

Within ASEAN, Indonesia represents Canada's largest export market, followed closely by Thailand, Singapore and Malaysia. These four markets account for about 87 percent of Canadian exports to the region. The Philippines receives approximately 12 percent of Canada's exports to the ASEAN region.

Canada receives close to 2 percent of its imports from the ASEAN region. In 1993, import levels were at \$3.26 billion. Principal imports from the ASEAN region consisted of electrical, electronic and mechanical equipment and parts, articles of apparel, prepared fish and meat, and rubber.

Despite the growth in trade, ASEAN and Canadian exports account for less than 2 percent of each other's markets. There is tremendous potential for future growth in the ASEAN-Canada trading relationship, with much in common between Canadian consulting skills and strength in manufacturing sectors such as telecommunications, transportation and energy, and ASEAN development and investment needs.

There are no major trade barriers or impediments to exporting to ASEAN countries, but some products in the defence and high-technology sectors are subject to export permits. The requirement for export permits in the sale of defence products applies especially to Indonesia.

### Market Opportunities

Specific priority sectors for 1995-96 for each country are:

- **Brunei:** oil and gas exploration and processing equipment and services, telecommunications equipment and services, power equipment and services.

- **Indonesia:** power equipment and services, information technology, environmental equipment and services, forestry products, mining equipment and services, construction equipment and services.
- **Malaysia:** oil and gas equipment and services, transportation equipment and services, advanced technology, power and energy equipment and services, agricultural and food products.
- **Philippines:** advanced technology, power equipment and services, mining equipment and services, grains and oilseeds, agricultural and food products, environmental products and services.
- **Singapore:** informatics and telecommunications, construction, defence, agricultural and food products, transportation, oil and gas services, environmental products and services.
- **Thailand:** information technology, power and energy equipment and services; transportation equipment and services, agricultural and food products, environmental products and services.

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