

Trade by Exporter Characteristics: Goods, 2015

Released at 8:30 a.m. Eastern time in *The Daily*, Wednesday, February 15, 2017

In 2015, 43,922 Canadian enterprises exported \$456.9 billion of goods. The number of exporting enterprises edged up by 0.9% in 2015, while export sales were down by 2.6%.

The number of exporting enterprises increased in 2015 for all sizes of business. Canada's exporting community has grown every year since 2010, except 2013. (For information on business sizes, see note to readers.)

The decline in the value of exports in 2015 was mainly due to small and medium-sized enterprises, as their exports fell 5.6%, while those of large enterprises were down 0.5%.

Large enterprises accounted for 2.7% of all exporting enterprises in 2015, but were responsible for nearly 60% of total exports. Since 2010, the 50 largest exporters have accounted for more than half of all exports each year, except in 2015, when their share fell to 47.2%.

Ontario records the highest value of exported goods, followed by Alberta

Exporter characteristics can also be analyzed based on establishments, in addition to enterprises. The establishment, the smallest statistical unit within an enterprise structure, better reflects the primary industrial activity and the province of the exporter.

Based on establishment data, the value of exports rose in five provinces from 2014 to 2015: Ontario, Quebec, Saskatchewan, Nova Scotia and Prince Edward Island. By comparison, the value of exports had increased in every province from 2010 to 2014.

In Ontario, 21,168 establishments exported goods in 2015, the highest number among the provinces and territories. Together, these establishments exported \$186.3 billion of goods, also the highest value among the provinces and territories.

Alberta recorded the second highest export value in 2015, at \$93.8 billion. However, the province's value of exports declined 24.5% from 2014, reflecting weaker energy product prices. In addition, the number of exporting establishments fell from 5,415 in 2014 to 5,095 in 2015.

Export destinations vary among the provinces

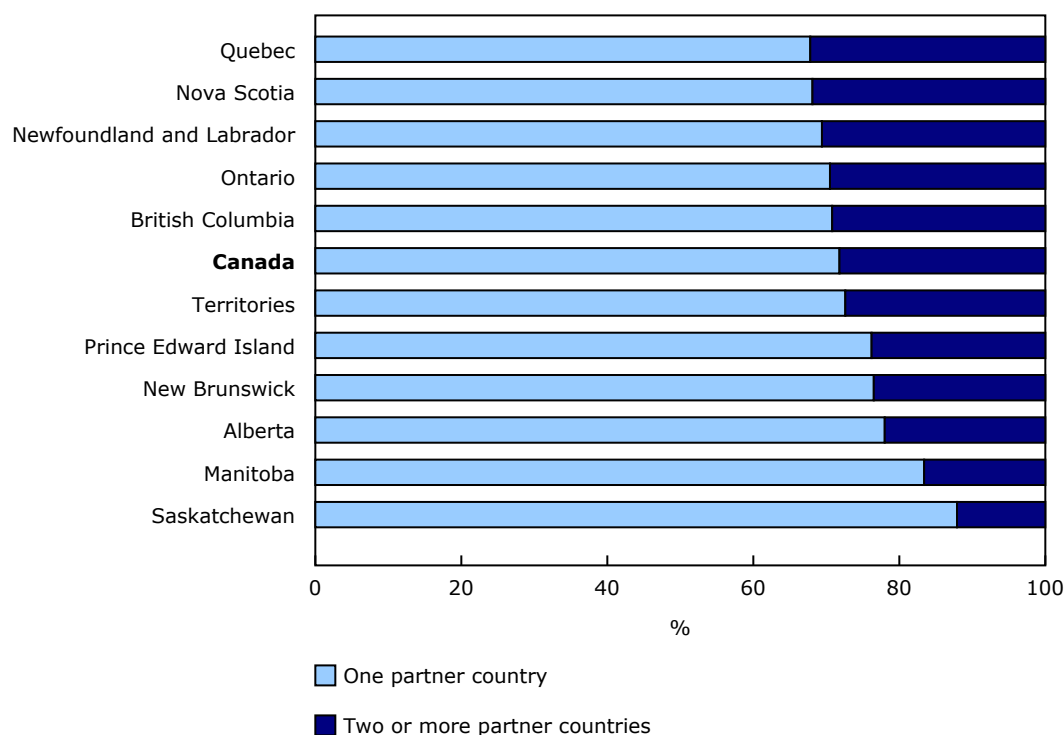
Exporting establishments can trade with one or multiple partner countries. In Ontario, 70.5% of exporters sold goods to only one partner country in 2015. The United States (83.0%) accounted for the largest share of Ontario's total exports, followed by the United Kingdom and China.

