

TDS, WTC, EDW AND CENTREPORT PRESENT

Manitoba, Canada – Gateway to Business in North America

Discover the value of doing business in Manitoba, learn the unique advantages of relocating or expanding here and utilize resources & supports available to newcomers and business owners.



Winnipeg - Manitoba Opportunities at the Heart of North America

ALBERTO VELASCO-ACOSTA **DIRECTOR OF FOREIGN DIRECT INVESTMENT**

Alberto has over 15 years' experience in actively promoting Winnipeg as a world-class business centre. He joined Economic Development Winnipeg (EDW) in 2018 as Director of Foreign Direct Investment.



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Winnipeg and Manitoba at a glance

- **Population**

Winnipeg: 763,900¹

Manitoba: 1,278,365

- **Population growth rate in Winnipeg (2015 to 2020): 8.2%²**

- **1-hour drive** to one of the busiest U.S. border crossings in Western Canada; standard wait 10 minutes or less.

- **Central location** and CST zone allows effective service to all North American time zones.



Sources:

^{1,2}: Statistics Canada, Table 17-10-0135-01 Population estimates, July 1, by census metropolitan area and census agglomeration, 2016 boundaries

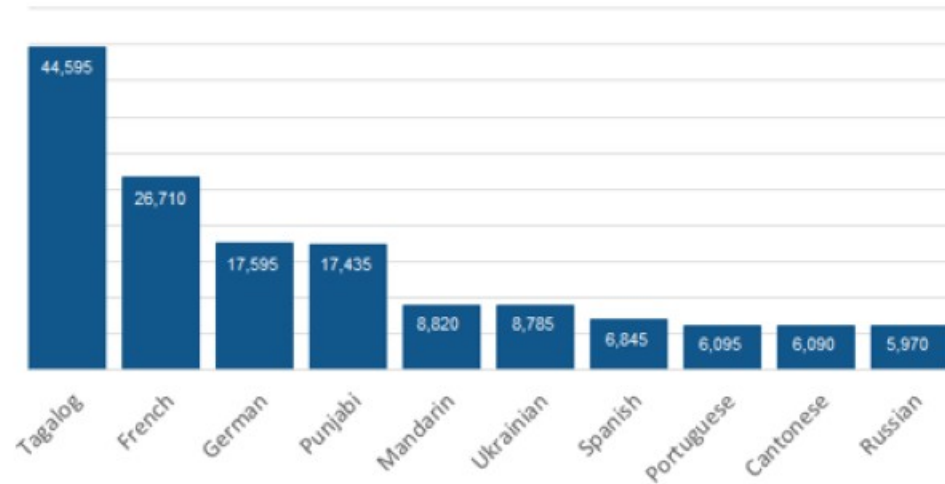
Diverse and multilingual city

More than 100 languages spoken in Winnipeg

One of the **largest Francophone** communities in Canada outside of Québec.

Winnipeg's French speaking population is over **80,000**, with over **26,000** native French speakers.

Manitoba Provincial Nominee Program (MPNP) is Canada's first provincial nominee program, a provincial government program that offers assistance on immigration to Manitoba. Manitoba has added close to **224,000** international immigrants to the province since 2001.





Competitive costs

Sustainable, reliable and affordable energy

Winnipeg offers the lowest utility costs in comparison to major North American cities.¹

99.6% of electricity produced in Manitoba is from clean, renewable hydroelectric generating stations.²

Manitoba Hydro is a renowned Canadian energy utility, compliant with North American Electric Reliability Corporation (NERC) reliability standards.

Hydro cost comparison for general service



Sources 1. Comparison of Electricity Prices in Major North American Cities, Hydro Québec, 2019 (in c/kWh - Heavy Loads (2,500 kw for 1,170,000 kwh2) | 2. Canada's Renewable Power Landscape, National Energy Board, 2017

City Competitiveness Index



Utility costs: Winnipeg **ranks 1st** among all featured cities for 7 business personas, including Digital Development Operations, Engineering & Related Services, and R&D Tangible Products.



