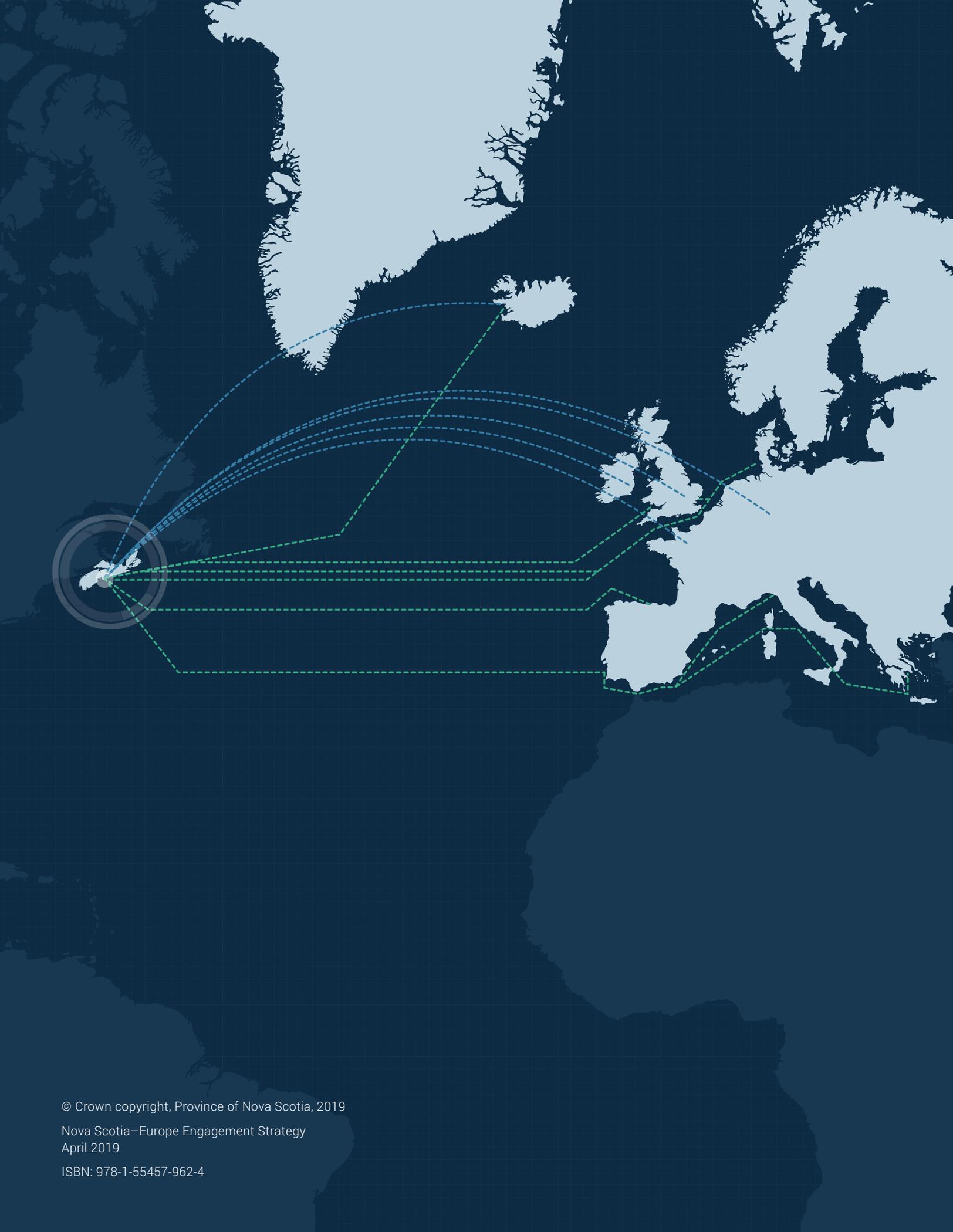


NOVA SCOTIA— EUROPE ENGAGEMENT STRATEGY





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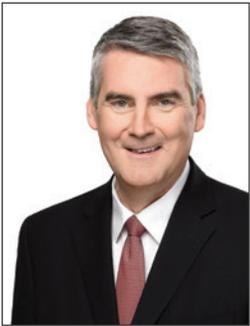
Nova Scotia–Europe Engagement Strategy
April 2019

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NOVA SCOTIA—
EUROPE
**ENGAGEMENT
STRATEGY**



A MESSAGE
FROM THE
**PREMIER OF
NOVA
SCOTIA**



Nova Scotia may be a small province, but we have a big presence on the international stage. Goods and services developed and produced in Nova Scotia, by Nova Scotians, are being exported around the world every day, increasing market diversity and creating sustainable

economic growth our citizens can be proud of.

In 2018, the efforts of Nova Scotians resulted in a seven per cent increase in domestic exports of our top-quality goods and services to international destinations.

The value of Nova Scotia's exports to our largest market, the United States, increased four per cent in 2018.

The stellar acceleration in trade with China over the past few years has continued, with a 31.5% increase in exports last year, compared to 2017. And in Europe, Nova Scotians exported more seafood, berries, wood and energy products, and machinery totalling \$597 million, well above the annual average level of \$520 million over the previous 5 years.

To build on this exemplary performance, I am pleased to introduce The Nova Scotia-Europe Engagement Strategy, a framework to strengthen and expand our longstanding historical, business and cultural ties with Europe.

Our connection to Europe dates back to 1605, when French colonists established the Habitation at Port Royal. The early settlers' survival depended on the strong, co-operative relationship they developed with the Mi'kmaq, who had lived here for more than 10,000 years. The Mi'kmaq welcomed the French settlers, the first in

what would become waves of immigrants from European countries over the next 150 years. Our Scottish, British, German and Irish roots remain at the forefront of cultural expression in communities throughout Nova Scotia today.

