

An aerial photograph of a modern city skyline, likely Singapore, featuring prominent skyscrapers and a waterfront area with a large, white, curved architectural structure. A large black diamond shape is superimposed over the center of the image, containing white text. Red diagonal lines cross the diamond at its corners.

Strengthening the Canada- ASEAN Connection: Business Mobility

AGENDA

CABC

Project
Challenge

Research
Development

Findings

Policy
Recommendations







- Established in 2012
- Registered Canadian non-profit
- Mandate to facilitate trade and investment in the Canada-ASEAN economic corridor through policy advocacy



PROJECT CHALLENGE

Canadian businesses operating in the ASEAN region identified mobility as one of the barriers that hinder Canada's plan to strengthen its economic connectivity with the ASEAN region.

Defining the 'mobility of businesspeople' as the movement of people, both short-term and long-term that is generated by economic activity. It involves short-term work-related travel to an irregular place of work such as attending a meeting or the long-term relocation of individuals to a different office in another country.



RESEARCH DEVELOPMENT

I. Understanding the Scope of the Project



What is ASEAN?



What is the Canada-ASEAN relationship?

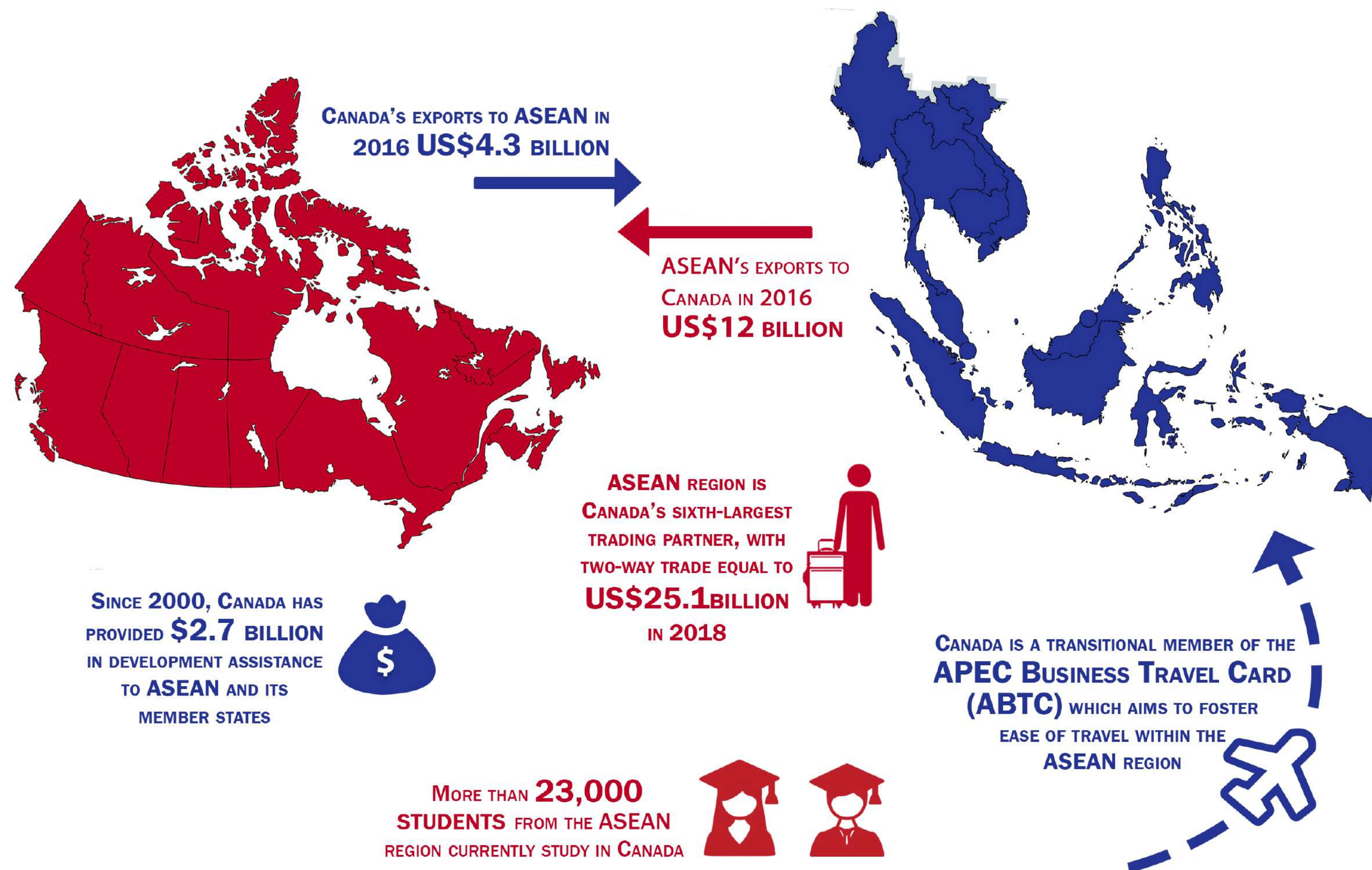


Why is mobility important?

