommunications & Wireless Technology

147
Subsidiaries

1200
Locations

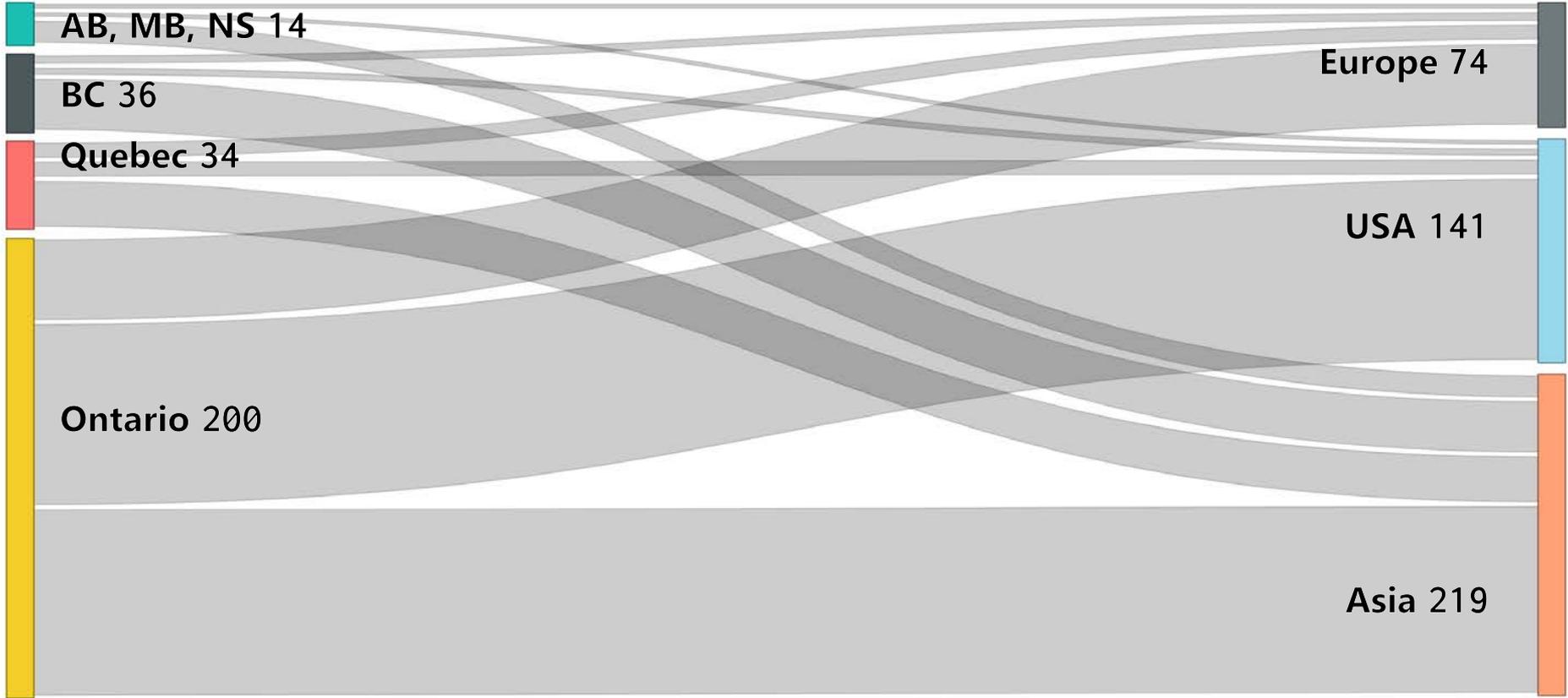
Services-related

-  Services & Analytics
-  Software
-  Digital & Media
-  Mobile, Web, & Cloud Integration

138
Subsidiaries

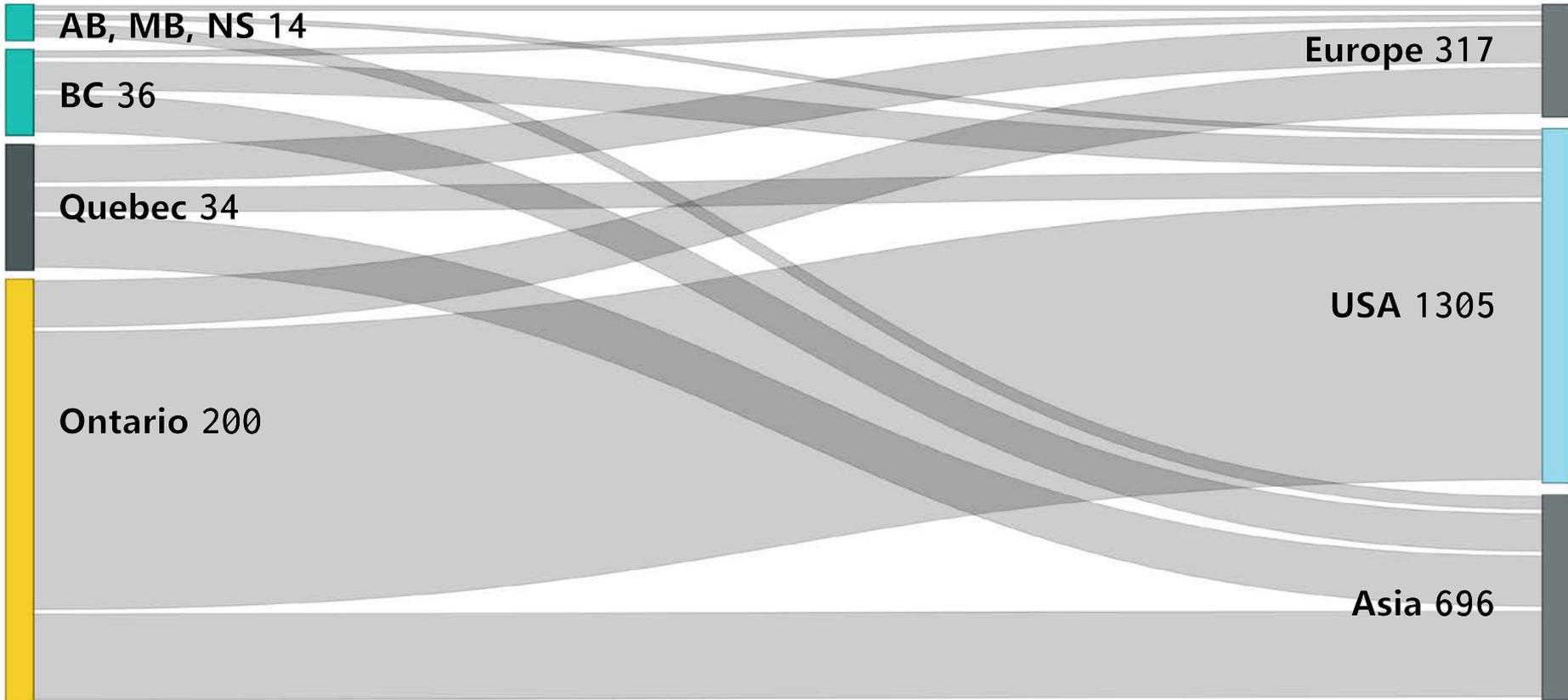
1136
Locations

Provincial Headquarters → Destination Market: By number of subsidiaries



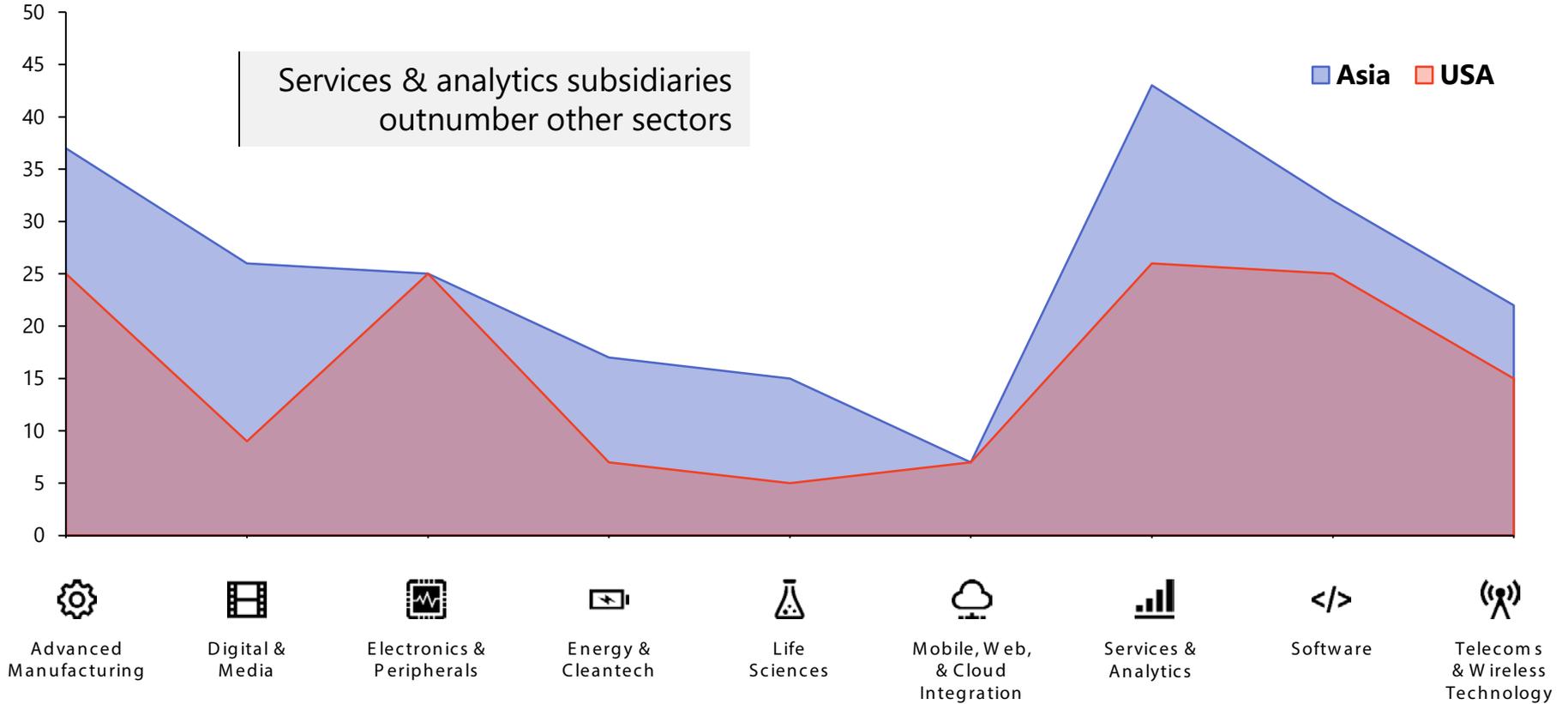
Canadian subsidiaries in Asia outnumber those in the USA

