

Amazon is a powerful engine of growth for the Canadian economy, helping transform the potential of urban and rural communities.

Our 2022 Amazon Canada Impact Report illustrates how we use our scale, technology, resources, and passion to generate economic benefits and vitality – through our investments in local communities, sustainability initiatives, creative industries, and more.

We are proud of our impact on the local economy and remain focused on using our collaborative and innovative spirit to strengthen our investments in Canada over the long term.

### Canada at a Glance

#### 40,000+

full and part-time employees

#### 118,000+

The solar energy capacity of our local renewable energy projects is enough to power more than 118,000 Canadian homes for a year

#### 2 Tech Hubs

in Toronto & Vancouver

#### 69+

facilities across Canada including Tech Hubs, corporate offices, fulfilment centres, sortation centres and delivery stations

#### 25+

Amazon Original series and films shot in Canada

#### 8,000+

corporate & technology roles

#### 3,500+

participants in Amazon Career Choice, a pre-paid tuition program that provides training for high-demand occupations

#### \$15 million+

donated to charities (cash and in-kind) in 2021

#### 41,000+

Canadian third-party selling partners in 2021

#### 100 million+

products sold by Canadian selling partners in 2021 (more than 200 every minute)





















**Fulfilment** 

Centres

**Sortation Centres** 

**36** Tech **Delivery** Hubs **Stations**  3

**AMXL Delivery Stations** 

3 Corporate Offices

**AWS Cloud** Region

Amazon **Pickup Points** 

600+

#### **Fulfilment Centres (18)**

Delta, BC New Westminster, BC Richmond, BC Tsawwassen, BC Calgary, AB Edmonton, AB (2 - Nisku and Acheson) Ajax, ON Brampton, ON (2) Caledon, ON Hamilton, ON Milton, ON Mississauga, ON Ottawa, ON (2) Toronto, ON Lachine (Montréal), OC

#### **Sortation Centres (6)**

Langley, BC Rocky View County, AB Bolton, ON Brampton, ON Coteau-du-Lac, QC Longueuil, QC

#### **Delivery Stations (36)**

Burnaby, BC (2) Delta, BC Langley, BC Pitt Meadows, BC Surrey, BC Sidney (Victoria), BC Calgary, AB (2) Nisku (Edmonton), AB (2) Winnipeg, MB (2) Brampton, ON (2)

Cambridge, ON Etobicoke, ON (2) Kitchener, ON London, ON (2) Mississauga, ON (3) Ottawa, ON Scarborough, ON (2) Stoney Creek, ON Toronto, ON Vaughan, ON (2) Whitby, ON Lachine, QC Laval, QC (2) Dartmouth, NS

#### **AMXL Delivery Stations (3)**

Coquitlam, BC Nisku (Edmonton), AB Toronto, ON

#### Tech Hubs (2)

Vancouver, BC Toronto, ON

#### **Corporate Offices (3)**

Victoria, BC (AbeBooks) Winnipeg, MB Ottawa, ON

#### **AWS Cloud Region (1)**

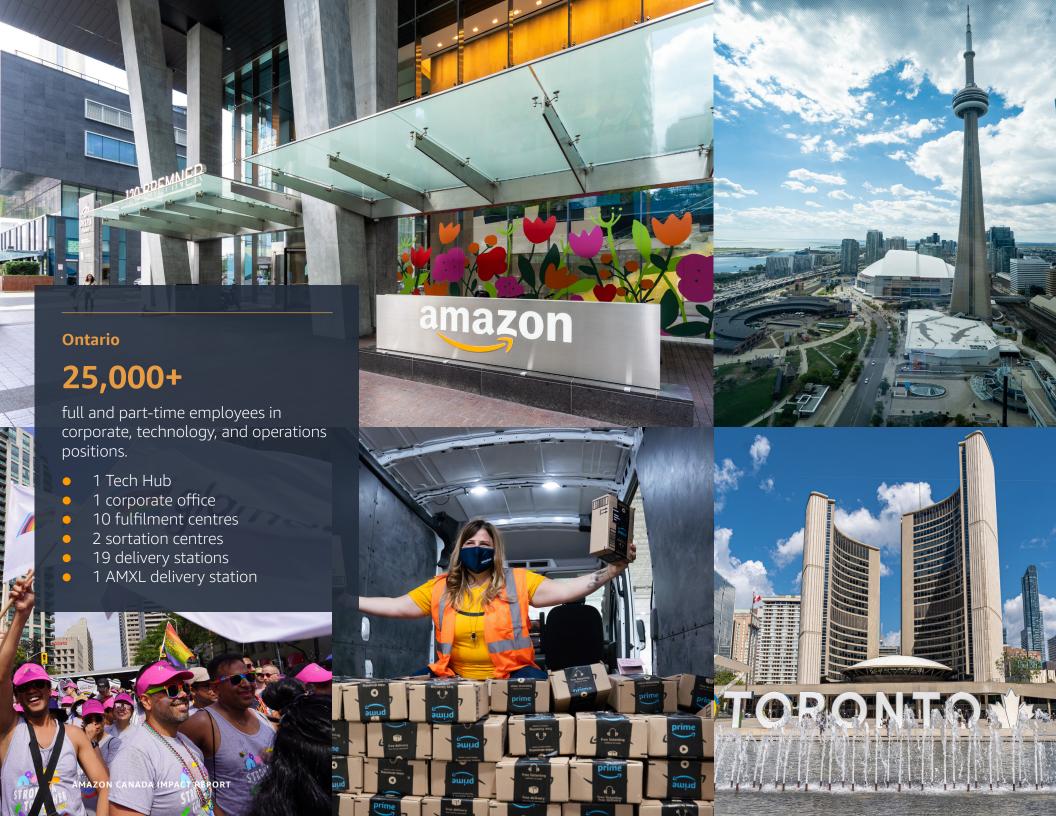
Calgary, AB (late 2023 or early 2024) Montréal, OC

