

**FACTS AND FIGURES**  
May 2005 Edition

# Québec external trade

*Direction de l'analyse des relations  
économiques extérieures*

**Développement  
économique, Innovation  
et Exportation**

**Québec** 

*Facts and Figures* is a compendium of information on Québec's trade in goods and services. It contains data on exports and their impact on employment, on imports, etc. It also provides information on the services offered to export businesses by the ministère du Développement économique, de l'Innovation et de l'Exportation (MDEIE).

The table of contents is at the end of *Facts and Figures*.

# Overview

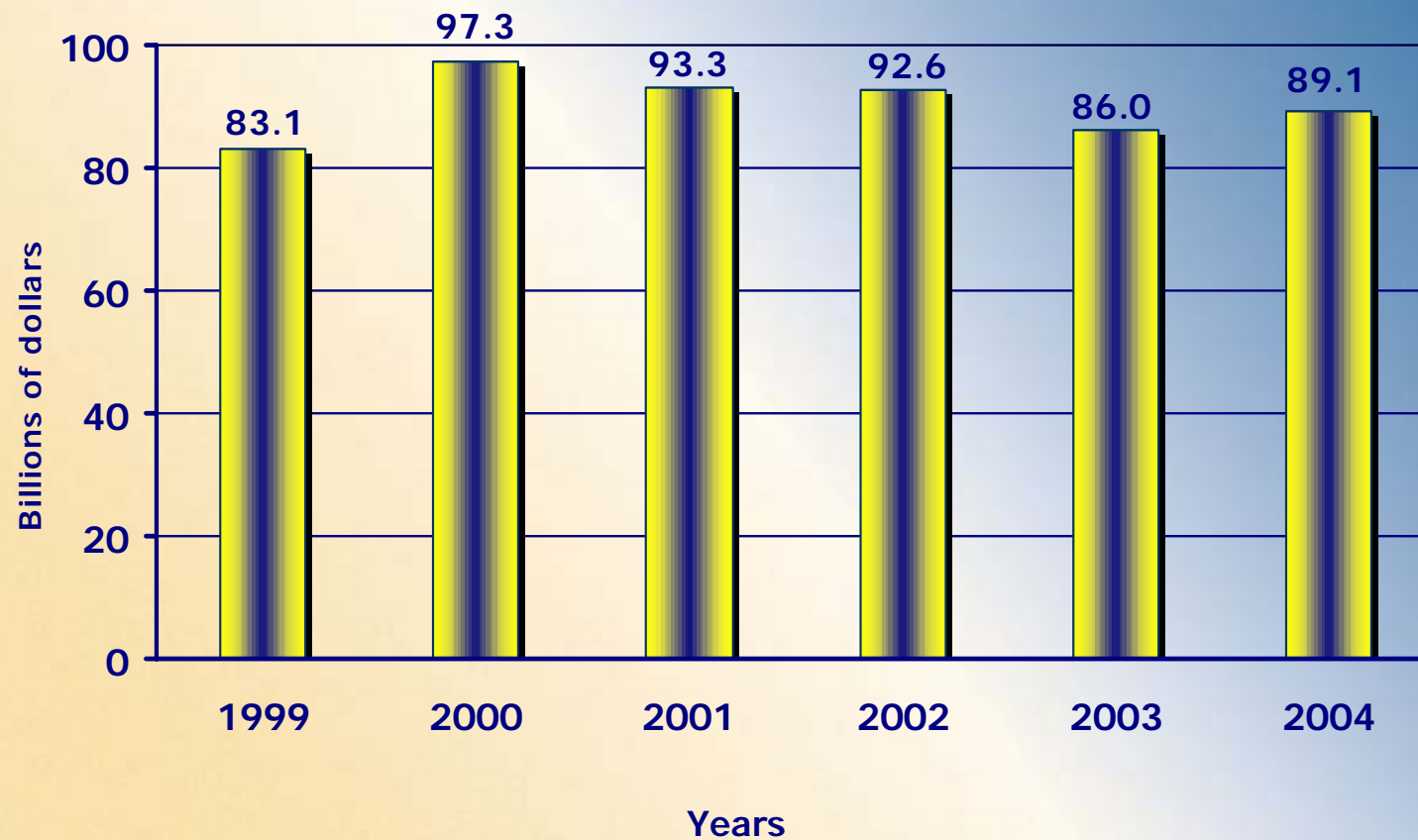
## Exports, imports and balance

	<b>1999</b>	<b>2003</b>	<b>2004</b>	<b>2004/1999</b>
	\$ millions	\$ millions	\$ millions	Variation
<b>Exports of goods and services</b>	<b>124,048</b>	<b>135,023</b>	<b>140,588</b>	<b>13.3%</b>
Abroad	83,098	85,981	89,116	7.2%
Interprovincial	40,950	49,042	51,472	25.7%
<b>Imports of goods and services</b>	<b>121,082</b>	<b>134,787</b>	<b>141,714</b>	<b>17.0%</b>
From abroad	80,354	82,809	87,915	9.4%
Interprovincial	40,728	51,978	53,799	32.1%
<b>Balance</b>	<b>2,966</b>	<b>236</b>	<b>-1,126</b>	-
Abroad	2,744	3,172	1,201	-
Interprovincial	222	-2,936	-2,327	-

---

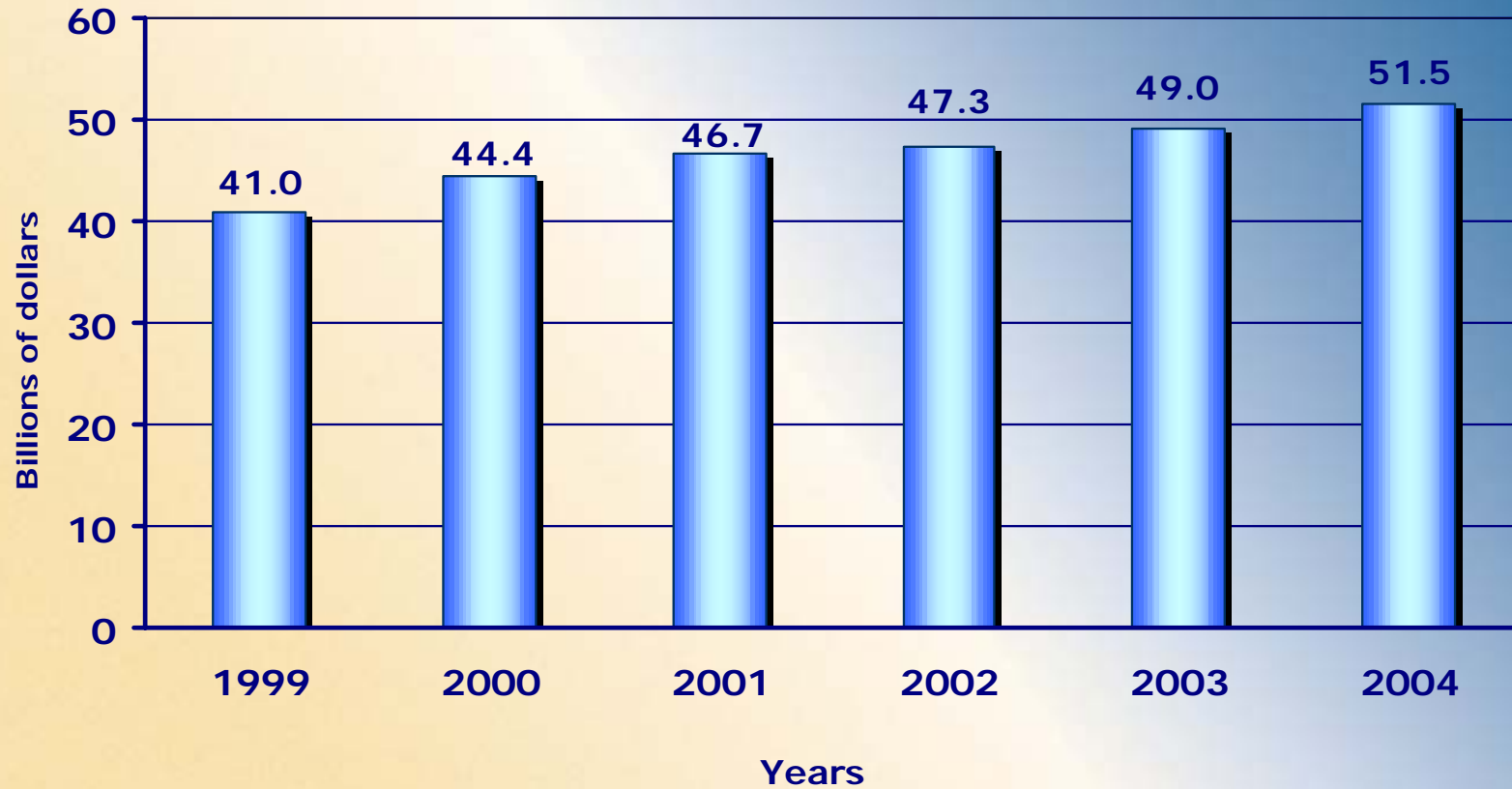
# Exports abroad

In 2004, they registered a first increase since the 2000 record level.