Provincial Headquarters → Destination Market: By number of locations

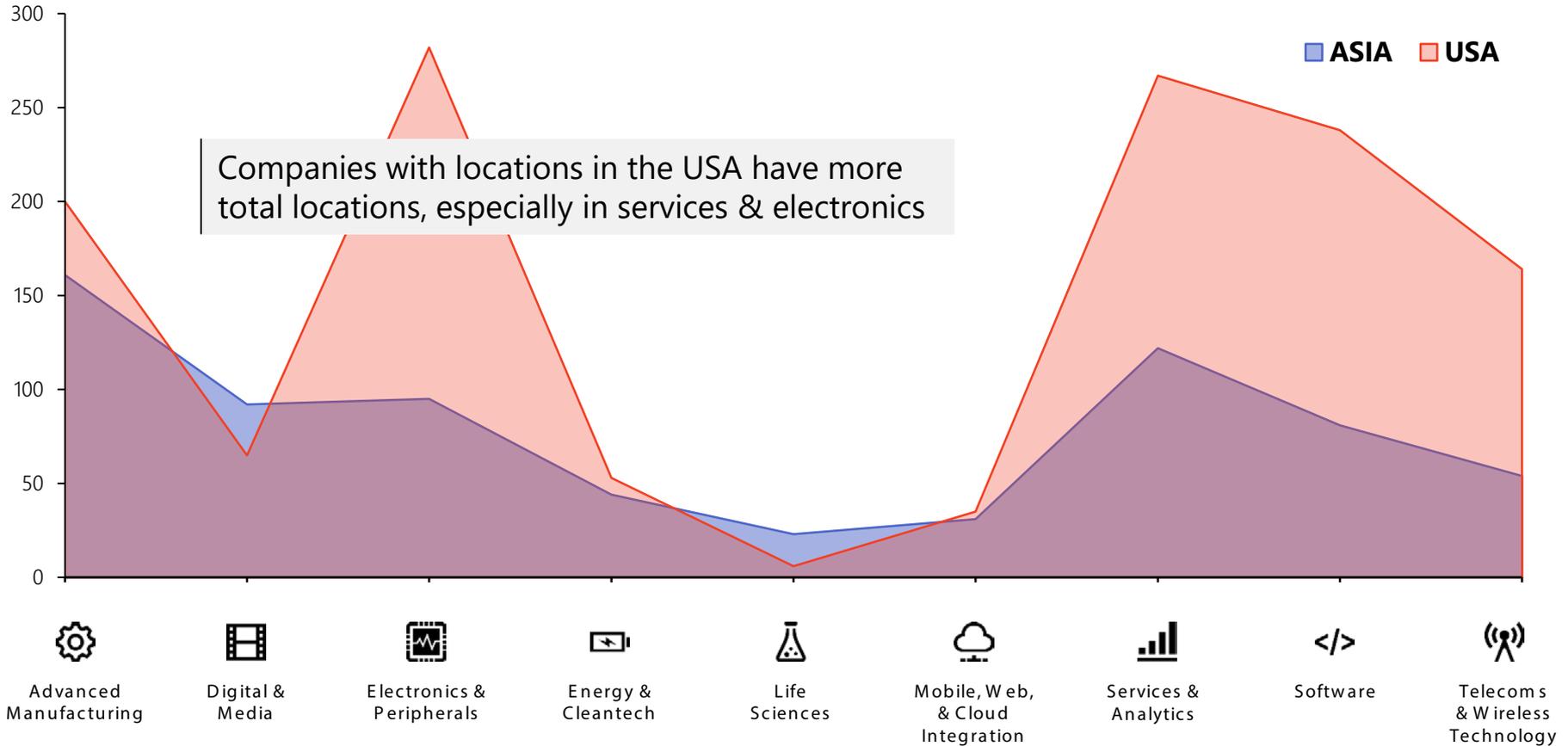


Canadian companies have nearly twice the amount of locations in the USA as in Asia

