

GLOBALLY-RECOGNIZED CLUSTERS IN THE TORONTO REGION: FINANCIAL SERVICES & E-COMMERCE

THE TORONTO REGION IS ...

- The fourth largest concentration of financial services in North America (after New York, Chicago and Los Angeles), and the Business and Financial capital of Canada:
 - Headquarters for five largest domestic banks: Bank of Montreal, Royal Bank Financial Group and Toronto Dominion Financial Group (Europe and USA); Canadian Imperial Bank of Commerce (Caribbean and USA); Scotiabank (Latin America and Asia)
 - Headquarters for six top insurance companies, including two global companies among the top 10: #4 Manulife Financial and #10 Sun Life Financial Services (Financial Times Global Ranking)
 - 41 foreign bank subsidiaries and branches
 - 119 securities firms
 - 61 mutual fund companies
 - an international leader in pension management – 58 pension fund managers and five of Canada’s largest public pension plans with combined assets over \$250 billion
- Location of the TMX Group, North America’s third largest equity exchange and seventh largest in the world based on market capitalization:
 - More financing for exploration and mining by far is raised on the TSX and TSX-V than anywhere else in the world.
 - Over the past 5 years, over USD 45Billion has been raised to finance mining companies on the two exchanges. While this number represents 37% of total world financing dollars, it represents 81% of the total number of world financings (companies).
- Home to a large and highly-skilled financial services workforce of roughly 233,000 in 2008 including
 - 19,000 Chartered Accountants (CA)
 - 4,000 Certified General Accountants (CGA)
 - 6,800 Certified Management Accountants (CMA)
 - 6,200 Chartered Financial Analysts (CFA), the 2nd largest CFA society after NYC
 - 2,400 Certified Financial Planners (CFP)
- Canada’s largest education centre with 340 university and college programs in business and commerce that produce a highly-educated and highly-skilled workforce:
 - 7,100 university graduates (all levels) from business and commerce programs in 2006
- A growing hub of more than 100 companies that provide e-commerce and IT security products and services, including industry leaders such as: Algorithmics, Certicom Co., Cisco Systems Canada, Digital Cement, Giesecke & Devrient (G&D) Systems Canada, IBM Canada , McAfee Canada, Microsoft Canada, Moneris, Open Text Corporation, SAP Canada, Symantec Canada, Symcor, Teranet, and Thomson Reuters

“...Toronto has one of the most vibrant financial services clusters in North America. [There are] strong and successful Canadian firms in each area of the cluster – banking, insurance, investments, securities dealers, and risk capital. {Canadian} banks are world-leaders in shareholder returns. Canadian life insurance firms are among global leaders in market capitalization.” – Institute for Competitiveness & Prosperity, June 2007

ADVANTAGES

- A world-leading economic region:
 - Ranked #1 for the soundness of its banking system by World Economic Forum (*Global Competitiveness Report 2008-2009*)
 - Ranked #3 in North America by MasterCard’s Worldwide Centres of Commerce (2008)
 - Ranked #7 Top City Regions of the Future by Foreign Direct Investment magazine (2009)
 - Ranked #10 of the World’s Top Global Cities (Global Cities Index (2008)
 - Ranked #10 most economically powerful city by Forbes.com (July 2008)
 - Ranked #11 of 62 in the 2009 Global Financial Cities Index
- 7.4 million people live in the Toronto Region, making it the 4th largest urban region in North America
- Immigration responsive to company needs:
 - Uncapped number of work permits available to foreign workers
 - Process for intra-company transfers is fast and straightforward
 - Special programs allow employers to permanently recruit high-end research staff and other workers within defined occupations
- Business-friendly environment:
 - Canada ranked #1 in number of procedures required to start a business, and #2 in time required to start a business (World Economic Forum, *Global Competitiveness Report 2008-2009*)
 - Ranked #4 globally for Ease of Doing Business by MasterCard Worldwide Center of Commerce Index (2008)
- Canada’s largest centre for research and education – location for 35% of all R&D conducted in Canada
- Highly-skilled workforce of 1.8 million (25-64 years of age) drawn from the most educated population in the G8: 64% hold a post-secondary degree or equivalent
- Part of a well-developed transportation infrastructure – air, rail and highway corridors – that easily moves people and goods to cities in the US Midwest and Northeast

“Canada’s financial system is mature, sophisticated, and well-managed. Financial stability is underpinned by sound macroeconomic policies and strong, prudential regulation and supervision...The five large banking groups that form the core of the system are conservatively managed and highly profitable.” – IMF 2008 Financial Stability Report

WORLD-CLASS RESEARCH AND EDUCATION

- Toronto Region universities are a centre of research excellence:
 - Social Sciences and Humanities Research Council (SSHRC) awarded \$9.6 million in funding for finance, insurance, economics and e-commerce related studies, 1998-2007
 - 45% of Canada Research Chairs related to business, finance, economics and insurance are located in the Toronto Region
 - University of Toronto and the University of Waterloo rank among the top 10 Canadian publishers on finance, economics and e-commerce related articles
 - The number of citations from Canadian publications on business and commerce related topics has increased 33-fold from 2000-2007
- The Toronto Region is a centre of academic institutions dedicated to business, finance and economic related research:
 - **McMaster University:** McMaster eBusiness Research Centre (MeRC) and Research Institute for Quantitative Studies in Economics & Population Degroote School of business
 - **Ryerson University:** Centre for the Study of Commercial Activity, Ted Rogers School of Management
 - **University of Toronto:** Fields Institute for Research in Mathematical Sciences Capital Markets Institute, Centre for Management of Technology and Entrepreneurship, Clarkson Centre for Business Effectiveness and Board Effectiveness, Institute for Competitiveness and Prosperity, Institute for Corporate Directors, Institute for Canadian Pension Management, and Rotman School of Management
 - **University of Waterloo:** Centre for Advanced Studies in Finance, Centre for Business, Entrepreneurship and Technology, Institute for Innovation Research, Institute for Quantitative Finance and Insurance, Institute of Insurance and Pension Research (IIPR), Deloitte Centre for Tax Education and Research, and University of Waterloo Centre for Information System Assurance (UWCISA)
 - **Wilfrid Laurier University:** CMA Canada Centre of Excellence in Management Accounting for SMEs, Financial Services Research Centre, and Laurier Centre for Economic Policy
 - **York University:** Schulich School of Business,
- Innovative and specialized programs offered by the industry training associations located in Toronto such as: CSI Global Inc (The Canadian Securities Institute, Institute of Canadian Bankers, etc), Financial Standards Planning Council, Insurance Institute of Ontario, Toronto International Leadership Centre, Toronto CFA Society, and IFSE Institute (a distance learning education institute wholly owned by the Investment Funds Institute of Canada (IFIC))

