



# Unlock Canada

**Develop your business and  
#GoBeyond**

2024





# Expanding your business into Canada

Expanding into new international markets can be challenging, but our Unlock Canada service provides advice that can support you every step of the way. From helping you find the best location to setting up a branch or a subsidiary, we are committed to providing pragmatic and timely advice that allows you to focus on achieving your business goals.

Our dedicated international business advisers will provide customized support that will better position you to manage risks and maximize the potential of a new market.

Our advisers can help at any stage of your company's growth cycle whether from starting up, raising venture funding, listing on a global exchange, acquiring or merging with another company, transferring key personnel or using Canada as a base to expand into the North American market.



# We can help you with the following services



## Planning and company set-up

- Business and strategic plans
- Business immigration eligibility assessment
- Corporate and personal cross-border tax planning and structure
- Repatriation of funds
- Introduction to legal partners and financial institutions
- Inbound and outbound investments
- Location advice



## Financing

- Financial modelling
- Optimization of the financial structure
- Search for and approach strategic financial partners
- Assistance with capital raising
- Innovation and technological development tax incentives, grants, and government programs



## Merger and acquisitions

- Business sales and acquisitions
- Business valuation services
- Transaction support and due diligence services
- Opening balance sheet audits and purchase price allocations (PPA)



## Human capital

- Support with development of organizational structure
- Executive attraction and recruitment
- Local and international specialized labor recruitment
- Intra-company transfers
- Immigration law (work permits and permanent residency)
- Business Process Outsourcing (BPO)
- Training and competency development
- Employee path mapping
- Executive compensation and stock options

# We can help you with the following services (continued)



## Operations and back-office support

- Bookkeeping and accounting support
- Treasury as a service (TaaS)
- Virtual CISO and managed cybersecurity services



## Periodic compliance

- Canadian provincial, federal corporate, and personal income tax returns
- American corporate and personal income tax returns
- Indirect tax (value-added tax)
- Global mobility compliance
- Transfer pricing documentation
- Assurance services, including audit, review, and compilation engagements
- Financial reporting advisory, including GAAP & IRFS
- Attestation of internal controls, including IT



## Governance

- Internal audit and SOX implementation
- Enterprise Risk Management (ERM)
- Cybersecurity
- Information governance, including compliance with Law 25
- Environmental, Social and Governance (ESG)



## Business growth and strategy

- Finance function optimization
- Financial performance optimization
- Diagnostic analysis of an under-performing subsidiary
- Digital and technological transformation strategy and support
- Data valuation (AI, advanced data analytics, etc.)
- Business system (ERP) selection and implementation support
- Project and change management



# Why choose Canada?

## Market opportunity

- Population of over 40 million
- 10th largest economy in the world
- Highly developed diverse economic base, mainly in the service, manufacturing, energy and agriculture sectors
- One of the leading G7 countries in economic growth
- Unparallel market access – 15 free-trade agreements in effect, including CUSMA (U.S.), CETA, (EU) and CPTPP (Asia-Pacific)
- Strategically located as an entry point to the North American market
- Streamlined transborder transportation system

## Magnet for talent

- Access to world-class universities and low tuition fees
- First ranking OECD country for level of education
- Ranks in the top 10 OECD countries for highly educated workers
- Most attractive country in the world for entrepreneurs

## Business friendly environment

- Among the top 10 countries for doing business
- Lowest tax rate in the G7 on new business investments
- Committed to diversity, tolerance, and gender equality



Rated as one of the best countries in the world for doing business, Canada is a notable place for international business and foreign investments alike.

It is a nation that is deemed one of the most multicultural, welcoming, business-friendly countries in the world.

# Why choose Canada? (continued)

## Quality of life

- Ranks first in the G7 in terms of overall living conditions, quality of life, and peacefulness
- Vibrant multicultural communities and cities featuring prominent arts, entertainment, and cuisine
- Home to four of the best cities in the world to live in terms of quality of life
- Access to a blend of metropolitan cities, cottage regions, and natural landscapes
- Access to world-class universal healthcare

## Access to finance

- One of the most stable and sound financial sectors in the world
- Home to the Toronto Stock Exchange, the third largest stock exchange in North America by capitalization
- Variety of debt and equity funding opportunities
- Safest banking system in the G7

## Innovation hub

- Generous and flexible tax incentive program to finance innovation and entrepreneurship
- Home to five innovation superclusters supported by governmental and industry investments of \$1.2B
- Top 15 major world economies in the Global Innovation Index

