CALGARY IS

READY FOR YOU

calgary economic development

be part of the energy™

LET'S GET THE BIG QUESTION OUT OF THE WAY…

WHERE IS CALGARY?

CALGARY
VANCOUVER
1 HR FLIGHT
SEATTLE
1 HR FLIGHT
PORTLAND
1.5 HR FLIGHT
SAN FRANCISCO
2.15 HR FLIGHT
LOS ANGELES
3.25 HR FLIGHT
DENVER
2.5 HR FLIGHT
HOUSTON
4 HR FLIGHT
CHICAGO
3.5 HR FLIGHT
TORONTO
3.75 HR FLIGHT
NEW YORK
3.6 HR FLIGHT

CALGARY IS

CONNECTED TO EVERYTHING

PROXIMITY

YYC International Airport is 20 minutes to downtown Calgary

$2.4B

Expansion to runway, international terminal and cargo facilities

17.3M

Passengers on flights to Asia, Europe & the Americas

140

Destinations with passenger and cargo service

Source: YYC Calgary International Airport (2018)

CALGARY IS

THE BEST CITY TO LIVE IN NORTH AMERICA

Calgary is ranked 4th most liveable city in the world, and in 2018 surpassed Vancouver & Toronto with perfect scores in Stability, Health Care, Education and Infrastructure

The Economist Intelligence Unit, 2018

CALGARY IS

FOR DECISION MAKERS

115

Head offices in Calgary

HIGHEST

Concentration of head offices in Canada per capita

DIVERSE SECTORS

Energy, Creative Industries, Technology, Transportation & Logistics, Agribusiness, Film & TV, Financial Services and Life Sciences

Sources: Financial Post 500 Database (2018), Statistics Canada (2018)

MOST LIVEABLE CITY IN NORTH AMERICA

WHY CALGARY

DIVERSIFYING ECONOMY
A city embracing innovation and digitization

ACCESS TO CAPITAL
Calgary companies catching the eye of the world

FUTUREPROOFING THE TALENT PIPELINE
Retain, Retrain & Recruit

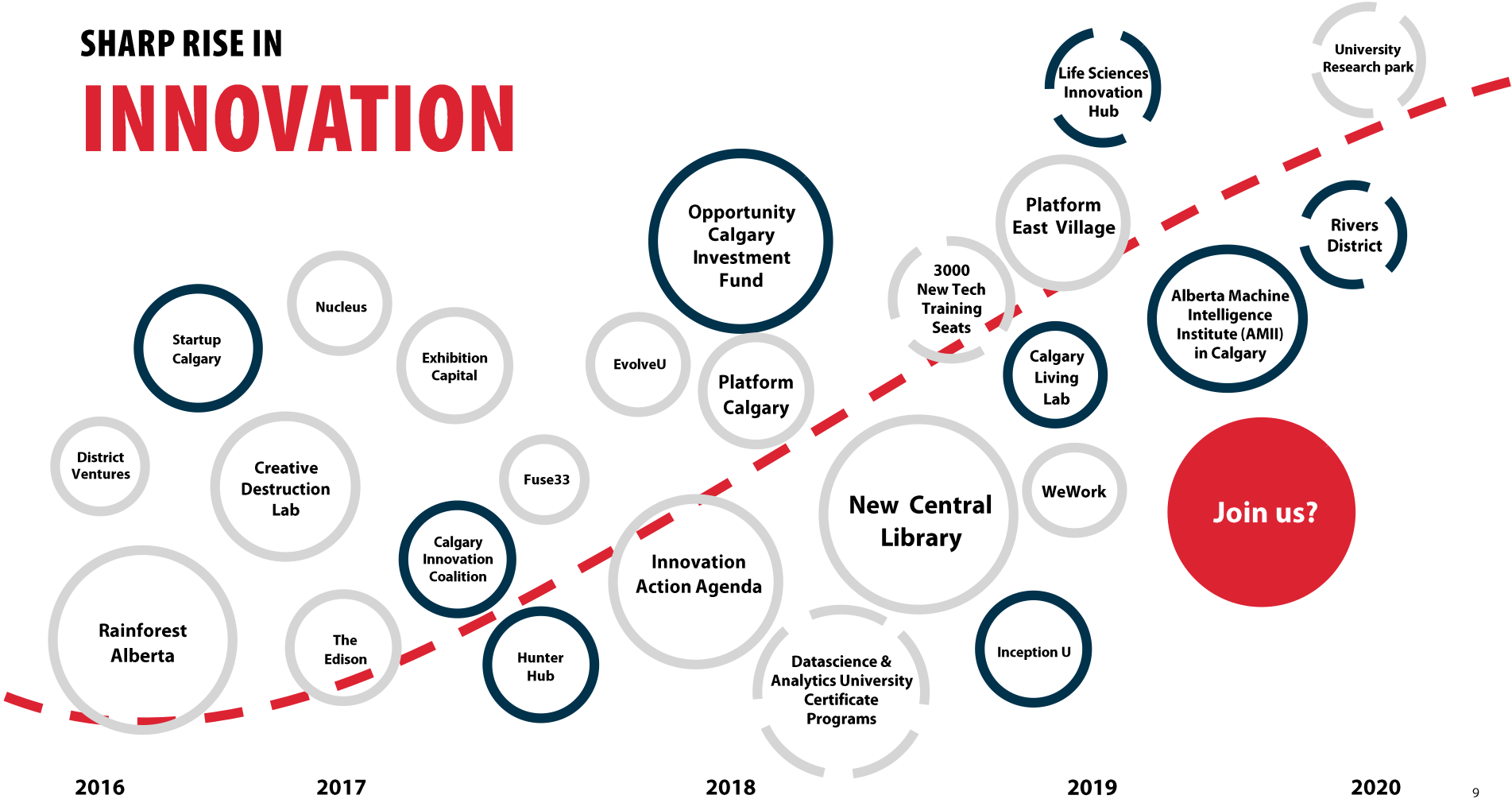
ENVIABLE QUALITY OF LIFE
Liveable and affordable lifestyle

