

Think Big. Think Saskatchewan.





Saskatchewan Facts:

Population: **1.2 million**

World's largest
producer of potash

GDP: **\$82.5B CAD**
(\$62.8B USD)

2nd largest oil producer
in Canada

Land mass: **651,036 km²**
(251,366 mi²)

34 million hectares of forest

100,000 lakes

40% of Canada's cultivated
farmland

Top 10 Reasons to Do Business in Saskatchewan

1. **A Vibrant and Growing Economy**2
A decade of population, investment, export and employment growth
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International research organizations rate the province high in competitiveness
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Young and well-educated labour pool
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Agencies serve the needs of investors and buyers

1. A Vibrant and Growing Economy

Saskatchewan has a wealth of resources that is the envy of nations – agriculture, potash, uranium and oil. And the world is watching Saskatchewan technological firsts in crop science, plant protein, agricultural equipment and clean energy.

The province has a diversity of resources that has enabled it to weather global economic cycles. In fact, the province has seen record population, employment, investment and export growth in the past decade.

Home-grown companies are fueling much of this growth, including:

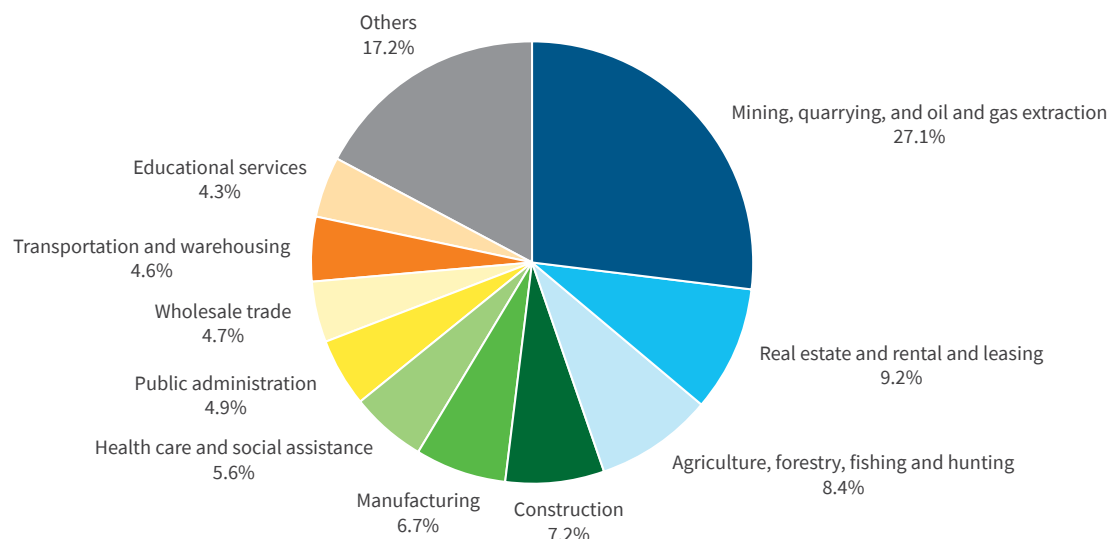
- Nutrien, the world's largest potash company
- Brandt Group of Companies, a major agricultural equipment manufacturer
- AGT Food and Ingredients, one of the world's largest exporters of lentils

International companies that have invested or opened offices here include:

- AMEC
- BHP Billiton
- Cargill
- Hutchison Whampoa
- K+S Potash
- Rio Tinto

2018 Gross Domestic Product (GDP)

(GDP by Sector and at Basic Prices)



Source: Statistic Canada Table 36-10-0402-01, Chained 2012 dollars.

\$168 B*

Estimated capital investment from 2008 to 2018

\$4.4 B

Investment in new exploration and development by the oil and gas industry forecast in 2018

\$36 B

Estimated investment in mining exploration and development from 2008 to 2018

* All dollar figures in Canadian dollars



"A lot of the very best innovation in the world is going on right here in Saskatchewan."

Jamie Pegg

General Manager
Honey Bee Manufacturing



Exports

Saskatchewan exports totaled \$30.7 billion in 2018. The United States (U. S.) is Saskatchewan's top export market, receiving almost 50% of total exports. China is the second-largest export market, followed by Japan, Brazil and Mexico.

Asia is the most important emerging export market for the province. Saskatchewan exports to Asia increased from \$5.0 billion in 2008 to \$8.5 billion in 2018.

