



## Canadian Export Challenge Launches to support more than 15,000 Entrepreneurs to Scale Global Businesses in 2019

Startup Canada, in collaboration with UPS® Canada, Export Development Canada, and the Canadian Trade Commissioner Service launched the second annual Canadian Export Challenge in February, to showcase and support 15,000 entrepreneurs and small businesses to go global.

Although there are 2.3 million entrepreneurs in Canada and more than 1 million businesses, fewer than 10 per cent of small and medium-sized businesses in Canada export, yet those that do are more likely to survive and scale.

Following a successful pilot in 2018, this year the Canadian Export Challenge is scaling to more cities to support more entrepreneurs, with stops in Vancouver, Edmonton, Winnipeg, Mississauga, Ottawa, Montréal, and Fredericton in May and June, and a Final Showdown in Toronto in October.

“As the most connected G7 country with the greatest ease of doing business, Canadian entrepreneurs have a global advantage out of the starting gate,” said **Victoria Lennox, Co-Founder, and President of Startup Canada**. “We are proud to work alongside strong government and industry partners to launch the 2019 Canadian Export Challenge, to grow global ambitions, increase export readiness, accelerate access to global markets, and support entrepreneurs to ‘Own The Podium’ globally.”

Accepted entrepreneurs have the opportunity to pitch to win \$25,000 in cash and up to an additional \$100,000 in support, attend a 1-day Global Accelerator to learn from and connect with Canada’s global expansion support providers, and gain privileged access to trade missions, market intelligence, global accelerators, and a digital and in-person partner network to help them scale-up in 2019.

Finalists from Vancouver, Edmonton, Winnipeg, Ottawa and Mississauga have been chosen. More information about them, along with a recap of each event, can be found [here](#). Dates for upcoming accelerators are as follows: [Fredericton](#) (June 11) and [Montreal](#) (June 17).

“Innovative entrepreneurs across Canada are developing state-of-the-art products and services and we want to ensure they also have the tools they need to thrive in a competitive global environment,” said **The Honourable Jim Carr, Minister of International Trade Diversification**. “Through initiatives like the Canadian Export Challenge, we are positioning small and medium-size businesses to take advantage of emerging opportunities in markets around the globe so they can grow and create jobs here at home.”

“Our global brand is strong again and the world wants and needs more Canada. Now, with 14 trade agreements opening up 62% of the global market, Canadian entrepreneurs and businesses have access to more customers than ever before. Our government wants to increase

Canada’s overseas exports by 50% by 2025. To do this we are investing \$1.1 billion to get Canadian entrepreneurs export-ready,” said the **Honourable Mary Ng, Minister of Small Business and Export Promotion**. “The Canadian Export Challenge is a great opportunity for our brightest entrepreneurs to showcase their ambitions and go global. I encourage entrepreneurs across Canada to apply for the ‘2019 Global Entrepreneur Cohort.’”

UPS Canada and Export Development collaborated with Startup Canada on the 2018 CXC. Following the successful pilot, both organizations have doubled down on their support and have welcomed the Trade Commissioner Service to complete the CXC Team.



“UPS Canada remains strongly focused on supporting Canadian entrepreneurs and encouraging them to leverage opportunities for growth in global markets,” says **Paul Gaspar, Director of Small Business at UPS Canada**. “With the increase of buying power from around the world, it is important for Canadian businesses, particularly small and medium-sized enterprises to be ready and open to a global mindset. The Canadian Export Challenge provides the support entrepreneurs need, to take the first step in competing on a larger scale.”

“We at EDC believe that small and medium-sized businesses are the lifeblood of Canada’s economy and a key driver to international growth and prosperity,” said **Mairead Lavery, President, and CEO at Export Development Canada**. “As Canada’s export credit agency, EDC is committed to serving more Canadian companies. That’s why we are thrilled to partner with organizations like StartUp Canada to help companies get the knowledge they need to get out of their comfort zones and explore new markets.”

Visit [startupcan.ca/cxc](http://startupcan.ca/cxc) to learn more. Click here to read the 2018 recap report and click here to watch the highlights.

## About the Canadian Export Challenge

The Canadian Export Challenge is a Startup Canada Program in collaboration with UPS, Export Development Canada and the Trade Commissioner Service to support entrepreneurs to become export-ready, connect with the trade and global growth ecosystem, and to gain global exposure through a series of 1-day accelerator events, digital programs, pitch competitions, and an online community. Learn more at [startupcan.ca/cxc](http://startupcan.ca/cxc).

## About UPS

UPS (NYSE: UPS) is a global leader in logistics, offering a broad range of solutions including transporting packages and freight; facilitating international trade, and deploying advanced technology to more efficiently manage the world of business. UPS is committed to operating more sustainably—for customers, the environment and the communities we serve around the world. Headquartered in Atlanta, UPS serves more than 220 countries and territories worldwide. UPS was awarded [America’s Best Customer Service](#) company for Shipping and Delivery services by Newsweek magazine; *Forbes* magazine’s Most Valuable Brand in Transportation; and top rankings on the [JUST 100](#) list for social responsibility, the *Dow Jones Sustainability World Index*, and the *Harris Poll Reputation Quotient*, among other prestigious rankings and awards. The company can be found on the web at [ups.com](http://ups.com) or [pressroom.ups.com](http://pressroom.ups.com) and its corporate blog can be found at [longitudes.ups.com](http://longitudes.ups.com).

The company’s sustainability eNewsletter, **UPS Horizons**, can be found at [ups.com/sustainabilitynewsletter](http://ups.com/sustainabilitynewsletter).

Learn more about our sustainability efforts at [ups.com/sustainability](http://ups.com/sustainability). To get UPS news direct, follow [@UPS\\_Canada](https://twitter.com/UPS_Canada) on Twitter.