

ATIGS RESULTS SUMMARY 2023

ULTIMATE OUTCOMES: MEASURING ATLANTIC CANADA'S PERFORMANCE

From 2015 to 2022, Atlantic Canada:



Increased the number of exporters by **5.8%**

Increased the value of export sales by **86.6%**

Increased by **15.8%** the amount of machinery and equipment deployed in the region by foreign multinationals

Source: Statistics Canada

INTERMEDIATE OUTCOMES: MEASURING ATIGS OUTCOMES FROM 2016 TO 2021

ATIGS clients vs. non-clients :

Increased exports by **43%** vs. 42%

Averaged an **annual revenue growth of 3%** vs. 1.2%

Exporting to a single-partner country **increased by 15.9%** vs. 8%

Exporting to multiple-partner countries **increased by 15.9%** vs. a decrease of 10.2%

Source: Data from Statistics Canada based on ATIGS administrative data

FOREIGN DIRECT INVESTMENT



From 2017 to 2021:

6,512 jobs were estimated to have been created by FDI investments in Atlantic Canada (5.1% of the national total)

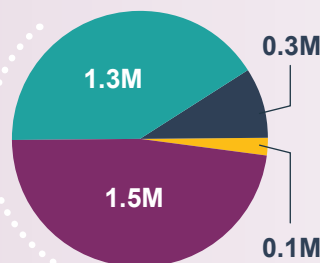
Atlantic Canada attracted an estimated **\$4.5B in announced greenfield investments** (3.7% of the national total)

Data source: Fdi markets

ATIGS & ATIGA INVESTMENTS 2022-2023

During the 2022-23 year:

16 projects were approved under the ATIGS for a total of **\$4M**



ATIGA Strategic Elements: Investments

- 48% Short-Term Market Activities
- 41% Firm-Centric Activities
- 9% Long-Term Market Activities
- 2% Ecosystem Support Activities

WHAT ARE ATIGS SUPPORTED SMES SAYING?

ATIGS Survey Results (based on 161 responses):

85% stated that the program/service improved their awareness of business growth opportunities.

81% stated that the program/service **grew** their interest in pursuing new markets.

73% stated that the program/service **increased** their business' overall sales.

Direct quotes from SMEs who attended ATIGS activities:

“ Working with ATIGS has given us the opportunity to more broadly tell our company's story and introduce us to many of our current/potential clients. Without ATIGS support, we would not be able to attend some of the amazing conferences and tradeshows this industry has to offer. **Being in front of these key stakeholders has been invaluable** for eDNatec on so many different levels. ”

“ Without ATIGS support, quite frankly, we wouldn't have some of the clients or relationships we do today. **We have not only been able secure partnerships in Canada, but in the United States, and in Europe too.** ”

“ Beyond just our company's expansion, **working with ATIGS overall has sped us up on our journey, if not by months, then by years.** We can just do more. Develop things faster. Speak to more people. Get in front of more folks. ”