In Alberta, 78.0% of exporters traded with only one partner country. Compared with Ontario, a higher share of Alberta's exports was destined to the US market (91.0%) in 2015. Other major destinations were China and Japan.

Establishments in Quebec exported to more destinations than establishments in Ontario and Alberta in 2015. About two-thirds of Quebec exporters traded with only one partner country, less than in Ontario and Alberta. Quebec's export destinations were also less concentrated, with nearly three-quarters of their exports destined to the United States. The remaining exports were sent to other countries, mainly China, France and the Netherlands.



Chart 1
Share of exporting establishments, by number of partner countries, Canada and the regions, 2015



Source(s): CANSIM table [228-0078](#).

The manufacturing sector leads Canada's exports

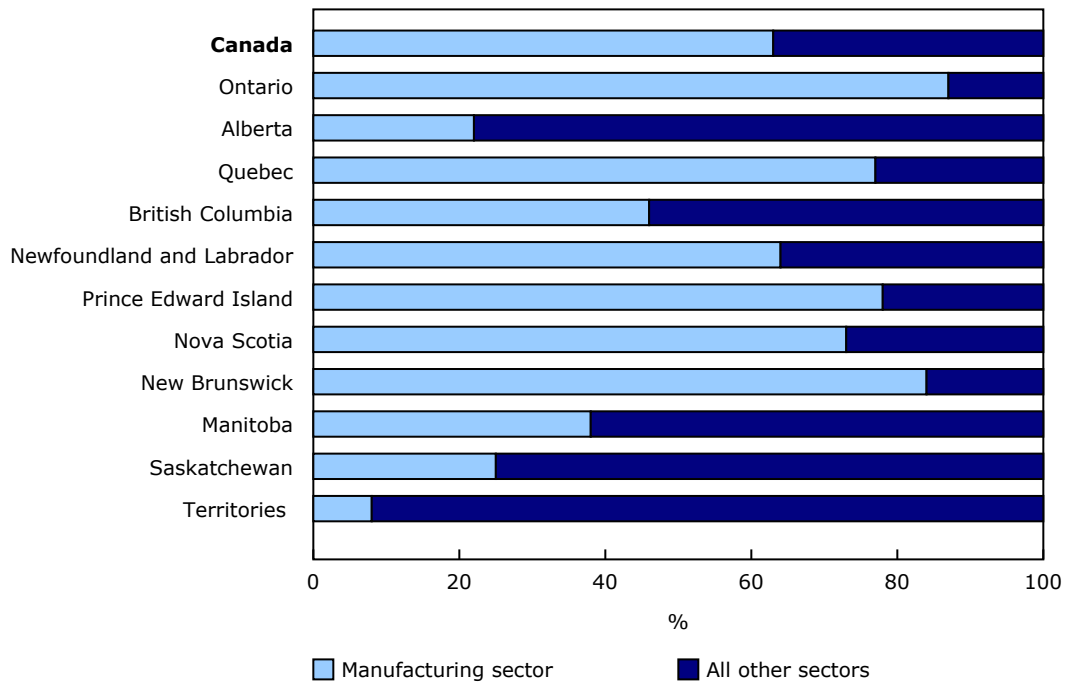
The manufacturing sector recorded the largest value of exports from 2010 to 2015, followed by mining, quarrying, and oil and gas extraction, and wholesale trade.