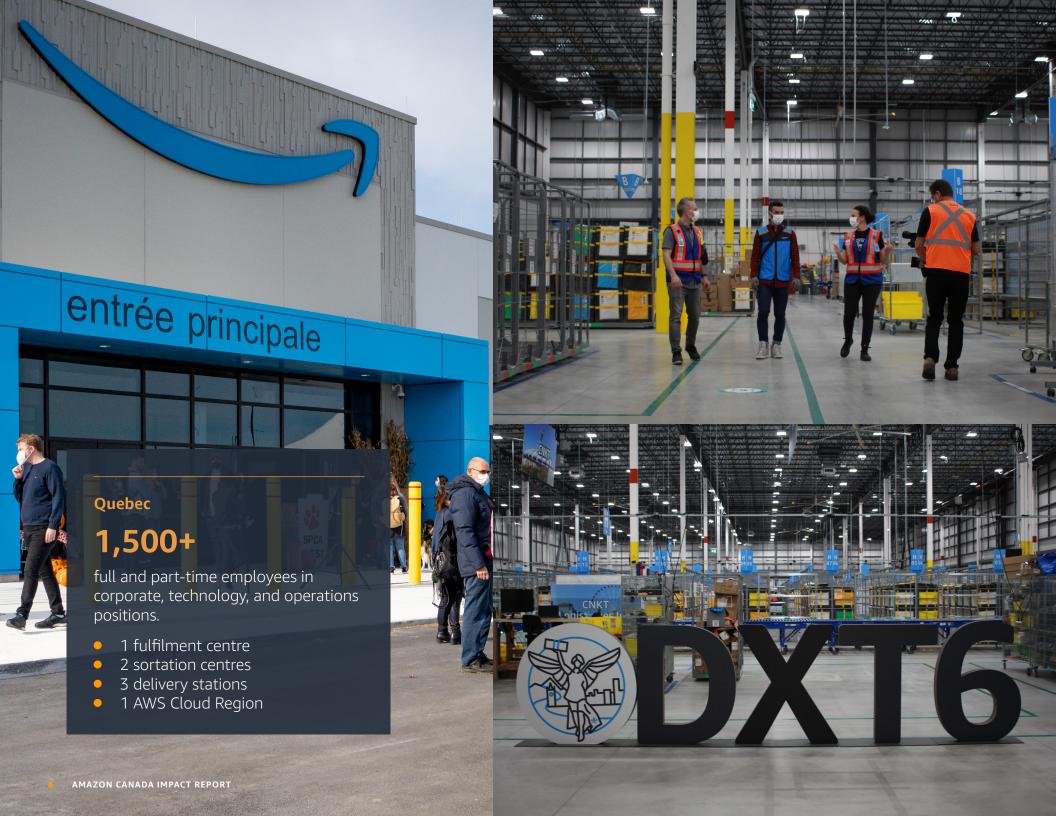
#### **Amazon Pickup Points (600+)**

British Columbia Alberta Manitoba Ontario Nova Scotia

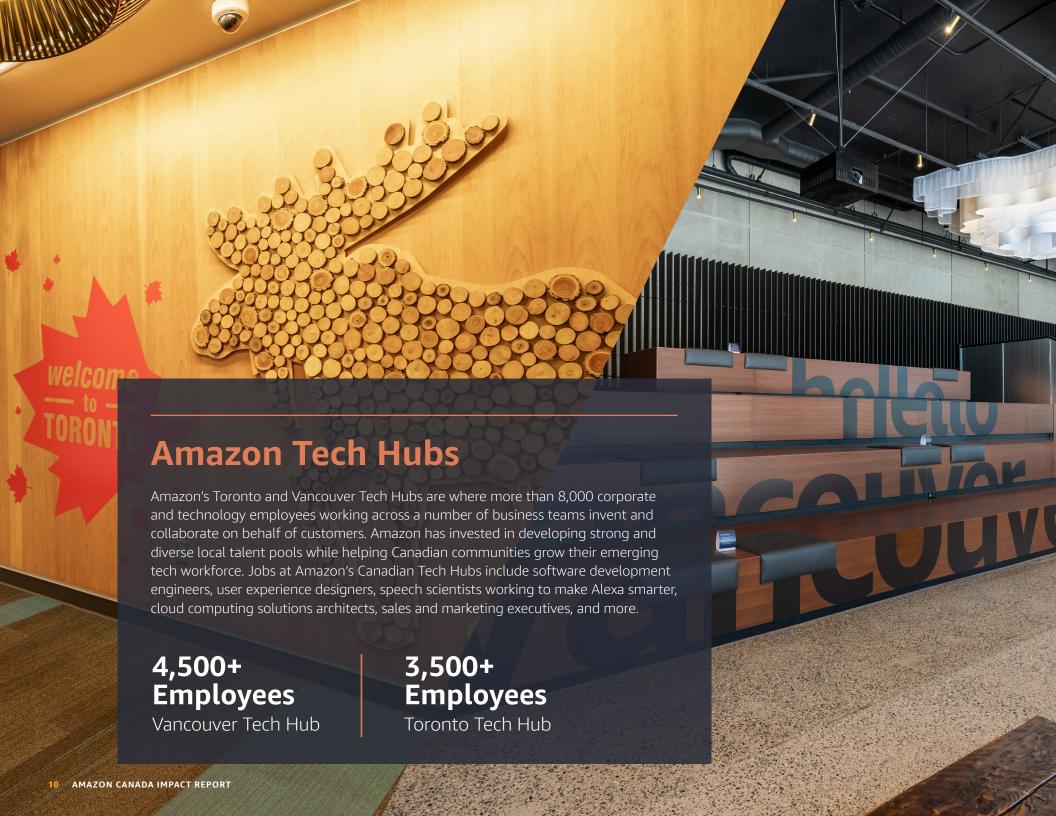














- **Amazon Web Services (AWS)**, supporting the world's most comprehensive and broadly adopted cloud offering.
- Worldwide Amazon Stores, including teams focused on supporting Global Customer Fulfilment, Global Delivery Services, Payments, Consumer Technology, and more.
- Media and Entertainment, including teams from Prime
  Video and Amazon Music

- Amazon Ads, dedicated to reinventing advertising by helping businesses and agencies alike to build brands, push creativity and drive performance for millions of customers every day.
- Alexa, a cloud-based service that powers more than 140,000 compatible devices, including Amazon Echo, Echo Show, Echo Dot, and Echo Dot with Clock.
- People Experience and Technology, focused on tools and technology that support Amazon's leadership principle of Striving to be Earth's Best Employer.



#### **AWS in Canada**

Amazon Web Services (AWS) Cloud operates in 96 Availability Zones within 30 geographic **regions** and has the largest footprint globally, of serving millions of customers.



The AWS Canada (Central) Region has three Availability Zones that are each made up of one or more discrete data centres.



AWS data centres in Canada draw from a regional electricity grid that is almost entirely powered by hydro power.

TENS OF THOUSANDS OF AWS CUSTOMERS IN CANADA, INCLUDING











© 2022 Gartner, Inc. Gartner Magic Quadrant for Cloud Infrastructure and Platform Services, 19 October 2022, Raj Bala | Dennis Smith | Kevin Ji | David Wright | Miguel Angel Borrega. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings. Gartner publications consist of the opinions of. Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

