

CANADA MARKET RESEARCH REPORT 2025



Opportunities Across Apparel, Food, Cosmetics, Home Goods, Machinery & More

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"Your Gateway to a Stable, High-Income, Multicultural Import Market."

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1. EXECUTIVE SUMMARY



Canada is one of the world's most predictable, structured, and secure import-driven markets. With over CAD 700–750 billion yearly imports, Canada relies on global suppliers for apparel, foods, cosmetics, furniture, machinery, and ethnic goods.

Why Exporters Target Canada


Very high per-capita income	Massive immigrant population
Strong e-commerce ecosystem	Clean regulatory environment
Easy customs and logistics	High acceptance of Indian, Thai, and UAE-origin goods

Key Demand Drivers

- Immigration (~500,000 new arrivals annually)
- University student population boom
- Health-conscious consumers
- Growth of South Asian, East Asian & Middle Eastern communities
- Dependence on imports (cold climate = fewer agricultural goods)

High-Potential Product Categories

- | | |
|---|--|
| <ul style="list-style-type: none">• Apparel & winterwear• Herbal cosmetics• Ethnic/Asian foods• Home décor & small furniture | <ul style="list-style-type: none">• Pet products• Organic snacks• Small machinery / automotive parts |
|---|--|

 This sample provides a macro-level overview. The Full Customized Report provides full HS-code insights, buyer lists, compliance templates, and step-by-step entry plans.

2. METHODOLOGY & SCOPE

Data Sources

- Statistics Canada
- Industry Canada
- CBSA (Customs)
- CFIA (Food)
- Health Canada (Cosmetics)
- E-commerce industry reports
- Amazon Canada trend analysis

Scope Includes

- Import trends
- HS-level breakdown
- Market opportunities
- Regulatory overview
- Logistics & ports
- Buyer directory (sample)
- Costing models

Full Detailed Insights Include (In Paid Version):

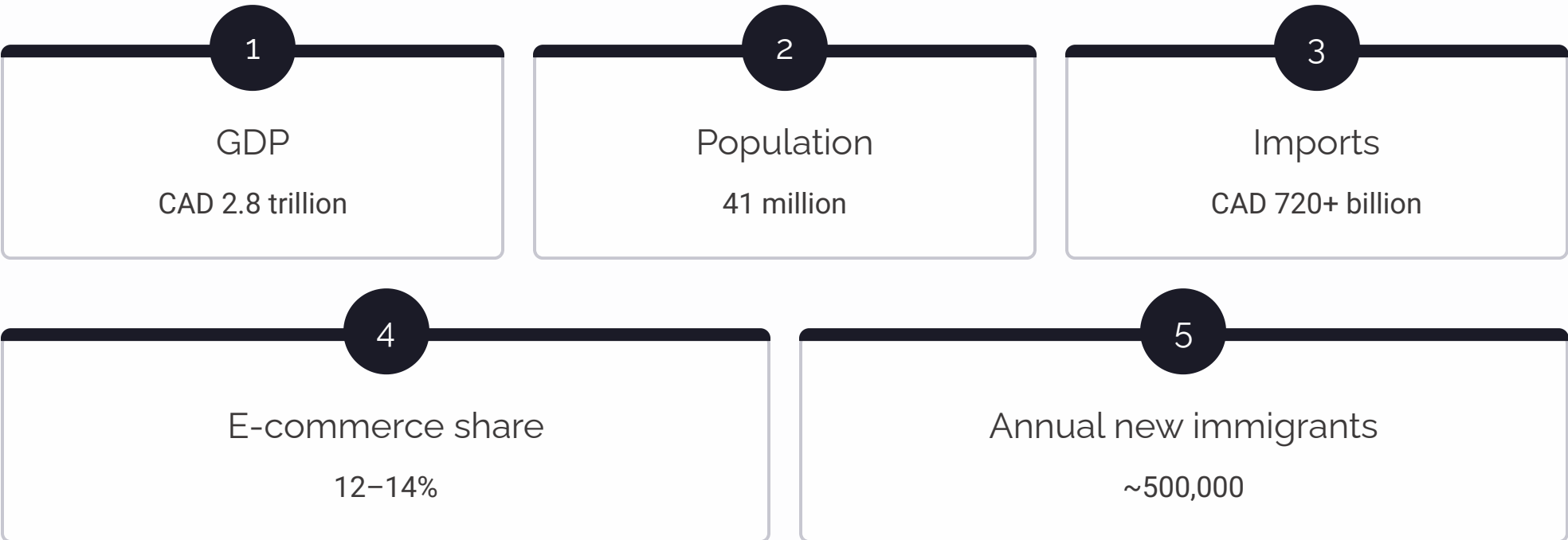
- Verified buyers
- Label templates
- HS code datasets
- Port-by-port cost mapping
- Ingredient compliance
- Amazon Canada category analysis
- CNF submission checklist