WHAT IS ASEAN?



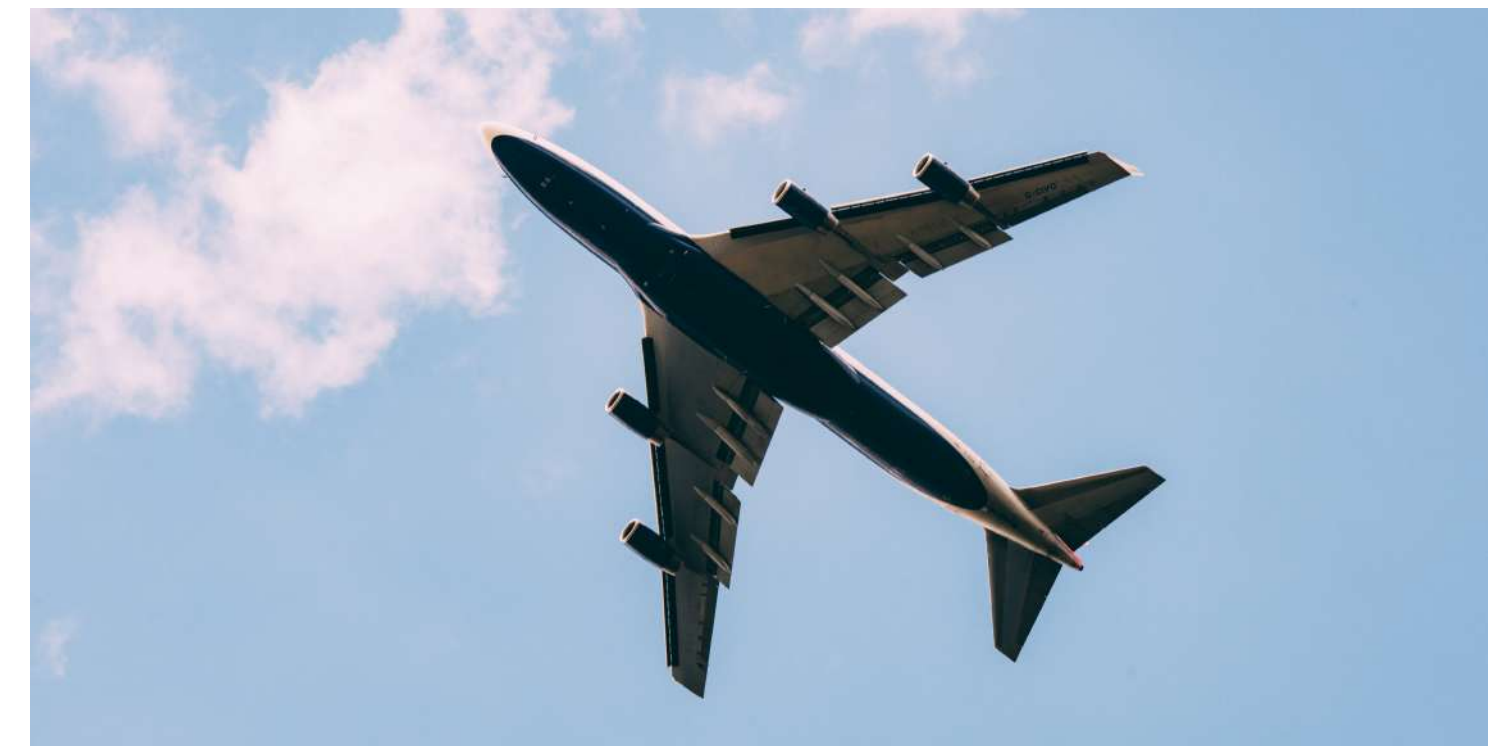
CANADA-ASEAN RELATIONSHIP



IMPORTANCE OF MOBILITY

“Given the rise of global business and the fact that the ASEAN region is comprised of some of the fastest-growing economies in the world; the mobility of business executives and investors has become crucial to Canadian companies.”