#### Infrastructure and Platform Services (2022)

For the 12th consecutive year, AWS is evaluated as a Leader in the 2022 Gartner Magic Quadrant for Cloud Infrastructure and Platform Services (CIPS). Read report







In 2022, Amazon was proud to be named one of British Columbia's Top Employers for the third consecutive year by Mediacorp Canada Inc., organizers of the annual Canada's Top 100 Employers project. Amazon was also proud to be named one of the Greater Toronto Area's Top Employers for 2023.

#### **Canada Career Series**

Canada Career Series is a program that helps Amazon Canada corporate employees with their successful career growth and development. Sessions are hosted by Canadian business leaders, who tackle topics including DEI, team development and wellness in the workplace.

"For somebody who loves to build, invent and be part of a high-performance team that delivers exceptional products and services to customers, Amazon is an exciting place to work. If you have a good idea, you are empowered to make it happen."

**Jesse Dougherty** Amazon VP









#### More than 3,500+ participants in Amazon Career Choice to Date

We believe that everyone who comes to Amazon should be able to build their career, and we are ready to support eligible employees on their educational journey.

To date, more than 3,500 eligible employees across Amazon's Canadian fulfilment network participated in Career Choice - an education benefit that empowers them to learn new skills for career success at Amazon or elsewhere. In 2022 alone, more than 1,500 eligible Canadian employees participated in Amazon Career Choice.

For eligible employees, Amazon pays up to 95% of tuition and fees (up to a yearly maximum) towards a certificate or diploma in qualified fields of study, leading to in-demand jobs.

Top three Amazon Career Choice field of studies for Canada



Transportation



**Technology** 



Administration & Business Services

"The Career Choice program was easy to apply to and get the tuition. I was blessed by how much Amazon did for my family and I.