SUPPORT
Municipal, provincial and federal funding

CALGARY'S

GROWING INNOVATION ECOSYSTEM

SHARP RISE IN
INNOVATION



DIGITAL TRANSFORMATION

ACROSS INDUSTRIES

Artificial Intelligence | Internet of Things | Machine Learning | Blockchain | AR/VR

ENERGY

Digital twin

Remote monitoring

Clean energy tech

Autonomous vehicles

Energy storage solutions

Electrification

AGRIBUSINESS

Ag tech

Precision agriculture

Crop science

Animal genetics

Livestock monitoring

LOGISTICS

Intelligent transportation

Fleet optimization

Digital supply chain and logistics automation

Robotics and manufacturing

Aerospace, defense and autonomous systems

LIFE SCIENCES

Biotechnology

Genomics

Medical devices

Imaging

Health tech

Wearable technology

CREATIVE INDUSTRIES

Film & TV

Digital animation

Music

Calgary Film Centre

Digital media

FINANCIAL SERVICES

Fintech

Cyber security

Digital banking

Identity management

Process optimization

MANUFACTURING

Material optimization

Asset tracking

Next-generation customer care

Autonomic operations

Channel management

Connected service

FORECASTED DIGITAL TRANSFORMATION (DX)

SPENDING IN ALBERTA BY 2022

ALBERTA IS FORECAST TO SPEND $18B BETWEEN 2019 TO 2022 ON DIGITIZATION ACROSS INDUSTRIES

ENERGY

$4.2 BILLION

Investment in digitization across energy (Power & Utilities, Oil & Gas, etc.) in Canada is forecast to more than $12 billion through 2022; with $4.2 billion in Alberta

AGRIBUSINESS

FASTEST GROWING AT 25%

Agribusiness is forecast to be the fastest adopter of digital, growing by approximately 25% through to 2022

LOGISTICS

$1.1 BILLION

Forecast to reach $1.1 billion and growing at a rate of 19% by 2022

LIFE SCIENCES

21% ANNUAL RATE

Projected to be $1.3 billion, growing at an annual rate of over 21% per year

CREATIVE INDUSTRIES

19% OF CANADA'S SPEND

$2.4 billion will be spent by 2022, approx. 19% of Canada's spend in this sector

FINANCIAL SERVICES

$1.1 BILLION

Forecast to reach $1.1 billion and growing at a rate of 17% by 2022

MANUFACTURING

GROWING AT 24%

$1.5 billion on digital transformation by 2022, and growing at an annual rate of over 24% per year

Source: IDC Canada,2019; All percentages are compound annual growth rate (CAGR)

Digital Transformation Spending forecasts were developed in partnership with IDC Canada. They are based on industry classifications provided by Calgary Economic Development and IDC's Digital Transformation Spending Guide (Release Version 1H18).

CALGARY HAS A

BOOMING TECH SCENE

INVESTMENT

55% increase in tech companies in past 4 years

STARTUPS

3 out of 4 tech companies in Calgary are a startup

DEMAND

Technology job growth is outpacing all sectors by 6:1

INDUSTRIAL

Emerging high tech is embedded across all industrial sectors

Sources: Alberta Enterprise Technology Deal Flow Study (2016), ICTC (2019)

CALGARY IS

DIVERSE CUSTOMERS & EMPLOYERS

AGRIBUSINESS

- Bayer
- Corteva agriscience – Agriculture Division of DowDuPont
- Nutrien
- Cargill
- BASF – We create chemistry
- Decisive Farming
- syngenta
- Sunora Foods
- Sunterra market
- Viterra
- The Agri-Data Solution
- Feedlot Health Management Services
- Adfarm
- AgriClaim Canada Inc.

LIFE SCIENCES/HEALTH

- Alberta Health Services
- Resverlogix
- CNA Diagnostics
- Parvus Therapeutics
- Oncolytics Biotech Inc
- SolAeroMed
- Brightsquid
- Zephyr Sleep Technologies
- Mikata Health
- Kent Imaging
- PureWeb
- Zenith Epigenetics
- circle Cardiovascular Imaging
- Orpyx – Human Perception Redefined

FINANCIAL SERVICES

- ATB
- Solium
- GuildOne
- Virtual Gurus
- bitcoinbrains
- Builders
- ZayZoon
- H&R Block
- district Ventures
- McRock Capital
- Mosaic Capital
- Kinetica Venture

OTHER & GENERAL TECH

- benevity
- DIRTT – build better
- Shaw
- Critical Mass
- WestJet
- CP
- NovAtel
- Hexagon Positioning Intelligence
- Veerum
- Long View
- Databotics
- zedi
- Aerium Analytics
- Robots & Pencils
- Chaordix
- sensorup
- Smart Technologies
- VizworX – Visibly Better Solutions

DEAL FLOW

IN CALGARY

DEAL FLOW STUDY

INVESTMENT TRENDS IN CALGARY

OVERVIEW

- 1,238 Alberta tech companies were identified in the 2018 study
- 62% of all Alberta tech companies and startups are in Calgary
- 52% are scaling

CAPITAL

- 26% of Calgary companies have $1M+ in annual revenue
- 73% are currently seeking funding
- 76% of the funding has been raised locally (from Calgary based sources); 30% from other parts of Canada; 26% from the US

SECTORS

- 92% of Calgary companies sell to private industry and 36% to individual consumers
- 54% have a SaaS offering
- 36% incorporate AI/machine learning in their product
- 30% have participated in an accelerator program

Source: Start Alberta, 2018 Alberta Tech Deal Flow Study

PARVUS THERAPEUTICS

$1B PARTNERSHIP

Parvus Therapeutics has entered into a worldwide collaboration and license agreement with **Genentech**, a San Francisco-based biotechnology company that specializes in the discovery, development and commercialization of new medicines.