283 Tech Subsidiaries in USA & Asia: Sector Breakdown



283 Tech Subsidiaries in USA & Asia: Sector breakdown by location

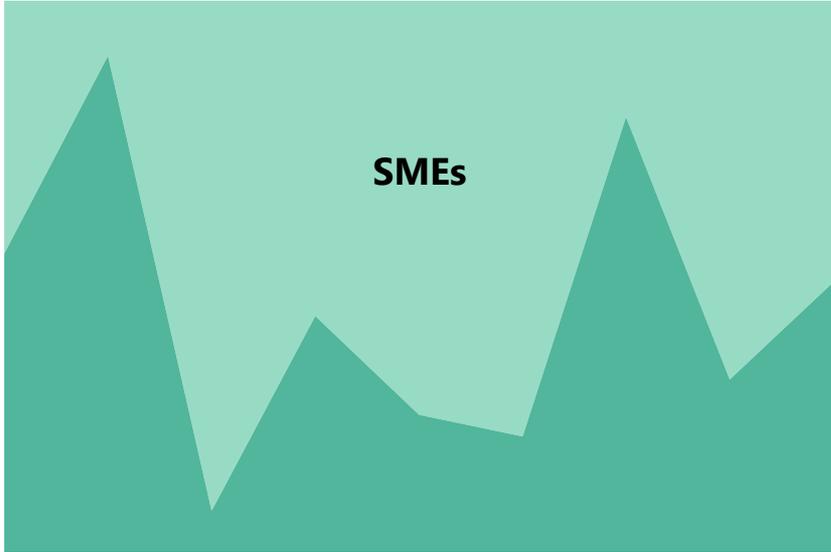


ASIA

USA



LARGE FIRMS



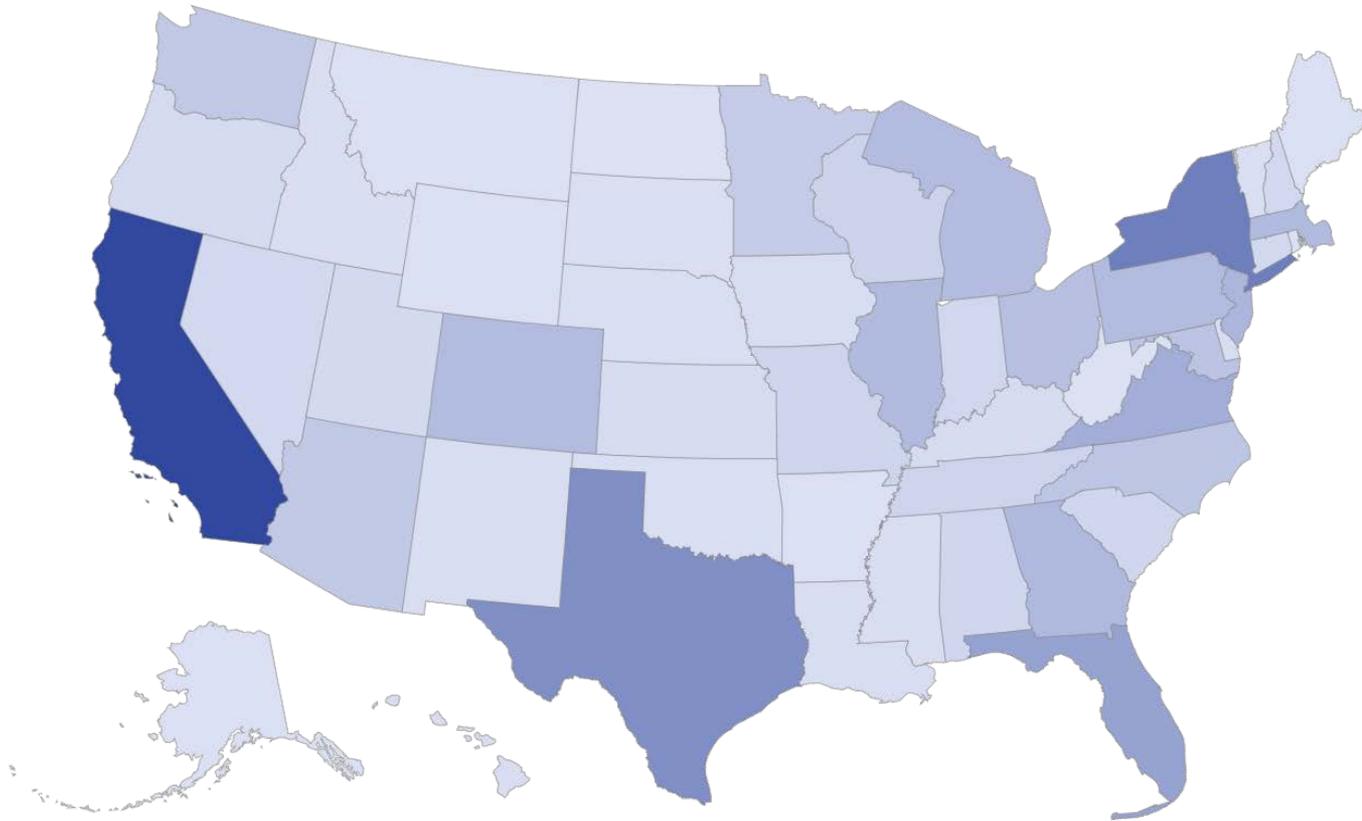
SMEs



-  Digital & Media
-  Mobile, Web, & Cloud Integration
-  Services & Analytics

-  Software
-  Advanced Manufacturing
-  Electronics & Peripherals

-  Energy & Cleantech
-  Life Sciences
-  Telecommunications & Wireless Technology



144

Companies

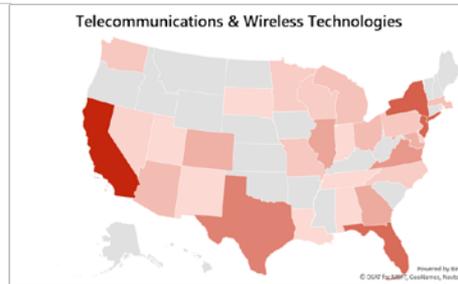
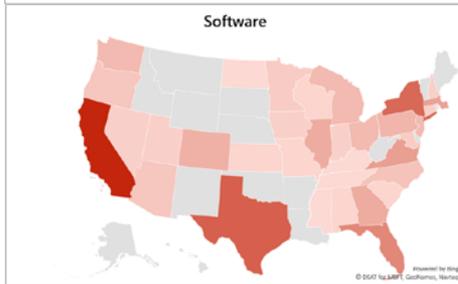
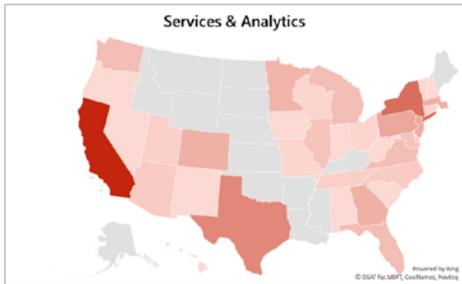
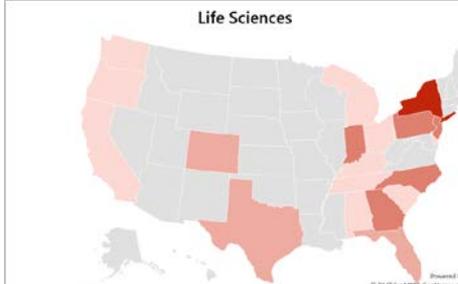
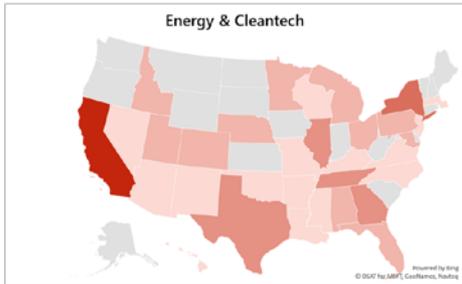
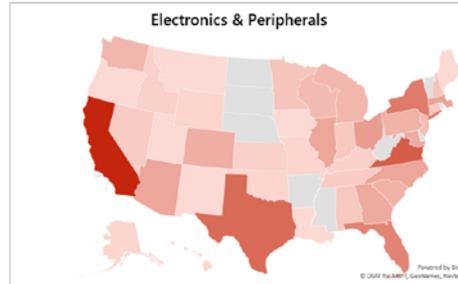
1,310