Top 10 Export Markets 2018



Top Export Products of 2018

Oil	\$7.2 B
Potash	\$6.4 B
Wheat	\$3.6 B
Canola Seed	\$3.2 B
Canola Oil	\$1.6 B
Lentils	\$848 M
Canola Meal	\$782 M
Peas	\$769 M
Uranium	\$556 M

Saskatchewan is the world's largest exporter of peas, lentils and potash.

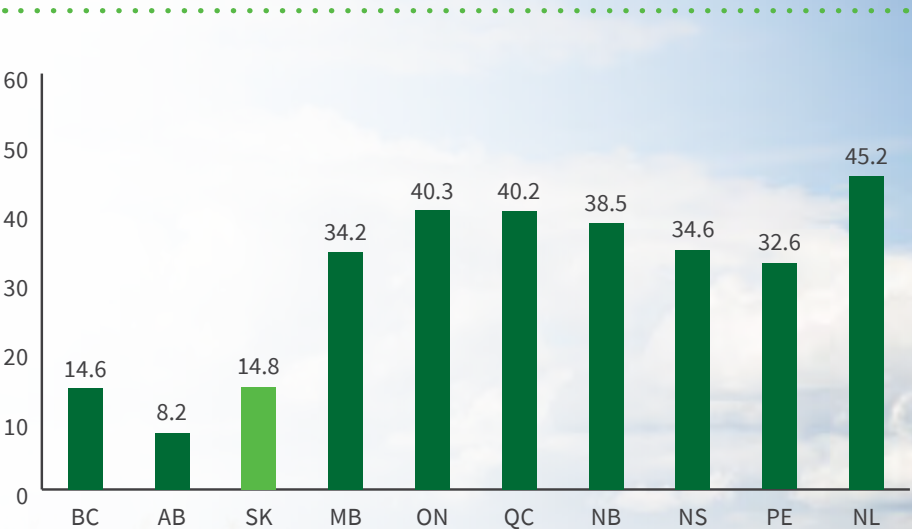
2. Competitive Business Environment

Saskatchewan has worked diligently in the past several years to create one of the most competitive business environments in North America.

In 2018, international research organization the Fraser Institute ranked Saskatchewan as the top jurisdiction in Canada and third in the world for mining investment. A report on the oil sector, *Scotia Playbook 2018*, found that “Saskatchewan oil plays offer some of the strongest returns in North America.”

Net Debt as Per Cent of GDP

(As of March 31, 2019)



Competitive Taxes and Responsive Government

The Government of Saskatchewan is committed to creating a fiscally stable economy and maintains a triple A credit rating from Moody's Investor Services, making Saskatchewan one of only two provinces in Canada to achieve Moody's highest credit rating. Saskatchewan also holds a double A credit rating with Standard & Poor's.

In 2019, the Canadian Federation of Independent Business gave Saskatchewan an A grade for its red tape reduction efforts – the highest grade possible. The government puts a priority on making regulations clear, transparent and streamlined to help businesses get up and running quickly and keep costs down.

Annual capital investment increased \$5.3 billion from 2008 to 2018 and grew at an annual average rate of 4.3%. This is the second-highest growth rate among the provinces and above the national average of 1.0%.

Saskatchewan has maintained competitive and stable regulations and royalty rates, providing the reassurance companies need to make new investments and expand existing operations.

“Stable government policy in Saskatchewan really helps reduce the risk of investment.”

Jason Denney

President & CEO
Teine Energy



Tax reductions and attractive incentives to note:

- Corporate income tax rate as low as 10% for manufacturing and processing
- Saskatchewan Commercial Innovation Incentive – the first “patent box” style incentive of its kind in North America
- Saskatchewan Value-Added Agriculture Incentive – offering a 15% tax rebate on eligible capital expenditures for new or expanded operations
- Targeting Mineral Exploration Incentive – to encourage drilling for base metals, precious metals and diamonds
- Small business tax rate of 2% for Canadian-controlled private companies
- No corporate capital tax for general corporations
- No payroll tax or health premiums levied
- 10% tax credit for research and development (R&D) expenditures
- 6% sales tax – the lowest rate of those provinces with a sales tax
- Tax exemptions on eligible equipment and materials used in manufacturing
- 10-year royalty holiday for base and precious metals
- Saskatchewan Petroleum Innovation Incentive
- Oil and Gas Processing Investment Incentive

3. Strong Sectors

Energy

Saskatchewan is one of the only jurisdictions in the world that produces crude oil, natural gas, coal, uranium, biofuels, geothermal, wind and hydro power.