Neil Williams, Managing Director,
Xpansionize





II. ISSUES ADDRESSES

1

Importance of mobility

2

Mobility challenge and advancing trade-relations

3

Increased business mobility and economic partnerships

4

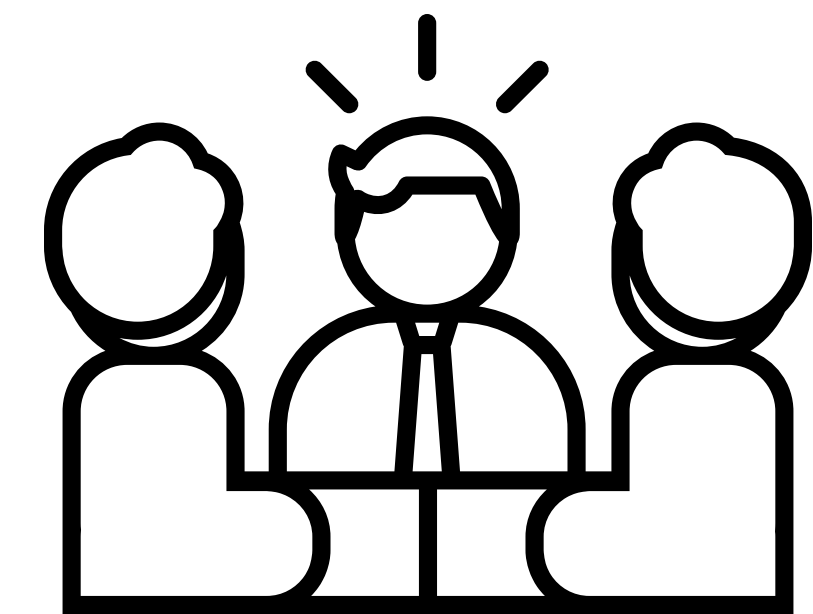
Mobility experiences of global trading partners



III. METHODOLOGY

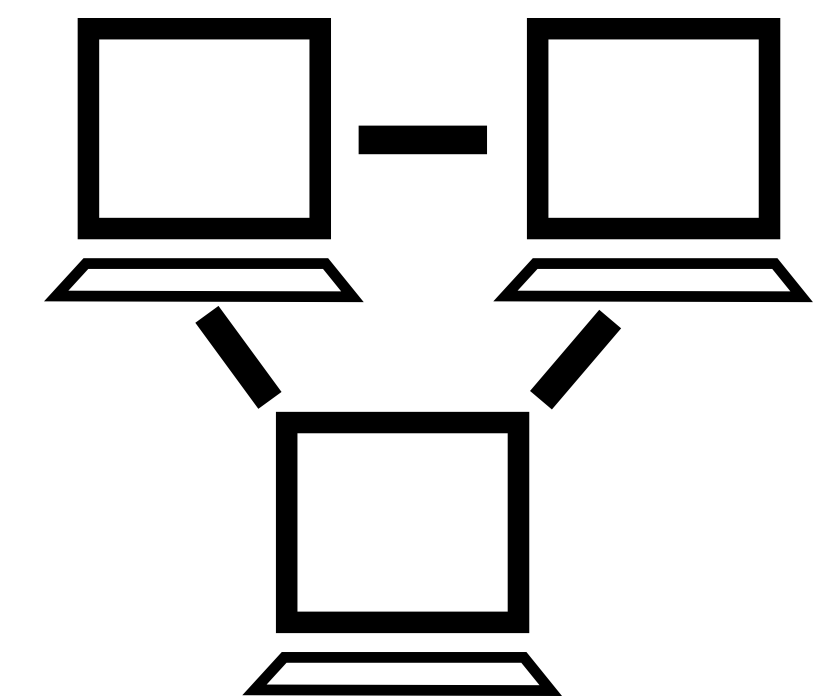
Primary Research

- Semi-structured interviews in 8 of the 10 ASEAN countries.
- Fieldwork in Singapore, Vietnam, and Indonesia.

