



Doing Business in Canada

“Quelques arpents de neige”

NELSON CHAMPAGNE

AVOCATS • LAWYERS

Nelson Champagne is primarily a business-law firm. Located in the historic Windsor Station in the central business district of Montreal, the firm was established in 1996 and combines a corporate and commercial law and insurance litigation practice. Tax was added, and the practice has grown to encompass a variety of fields complementary to the original core business.

We are problem-solvers and advisors. We inform our clients of both the strong and weak aspects of their situation, help them to see their options clearly in order to make reasoned and informed decisions.

Corporate and Commercial Law

- Mergers and acquisitions
- Commercial agreements

Taxation and Estate Planning

- Freezes, roll-overs, trusts, re-structuring

Litigation

- Commercial (including employment matters)
- Injunctions; including Anton Pillar orders
- Collections

Insurance

- Professional liability defence work

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Overview



Canada Today

Scale and Scope

Government: Federal, Provincial, Municipal

Our Neighbours to the South

The Great Wealth Transfer

Who are Canadians Today?

Canada has more than doubled in size since the 1960s. Today, the population is over 40 Million, and 2023 saw the highest percentage of annual growth (3.2%) since 1957.

As with many nations represented here today, most of Canada's recent growth is due to immigration, with temporary residents -- which includes foreign workers and international students -- making up the largest proportion of newcomers. While our population density may appear very low to many, at only 4 per Km² (11 people per mi²), strain from the rapid growth is evident. The median age is 40.5 and contrary to imagery, 80% urban.



1	Toronto	2,600,000	6	Winnipeg	749,607
2	Montreal	1,762,949	7	Mississauga	668,549
3	Calgary	1,019,942	8	Vancouver	600,000
4	Edmonton	1,010,899	9	Brampton	593,638
5	Ottawa	812,129	10	Quebec	531,902



A Country Rich in Resources

Energy Resources

- Natural gas, crude oil, crude bitumen, coal

Mineral Resources

- Gold, nickel, copper, zinc, iron, molybdenum, uranium, potash, and diamonds

Top Industries

- Commercial Banking
- Gasoline & Petroleum Wholesaling
- Automotive (retail)
- Gasoline & Petroleum Bulk Stations
- Oil Drilling & Gas Extraction
- Supermarkets & Grocery Stores



Canada has the longest coastline in the world, measuring over 200,000 km

O Canada

The telephone was invented in Canada.

Alexander Graham Bell, an immigrant from Scotland, is recognised as the **inventor of the telephone** in 1876



British Columbia has over 60 million hectares, or **149 million acres**, of forested land

This is larger than Germany and France combined



Canada ranks **4th globally** for its education system

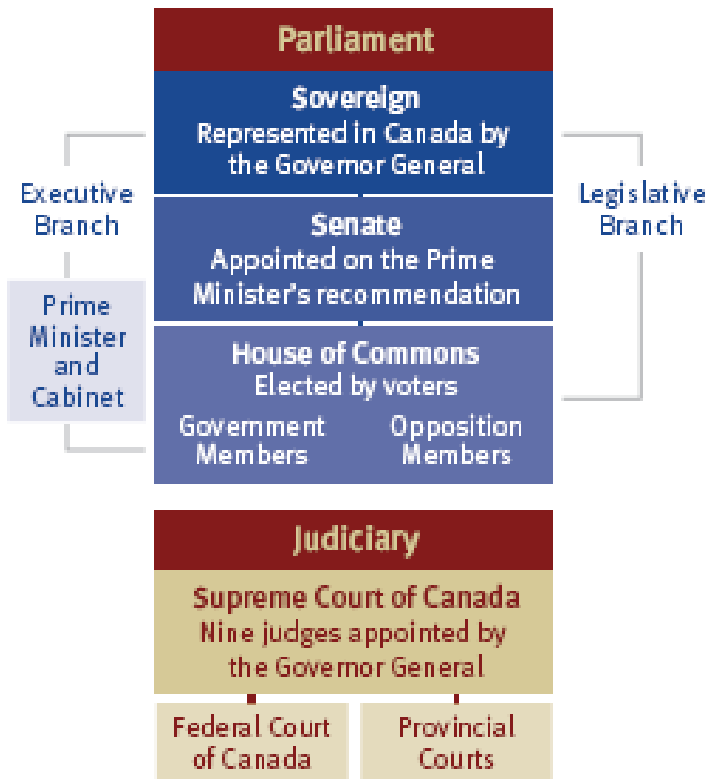
It enjoys an employability rate of **61.8%**



Canada is so big that it occupies **six time zones**



Canadian Government



Our country is a federal state, a parliamentary democracy and a constitutional monarchy



Canada is a parliamentary democracy: its system of government holds that the law is the supreme authority. The Constitution Act, 1867, which forms the basis of Canada's written constitution, provides that there shall be one Parliament for Canada, consisting of three distinct elements: the Crown, the Senate and the House of Commons. However, as a federal state, responsibility for lawmaking in Canada is shared among one federal, ten provincial and three territorial governments.

