

Government of Newfoundland and Labrador, Department of Innovation, Energy and Technology (IET)



Description of Products or Services to be Exported:

The Department of Industry, Energy and Technology (IET) is the lead for innovation, economic development and diversification in Newfoundland and Labrador. The department focuses on creating a competitive environment to support private sector investment and business growth; and supporting industries in Newfoundland and Labrador such as mining, energy and technology. Working closely with key stakeholders, the department also develops and monitors supporting regulatory and benefits activities.

Value Proposition:

Newfoundland and Labrador (NL) is a leader in research and development and commercializing innovative technologies. Ocean technology, environmental industries, defence and aerospace, information technologies, food & beverage (agrifood and seafood), life sciences, education, and energy are all sectors of interest where Newfoundland and Labrador has strong capabilities and where government and business collaboration has often led to new opportunities. Key R&D centres in the province include the Ocean, Coastal and River Engineering Research Centre, the Fisheries and Marine Institute of Memorial University, Ocean Sciences Centre, the Northwest Atlantic Fisheries Centre and C-CORE.

NL has an area of 405,720 square kilometres with 29,000 kms of coastline and is strategically located between the world's two

largest trading bodies – the EU and CUSMA regions. With eight airports (including three international airports) and four world-class seaports, NL has extensive infrastructure to support ease of access to these markets.

Export Experience:

Through a suite of programs and services, our team of international trade professionals works with clients to increase global competitiveness, minimize market expansion risks, diversify and expand export opportunities and help increase the value and volume of NL goods and services internationally. The Internationalization team works closely with clients and industry associations to identify relevant markets and align existing programs and services to meet the needs of clients to successfully access those markets.

Mission Objectives:

- Gather information on opportunities and activities in key relevant sectors of interest and identify sectors which have the best potential for mutual business development. Blue Economy would be a primary focus, as well as clean tech and infrastructure.
- Identify and meet key partners for any future NL missions to the region
- Develop a list of relevant conferences, shows, and opportunities in the region and determine how best to identify and pursue business in the region
- Support clients engaging in trade activities in the region
- Establish strategic relationships with local government, business and trade associations
- Promote increased trade between the Caribbean and Newfoundland and Labrador