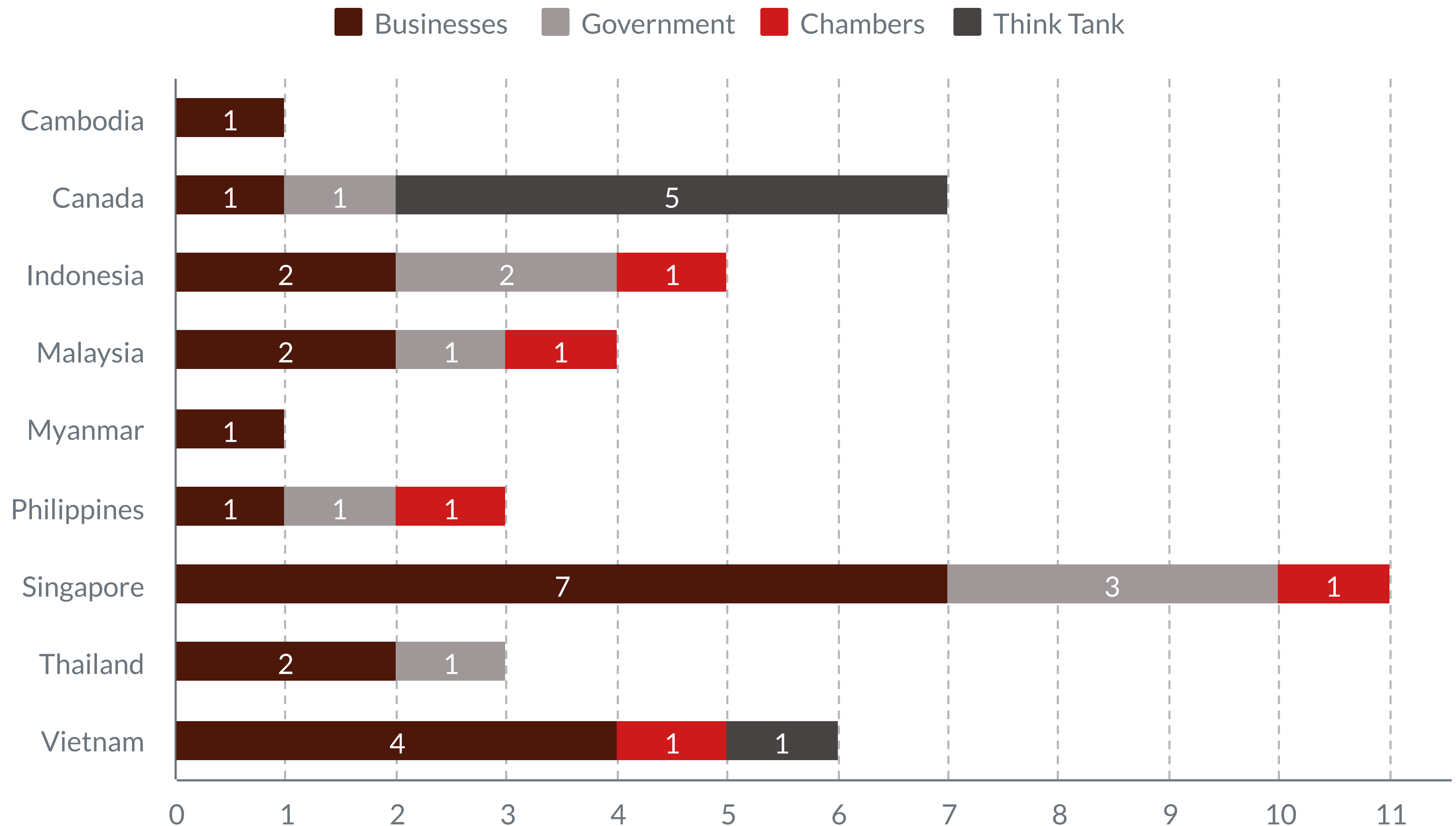



Secondary Research

- Academic literature and practitioner/policy-based literature.



PARTICIPANTS



An aerial photograph of New York City at night, showing the dense skyline of Lower Manhattan. A rocket launch is superimposed over the city, with a bright plume of fire and smoke rising from the top of a building. The text is overlaid on a semi-transparent dark rectangle.

"One of the biggest
problems is
programs and
opportunities are
not effectively
communicated"

Shawn Watson,
CEO Senescence
Life Sciences

IV. FINDINGS

A. Factors Affecting Mobility

1



Visa regulations and policies are bilateral and vary across the region

2



Mobility is impacted by multiple factors that affect business operations


3



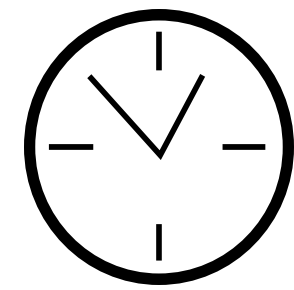
SMEs find the visa and work permit processes challenging



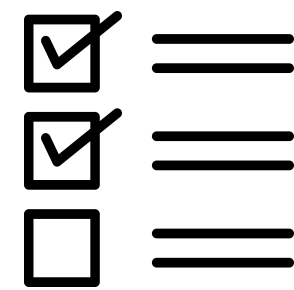
B. Canada-ASEAN Mobility Experiences

- Canadians do not often face difficulty entering most ASEAN countries for short-term stays.
 - ASEAN citizens are often unable to obtain visa to enter Canada for short-term business visits.
 - Only Singapore and Brunei citizens have visa free access to Canada
 - Employee relocation is challenging for both Canadians and ASEAN citizens
- 