Saskatchewan is Canada's second-largest oil producing province and the sixth-largest onshore producer in Canada and the U.S.. With approximately 37,700 active oil wells, the province produced 178.4 million barrels in 2018.

Not only are Saskatchewan's oil plays cost competitive, companies view the province as a great place to pilot, commercialize and scale new energy-related technologies.

The province is a leader in petroleum research, especially in the areas of enhanced oil recovery and horizontal well drilling. These improvements and completion techniques have greatly improved production from formations such as the Bakken – one of North America's largest oil plays.

Saskatchewan is Canada's third-largest producer of natural gas. In 2018, gas production was 184 billion cubic feet. The combined estimated value of oil and gas production was over \$9.8 billion.

The province exports nearly 90% of its uranium, with the remaining 10% fueling Canada's nuclear reactors. Saskatchewan's uranium is responsible for powering approximately one in 20 homes in the U.S.

The province offers attractive incentives to encourage innovation in the oil sector and to help maximize investing in existing operations. These include:

- **Saskatchewan Petroleum Innovation Incentive** – offering transferable royalty/freehold production tax credits of up to 25% for eligible commercialization projects
- **Oil and Gas Processing Investment Incentive** – providing transferable royalty/freehold production tax credits at a rate of 15% of eligible program costs



"Saskatchewan is a great place for us to test and develop technologies, and then scale those into profitable businesses rapidly."

Ed LaFehr

President & CEO
Baytex Energy



Minerals

Saskatchewan has a very diverse mineral sector and is particularly rich in potash and uranium. The province accounts for about one third of annual global potash production and is home to nearly half of the world's known resources. The world's largest high-grade uranium deposits, located in northern Saskatchewan, supplied just over 13% of the world's primary uranium production in 2018.

Over the past decade, Saskatchewan's potash industry has experienced a sustained period of major expansions and interest in new development. The province's newest potash mine, operated by Germany's K+S Potash Canada, officially opened in 2017, while other companies are continuing to evaluate projects and new mine development.

Saskatchewan also has significant unrealized potential in base metals, particularly zinc and copper. The Flin Flon mining camp, which straddles the Manitoba-Saskatchewan border, has been a substantial producer for decades. It is estimated to have the highest contained value of base metal ore per square kilometre in Canada, with existing infrastructure that helps enable new development.

There are areas with high gold potential that remain under-explored. The Seabee operation had its fifth consecutive year of record production in 2018, generating 95,602 ounces of gold. Exploration expenditures have traditionally focused on the La Ronge and Glennie Greenstone belts and areas north and east of Lake Athabasca.

"Saskatchewan has great opportunities in base and precious metals and diamonds."

