

BRITISH COLUMBIA CANADA



A WORLD-CLASS

ICT HUB

Join one of the fastest growing tech ecosystems in North America

In British Columbia, you're in great company with major global players like Microsoft, Vision Critical, Intel, ACL, Sierra Wireless, Hootsuite, Tableau and more than 10,200 additional exciting and innovative technology companies.

British Columbia offers a talented and cost competitive workforce, low taxes, convenient time zone and a highly entrepreneurial and multicultural tech community focused on innovation, collaboration and growth.



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British Columbia — Tech grows here

British Columbia is home to a progressive and dynamic ICT industry consisting of over 2,650 companies and 20,500+ jobs focused on SaaS and enterprise-level solutions, IoT and mobile technologies, cloud computing, big data and machine learning, e-commerce and fast growing fintech and security clusters. Working with world-class research facilities and top-ranked universities, these companies are at the forefront of developing innovative solutions and game-changing platforms.

Global tech giants like Samsung and Salesforce.com have taken notice and both are establishing strong roots throughout British Columbia. In 2017, the global venture capital community injected \$646 million across 91 deals in British Columbia, strengthening B.C.'s position as the newest and most exciting tech hub in North America.

The Advantages of British Columbia's ICT Sector

With multiple technology clusters in cities such as Vancouver, Victoria and Kelowna, British Columbia is a magnet for major global companies and fast growing startups. These firms are drawn to the diverse and highly-skilled tech talent found here.

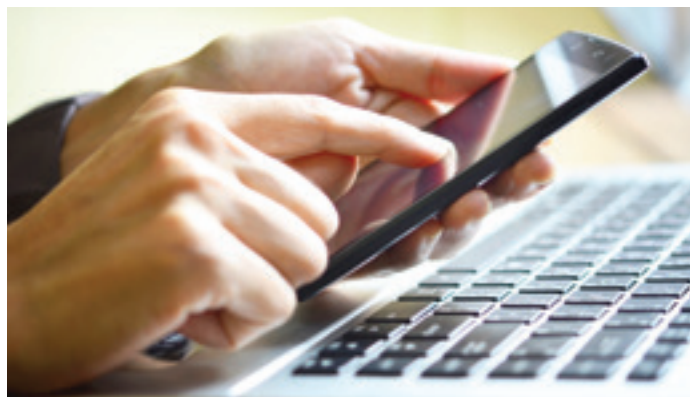
In 2017, the Vancouver, B.C. ecosystem was ranked 1st in Canada and 15th globally by Startup Genome. Vancouver has 800-1,100 tech start-ups contributing to a vibrant tech ecosystem with abundant, innovative talent.

Coupled with a highly developed research infrastructure, low business costs, a supportive government and close ties to both the United States and Asia, British Columbia is your home to successfully invest, partner and grow.

EXCEPTIONAL TALENT

B.C.'s large, flexible and educated workforce of 106,000 across the broader tech ecosystem is well represented by young, diverse and energetic talent. In fact, B.C. has a growing number of technology-related graduates. Additionally, although wages are rising, B.C. remains cost competitive.

The British Columbia government, in partnership with Canada's federal government, follows an open immigration policy and is supportive of substantially increasing the number of skilled immigrants to come into the province to build and grow the economy. Programs such as the BC Provincial Nominee Program (BC PNP) allows tech companies to efficiently bring top global talent and leadership to British Columbia. Under the BC PNP Tech Pilot, immigration applications are prioritised to meet the tech sector's fast paced demands.



EDUCATION, RESEARCH & DEVELOPMENT, AND ACCELERATORS

British Columbia's 25 post-secondary institutions work collaboratively with the region's growing and vibrant tech sector. For example, the University of British Columbia (UBC) holds 50 Canada Research Chairs and has produced more than 170 spin-off companies in recent years. The province's leading computer science and engineering programs produce in excess of 2,900 graduates annually. These world-class institutions house a wide variety of cutting-edge research labs and centres of excellence, including:

- ▶ **The Institute for Computing, Information and Cognitive Systems**
- ▶ **The Stewart Blusson Quantum Matter Institute**
- ▶ **Laboratory for Advanced Wireless Communications Research**
- ▶ **Communication Networks Laboratory**