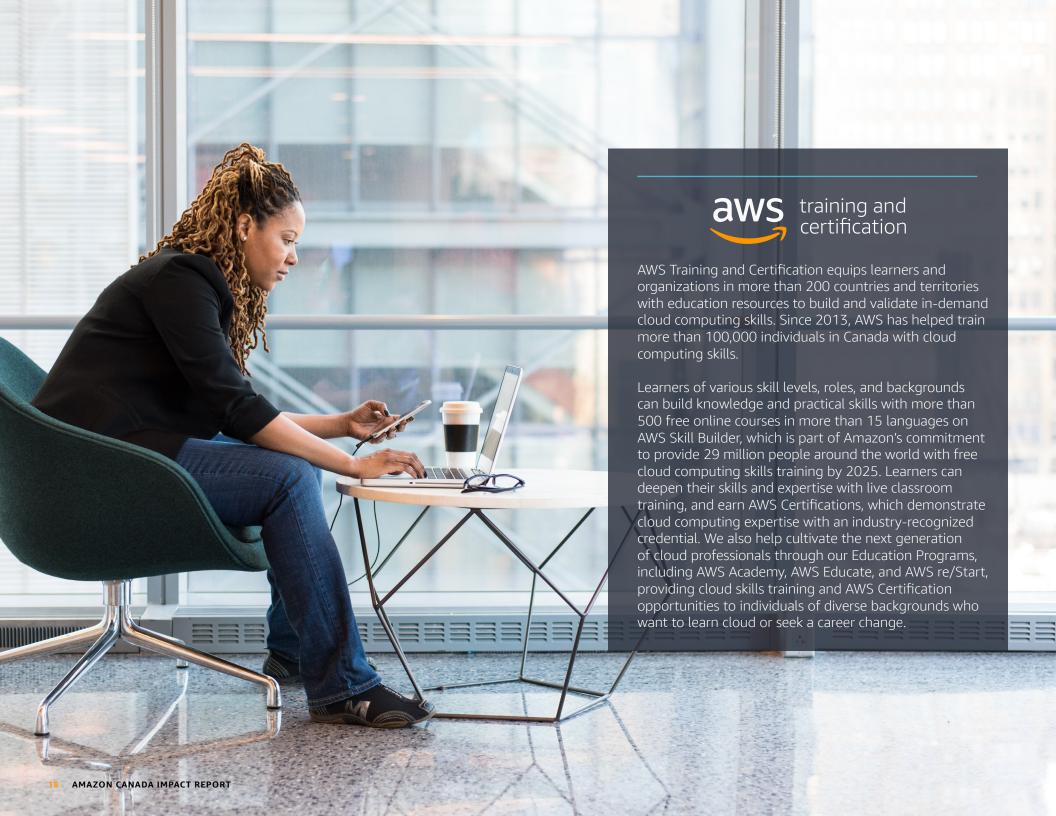
After completing my program, I obtained my commercial driver's license. Career Choice helped me with job placement. I love my new job, as I am able to be home every night and care for my family."

**Eduardo** 

Career Choice Graduate



career choice





AWS Skill Builder is our digital learning experience to help customers, AWS Partners, and Amazon employees learn AWS Cloud skills. Anyone with an Internet connection and a desire to learn can quickly and easily access more than 500 free, on-demand courses available in more than 200 countries and territories and in more than 15 languages. Individuals can also get course recommendations for learning plans aligned to job roles and technology areas, helping people access the most relevant content for their skill level. Content is designed for everyone from individuals looking to build foundational cloud computing skills, to seasoned IT professionals who want to stay up to date on the latest technologies.

#### www.skillbuilder.aws

To take learning to a deeper level, we offer AWS Skill Builder Individual and Team subscriptions. Within, learners and organizations can take advantage of highly interactive, hands-on, and challenge-based learning including five additional AWS Cloud Quest roles, AWS Industry Quest, AWS Builder Labs, AWS Jam Journey, and AWS Certification exam preparation

#### aws academy

AWS Academy provides higher education institutions with free, ready-to-teach cloud computing curricula that prepares students to pursue in-demand jobs and industry-recognized AWS Certifications. The courses are designed to fit into existing class structures and include lectures, hands-on labs, knowledge checks, and projects for in-depth learning experiences.

#### aws educate

AWS Educate offers hundreds of hours of self-paced online training resources and the opportunity for hands-on practice on the AWS Management Console at no cost. Designed specifically for the pre-professional learner, AWS Educate provides learners as young as 13 with simple, barrier-free access to learn, practice and evaluate cloud skills.



AWS re/Start is a free, cohort-based workforce development training program that helps individuals build cloud computing skills and connects participants with employment opportunities at local employers. With hands-on experience in the AWS Cloud, AWS re/Start prepares diverse groups of individuals with the skills and knowledge they need for a wide range of in-demand cloud roles. Globally, the AWS re/Start program connects more than 98% of graduates with job interview opportunities.