Locations

50

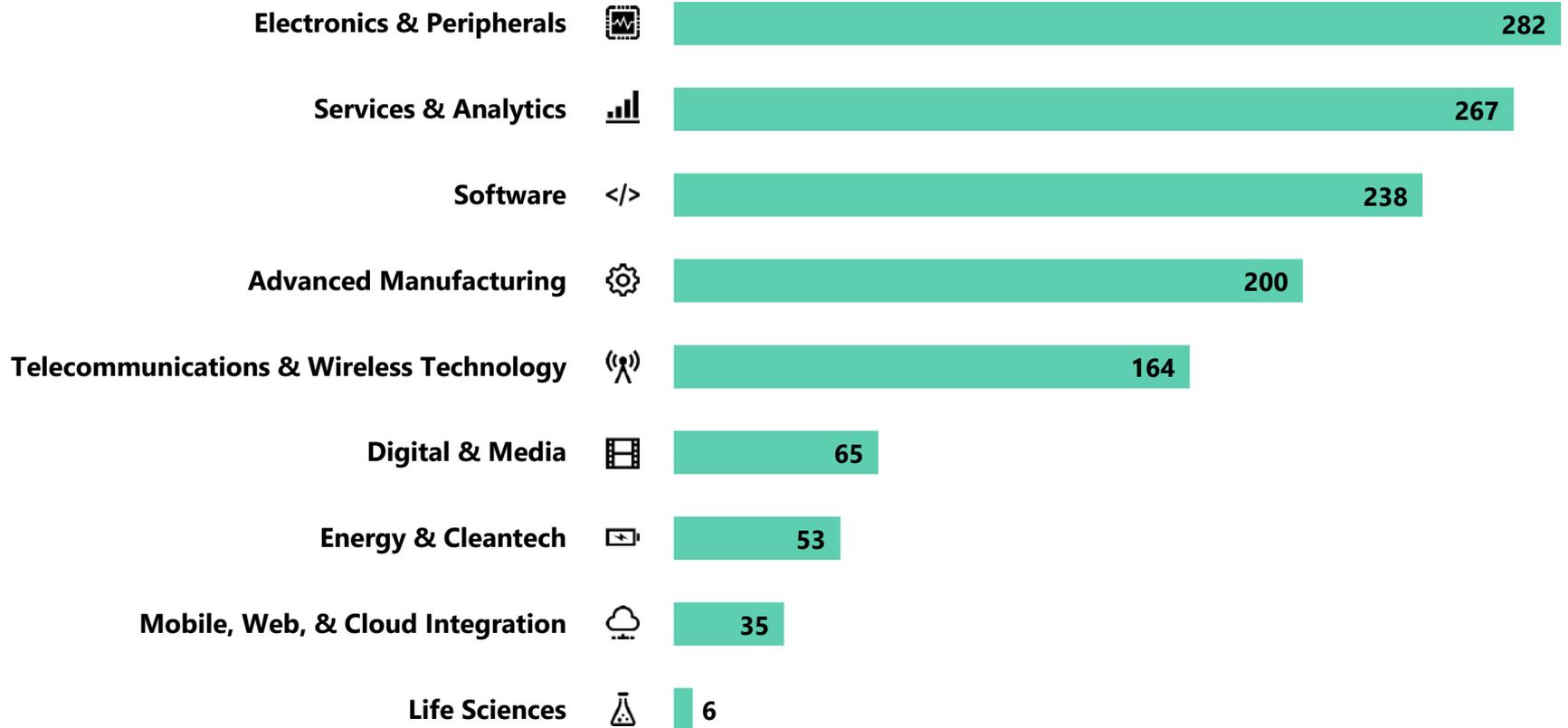
States

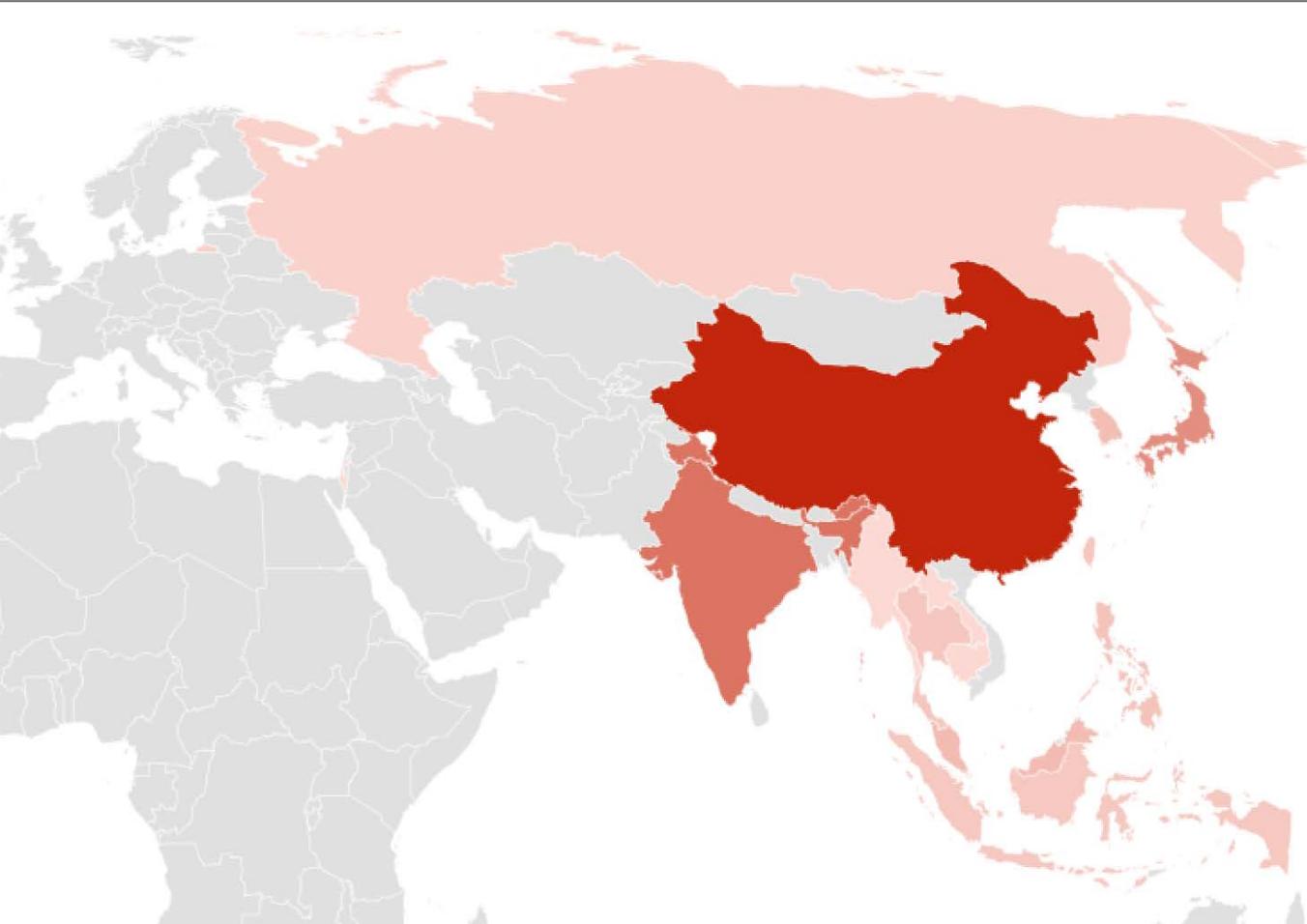
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Incumbent sectors tend to cluster more around Ontario than newer sectors

California, New York, & Texas are especially important in Software and Services





187

Companies

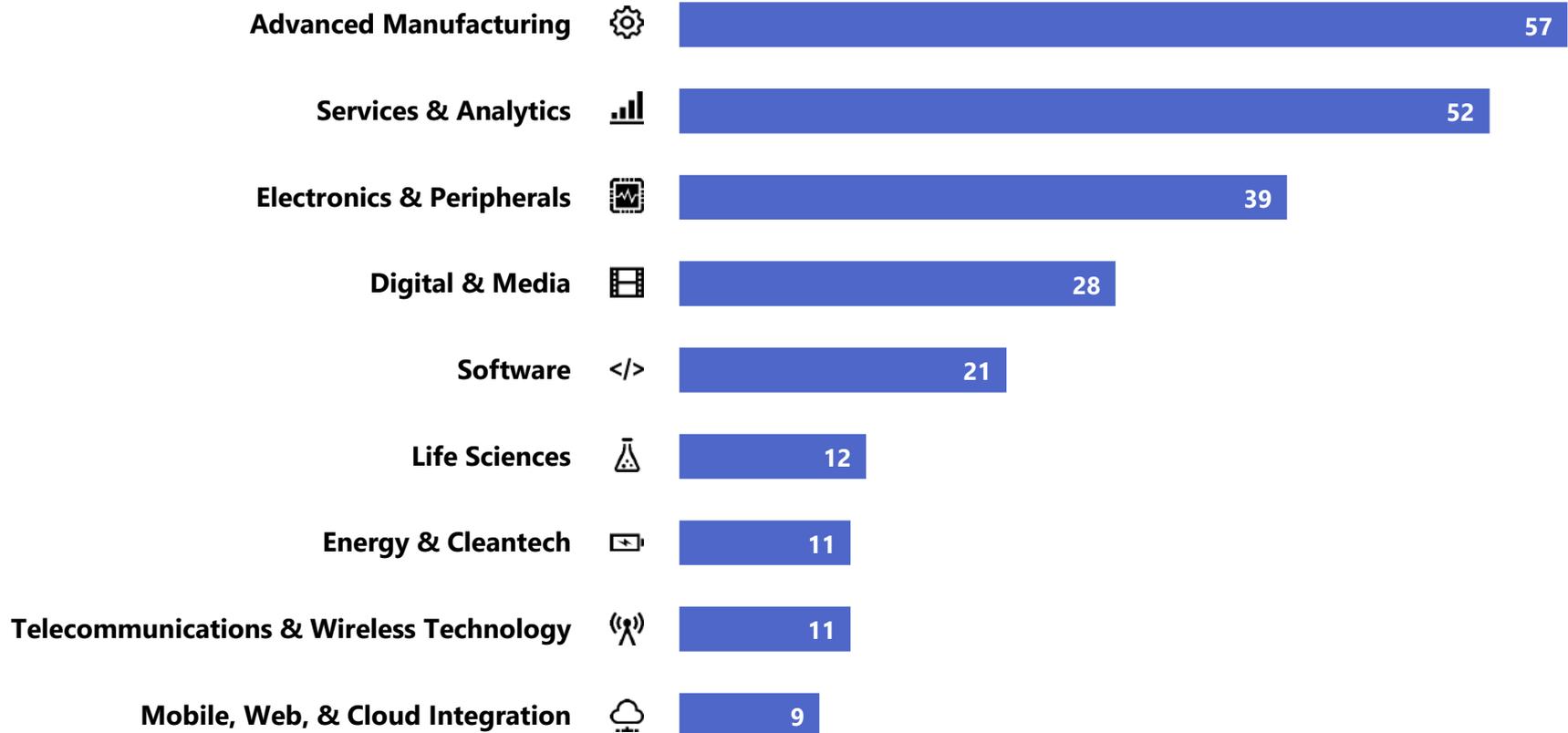
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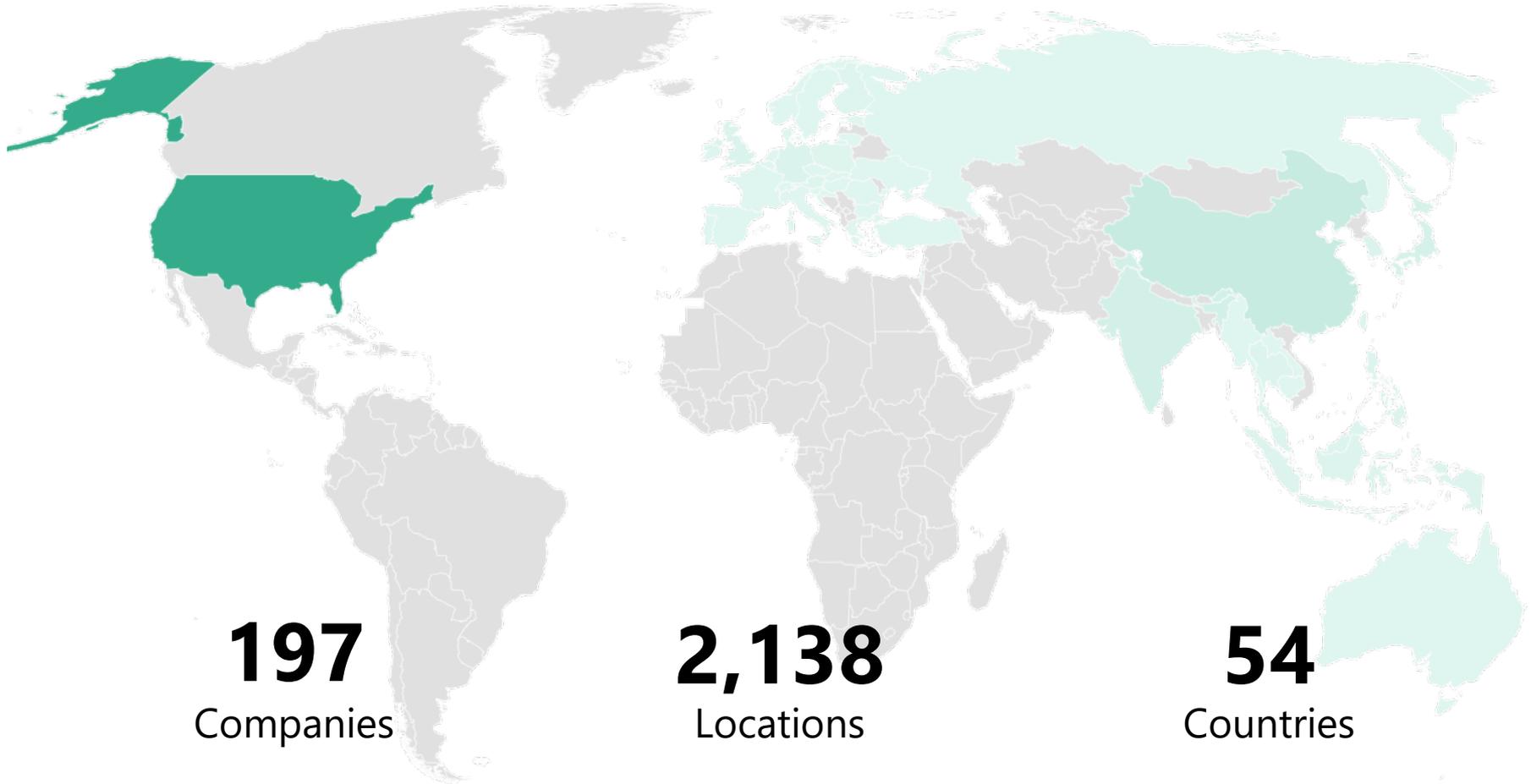
Locations