We have a unique opportunity in Nova Scotia to build on this deep connection with Europe. The new Comprehensive and Economic Trade Agreement (CETA) between Canada and the European Union, along with the European Free Trade Association (EFTA), provide significant opportunities for businesses, institutions, and citizens on both sides of the Atlantic.

The early settlers who crossed the Atlantic found themselves to be a massive ocean apart from the Old-World continent. Today, thanks to electronic commerce, sophisticated logistics platforms, rapid growth in air cargo freight and the ever-increasing size and speed of container ships, Nova Scotia is a proverbial stone's throw from Europe, in the context of global trade patterns.

The Nova Scotia-Europe Engagement Strategy will enhance conditions to support economic growth, build on our shared culture and history of successful trade and co-operation, strengthen existing relationships and develop new ones.

I look forward to working with our partners to pursue the many opportunities that lie ahead.

A handwritten signature in black ink that reads "Stephen McNeil". The signature is written in a cursive, flowing style.

Hon. Stephen McNeil
Premier of Nova Scotia



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INTRODUCTION

International trade is a vital component of Nova Scotia's economy, driving business activities and providing employment throughout the province.

The rapid evolution of global economies, coupled with new international trade agreements, strongly positions Nova Scotia to expand and diversify trading relationships while advancing the goal of increased global exports. Nova Scotia's deep historical and cultural connections with Europe provide a timely opportunity to leverage the province's top-quality products, highly skilled workforce, and significant gateway infrastructure, to strengthen and further expand its centuries-old trade ties across the Atlantic Ocean.

Europe comprises more than 740 million people in over 44 different countries with a GDP of approximately \$29.2 trillion.¹ The European Union, a single market with 28 member countries within Europe, has a total population of 512 million people. There is free movement of goods, capital, services, and labour within the EU, which accounts for 72 per cent of Europe's total GDP. EU member countries are, on average, wealthier than non-EU countries. The United Kingdom, which has initiated a process to exit the EU, accounts for 10 per cent of Europe's GDP.²

Within the EU, the 19 Euro Area countries that use the euro as a common currency, account for approximately half of Europe economic activity. The largest Euro Area markets are Germany, France, Italy, Spain, and The Netherlands; collectively they account for 40 per cent of GDP in Europe.

European countries range in terms of development and wealth. There are generally higher average personal income levels among countries with more advanced economies in northern and western Europe. The United Nations has projected continued population growth in the northern and western regions, with eastern and southern Europe likely to see population declines, over the next 30 years.³ The markets and trade opportunities differ among the countries in terms of disposable income, growth prospects, sectors and areas of demand. Countries with higher income levels and more developed economies are more likely to have established trade and consumption patterns, and slower economic growth, compared to countries with more modest personal income levels and developing economies. Iceland, Switzerland, and Norway, however, while not members of the European Union, are generally comparable to EU countries in terms of relative income, market size, and outlook for growth.⁴

In 2018, the value of Nova Scotia exports to European countries reached \$597 million, representing 10.4 per cent of the province's total international exports. The province's export levels to Europe have been relatively stable over the past 10 years, with 84 per cent of exports destined for the European Union and 16 per cent for non-EU countries. Top export markets for Nova Scotia are the United Kingdom, France, The Netherlands, Germany, Belgium, Denmark and Spain (see Table 6 on page 29).

¹ Purchasing Power Parity international dollars.

² The United Kingdom's legal withdrawal date from the European Union is on April 12, 2019. At the time of the drafting of this document, the UK and EU were assessing options for an extension of this deadline.

³ United Nations World Population Prospects 2017

⁴ Data for Europe GDP and exports are based on 44 countries including the 28 members of the European Union and other major economies such as Russia, Turkey, Switzerland, Norway, and Iceland.

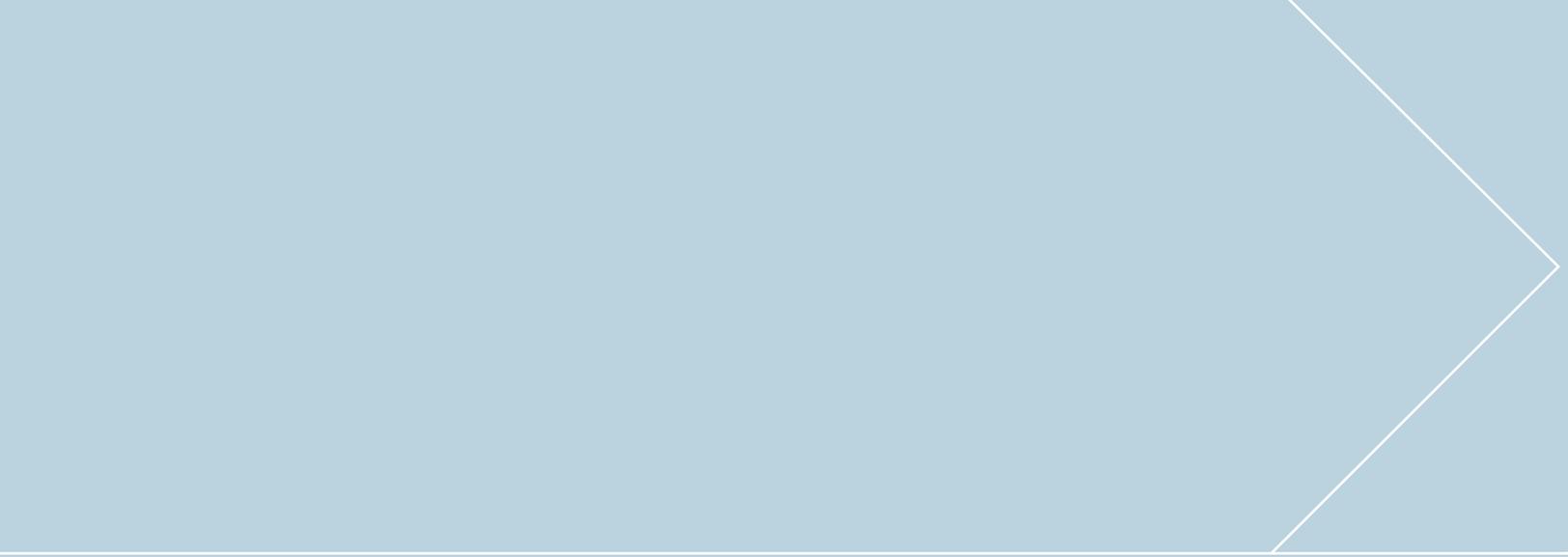
The number of travellers entering Nova Scotia who reside in Europe was 67,000 in 2018, an increase of 14 per cent from the previous year. Tourism is a significant contributor to the Nova Scotia economy and employment. These visitors contributed \$235 million to provincial tourism revenues. Among the European visitors, 46 per cent were from the United Kingdom and 23 per cent were from Germany.

