

# YOUR REGION FOR BUSINESS

Collision from Home  
June, 2020



# TORONTO GLOBAL SERVICES

- + Industry and market research
- + Benchmarking analysis to compare the operational costs for your business in the Toronto Region to other global centres
- + Advice and guidance on the steps required to set up a business
- + Site selection and real estate advice
- + Connections to industry expertise, local resources and professional services



# TORONTO REGION AT A GLANCE

135 million people within a 500-mile radius



**250 miles**

Population / 30,000,000

**500 miles**

Population / 135,000,000

**750 miles**

Population / 180,000,000



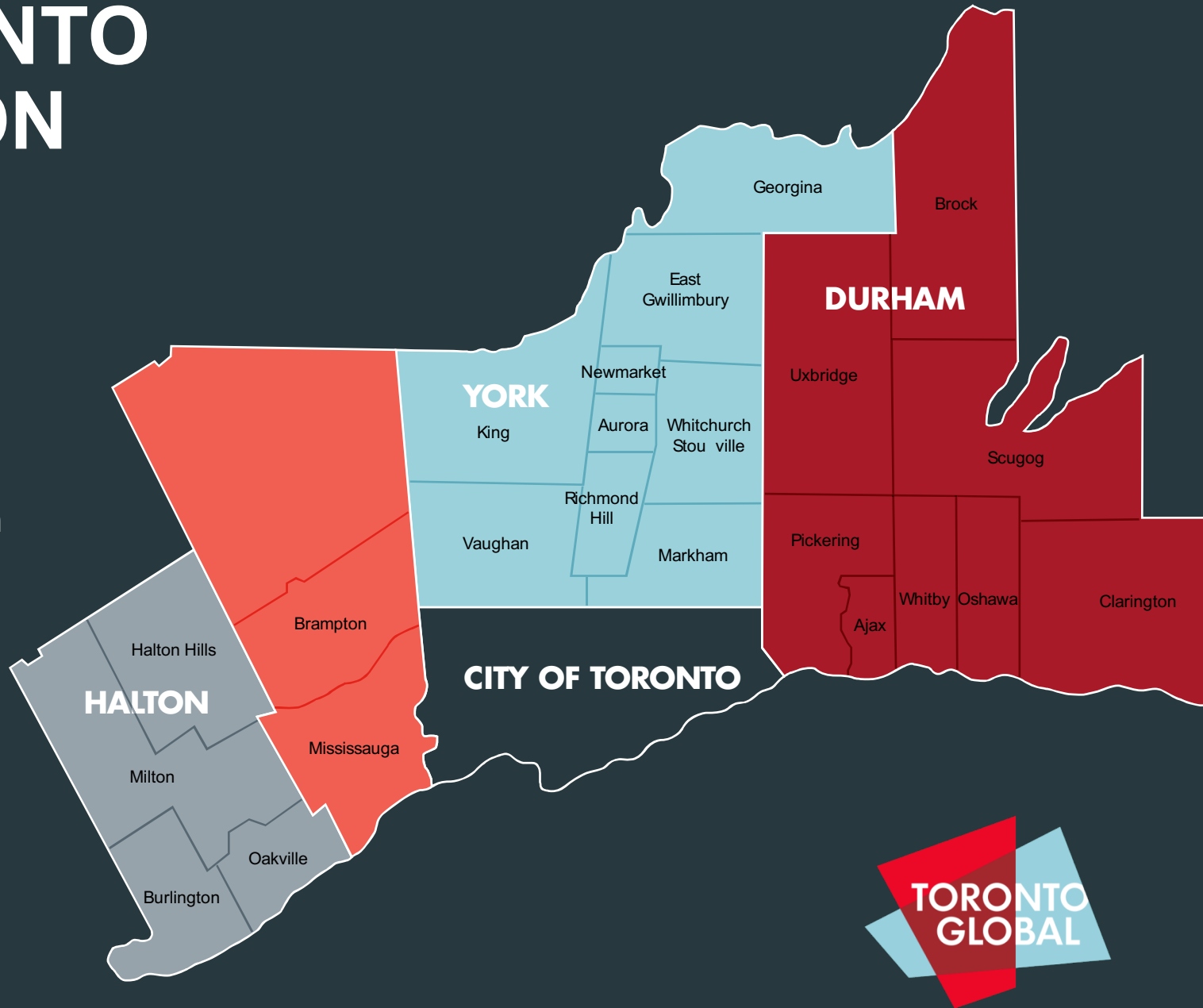
# TORONTO REGION

## 4th

Largest City in North America

## 6.8M

Regional Population





# TWO AIRPORTS CONNECTING BUSINESS

# 200

Global destinations in 55 Countries

# 44M+

Passengers annually

Toronto Pearson  
International Airport | Aéroport International





# CANADA'S ECONOMIC ENGINE

# 800k +

businesses

# \$317B

economy

# 20%

of Canada's GDP

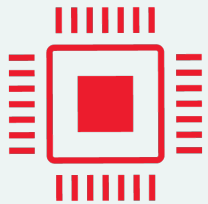
# MILLIONS

of consumers accessible to  
North American businesses

TORONTO  
GLOBAL

# NORTH AMERICA'S MOST DIVERSE ECONOMY

Top Sectors include:



TECHNOLOGY



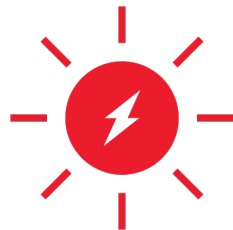
FOOD &  
BEVERAGE



FINANCIAL  
SERVICES



LIFE  
SCIENCES



CLEANTECH



ADVANCED  
MANUFACTURING



# TECHNOLOGY SECTOR

**We grow talent.  
We attract talent.  
We retain talent.**