# Interprovincial exports

They rose steadily from 1999 to 2004.



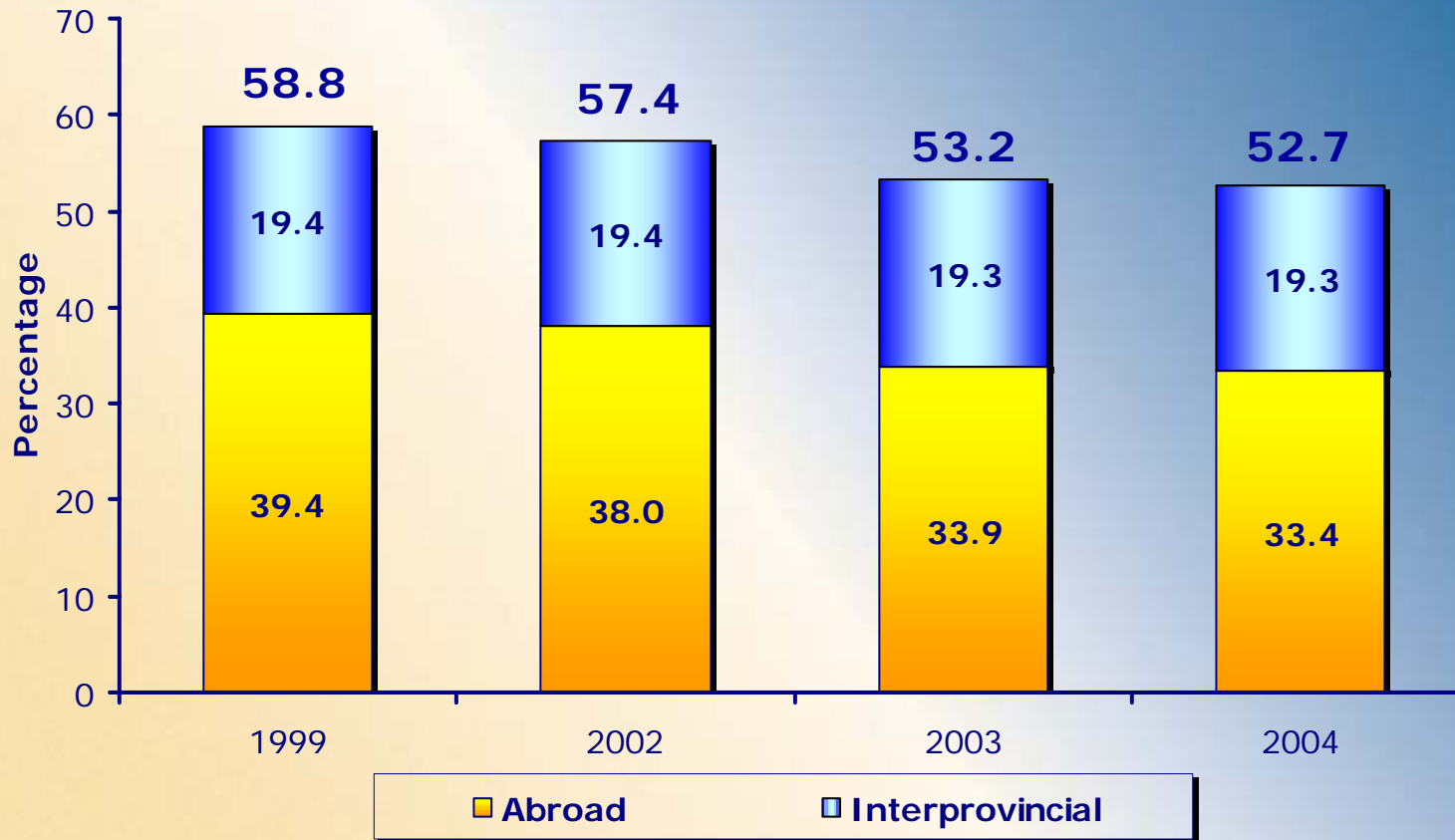
# Québec's share of Canadian trade

Québec's share of Canadian exports of goods and services is in decline.

	1999 %	2003 %	2004 %
Exports abroad	19.6	18.6	18.0
Interprovincial exports	21.4	20.1	20.0
Imports from abroad	20.7	20.0	20.1
Interprovincial imports	21.2	21.3	21.0

# Share of exports in GDP

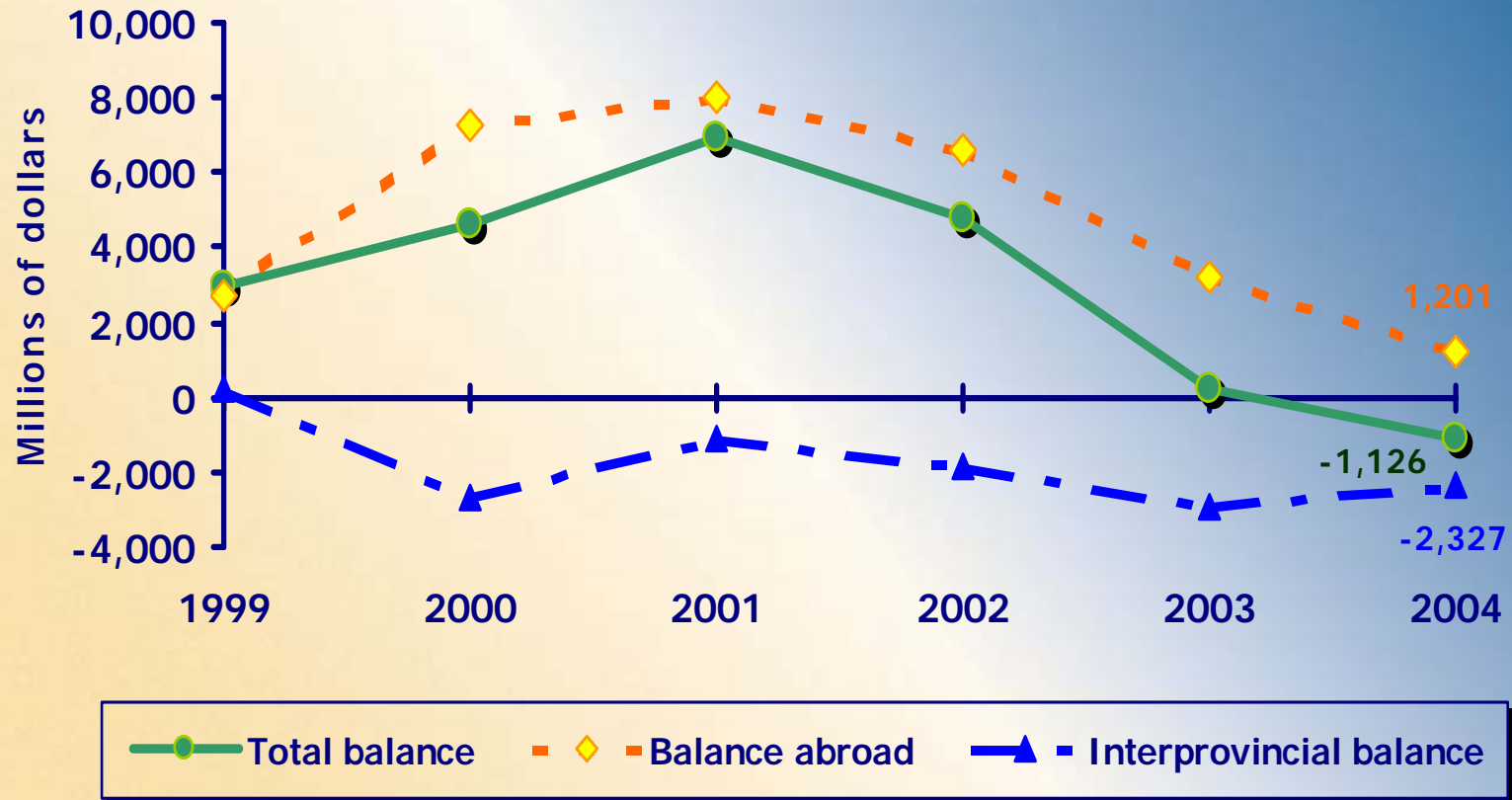
After an increase, the share of exports in GDP\* declined in the last few years.