These research labs are further supported by a vibrant and growing accelerator community spearheaded by Innovate BC's Venture Acceleration Program — a publicly funded project designed to guide, coach and grow ambitious early-stage entrepreneurs and their tech ventures. The program includes a network of regional accelerator partners across the province, such as:

- ▶ **VentureLabs** — Large accelerator program delivered by Simon Fraser University in partnership with Canada's National Research Council and a host of local and national universities.
- ▶ **Accelerate Okanagan** — Delivers unique programming for all stages of growth; from start-up basics to market expansion accelerator programs.
- ▶ **VIATEC (Victoria Innovation, Advanced Technology and Entrepreneurship Council)** — Based in Victoria, provides a structured venture development service to help entrepreneurs launch and grow in the region's vibrant and fast growing tech scene.
- ▶ **entrepreneurship@UBC** — University based accelerator program providing a combination of mentorship and seed funding to support students and alumni with launching and growing their tech ventures.

British Columbia also has a host of private incubators and accelerators including; Launch Academy, Spring Activator, Highline Accelerator and Victory Square Labs that offer coaching and access to seed funding.



SUPPORTIVE GOVERNMENT

- ▶ B.C.'s general corporate income tax rate is only 12%. When combined with the federal rate, businesses pay a combined rate of 27%.
- ▶ B.C. has the lowest provincial personal income taxes in Canada for individuals earning up to \$125,000.
- ▶ Employer health care coverage for employees is optional and affordable.
- ▶ The #BCTECH Strategy is led by government with a targeted focus on talent, capital, data and market access as the core pillars to continuing to grow the technology sector.
- ▶ The \$100 million dollar BC Tech Fund, a venture capital fund-of-funds, invests in emerging technology companies in B.C. and supports the development of a strong venture capital system.

KPMG's Competitive Alternatives Guide ranked Canada second most competitive in overall business costs. In the guide's City Rankings, Vancouver placed fifth among 100 global cities in North America, Europe, Mexico, Australia and Japan. In a comparison of 14 west coast cities, Vancouver and Kelowna, B.C. were ranked in first and second place, ahead of Seattle and San Francisco.

BUSINESS INCENTIVES

The British Columbia government offers tax credit programs focused on specific business sectors such as; R&D, creative industries, film production and international business activities. These targeted incentives help support an already competitive business climate that features low taxes, wages and business costs, allowing businesses to grow and thrive.

Scientific Research & Experimental Development — Canada's largest program supporting R&D, SR&ED may provide qualifying Canadian-controlled private corporations with a federal tax credit of up to 35% of qualified expenses for Scientific Research and Experimental Development (SR&ED) carried out in Canada. Other Canadian corporations may be able to receive a 15% federal tax credit.

MITACS — Funds applied research and training programs to address business and innovation challenges. 60+ university partners and 13,000+ projects to-date.

THE COMPANY YOU'LL KEEP

B.C.'s tech sector is growing and maturing with over 440 companies that employ more than 50 employees. Some of the largest ICT companies in B.C. include:

1. SAP Canada
2. Microsoft Vancouver
3. Fortinet
4. Avigilon
5. Vision Critical
6. Sierra Wireless
7. IBM
8. Global Relay
9. Absolute Software



QUALITY OF LIFE

British Columbia compares very favourably against other North American jurisdictions when evaluating key livability statistics. Mercer rated Vancouver as the top city in the Americas for 2017 and 5th globally. Vancouver is ranked 3rd in the Economist's Global Livability Report out of 140 cities. These studies reflect B.C.'s high level of stability, health care, culture and environment, education and infrastructure.



PRIME LOCATION

As Canada's Pacific Gateway, British Columbia's business day conveniently overlaps with afternoon working hours in Europe, morning work schedules in Asia and is synchronized for the full day with California and Washington State.

B.C.'s six airports that serve international markets include Victoria, Kelowna and Vancouver (YVR) International Airports. YVR has been voted the top airport in North America; the only airport to have been chosen for eight consecutive years. It offers more flights to Asia than any other city in North America.



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