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# **Canada-China Free Trade Agreement (FTA) Exploratory Talks**

## **Needs of Canada's Language Education Sector**

# Objective of Exploratory Discussions

- Exchange information to help determine whether there is sufficient interest and economic benefit to pursue FTA negotiations with China



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What could an FTA do for you??

# Modes of Supply

1. Cross border trade
2. Consumption Abroad
3. Commercial Presence
4. Presence of a Person

# Equal Treatment Canada-China

- Oblige China and Canada to treat each other's suppliers of education services equally
- Examples:
  - Chinese list of 'recognized' foreign schools
  - State Administration of Expert Affairs approvals for executive training

# Equal Treatment With Third Countries

- Treatment of service providers from an FTA partner no worse than service providers from a third country.
- Example of a requirement that could be addressed:
  - A Canadian institution is obliged to form a joint venture while its competitor from another country is not

# Market Access

- Limit FTA partners restrictions on:
  - Quantity
  - Form of legal entity
  - Foreign equity participation
- Example:
  - Canadian investor opening school in China required to form a joint venture with local entity

# Regulations

- Requirements to ensure that licensing requirements are transparent, objective, fair, and timely
- Example:
  - Opaque process for obtaining necessary licences; applications ignored or rejected without explanation



# Temporary Entry

- Address barriers to the temporary entry of individual service suppliers
- Example:
  - Inability to obtain work permits

# Electronic Commerce

- Provide greater certainty and help build confidence for Canadian businesses engaged in electronic commerce
- Examples:
  - Commit not to apply customs duties to language training software transmitted electronically
  - Commit to protect the personal information of students undertaking online transactions with a language school

# Canada's FTA Commitments

- Canada only covers private education



# Questions

- How important is China to your business?
- What barriers are you facing vis-à-vis China?
- Are you having trouble getting on China's list of approved schools?
- Have you, or are you planning on, investing in China?
- Are joint venture requirements a problem?
- Have Chinese regulations blocked you?
- Are you planning on having personnel work in China?

# Contact Information

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# Related Websites

- [www.international.gc.ca](http://www.international.gc.ca)
  - search for China FTA Exploratory
  - Overview of the initiative with links to further information
- [www.jsj.edu.cn/n1/12036.shtml](http://www.jsj.edu.cn/n1/12036.shtml)
  - Government website listing recognized schools
  - Need to use translation software