Europe is also an important source of foreign direct investment (FDI), for Canada and Nova Scotia. European firms have a significant presence in Nova Scotia and employ thousands of Nova Scotians in diverse sectors such as financial services, ocean technology, manufacturing, aerospace and defence, mining, food services, and professional and scientific services.

There is a unique opportunity to build on past and current success. The Nova Scotia-Europe Engagement Strategy, developed in consultation with the private and public sector, outlines an engagement framework designed to strengthen trade ties by working closely with governments, businesses and organizations on both sides of the Atlantic. Engagement activities will focus on four primary areas: leveraging trade agreements, promoting Nova Scotia's strengths, building relationships and aligning common interests.

This strategic approach to the European market will further support outcomes that drive economic growth in Nova Scotia by helping to increase exports, research and development partnerships, immigration, tourism revenue and investment.





LEVERAGING
TRADE
AGREEMENTS



Europe is the world's largest seafood importer and Nova Scotia is Canada's number one seafood exporter. Nova Scotia is dedicated to sustainable practices and proud to have a fishery that is Marine Stewardship Council (MSC) certified.

The European Union represents Canada's third-largest trade and investment partner.

The Comprehensive Economic and Trade Agreement (CETA) entered into force in September 2017 and creates significant new commercial opportunities for businesses in Canada and the European Union. In addition, Canada's agreement with the European Free Trade Association (EFTA), which includes the countries of Iceland, Liechtenstein, Norway, and Switzerland, reduces tariffs on goods being exported to these important markets. Two-way trade and exchanges between Nova Scotia and Europe are strong and anticipated to rise because of Nova Scotia's alignment with Europe's market demands and CETA.

With the elimination of tariffs on almost all of Nova Scotia's key exports, CETA opens the European market for Canadian companies and offers more choices for Nova Scotia consumers by providing greater access to European goods. CETA also offers a number of other market-opening advantages to Nova Scotia companies.

PROCUREMENT

Under CETA, Nova Scotian companies have gained new access to compete for procurement contracts awarded by EU-member countries, regions and municipalities, as well as hospitals, schools, and academic institutions. For example, CETA's government procurement provisions cover a broad range of information and communications technology (ICT) services, including data processing, software implementation, hardware installation, and others.

SERVICE EXPORTS

Service exports are growing rapidly - over the past decade, exports by Canadian service providers expanded at an annual rate of more than four per cent, double the two per cent growth rate for goods exports. Services are economic activities based on the exchange of advice or expertise. The groundwork laid by CETA will help fuel growth in service exports from Nova Scotia to Europe by making the EU market more open, transparent, and predictable. CETA has also enhanced labour mobility, providing better access for short-term business visitors, intra-company personnel transfers, investors, contract service suppliers, and independent professionals. This makes it easier to conduct business in the EU and further supports trade in services.

INVESTMENT

CETA promotes cross-Atlantic investment by providing EU and Canadian investors greater certainty, stability, transparency and protection for their investments in each other's territory. There are good opportunities for new investment by European interests in a variety of Nova Scotia business and manufacturing sectors, including aerospace and defence, ocean technologies, ICT, business services, as well as continued investment in existing Nova Scotia facilities. Nova Scotia's location also provides an ideal point of entry for innovative exporters in the EU who wish to expand into the North American market.

TARIFF REDUCTIONS

Seafood is a key Nova Scotia export to the EU and the major area of export interest for Nova Scotia under CETA - almost 96 percent of EU tariffs for fish and seafood are now duty-free and remaining duties will be phased out over seven years.⁵ The tariffs eliminated in this sector range from 11 per cent to 20 per cent on value-added products such as processed lobster and shrimp.

The Nova Scotia forestry sector also stands to benefit from CETA as there are no tariffs on pulp and paper destined for the EU. Given the availability of local raw forestry resources, this could enable Nova Scotia to expand its exports of value-added wood products such as prefabricated buildings, wood veneers and plywood to the EU. European market demand for wood energy goods is also growing at a rapid pace, providing a potentially lucrative market for Nova Scotia producers.

Nova Scotia's key agricultural export to the EU is blueberries. Under CETA, the EU has eliminated tariffs on blueberries (fresh and frozen), giving Nova Scotia a competitive advantage. As well, processed food products will benefit from the elimination of almost all tariffs. This provides Nova Scotia with an opportunity to move up the value chain from supply of wild, minimally processed blueberries to higher value-added products that use blueberries as an ingredient.

It should be noted that European countries have very stringent regulatory and certification requirements for products and importers, compared to many other international markets. Businesses planning to export to Europe should take advantage of expertise offered by agencies such as Nova Scotia Business Inc.(NSBI), and the federal Trade Commissioner Service, to ensure export readiness and success in European markets.