\* Exports as a percentage of GDP are an indicator of the degree of openness of the economy, not their value added in the economy. (See page 11.)

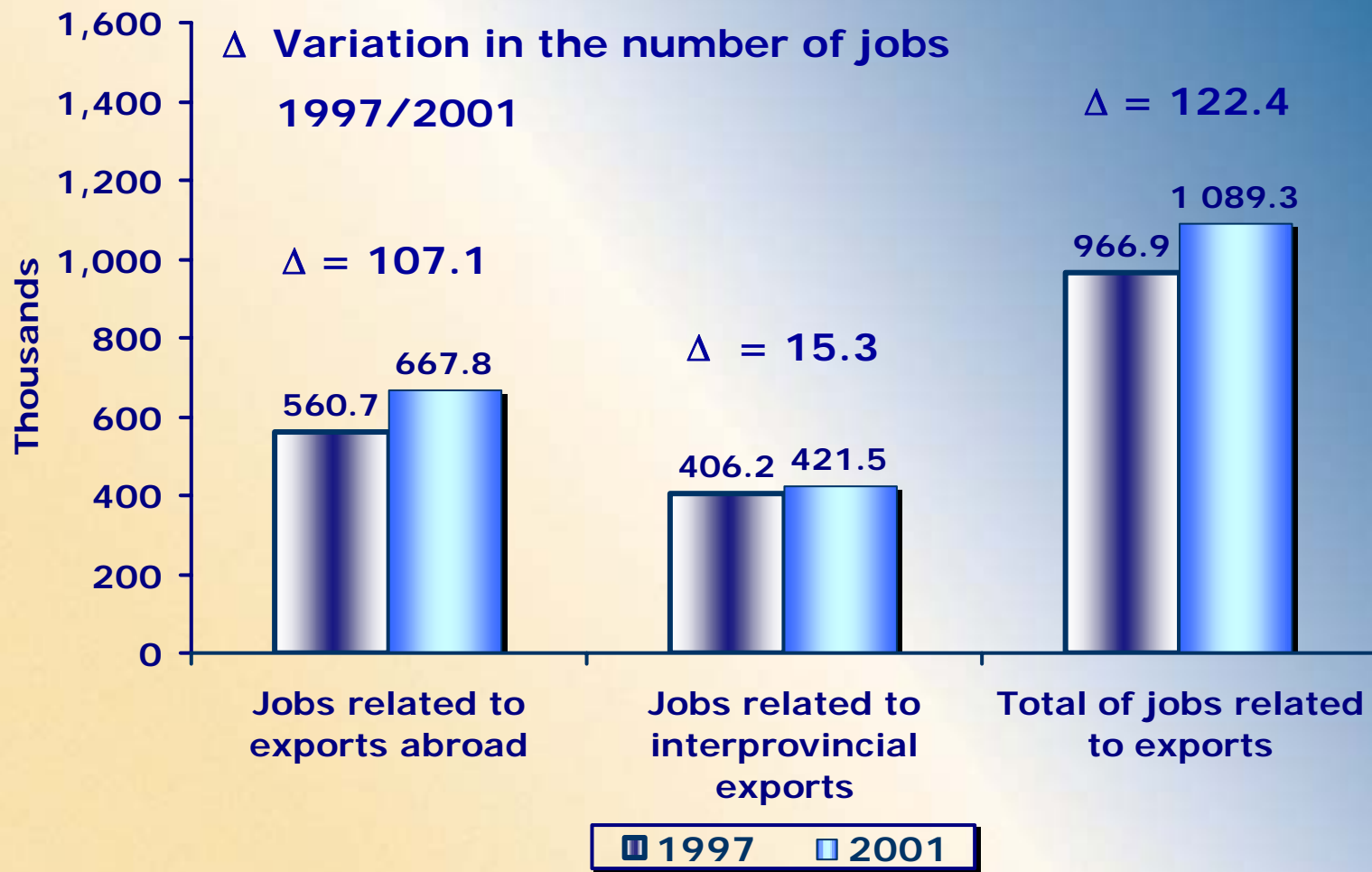
# Balance of goods and services

In 2004, interprovincial deficit is greater than surplus abroad.



# Exports and employment (1)

Export-related jobs increased between 1997 and 2001.



## Exports and employment (2)

In 2001, exports abroad generated more jobs than interprovincial exports.

	Number of jobs	Percentage of total jobs	Value of exports per job*	Number of jobs per million dollars in exports
Exports abroad	667,800	19.2%	\$132,000	7.6
Interprovincial exports	421,500	12.1%	\$106,000	9.5
Total	1,089,300	31.4%	\$122,000	8.2

---

\* On average, the value varies greatly from one sector to another.

Source: "Impact économique des exportations québécoises, years 1990, 1997 and 2001", MDERR and ISQ, 2003.

# Contribution of exports to the economy (2001)

Exports generate high value added  
for the Québec economy.

	Value generated \$ billions	Share of GDP* %
<b>Exports abroad</b>	<b>52.1</b>	<b>24.2</b>
Goods	43.6	20.3
Services	8.5	3.9
<b>Interprovincial exports</b>	<b>28.6</b>	<b>13.3</b>
Goods	20.4	9.5
Services	8.2	3.8
<b>Total exports</b>	<b>80.8</b>	<b>37.5</b>

---

\* Percentage of gross domestic product (GDP) calculated at base price.

# Québec : an open economy (2003)

Québec compares favourably to OECD\* countries in terms of the openness of its economy.

OECD countries	Share of exports in GDP %
1. Ireland	83.7
2. Belgium	82.1
3. Slovak Republic	77.7
4. Czech Republic	62.4
5. Hungary	62.0
6. Netherlands	61.5
<b>Québec</b>	<b>53.2 **</b>
7. Austria	48.2
8. Sweden	43.8
9. Denmark	43.4
10. Switzerland	43.0
13. Canada	37.9
29. United States	9.5

\* OECD : Organisation for Economic Co-operation and Development.

\*\* This percentage takes into account exports abroad and interprovincial exports.

Note : This list excludes Luxembourg.