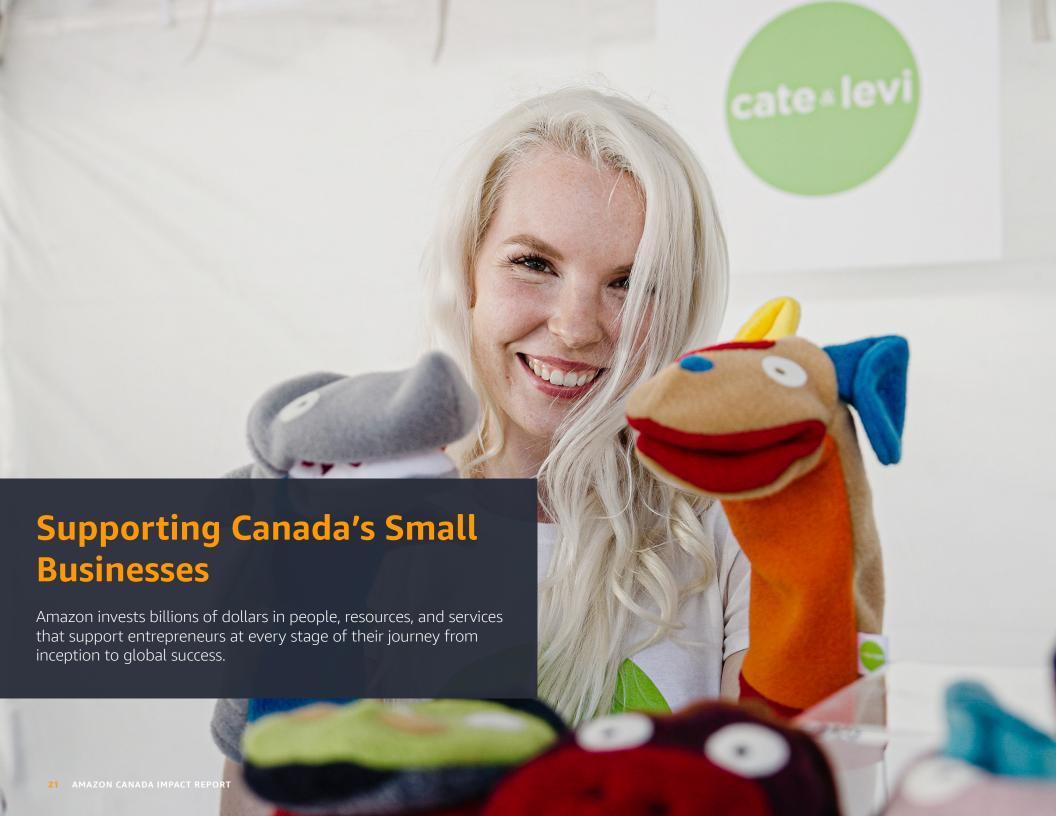
## MACHINE LEARNING UNIVERSITY

This initiative helps Amazon employees with a background in technology and coding gain skills in this discipline. As machine learning plays an increasingly important role in customer innovation, this program helps employees learn core skills to propel their career growth. Divided into six-week modules, the program requires only half to one full day of participation a week. MLU is taught by Amazon Machine Learning scientists who are passionate about furthering skills in the field.



Amazon Web Services 'Grow Our Own Talent' program supports employees with nontraditional experience to gain on-the-job tech training and development. No university degree is required. Participating employees are hired into roles such as data centre technicians and data centre engineering operations technicians, and complete in-person, on-the-job training for up to six months.







#### 41,000 Canadian thirdparty selling partners

Most Amazon third-party sellers are small-and medium-sized businesses

#### +20% increased sales

In 2021, the total sales of Canadian sellers selling in Amazon's store increased by more than 20% year over year.

# 100 million+ products sold (200 every minute)

In 2021, Canadian selling partners sold more than 100 million products (more than 200 every minute). Most Amazon third-party sellers are small- and medium-sized businesses.

## 4,000+ sellers with over \$100,000 in sales

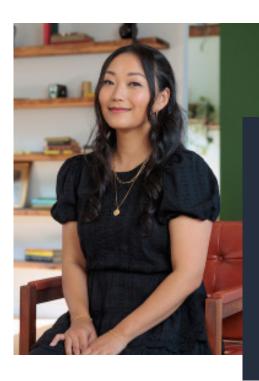
More than 4,000 Canadian sellers had over \$100,000 USD in sales, up more than 16% year over year.

# 1,000+ selling partners with over \$500,000 in sales

More than 1,000 Canadian selling partners had over \$500,000 USD in sales, up 15% year over year.

# \$85,000 in annual sales, over 13% growth

Canadian selling partners averaged over \$85,000 USD in annual sales, an increase of more than 13%.



#### A 'Fulfilling' **Labour of Love**

#### **Yulee Harris** Hunter & Trove | Vancouver, BC

Hunter & Trove jewelry is a collection of classic minimalist father, worn close to the heart. It really is an honour to jewelry pieces made from beautiful gold, silver, gemstones and pearls.

"For me, jewelry is not just about metal and stone, but also the meaning that can be held within. It's about a piece we hold close to us that reminds us of our story, beautiful moments, and those we love.

Over the years I've received the most beautiful stories from customers about their Hunter & Trove jewelry, from the earrings worn during a secret forest elopement ceremony, to the necklace that is a reminder of their

be a small part of these stories, and have my pieces carry such beautiful meaning.

I've been able to show my work to such a wider range of customers through Amazon, and it's such a delight to have customers from Nunavut to Prince Edward Island be able to easily find Hunter & Trove pieces and have our jewelry quickly shipped to their door.

Because Amazon also handles customer fulfilment, it allows me to focus on creating new designs and connecting with customers."

#### **Support for** Scaling up

#### Stephen Aikman

All Natural Advice Skin Care | Oakville, ON

"All Natural Advice is a Canadian organic and natural skin care company located in Oakville, Ontario. Established in 2003, we offer unique natural skin care products. We are so proud to have taken a small Canadian business and help it grow.

Our biggest challenge was scaling up to meet demand. Navigating the various compliance regulations and logistics were our biggest challenges from an operational point of view. From a client perspective, it was building our brand awareness while communicating with clients in the e-commerce space.

Amazon Canada is the reason why our small business has grown to become who we are today. The ability for a small business to compete on the same scale as large national brands evens out the playing field. Amazon is a turnkey marketplace allowing small businesses to scale up, leverage their fulfilment and connect directly with millions of Canadians. Amazon has been with us since day one and provided the advice, tools and opportunity to connect with Canadians who made us a top-selling skin care company."





#### Best place to launch and build a successful brand

Amazon is committed to being the best place for businesses to launch and build a successful brand.

