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*Please note that the views expressed by our partners in this newsletter do not necessarily reflect the official position of the CABC.
Dear CABC Members and Supporters,

2016 has thus far been a tremendous year for the Council. In just a few short months, the CABC has welcomed six new members, including our first two Academic Members, Ryerson University and HEC Montréal. We’ve also launched our Patron Member funding program, and are very pleased to announce Scotiabank as our first Founding Patron Sponsor.

Of crucial future importance we soft-opened our new Canada office based in Calgary, with a formal opening to be announced later in May.

Top on our list of priorities has been the 2016 Canada-ASEAN Business Forum, which we’re excited to announce will take place on September 7-8, at the Shangri-la Hotel, Jakarta, Indonesia. We look forward to another highly successful event, comprising over 250 top decision makers from both Canada and across ASEAN.

We’ve also been busy in our pursuit to provide members with the knowledge they need to do business in ASEAN. In collaboration with the University of British Columbia and the Asia Pacific Foundation, CABC is running the 2016 Survey of Canadian Business in ASEAN, for release at the Forum in September. We’ve also been engaged with Singapore Management University and CABC Member Norton Rose Fulbright on a study regarding the challenges of legal integration within the ASEAN Economic Community. Lastly, we’ve taken initial steps towards producing a report outlining the economic necessity for a Canada-ASEAN economic agreement – more on this to come.

These reports will be important tools as we continue our advocacy efforts throughout the year, such as our upcoming briefing with the ASEAN Economic Ministers in Laos this August. On that end, the Council also held important meetings with Canada’s policy-makers, briefing Canada’s Foreign Affairs Minister, the Hon. Stéphane Dion, on the CABC and our members’ successes and concerns during his visit to Singapore in April. We are also enjoying productive dialogues with the Prime Minister’s Office, the Minister of Foreign Affairs and the Ministry of International Trade offices, whom I met in Ottawa last March.

The CABC has been working closely with Canada’s new Mission to ASEAN, and strongly welcomes Canada’s first dedicated Ambassador to ASEAN, H.E. Marie-Louise Hannan. We look forward to continuing our positive collaboration with Ambassador Hannan and her team to advance Canadian trade policy in the region.

Lastly, we would like to give a special thanks to Canada’s High Commissioner to Singapore, Her Excellency Heather Grant. Her support of the Council over the past three and a half years has been duly appreciated, and we wish her all the best as she leaves Singapore in July.

I look forward to engaging with all our valued members and supporters over the next months, and welcoming you to our Forum. Please don’t hesitate to get in touch with me via president@canasean.com, or through our Executive Director at greg.ross@canasean.com.

Sincerely,

Wayne C. Farmer
The Canada-ASEAN Business Council is thrilled to announce the 3rd Canada-ASEAN Business Forum.

As the CABC’s key event of the year, the Canada-ASEAN Business Forum will bring together over 250 business leaders and senior government officials from Canada and Southeast Asia. This two-day Forum will feature keynote addresses, focused industry breakout sessions, and tailored networking opportunities.

**When: September 7-8, 2016**
**Where: The Shangri-La Hotel, Jakarta, Indonesia**

**What can guests expect?**

In addition to hearing from some of the top players in Canada-ASEAN business, guests can expect targeted sessions on the sectors which are most crucial to Canadians doing business in the region. Breakout sessions will include:

- Innovation and Disruptive Technology,
- Agriculture and Agrifood Business
- Infrastructure
- Financial services
- And many more!

**Who is expected to attend?**

This invite-only event includes senior-level participants from Canada and across ASEAN, both in government and the private sector.

Last year’s distinguished roster of speakers included the Secretary General of ASEAN; the President & CEO of Sun Life Financial; and the Group Head and CEO, Global Banking and Markets, Scotiabank. We expect a similarly-high calibre of speakers at this year’s event.

[Click here for our Promotional Video!](http://www.redgate.net.cn)

For more information about the Forum please email greg.ross@canasean.com

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Canada has a long-standing history of engagement in Southeast Asia, and has been a key partner of the Association of Southeast Asian Nations (ASEAN) for over 39 years. Recognising the importance of this growing region, the Canadian government has been expanding its diplomatic footprint in Southeast Asia. In January 2016, Canada appointed its first dedicated Ambassador to ASEAN, Marie-Louise Hannan, and opened the doors of its expanded Mission to ASEAN in Jakarta.