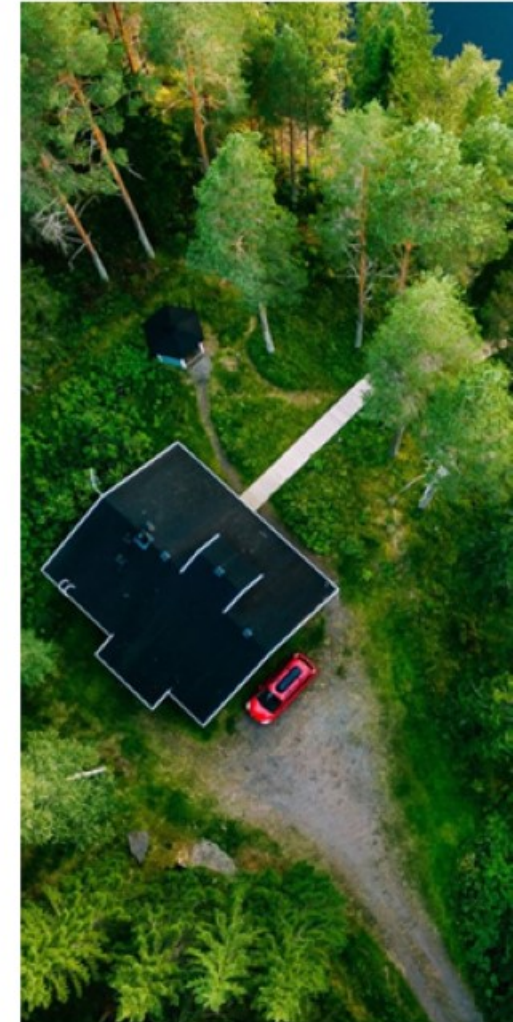
Labour costs: Winnipeg **ranks 1st** in terms of average total labour cost per employee among cities located in Western and Southwestern United States and Western Canada across all 12 personas.



Intangible costs: On average, Winnipeg **ranks 5th** across featured cities for intangible factors. Intangibles describe **additional, non-cost attributes that indirectly affect a location's competitiveness.**

Cost of living below the Canadian average

- The average price of residential property in Winnipeg is \$306,600 – **41% lower than the Canadian average and the third lowest among Canadian metropolitan areas.**¹
- The average monthly rent in Winnipeg is \$1,070 – **among the lowest in major Canadian cities.**²
- Outside of Québec, Winnipeg has **the lowest monthly median daycare cost** at \$651.⁴ Manitoba is one of three provinces that set maximum child-care fees for parents.³



Key Economic Sectors

- Agribusiness
- Advanced Manufacturing
- Aerospace
- Information and Communications Technology (ICT)
- Creative Industries
- Life Sciences
- Transportation & Distribution



Agribusiness Investments

Manitoba is a plant protein hub



Roquette - \$600 million

Construction and development of the **world's largest pea processing** facility.¹



Merit Functional Foods - 94,000 sq. ft.

Construction of the **world's only commercial-scale food-grade canola protein** production facility.²
Produces pea and canola proteins.



Simplot - \$460 million

Expansion to **double the capacity of their current potato processing** plant.³



Paterson GlobalFoods - \$94 million

Construction of an **oat processing plant** in Winnipeg.⁴

Advanced Manufacturing Investments



Manitoba has the largest centre for transportation manufacturing in North America



Canada Goose opened their third clothing factory measuring 128,000 sq. ft. that is creating 700 new jobs.¹



Price Industries - Price Research Center North expanded their 29,000 sq. ft. world-class HVAC research facility.²



Winpak Ltd. is expanding their nylon film subsidiary to increase production capacity from 24 to 31 million pounds.³



Life Sciences Investments



Manitoba ranks 2nd in pharmaceutical manufacturing and 1st in medicament exports in Canada¹



Emergent BioSolutions

Develop, manufacture and deliver **medical countermeasures** for biological and chemical threats as well as **emerging infectious diseases** – manufacture only FDA-approved **anthrax vaccine**.



Pfizer

World leading biopharmaceutical company with portfolio of prescription medicines, vaccines, infusion systems and non-prescription products.



Cerebra Health - \$3.2 million

Developing its new **Prodigy Sleep System™** and further advancing its digital sleep analysis software, as well as mySleepStudy®, a soon to be released home sleep study service.

Sources: 1 Trade Data Online - Statistics Canada December 2020 | 2. Emergent BioSolutions | 3. Cerebra Health

Transportation & Distribution Investments



Winnipeg is a transportation powerhouse and hub for the Canadian prairies



Amazon Canada - 2021

Two **delivery centres** across more than 230,000 sq. ft. and 2,500 jobs.¹



CentrePort Rail Park

The Rail Park at CentrePort Canada, is a (+/-) **665-acre development** that combines industrial infrastructure with excellent access to truck and rail.



1. *Winnipeg Free Press* 2021

Information and Communications Technologies Investments



Ubisoft Winnipeg

AAA gaming company investing \$35 million in the opening of their studio in Winnipeg. They are building a 100+ employees team focused on creating tools & technology innovation.



Bold Commerce

E-commerce company that is Shopify's #1 app and custom development partner, with headquarters in Winnipeg.



SkipTheDishes

Food delivery service company with a technologically-advanced backend that is headquartered in Winnipeg and has ranked in the top 5 of Deloitte's Technology Fast 50 for 2018.