The partnership will see the two companies work together to develop and commercialize drugs for the treatment of inflammatory bowel disease, autoimmune liver diseases, and celiac disease.

WESTJET

ACQUIRED BY ONEX FOR $5B

Onex Partners is set to acquire all outstanding shares of WestJet in a deal worth $5 billion. WestJet is currently the second-largest air carrier in Canada and ninth-largest in North America, operating an average of 777 flights and carrying over 66,130 guests per day.

- Headquartered to remain in Calgary
- 14,000+ employees
- 182 planes travelling to 175+ destinations in 23 countries

SOLIUM CAPITAL

ACQUIRED FOR $1.1B

US bank **Morgan Stanley**'s acquisition of Calgary-based Solium Capital, combines Solium's leading technology, global operations and customer service with Morgan Stanley's existing equity administration and Workplace Wealth businesses.

- Headquartered and operations to remain in Calgary
- 3,000+ corporate clients in more than 100 countries
- 800 employees in 7 countries
- Offices in the US, Canada, the UK, Europe & Australia

ZAYZOON

RAISES $15M IN FUNDING

ZayZoon, a provider of employee financial payroll features, raised $15 million in funding from **Bluesky Equities**, **Prairie Merchant Corporation** and other private investors.

With this latest round of financing, the company will continue to develop its financial wellness platform and employee benefits.

VEERUM

SECURES $3.9M IN SEED FUNDING

Veerum, provides an artificial intelligence platform that predicts and resolves project issues, raised $3.9m in seed funding from **Brick & Mortar Ventures** with participation from **Blackhorn Ventures** and **Creative Ventures** and strategic investors from Alberta, Canada.

The financing will be used to drive VEERUM's expansion into the US and adapt solutions tested in the energy industry to other, large-scale industrial projects.

RECENT CALGARY

EXPANSIONS

WEWORK

COWORKING SPACE FOR TECH

WeWork confirmed that it will be expanding into Calgary this year with two coworking locations.

Headquartered in New York, WeWork provides shared workspaces for technology startup communities, and services for entrepreneurs and large enterprises.

- 5,000+ employees in 32 countries
- 668 WeWork office locations in 117 cities
- 10,000,000 sqft of managed office space
- As of Jan 2019, WeWork is valued at US$47 billion

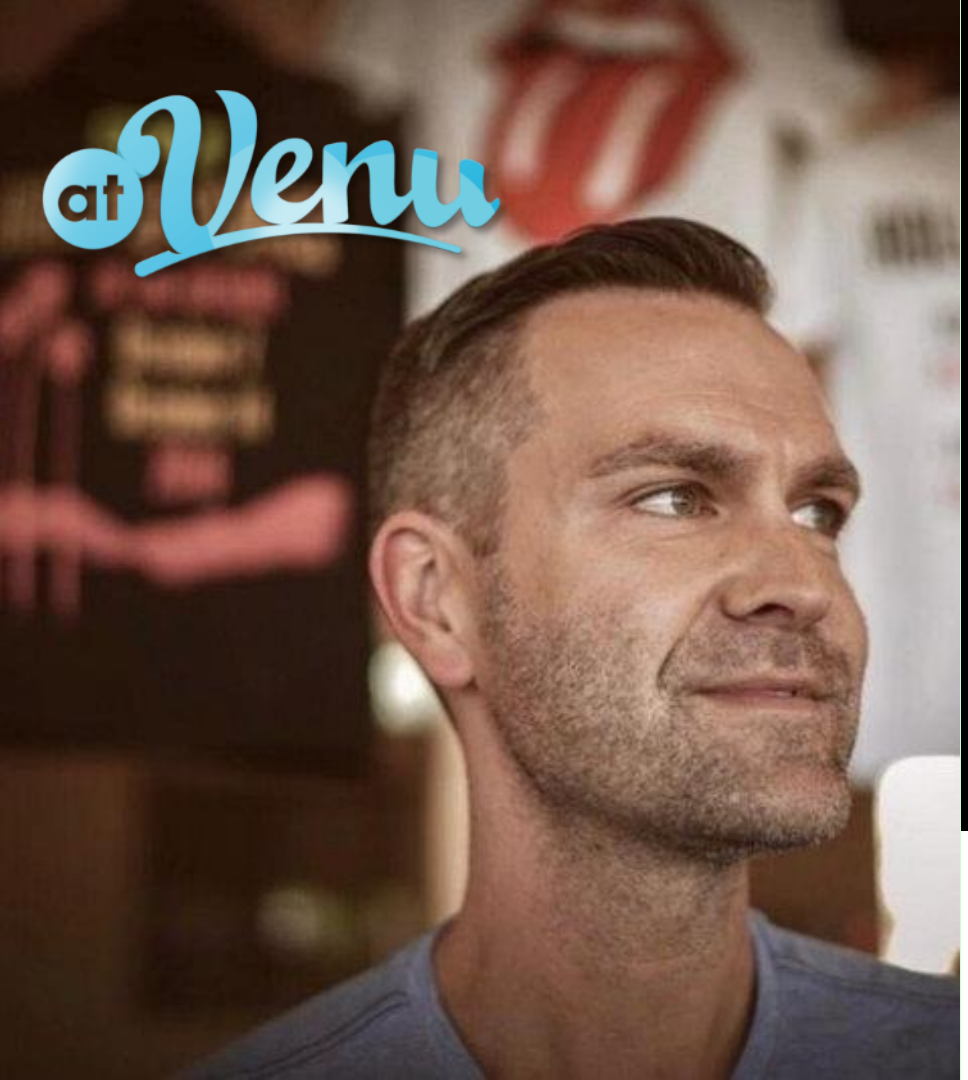
CLIO

CLOUD-BASED SAAS

"With the launch of our new office, we are officially laying down roots and committing to growing our Calgary team. There is a tight-knit tech community that is working together to distinguish the Calgary tech industry within North America, and we are honoured to be a part of the movement."