**The Toronto Region is home to the most educated workforce in the OECD, and is a leading jurisdiction for STEM talent.**

The logo for Toronto Global, featuring a red and blue geometric shape with the text "TORONTO GLOBAL" in white.

**TORONTO  
GLOBAL**



# A LEADER IN ARTIFICIAL INTELLIGENCE

## HIRE THE WORLD'S TOP AI TALENT

- + University of Toronto
- + York University
- + Ontario Tech University
- + Durham College
- + Ryerson University
- + Sheridan College

## COLLABORATE WITH THE WORLD'S LEADING RESEARCHERS

- + Vector Institute
- + Canadian Institute for Advanced Research (CIFAR)
- + Borealis AI

## HIRE THE WORLD'S TOP AI TALENT

-  Financial Services/Fintech
-  Automotive
-  Life Sciences
-  Food & Beverage
-  ICT
-  Robotics
-  Digital Media

## INNOVATE AMONG WORLD CLASS AI COMPANIES



## BE PART OF THE COMMERCIALIZATION ACTION




TORONTO GLOBAL

# GLOBAL ALUMNI FROM THE TORONTO REGION

Graduates of the University of Toronto occupy some of the most senior and recognized AI research positions at major North American tech companies.

## UNIVERSITY OF TORONTO: AI ALUMNI



**GOOGLE BRAIN**  
Geoffrey Hinton,  
VP Engineering Fellow  
Senior Researchers:  
Hugo Larochelle  
Kevin Swersky  
Jasper Snoek  
Ryan Adams  
Alex Krizhevsky  
Navdeep Jaitly  
George Dahl

**DEEPMIND**  
Senior Researchers:  
Alex Graves  
Volodymyr Mnih  
Audriy Mnih  
Yulia Li  
Vinod Nair

**GOOGLE RESEARCH**  
Craig Boutilier,  
Principal Scientist



**Microsoft**  
Senior Researchers:  
Nebojsa Jojic  
Jennifer Listgarten



Ruslan Salakhutdinov,  
Director of Research  
Senior Researchers:  
Charlie Tang  
Joshua Susskind



