



## Benefits for Nova Scotia

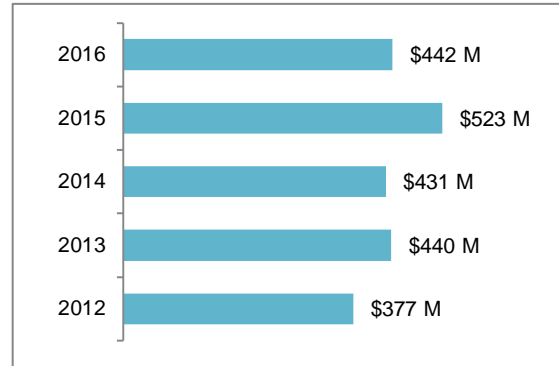
### What is CETA?

- The Comprehensive Economic and Trade Agreement (CETA) is a free trade agreement between Canada and the European Union, covering virtually all sectors and aspects of Canada-EU trade.
  - Prior to CETA's provisional application, only 25 percent of EU tariff lines on Canadian goods were duty-free.
  - Following CETA's provisional application, the EU removed tariffs on 98 percent of its tariff lines.
  - After seven years, the EU will have eliminated tariffs on 99 percent of its tariff lines.
- For service providers, CETA grants the best market access that the EU has ever provided in a free trade agreement.
- CETA helps create middle-class jobs, strengthen economic relations with the EU, and boost Canada's trade with the world's second-largest market with over 500 million consumers and a \$22 trillion GDP.

### Benefits for Nova Scotia Companies:

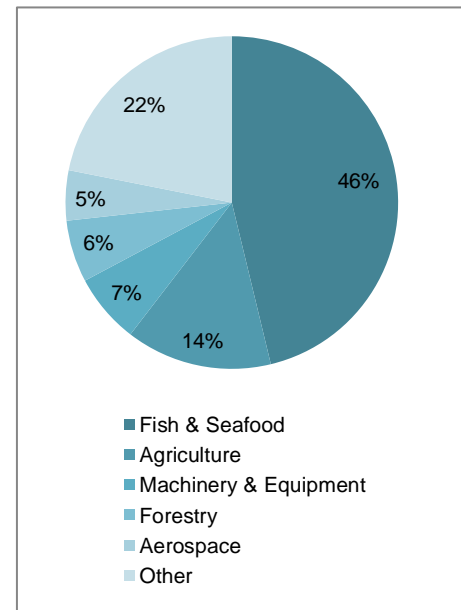
- Under CETA, 98 percent of EU tariff lines are immediately duty free for Nova Scotia's goods, including for **advanced manufacturing** and most **agriculture and agri-food** and **fish and seafood**.
- Improved access to the EU for Nova Scotia service suppliers in areas such as **environmental services** and **engineering services**.
- Enhanced labour mobility for business-related travel.
- Ability to bid on procurement contracts at all levels of EU government.
- Greater certainty, transparency, and protection for investments.

**Merchandise Exports from Nova Scotia to the EU (2012 – 2016)**



Source: Statistics Canada

**Principal Merchandise Exports from Nova Scotia to the EU (2016)**



Source: Statistics Canada

To learn more about CETA, visit our website: [www.international.gc.ca/CETA](http://www.international.gc.ca/CETA)

The Canadian Trade Commissioner Service provides expert advice and key contacts for exporters, partners and investors.  
 Contact a Trade Commissioner today: [tradecommissioner.gc.ca](http://tradecommissioner.gc.ca)

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## Benefits for Nova Scotia

### Fish and Seafood

- The EU is the world's largest importer of fish and seafood, accounting for 28% of global fish and seafood imports in 2016.
- CETA helps make Nova Scotia's fish and seafood exports more competitive in the EU market.
- Before CETA, EU tariffs on fish and seafood products averaged 11% and could be as high as 25%. Following CETA's provisional application, the EU eliminated tariffs on almost 96% of its fish and seafood tariff lines, with remaining tariffs to be phased out over 3, 5 or 7 years. For products of interest to Nova Scotia's fish and seafood industry:

	Pre-CETA tariffs	Under CETA
<b>frozen shrimp</b>	<b>12%</b>	<b>0%</b>
<b>cooked and peeled shrimp in retail packages</b>	<b>20%</b>	<b>0%</b>
<b>live lobster</b>	<b>8%</b>	<b>0%</b>
<b>frozen lobster</b>	<b>up to 16%</b>	<b>tariff phase-out over 3 years</b>
<b>processed salmon</b>	<b>5.5%</b>	<b>0%</b>
<b>frozen Pacific salmon</b>	<b>2%</b>	<b>0%</b>
<b>scallops</b>	<b>8%</b>	<b>0%</b>

### Manufactured Goods

- CETA makes Nova Scotia manufactured goods more competitive in the EU market.
- Under CETA, Nova Scotia manufacturers enjoy immediate duty-free, quota-free access to the EU for a broad range of goods, including:

	Pre-CETA tariffs	Under CETA
<b>new pneumatic rubber tires</b>	<b>up to 4.5%</b>	<b>0%</b>
<b>fiberboard</b>	<b>7%</b>	<b>0%</b>
<b>machinery and equipment</b>	<b>up to 8%</b>	<b>0%</b>

### Agriculture and Agri-food

- 94% of EU agriculture tariffs are now duty-free following CETA's provisional application.
- CETA's comprehensive tariff elimination plays to many of Nova Scotia's strengths, including:

	Pre-CETA tariffs	Under CETA
<b>blueberries</b>	<b>3.2% to 9.6%</b>	<b>0%</b>
<b>maple syrup</b>	<b>8%</b>	<b>0%</b>

- CETA eliminates all EU tariffs on processed foods (with the exception of sweet corn and refined sugar), providing Nova Scotia food manufacturers with an advantage over many competitors entering the EU market.

### Professional Services

- The EU is the world's largest importer of services and demand is strong in areas of strength for Nova Scotia businesses, including **environmental services** and **engineering services**.
- Under CETA, Nova Scotia service suppliers can compete on equal footing with EU service providers and receive better treatment than most of their non-EU competitors.
- CETA makes it easier for Nova Scotia professionals to travel and conduct business in the EU, for example, to attend meetings, negotiate sales, and provide after-sale services.