#### IP Accelerator offers cost effective brand protection

In 2021, Amazon launched the Intellectual Property (IP) Accelerator in Canada. IP Accelerator makes it easier and more cost effective for selling partners to obtain trademarks, protect their brands, and tackle infringing goods both in Amazon's stores and the broader marketplace. Available to any brand selling in Amazon's stores, IP Accelerator directly connects Canadian SMB owners with a curated network of local law firms charging reduced, prenegotiated rates on key services, giving SMBs access to expert legal and general IP advice that may otherwise be cost-prohibitive or hard to find.

# Inventor of Seeding Square

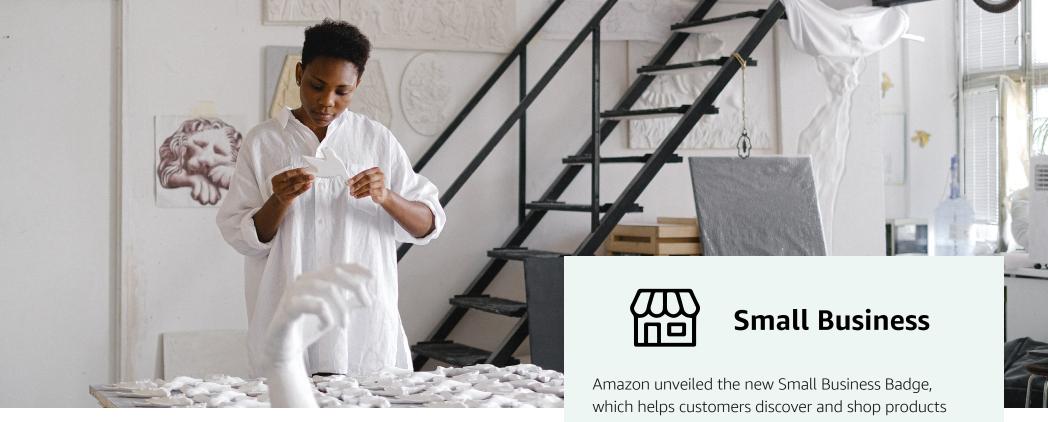
**Jennifer Pratt** 

#### **Connecting small business brands with** customers

Building a brand starts with protecting your brand, and Amazon makes it easy to do that.

#### 5,900 new brands in IP Accelerator

In 2021, Amazon connected more than 5,900 sellers globally to our network of trusted law firms through IP Accelerator. Since the program's original launch in 2019, over 12,000 brands globally have enrolled in Brand Registry through IP Accelerator.



# Innovative capabilities to empower small business success

Amazon's selling tools provide small-and medium-sized businesses with powerful, cost-effective opportunities to reach more customers and grow sales.

# Providing small businesses more ways to get products to customers

## **Driving customers to small businesses**

from Canadian small business brands and artisans in Amazon's store. The badge makes it easier for customers to identify products from Canadian small businesses on product detail pages and in search results.

During 2021, more than 25,000 selling partners selling on Amazon.ca took advantage of Fulfilment by Amazon (FBA) in Canada, representing more than 20% year over year growth.

Dedicated programs and storefronts continue to help connect sellers and their brands with customers, such as Amazon.ca/SupportSmall to shop from small businesses.



#### **A Family Affair**

#### Natasha & Stephan Maighan

Maighans | Montreal, QC

Natasha and Stephan Maighan of Montreal are passionate wholesale entrepreneurs who operate Maighan Distribution Inc., which specializes in baby, children's and mothers' products from BIBS, Greensprouts and Haakaa.

"As passionate wholesale entrepreneurs, it was difficult for us to get the consumer's direct feedback on the brands that we love and proudly represent. Amazon gives us the opportunity to reach a variety of savvy consumers and hear directly from them what they love most about our products. Having access to Amazon's wide, efficient and ultra-fast fulfilment centres also allows us, as proud local Montreal business owners, to continue focusing on our team and partners who help

us put together the best baby and kid products on the market. This means we don't have to worry about managing the complex tech platform, warehousing nightmares, logistics surprises, high shipping fees, returns and more."

# **Skincare that's Made from Scratch**

Kiersten Hanly & Jessica Mcneil

Scrub Inspired | Cape Breton, NS

"We always knew we wanted to start a business together, but it wasn't until we were experimenting with a rosemary plant that we had that "ah-ha!" moment. We formulated a few sea salt scrubs made from herbs in our garden, fruit in our fridge and oil from our cupboard. They were simple, natural and good for your skin. We realized skincare doesn't have to be complicated. This inspired us to create a full line of end-to-end skincare products that are designed to simplify your life. They are safe, natural and handcrafted in Canada with the environment in mind. We make everything fresh from

scratch! We love to use whole, real ingredients in our skincare, meaning our customers get to enjoy the full benefits of natural skincare! When you use our exfoliating scrubs, it does more than just cleanse away dead cells - you get full hydration for your skin. Our goal is to always be the freshest in skincare™ - if you wouldn't eat something that had been on your shelf for two years, why would you put something that old on your skin?"







Amazon is proud to be part of the local community. In 2021, we donated more than \$15 million CAD (both cash and in-kind) to community organizations across Canada. We look to leverage our scale for good and use our ability to innovate quickly to strengthen communities where our employees live and work.

Some ways we're supporting communities include making sure more young people learn about STEM and computer science through Amazon Future Engineer, addressing "Right Now Needs" to help ensure basic needs are met for children and families, and supporting global communities following natural disasters.