ACTIONS >>>

- Engage Nova Scotia companies, in collaboration with Global Affairs Canada(GAC) and Atlantic Canada Opportunities Agency (ACOA), to build awareness of the benefits and opportunities of trade agreements such as CETA and EFTA to increase investment, trade and business development opportunities.
- Enhance export development and trade promotion efforts in key markets where the CETA advantage and historical trade ties are strong, including, in the United Kingdom, The Netherlands, Belgium, France, Denmark, Germany, Spain, Portugal and Italy.
- Publish a 'State of Trade' report which provides market intelligence about sectors and regions where Nova Scotia has a competitive advantage.
- Facilitate access to federal and provincial government programs, such as through the Trade Commissioner Service and NSBI, that helps businesses to diversify, understand customs and border requirements (e.g. certifications) necessary to succeed in European markets.

⁵ During the seven year phase out period, tariff free quotas will be provided on fish and seafood products where there are tariffs.



Nova Scotia businesses benefit from greater access to global markets through Halifax Stanfield International Airport's ability to handle larger cargo jets, its location as the closest airport from North America to Europe and its established non-stop service to London, Paris, Frankfurt, Dublin, Glasgow and Reykjavik.





PROMOTING
OUR
STRENGTHS

Nova Scotia's deep historical and cultural connections with Europe provide a timely opportunity to leverage our top quality products, services, and highly skilled workforce.

GATEWAY TO EUROPE

Nova Scotia has a geographical advantage when it comes to doing business with Europe. Situated halfway between the UK and California, Nova Scotia links international markets in the United States and Europe on the same workday - a strategic business advantage. Nova Scotia's gateways reduce travel time, as the Halifax Stanfield International Airport is an hour closer by air to Europe than other North American destinations, and closer to New York and Boston than it is to any other major Canadian city. There are multiple direct air links between Nova Scotia and Europe, creating increased business travel and tourism opportunities.

Companies using ports in the province take advantage of being a one-day sail away from New York, which means Nova Scotia is a full day closer by ship to major markets in northern Europe, compared to any other mainland North American port. Nova Scotia has natural, year-round, ice-free harbours with depths ranging from 65 to 200 feet draft—the deepest cargo berths on Canada's east coast. The Port of Halifax has two super post-Panamax container terminals and a transportation system that is an efficient and reliable combination of air, road, rail, and marine infrastructure, meeting supply chain management, logistics, and warehousing needs.

SKILLED WORKFORCE

Universally, businesses need talented and qualified employees to be globally competitive. Nova Scotia boasts more university students and graduates per capita each year than anywhere else in Canada, and more than two-thirds of Halifax's working age population has a trade, college or university designation. Nova Scotia is known for its loyal and talented workforce, providing high labour retention and stability. Nova Scotia has among the longest average job tenure and fewest work stoppage days per capita among all Canadian provinces.

Home to 10 universities and 13 community college campuses, Nova Scotia has been referred to as Canada's education capital. Our universities and the Nova Scotia Community College are conducting world-leading research in areas such as oceans, energy, health care, materials science, agri-food and the environment. There are opportunities to build on and expand research partnerships with European counterparts and to partner Canadian and European students to increase the two-way exchange of ideas. The Study and Stay™ program is a strong example; it supports international students so they can stay, live, and work in Nova Scotia post-graduation by connecting them to the labour market and entrepreneurship opportunities.

Increasing immigration to Nova Scotia is vital to growing our population and our economy. Attracting more newcomers to our province from European countries is important to achieving our immigration priorities. 2018 was a record year for landings in Nova Scotia. Last year, 593 people who landed in Nova Scotia were from Europe, representing about 10% of the 2018 total. Attracting and retaining skilled immigrants and international graduates helps Nova Scotia meet workforce needs, drive economic growth, and increase the diverse immigration population.

INNOVATION ECOSYSTEM

Nova Scotia is an emerging leader of exciting innovation in ocean technology, ICT, energy, clean technology, biotechnology, life and health sciences, forestry, as well as the agri-food and seafood sectors. These are areas that closely align with market demand and consumer priorities in European markets.

Nova Scotia's ocean industries are foundational to the provincial economy and provide a natural advantage that can drive innovation and leading-edge research. Canada's Ocean Supercluster, a private-public innovation and investment partnership that is concentrated in Atlantic Canada, has created an unprecedented opportunity to leverage Nova Scotia's considerable experience, expertise, and infrastructure to facilitate new research, innovation and business opportunities.

Nova Scotia has the highest concentration of PhDs in marine science in the world and is home to the Bedford Institute of Oceanography—Canada's largest centre for oceans research with 600 scientists, engineers, and technicians. More than 1,000 public and private sector scientists are undertaking research and development in sectors such as renewable energy, aerospace and defence, life sciences, and environmental studies. Many Nova Scotian firms concentrate solely on ocean technology and are engaged in leading global collaborations.

The Canada brand is recognised in the European market for its high level of quality. Throughout Europe, Canadians have a reputation as well respected as trustworthy partners who offer a friendly and responsive customer experience, along with innovative products and services. This existing brand recognition increases opportunities to promote Nova Scotia's export growth and market diversification priorities.

Government, academia, and industry work together to support a growing innovation ecosystem and drive entrepreneurship. Nova Scotia offers research and innovation incentives to help companies from all industries – both local and those investing in the province for the first time - offset costs associated with new and innovative projects.

Over 149,000 Nova Scotians have French cultural origins. Through a Francophone Immigration Action Plan Nova Scotia is attracting Francophone-foreign nationals to live in Nova Scotia.

COMPETITIVE BUSINESS ENVIRONMENT

Nova Scotia is open for business. For European businesses and entrepreneurs seeking investment, trade, and partnership opportunities, Nova Scotia offers many advantages including an educated labour force, a focus on innovation and investment, and an ease of doing business. Many European firms have already realized Nova Scotia's advantages more than 250 subsidiaries are located in the province.