3. CANADA ECONOMIC & TRADE OVERVIEW

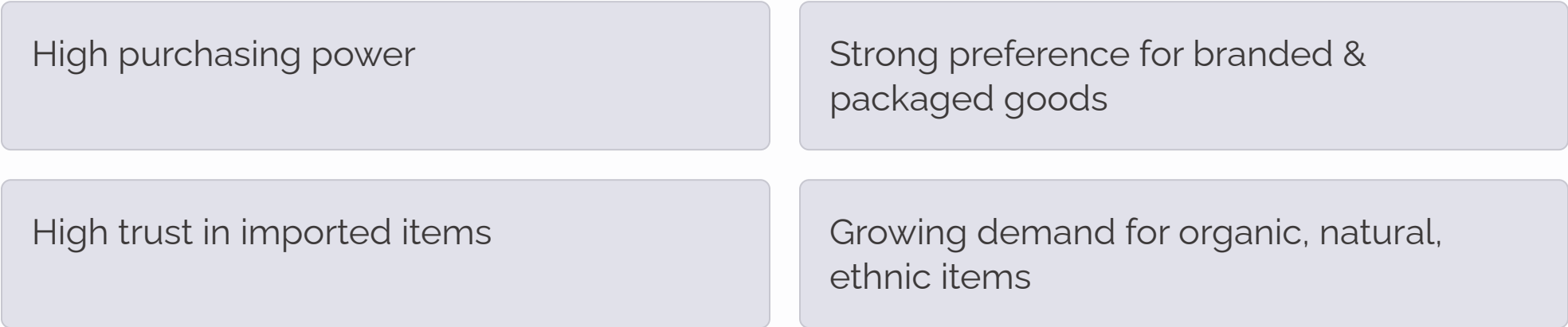


Canada is a wealthy, immigration-driven, stable economy.