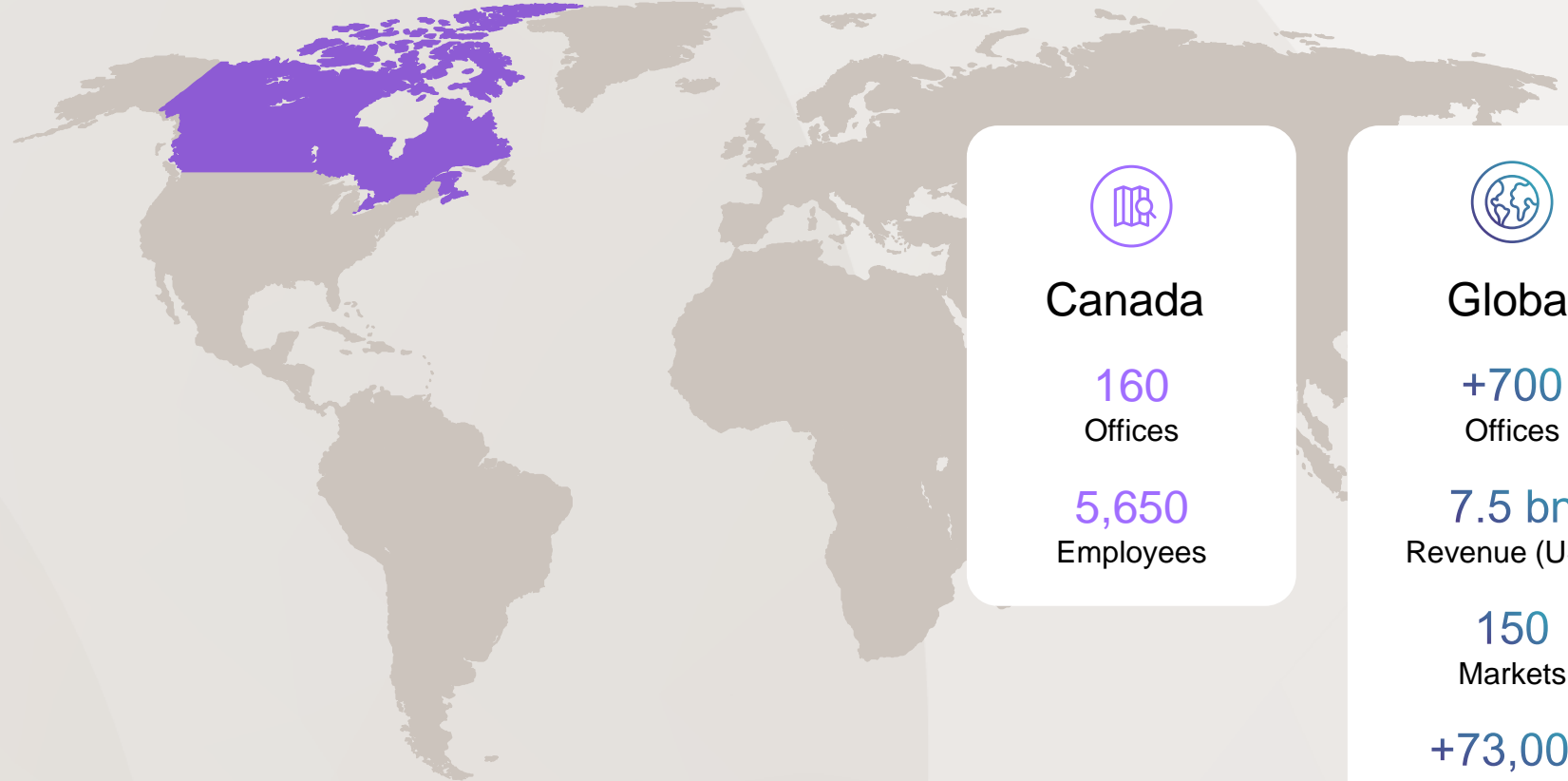


With a stable and growing economy, a highly educated workforce and a strong entrepreneurial presence, Canada is an ideal place to grow your business.

# Grant Thornton – A truly global network

In Canada, Grant Thornton LLP and Raymond Chabot Grant Thornton are member firms of the Grant Thornton global network – one of the world's leading independently-owned and managed accounting and consulting firms. No matter your industry, lifecycle stage, market or growth plans, our experienced professionals are dedicated to achieving the best outcome for you and your stakeholders.

We combine the resources and skillsets of larger firms with the accessibility and agility of smaller firms to help dynamic organizations unlock their potential for growth. In partnering with us, you will appoint a firm with the size and scale to meet your technical requirements, while retaining the flexibility required to pivot should they change.



## Canada

**160**  
Offices

**5,650**  
Employees



## Global

**+700**  
Offices

**7.5 bn**  
Revenue (USD)

**150**  
Markets

**+73,000**  
Employees

# Contact

For more information about how we can help you Unlock Canada, please contact:



## Alexander Smith

International Business Centre Director  
Grant Thornton LLP (Canada)  
Toronto, Canada  
Direct Line: +1-416-360-5042  
E [alexander.smith@ca.gt.com](mailto:alexander.smith@ca.gt.com)



## Valérie Verdoni

International Business Centre Director  
Raymond Chabot Grant Thornton (Canada)  
Montréal, Canada  
Direct Line: +1-514-390-4192  
E [verdoni.valerie@rcgt.com](mailto:verdoni.valerie@rcgt.com)







© 2024 Grant Thornton Canada. All rights reserved.

Grant Thornton Canada and Raymond Chabot Grant Thornton are members of Grant Thornton International Ltd. 'Grant Thornton' refers to the brand under which the Grant Thornton member firms provide assurance, tax and advisory services to their clients and/or refers to one or more member firms, as the context requires. Grant Thornton International Ltd (GTIL) and the member firms are not a worldwide partnership. GTIL and each member firm is a separate legal entity. Services are delivered by the member firms. GTIL does not provide services to clients. GTIL and its member firms are not agents of, and do not obligate, one another and are not liable for one another's acts or omissions.