

CHAPTER 4: THE REGULATORY FRAMEWORK

Section A: Customs and Tariffs (if applicable)

[This might be an issue if the service also required certain kinds of products. For example, an information systems solution might be designed for specific brands of computers.]

Rates

- What general rates affect the sector?
- Which rates on specific products/services apply?

Procedures

- Are there any customs requirements, rules or procedures specific to the service sector?

Section B: Health, Safety and the Environment

[This section should alert readers to any regulations governing issues such as health concerns, safety, consumer protection, or environmental requirements.]

Section C: Technical Standards

[This section should focus only on any professional requirements as well as standards governing products that might be involved in providing the specified service.]

Section D: Corporate Law

[This section should provide a brief discussion of the issues involved in setting up a distinct operation incorporated in the target country, along with some sense of whether this is advisable or necessary in the particular sector specified.]

Incorporation

- What types of corporations exist?
- Are there special procedures to follow?

Taxation

- What are the country's taxation regulations?
 - tax rates/filing procedures
 - tax treaties, double taxation agreement with Canada (if applicable)

Investment and partnering

- What are the laws on foreign investment, joint ventures, ownership and limits to foreign ownership?

Repatriation of profits

- Are there laws and/or reporting requirements which affect this?
 - withholding taxes, etc.
 - interest payments
 - laws governing the movement of money