

CANADÁ 101

# Ecossistema de tecnologia e inovação no Canadá



QUEM SOMOS

Global Startups é uma aceleradora sem fins lucrativos sediada em Toronto que trabalha exclusivamente com startups internacionais e empreendedores recém-chegados ao Canadá.

1. Promovendo Conexões Internacionais desde 2017
2. Aceleradora designada do **Startup Visa Program do Canadá.**
3. Apoiada pela **cidade de Toronto** e pelo **Governo do Canadá**
4. Membro da **Organização Nacional de Capital de Investimento Anjo**



# PORTIFÓLIO

220 Startups Aceleradas

37B Vendas Globais

\$500 M Investimentos levantados



**UNICÓRNIO  
CLOUDWALK**



**UNICÓRNIO  
KONA**

O QUE FAZEMOS

Somos a ponte entre mercados emergentes e maduros, fornecendo suporte operacional e um ambiente favorável no Canadá ao empreendedor que busca o crescimento global.



EXPANDA SEU NEGÓCIO

Expanda para mercados globais utilizando Toronto como plataforma de lançamento, e acesse um ecossistema próspero com oportunidades em diversos mercados.

## Programas

- Market Entry Program
- Startup Visa Program
- Go Global Program
- Bootcamps



# Ecossistema de tecnologia e inovação no Canadá



- Economia orientada para o mercado de Startups
- Alta qualidade de vida
- Inglês como idioma nativo
- Proximidade com o EUA para negócios
- Acordos de negócios com + 50 países



### Global Startup Ecosystem Index: Top Countries

Rank	Country	Rank Change (from 2021)	Quantity Score	Quality Score	Business Score	Total Score
1	<u>United States</u>	–	27.56	164.15	3.66	<b>195.370</b>
2	<u>United Kingdom</u>	–	12.66	36.10	3.79	<b>52.555</b>
3	<u>Israel</u>	–	7.10	34.82	3.15	<b>45.062</b>
4	<u>Canada</u>	–	9.40	22.35	3.51	<b>35.264</b>
5	<u>Sweden</u>	+1	4.68	20.03	3.80	<b>28.502</b>



# Global Innovation Clusters

**US\$ 2 B**

**INVESTIMENTO  
DO GOVERNO CANADENSE  
PARA O FORTALECIMENTO DE  
ECOSSISTEMAS DE INOVAÇÃO  
SETORIAIS PRIORITÁRIOS**

**4 PILARES**

COLABORAÇÃO  
PARA CRIAR ECOSSISTEMAS  
DE INOVAÇÃO DE REFERÊNCIA  
GLOBAL

CAPACITAR FORÇA  
DE TRABALHO QUALIFICADA  
E DIVERSA

ACCELERAR A INOVAÇÃO  
DA INDÚSTRIA  
E A EXPANSÃO DAS SMES

ATRAIR INVESTIMENTOS  
PARA INOVAÇÃO  
E COMERCIALIZAÇÃO





# CANADA'S TECHNOLOGY CENTRES

## VICTORIA

- Big data
- Fintech
- IoT
- Software as a Service (SaaS)

## VANCOUVER

- AI
- Cybersecurity
- Digital entertainment & interactive gaming
- E-commerce
- E-Sports
- Fintech
- Software as a Service (SaaS)
- Web & social media technologies
- Visual effects (VFX) & animation
- VR/AR

## KELOWNA

- Animation
- Digital entertainment & interactive gaming

## SASKATOON

- Animation
- Digital entertainment & interactive gaming
- Enterprise software

## EDMONTON

- AI/machine learning (ML)
- Big data
- Digital entertainment & interactive gaming
- Nanotechnologies
- Software as a Service (SaaS)
- Telecommunications & wireless tech

## CALGARY

- Applied AI/ Machine Learning (ML)
- Communications technology
- Digital media & gaming
- Geomatics & autonomous technologies
- IoT
- Software as a Service (SaaS)

## WINNIPEG

- Data centres
- Digital media & interactive entertainment
- E-commerce
- Insurtech
- Software as a Service (SaaS)

## TORONTO

- AI/ Machine Learning (ML)
- Communications technology
- Cybersecurity
- Digital entertainment & interactive gaming
- Fintech
- Mobile apps
- Software as a Service (SaaS)