- Jack Newton, CEO and Co-founder of Clio

- 150,000+ customers in over 90 countries
- 300 employees
- Headquartered in Burnaby
- Offices in Toronto, Dublin and now Calgary



ATVENU

LIVE EVENT SALES PLATFORM

"While there is plenty of innovation in Calgary, there is simply less hiring competition, and as a result, atVenu is able to build a talented team with much lower turnover than is normal in Silicon Valley."

- Derek Ball, CEO and Co-Founder

- 11,000+ customers at 350,000 events
- $1.1 Billion USD in sales
- Headquartered in San Francisco
- Office in San Clement & development team in Calgary

HEXAGON

POSITIONING INTELLIGENCE

"We have a tremendous amount of scientific talent in Calgary, which we are confident will help build a significant technological industry."

- Michael Ritter, President

- Canadian headquarters in Calgary
- 160,000 sqft Calgary Campus opened Sept. 2018
- 600 employees in Calgary (200 = software engineers)
- Offices in Texas, Australia, India, China, and the UK

NEW WORLD INTERACTIVE

GAME DEVELOPER OF INSURGENCY

"Given the company's newfound success with Insurgency: Sandstorm we have a tremendous opportunity to open a studio and bring together the majority of our team. After careful consideration into where this location should be, we have decided on Calgary, and look forward to growing our team in our new home."

- Jeremy Blum, CEO

- New World North game studio set to open in Calgary May 2019
- The Insurgency franchise has sold over 5 million units worldwide

WE HAVE THE

TALENT YOU NEED

GROWING THE TALENT

PIPELINE IN CALGARY

RETAIN

- High impact work for Calgary post secondary graduates in fast scaling tech companies

RETRAIN

- Upskilling Calgary talent to futureproof our workforce for most in demand tech skills

RECRUIT

- Attracting top talent to Calgary by developing recruitment strategies nationally and globally

RETAIN

ENGAGEMENT & RETENTION

- Calgary post-secondary institutions
  - Alberta University of the Arts
  - Ambrose University
  - Bow Valley College
  - Mount Royal University
  - St. Mary's University
  - Southern Alberta Institute of Technology (SAIT)
  - University of Calgary
- 133% increase in computer science enrollment at the University of Calgary over the past 7 years

Largest tech employers

DATTABOTICS

Critical Mass

benevity

Shareworks BY MORGAN STANLEY

RETRAIN

DEVELOPMENT & UPSKILLING

npower

Free digital skills training for young adults

EvolveU

Program helps people pivot to technology employment

LIGHTHOUSE LABS

Coding bootcamp for web and mobile software development

B9 lab Academy Blockchain education

Blockchain education, training and talent development

robogarden

Game-based suite that teaches coding from beginner to professional level

Canada-Alberta Job Grant

Employers can get up to 100% of training costs reimbursed ($15K/employee)

RECRUIT

ATTRACTION

3 YEAR INTERNATIONAL TALENT RECRUITMENT

Comprehensive campaign to attract tech talent to Calgary

VANHACK

Collaborating with the world's largest recruiting platform to help Calgary businesses attract tech talent

GLOBAL TALENT ACCELERATOR

De-risking the onboarding of international tech talent for Calgary businesses

START-UP VISA PROGRAM

Supporting immigrant entrepreneurs with the skills and potential to build businesses in Canada