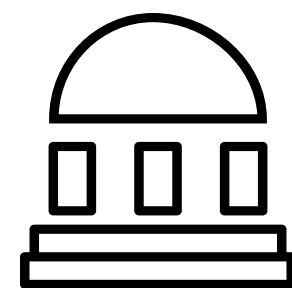
C. Canada Visa Access Challenges



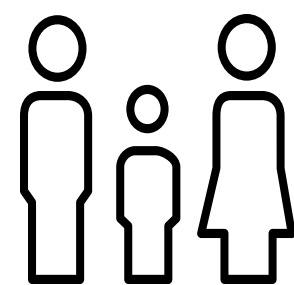
Lengthy processing times



Lack of clear requirements



Lack of direct embassy access



Difficulty to provide evidence for ties to country

D. ASEAN Visa & Work Permit Access Challenges

- Expatriate quota
- Lengthy processing time
- Burdensome administrative processes

A nighttime photograph of a city skyline with a large fountain in the foreground. A semi-transparent text box is overlaid on the right side of the image, containing a quote and a name. A red diagonal line runs across the top right corner of the image.

“If we are hiring an expat next year, then we need to start planning for it this year and include it in the business plan.”

Mr. Suyanto
Mahdiputra, Country
Director, Hatch

E. Multilateral Mobility Initiatives



ABTC

Limited benefit of
ABTC for Canadian
businesses



CPTPP

The CPTPP has had
no direct impact on
mobility



One-Visa ASEAN

ASEAN is in the process
of implementing a one
visa policy

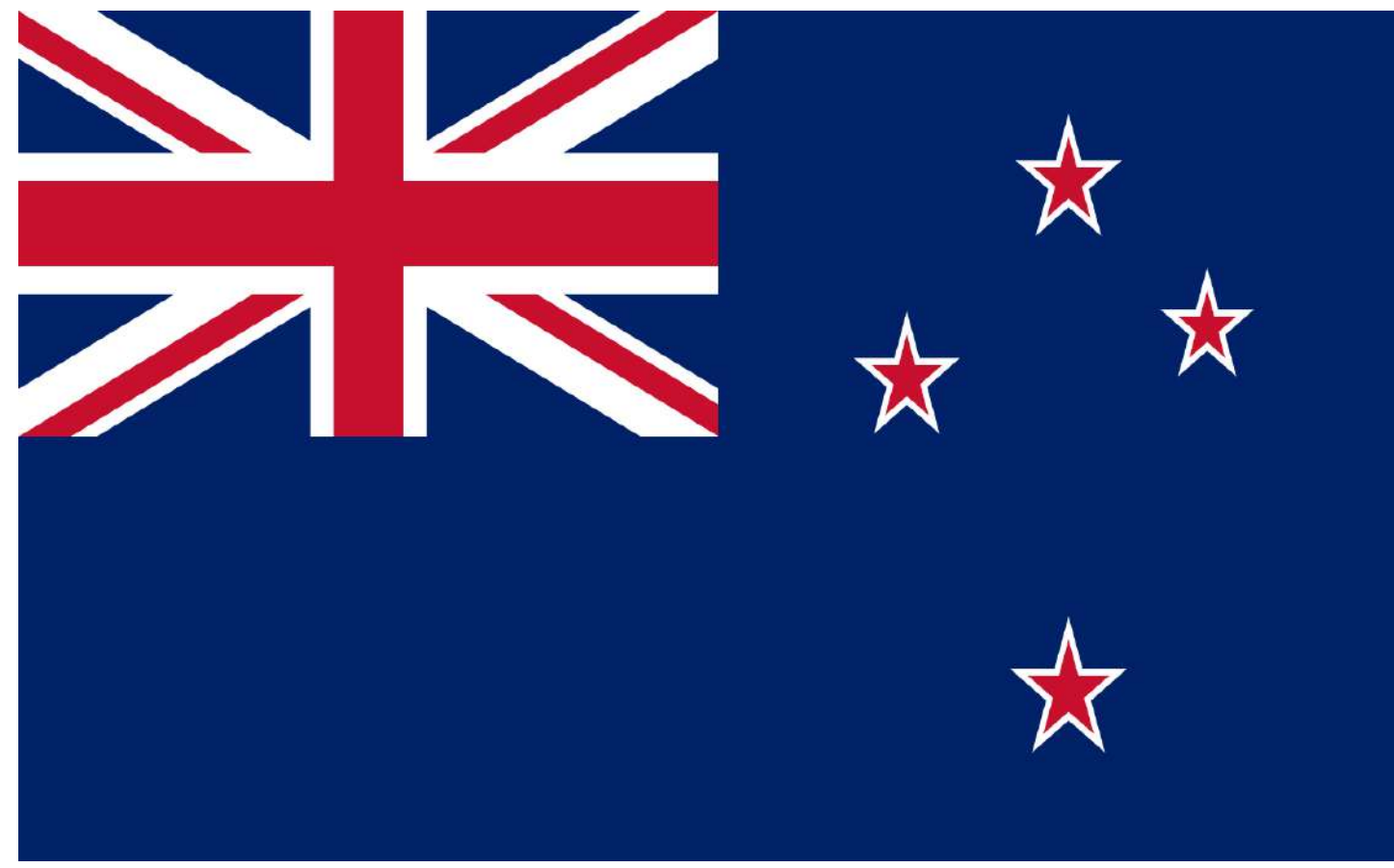
V. COMPARATIVE ANALYSIS:

AUS, NZ, & The US



AUSTRALIA

- Bond system
- Multiple visa categories



NEW ZEALAND

- Bond system
- Intra-company transfer



THE UNITED STATES

- Corporate blanket system



"In the West, we are ignorant about Southeast Asia. We think that Asia is just China and India.

There is an assumption that most Southeast Asian countries are poor, emerging markets."

Pavel Bains,
Bluzelle.



VI. POLICY RECOMMENDATIONS



SHORT-TERM RECOMMENDATIONS



1

ASEAN Government create a comprehensive online resource for visa applications

2

Canadian Government provide applicants with detailed rejection letters

3

Ratify and implement the CPTPP in all signatory countries



MEDIUM-TERM RECOMMENDATIONS



1

Develop initiatives on capacity building activities

2

Introduce expedited business visa application process



LONG-TERM RECOMMENDATIONS



1


Develop a blanket visa approval process

2

Establish a bond system

3

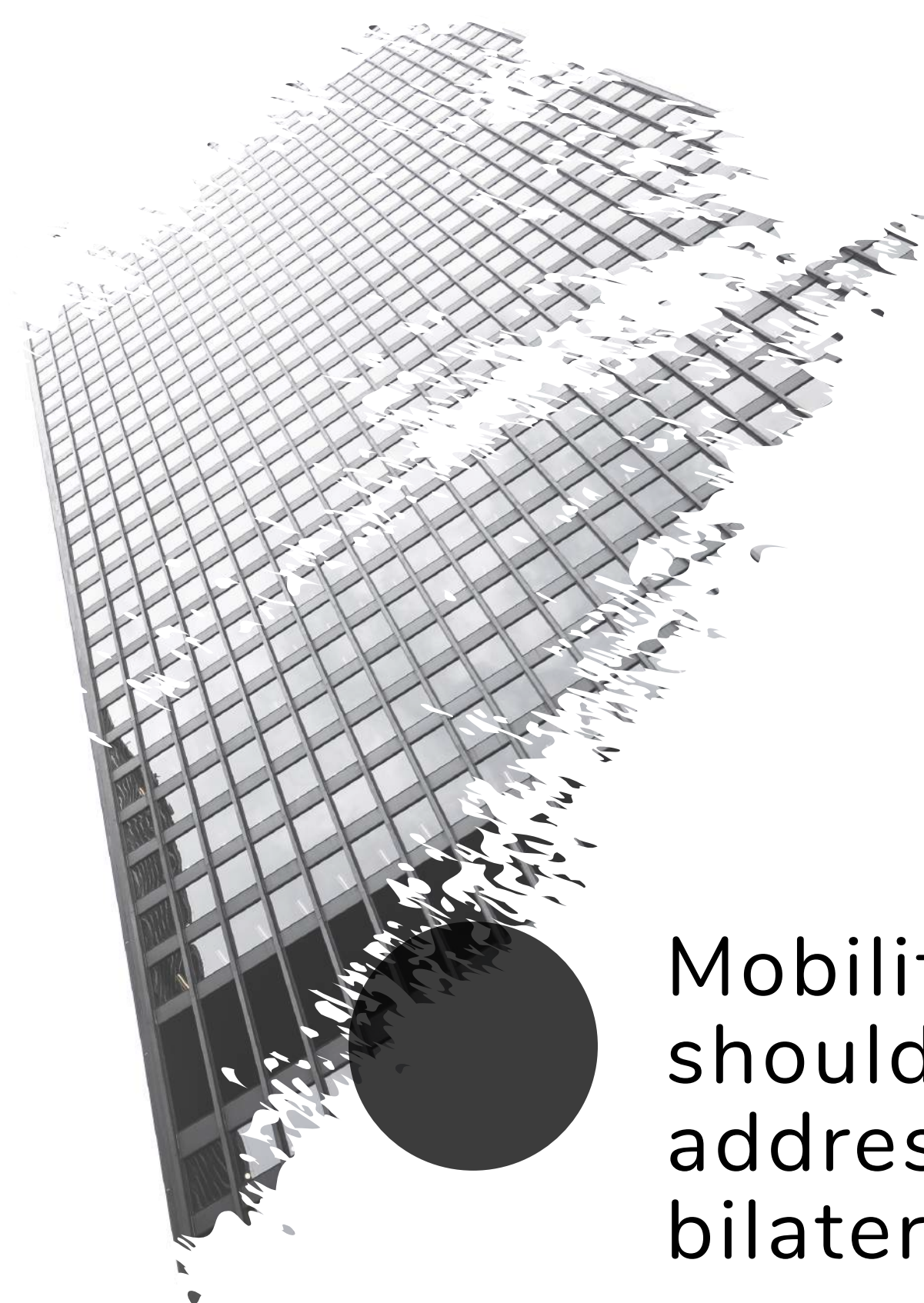
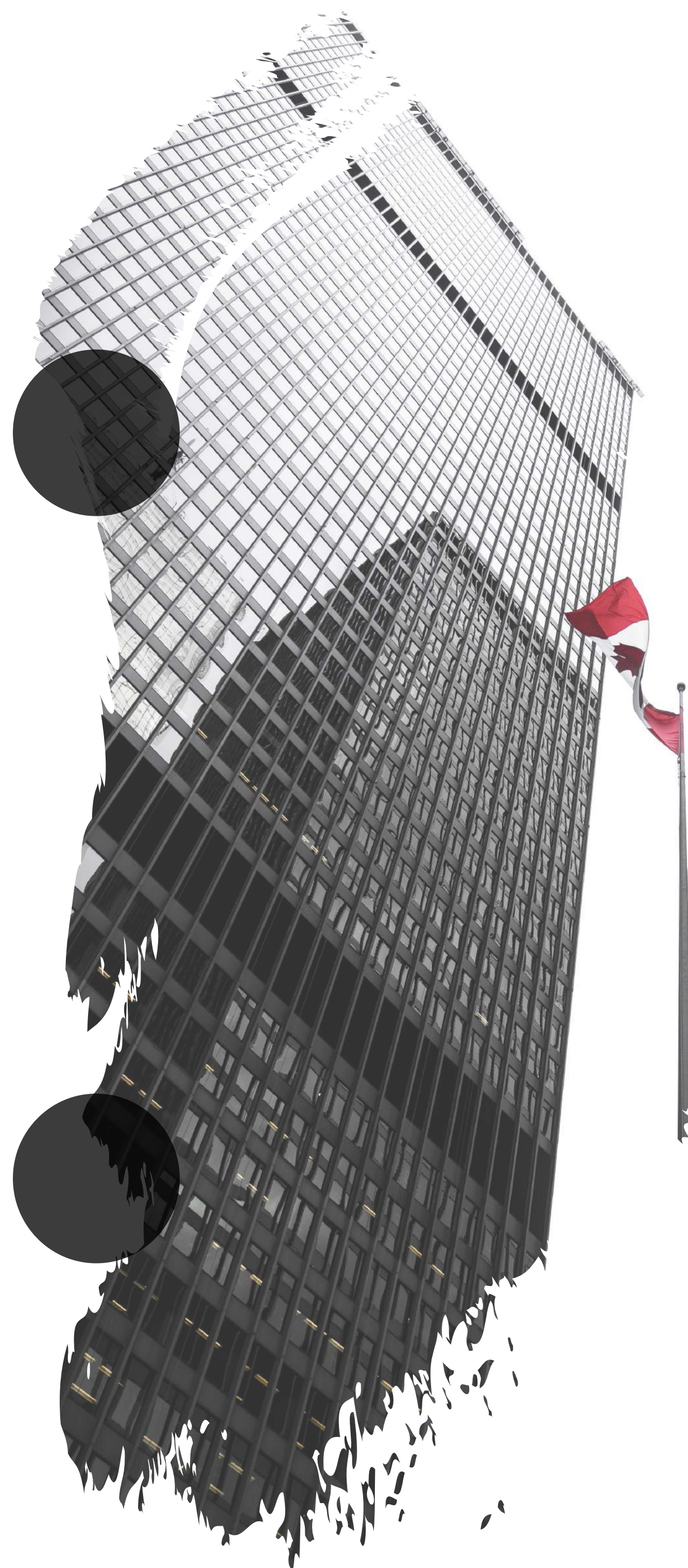
Create an additional visa category for businesses that maintain relations with a Canadian company.