This is an exciting time for Canada to be ramping up its engagement in ASEAN, a region that boasts impressive economic figures. If ASEAN were one economy, it would be the seventh largest in the world, with a GDP of nearly $2.6 trillion in 2014. ASEAN has a young and dynamic population of over 600 million people, and a potential market that is larger than that of the European Union or North America. Given that the ASEAN Secretariat is based in Jakarta, this strategic move demonstrates the Canadian government’s strong commitment to the region.

The CABC recently had the opportunity to sit down with Ambassador Hannan to discuss her vision for the Canadian Mission to ASEAN, and her thoughts on trade and investment with the region.

CABC: Welcome onboard, Ambassador. You have spent much of your career in Asia, including diplomatic postings to Canadian missions in Taiwan and Malaysia, and shorter assignments in both China and India. Would you say you have a “coup de coeur” for the region?

Ambassador Hannan: I’d say something has always drawn me to Asia. I was fortunate to have some early influences in life that led me to make deliberate choices in terms of studies, which in turn led to some fascinating and formative experiences in Asia that sparked a lifelong interest in international relations. When I was a primary school student in Orillia, Ontario, my family assisted with the resettlement of a family from Vietnam in our community, and they became good friends. Later, I chose to study Mandarin at university and participated in a summer study course in Hangzhou, China during the summer of 1989, at the time of the Tiananmen Square incident.

Following university, I was lucky to receive a Rotary scholarship to study Mandarin in Taiwan for a year, and to continue following a path that kept leading me back to Asia. I joined the Canadian foreign service in the hope of serving Canada in Asia.

...Continued
CABC: The ten ASEAN Member States collectively represent Canada’s sixth-largest merchandise trading partner. In which sectors do you believe there are further opportunities for growth?

Ambassador Hannan: I’m excited by the potential to expand our trading relationship with ASEAN and there are many promising areas for growth. In addition to the regionally-focused Canadian Mission to ASEAN in Jakarta, Canada now has diplomatic representation in all 10 ASEAN Member States. We have active trade teams that are working with Canadian and ASEAN businesses to pursue bilateral trade and investment opportunities. We plan to work closely with our trade promotion teams and the CABC to leverage the tremendous opportunities offered by the ASEAN region in many sectors, including agriculture, information and communications technologies, infrastructure and clean technology, as well as education. Canada also offers a wealth of business and investment opportunities to ASEAN Member States, based on our sound economic fundamentals, consistent high ranking as a welcoming business environment, highly educated workforce, low business tax cost for R&D intensive sectors and excellent quality of life.

We recognize that our bilateral trade picture could be further enhanced by a strengthened trade framework with the region. Our trade in services and two-way investment can also be expected to expand in the coming years, and we need to demonstrate our sustained commitment to supporting this growth.

CABC: How will the Mission of Canada to ASEAN support Canadian businesses in the region and attract foreign direct investment from ASEAN Member States to Canada?

Ambassador Hannan: As a new Canadian mission with a clear mandate to manage Canada’s relations with ASEAN, we will aim to raise Canada’s visibility throughout the region and fulfill a leadership role in communicating the substantial investments that Canada is making in the region under each of ASEAN’s three communities (political-security, economic and socio-cultural). In terms of support to Canadian businesses, we will work hand-in-hand with the CABC to reflect the interests of its members to ASEAN decision makers and to highlight Canada’s contribution to the economic fabric of this growing region. By virtue of the regular travel that I will undertake to each ASEAN member state, I will raise awareness of Canada’s commitment to the region and to Canada’s welcoming environment for foreign investment.

CABC: Canada and ASEAN are party to a Joint Declaration on Trade and Investment (JDTI) and are implementing commitments in this agreement as part of their new 2016-2020 work plan. What are some of the key initiatives the mission is planning to undertake as part of this work plan?