TECHJOBSYYC.CA

Calgary is opening doors for international recruitment

LOW COST

ENVIRONMENT

CALGARY'S

OFFICE REAL ESTATE

LOW PROPERTY TAXES

Calgary has the 2nd lowest commercial property taxes of major Canadian cities

AVAILABILITY

11M sqft of downtown office real estate space available

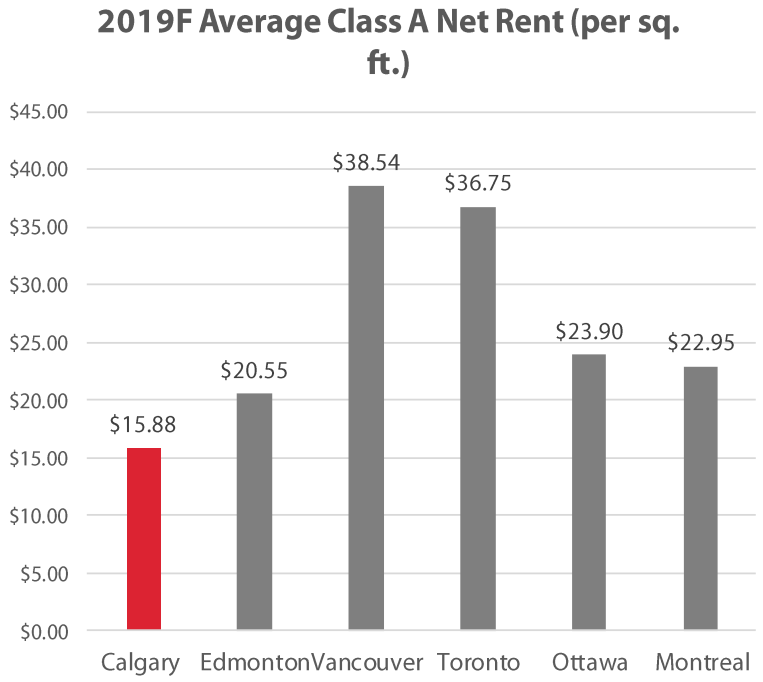
AFFORDABLE

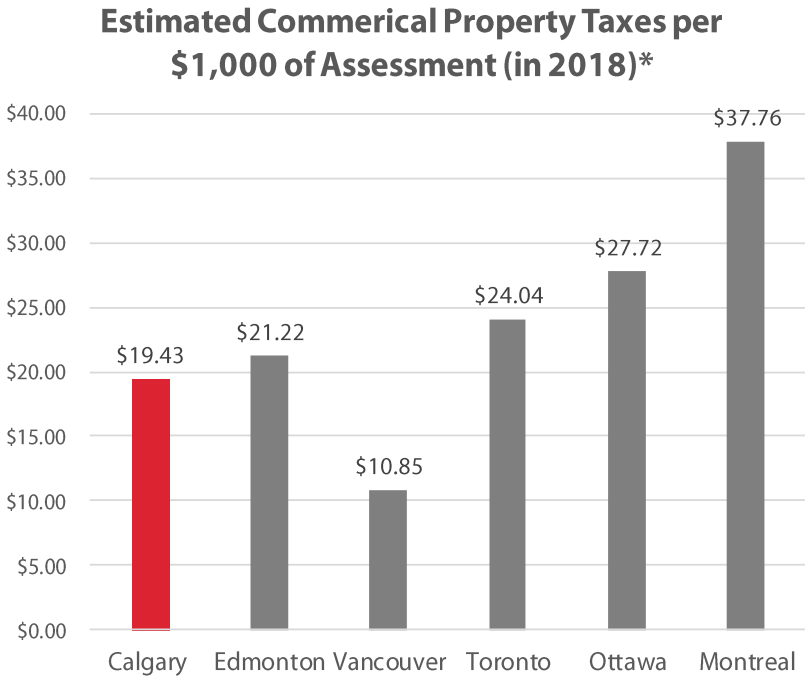
Low total operating costs, great amenities, easy train and bike access

Sources: Altus REALpac (2018), CBRE (2018)

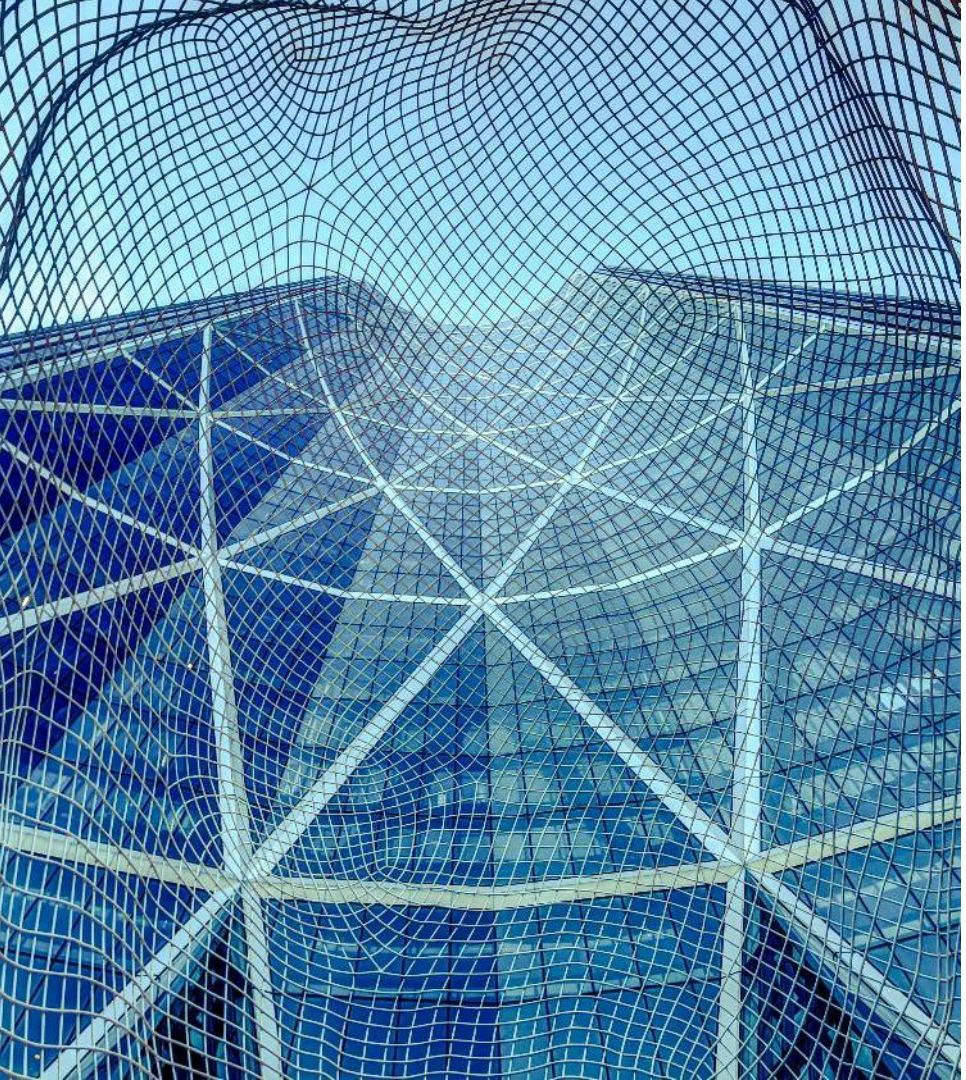
LET'S COMPARE

OFFICE SPACE





Sources: CBRE, Canada Market Real Estate Outlook 2019; Altus Group and REALpac, 2018



WE HAVE

LOW TAXES

Alberta's corporate tax rate will be reduced to 8% by 2022, making it the lowest in Canada

4TH LOWEST GLOBALLY

Calgary's total effective tax rate is the 4th lowest among 111 global cities, lower than:

- Toronto
- Vancouver
- San Francisco and
- Seattle

NO PROVINCIAL SALES TAX

Unlike BC (7%) and Ontario (8%), Alberta does not have a provincial sales tax

NO PAYROLL TAX OR HEALTH CARE PREMIUMS

Sources: KPMG Competitive Alternatives: Focus on Tax Report (2016)