## Exporting countries: Québec ranking worldwide (2003)

Total exports\* of  
goods and services 23th

Exports of goods  
and services abroad 32th

---

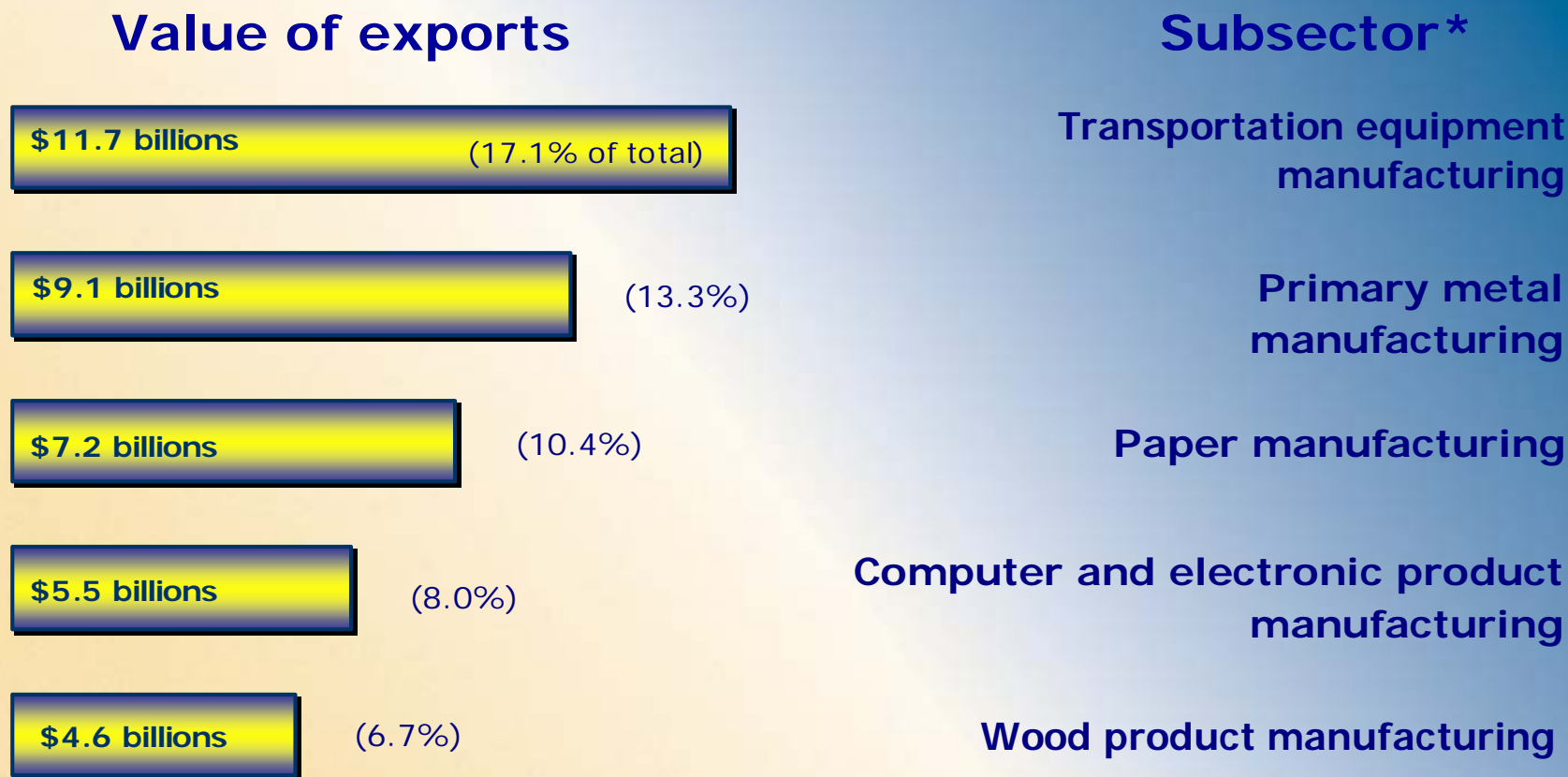
\* Exports abroad and interprovincial exports.

## Québec products exported: ranking worldwide (2002)

Products *	Ranking worldwide	Value \$ millions	Share of world exports %
Aluminium and alloys	1	4,470.8	15.0
Newsprint	2	2,834.6	22.7
Wood (conifers)	4	1,714.7	6.7
Air navigation craft (planes, etc.)	5	8,872.2	4.7
Electrical energy	6	869.0	5.2
Non-electric motors	8	2,346.7	2.6
Sulfate wood pulp	8	620.5	3.1
Meat of swine	9	678.9	4.2
Millwork	9	671.0	4.6
Paper, paperboard	10	887.9	2.9

\* Products according to the Standard International Trade Classification whose export value exceeds \$500 million.

# Main industries exporting goods abroad (2004)



\* These subsectors correspond to those of the North American Industry Classification System (NAICS).

## Main products exported abroad (2004)

Products*	Value M\$	Share of total exports %
Airplanes and other aircraft	6,762.8	9.9
Unwrought aluminium	4,048.5	5.9
Newsprint	2,384.2	3.5
Turbojets, turbopropellers	2,149.8	3.1
Sawn wood	2,021.3	3.0
Electronic integrated circuits and microassemblies	1,754.4	2.6
Uncoated paper/paperboard, of a kind used for writing	1,619.8	2.4
Electrical apparatus for telephony	1,314.7	1.9
Furniture	1,244.6	1.8
Meat of swine	859.3	1.3

---

\* According to the Harmonized Commodity Description and Coding System.

# Products exported: variation in sales

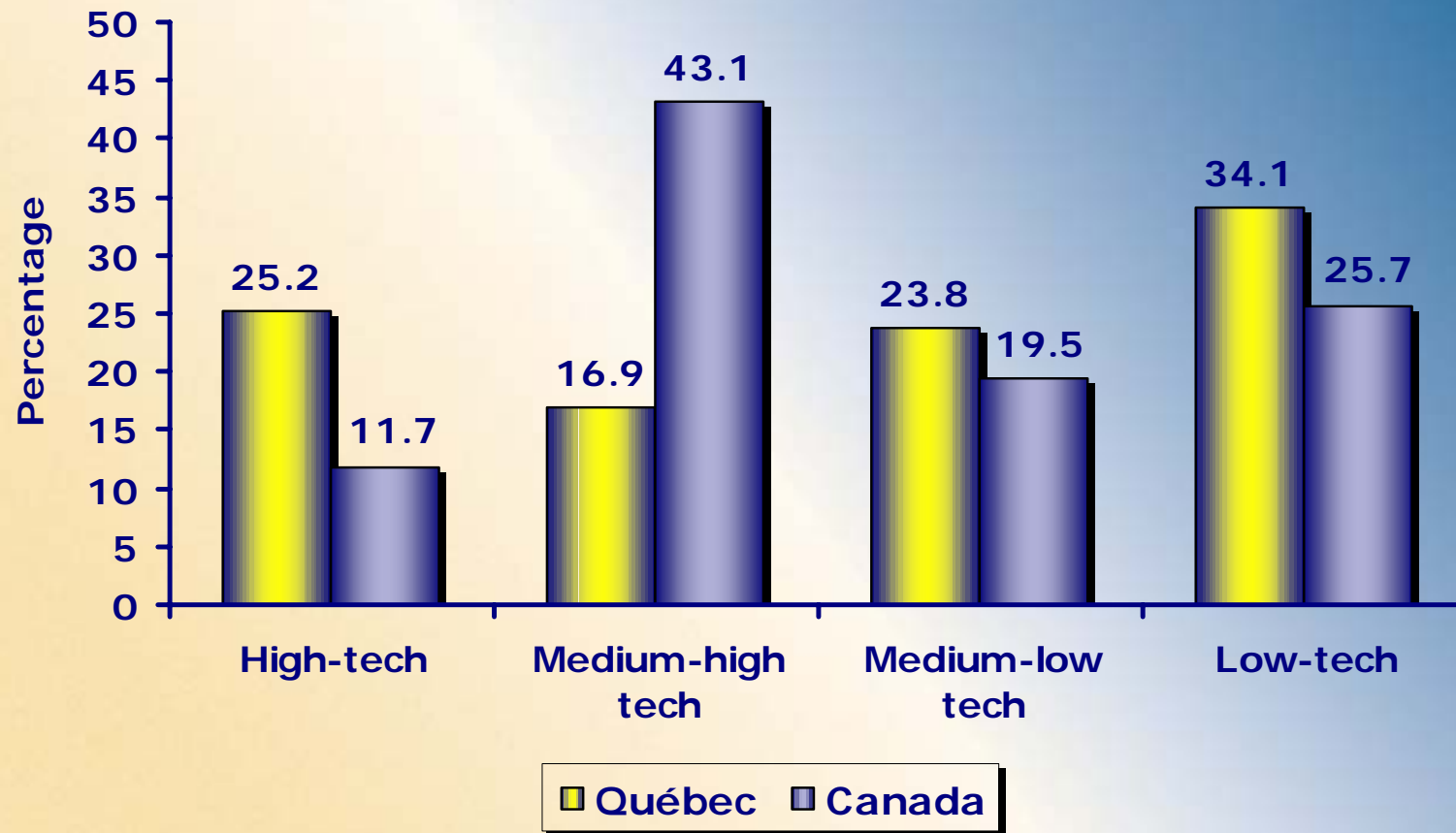
Examples of products whose sales increased significantly from 1999 to 2004.