Ambassador Hannan: We have agreed on an ambitious but achievable work plan together with ASEAN. There are high expectations for us as a long-standing ASEAN Dialogue Partner with a newly enhanced presence in the region. Next year, 2017, will be particularly important as we mark several significant milestones. This will be the 40th anniversary of our Dialogue Partner relationship with ASEAN, as well as the 50th anniversary of ASEAN and, of course, it is also Canada’s 150th Anniversary. We plan to commemorate all of these important events with great enthusiasm. Under the ‘economic pillar’, our programming will foster the development of SMEs in the region and increase their access to regional and global value chains, and will support project selection and preparation to be accomplished via public-private partnerships. Our work plan also includes raising the profile of ASEAN in Canada through targeted outreach. Finally, we will work on defining the baseline used to measure our progress toward the goal of doubling Canada-ASEAN trade and investment by 2020. We will work with CABC to ensure we are including all meaningful elements that contribute to Canada-ASEAN economic relations.

...Continued
CABC: The ASEAN Economic Community (AEC) was launched at the end of 2015. What are your preliminary thoughts on this exciting development in the region? What might the AEC mean for Canada’s Asia-Pacific trade agenda?

Ambassador Hannan: The launch of the AEC represents an important milestone toward the goal of achieving regional economic integration, a promising development with wide-ranging implications. The new AEC Blueprint 2025 charts out ASEAN’s ambitious economic integration plan for the next ten years. Its focus is on creating a highly integrated and cohesive economy, one that is people-oriented and people-centered, as well as being truly global and competitive. The countries involved face many opportunities and challenges, particularly when it comes to integrating the diverse national economies of the region.

From a Canadian perspective, the potential for the seamless movement of goods, services, investment, capital and skilled labour in the region matters greatly. In theory, Canadian businesses will be able to trade with and invest in the region more easily, and many complex systems will be simplified. This remains a work in progress, however, and while many tariffs have been eliminated and the movement of skilled workers has improved, rising non-tariff barriers are presenting new and critical challenges. Through Canada’s ASEAN Regional Development Program, we are providing development assistance funding to help address some of these issues.

It is also important to highlight that ASEAN is party to a number of existing free trade agreements – in addition to the internal ASEAN Free Trade Area, ASEAN now has FTAs with six partners (China, India, Australia, New Zealand, Japan and Korea) and is attempting to consolidate these agreements under one umbrella through the ongoing Regional Comprehensive Economic Partnership (RCEP) negotiations. Canadian officials are monitoring these developments closely as we seek to deepen our own economic engagement in the region. Each new development has a number of possible impacts on Canadian interests, so the evolution of regional bodies and agreements is of importance to us at the Canadian Mission to ASEAN, and we will continue to assess the implications for Canada going forward.

CABC: As the Canadian Ambassador to ASEAN, what are your personal priorities over the next year?

Ambassador Hannan: Ambassador Hannan: Leading an expanded mission is a job in itself! I am lucky to be supported by a team of dedicated professionals at the Mission of Canada to ASEAN, so creating and maintaining a high performing team is my first priority. I aim to raise Canada’s profile and influence in ASEAN and enhance our trade and economic profile. In this regard, we are looking forward to welcoming the CABC, Canadian and ASEAN businesses to Jakarta in early September for the CABC Business Forum – an important event that will help build connections and promote business development in the region. I am also focused on working toward membership for Canada in the East Asia Summit, and ensuring that we continue to execute effective regional development programming. Looking ahead to 2017, we will be squarely focused on marking the 40th anniversary of our Dialogue Partner relations, and we invite CABC members to join in these celebrations.

Visit the Mission of Canada to ASEAN at http://www.international.gc.ca/asean

@CanadaASEAN

www.facebook.com/CanadaASEAN
CABC Upcoming Events and Initiatives

2016 Survey of Canadian Business in ASEAN

The Canada ASEAN-Business Council, in partnership with the University of British Colombia’s Institute of Asian Research and the Asia Pacific Foundation, is undertaking a survey of Canadian businesses in ASEAN— a follow up to the 2013 CABC/UOB Business Survey. This survey will cover the successes, failures and challenges of doing business in ASEAN.

The CABC will be connecting with each of its members and partners over the coming months for participation in this exciting initiative. Survey results will be announced at the Canada-ASEAN Business Forum in September.

Survey on Improving Connectivity within ASEAN’s Legal Systems to Address Commercial Issues

The SMU School of Law, in partnership with the Canada-ASEAN Business Council and NortonRoseFulbright LLP, is gathering feedback on various aspects of ASEAN legal connectivity and obstacles faced by business operating within the region.

The feedback from the survey will allow analysis of the problems raises and proposals for possible improvements to the legal environment of ASEAN. Please complete the survey here. Survey Link.