LET'S COMPARE

TAX RATES

Alberta's corporate tax rate will be reduced to 8% by 2022, making it the lowest in Canada

	Calgary	Vancouver	Toronto	Ottawa	Montreal
2016 Total Effective Tax Rates (City Level)	30.1%	35.3%	34.1%	37.7%	41.3%
Provincial Sales Tax	0%	7%	8%	8.000%	9.975%
2018 Provincial Personal Income Tax	10% - 15%	5.06% - 14.7%	5.05% - 13.16%	5.05% - 13.16%	15% - 25.75%
2018 Provincial Corporate Income Tax (General)	12.0%	12.0%	11.5%	11.5%	11.7%
2018 Provincial Corporate Income Tax (Small Business)	2.0%	2.0%	3.5%	3.50%	7.24%
2018 Provincial Payroll Tax (Employer Health Premiums)	0%	0%	1.95%	2.0%	1.5% or 2.3% / 1.45% or 1.95%
2018 Local, Provincial & Federal Gasoline Tax	29.67¢/L	32.28¢/L	29¢/L	29¢/L	32.2¢/L
2018 Carbon Pricing (per tonne of emissions)	$20	$30	$10*	$10*	$18
2018 Health Care Premiums (Annual)	0%	$0 - $900	$0 - $900	$0 - $900	$0 - $638
2018 Land Transfer Tax	0.02%	1% < $200K + 2% $200K<>$2M + 3% > $2M + 2% > $3M (Residential) + 20% Foreign Purchasers (Residential)	0.5% < $55K + 1% $55K<>$250K + 1.5% $250K<>$400K + 2% > $400K + 0.5% > $2M (1 or 2 Unit Family Dwelling)	0.5% < $55K + 1% $55K<>$250K + 1.5% $250K<>$400K + 2% > $400K + 0.5% > $2M (1 or 2 Unit Family Dwelling)	0.5% < $50.4K + 1% $50.4K<>$251.8K + 1.5% > $251.8K + 0.5% $503.5K<>$1.007M + 1% > $1.007M

**Ontario will end the cap-and-trade carbon tax regime effective July 3, 2018; Ontario intends to challenge the Federal Government's authority to impose a carbon tax. The Federal Carbon price starts at $10 per tonne in 2018, gradually rising by $10 per tonne every year, to $50 per tonne in 2022. PwC Tax Facts and Figures, Canada 2018*

Sources: PwC Tax Facts and Figures, Canada 2018; Revenue Canada, Government of Alberta, Government of British Columbia, Government of Ontario, Government of Quebec, 2016 KPMG Competitive Alternatives: Focus on Tax Report

WORLD CLASS

QUALITY OF LIFE

CALGARY'S

SUMMER PLAYGROUND

LARGEST BIKE PATH IN NORTH AMERICA

Calgary is home to the largest urban bike path system in North America (580 miles / 945 km)

FESTIVAL CENTRAL

Calgary hosts 250+ festivals every year

SUNNIEST CITY IN CANADA

With an average 333 days of sunshine in a year

ABUNDANT GREEN SPACE AND PARKS

Over 8,000 hectares of parkland and natural areas; 8,400 park benches; more than 1,100 playgrounds

Sources: City of Calgary (2016 & 2019), Environment Canada (2018)

CALGARY'S BACKYARD

ROCKY MOUNTAINS

1 HOUR AWAY

Easy drive to Banff and the Rocky Mountains

10 SKI RESORTS

Within 3 hours of Calgary plus thousands of hectares of back-country terrain

5 NATIONAL PARKS

Within Alberta and several more bordering our province

CHINOOK RELIEF

Chinook winds can increase the temperature in Calgary by 30°C (86°F) in a matter of hours and happen on average 5 days every winter month

OTHER REASONS WE'RE

AMAZING

ACTIVE AND HEALTHY LIFESTYLE

Calgary ranks 2nd in Canada for Healthy Lifestyle

BOOMING POPULATION

In the past decade, Calgary has had the highest population growth in Canada

EDUCATION OPTIONS

Within the Calgary Board of Education there are 350+ schools as well as many private and charter schools