**facebook**  
Yann LeCun,  
Director of AI Research



**OpenAI**  
Ilya Sutskever,  
Director of AI Research



# SUPPORT FOR AI INNOVATORS

## Home to one of the world's largest AI startup hubs

<b>Next AI</b>	NextAI is a global innovation hub for AI-related venture creation and technology commercialization. It identifies talented teams with ambitious ideas and leverages Canada's leadership position in AI to provide them with the capital, mentorship, education and network to disrupt industries. NextAI teams have access to up to \$200,000 in capital, world-renowned faculty and scientists, a network of Canada's top business leaders and entrepreneurs, and access to cutting edge AI tools.
<b>ventureLAB</b>	ventureLAB is a leading innovation hub located in Markham, north of Toronto and home to some of global ICT leaders such as Huawei and IBM. Located in the IBM Innovation Space–Markham Convergence Centre, ventureLAB runs a 50,000 square foot hub, mobilizing tech companies through programs focused on capital, talent, technology to scale globally.
<b>RIC Centre</b>	Focused on Peel Region (west of Toronto), RIC Centre provides programs to support entrepreneurs from the idea and concept stage, to building their business post-revenue.
<b>Haltech</b>	Tech accelerator based in Halton Region with over 690 ventures supported since 2012. Areas of focus include advanced manufacturing, digital media, cleantech, and life sciences.
<b>Spark Centre</b>	Central hub for companies in Durham Region (east of Toronto) in the tech and innovation space looking to connect with: colleges and universities, federal partners, local investors, service providers, and grassroots support organizations.



# FINANCIAL SERVICES SECTOR

- + Toronto Region is the financial capital of Canada and the second largest financial services sector in North America
- + #1 city ranking for stability and soundness of all global financial centres





# CANADA'S FINANCIAL CAPITAL

**HSBC (2019)** – HSBC is building a team of data scientists and engineers in Toronto to collect and analyze data from over 300 global sources. HSBC chose Toronto over 5 global cities for its high-quality talent and low business costs.

## Select Major Players:

### Banks

- + RBC
- + Scotiabank
- + TD
- + BMO
- + CIBC
- + ICICI Bank
- + ICBC
- + Citibank

### Insurance

- + Aviva
- + Allstate
- + Manulife
- + Intact

### Fintech

- + Borrowell
- + Wealthsimple
- + Fresh Books

### Pension Funds

- + OMERS
- + CPP Investment Board
- + Ontario Teachers' Pension Plan



# COLLABORATIVE ECOSYSTEM



## CIBC LIVE LABS

Working with emerging talent in the technology field to help drive innovative new ideas



## INSURTECH ACCELERATOR

Launched an accelerator program for Canadian startups that require rapid development



## TECH STARTUP ACCELERATOR

Contributes to CDL's programming fund and provides advisory



# FINTECH PARTNERSHIPS



**Simplified Borrowing Process**



**Flexible Employer Health Benefits**



**Expense Tracking**



**Insurance for the Sharing and Gig Economy**

# WHAT WE OFFER

- + Canada & Ontario combined have one of the most generous R&D tax incentive programs in the world
- + 27.7% R&D cost advantage relative to the U.S. (KPMG Competitive Alternatives, 2016)
- + Canada's flagship SR&ED program reduces the cost of \$100 in R&D spending to \$52 or less for smaller firms
- + Universal Health Care means lower costs to employers

The logo for Toronto Global, featuring the words "TORONTO" and "GLOBAL" stacked vertically in white, bold, sans-serif capital letters. The text is centered within a graphic composed of two overlapping triangles: a red one on the left and a light blue one on the right.

TORONTO  
GLOBAL

# MOST EDUCATED COUNTRY IN OECD



- + **Canada ranks 2<sup>nd</sup> in the G20 in meeting business needs for high quality workers according to the 2016 Human Capital Index of the *World Economic Forum***





# INDUSTRY- ACADEMIC PARTNERSHIPS

- + Ontario's 18 Universities and Colleges, and many specialized training institutions offer significant opportunities for partnerships