To view the complete cover letter from the research team to participants, please click here.


Vietnam is a dynamic country, with enormous unrealised potential. A significant ASEAN economy, that has recently signed a number of trade agreements and partnerships, including TPP, AEC, and a European FTA. Vietnam has also had challenges realising it’s potential as an investment destination. An IT, software, and start-up boom has been underpinned by an enormous manufacturing investment in the last decade, from the likes of Intel, Samsung, and LG, as well as a deeply embedded entrepreneurial character.

Together CABC and the Canadian Chamber of Commerce Vietnam, are organising the first Canadian themed start-up seminar in Vietnam, with lead sponsorship from the Canadian Start-Up investor – Wesley Clover. We will look at the opportunities and the challenges for start-ups in Vietnam and in emerging markets. Details will be forthcoming, but the event will be organised May 27th, 2016 in HCMC, Vietnam. For more information or to pre-register, please email: startup@canchamvietnm.org.

When: May 27th, 2016
Where: Ho Chi Minh City, Vietnam

For further questions about any of our upcoming events or initiatives, please email Greg Ross at greg.ross@canasean.com

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CABC Upcoming Partner Events

Canada-Asia Business Summit

Canada Bangladesh Chamber of Commerce and Industry (CanCham, Bangladesh) is delighted to host the Canada Asia Business Summit in Dhaka, Bangladesh during 24-25 November 2016. The Summit will present opportunities for Canadian Business Companies operating in Asia as well as for those who will come from Canada for a rich intermix of discussion on business in Asia Pacific Region and its economics. For more information, please see http://www.canchambangladesh.org/docs/cabs_flyer_16.pdf

Unlocking the Power of Trade: The 2016 Corporate Affairs Forum

The Fullerton Hotel Singapore, Tuesday May 10 - Discounts for CABC members
Recent changes at the top of government, the opening of markets such as Myanmar, outline agreement on the new Trans-Pacific Partnership (TPP) and a wide range of trade deals and cross-border regulations have created a wealth of new challenges and opportunities for business. The 2016 PublicAffairsAsia Corporate Affairs Forum will examine what current developments mean for those responsible for mapping, shaping and responding to the new political, regulatory and operational realities across Asia Pacific. Visit www.publicaffairsasia.com/caf2016 or email events@publicaffairsasia.com using discount code Can Asean 2016 to receive a special US$100 partner discount off prevailing rates

CABC Advocacy Updates

CABC Meets with Alberta’s New Economic Minister, the Hon. Deron Bilous

The CABC enjoyed a productive meeting with representatives from the Government of Alberta in Hong Kong in March, including a roundtable discussion with the Hon. Deron Bilous, Minister of Alberta Economic Development and Trade.

The Council is looking forward to working closely with the new Minister and his team to develop its Canadian presence out of Calgary.

CABC Meets with Canadian Minister of Foreign Affairs, the Honorable Stéphane Dion, PC MP

CABC President Wayne Farmer, Vice-President Franca Ciambella, and Executive Director Greg Ross sat down With Minister Dion and his staff, during the Minister’s visit to Singapore in early April.

After providing a detailed overview of the Council’s accomplishments and upcoming initiatives, the Council discussed ways in which Global Affairs Canada can provide support to the Canadian private sector in ASEAN. Minister Dion affirmed that ASEAN remains a priority market for the new Liberal Government, and they look forward to engaging further with the region.
Welcome to our new Sponsorship Chair, Joshua Brown.

Mr. Brown was appointed as Tractus Asia’s first Country Manager for Singapore in July 2015. He represents Tractus in-country and manages a portfolio of business with ASEAN and India-focused clients in addition to responsibilities as a member of the firm’s Strategy and Implementation and Corporate Finance practice groups. Before relocating to Singapore, Mr. Brown led Tractus’ engagements in Myanmar, including advising on direct investment decisions, market entry strategy and opportunity due diligence.

Mr. Brown has spoken extensively on the topic of ASEAN with a specific focus on Myanmar at forums in Toronto, New York, Bangkok, Hong Kong, Vietnam and Singapore. As one of the earliest business advisors on the ground following the suspensions of US sanctions, Mr. Brown’s opinions on Myanmar are regularly sought and have been printed in regional media as well as in the Nikkei Asian Review, Washington Post, Globe and Mail and Christian Science Monitor. See below for an article written by Mr. Brown, featured in the Globe and Mail on March 30th.