Additional Resources

economicdevelopmentwinnipeg.com

winnipegtalenthub.com



Manitoba has forged a trusted reputation in advanced manufacturing. We are a hub for producing high-value, well-designed and engineering-intensive goods for customers around the world. Our stable, diversified economy provides a strong foundation of support to invest in new technologies where companies benefit from an innovative ecosystem.

1,416 manufacturing companies
42,400 manufacturing employees

Advanced manufacturing sector earned **\$18.6 billion** in revenue*

Manitoba exported **\$10.57 billion** worth of goods from the advanced manufacturing sector*

Advanced manufacturing
Winnipeg
MANITOBA, CANADA

Why Winnipeg?

- R&D hotspot**
Over \$100 million invested in research and development*
- Diverse economy**
Highly diverse, stable and collaborative economy
- Affordable energy**
Winnipeg offers renewable energy that is among the lowest published electricity rates in North America*
- Central location**
North America's geographic centre with the continent's largest inland port†

Invest in Winnipeg
Recent multi-million-dollar investments in advanced manufacturing

WINPAK
Winpak added a \$6,300 sq. ft. expansion to boost their nylon film subsidiary

PRICE
Price Industries built a new 29,000 sq. ft. H&C research facility

Canada Goose
Canada Goose opened a 128,000 sq. ft. factory - their third facility in Winnipeg

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Manitoba has an abundance of green, renewable energy. **99.6 per cent of all power generated in Manitoba comes from renewable sources** - the second highest among Canadian provinces.

Manitoba Hydro, a Crown corporation, is the sole utility for electricity and natural gas energy in the province. **The company exports up to 2,450 MW of electricity per year** to Saskatchewan, Ontario and the United States.*

From 2009 to 2018, more than **\$4 billion in exports meant lower rates charged to Manitobans** while helping utilities in other jurisdictions meet greenhouse gas emission targets.**

Renewable energy

You can feel good about your environmental impact

- Hydro**
Manitoba Hydro can produce 6,448 MW of renewable hydropower, most of it sourced from Manitoba's northern rivers. When the Kinross Generating Station comes online in 2021, the utility will be able to produce another 295 MW, bringing its total capacity to 6,743 MW of carbon-free energy.*
- Wind**
Manitoba Hydro has power purchase agreements with two independent wind farms. Combined, the wind farms have 133 wind turbines and capacity to produce 254 MW (approximately five percent of Manitoba's electricity demand).†
- Solar**
We are the second sunniest city in Canada! Hydropower remains the gold standard for renewable energy in Manitoba, but advancements in photovoltaic (PV) technology with solar farms and privately-owned solar projects also offer opportunities for companies.

Hydro cost comparison for general service*

(medium usage) 1,000 kWh for 1,176,000 kWh



Manitoba's electricity rates for businesses are some of the lowest in North America.

Manitoba Hydro and Efficiency Manitoba work together to offer incentive and rebate programs as well as technical advice to its customers. These efforts can help reduce operating costs for both small and large businesses.

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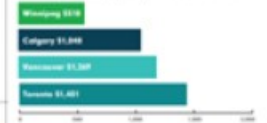
Winnipeg is a diverse multicultural city with over 100 languages spoken. Taking advantage of the low cost of living, Winnipeggers enjoy year-round activities and have one of the highest expenditures on entertainment per household in Canada.† Our city is well-placed to attract talent with plenty of job opportunities and an excellent quality of life.

Average household expenses (\$ CDN)†

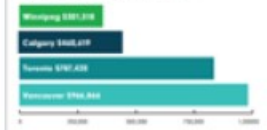
	MB	ON	QC	AB
Total expenditure	\$63,473	\$76,213	\$76,289	\$76,347
Shelter	\$15,764	\$20,886	\$21,849	\$21,068
Transportation	\$11,252	\$11,984	\$12,961	\$15,454
Food expenditures	\$8,585	\$8,712	\$8,285	\$8,272
Household operations	\$4,898	\$4,754	\$5,165	\$5,111
Clothing and accessories	\$5,492	\$5,721	\$5,581	\$5,853
Personal care	\$1,124	\$1,362	\$1,344	\$1,347
Other	\$11,971	\$17,482	\$17,428	\$15,762

"There aren't many places across Canada where you can find a more cost-effective selection of year-round properties that offer great hunting, fishing and boating opportunities, all within a 75-minute drive of a major city centre.†"

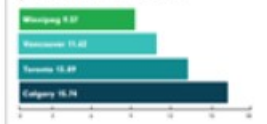
Average monthly daycare costs (\$ CDN)†



Average housing costs (\$ CDN)†



Average residential power rates (cents/kWh, \$ CDN)†



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THANK YOU