Products*	1999 \$ millions	2004 \$ millions	Variation 2004/1999 \$ millions	AAV** 2004/1999 %
Airplanes and other aircraft	4,082.7	6,762.8	2,680.1	10.6
Unwrought aluminium	3,374.8	4,048.5	673.7	3.7
Meat of swine	349.2	859.3	510.1	19.7
Trucks	131.6	567.0	435.4	33.9
Polycarboxylic acids	5.6	390.2	384.6	133.5
Turbojets, turbopropellers	1,781.2	2,149.8	368.6	3.8
Petroleum oils	281.3	632.0	350.7	17.6
Uncoated paper/paperboard of a kind used for writing	1,271.7	1,619.8	348.1	5.0
Copper wires	254.9	600.5	345.6	18.7
Manufactures of wood	450.6	773.1	322.5	11.4

\* According to the Harmonized Commodity Description and Coding (HS).

\*\* AAV: Average annual variation, evaluated according to the compound annual interest rates formula.

# Manufactured goods exported abroad: technology levels\* (2004) Québec and Canada



\* According to the classification of the Organisation for Economic Co-operation and Development (OECD).

# **Manufactured goods exported abroad: technology levels\* (2004) Québec's share of Canadian exports**

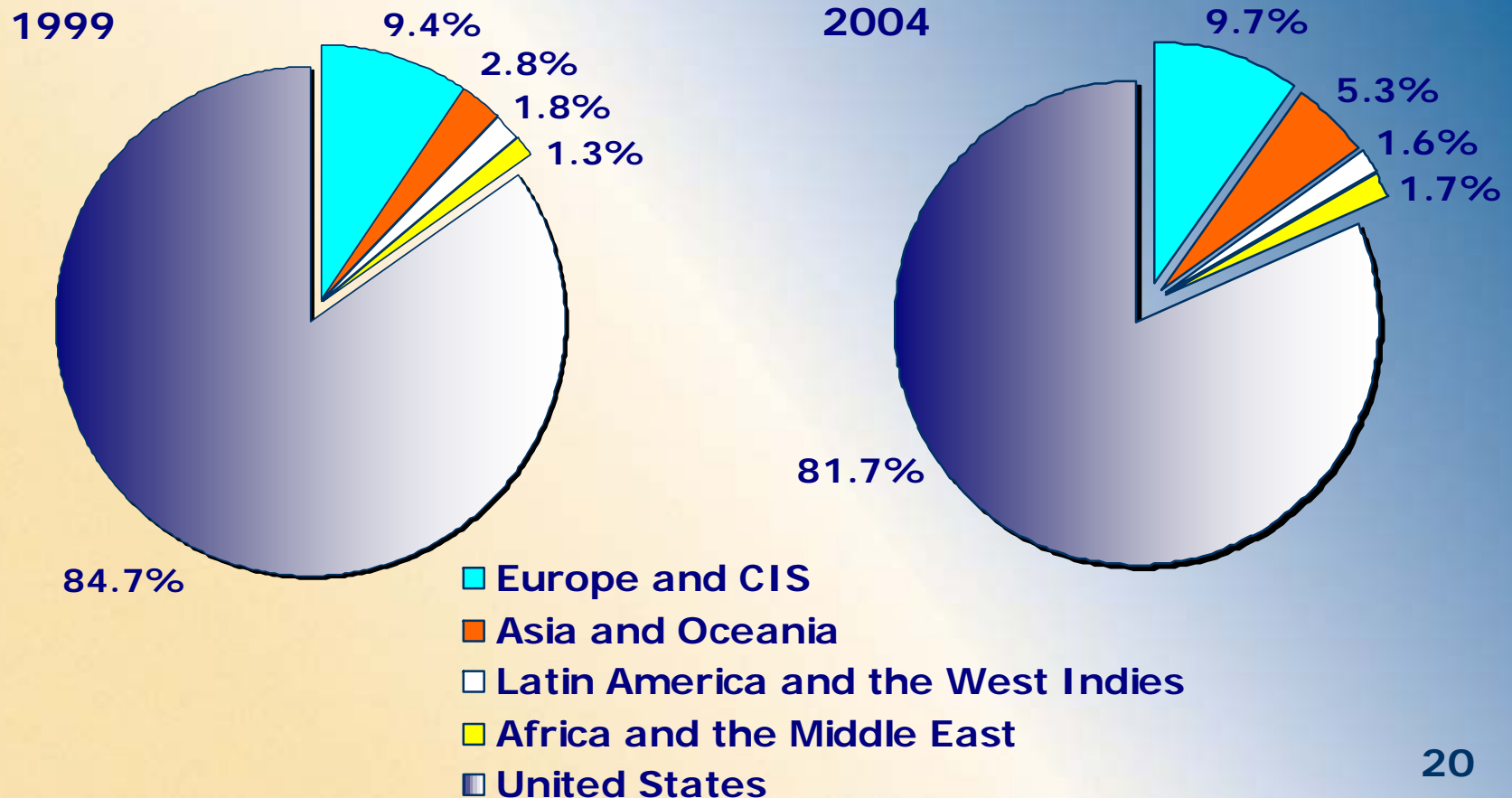
High-tech	43.6%
Medium-high tech	7.9%
Medium-low tech	24.6%
Low-tech	26.8%
<b>Manufactured goods as a whole</b>	<b>20.2%</b>

---

\* According to the classification of the Organisation for Economic Co-operation and Development (OECD).

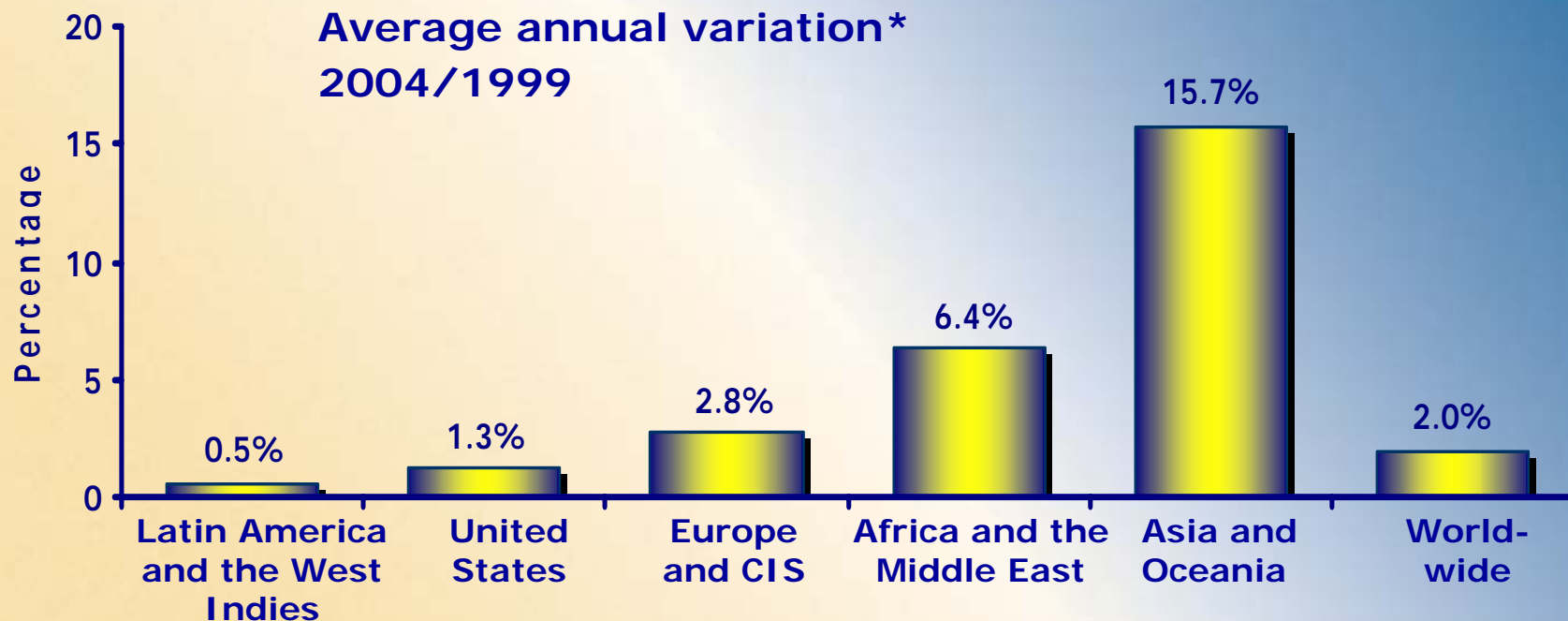
# Destination of goods exports: world regions

The United States far outstrips other regions as the main buyer of Québec goods.