PEACE, ORDER, AND GOOD GOVERNMENT



The provinces have the authority to make laws about education, property, civil rights, the administration of justice, hospitals, municipalities, and other local or private matters within the provinces.



*Canada is equally tall
and wide*

Canada is the second-
largest country in the
world

- Alberta
- British Columbia
- Manitoba
- New Brunswick
- Newfoundland & Labrador
- Northwest Territories
- Nova Scotia
- Nunavut
- Ontario
- Prince Edward Island
- Quebec
- Saskatchewan
- Yukon

"Living next to you is in some ways like sleeping with an elephant. No matter how friendly and even-tempered is the beast, if I can call it that, one is affected by every twitch and grunt."

Pierre Elliott Trudeau

“The Closest of Allies”



Let the 5,000-mile border between Canada and the United States stand as a symbol for the future. No soldier stands guard to protect it. Barbed wire does not deface it. And no invisible barrier of economic suspicion and fear will extend it. Let it forever be not a point of division but a meeting place between our great and true friends."

Ronald Reagan

So close

yet still distinct

Canada's unique historical experience in resisting revolution and republicanism (in contrast to the United States) has contributed to less societal emphasis on individualism and more support for communitarianism and government activism, such as wheat pools and the health care system.



The majority of Canadians, approximately **90%**, live within **200 kilometers** of the U.S. border.



Canada and the USA enjoy the world's most comprehensive trading relationship. We are each other's largest trade partners with nearly **\$3.6 billion** (US\$2.7 billion) worth of goods and services crossing the border each day in 2023.



Our **differences** can be seen in the system of measurement, role of religion within society, English and French as official languages. Civic values trend to the more liberal in Canada with commitments to socialized health and education.



The Canada–USA border is the **longest international border in the world**. The boundary (including boundaries in the Great Lakes, Atlantic, and Pacific coasts) is 8,891 km (5,525 mi) long