Joshua Brown

The Trans-Pacific Partnership is the most significant and encompassing trade agreement yet contemplated. The 12 countries represent nearly 40 per cent of global gross domestic product.

There will be winners and losers but, if ratified, Canada will be better for it. Improvements to conditions for trade in goods and services promised by the agreement will awaken ever more Canadian multinationals to the advantages of shifting operations around the globe and make them more competitive internationally. Crucially, it will help level the playing field for small and medium-sized Canadian manufacturers venturing abroad for the first time.

The agreement aggressively tackles tariff and non-tariff barriers but, perhaps more importantly, provides a wide and deep set of rules for fair play.

Granted, the TPP will also accelerate the natural pace of production offshoring and outsourcing. Many players will say the agreement is a threat to Canadian jobs. But the most ominous threat is that of lost competitiveness should Canada fail to join a deal ratified by its current signatories.

Despite warnings from Canada’s manufacturing sector about the prospective, sudden loss of jobs to cheaper production locations, manufacturing outsourcing and offshoring won’t happen overnight. Canadian employment in manufacturing declined at a gradual rate of 0.7 per cent a year between 1995 and 2014; the TPP will not dramatically accelerate that.

Sophisticated industrial supply chains are relatively inelastic. Automotive parts manufacturers and final assembly factories of global car makers, for example, do not site production capacity investments on a whim. Companies do not make multimillion-dollar investment decisions based on local content requirements or import tariffs alone.

Canada’s manufacturing base is not solely borne of protectionist policies. The country has solid advanced-manufacturing fundamentals and a skilled work force. Changing tariff schemes will have a major impact, though – particularly on cost-sensitive, low-value-added industries such as textiles and garments.

Vietnam, a TPP signatory, stands to gain the most, with about 28.4 per cent more exports by 2025 with TPP than without. Apparel and footwear could see exports increase by 45.9 per cent. ...Continued
Malaysia also stands to benefit. The country’s manufacturing value proposition is helped by skilled and relatively low-cost labour availability, excellent industrial infrastructure and its high ranking – 18th of 189 economies – on the World Bank’s Ease of Doing Business Index.

Our Canadian advanced manufacturing clients, meanwhile, consistently cite trade agreements and tariff barriers as among the least important factors in deciding where to invest in new facilities.

For the types of manufacturing Canada is seeking to attract and retain, quality of infrastructure, access to skilled talent, proximity to customers and suppliers, and ease of doing business are far more important. When we asked our top Canadian automotive parts manufacturing clients, none said they expect the TPP to dramatically affect where they make their products. They are already manufacturing in Canada and around the globe.

Indeed, many leading Canadian companies will take advantage of newly opened markets, reduced or eliminated restrictions on foreign ownership and manufacturing, and service delivery cost and quality improvements offered by some TPP economies.

Low-value-added, cost-driven and labour-intensive work will be the first to go. Despite occasional talk about on-shoring, this type of low-value, commoditized work has been moving offshore for decades.

Supply-chain disintegration has helped top-performing Canadian companies draw on the strength of intermediate goods producers around the world. The TPP improves conditions for companies already working to optimize global supply chains and produce where it makes the most sense – these companies are focused on building and defending core competencies not easily replicated overseas.

Innovative, value-creation work will remain in Canada. Lower local content requirements and reduced tariff and non-tariff barriers do not substantially change Canada’s fundamental value proposition. This remains an excellent place to create and bring to market new products and services.

The TPP introduces new market access for Canadian companies in key markets and varied industries such as professional services, beef and pork production, and industrial machinery exports. Exporters traditionally reluctant to reduce their dependence on the U.S. market will need to focus on achieving sales growth in new international markets as Canada’s historical NAFTA tariff advantages are diluted by the TPP.

Pursuing an emerging-market strategy in some TPP economies will require exporters to understand where best to make their product and how location decisions permit advantageous access to large and fast-growing markets in the bloc.

Failing to embrace the TPP is a far more risky proposition than taking it on. Companies in labour-intensive, commoditized manufacturing that drag their feet on outsourcing and offshoring risk losing their competitive edge as producers in Asia continue to drive down market prices. Those who neglect to address the deal’s new export opportunities are leaving a lot on the table.