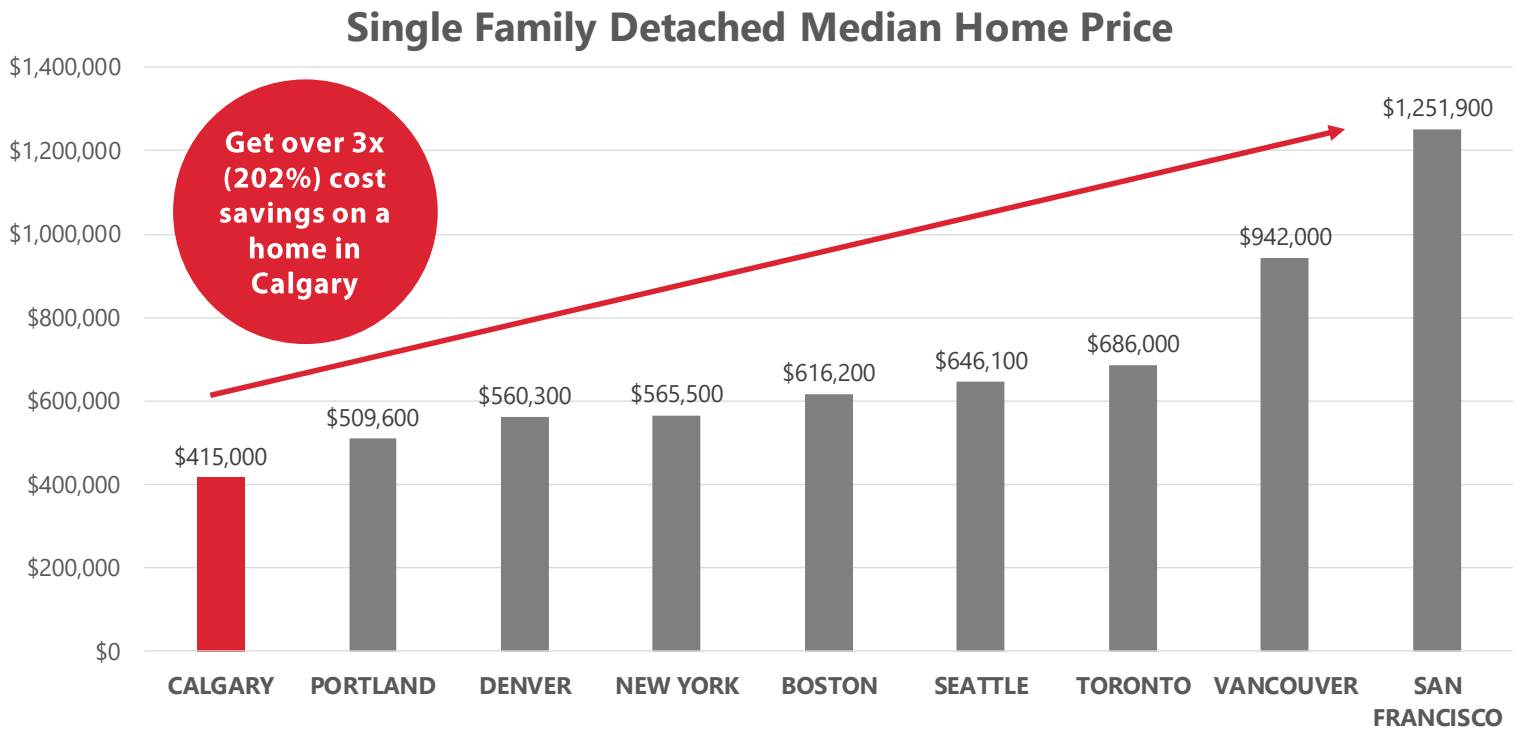
WE ARE DIVERSE

33.7% of Calgarians are a visible minority

Sources: Conference Board of Canada City Health Monitor (2016), Statistics Canada (2017), Calgary Board of Education (2017), Statistics Canada Census (2016)

YOUR EMPLOYEES CAN

AFFORD TO BUY A HOME

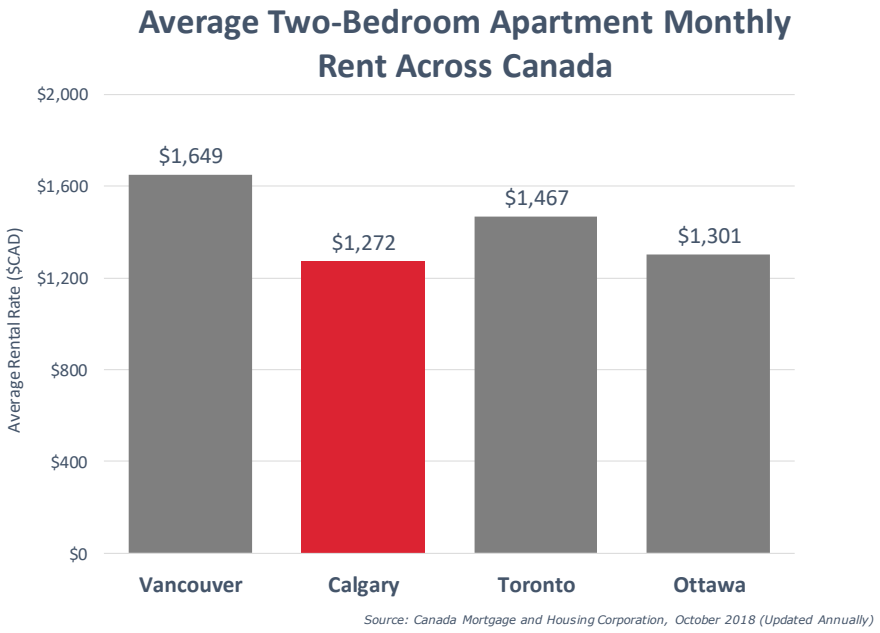


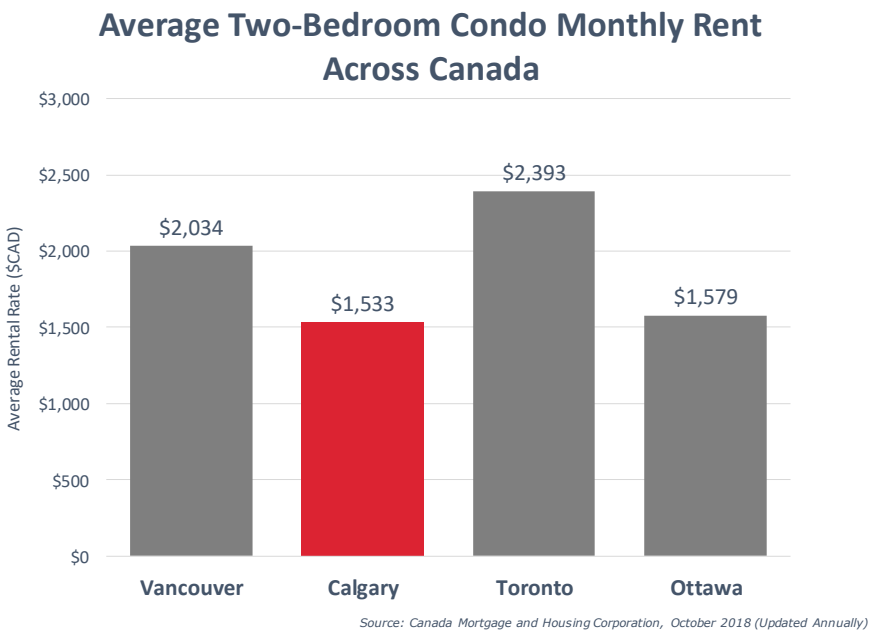
All numbers are reported in CAD

Source: 15th Annual Demographia International Housing Affordability Survey (Q3 2018)

AND

RENTING IS AFFORDABLE





Renting in Calgary is 23% more affordable than Vancouver and 36% more affordable than Toronto.