# Destination of goods exports: world regions (variation)

Québec exports of goods to Asia and Oceania  
are rising strongly.



\* Variation evaluated according to the compound annual interest rates formula.

## Destination of goods exports - Main countries (2004)

Main countries	Value \$ millions	Share of total exports %
1. United States	56,046.4	81.7
2. United Kingdom	1,543.4	2.3
3. Japan	1,097.3	1.6
4. France	971.4	1.4
5. Germany	835.0	1.2
6. People's Republic of China	686.0	1.0
7. Netherlands	591.2	0.9
8. Italy	493.2	0.7
9. Spain	392.1	0.6
10. Australia	386.3	0.6

## Destination of goods exports — U.S. regions (2004)

Regions	Value \$ millions	Share of total exports %	Share of exports to the U.S. %
1. Atlantic Region	13,833	20.2	24.7
2. Central Northeast	10,789	15.7	19.3
3. New England	8,388	12.2	15.0
4. Southeast Coast	7,324	10.7	13.1
5. Central Southeast	3,541	5.2	6.3
6. Central Southwest	3,125	4.6	5.6
7. Central Northwest	2,927	4.3	5.2
8. Pacific Region	2,833	4.1	5.1
9. Rocky Mountain Region	2,190	3.2	3.9
10. Other U.S. regions	1,096	1.6	2.0

## Destination of goods exports — U.S. states (2004)

Principal states	Value \$ millions	Share of total exports %	Share of exports to the U.S. %
1. New York	8,384.3	12.2	15.0
2. Ohio	3,423.1	5.0	6.1
3. Pennsylvania	3,316.0	4.8	5.9
4. Vermont	2,968.0	4.3	5.3
5. Illinois	2,718.9	4.0	4.9
6. Texas	2,274.4	3.3	4.1
7. New Jersey	2,133.0	3.1	3.8
8. Michigan	2,123.5	3.1	3.8
9. Massachusetts	2,120.4	3.1	3.8
10. California	1,996.1	2.9	3.6

# Principal imports of goods from abroad, by industry (2004)

Value of imports

Subsector\*

\$13.4 billions (19.7% of total)

Transportation equipment manufacturing

\$10.1 billions (14.8%)

Electric and electronic product manufacturing

\$8.8 billions (12.9%)

Oil and gas extraction

\$6.3 billions (9.3%)

Chemical manufacturing

\$3.9 billions (5.7%)

Machinery manufacturing

\* These subsectors correspond to the North America Industry Classification System (NAICS).

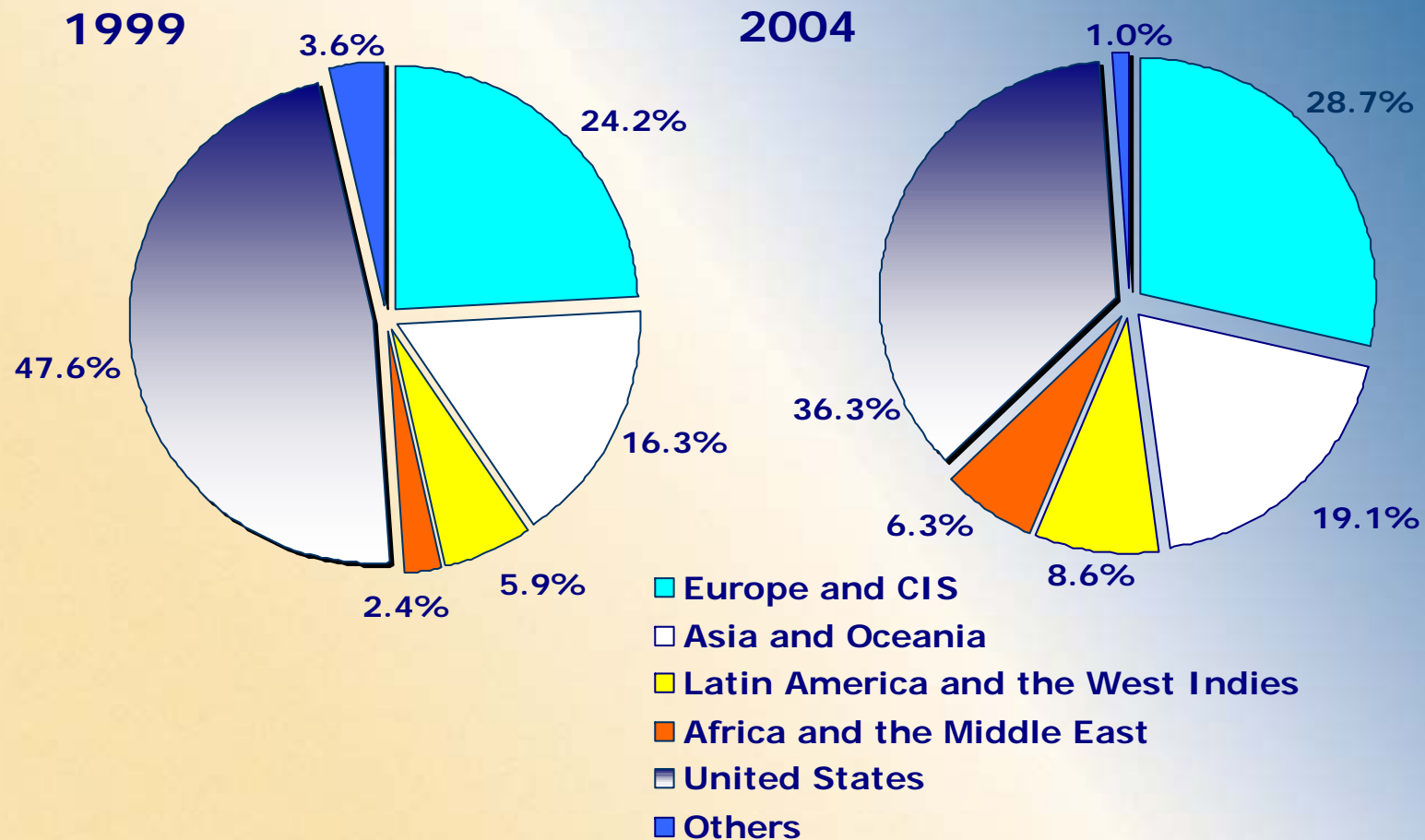
# Principal products imported from abroad 2004

Products*	Value \$ millions	Share of total imports %
Crude petroleum oils	8,815.1	12.8
Tourism vehicles	6,406.6	9.3
Electronic integrated circuits and microassemblies	2,243.5	3.3
Turbojets and turbopropellers	1,841.8	2.7
Petroleum oils (except crude oils)	1,836.2	2.7
Automatic data processing machines	1,794.2	2.6
Medicaments in doses	1,756.7	2.6
Trucks	1,592.3	2.3
Aeroplane and helicopter parts	1,352.9	2.0
Parts or accessories for vehicles	951.7	1.4

\* According to the Harmonized Commodity Description and Coding System (HS).

# Source of goods imports — world regions

The United States is the main supplier of goods to Québec.



## Source of goods imports — main countries (2004)

The United States supplies over one-third of goods imported by Québec.