**TORONTO  
GLOBAL**

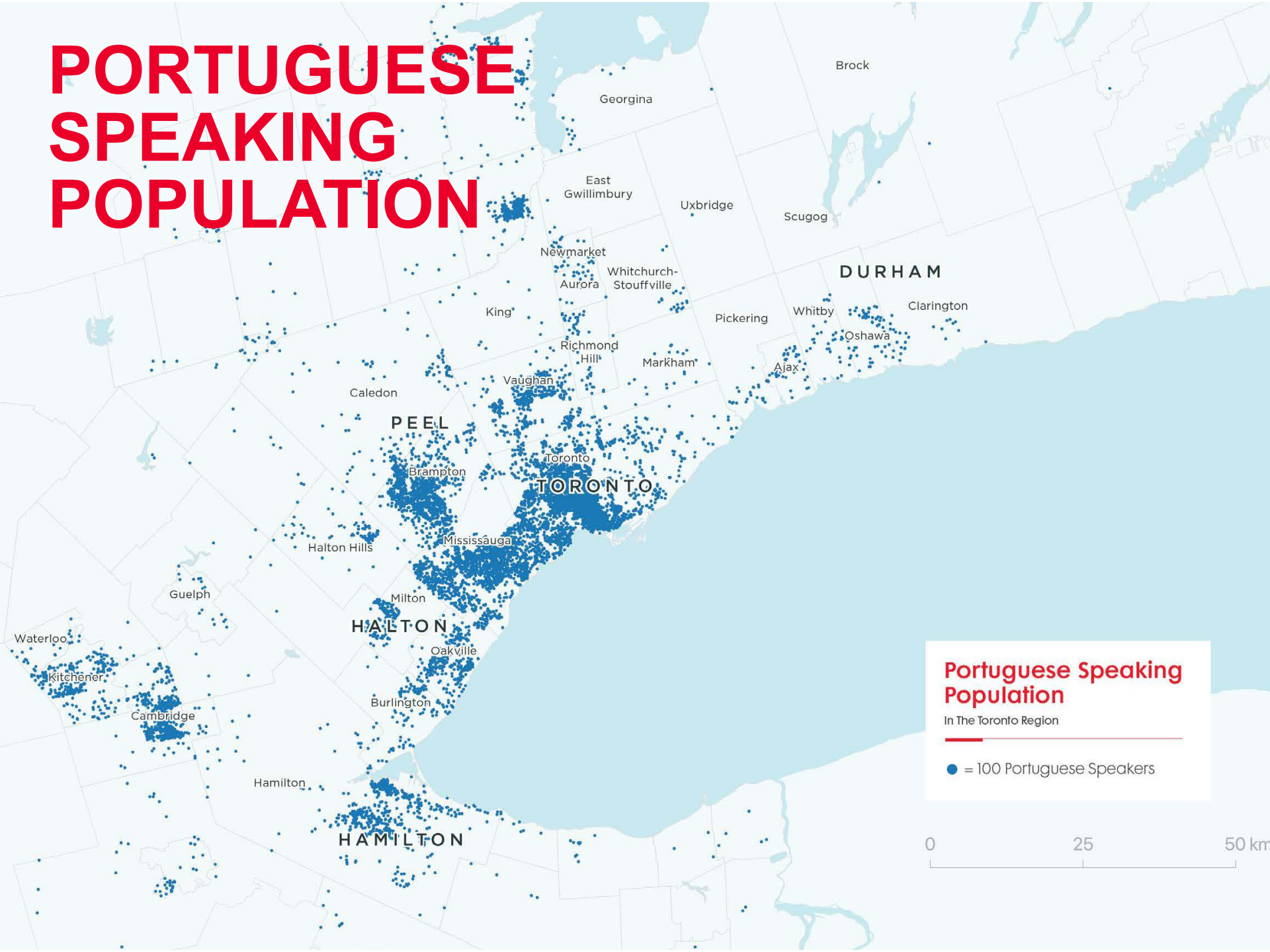


# MOST MULTICULTURAL REGION IN THE WORLD

- + The Toronto Region named the most multicultural region in the world (BBC, 2016)
- + 180+ Languages & dialects
- + 51% Foreign-born



# PORTUGUESE SPEAKING POPULATION



## Portuguese Speaking Population

In The Toronto Region

● = 100 Portuguese Speakers

0 25 50 km



# STARTING YOUR BUSINESS







# BEST PLACE TO LIVE

- + The most dynamic, cosmopolitan place in the world
- + Consistently ranked in the Top 5 places in the world to live and work
- + One of the lowest crime rates of any city of comparable size in North America





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