



# Doing Business in the UK for Canadian Business

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# The UK at a Glance

- Population of 69.6 million
- Service-Driven Open Economy
- Finance, Technology and Manufacturing Industries.
- Global Hub for Education and Innovation
- Diverse and Multicultural Society
- Parliamentary Constitutional Monarchy



# Canada-UK Trade & Economic Overview.

2025	UK	Canada
<b>GDP (\$trillions)</b>	5.6	3.2
<b>GDP per capita (\$/person)</b>	80,523	77,965
<b>GDP growth (%)</b>	1.3	1.7
<b>Population (million)</b>	69.6	41.7
<b>CDI in UK / UK FDI (UIC) in Canada (2024-\$billions)</b>	136.5	104.0

Sources: Statistics Canada; Census 2021; Office for National Statistics (United Kingdom). Data retrieved March 2026.

The UK economy is the sixth largest in the world, just ahead of France. Services make up 80% of GDP and more than 40% of total exports



# Canada – UK Trade in Goods and Services Overview

The UK was Canada's third-largest single country trading partner in 2025.

Canada – UK bilateral trade was valued at C\$85 billion in 2025. US = \$720 billion, China \$125 billion for comparison.

Almost 3,500 Canadian companies exported to the UK in 2024, 93% of which were small and medium enterprises. TCS works with approx. 800 clients/ year.



# UK Economic Snapshot



Top UK-Based Companies based on the

Their sectors include:

- Banking (Barclays, HSBC, Lloyds, NatWest)
- Mining (Rio Tinto)
- Pharmaceuticals (AstraZeneca, GlaxoSmithKline)
- Oil and Gas (Shell, BP)
- Chemicals (Linde)
- Consumer goods (Unilever)
- Telco (Vodafone, BT)

# Priority Sectors - UK

- Aerospace & Space
- Agriculture & Processed Foods
- Creative Industries
- Defense & Security
- Academic Partnerships.
- Energy & Clean Technology
- Financial Services and Insurance Services
- Information and Communications Technology (ICT)
- Infrastructure and Green Building
- Life Sciences
- Water and wastewater



# Agriculture and Processed Foods

## Opportunities

- Drinks including wine, craft beer and spirits
- Plant-based food and ingredients
- Fish & Seafood

## Challenges

- Regulations
- Competition
- Retailer dominance



### 2026 Events

**Taste of Canada** - LDN is supporting with the annual Taste Canada event connecting wine makers to UK-based wine importers and media.

**SIAL** - the world's leading food and beverage show in Paris

**Seafood Expo Global** - supporting the seafood sector for companies attending Seafood Expo Global in Barcelona

# Defense & Security

## Opportunities

- Defense Procurement – up substantially.
- Cyber Security
- Advanced Defense Technologies (Drones)
- Naval and Maritime Security
- Dual Use.

## Challenges

- Navigating the defense market
- MoD's Prime Contractor Dependency - requirement to integrate into the supply chains of these prime contractors
- Very competitive landscape



## 2026 Events

**UK Security Sector Webinar (November)**  
**International Security Expo(Sept)**

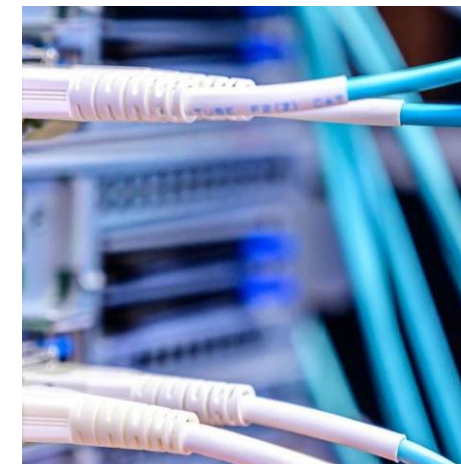
# Information & Communications Technologies (ICT)

## Opportunities

- UK Technology market valued at over \$1.1T = 3rd largest worldwide.
- Subsector Opportunities: AI, Cybersecurity, GovTech, E-Commerce and Fintech.
- Large VC and Tech Funding community – UK technology companies raised over \$22B in 2023.
- Importance of Innovation Partnerships with Canada: For e.g.: Quantum.
- Digital Nova Scotia ICT Mission to SaaStr UK.

## Challenges

- New and changing AI + Data regulations.
- Establishing a local UK presence. Complex UK technology value chains and multi-layer, decision making.
- UK technology clusters - Stakeholder engagement and network building - difficult to identify and maintain sustained relationships.



## ***Major Events***

- London Technology Week + UK regional tech cluster events: e.g. Cambridge Tech Week 2026.
- Cybersecurity and fintech CTA – LDN.



# Atlantic Canada Exporting Successes to the UK. Why?



- Gain Market Insights. Practical, nuanced and relevant to your particular organization and capabilities. Go from a general opportunity to a very particular opportunity. OUTCOME = EXPORT plan.
- Connect with key contacts. (Virtual + then be in UK market) - OUTCOME = Local Presence – How? + test is lev. of resilience and motivation + priority market focus.
- Action NEW opportunities. (build business relationships (Channel or Direct) that convert BLs to new business). OUTCOME = Trade Diversification.