In 2015, 17,653 manufacturing establishments exported a total of \$289.3 billion in goods, accounting for nearly two-thirds of Canada's export sales. These establishments exported \$16.4 million of goods on average in 2015.

Manufacturing exports were highly concentrated in Ontario, with the province accounting for more than half of the country's manufacturing exports in 2015. Manufacturing establishments generated 86.8% of Ontario's total exports, while they accounted for three-quarters of exports in Quebec. Manufacturing accounted for much smaller shares of provincial exports in Western Canada: British Columbia (45.8%), Saskatchewan (25.0%) and Alberta (22.1%).

In the wholesale trade sector, 11,542 establishments exported goods in 2015, with exports averaging \$5.0 million per establishment. In the mining, quarrying, and oil and gas extraction sector, 624 establishments exported goods, with exports averaging \$97.5 million per establishment. Alberta was responsible for nearly three-quarters of the country's export activity in the mining, quarrying, and oil and gas extraction sector.

Chart 2
Share of export value, by sector of exporting establishments, Canada and the regions, 2015



Source(s): CANSIM table [228-0077](#).

Note to readers

The *Trade by Exporter Characteristics (TEC): Goods* program is an initiative at Statistics Canada undertaken to analyze the business characteristics of exporters in Canada. These estimates are formed by linking customs trade data records to business entities in Statistics Canada's Business Register.

Data on exports to the United States are collected by the US Census Bureau and transmitted to Statistics Canada as part of the Canada–US data exchange, while data on exports to the rest of the world are collected jointly by Statistics Canada and the Canada Border Services Agency.

The Business Register contains the complete operating and legal structure of enterprises operating in Canada, as well as their key characteristics such as employment and North American Industry Classification System code.

Survey definitions

This release contains information at both the enterprise and establishment levels. An **enterprise** is defined as the statistical unit that directs and controls the allocation of resources relating to its domestic operations, and for which consolidated financial statements are maintained. An **establishment** is defined as the statistical unit where the accounting data required to measure production are available. The two measures generate a different number of exporting units as well as a different industry allocation of these units.

Small and medium-sized enterprises are enterprises that employ fewer than 500 employees, including those that did not report any employment. **Large enterprises** have 500 or more employees.

Detailed information on concepts and methodology relating to this release is available on the *TEC: Goods* program survey page ([5124](#)).

Survey coverage

In this release, the **total value of exports** refers to the part of the annual domestic export value (customs basis) that can be linked to specific entities in the Business Register each year. Annual domestic export values (customs basis) can be obtained from CANSIM table 228-0060. Additional information and definitions related to domestic merchandise exports are available on the survey page for Canadian International Merchandise Trade (Customs Basis) ([2201](#)).

Each year from 2010 to 2015, the total number of identified exporting enterprises accounted for 95% to 96% of the total domestic export value. Throughout this release, the **percentage share of export sales** corresponds to the share of the annual domestic export value for which there was an identified exporter. The **number of exporters** corresponds to the number of exporters identified within the Business Register by the *TEC: Goods* program.

Definitions, data sources and methods: survey number [5124](#).

Available in CANSIM: tables [228-0070](#) to [228-0079](#).

The *Methodological Guide: Canadian System of Macroeconomic Accounts* ([13-607-X](#)) is available.

The *User Guide: Canadian System of Macroeconomic Accounts* ([13-606-G](#)) is also available. This publication will be regularly updated to maintain its relevance.

For more information, contact us (toll-free 1-800-263-1136; 514-283-8300; STATCAN.infostats-infostats.STATCAN@canada.ca).

To enquire about the concepts, methods or data quality of this release, contact Angela Yuan-Wu (613-240-2871; angela.yuanwu@canada.ca) or Ying Di (613-867-2736; ying.di@canada.ca), International Accounts and Trade Division.