

INTERNATIONAL EXPANSION

WATERLOO EDC SERVICES GUIDE

LET'S GET TO WORK

A one-stop complimentary concierge service
for expanding your business to Waterloo



WATERLOOEDC
inventing the future

EVERY EXPANSION IS DIFFERENT, WE CAN HELP.

01

COLLECT DATA, MAKE A PLAN

Access comparative data and get support developing a custom expansion plan.

02

VISIT WATERLOO

Get a feel for the community, meet business leaders and identify real estate opportunities.

03

FIND EXPERTS

Make connections with experts in law, accounting, immigration, recruitment and research, to support your expansion.

04

NAVIGATE GOVERNMENT

Identify government grants/tax credits and access expedited immigration programs.

05

GET CONNECTED

Build your local profile, connect with the community and attract talent through memberships and peer-to-peer events.



FOREIGN DIRECT INVESTMENT

Waterloo EDC provides free support to businesses looking to locate, relocate or expand in our community. Our client-first approach focuses on your company's specific needs. Need office space? We can help. Expanding to access new talent pools? We can help. Want information about immigration and government support? We can help. We'll work with you to build a custom expansion plan.

Our team is here to help your business grow and succeed.



COLLECT DATA, MAKE A PLAN

Every international expansion starts with information. Tell us what you want and we'll fill in those gaps. We have access to comparative data on talent/workforce, wages, lease rates, ecosystem density and more. We can give you in-depth information about post-secondary programs, maps of our local ecosystem and anything else you might need to justify an expansion.

Once you have the data, we can help you figure out how it all fits together. With our help, you can make an expansion plan that draws on the data and our experience helping other companies join our community. We can even help you develop the pitch to your own company leadership.

**CALL, EMAIL OR VISIT OUR WEBSITE AND
SEND US A REQUEST FOR INFORMATION.**

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WATERLOOEDC.CA



VISIT WATERLOO

Are we on your shortlist? Come and visit us!

Our team will help put together an itinerary for your visit to Waterloo, including:

- Meetings with like-minded companies
- Lunch with senior executives
- Commercial or industrial real estate site tours
- Connections with research/support organizations (postsecondary, incubators, hubs, companies)
- Sessions with local professional service providers (recruitment, real estate, legal, and more)

FIND EXPERTS

You've made a decision – you're coming to Waterloo. The next steps will require expert help. For starters, you'll need to establish a Canadian legal entity, open Canadian bank accounts, build a team and finalize a lease.

DON'T WORRY – WE HAVE THE RIGHT PEOPLE ON SPEED DIAL.

We can connect you with:

- Law and accounting firms specializing in business expansion and immigration
- Recruiters who have built offices from the ground up
- Commercial and industrial real estate professionals
- Researchers and R&D partners



HERE'S WHERE WE COME IN:



Write letters of support
for government grants



Establish connections with
local government officials



Help identify tax credits
and support programs that
fit your plans



Provide required referrals to
tap into immigration programs

**“WHAT STRUCK ME
RIGHT AWAY WAS
HOW SUPPORTIVE
THE WATERLOO
EDC TEAM WAS IN
CONNECTING US
WITH GOVERNMENT
OFFICIALS, AVAILABLE
TAX CREDITS AND
GRANTS.”**

- ZACK DUGOW, CEO, INSTICATOR

NAVIGATE GOVERNMENT

A new country means a new government. That means different incentives, including government programs that make research and development more affordable, help with hiring or simply provide tax credits and grants for new operations. If you're coming to Canada, it also means tapping into the world's best business immigration program – the Global Talent Stream.



GET CONNECTED

You're here and you're ready to rock. It's time to join the Waterloo community. We'll help you gain membership with industry groups and business advocacy organizations. Having a grand opening? We'll help spread the word. We'll connect your company and its local leaders with peers at similar companies.

Are things working out better than you anticipated? We're here to help you expand too, and **we'll always advocate on your behalf.**

LOOKING TO EXPAND IN A NEW COUNTRY? WATERLOO EDC CAN HELP.

Our team is ready
to take your call.

LET'S GET TO WORK!



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