Patrick Soares

President & CEO
Foran Mining Corporation



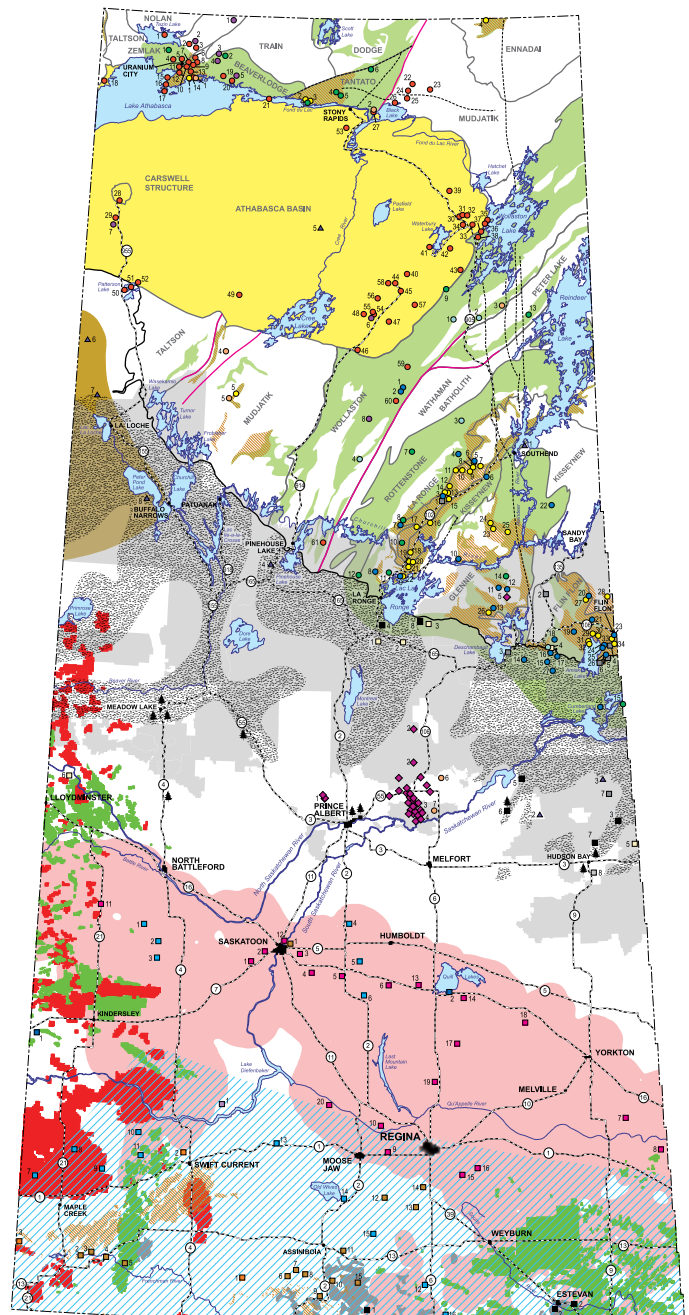
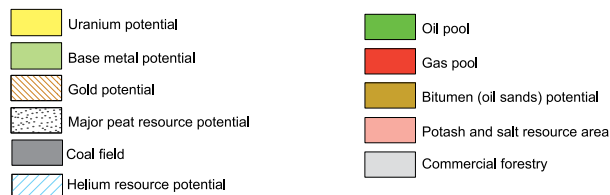
One of the world's largest kimberlite fields is located in Saskatchewan's Fort à la Corne area, with the surface area of some kimberlites exceeding 200 hectares. Star Diamond Corp., in partnership with Rio Tinto, is currently evaluating the Star-Orion South project, estimated to contain more than 66 million carats. There have been new discoveries in another area of the province as well.

Saskatchewan also produces coal, salt, silica sands, kaolin, clays, as well as sodium and potassium sulphates, and has strong potential for economic deposits of nickel, cobalt, rare earth element minerals and platinum group elements.

The world's largest high-grade uranium deposits are located in northern Saskatchewan.

New Mineral Development Strategy and Targeted Mineral Exploration Incentive

The province's Mineral Development Strategy includes the release of new airborne geophysical survey data and introduction of the Targeted Mineral Exploration Incentive, which provides a 25% rebate on eligible drilling costs for base metals, precious metals and diamonds in a region of high potential for those minerals.



Agriculture and Value-Added Processing

Saskatchewan has all the components for food processing and ingredient manufacturing companies to be successful – large-scale production of a variety of crops and world-class R&D, as well as a supportive government.

Saskatchewan has some of the most productive farmland in the world with more than 18 million hectares, laying claim to about 40% of Canada's cultivated farmland.

Saskatchewan has built its pulse sector to be the largest in the world. The province is the world's largest exporter of peas, lentils, durum wheat, mustard seed, canola, flaxseed and oats. It is recognized worldwide for the quality of its crops, and in recent years agri-value companies have made significant investments into further processing of these crops.

The province has a strong and growing agri-food sector, and is a leading exporter of agri-food products with sales reaching \$13.4 billion in 2018. Since 2004, Saskatchewan's annual revenue from value-added agriculture has more than doubled from \$2.3 billion to an estimated \$5.2 billion in 2018. The province is world-renowned as a consistent supplier of high-quality, safe agricultural products, including ingredients for a variety of foods such as cereals, beverages, baked products, snacks and bars.

The [Saskatchewan Food Industry Development Centre](#) offers significant expertise in snack extrusion and meat analog development. The Centre provides a range of services and works closely with local and global companies to develop and process products from concept to commercialization.

Saskatchewan offers one of the lowest corporate tax rates in Canada for processors, as low as 10%. The province recently introduced the [Saskatchewan Value-Added Agriculture Incentive](#) and the [Saskatchewan Commercial Innovation Incentive](#) to encourage further growth in this sector.

Saskatchewan is also home to the headquarters of [Protein Industries Canada](#), a new pan-prairie 'supercluster', designed to bring together R&D resources and industry to help develop new products that add value to crops such as wheat, canola, as well as lentils and other pulses.