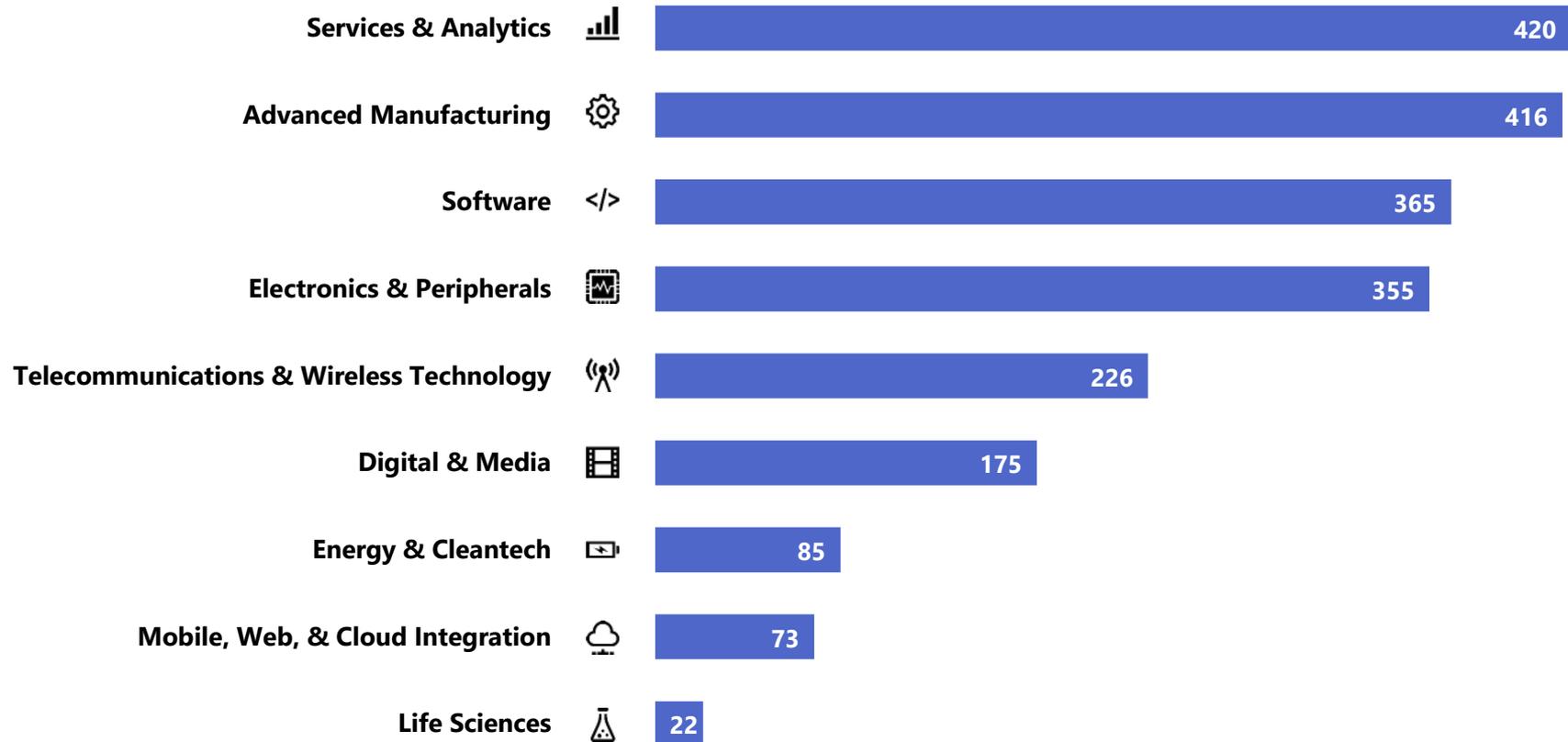
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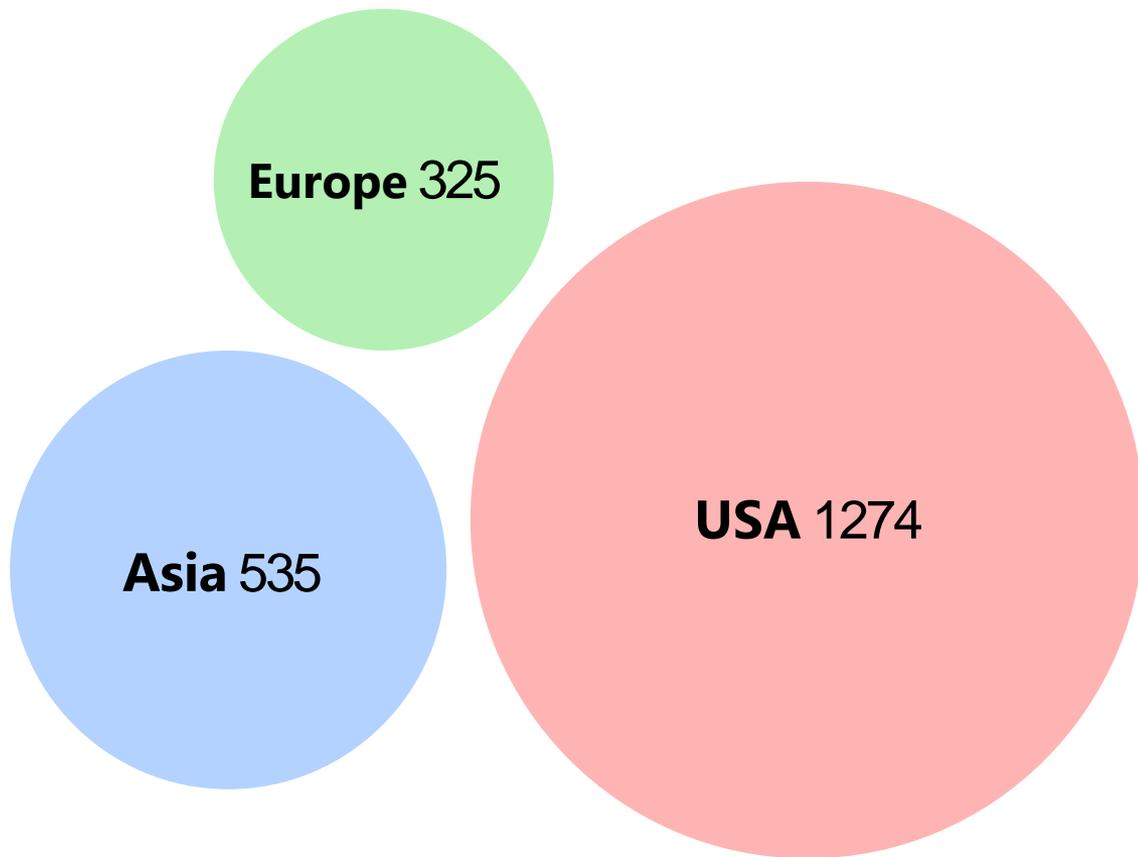
Countries