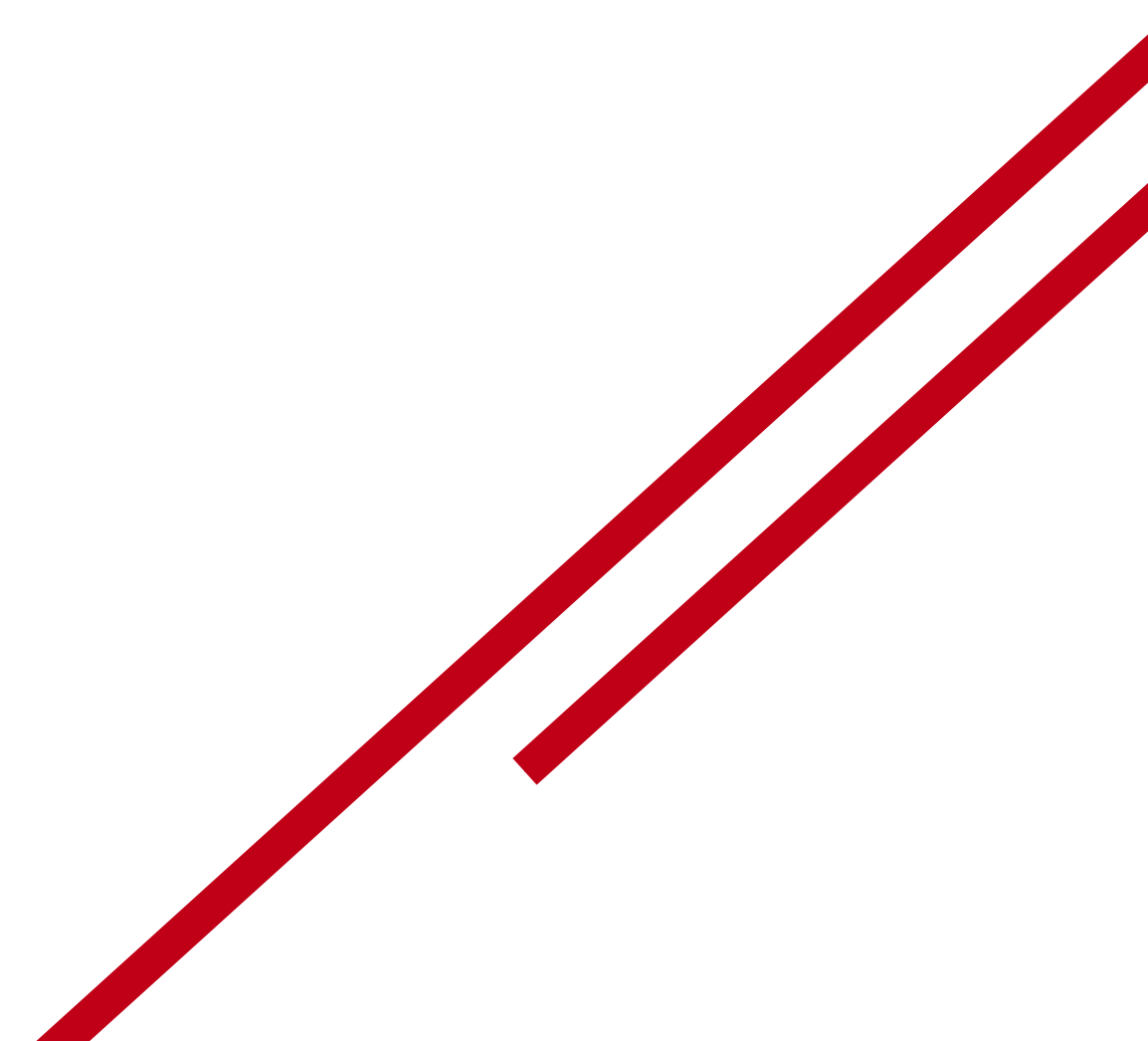


The experiences of
ASEAN's
international
trading partners
offer good
practices for
Canada

Service providers
offer information
about the
regulatory
frameworks and
challenges



Mobility issues
should be
addressed
bilaterally



A dark gray diamond shape is centered on a white background. Inside the diamond, the text "Thank You!" is written in a bold, white, sans-serif font. Two thin red lines are positioned diagonally within the diamond, one near the top-left corner and one near the bottom-right corner, both parallel to the diamond's edges.

Thank You!



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