"If you want to be international and a leader in value-added agriculture, Saskatchewan is the place to be."

Murad Al-Katib

President & CEO
AGT Food and Ingredients



Saskatchewan's share of world export markets 2018:

43%	23%	24%
Lentils	Mustard Seed	Canola Seed
32%	22%	32%
Peas	Canola Meal	Oats
30%	26%	73%
Durum Wheat	Flaxseed	Canary Seed

"Saskatchewan gives us a competitive advantage to better integrate our business – we have quality oats in our backyard."

Terry Tyson

General Manager
Grain Millers Canada



Forestry

Forestry is one of northern Saskatchewan's largest industries. The province's commercial forest zone covers 11.7 million hectares, with 5.3 million hectares classified as productive forest land available for commercial timber harvesting.

Saskatchewan's forests are sustainably managed and its forestry sector is globally competitive. In 2018, this sector generated more than \$1.2 billion in forest product sales including \$700 million in exports. The industry supports almost 8,000 direct and indirect jobs, 30% of which are filled by Indigenous workers—the highest percentage of any province.

2018 was the forestry sector's best year since 2005. With over \$500 million in planned capital investments over the next three years, the industry is well positioned for continuous growth. Major investment opportunities exist within the emerging bio-economy and other value-added products.

2018 forest product sales totalled more than \$1.2 billion

210+ small businesses produce a variety of forest products

8 large forest product manufacturing facilities produce lumber, pulp and panels



4. Manufacturing and Supply Chain Opportunities

Manufacturing plays a key role in Saskatchewan's economy, representing 7% of the province's GDP. Shipments reached \$17.9 billion in 2018. From 2008 to 2018, Saskatchewan's manufacturing real GDP grew by 30%, which was the second-fastest growth rate among the provinces.

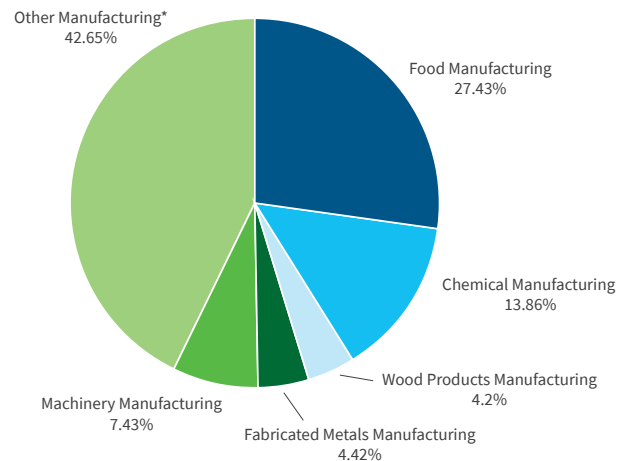
Saskatchewan manufacturers have achieved many world firsts in satellite communication technology, dry-land farming equipment, and mining machinery and robotics. In fact, the province is the largest manufacturer of agricultural equipment in Canada.

The province has created a favourable business environment for manufacturers with many competitive advantages, including: low corporate income tax for manufacturers and processors at 10%, as well as provincial tax exemptions for eligible machinery, equipment and materials. World-class research and development facilities in the province include two universities, the Canadian Light Source and the Prairie Agriculture Machinery Institute (PAMI).

Saskatchewan's large resource sectors present many supply chain opportunities for manufacturers and service providers. There are also strong opportunities in technology and aerospace and defence.

The province's suppliers are building leading-edge technology such as autonomous farm equipment, unmanned aerial vehicles (drones), deep-space antenna systems, and continuous mining equipment. Our manufacturers are supplying to local and global industries and are recognized around the world for their quality and innovation.

Saskatchewan Manufacturing Shipments 2018



** Includes beverage and tobacco, textile mills, textile product mills, clothing manufacturing, leather and allied product, printing and publishing, petroleum and coal products, plastics products, non-metallic minerals, primary metal, computer and electronics, electrical products, transportation equipment and miscellaneous.*

Source: Statistics Canada Table 16-10-0048-01



Technology

Saskatchewan's technology sector is rapidly growing with successful startups, including Coconut Software, 7shifts, GasBuddy, Vendasta and Mentor Graphics (parent company Siemens). Primary reasons for this growth include a collaborative innovation sector, low operating costs and access to talent attracted by the quality of life the province has to offer.