"Working with important partners like Amazon makes a concrete difference in the work that we do here at Breakfast Club of Canada. Their generous gifts have helped the Club provide much needed nutritious breakfasts to children across Canada, helping them to reach their full potential. And as our organization continues to face challenges related to inflation and the increasing need for breakfast programs, Amazon has also helped us remove schools from the waitlist and provided important infrastructure funding. These contributions allow us to move forward our mission and get closer to our goal: breakfast for every child, every day."

#### Tommy Kulczyk

President and CEO, Breakfast Club of Canada

# \$1+ million CAD donated to Breakfast Club of Canada

Reaching more than 580,000 children in over 3,500 school nutrition programs throughout Canada each morning, Breakfast Club of Canada programs give children an equal chance to learn.





## amazon future >> engineer

The Amazon Future Engineer Canada program is a comprehensive childhood-to-career program that increases access to computer science education for children and young adults from underserved and underrepresented communities, working in partnership with organizations including Canada Learning Code, Digital Moment and TakingITGlobal.

In 2021 and 2022, we awarded twenty Amazon Future Engineer Canada university scholarships. Twenty graduating high school students from across the country each received \$30,000 to help cover university tuition over four years. They also have the opportunity to complete a paid summer internship at one of Amazon's Canadian Tech Hubs. The Amazon Future Engineer scholarship program recognizes graduating high school students from underserved and underrepresented communities who have demonstrated financial need, exceptional academic performance and leadership in school, work and community activities.

to university, the global pandemic burst onto the world stage and cast a shadow on everyone's hearts. Lockdown isolation, financial stress, and imposter syndrome plagued my mental health as I navigated my way through the dark fog. Yet, the scholarship illuminated my heart like a lighthouse through the fog, planting within me a seed of hope towards the future. The internship experience nurtured this seed of hope by connecting me with likeminded peers, exposing me to Amazon's best practices, and helping me envision a future for myself within the software development industry. Thank you, Amazon, for investing in Canada's youth and bringing underrepresented voices to the tech industry."

#### Mulei Mao

2021 Amazon Future Engineer Scholarship Winner

#### **Amazon Future Engineer partners include:**





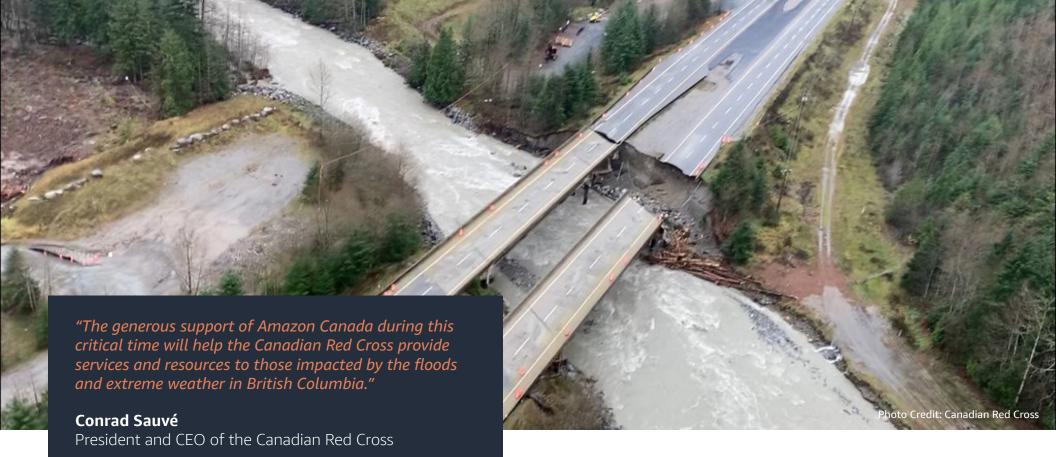




#### **Alexa Teams Up with Connected Canadians**

In 2021, Alexa Canada partnered with Connected Canadians, a nonprofit organization that promotes digital literacy skills amongst seniors and older adults. Alexa Canada donated \$20,000 CAD and 500 devices for seniors living both independently and in care homes, helping them stay more connected to friends and family members, providing them with companionship, assisting with daily routines, and more.





#### **Disaster Relief**

In 2021, Amazon Canada committed \$500,000 CAD to the Canadian Red Cross to help individuals and communities affected by the continued flooding and extreme weather in British Columbia. Thanks to the generous matching program announced by the federal and BC provincial governments, the donation totalled \$1.5 million CAD, and directly supported the Canadian Red Cross' efforts to provide humanitarian assistance in affected areas. In addition to the cash donation, the Amazon disaster relief and response team partnered with local community organizations to support on-the-ground relief efforts by donating more than 62,000 items—including dehumidifiers, cases of diapers, hygiene supplies, food, cleaning materials, and more.

## Organizations we supported in 2021 include:





















Amazon is leading and making a difference in tackling climate change.

12 Canadian companies have joined Amazon in signing The Climate Pledge to date:

surestep









decarbonizing our economy.

address the climate crisis and solve the challenges of















#### **Spotlight on Renewable Energy**

Amazon is the world's largest corporate purchaser of renewable energy and is on a path to powering our operations with 100% renewable energy by 2025—five years ahead of our original target of 2030.