Key Indicators



Consumer Behaviour Highlights

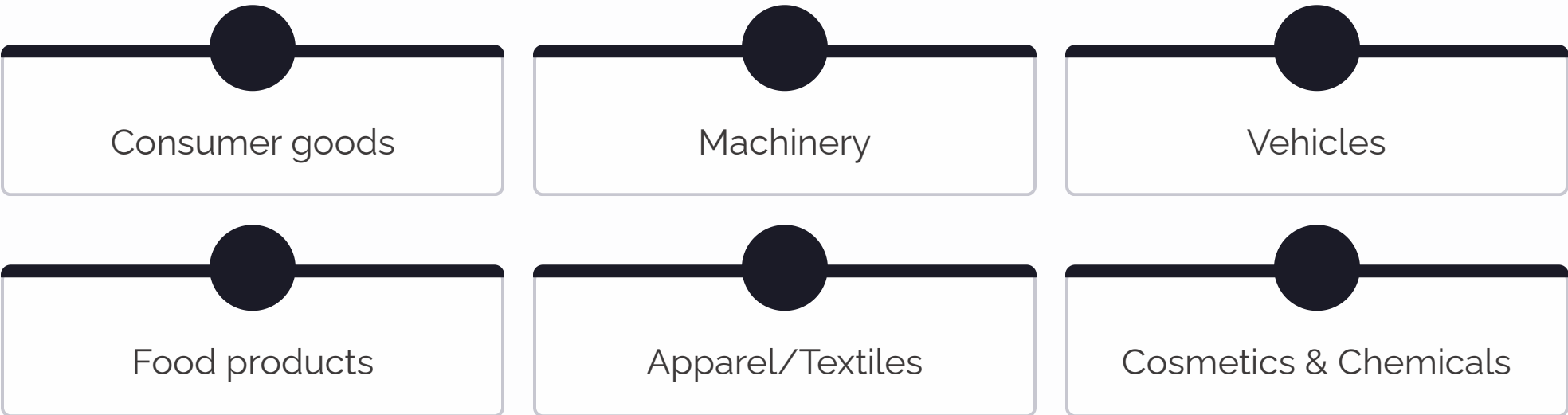


4. IMPORT STRUCTURE & KEY TRADING PARTNERS

Major Import Partners

- | | | |
|--|---|---|
| <ul style="list-style-type: none">• USA• China• Mexico | <ul style="list-style-type: none">• Germany• Japan• India (fastest-growing) | <ul style="list-style-type: none">• Vietnam• South Korea• UAE (re-export hub) |
|--|---|---|








Canada's Import Dependency



Top Import Provinces

- Ontario
- British Columbia
- Quebec
- Alberta

5. TOP IMPORT CATEGORIES (HS-LEVEL BREAKDOWN)

	<p>Apparel (HS 61–62)</p> <p>Canada imports nearly all clothing.</p>
	<p>Cosmetics (HS 33)</p> <p>Strong focus on natural, clean beauty.</p>
	<p>Ethnic & Asian Foods (HS 16–21)</p> <p>Huge import sector driven by multicultural population.</p>
	<p>Furniture & Décor (HS 94)</p> <p>Demand from new immigrants and real estate growth.</p>
	<p>Automotive & Machinery (HS 84–85)</p> <p>One of Canada's largest import categories.</p>
	<p>Pet Products (HS 23 & others)</p> <p>Canada has one of the highest pet ownership rates.</p>
 (Detailed HS-code charts available in Full Customized Report.)	

6. FASTEST GROWING IMPORT OPPORTUNITIES

- Apparel & Athleisure

Demand for winterwear, modestwear, activewear, and kidswear.
- Natural & Herbal Cosmetics

Ayurvedic serums, face oils, hair oils, organic soaps.
- Asian & Ethnic Foods

Indian spices, Thai pastes, Filipino snacks, Middle Eastern foods.
- Organic & Health Foods

Sugar-free, gluten-free, vegan snacks.
- Home Décor

Rugs, lamps, wall décor, wooden items.
- Small Furniture

Lightweight furniture for condos and rentals.
- Pet Products

Treats, shampoos, grooming tools, pet apparel.
- Baby Products

Demand for safe, organic baby care items.
- Kitchenware

Cookware, stainless steel items, eco-friendly utensils.
- Small Machinery & Tools

Workshop tools, auto parts, small production machinery.

7. REGULATORY ENVIRONMENT & IMPORT COMPLIANCE

Canada has a transparent compliance ecosystem:

7.1 CBSA (Customs) Requirements

- HS code accuracy
- Duty payment
- COO marking
- Proper invoices/packing list
- Correct valuation

7.2 CFIA (Food & Agriculture)

Applies to:

- Packaged foods
- Spices
- Oils
- Beverages
- RTE foods

Requirements:

English & French labels	Nutrition Facts Table
Allergen warnings	Ingredients list
Net weight	Expiry/best before date

7.3 Health Canada (Cosmetics)

- Cosmetic Notification Form (mandatory)
- INCI ingredient listing
- No medical claims
- Safety compliance
- Bilingual labels

7.4 Bilingual Label Requirements

Mandatory for:

- Foods
 - Cosmetics
- Household goods
 - Toys

 (Bilingual label templates included in Full Customized Report.)