Nova Scotia offers a competitive cost environment for businesses. KPMG's Competitive Alternatives study ranked Halifax 8th out of 111 North American cities for overall business competitiveness, with the city slated 6th for lowest overall operating costs.

To be competitive, businesses need to be nimble. The Government of Nova Scotia has prioritized simplifying services for businesses, offering personalized and timely assistance with registrations, permits and licenses. This makes it easier to start or manage a business in Nova Scotia, particularly for businesses new to the province.

ACTIONS >>>>

- Partner with private and public sector stakeholders to raise awareness of the benefits of Nova Scotia's strategic location and infrastructure assets to increase two-way flow of products and people.
- Support business to business activity in key in target sectors.
- Work closely with employers, community partners and other levels of government to attract skilled immigrants to Nova Scotia.
- Collaborate with universities and colleges to support international student attraction and retention and identify opportunities for new research partnerships.
- Collaborate with government, academia and private sector to promote the Ocean Supercluster and encourage new investment, research and commercial partnerships in the ocean economy.



Germany is the second largest outbound travel market, injecting more than \$700 million into Canada's economy in 2018. Nova Scotia has seen continued growth of these international travellers with approximately five million German tourists considering visiting Canada in the next two years.



BUILDING
RELATIONSHIPS



Steele Ocean Sciences Building

DALHOUSIE
UNIVERSITY



The strong ocean technology trade linkages between Nova Scotia and the northern coast of Germany derive in part from similarities in their ocean economy – naval and shipbuilding presence to energy to marine transport to fisheries. Longstanding academic relationships frequently lead to commercial opportunities alongside innovation collaborations -such agreements include Dalhousie University, the University of Kiel and the Ocean Fortier Institute three named partners in northern Germany.

Building strong relationships is critical to developing trust and achieving business and government outcomes.

Maintaining and building new government-to-government relationships at national and sub-national levels in key European markets will help to create awareness of Nova Scotia's assets and advance key provincial priorities.

Nova Scotia relies heavily on the expertise of Global Affairs Canada (GAC) when exploring and entering international markets. Staff working in Canada and at overseas posts can provide valuable market knowledge and experience to assist in successfully engaging with European businesses. GAC staff often work on Nova Scotia's behalf to ensure business contacts are maintained and relationships are nurtured. They also help to facilitate connections and relationship building in regions of Europe to enable Nova Scotia businesses to pursue niche opportunities.

Senior level provincial government and elected officials play a role in supporting these efforts by visiting key markets, meeting with influencers and demonstrating government commitment. Government also supports incoming missions from targeted European regions where Nova Scotia has a competitive advantage by providing opportunities for delegations to see first hand what Nova Scotia has to offer and focusing on strategic priorities as well as mutual benefits.

Nova Scotia has more than 700 European international students studying in our province, in addition to numerous expats and alumni living throughout Europe who are key ambassadors for our region. Post-secondary institutions can play a role in helping to raise awareness of the Nova Scotia-Europe Engagement Strategy, working with current and former students to leverage networks to further connect Nova Scotia to Europe.

Many Nova Scotia educational institutions already boast strong connections with their European post-secondary counterparts. In fact, Nova Scotia has over 70 student, faculty and research exchange partnerships with European post-secondary institutions, primarily in the UK and Germany. Continued encouragement for these relationships will enhance existing efforts, support the creation of new partnerships, and assist in leveraging research funding on both sides of the Atlantic.

The province also has the ability to consider formal agreements and memorandums of understanding that may serve to further strengthen relationships in some markets.

ACTIONS >>>>

- Continue to work closely with the key embassies, consulates and NS honorary consular corps. to identify opportunities for Nova Scotia, strengthen two-way communication, collaborate on initiatives and follow up in a timely manner.
- Identify and develop key relationships that can be leveraged to advance trade and investment goals.
- Investigate the potential for developing formal agreements with other governments and/or organizations in cases where such agreements would align with provincial priorities and help our industries to grow.



The Port of Halifax facilitates trade through seven direct container services calling fifteen ports in Belgium, Germany, Greece, Iceland, Italy, Netherlands, Portugal, Spain and the UK. Weekly and fixed-day container services provide dry cargo and temperature-controlled container service. With the benefits of CETA, the Port of Halifax had a 6% growth in Europe cargo in 2018.





The United Kingdom is Nova Scotia's largest overseas outbound travel market. More than 800 thousand UK travellers visited Canada in 2018 injecting over \$1 billion in tourism expenditures. Approximately 5 million UK travellers are considering visiting Canada in the next two years. With increased direct air access from the UK to Nova Scotia growth looks promising.





ALIGNING
COMMON
INTERESTS

A collaborative approach to the European market will ensure that the province's efforts are coordinated and that opportunities to leverage events and networks are maximized.

Provincial agencies such as Nova Scotia Business Inc. and Tourism Nova Scotia, as well as provincial government departments, have worked closely to achieve success in trade development and will continue to do so as part of The Nova Scotia-Europe Engagement Strategy. The Province also partners with the federal government through Global Affairs Canada to align common interests and participates in trade development programs through the Atlantic Canada Opportunities Agency and the Atlantic Growth Strategy.

By working together, we can ensure that critical information is shared, resources are maximized, strategic work is aligned, and duplication of effort is minimized. Co-ordination between government and industry will also help Nova Scotia to demonstrate a unified front when marketing opportunities to European businesses and institutions.

ACTION >>>

- Continue to coordinate in-market efforts with other provincial and federal agencies, departments, public and private sector institutions to achieve results.





The Nova Scotia International Student Program (NSISP) offers international students the opportunity to live and attend public school in Nova Scotia. Europe is a longstanding and top source market for the NSISP with over 500 European students participating each year.



CONCLUSION

Nova Scotia-Europe Engagement Strategy focuses on enhancing long-standing relationships with European nations and building stronger connections for generations to come.