# Canada is home to three renewable energy projects. In 2021, we announced our first two renewable energy investments in Canada:

- An 80 megawatt (MW) solar project in the County of Newell in Alberta. Once complete, it is expected to produce over 195,000 megawatt hours (MWh) of renewable energy, or enough energy to power more than 18,000 Canadian homes for a year.
- A solar farm in Vulcan, Alberta. The project is already online and generating clean energy to support Amazon's operations in Canada. Once complete, the project is expected to bring Amazon's solar energy capacity in Canada to more than 1 million MWhs, which is enough to power more than 100,000 Canadian homes for a year.

#### We have proudly launched our first onsite solar energy project:

Our DYB2 delivery station in Nisku (Edmonton), Alberta, is our first onsite Amazon solar rooftop in Canada, with 211 kilowatt photovoltaic to offset 35% of the building's energy consumption.



#### Reducing Packaging Waste: Amazon's Paper Padded Mailer

Developed by the scientists, engineers, and technicians at Amazon's packaging and materials lab, the paper padded mailer is a curbside recyclable packaging solution optimized for weight, flexibility, and impact resistance. It can be placed in the same recycle bin as regular paper or boxes; for most customers, this is their curbside single-stream recycling bin.

The mailer is made up of four layers of paper and a cushioning material that protects products during shipping. The cushioning material was specifically designed to easily separate from the paper in the same way that print inks and other paper coatings are removed during the paper recycling process.

# Because the paper padded mailer is compact, more orders can be shipped on Amazon airplanes, trucks, and delivery vans

Packing more orders in each load means fewer trips, less fuel burned, and a smaller carbon footprint—all of which are key components of achieving The Climate Pledge and reaching the Paris Agreement 10 years early.



# Recycling in our Fulfilment Centres

Recyling programs in our Canadian fulfilment centres include Personal Protective Equipment Waste Recycling, in partnership with FedEx; electronic waste recycling, in partnership with the Electronic Products Recycling Association (EPRA); and used battery recycling, in partnership with Call2Recycle.

# Sustainability Ambassadors in 100% of Canadian Fulfilment Centres

The worldwide Sustainability Ambassador network is made up of Amazon employees who serve as business partners across the company for collaborative initiatives and projects that enhance the customer experience, drive efficiencies through resource conservation, reduce waste and protect the environment.











# UPLOAD

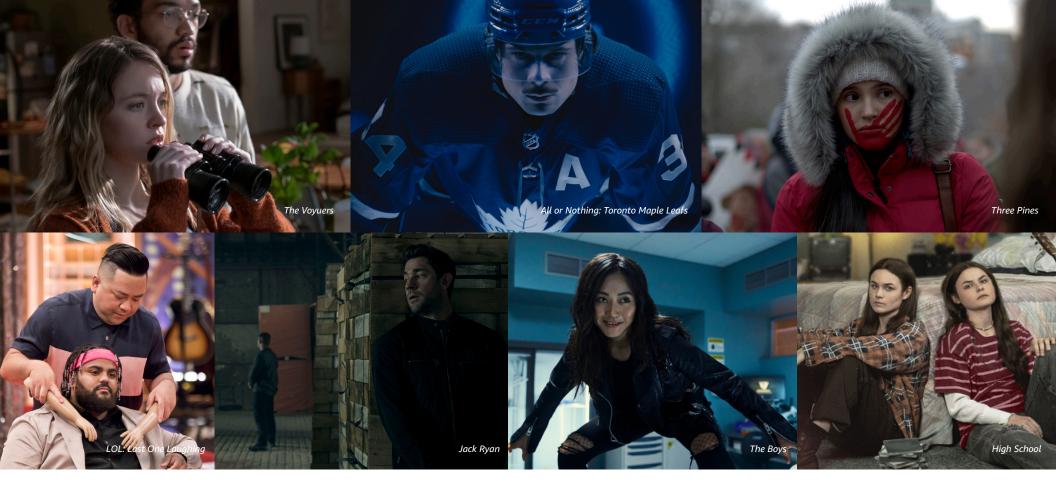
**Investing in Creative Industries** 











#### **Lights, Camera, Action!**

Amazon's investments in the Canadian film and television production sector demonstrate our focus on developing the highest-quality content for our customers. The locally-based Prime Video team is developing content in Canada and working with the best local producers, directors, writers, and actors. Amazon Studios and Prime Video have made significant economic investments while filming multiple seasons of tentpole series in Canada, including *The Boys, Reacher* and *The Expanse*.



"Our roots in Canada run deep, and our slate of Canadian Amazon Original projects demonstrates our focus on and investment in the local creative community and commitment to our Canadian audiences."

#### **Magda Grace**

Head of Prime Video, Canada



Vancouver, BC

Winnipeg, MB



North Bay, ON



Calgary, AB



# **Showcasing Canada and Telling Canadian Stories**

## Canadian and Global Originals Filmed in Canada

Since 2015, Amazon Studios has filmed over 25 Amazon Original series and films in Canada. Since 2021, Prime Video has commissioned 13 Canadian Amazon Original series.

#### Montreal, QC











Eastern Townships

#### Greater Toronto Area, ON



















In 2022, Amazon Canada and TakingITGlobal launched Your Voice is Power, a new school curriculum program and music remix competition that teaches coding skills using music from Indigenous artists. In honour of the program, Amazon Music subscribers in Canada were able to stream an exclusive playlist featuring songs by artists including Jayli Wolf, Dakota Bear, Samian, and many others.