Main countries	Value \$ millions	Share of total imports %
1. United States	24,931.8	36.3
2. People's Republic of China	4,999.9	7.3
3. United Kingdom	4,778.5	7.0
4. Algeria	2,889.8	4.2
5. Germany	2,878.9	4.2
6. France	2,809.5	4.1
7. Japan	2,708.2	3.9
8. Norway	2,238.4	3.3
9. Mexico	2,082.4	3.0
10. Italy	1,409.2	2.1

---

Data from Statistics Canada which are partly adjusted by Institut de la statistique du Québec.

# Interprovincial trade in goods and services (2001)

## Québec exports and imports

	Exports		Imports	
	\$ billions	%	\$ billions	%
Atlantic Provinces	5.9	12.5	4.4	9.2
Ontario	29.4	63.0	35.0	73.3
Prairies	7.0	15.1	5.9	12.4
British Columbia	3.9	8.4	2.4	5.0
Territories	0.4	0.9	0.04	0.1
<b>Total</b>	<b>46.7</b>	<b>100.0</b>	<b>47.7</b>	<b>100.0</b>

# Québec interprovincial exports of goods and services (2001)

Main goods and services *	Value \$ millions	Share of interprovincial exports %
Wholesale trade services	4,367	9.4
Services related to businesses and computer science	3,282	7.0
Primary metals	3,115	6.7
Pharmaceutical and chemical products	2,860	6.1
Meat, fish and dairy products	2,705	5.8
Other financial services, insurance and real estate	2,605	5.6
Fruit, vegetables, other food products	1,902	4.1
Transport and storage	1,894	4.1
Wood pulp, paper and paper products	1,783	3.8
Petroleum and coal products	1,752	3.8

\* This industry classification is based on the input-output model.

# Québec interprovincial imports of goods and services (2001)

Main goods and services*	Value \$ millions	Share of interprovincial imports %
Other financial services, insurance and real estate	5,204	10.9
Wholesale trade services	4,811	10.1
Services related to businesses and computer science	3,403	7.1
Fruit, vegetables, other food products	2,385	5.0
Pharmaceutical and chemical products	2,380	5.0
Motor vehicles, rolling stock, transport and parts	2,295	4.8
Meat, fish and dairy products	2,025	4.2
Primary metals	1,714	3.6
Transport and storage	1,671	3.5
Wood pulp, paper and paper products	1,633	3.4

\* This industry classification is based on the input-output model.

# Establishments exporting goods (2002)

Manufacturing establishments account for over half of establishments that export to foreign markets.

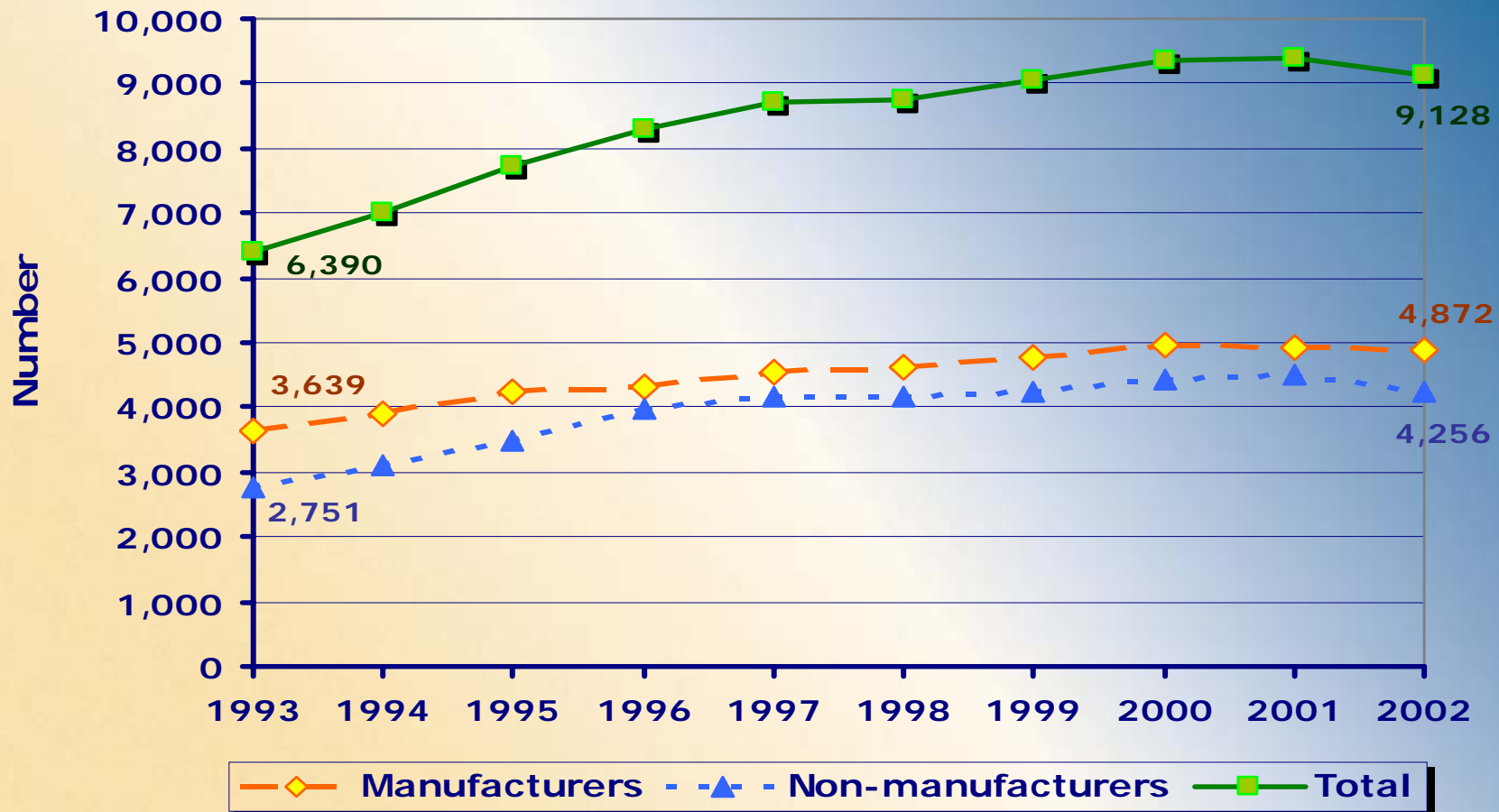
	Number
Manufacturing establishments	4,872
Other*	4,256
<b>Total</b>	<b>9,128</b>

---

\* Establishments from primary sector and service sector that export goods, primarily wholesalers.

# Number of exporters

In 2002, there were 2,738 more goods exporters to foreign markets than in 1993.



# Establishments exporting goods abroad, by number of employees

SMBs account for 94% of businesses exporting goods,  
but for 40.5% of the value of exports in 2002.

	Less than \$1 million*	\$1 million to less than \$25 millions	\$25 millions and over	Total
<b>Establishments with fewer than 200 employees</b>				
Number of exporters	6,190	2,193	184	8,567
Number of exporters as a % of total	67.8%	24.0%	2.0%	94%
Export value as a % of total	2.0%	17.4%	21.1%	40.5%
<b>Establishments with 200 employees or more</b>				
Number of exporters	167	199	195	561
Number of exporters as a % of total	1.8%	2.2%	2.1%	6.1%
Export value as a % of total	0.1%	3.3%	56.2%	59.5%
<b>Total</b>				
Number of exporters	6,357	2,392	379	9,128
Number of exporters as a % of total	69.6%	26.2%	4.2%	100.0%
Export value as a % of total	2.1%	20.7%	77.3%	100.0%

\* Number of exporters according to annual export value.

# Establishments exporting abroad, by destination

87% of Québec exporters ship goods  
to the United States in 2002.

Destination	Number of establishments*
United States	7,946
European Union	1,957
Japan	428
Mexico	244
South America	450
Other destinations	2,063
<hr/>	
United States only	5,971
Outside the U.S. only	1,182
United States and outside the U.S.	1,975

\* An establishment may export to more than one destination.

# Number of establishments exporting goods abroad, by administrative region

58.3% of Québec exporters are from Montréal and Montérégie regions.