## WATERLOO

- AI
- Autotech
- Cybersecurity
- Fintech
- Quantum technology

## OTTAWA

- AI/ Machine Learning (ML)
- Connective autonomous vehicles technology
- Communications technology
- Cybersecurity
- Digital entertainment & interactive gaming
- Govtech
- Next-generation networks (NGN) & 5G
- Photonics
- Software as a Service (SaaS)

## QUÉBEC CITY

- Applied AI
- Cybersecurity
- Data centres
- Insurtech
- Interactive entertainment
- Optics/photonics/ non-destructive testing (NDT)
- Visual Effects (VFX) & animation

## MONTRÉAL

- AI
- Cybersecurity
- Data centres
- Digital entertainment & interactive gaming
- E-Sports
- Visual Effects (VFX) & animation

## HALIFAX

- Cybersecurity
- Data analytics
- Digital entertainment & interactive gaming
- Software as a Service (SaaS)

**THE MARITIMES**  
PRINCE EDWARD ISLAND  
NOVA SCOTIA  
NEW BRUNSWICK

# Global Innovation Clusters



Digital Technology.

## BRITISH COLUMBIA

Foco:

Realidade aumentada;  
Coleta e análise de dados;  
Computação quântica;  
Ciência genômica e  
precisão em saúde.



Protein Industries

## PRAIRIES PROVINCES

Alberta, Saskatchewan, and  
Manitoba

Foco: Tecnologias  
aplicáveis em Agri-food,  
incluindo Ciência Genômica,  
Processamento e  
Tecnologia da Informação.



Advanced Manufacturing

## ONTARIO

Foco:

Internet das Coisas (IoT);  
Machine Learning;  
Cybersecurity;  
Suporte para produção em  
escala (3D Printing).



Scale AI

## QUEBEC

Foco:

Inteligência artificial e  
Supply Chain



Ocean

## ATLANTIC CANADA

Foco:

Sensor Digital e  
Monitoramento;  
Veículos Marinhos Autônomos;  
Geração de Energia Limpa;  
Engenharia, biotecnologia e  
automação marinha

## We are DIGITAL

Ahead of the curve starts here. DIGITAL is building a better Canada by growing Canadian businesses, creating a digitally skilled workforce and positively impacting lives across our country. We accelerate the development and adoption of digital technologies that keep Canadians healthy, address climate change and drive economic productivity.

- Health
- Natural Resources
- AI for Health
- AI for Earth
- AI for Services

## About DIGITAL

Fast-tracking the advancement of Canadian digital technologies that improve our health and wellbeing, protect our environment and drive economic productivity.

Our new innovation approach is working.



# The Future of Food is Canada

We've seen Canada grow into its role as a global leader in plant-based food. Now let's take it to the next level.

Our projects are expected to strengthen Canada's agrifood sector and economy through work in the following areas:



**The creation of fulfilling, long-term jobs**



**The placement of new products on grocery store shelves**



**The creation and commercialization of new Canadian intellectual property**



**A reduction in Canada's GHG emissions**



Improving hemp genetics to increase yield per acre

Protein Industries Canada

VERVE SEEDS  
High Performance Hemp



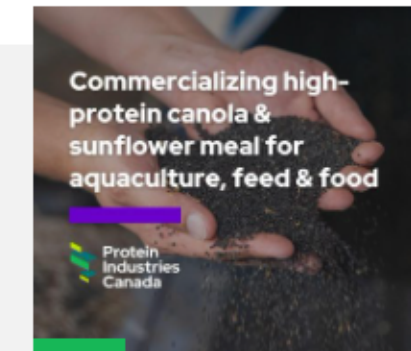
FRESH HEMP FOODS

Technology | APR 04, 2024

## Improving hemp genetics for increased yield per acre and profitability

Verve Seed Solutions, Farmer's Business Network Canada and Fresh Hemp Foods are...

[Read More >](#)



Commercializing high-protein canola & sunflower meal for aquaculture, feed & food

Protein Industries Canada

CORTEVA  
Agriscience

BOTANECO

BUNGE

Rainfed

northeast nutrition

Technology | MAR 27, 2024

## Commercializing high-protein canola seed and sunflower meal

Corteva Agriscience, Botaneco, Bunge, Rainfed Foods and Northeast Nutrition...

[Read More >](#)



**NEXT GENERATION MANUFACTURING**

**We bring together advanced manufacturing and technology to drive digital transformation.**

NGen is the industry-led, non-profit organization leading Canada's Global Innovation Cluster for Advanced Manufacturing. One of five national networks supported by Canada's ambitious Global Innovation Clusters Initiative.