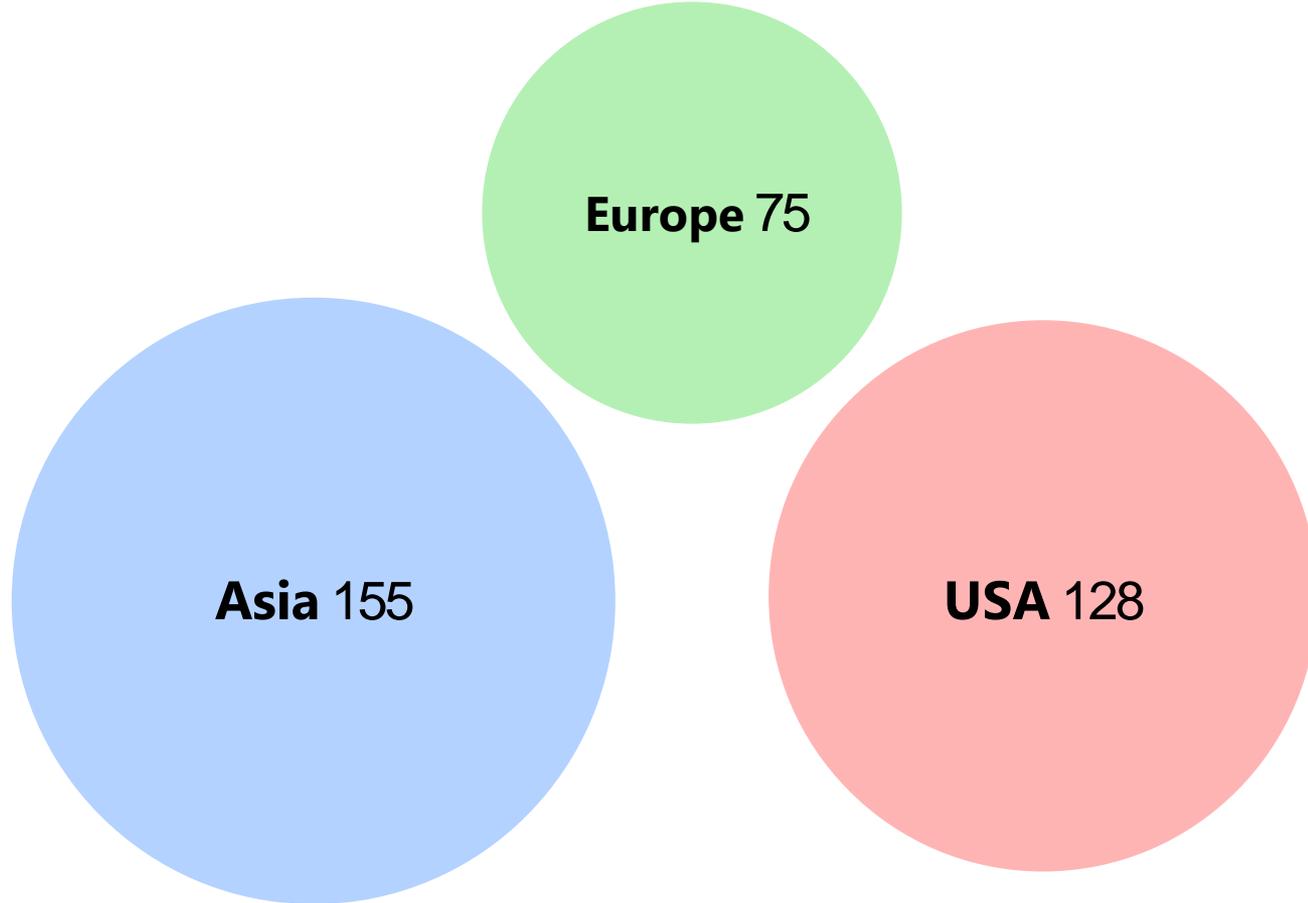
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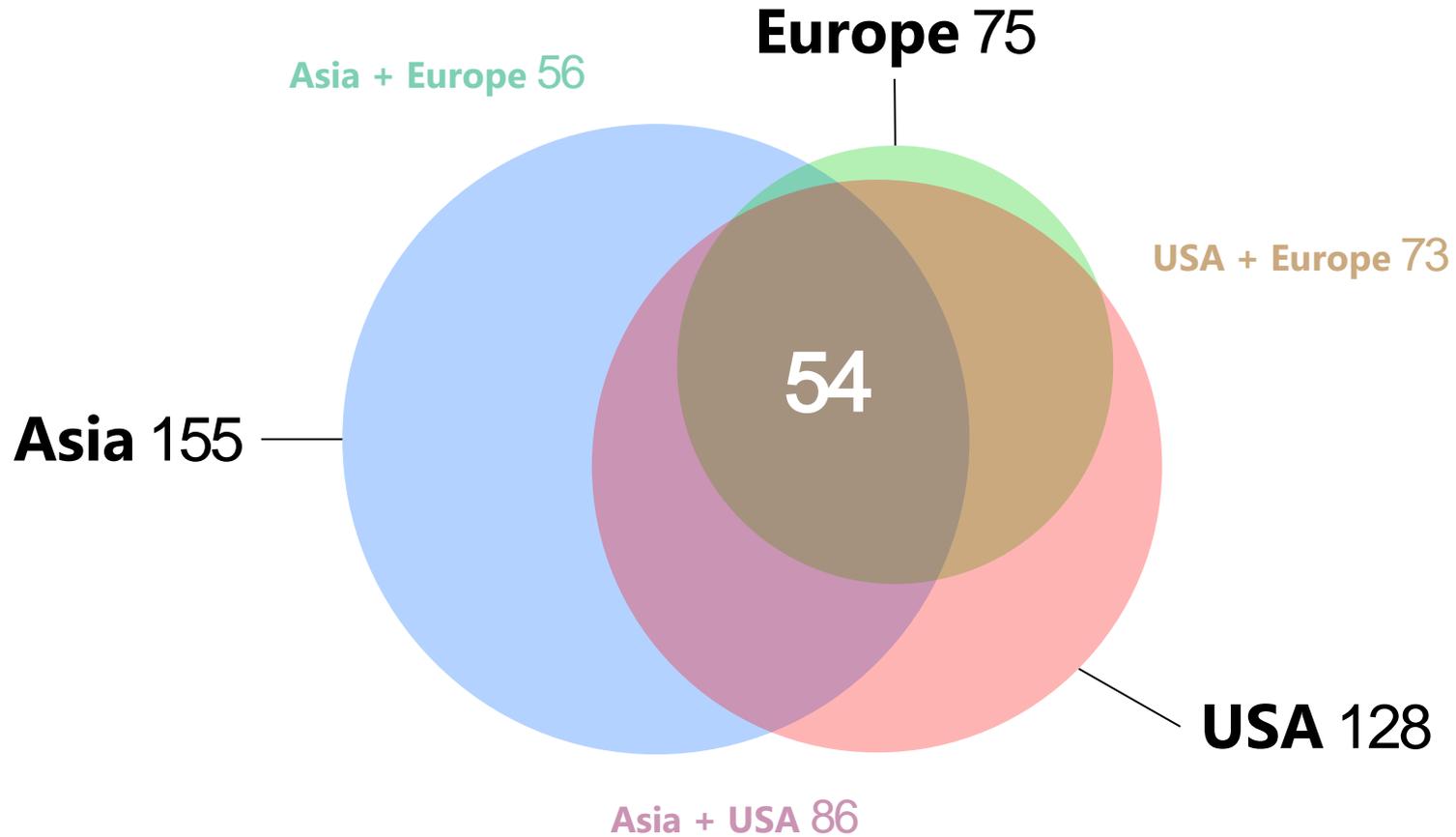