The TPP is a complex agreement. Canadian enterprise will have to contemplate not only how its ratification would affect them but how it would affect suppliers, customers and competitors.

Instead of shying away, Canadian companies should be working to understand how they can use it to achieve cost and quality leadership through enhanced global supply-chain management and access to new markets.

The deal is more opportunity than threat.

*Please note that the views expressed by our partners in this newsletter do not necessarily reflect the official position of the CABC
Visa-exempt foreign nationals, such as those from Singapore, are now required to obtain an Electronic Travel Authorization ("eTA") before flying to Canada. To do so, she must now provide her passport particulars, contact information, occupation and previous travel details, and answer questions relating to health, criminality, and immigration via an online application.

The eTA requirement allows the Canadian government to pre-screen travelers for security purposes before they arrive in Canada.

**Who must apply for the eTA?**
Citizens from countries who do not require a visa to enter Canada must apply for an eTA before flying to Canada. Exempt from applying are: Canadian citizens, permanent residents; U.S. citizens (excluding Green Card holders); French citizens who are residents of St-Pierre and Miquelon; commercial aircrew members; citizens of countries that require Temporary Resident Visas to enter Canada; as well as visa-exempt foreign nationals travelling to Canada by land or sea.

For those travelling as a family, each family member, including minor children, requires an eTA. At the start of the online application, there is an option for a parent, guardian, or representative, to complete the application on behalf of their minor child.
Canadian National Railway (CN Rail) is a new CABC member, having set up a Singapore office in 2015 to service its growing cargo owner and ocean liner customer base in Southeast Asia.

As one of Canada’s leading publicly listed companies, CN runs the largest freight rail network in Canada and one of the largest transportation networks in the US. While most would recognize CN as an iconic North American railway company, fewer may know that CN has expanded from its traditional leadership in rail, to work closely with its customers as a world class, end to end supply chain enabler.

What does this mean for ASEAN? Firstly, it helps to understand the CN transportation network. CN is the only transcontinental railroad servicing the North American east coast, west coast and Gulf Coast, with world-class port partners at each coast to enable container and bulk imports and exports. Secondly, within this network, CN runs highly efficient intermodal container terminals, warehousing and distribution centers serving every industry, a mobile short-line transport network, and cargo stuffing and loading facilities along the rail network and at the ports.

Customers exporting to ASEAN are in position to move their cargo through this network to any CN serviced port, and work with CN’s shipping partners to load ASEAN or Asia-bound cargo onto their vessels. CN shipping partners often leverage Singapore as a global container transshipment hub to enable faster processing for onward markets such as Indonesia, the Philippines, Malaysia and Thailand, as well as beyond ASEAN to Indian, Middle Eastern and Chinese markets.

Conversely, an ASEAN exporter or investor to North America can work with CN to develop an efficient shipping route to Canada, as well as a cost-effective, efficient land transportation solution to help their product reach their end customer in Canada or the US. The CN network reaches every major Canadian market, as well as the US industrial and consumer heartlands in the mid-west and east coast regions. As part of forging deeper and more helpful connections with ASEAN partners, CN also helps customers connect with local stakeholders if they are exploring a long-term investment presence within communities served by the CN Rail network.

And why is Canada a particularly attractive trade hub for ASEAN companies? With a lower Canadian dollar, a more stable port labour environment, as well as lower port fees at Canadian ports relative to their immediate US neighbours, companies can save significant dollars within their supply chains by leveraging these advantages. Additionally, through the North American Free Trade Agreement (NAFTA), cargo owners can seamlessly access US markets by rail, after their cargo arrives at a Canadian port.

For further information about CN and its global supply chain solutions, visit [www.cn.ca](http://www.cn.ca) or contact Rohan Belliappa, CN Representative in Singapore at rohan.belliappa@cnworldwide.com.
New Appointment:
Andrew Doherty
Director, Canada

Andrew Doherty: CABC is pleased to announce the appointment of Andrew Doherty as Director, Canada. Andrew joins the CABC with a diverse background in aviation and oil and gas. Andrew will leverage his strong background in sales and business development, focusing on strategic ties in Canada and membership expansion.

Born in Toronto, Ontario, Andrew has lived in Vancouver, Calgary, Edmonton, Toronto and Halifax.