Co.Labs, Saskatchewan's first technology incubator located in Saskatoon, supports early-stage technology startups, offering them access to programs, mentorships, events, networking and office space. Recently, the province's second technology incubator, Cultivator, opened in Regina. Innovation Saskatchewan, a provincial government agency, works in collaboration with industry to set the direction of the province's innovation

strategies. As a result of these efforts, the province has a significant wave of early-stage companies that are starting to find their product-market fit and are positioning themselves to scale.

Saskatchewan has an extensive innovation cluster and R&D infrastructure to support technology startups. The Saskatchewan R&D Tax Credit provides a 10% refundable tax credit to qualifying companies. The [Saskatchewan Technology Start-up Incentive](#) provides a non-refundable 45% tax credit for individuals, corporations and venture capital corporations investing in eligible startup businesses.

"Saskatchewan is the smart choice for technology investment."

Kristopher Breen

Director of Customer Enablement
Mentor Graphics, a Siemens Business



5. Solid Infrastructure

Utilities

Major utilities in the province are provided by government-owned Crown corporations, ensuring competitive and stable utility costs.

The province's power corporation, SaskPower, provides electrical services to the entire province, using natural gas, coal, hydro and wind. The province's natural gas utility, SaskEnergy, operates a distribution system serving more than 390,000 residential, farm, commercial and industrial customers.

SaskTel is Saskatchewan's leading full-service communications provider, offering a wide range of products and services including voice, data, Internet, messaging, cellular and wireless data services.

Cost-effective Utilities and Reliable Transportation Networks

One of the priorities of the Saskatchewan government is building a solid infrastructure to meet the needs of a growing economy and population. Government investment in core infrastructure has amounted to nearly \$13.4 billion since 2008-09, with a further \$1.1 billion committed in 2019-20.



Transportation

Located in the centre of North America, Saskatchewan offers easy access to markets across the continent and around the world. The province is just a one-day drive from a market of 60 million people and a two-day drive from 270 million people. Freight transported from Saskatchewan can reach 71% of the U.S. market in less than 48 hours.

To support its export market, the province has developed an extensive rail and road network. In fact, Saskatchewan has the largest road network in Canada. The province's 190,000 kilometres (118,060 miles) of rural roads are enough to circle the globe more than four times. The province has 2,400 trucking companies, two international airports, two major railways and 13 short-line railways.

Real Estate

Saskatchewan's growing economy has led to dramatic growth in the construction sector. In 2018, building permits reached \$1.8 billion with prices for commercial, industrial and residential real estate remaining competitive when compared to major Canadian cities such as Vancouver, Calgary and Toronto.

With a solid infrastructure, access to markets and competitive operating costs, Saskatchewan is the place to locate.

Saskatchewan's central location provides easy access to transport across North America





6. Innovative Leader

Saskatchewan's extensive research infrastructure is anchored by Innovation Place technology parks in Saskatoon and Regina.

Saskatchewan Research Council, located in Saskatoon, is one of Canada's leading suppliers of applied research, development and demonstration services, as well as technology commercialization.

Life Sciences and Biotechnology

Saskatoon has emerged as a world leader in biotechnology and life sciences thanks to a research cluster that includes Innovation Place – Saskatoon, the Canadian Light Source synchrotron and the University of Saskatchewan.

The Canadian Light Source is Canada's only synchrotron and one of the most advanced in the world. Scientists from around the globe are using the synchrotron to conduct research in areas including nanotechnology, environmental technologies and pharmaceuticals.

The University of Saskatchewan has built an international reputation in health sciences, agriculture, and environmental and life sciences. The university and the provincial government created the Sylvia Fedoruk Canadian Centre for Nuclear Innovation, placing Saskatchewan as a global leader in nuclear science and medicine.

The Government of Saskatchewan, the University of Saskatchewan and Nutrien have collaborated to create the Global Institute for Food Security. This public-private partnership applies Saskatchewan's unique resources, innovation and expertise to the global challenge of feeding a growing population.

The university's Vaccine and Infectious Disease Organization – International Vaccine Centre is responsible for several world firsts in animal vaccines. The vaccine centre is also developing vaccines to protect people and animals from global diseases such as avian influenza.



Sustainable Energy Research

Innovation Place – Regina and the University of Regina are recognized for their expertise in energy, information technology and climate change.

Located at Innovation Place, the Petroleum Technology Research Centre is a leader in enhanced oil recovery and carbon capture and storage research.