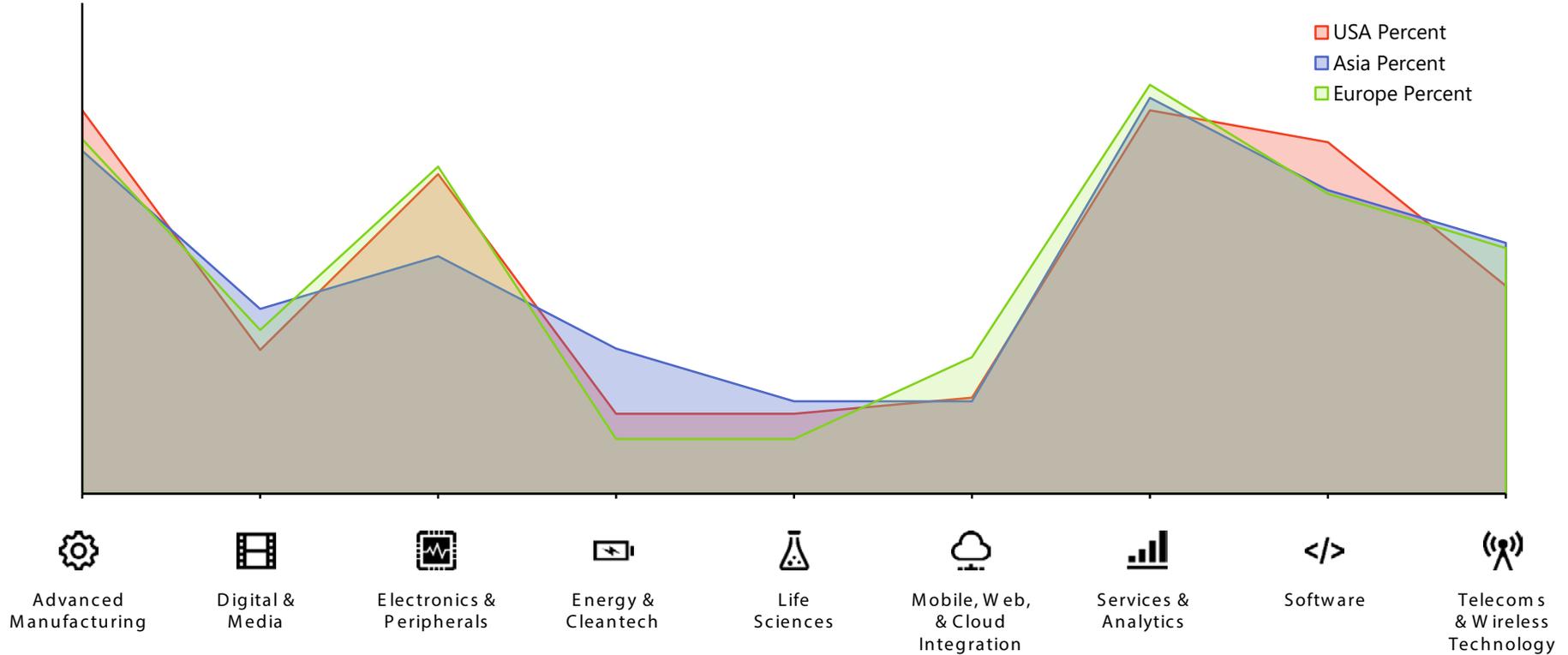




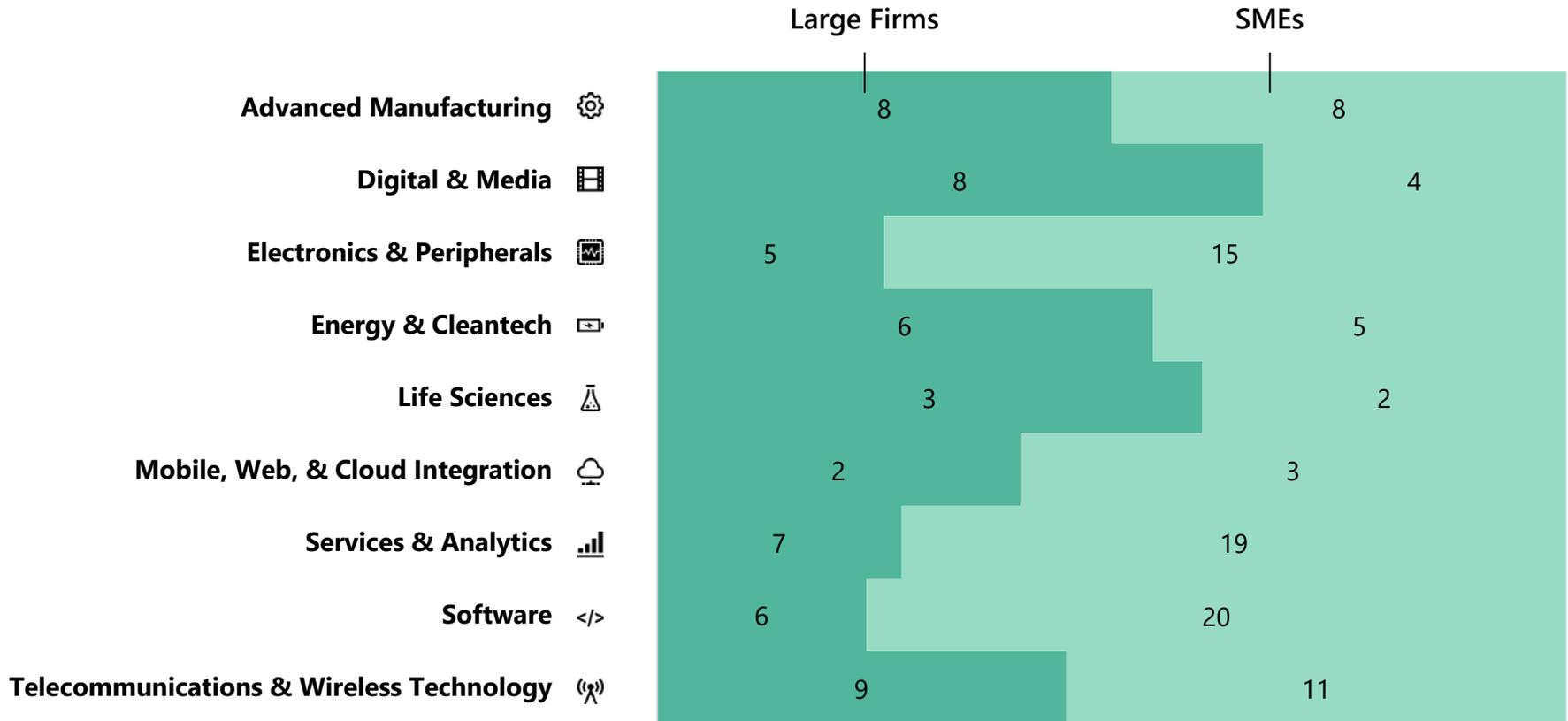


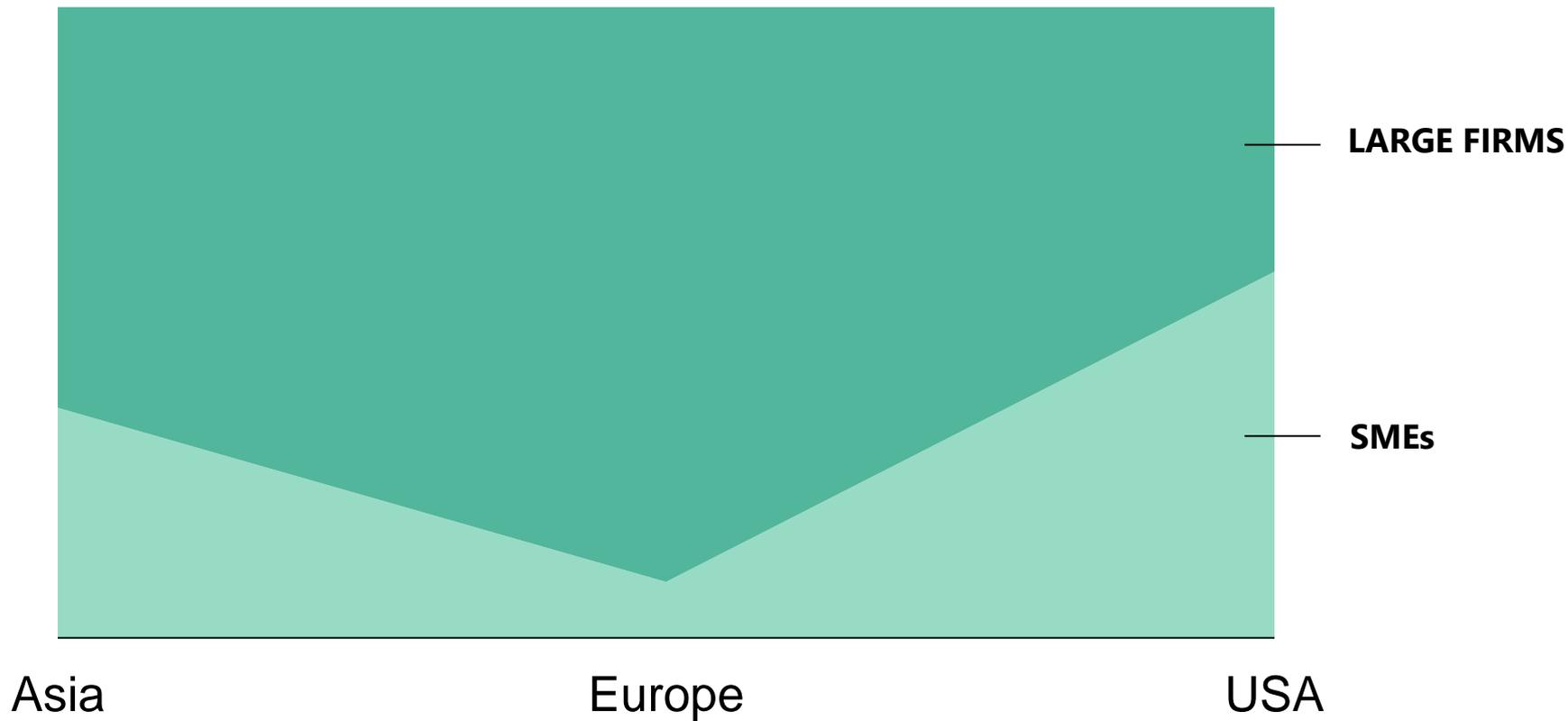


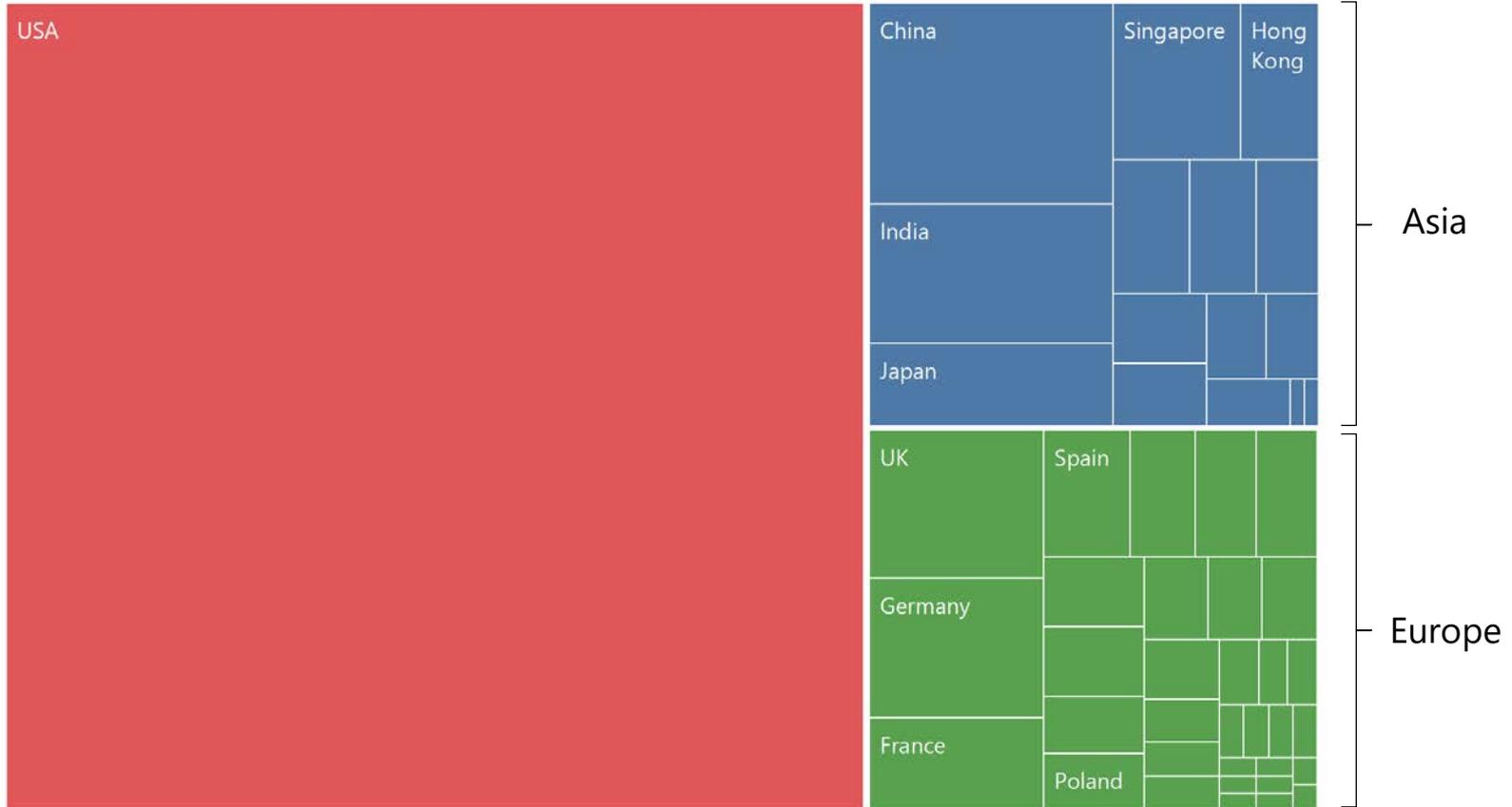
Multi-market Company Sectors: By Percent