8. LOGISTICS, PORTS & SHIPPING ROUTES



Canada's major ports:



1. Port of Vancouver

Best for Asia (India, China, Thailand, Vietnam). Handles: apparel, furniture, food, consumer goods.



2. Port of Montreal

Best for Europe & Middle East. Handles: cosmetics, foods, machinery.



3. Port of Halifax

Fast clearance for certain container types.

Air Cargo Hubs

- Toronto Pearson (YYZ)
- Vancouver (YVR)
- Montreal (YUL)

Transit Times

Route	Transit Time
India → Vancouver	25–32 days
India → Montreal	30–40 days
Thailand → Vancouver	18–24 days
UAE → Montreal	28–33 days

Freight Costs

Sea 40' USD 4,000–7,500	Air per kg USD 4–8 per kg
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❏ (Container cost modeling available in Full Customized Report.)

9. SAMPLE BUYER / IMPORTER DIRECTORY

(Fictionalized Sample Names – Real Data in Full Report)

Apparel Importers

- 1. Maple Apparel Distribution – Ontario
- 2. NorthPacific Fashion Imports – British Columbia
- 3. UrbanStyle Wearhouse – Toronto

Cosmetics Importers

- 1. PureSkin Beauty Canada – Ontario
- 2. Herbal Glow Imports – Alberta
- 3. CleanBeauty Traders – Quebec

Food Importers

- 1. Canada Indo-Asian Foods Network – Ontario
- 2. FreshAsia Imports – Vancouver
- 3. Middle East Food Supplies Inc. – Alberta

Furniture & Décor

- 1. Urban Living Décor – Manitoba
- 2. NorthLight Furniture – Ontario

Machinery

- 1. TechParts Canada Ltd – Alberta

Amazon/E-Commerce

- 1. MapleLeaf Online Brands – Ontario
- 2. PrimeCommerce Canada – BC

 (Full Verified Buyer List Available in Full Customized Report.)

10. PRICING BENCHMARKS & LANDED COST CALCULATIONS

Cost Components

- FOB
 - Sea freight
 - Air freight
 - Duty
- Brokerage fees
 - THC (Port)
 - Inland trucking
 - Packaging compliance

Example 1 — Apparel (T-Shirt)

Cost Item	Amount
FOB	\$2.10
Freight	\$0.25
Duty	18%
Port/broker	\$0.12
Landed Cost	~\$2.80–3.10

Example 2 — Cosmetics (Serum)

Cost Item	Amount
FOB	\$1.80
Freight	\$0.60
Duty	0–6.5%
CNF	\$0.10
Landed Cost	~\$2.60–2.90

Example 3 — Food (Spices)

Cost Item	Amount
FOB	\$1.00
Freight	\$0.20
Duty	5–8%
CFIA compliance	\$0.08
Landed Cost	~\$1.30–1.40

Amazon Canada Fee Impact

- FBA fee: \$3.00–\$4.25
- Referral fee: 8–15%
- Packaging upgrades required

 (Full landed cost calculator included in Full Customized Report.)

11. MARKET ENTRY STRATEGY FOR EXPORTERS (CANADA)



Entry Pathways

1. Importers & distributors
2. Wholesalers
3. Amazon Canada
4. Retail chains (Walmart Canada, Loblaws, Shoppers Drug Mart)
5. Ethnic community stores

What Canadian Buyers Expect

- Bilingual packaging
- Fast sample delivery
- Consistent quality
- Transparent pricing
- Compliance-first approach

Roadmap



ORDER YOUR FULL PRODUCT-WISE CUSTOMIZED REPORT

Your Full Canada Market Research Report includes:

- HS-code specific import data
- Verified importer list
- Bilingual label templates
- CFIA/Health Canada compliance checklists
- Amazon Canada insights
- Port optimization
- 1-year export roadmap

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"Expand into Canada with data, strategy, and confidence."