In Estevan, SaskPower is operating one of the world's first and largest carbon capture and storage projects involving a coal-fired power generation plant. Completed in 2014, the project has transformed an existing coal power generation plant into a producer of low-carbon baseload electricity, capturing the carbon dioxide emissions and storing them underground.

SaskPower also operates the new Carbon Capture Test Facility. This facility provides global technology vendors with a unique venue to develop and test the next generation of carbon capture and storage technology.

SaskPower operates the Carbon Research and Storage Centre, which hosts Canada's first industrial-scale deep saline formation CO₂ storage project. The Aquistore deep underground injection and monitoring well is administered by the Petroleum Technology Research Centre.

7. Young, Well-educated Labour Pool

Saskatchewan's workforce has grown at a record rate to keep pace with a vibrant economy. From 2008 to 2018, Saskatchewan's employment grew by 10.1%, adding 52,500 more jobs to the economy. During this period, provincial employment reached all-time highs eight out of 11 years.

The province has a workforce that is young and well educated. Youth aged 15 to 24 years accounted for 13% of those employed in the province in 2018. Almost 60% of the total number of employed people in the province have at least completed post-secondary education or training.

Indigenous people made up about 16% of the province's population in 2016 and are expected to account for about one in five people in Saskatchewan by 2036 – one of the highest shares among provinces. The relatively young age of the Indigenous population provides further opportunities to meet future labour demands.

In turn, employment opportunities continue to spur population growth, with much of this growth coming from immigration.

To keep up with demand for skilled labour, Saskatchewan has streamlined the provincial immigrant nominee program and increased the number of placements to attract immigrants whose skills fit labour market demands.

"There is a huge buzz for the startup ecosystem here in Saskatchewan. It's a breeding ground for a lot of innovation."

Jordan Boesch

Founder & CEO
7shifts



8. Educational Excellence

Saskatchewan's International Quality Post-secondary Education

Saskatchewan has a strong educational network, attracting increased enrolment both locally and internationally.

Located in Saskatoon, the University of Saskatchewan is recognized internationally for its leadership in agriculture, information technology, health services and biotechnology.

The University of Regina, located in Regina, is at the forefront of teaching and research in petroleum engineering, climate change, health care, social work, justice and education.

Offering apprenticeship, certificates, diplomas, degrees and continuing education programs, Saskatchewan Polytechnic is the province's primary post-secondary institution for technical education and skills training. The school serves students through campuses in Moose Jaw, Prince Albert, Regina and Saskatoon, as well as through distance education.

Saskatchewan Indian Institute of Technologies provides technical and vocational training to Indigenous students.

The province's seven regional colleges adapt their programs to address regional workforce trends and often customize programs to fit the needs of individual employers.

Fall 2018 enrolment <i>(full- and part-time)</i>	
15,568	University of Regina
22,400	University of Saskatchewan
2017-18 enrolment	
18,425	Saskatchewan Polytechnic



9. Quality of Life

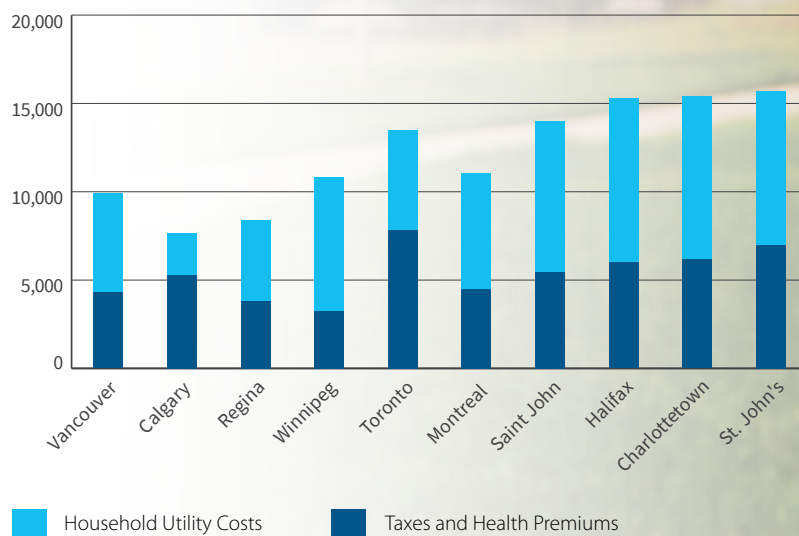
People move to Saskatchewan for work, but stay because of the lifestyle. This provides Saskatchewan-based companies a unique ability to attract and retain workers.