Services & Analytics, Software, & Advanced Manufacturing lead the way

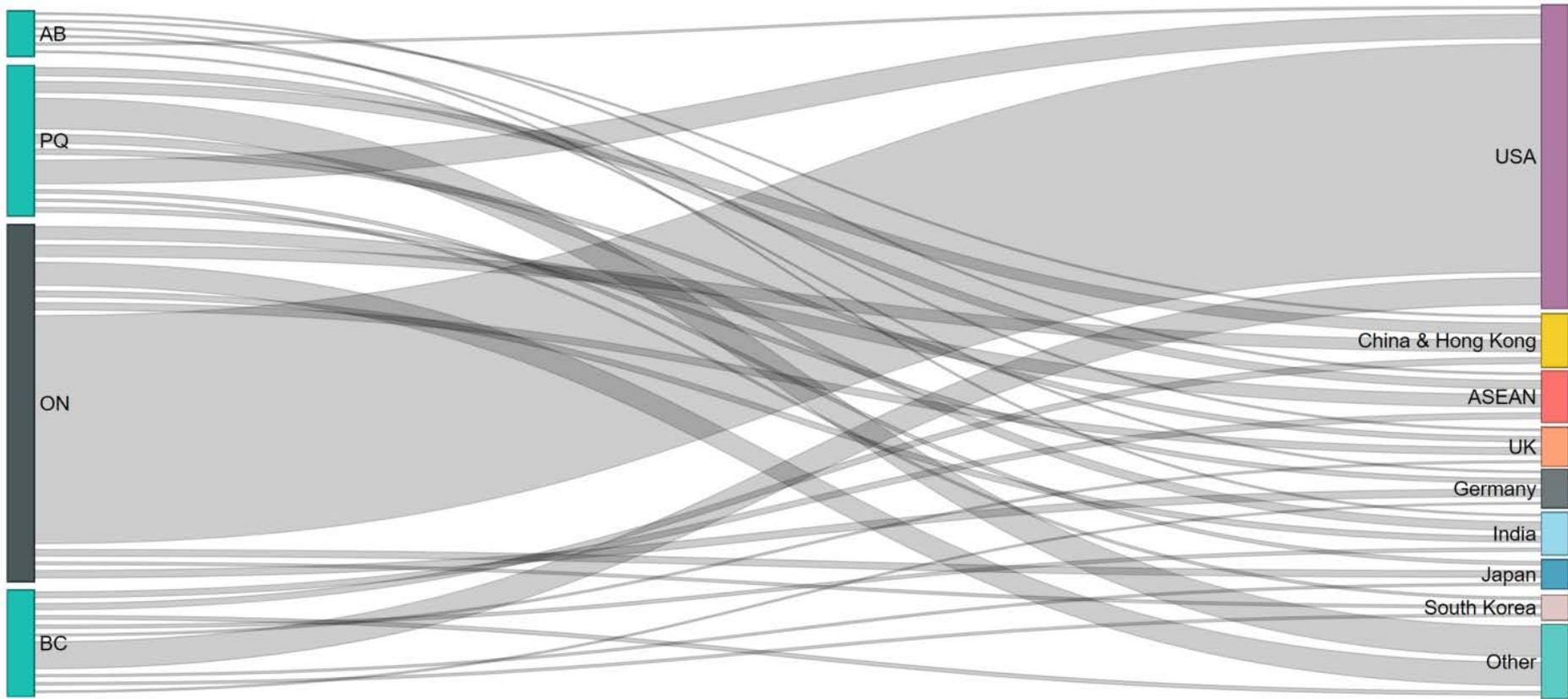




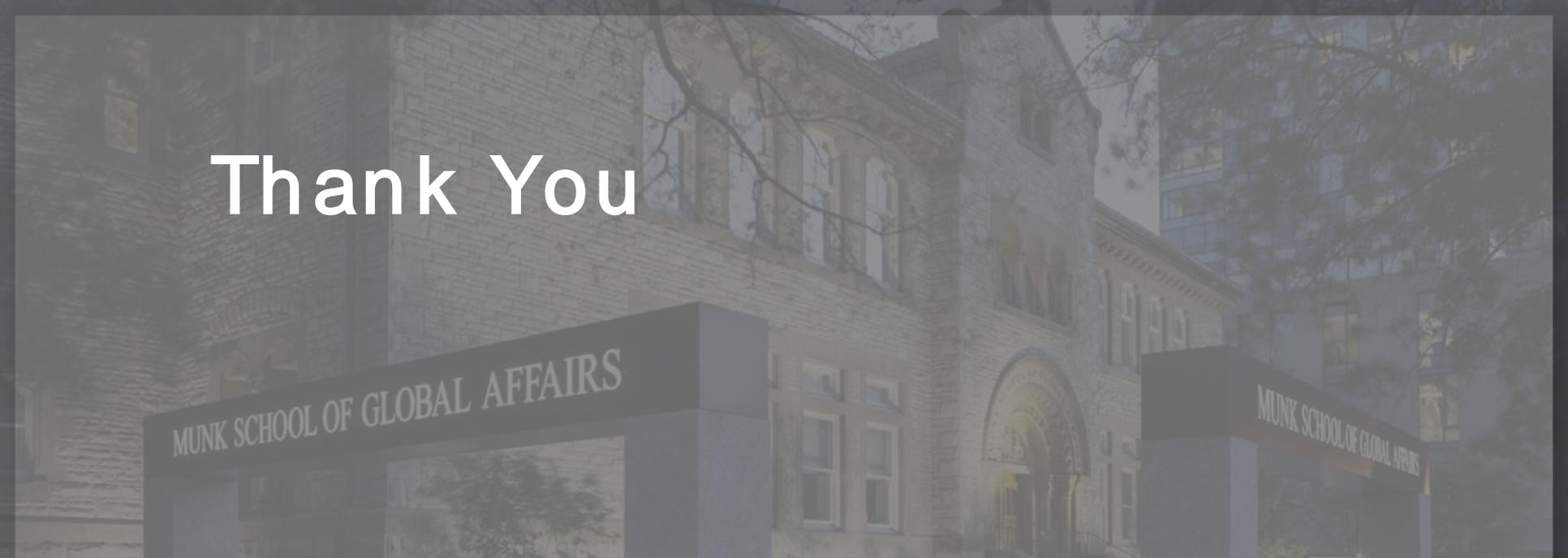


Multinational tech companies: Province HQ → Country Location

25



The USA dominates Canadian tech international locations



Thank You

Deanna Horton,

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Chadwick Meyers

Master of Global Affairs Graduate

Appendix

Advanced Manufacturing

Teknion Corporation
Magna International Inc
Vector Aerospace Corporation
Husky IMS International Ltd
Magellan Aerospace Corporation

Energy & Cleantech

Trojan Technologies Inc.
Cultura Technologies Inc.
Skypower Global
Superior Plus Corp
Nailor Industries Inc

Services & Analytics

Thomson Reuters
Open Text Corporation
Altus Group
Gxs, Inc.
Softchoice Corporation

Digital & Media

Creative Media Development, Inc.
Espial Group Inc.
Livenote Inc.
Marketwired
Scribblelive Technologies Inc.

Life Sciences

Chemtrade Chemicals US LLC
KIK Custom Products Inc
Prestone Products Corporation
Aralez Pharmaceuticals Inc
Bio-Lab, Inc.

Software

Open Text Corporation
Constellation Software Inc
Thomson Reuters
Softchoice Corporation
Quadramed Corporation

Electronics & Peripherals

Reliable Controls
Cgi Technologies and Solutions Inc.
Onex Corporation
Celestica LLC
SMTC Corporation

Mobile, Web, & Cloud Integration

Blackberry Limited
Open Text Corporation
The Descartes Systems Group Inc
Good Technology Corporation
Gxs, Inc.

Telecommunications & Wireless Technology

Mitel Networks Corporation
Xpedite Systems, LLC
Blackberry
Enghouse Systems Limited
Nortel Networks Corporation