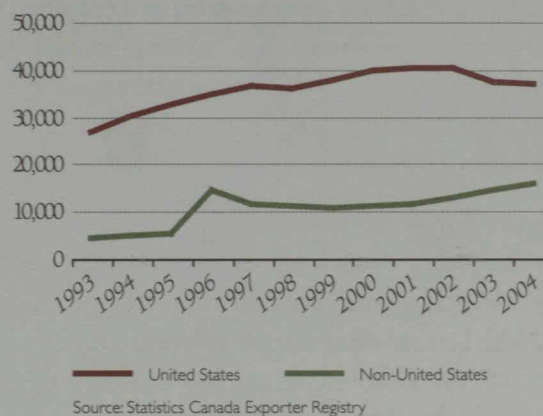


## Characteristics of Canadian Exporters

In 2004, there were 43,798 exporting enterprises in Canada. This was up 59 per cent from 27,593 in 1993 (when data was first collected), but down from a high of 45,198 in 2002<sup>1</sup>. The United States is the main destination for Canadian exporters; in 2004 there were 36,727 enterprises exporting to the U.S. versus only 15,489 enterprises exporting to Non-U.S. destinations<sup>2</sup>. However, Canadian exporters appear to be diversifying; while the number of exporters to the U.S. dropped from a high of 39,781 in 2002, the number of exporters to non-U.S. destinations has continuously risen since 1999, climbing from 10,667 to 15,489 in 2004.

After the U.S., the largest destinations by number of exporters were the United Kingdom, Germany, Japan, France and China<sup>3</sup>. Interestingly, the top countries by number of exporters do not correspond to the top countries by export value.

Number of Exporting Enterprises by Destination



For example, in 2004, Japan was the second largest destination by value, the U.K. third and Germany sixth. This indicates a difference in export intensity by export destination. In 2004 enterprises exporting to the U.S. exported an average of \$8.7 million per enterprise, while enterprises exporting to non-U.S. destinations

### Canadian Exporters by Industry Group

Industry Grouping	% Exporter Population	% Export Value	Average Value per Exporter (millions \$)
Agriculture, forestry, fishing and hunting	4.8	1.1	2.0
Mining and oil and gas extraction	1.3	5.9	38.2
Utilities	0.1	0.7	38.6
Construction	2.6	0.3	1.0
Manufacturing	47.3	66.3	11.8
Wholesale trade	22.4	11.7	4.4
Retail trade	4.6	0.4	0.7
Transportation and warehousing	3.2	4.2	11.1
Information and cultural industries	1.2	0.1	1.0
Finance and insurance	2.0	6.4	27.1
Business services	7.5	2.4	2.7
Other	2.9	0.4	1.1

Source: Statistics Canada Exporter Registry

- 1 Data on the number of exporting enterprises comes from Statistics Canada's "Exporter Registry", as of the writing of this article the latest data available was for 2004.
- 2 Note that the number of exporters to the U.S. and Non-U.S. does not add up to the total, this is because many enterprises export to both U.S. and Non-U.S. destinations, these enterprises are only counted once in the total aggregate.
- 3 Includes mainland China only.