This approach serves as the foundation for government to achieve economic growth by promoting Nova Scotia's strengths, building new relationships and aligning our resources to leverage trade and investment opportunities. Nova Scotia's strong historical and cultural connection is the perfect springboard for continued success with our European partners.

THE NOVA SCOTIA-EUROPE TRADE CONNECTION

Over the past 10 years, the European market has accounted for between 9 to 12 per cent of Nova Scotia's international merchandise exports. In 2018, Nova Scotia exported \$5.7 billion of goods to international markets with European exports accounting for 10.4 per cent. Over the past ten years, export value to Europe averaged \$517 million per year but have not shown an upward or downward trend over 2009 to 2018 period. Nova Scotia exports are primarily destined for the Euro Area (57 per cent) and EU (84 per cent), with only 16 per cent destined for non-EU countries.

Nova Scotia is a major point of entry for goods coming into Canada. In 2018, \$7.4 billion of European imports to Canada were cleared through Nova Scotia.⁶ Most imports were motor vehicles (74%). Other significant imports were fuel oils (9%), machinery (7%), and boats (2%). Europe imports that are cleared by customs in Nova Scotia are primarily from Germany and United Kingdom. More than a billion dollars worth of imports from each of Sweden, Belgium, France, Norway and the Netherlands were cleared through Nova Scotia in the past ten years.

⁶ Import data is based on where goods are cleared to enter into Canada. The numbers include goods that enter Nova Scotia and are imported to a different province, and does not include goods imported into Nova Scotia but cleared for entry in a different province.

TABLE 1: EUROPE IMPORTS TO CANADA
cleared through Nova Scotia, 2009-2018 (\$millions)

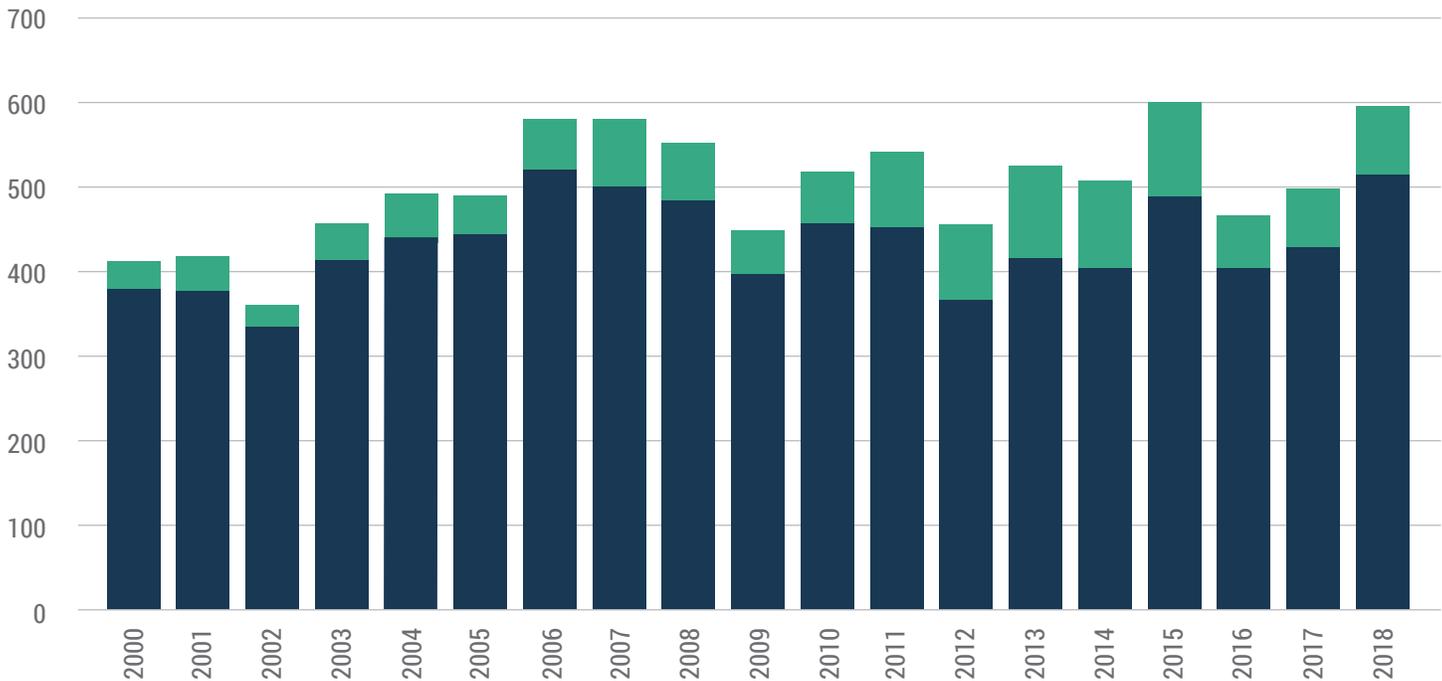
COUNTRY	IMPORT VALUE
Germany	26,978
United Kingdom	7,513
Sweden	2,678
Belgium	2,233
France	1,150
Norway	1,113
Netherlands	1,066
Finland	957
Austria	849
Italy	801
Other Europe	3,690
TOTAL EUROPE	49,029

TABLE 2: NOVA SCOTIA EXPORTS
2009-2018, (\$millions)

COUNTRY	EXPORT VALUE
United Kingdom	889
France	798
Netherlands	654
Germany	441
Belgium	429
Denmark	320
Spain	252
Turkey	241
Norway	205
Russia	175
Italy	145
Iceland	119
Sweden	107
Poland	65
Switzerland	45
Other Europe	282
TOTAL EUROPE	5,167

TABLE 3: NOVA SCOTIA EXPORTS TO EUROPE
\$millions of Canadian Dollars

■ European Union ■ Rest of Europe



In 2018, Nova Scotia exports to Europe were \$597 million, an increase from the average annual amount of \$520 million over 2013 to 2017. Exports of goods from Nova Scotia to Europe rose from approximately \$411 million in 2000 to \$581 million in 2006 and 2007. Exports to Europe declined after the global financial crisis and during the European sovereign debt crisis with Nova Scotia exports averaging \$500 million per year over the 2009-2014 period.