**Our Impact**

**NGen projects are securing supply chains, protecting the environment, improving healthcare, and supporting technology adoption across Canada.**

**167**

Projects Approved

**\$605 M**

Total Project Value

**\$234 M**

NGen Investments

**Who We Impact**

**5,013**

NGen Members

1,037

Manufacturers

2,583

SMEs

617

International Members

339

Industry Partners

261

Academic & Research Partners

203

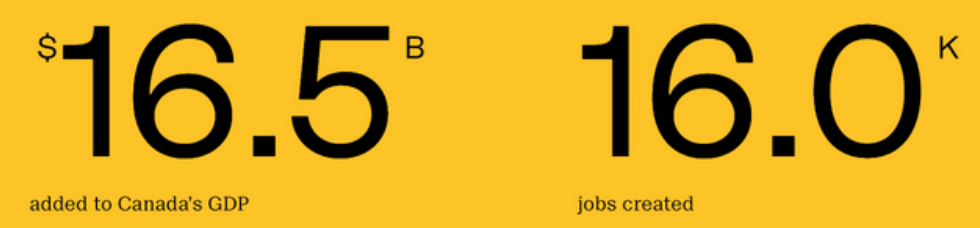
Students Involved in Projects



## Industry-led projects

Get funding that can help you surge ahead of the competition and accelerate your path to success.

Scale AI Impact by 2028



### What we look for

- Augmented sourcing and procurement
- Demand forecasting and planning
- Automated in-plant logistics/warehousing
- Capacity, resource utilization and inventory planning
- Scheduling and predictive disruption analysis
- Real-time data integration traceability and visibility

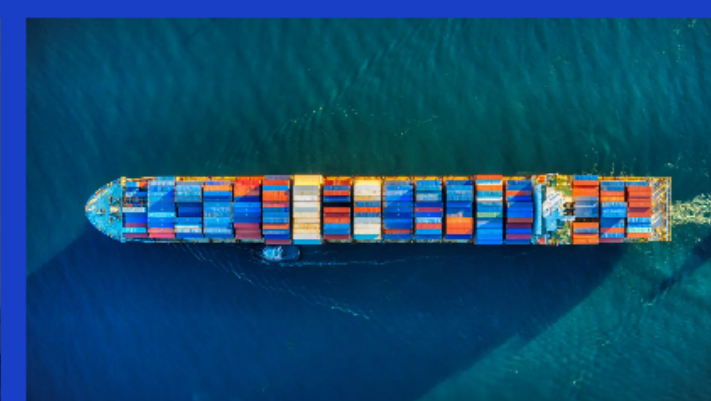
## The projects we're investing in

We invest in companies across a range of industries that are deploying AI to enhance their value chain. \$500 million of collective investment and counting. This is AI in action.

[View all projects](#) →



Galileo Project: Workforce decisions and planning support using AI



Port Logistics Optimization Tool



Intelligent forecasting for a more reliable supply chain



# CHANGING THE WAY OCEAN BUSINESS IS DONE.

CANADA'S OCEAN SUPERCLUSTER (OSC) ACCELERATES THE DEVELOPMENT AND COMMERCIALIZATION OF MADE-IN-CANADA OCEAN SOLUTIONS IN ENERGY TRANSITION, FOOD SECURITY, FUTURE OF TRANSPORT, AND CLIMATE CHANGE WHILE ALSO GROWING MORE COMPANIES AND CREATING JOBS.



**600+**  
Members



**90+**  
Projects Approved



**200+**  
New Made-In-Canada  
Ocean Products,  
Processes & Services



**5,000+**  
Direct & Indirect Jobs,  
on Track to Create  
20,000 by 2030



Scaled Ocean  
Energy



Sustainable  
Seafood



Ocean Climate  
Solutions



Future of  
Transport

EXPANDA SEU NEGÓCIO

Oportunidades  
para o seu  
negócio





EXPANDA SEU NEGÓCIO

# Incorporação

**ONDE ABRIR  
A SUA  
EMPRESA?**

**FEDERAL**

**VS**

**PROVINCIAL**

**10  
PROVÍNCIAS**



EXPANDA SEU NEGÓCIO

# Opções de Fundos

- Fundos do governo
- Financiamentos
- Investidor anjos e Venture Capital

FUNDOS DO GOVERNO > GOVERNMENT GRANTS

**\$5.9  
BILLION** = **FEDERAL  
+  
PROVINCIAL  
+  
MUNICIPAL**

HIRE TALENT, IMPROVE TECHNOLOGY, R&D, BUSINESS EXPANSION AND MORE



# Fundos do Governo

## Canada Business App Your mobile business partner



Find government programs and resources available for your business all in one place