In 2019, a family of four with an annual income of \$75,000 will pay lower combined taxes and household utility costs in our capital city of Regina than in most other major Canadian cities. Vehicle insurance is cheaper in Saskatchewan than in any other province, and basic telephone services are among the lowest.

As well, Saskatchewan allows more time for living. Even in Saskatchewan's two largest cities, the average commute is just 20 minutes!

2019 Intercity Comparison of Taxes and Household Utility Costs

Family of Four at \$75,000 Total Income (Values in Dollars)



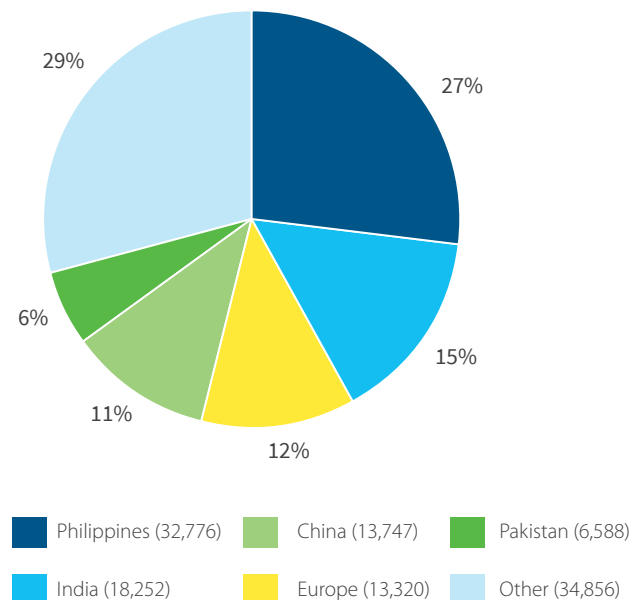
Source: Saskatchewan Ministry of Finance



Cultural Diversity

Saskatchewan has a diverse cultural community. Residents come from many different ethnic backgrounds. In recent years, the province has seen a dramatic increase in immigration to meet labour force demands. More than 119,000 people immigrated to Saskatchewan from 2008 to 2018. Vibrant Asian, European, South American and African communities welcome newcomers.

Saskatchewan Immigration 2008-2018 *Top 5 Countries of Origin*



Source: IRCC
Permanent Residents March 31 2019 data



Recreation

Saskatchewan offers a wide variety of entertainment options. The province is home to the Saskatchewan Roughriders, the most popular team in the Canadian Football League. Modern multi-sport facilities for hockey, swimming, soccer and more are available in all cities.

The province has a strong arts and cultural community. Many internationally renowned authors, artists and musicians call Saskatchewan home. Both Saskatoon and Regina have symphony orchestras.

Because of the quality of its volunteers, Saskatchewan has been able to attract major sporting events such as the Canadian Football League's national championship – the Grey Cup, the CP Women's Open international golf tournament and the Tim Hortons National Hockey League Heritage Classic. As well, the province has been able to draw world-famous talent such as the Rolling Stones, Beyoncé, Elton John, Shawn Mendes and Garth Brooks.

Saskatchewan has two national parks, 36 provincial parks, 100,000 lakes and rivers, and more golf courses per capita than any other place in North America.

10. Investment and Export Expertise

Organizations to help you do business with Saskatchewan

The Ministry of Trade and Export Development advances economic growth to generate wealth and opportunity in Saskatchewan. The ministry facilitates a co-ordinated cross-government approach to attract investment and grow export markets.

The ministry fosters and supports a competitive business environment, facilitates trade and strengthens Saskatchewan's international relations.

For more information, visit saskatchewan.ca/invest or email invest.sask@gov.sk.ca.



Export Expertise

Saskatchewan Trade and Export Partnership (STEP) champions the province's export industry and assists provincial businesses in realizing global marketing opportunities. STEP works to increase the province's exports to established markets while tapping into new markets through the initiation of sales, contracts and projects for Saskatchewan exporters.

Operating as a government and industry partnership, the membership-based organization

offers core delivery programs and services focused on members' needs including trade development, market intelligence, international finance and logistics consulting services. As well, STEP delivers industry-specific funding programs including the Market Access Program and Exporter Readiness Program.

For more information, visit sasktrade.sk.ca or email inquire@sasktrade.sk.ca.





saskatchewan.ca/invest | 

Saskatchewan 