Web Links

Toronto Region Research Alliance www.trra.ca

Toronto Financial Services Alliance www.tfsa.ca

McMaster University www.mcmaster.ca

Ryerson University www.ryerson.ca

University of Toronto www.utoronto.ca

University of Waterloo www.uwaterloo.ca

Wilfrid Laurier University www.wlu.ca

York University www.yorku.ca

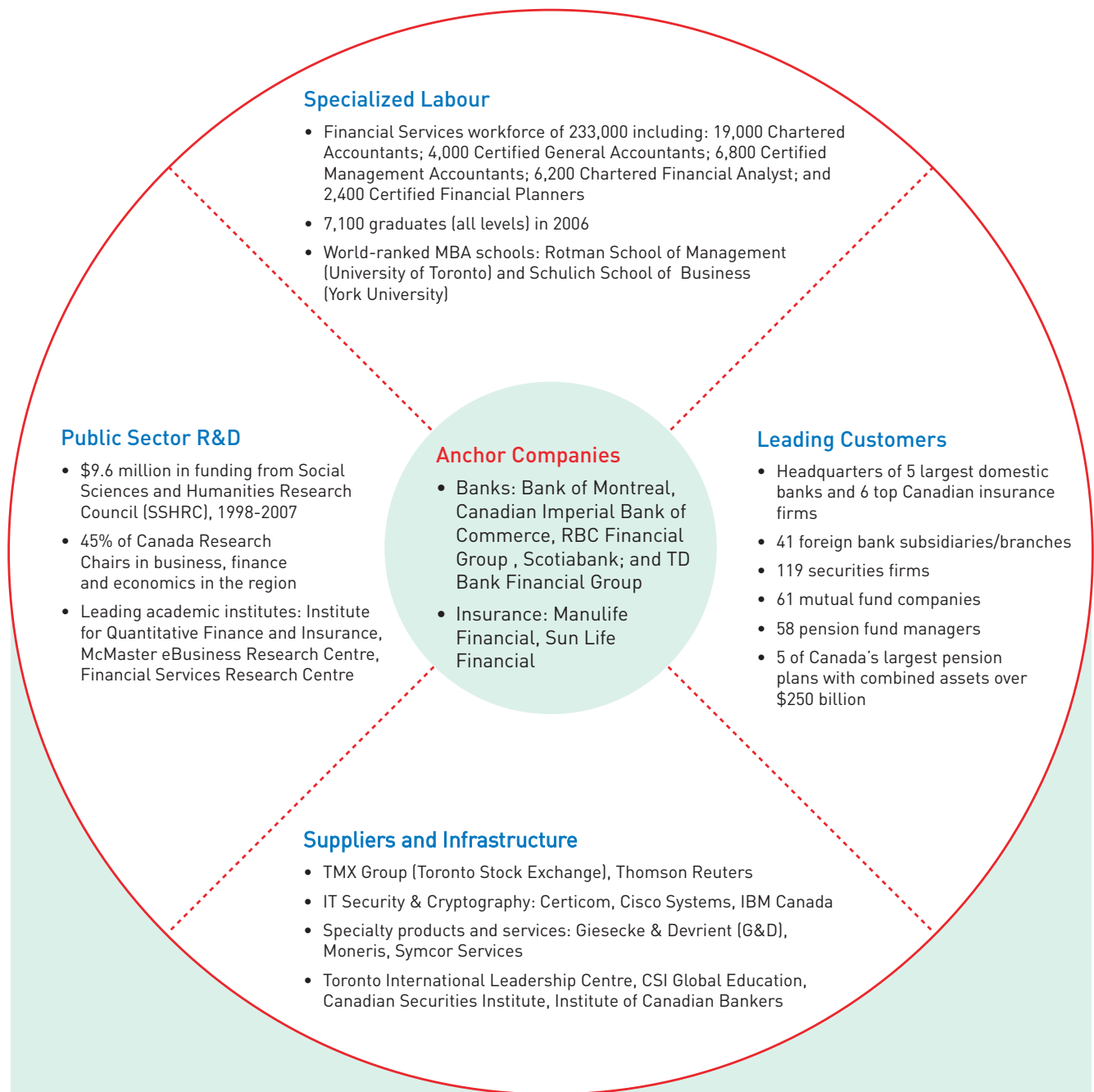
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The Toronto Region is a leading North American hub of Finance and e-Commerce Activity



> SPECIFIC REGULATORY AND INCENTIVE SUPPORT

- Government of Ontario: Next Generation of Jobs Fund – Jobs + Investment Program (ICT and financial services eligible)
- City of Toronto: Imagination, Manufacturing, Innovation, Technology (IMIT) Grants