

Out-of-Province Ministerial Travel

(including expenses of participants and general expenses associated with travel)

Ministry	Trade and Export Development	
Title of Travel	Mission to Japan and Korea	
Location	Tokyo, Japan and Seoul, Korea	
Date(s)	June 4 - 10, 2019	
Participants	Honourable Jeremy Harrison, Minister of Trade and Export Development Richard Davis, Chief of Staff to the Minister of Trade and Export Development Kent Campbell, Deputy Minister, Ministry of Trade and Export Development	
Purpose of Travel	To participate in a market diversification mission led by the Honourable James Carr, Canadian Minister of International Trade Diversification, and to advance Saskatchewan's (SK) interests in trade, investment and energy.	
Total Travel Expenditures for Participants		
Air Travel (including airfare and airport service fees)		\$7,668.19
Ground Travel (including taxis, car rental and parking)		\$315.22
Accommodation (including room charges, incidentals, related taxes and fees)		\$5,396.18
Meals (personal per diem meal claims)		\$2,493.82
Conference and Registration Fees		\$0.00
Miscellaneous (including temporary cell phone upgrades, fax and internet charges, immunizations, business cards and other sundry expenditures)		\$106.70
	Subtotal	\$15,980.11
General Travel Expenditures		
Miscellaneous (Including meeting rooms, translator and interpreter fees, police security, Embassy staff overtime, publications, shipping charges, gifts)		\$997.22
	Subtotal	\$997.22
	TOTAL	\$16,977.33

Overview of Travel and Objectives

Recent actions by the Government of China to restrict Canadian canola entering the country have had a significant impact on Canada's (and SK's) canola producers and emphasized the need to further diversify export markets. At the invitation of Minister Carr, Minister Harrison joined a Canadian delegation on a mission to Japan and Korea to encourage companies in these markets to import increased amounts of Canadian canola (and other agri-food products).

Other members of the delegation included Alberta's Minister of Economic Development, Trade and Tourism, the Honourable Tanya Fir, and a number of officials representing Canadian agri-food producer groups and Richardson International.

Prior to the beginning of the broader Canadian mission, Minister Harrison conducted meetings with two Japanese companies active in SK to encourage them to source products from the province and make initial/additional investments.

- In 2018, at \$1.12 billion, Japan was SK's third-largest export market, behind the United States and China, and accounted for more than 13% of the province's total exports to Asia.
 - Agri-food products accounted for over 99% of SK exports to Japan. SK's top exports were canola seed (\$703 million [M]), non-durum wheat (\$206M), durum wheat (\$46M) and barley (\$39M).
- Japan has signed and ratified the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) and is home to a number of significant investors in SK's agri-food and energy sectors.
- In 2018, SK's exports to Korea were valued at over \$117M, with \$116M of those being agri-food products. Key exports included canola oil (\$56M), wheat (\$28.5M), malt (\$14.8M) and oats (\$7.6M).
 - SK's agri-food exports to Korea increased by 39% between 2014 and 2018.
- Through the Canada-Korea Free Trade Agreement (CKFTA), SK products have preferential access to the Korean market. While currently ranked as SK's 23rd-largest export market, Korea is Asia's fourth-largest economy and the 11th largest in the world. This combined with its relatively affluent population, large conglomerates with a broad range of technological expertise and variety of post-secondary institutions, present a number of significant opportunities to increase agri-food exports, attract investment and increase education and innovation collaboration.
- This was Minister Harrison's first mission to Japan and Korea.

Mission objectives included:

- supporting the Government of Canada's efforts to diversify export markets and promote Canadian agri-food products in Japan and Korea;
- showcasing SK's agriculture strengths and the province's ability to serve as a source of high quality, safe and abundant agri-food products to Japanese and Korean companies;
- highlighting SK's business friendly environment, low taxes and investment incentives to Japanese companies with potential (or existing) investments in the province to encourage them to make initial/further investments; and,

- gathering intelligence on new opportunities for SK companies in Japan and Korea (and Asia more broadly) emerging from the CPTPP and CKFTA, and identify companies and stakeholders that should be considered as meeting targets for Premier Scott Moe's mission to Japan and Korea in October 2019.

Travel Activity:

While in Tokyo, Minister Harrison:

- met bilaterally with two Japanese companies, one considering investing and sourcing agri-food inputs from SK, and one with extensive investments in the province's uranium sector to encourage them to make a positive decision related to potential and further investments;
- provided remarks at a Canadian reception at the Embassy of Canada in Tokyo which highlighted new opportunities within the CPTPP, SK's resource strengths and the province's ability to be a long-term, safe and reliable supplier of agri-food products to Asia;
- participated in meetings with a number of Japanese companies to profile Canadian canola and other agri-food products to encourage them to source additional imports from Canada/SK; and,
- cultivated relationships with major Japanese food processors and agriculture commodity buyers in order to expand trade.

While in Seoul, Minister Harrison:

- provided remarks at a Canada-Korea Business, Canola and Market Diversification Breakfast and Networking Event at the Embassy of Canada in Seoul which highlighted new opportunities within the CKFTA, SK's resource strengths and the province's ability to be a long-term, safe and reliable supplier of agri-food products to Asia;
- participated in meetings with Korean food processors, vegetable oil importers and a grocery chain to highlight Canada's/SK's ability to provide substantial quantities of high quality agriculture inputs and finished food products; and,
- cultivated relationships with major Korean food processors and agriculture commodity buyers in order to expand trade.