

**Remarks for CTOT Executive Director Jim Nickel  
Signing Ceremony – Canada-Taiwan FIPA  
Office of Trade Negotiation, Executive Yuan  
Taipei, Taiwan  
Friday, December 22, 2023**

Representative Tseng, Deputy Trade Representative Yang, MOEA Deputy Minister Chen, MOFA Director General Wang, distinguished guests from the government of Taiwan and the Canadian and Taiwanese business community, on behalf of the Canadian Trade Office in Taipei and my colleagues at Global Affairs Canada in Ottawa, it is my distinct honour to participate in today's signing ceremony for the Arrangement between the Canadian Trade Office in Taipei and the Taipei Economic and Cultural Office in Canada for the Promotion and Protection of Investments.

Good morning, bonjour, *Zao An*. Thank you for being here today.

Our gathering this morning has a very practical purpose of course: to put pen to paper, and in so doing, bring into existence the newest link between Canada and Taiwan.

But more than that, today's event is a celebration. A celebration of the hard work of our negotiators, of the spirit of friendship and goodwill underpinning the daily interactions between Canada and Taiwan that brought us here, and of the hope and optimism for the future that this document represents. By signing this Arrangement, we explicitly acknowledge and endorse one another as trusted partners, past, present, and future.

We didn't get here overnight, however. As some know only too well, this Arrangement is the product of a conversation between Canada and Taiwan that began modestly over a decade ago and progressed, shall we say, at a "measured" pace.

But the Arrangement we are signing today is special. It is the first of its kind – the first ever negotiated by Canada after we updated our model FIPA in 2021, an update that followed Canada’s suspension on negotiating new FIPAs that spanned many years while we developed our new model FIPA text.

We believe it was worth the wait. Why? Because the new modernized and inclusive model FIPA text that Canada eventually unveiled in 2021 reflects innovations in Canada’s recent free trade agreements with the European Union, with the United States and Mexico, and with CPTPP members. Collectively, these agreements mean that – and I am speaking here to our Taiwanese investor friends – businesses located in Canada have barrier-free access to nearly all the world’s major markets. When paired with Canada’s cheap, clean energy and talented human resources, we have a recipe for your success.

What's more, Canada's new model FIPA was created with the intention of serving as the basis for Canada's future FIPA negotiations, like the one we have signed today, and represents the first comprehensive revision of Canada's model FIPA since 2003.

This new model FIPA text also seeks to ensure that the benefits of trade and investment are more widely shared, both in Canada and in Taiwan, including for women, Indigenous peoples, and SMEs. These are goals that Canada and Taiwan share. And this is one reason why, together with Taiwan's proven track record of adherence to international trade frameworks, Canada chose Taiwan as its first partner to negotiate a new model FIPA. The fact that we are here today demonstrates that this was a smart choice for both Canada and Taiwan, and, for Canada, the signature with Taiwan of our FIPA today is an important deliverable under Canada's new Indo-Pacific Strategy.

While I am fortunate enough, together with Representative Tseng, to sign our new Arrangement, I must take a moment to acknowledge that the contributions of many people and organizations brought us here, including trade policy and legal experts, academics, predecessors and colleagues at the CTOT and TECO, and of course important senior political figures, advocates and dignitaries from Canada and Taiwan.

I would however especially like to thank the Taiwan Office of Trade Negotiation and the steadfast leadership of Ms. Jen-yi Yang, and, in turn, Canada's own lead negotiator, Ms. Julie Boisvert of Global Affairs Canada. You and your teams have done a terrific job in the face of many competing pressures.

And with that, I would ask all present – and those in the business community most of all – to consider your own role in the next step in this process, the most important one of all: breathing life into

this Arrangement. We look to you to take these words on paper, and the confidence they are meant to instill, and transform them into prosperity for Canadians and Taiwanese alike. We at the CTOT and TECO, who are expanding our respective staffing and representation in Taiwan and Canada, have full confidence it will happen and look forward to helping you make it so.

In fact, at the latest Canada-Taiwan Economic Consultations on December 6 in Ottawa, the co-chairs endorsed a Collaborative Framework on Supply Chain Resilience, under which Canada and Taiwan will work together on such fields as critical minerals, clean energy, and advanced manufacturing. The Arrangement for the Promotion and Protection of Investments, coupled with the Collaborative Framework on Supply Chain Resilience, will undoubtedly present more opportunities for our business communities.

Thank you once again for the opportunity to participate in today's ceremony. I wish everyone a happy holiday season and a

wonderful New Year of the Dragon – a fitting symbol for today's  
launch – filled with joy, peace, and prosperity.

*Xie xie da jia*, thank you, merci.