In 2015, exports to Europe were more than \$600 million with a spike in shipments, notably with seafood and forest products, that did not repeat in 2016. Export growth to Europe was 6.8 per cent in 2017 and 19.8 per cent in 2018 with rising shipments in forest, fruits, and energy products. Major manufactured goods shipment categories to Europe have generally trended upwards over the past 20 years.

TABLE 4: NOVA SCOTIA EXPORTS TO EUROPE: RESOURCES
\$millions

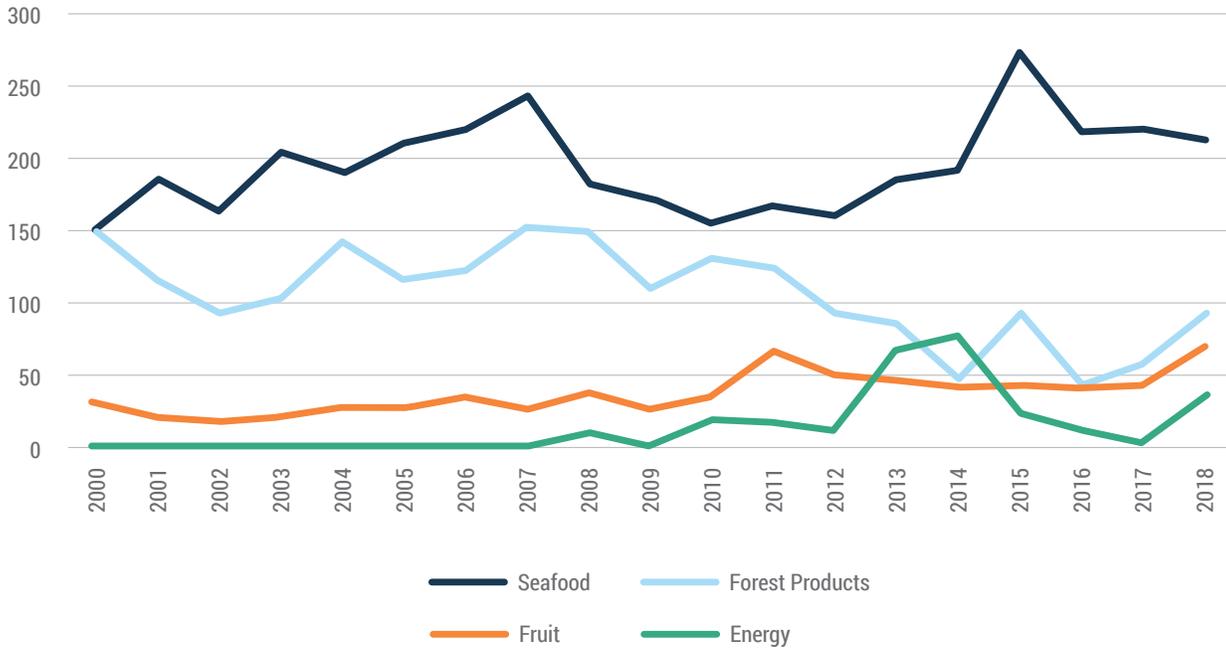


TABLE 5: NOVA SCOTIA EXPORTS TO EUROPE: MANUFACTURERS
\$millions

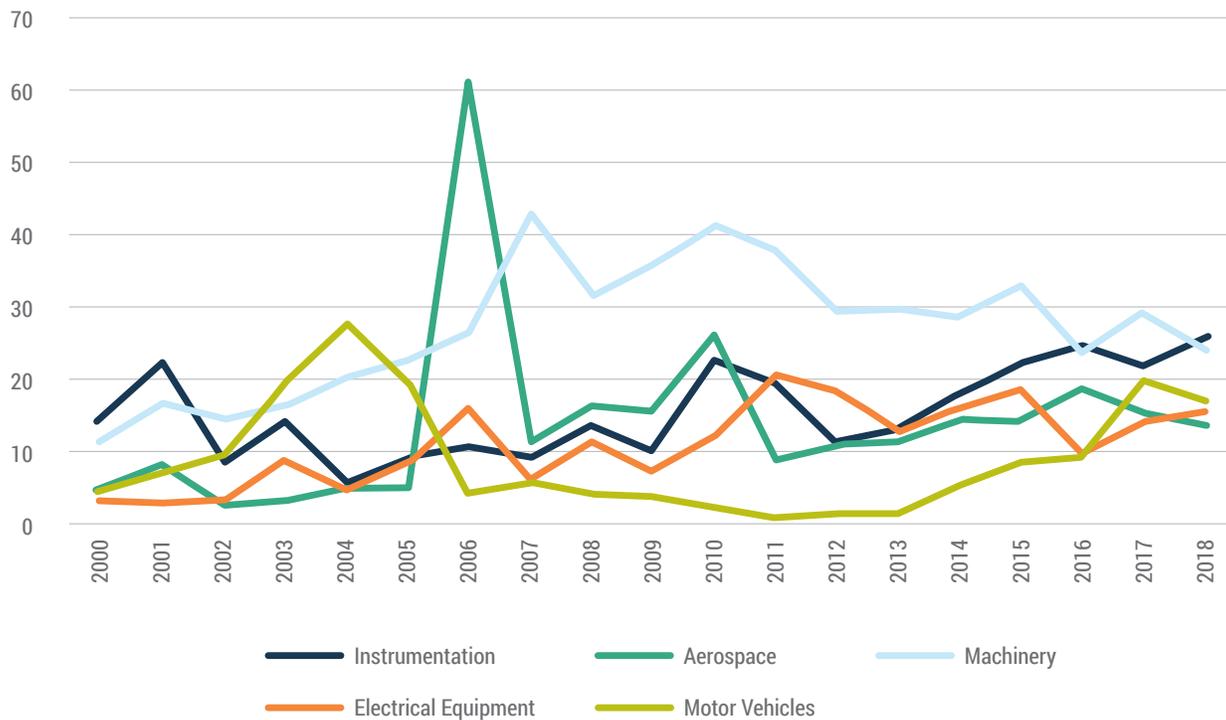


TABLE 6: NOVA SCOTIA EXPORTS TO EUROPE
\$millions

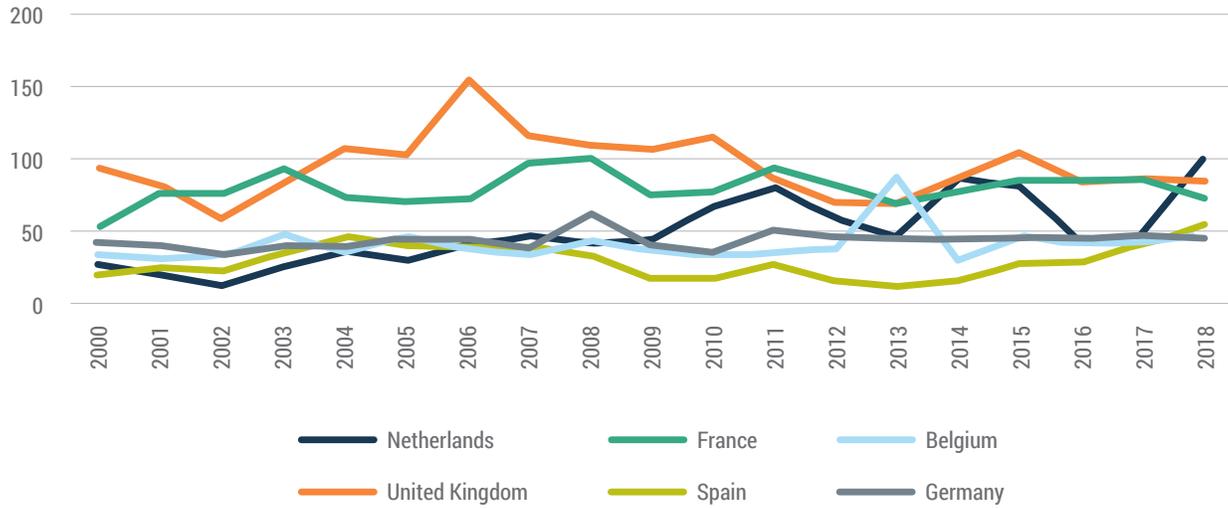
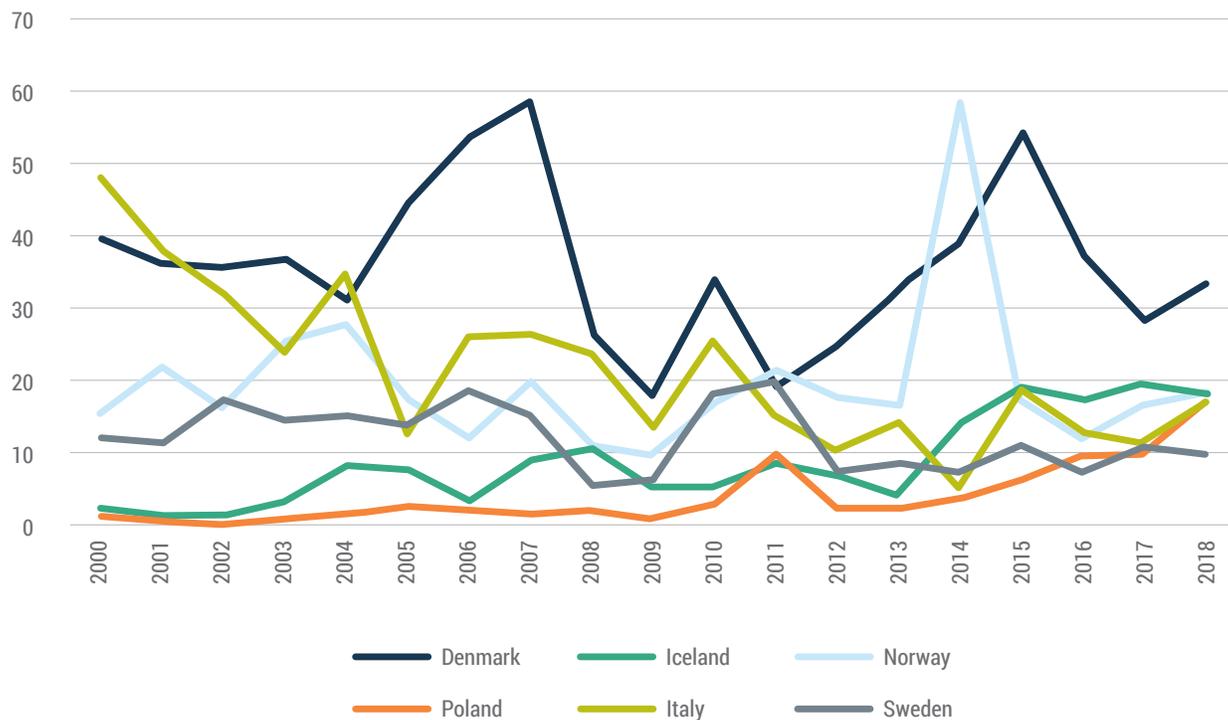


TABLE 7: NOVA SCOTIA EXPORTS TO EUROPE
\$millions







novascotia.ca/Europe

eu@novascotia.ca