- Get up-to-date information, available 24/7 on your preferred device
- Search for federal, provincial/territorial and municipal government programs
- Get push notifications, set your profile and favourites, filter by location, get live business assistance and much more!

Download the Canada Business app today.

Download on the **App Store** | GET IT ON **Google Play**

Program Name	Program Description
<a href="#">AgrilInnovate Program</a>	The program is designed for businesses, cooperatives and Indigenous groups in agriculture, providing grants or loans for research and development of a new agricultural product or technology.
<a href="#">AgriScience Program</a>	The program is designed for businesses, cooperatives, Indigenous groups and not-for-profit organizations, providing funding and support for pre-commercial science activities and cutting-edge research.
<a href="#">MaRS – Investment Accelerator Fund</a>	Investment Accelerator Fund for life sciences, cleantech, ICT or digital media enterprises, is a seed fund program, provided by the Province of Ontario, that helps emerging tech companies bring their product and services to market.
<a href="#">Natural Research Council Canada</a>	The Industrial Research Assistance Program (IRAP) provides funding to qualified firms and their innovative research and development projects.
<a href="#">NSERC Collaborative Research and Development Grants</a>	NSERC Collaborative Research and Development Grants support research projects in natural sciences or engineering by covering part of the project costs.
<a href="#">Ontario Centre of Innovation</a>	Ontario Centre of Innovation bring universities, industry and government together to help turn science and technology into successful business endeavors.
<a href="#">Ontario Innovation Tax Credit</a>	If you are an owner of an Ontario-based corporation you may be eligible for a 10% tax credit on research and development carried out in Ontario for your business.
<a href="#">Scientific Research and Experimental Development</a>	The Scientific Research and Experimental Development (SR&ED) program is a federal tax incentive program to encourage Canadian businesses of all sizes and in all sectors to conduct research and development (R&D) in Canada. The Canada Revenue Agency, responsible for administering the program, offers tax credits for expenditures such as wages, materials, machinery, equipment, some overhead and SR&ED contracts.



# Imigração

Startup Visa Program:

- **Ligado a uma componente de imigração** – vistos de trabalho e residência permanente.
- Permite **até 5 co-fundadores** de uma única empresa.
- Entre os critérios do [IRCC](#) há a **carta de suporte que é fornecida por uma das entidades designadas**.

Critérios:



**Empresa de tecnologia que possui ou pretende possuir a Propriedade Intelectual de seu produto.**



**Domínio proficiente de inglês em nível empresarial.**



**Tração, seja por meio de vendas, investimentos ou crescimento de usuários.**



**Empresa financeiramente estável, com um mínimo de 100.000 CAD alocados para o primeiro ano de operações no Canadá.**



**QUER ACESSAR  
O MERCADO GLOBAL  
ATRAVÉS DO CANADÁ?**



**ACESSE  
O MERCADO GLOBAL  
ATRAVÉS DO CANADÁ**

**TURMA JUNHO/24 - INSCRIÇÕES ABERTAS ATÉ 19/05**

**MARKET ENTRY  
PROGRAM**

Valide o seu negócio, traga sua empresa de tecnologia e imigre para o Canadá.





**ACESSE  
O MERCADO GLOBAL  
ATRAVÉS DO CANADÁ**

**TURMA JUNHO/24 - INSCRIÇÕES ABERTAS ATÉ 19/05**

**GO GLOBAL  
PROGRAM**

Abra a segunda sede  
da sua empresa no  
Canadá.





**ACESSE  
O MERCADO GLOBAL  
ATRAVÉS DO CANADÁ**

**TURMA OUTUBRO/24 - INSCRIÇÕES ABERTAS ATÉ 30/07**

**HAMILTON-NIAGARA  
BOOTCAMP**

Programa presencial e gratuito.  
Uma semana de imersão intensa para  
startups internacionais parte dos setores  
prioritários.





# Obrigado!

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