Looking Ahead



Opportunities

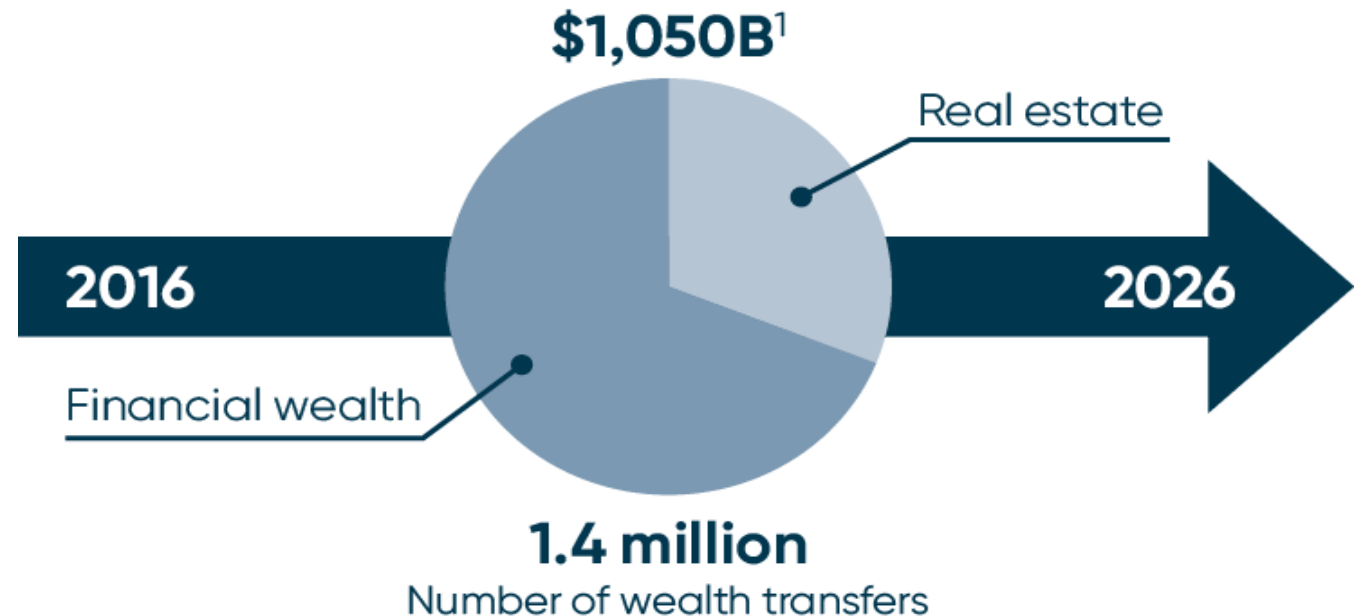


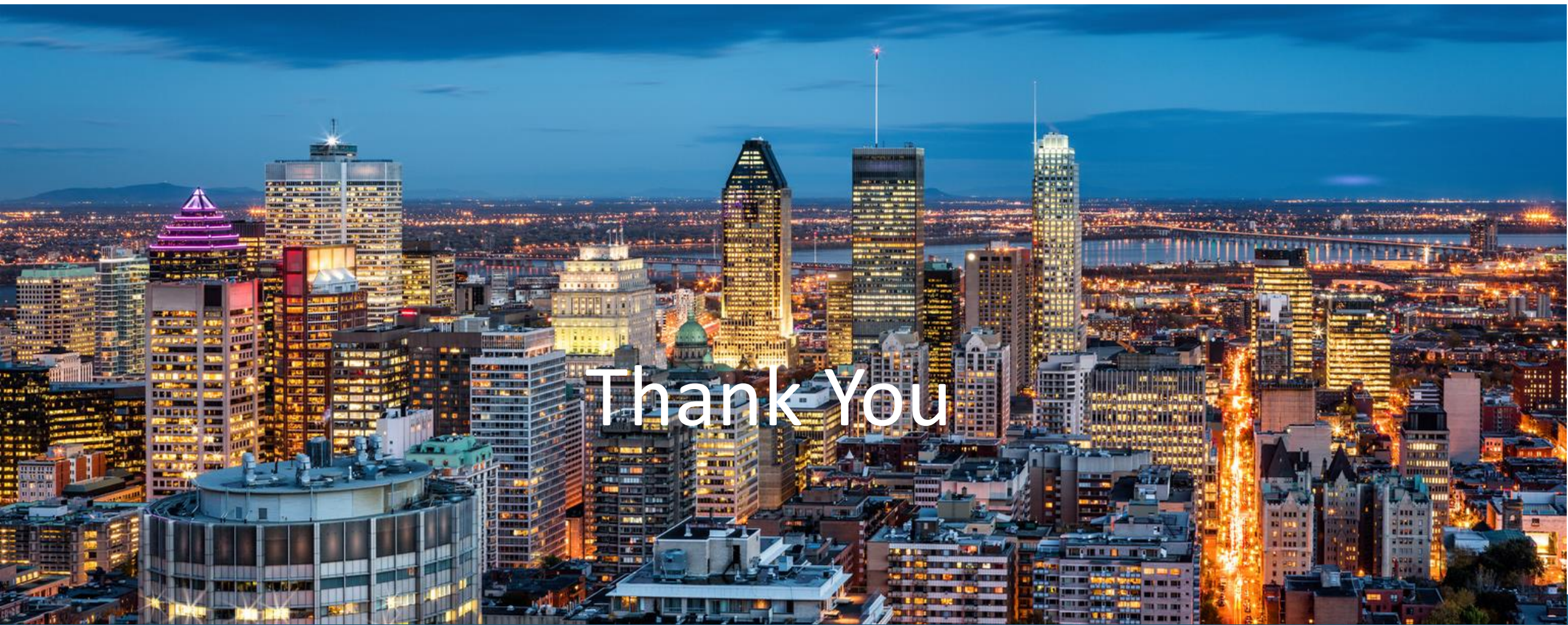
The Great Wealth Transfer

As Baby Boomers, who represent the largest age cohort in Canada, look to retirement, many are considering options for the transfer of wealth across generations.

This has led to what is referred to as “The Great Wealth Transfer,” the ongoing transfer of wealth that will see approximately **\$1 trillion passed on by baby boomers to Gen Xers and millennials by 2026**, the largest intergenerational transfer of wealth in Canada’s history.

Opportunities for the transfer and sale of small businesses as well as optimized planned giving both before and after death are front and centre.





Thank You

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