IT'S EASY TO

GET AROUND

TRAIN

Public train in downtown Calgary is free, and 44% of workers downtown take the train to work

BIKE

40,000 Calgarians ride their bike to work, and Lime bike is offered downtown and surrounding areas

BUS

Over 160 bus routes including express bus routes

CAR

Calgary has 46% less traffic congestion than Toronto

Sources: Calgary Transit (2018), Bike Calgary (2018), INRIX Global Traffic Scorecard (2018)

CALGARY ECONOMIC DEVELOPMENT'S ROLE

WE CONNECT YOU TO

EVERYTHING

REAL ESTATE

LAUNCH SUPPORT

TALENT

DECISION MAKERS

JOIN US

IN CALGARY OR ON THE ROAD

COLLISION

Toronto, ON
May 20-23, 2019

A gathering of the world's leading tech leaders bringing together over 25,000 attendees from over 120 countries

7th Annual Stampede Investment Forum

Calgary, AB
July 7-9, 2019

Invitation-only, tailored programming—Meet industry executives and key government officials within Alberta's emerging sectors

ENERGY DISRUPTORS

Calgary, AB
Sept 17-18, 2019

A gathering of the world's most influential and innovative energy disruptors from every aspect of the energy value chain unite in Calgary

web summit

Lisbon, Portugal
Nov 4-7, 2019

Web Summit brings together 60,000 attendees from more than 160 countries including Fortune 500 companies, startups and world-class speakers

FIND YOUR

PERFECT LOCATION

ANONYMOUS OFFICE SEARCH

Completely confidential treatment

PRIVATE REAL ESTATE TOURS

One-on-one tours of real-estate selected for you

STREAMLINED PERMITS

We can help speed up the process to get your building permit

ONGOING EXPANSION SUPPORT

We're here for the long-haul and want to make sure you have the options you need to grow your business

FIND THE TALENT YOU NEED

WE'LL HELP YOU LOCALLY

Local recruitment job fairs, venue, promotion & referrals

RELOCATING EMPLOYEES

Talent mobility services

NATIONAL & INTERNATIONAL RECRUITMENT

We'll work with you to develop recruitment strategies with post-secondaries, training institutions, other government agencies, and other recruitment agencies

VISA

PRIORITY PROCESSING

As a designated referral partner to the government of Canada's new global talent stream, we help expedite visa applications

GET HELP WITH

IMMIGRATION SUPPORT

43

International consular offices

10 DAYS

To process visas to Canada

64%

Of Calgary's population growth comes from international migration

Sources: Global Affairs Canada – Consular Offices Addresses (2018), Statistics Canada (2018)

SUPPORT AND

FUNDING PROGRAMS

CALGARY IS

INVESTING IN AI

Alberta is investing $100M to attract more AI-based, high-tech companies to the province

TOP AI TALENT

The Alberta Machine Intelligence Institute (Amii), is a Top 5 global AI research institute, and will be opening a new office in Calgary, expanding its programming for R&D work with industry and developing AI talent

- ✓ Connects industry with world leading AI researchers
- ✓ Does not take any IP
- ✓ Develop AI talent pool

AI Research Labs in Alberta

Google DeepMind Microsoft Shell MITSUBISHI ELECTRIC ATB Financial RBC

OPPORTUNITY CALGARY

INVESTMENT FUND (OCIF)

$100 MILLION

Program established by the City of Calgary & administered by Calgary Economic Development

INVEST

Innovative, catalytic, and strategic projects

IMPACTS

Create ROI, reduce downtown office vacancy, stimulate employment, diversify the economy

For full details, see *Opportunity Calgary Investment Fund*

SCIENTIFIC RESEARCH & EXPERIMENTAL

DEVELOPMENT (SR&ED) TAX CREDIT

Federal SR&ED provides 15% for foreign companies and 35% for Canadian companies tax incentives for the direct in-house costs of performing R&D work in Canada. Eligible expenses may include:

- Contract expenditures for SR&ED performed on behalf of the claimant
- Wages and salaries of employees directly engaged in the R&D work
- Overhead expenditures and materials

For full details, see *Federal SR&ED Tax Incentive Program*

ALBERTA INTERACTIVE

DIGITAL MEDIA TAX CREDIT

- ✓ 25% refundable tax credit on eligible salaries and wages for Alberta residents
- ✓ An additional 5% tax credit to eligible corporations who hire employees from under-represented groups (i.e. female, sexual/gender minority, person of Canadian indigenous ancestry, person with physical/mental disability or visible minority)
- ✓ Funds digital content creation that contains audio, visual, interactive components
- ✓ No cap

For full details, see *Interactive Digital Media Tax Credit*

INDUSTRIAL RESEARCH

ASSISTANCE PROGRAM (IRAP)

$400M federal funding that provides financial support to SMEs for the advancement of technology innovation projects in a number of key areas:

- Eligible applicants may receive up to 80% to offset project labour expenses
- Direct support to SMEs with international interests
- Technology partnering (incl. technology sourcing, transfer, and matching)
- Joint research and development projects, and other technology ventures

For more information, see *NRC-IRAP*

CANADA – ALBERTA

JOB GRANT

UP TO $15,000/EMPLOYEE

Employers can get up to 100% of training costs reimbursed when hiring and training eligible newly employed Albertans.

For full details, see *Canada-Alberta Job Grant*

SKILLS MAPPING FOR DISPLACED WORKERS

Retrain displaced workers using the Canada-Alberta Job Grant

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PLAY

calgary economic development
be part of the energy™