CABC Activity in Canada

Andrew is working hard on the official Canadian Office launch party and meet-and-great to be held in Calgary, Alberta, on May 24. We will be welcoming distinguished political guests, CABC members, and prominent members of the Calgary business community. Stay tuned for formal invitations to the inaugural Canadian CABC event.

Andrew is also working to connect with members of the CABC community currently located in Canada. We welcome all members with representatives residing in Canada who are interested in hearing from Andrew to contact him at andrew.doherty@canasean.com or at 403-708-1575.

CABC New Member Spotlight: Ryerson University

Ryerson is Canada’s leader in innovative, career-focused education and a university clearly on the move. It is a distinctly urban university with a focus on innovation and entrepreneurship. Ryerson is the most applied-to university in Ontario relative to available spaces, and its reputation with business and community leaders continues to rise.

CABC New Member Spotlight: Control Risks

Control Risks is a global, business risk consultancy specialising in political, security and integrity risk. They support their clients through a range of services from providing strategic consultancy, expert analysis and in-depth investigations, through to handling sensitive political issues and providing practical on-the-ground protection and support. Control Risks has been assisting its clients to maximize their opportunities in ASEAN for more than two decades.

Control Risks

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**British Columbia, Canada** is opening its first Trade and Investment Representative office in ASEAN in Manila, with a second office location to follow in Jakarta, both serving the larger ASEAN region. British Columbia Premier Christy Clark will visit Manila on May 26 and 27, during her Spring 2016 Trade Mission to Asia. Organizations interested in joining trade mission activities in the Philippines, please visit: http://www.britishcolumbia.ca/invest/events/trade-mission-to-korea-philippines-and-japan-2016/

Strategically located on Canada’s west coast, British Columbia (BC) lies at the commercial crossroads of the Asia-Pacific region and North America. It has built a strong reputation for producing high-quality goods and outstanding services. Our companies and diverse workforce are skilled and experienced at serving international customers.

BC’s top exports to the ASEAN region include forestry products and safe, high-quality agrifoods products such as apples, poultry and seafood. Because of our location on the west coast of North America, shipping costs to Asian markets are lower and times are shorter than from many competing suppliers.

British Columbia is globally recognized for innovative technology products and services. BC’s ICT and wireless sector includes software-as-a-service and enterprise level B2B solutions, internet-of-things, app development, cloud computing, data analytics, e-commerce and mobile payments, business intelligence, security and fintech. Our aerospace and marine companies specialize in aviation training, aircraft maintenance and repair, ocean technology, and specialty ship design. With British Columbia’s new trade and investment office, there are more opportunities for ASEAN and BC to form partnerships and connections in these sectors, as well as in international education, clean technology, and infrastructure and services.

*For more information on BC’s trade and investment activities in Southeast Asia, please contact Greg Eidsness, Director, Southeast Asia, Ministry of International Trade at greg.eidsness@gov.bc.ca*

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**CABC New Academic Member Spotlight : HEC Montréal**

HEC Montréal is a French-language university institution offering internationally renowned management education and research. The School has been training future managers who contribute to our society’s growth and prosperity since 1907. Its excellence in management teaching and research is recognized worldwide. As proof, HEC Montréal was the first in North America to be awarded the three most prestigious international accreditations in its field: AACSB International, EQUIS and AMBA.

*Please note that the views expressed by our partners in this newsletter do not necessarily reflect the official position of the CABC.*
Pacific Oil & Gas Limited (PO&G), with headquarters in Singapore and Hong Kong, is an independent energy resources development company focused on helping to meet the increasing energy demands of growing Asian economies. In Canada, Woodfibre LNG Limited, a subsidiary of PO&G, is proposing to build a liquefied natural gas (LNG) processing and export facility near Squamish, British Columbia.

CABC Founding Patron Member: Scotiabank

The Canada-ASEAN Business Council is grateful for the support of Founding Patron Member, The Bank of Nova Scotia

CABC New Corporate Member: Pacific Oil and Gas

Pacific Oil & Gas Limited (PO&G), with headquarters in Singapore and Hong Kong, is an independent energy resources development company focused on helping to meet the increasing energy demands of growing Asian economies. In Canada, Woodfibre LNG Limited, a subsidiary of PO&G, is proposing to build a liquefied natural gas (LNG) processing and export facility near Squamish, British Columbia.

Connect With Us!

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*Please note that the views expressed by our partners in this newsletter do not necessarily reflect the official position of the CABC