Region	Number	Share of the region %
Montréal	3,789	41.5
Montérégie	1,537	16.8
Chaudière-Appalaches	481	5.3
Estrie	445	4.9
Capitale-Nationale	376	4.1
Laurentides	375	4.1
Laval	356	3.9
Centre-du-Québec	354	3.9
Lanaudière	222	2.4
Mauricie	138	1.5
Bas-Saint-Laurent	101	1.1
Saguenay—Lac-Saint-Jean	81	0.9
Outaouais	63	0.7
Abitibi-Témiscamingue	54	0.6
Other regions	67	0.7
<i>Total before non-distributed</i>	<i>8,439</i>	<i>92.5</i>
<i>Non-distributed</i>	<i>689</i>	<i>7.5</i>
<b>Grand total</b>	<b>9,128</b>	<b>100.0</b>

## **Establishments exporting goods abroad: Additional facts (2002)**

- ✦ 379 establishments, that is 4% of all establishments, account for 77% of Québec exports of goods.
- ✦ Exporting establishments in the manufacturing sector, which represent 53% of all exporting establishments, account for 82% of exports.
- ✦ Only half of the establishments have exported each year since 1996.

# Trade agreements and negotiations

## International agreements impacting on Québec external trade

- ◆ North American Free Trade Agreement (NAFTA)
- ◆ World Trade Organization agreements (WTO)
- ◆ Canada—Israel, Canada—Chili and Canada—Costa Rica bilateral agreements

## International negotiations important for Québec

- ◆ WTO multilateral trade negotiations
- ◆ Free Trade Area of the Americas (FTAA)

# Why to export?

- ✦ For Québec, exports mean jobs and increased wealth—essential factors in maintaining and enhancing quality of life.
- ✦ For businesses, external markets offer additional business opportunities for increasing, specializing or diversifying production, creating economies of scale, prolonging the product life cycle, increasing profits and gaining insight into the competition.
- ✦ External markets are essential to the development of Québec businesses, given the modest size of the domestic market.
- ✦ Globalization offers remarkable possibilities for economic development.

# **MDEIE: support for businesses (1)**

The MDEIE supports businesses in their efforts to penetrate foreign markets.

Through different means, the MDEIE works to:

- ✦ consolidate the presence of Québec businesses in markets where they are successful
- ✦ diversify the markets targeted by experienced exporters
- ✦ increase the number of export businesses

## **MDEIE: support for businesses (2)**

The MDEIE supports businesses in their export approach by encouraging awareness, training and preparatory activities.

- ◆ Awareness of the benefits and constraints of exporting
- ◆ Training through teaching activities, and other activities
- ◆ Preparation through detailed analysis of the business
- ◆ Preparation through incorporation of the export approach into the business's strategic plan
- ◆ Information on access to markets and product standards
- ◆ Referral of businesses, as needed, to organizations or other departments providing export services

## **MDEIE: support for businesses (3)**

The MDEIE accompanies businesses in their export approach by proposing tools to learn about and access markets.

- ✦ Market research and identification of business opportunities: trade missions, fairs, networking, promotional events, participation in selected exhibitions
- ✦ Professional advice and personalized support
- ✦ Competitive intelligence and dissemination of information
- ✦ Partnerships: agreements with Bavaria, Catalonia, France, Flanders, Wallonia, etc.
- ✦ Defence of interests in negotiating trade agreements or in the event of disputes

# MDEIE : support for businesses (4) — Québec offices in the world

People on site who are knowledgeable  
about business opportunities and markets

## North America

New York, United States	Government House
Boston, United States	Government office
Chicago, United States	Government office
Los Angeles, United States	Government office
Atlanta, United States	Government office
Miami, United States	Government office
Toronto, Canada	Government office
Vancouver, Canada	Trade branch

## Asia

Tokyo, Japan	Government House
Beijing, China	Government office
Shanghai, China	Government office
T'ai-pei, Taiwan	Trade branch
Seoul, South Korea	Trade branch

## Europe

Brussels, Belgium	Government House
London, United Kingdom	Government House
Paris, France	Government House
Barcelona, Spain	Government office
Munich, Germany	Government office
Milan, Italy	Government office

## Latin America

Mexico city, Mexico	Government House
Buenos Aires, Argentina	Government office
Lima, Pérou	Trade branch
Santiago, Chili	Trade branch

## **MDEIE: support for businesses (5) — financial assistance**

- ◆ Support for developing an export business plan and hiring an export specialist
- ◆ Assistance to partners for export development activities
- ◆ Referral to the programs of other departments for market development in such fields as culture, education and agrifood

## **MDEIE: support for businesses (6) — Québec's priority markets**

The MDEIE prioritizes the following markets:

- ◆ United States: particularly the Southeastern states, the Mid-West, New York, the West and New England
- ◆ Rest of Canada: primarily Ontario
- ◆ Europe: Germany, United Kingdom, France, Netherlands, Ireland, Italy, Spain and Belgium
- ◆ Asia and Oceania: Australia, Japan and China
- ◆ Latin America: Mexico, Brazil and Chili

# Investissement Québec: export funding

Loan guarantees or direct loans:

- ◆ Support for exports of goods and services
- ◆ Startup or expansion outside Québec
- ◆ Export line of credit guarantee
- ◆ Implementation of a major contract abroad
- ◆ Creation of an export consortium
- ◆ Obtainment of certification regarding a standard in another country
- ◆ Acquisition of a business abroad or a distribution network

Foreign exchange line protection

# Economic indicators for Québec (2004)

<b>Population</b>	7.54 millions	<b>Jobs</b>	3.69 millions
<b>Gross domestic product (GDP)</b>		<b>Unemployment rate</b>	8.5%
GDP in current dollars	\$267.0 billions*	<b>Consumer price variation</b>	1.9%
GDP variation (2004/2003)		<b>Exports</b>	
in current dollars	5.3%	Value	\$140.6 billions
in volume *	2.2%	As a % of GDP	52.7%
Per capita GDP at market price	\$35,402		

---

\* Calculated in 1997 "chained dollars".

## Sources

As a rule, the statistics in this compendium are from Statistics Canada and the Institut de la statistique du Québec.

# Table of contents (1)

- 3– Overview
- 4– Exports abroad
- 5– Interprovincial exports
- 6– Québec's share of Canadian trade
- 7– Share of exports in GDP
- 8– Balance of goods and services
- 9– Exports and employment (1)
- 10– Exports and employment (2)
- 11– Contribution of exports to the economy (2001)
- 12– Quebec: an open economy (2003)
- 13– Export countries: Québec ranking worldwide (2003)
- 14– Québec products exported: ranking worldwide (2002)
- 15– Main industries exporting goods abroad(2004)
- 16– Main products exported abroad (2004)
- 17– Products exported: variation in sales
- 18– Manufactured goods exported abroad: technology levels (2004)  
    Québec and Canada
- 19– Manufactured goods exported abroad: technology levels (2004)  
    Québec's share of Canadian exports

## Table of contents (2)

- 20– Destination of goods exports — world regions
- 21– Destination of goods exports — world regions (variation)
- 22– Destination of goods exports — main countries (2004)
- 23– Destination of goods exports — U.S. regions (2004)
- 24– Destination of goods exports — U.S. states (2004)
- 25– Principal imports of goods from abroad, by industry (2004)
- 26– Principal products imported from abroad (2004)
- 27– Source of goods imports — world regions
- 28– Source of goods imports — main countries (2004)
- 29– Interprovincial trade in goods and services (2001)
- 30– Québec interprovincial exports of goods and services (2001)
- 31– Québec interprovincial imports of goods and services (2001)
- 32– Establishments exporting goods (2002)
- 33– Number of exporters
- 34– Establishments exporting goods abroad, by number of employees
- 35– Establishments exporting abroad, by destination

# Table of contents (3)

- 36– Number of establishments exporting goods abroad, by administrative region
- 37– Establishments exporting goods abroad: Additional facts (2002)
- 38– Trade agreements and negotiations
- 39– Why to export?
- 40– MDEIE: support for businesses (1)
- 41– MDEIE: support for businesses (2)
- 42– MDEIE: support for businesses (3)
- 43– MDEIE: support for businesses (4) — Québec offices in the world
- 44– MDEIE: support for businesses (5) — financial assistance
- 45– MDEIE: support for businesses (6) — Québec's priority markets
- 46– Investissement Québec: export funding
- 47– Economic indicators for Québec (2004)
- 48– Sources