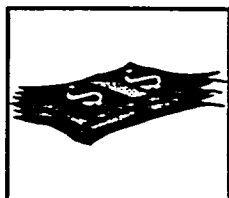


4. **AGRI-FOOD:** Although soy beans account for a majority of current Canadian agri-food exports niche markets for processed food items also present opportunities for growth. *A growing Westernized middle class, large expatriate population and the impact of tourism* have heightened interest in specialty, niche market food, beverage and fisheries products.
5. **TRANSPORTATION SYSTEMS AND SERVICES:** There are select opportunities for products and services related to marine, ground and rail transportation, but the primary focus of this sector is the *Singapore aerospace industry. Singapore is a major centre for aerospace business* and home to the Asian Aerospace Show (the next event is in 1996). Canada is a key player in this sector.
6. **OIL AND GAS EQUIPMENT AND SERVICES:** *Singapore continues to serve as the offshore supply base for much of the exploration and development activity in Southeast Asia and Indochina.* The concentration of agents and distributors along with extensive refinery activity creates significant opportunities for Canadian suppliers. There are opportunities in petrochemicals and chemicals.
7. **ENVIRONMENTAL EQUIPMENT AND SERVICE:** Singapore expertise in areas of environmental protection and control, and growing regional environmental concerns, are leading to *Singapore becoming a regional centre of excellence.* Canadian companies with links to appropriate Singapore-based entities can benefit from environmental management and regional connections possessed by local companies.



INVESTMENT

More than 70 Canadian organizations have offices in Singapore, including a number of Canadian banks. Canadian companies are also represented in Singapore through over 200 agents and distributors.

The Canadian commercial and corporate presence in Singapore is growing. By 1992, cumulative Canadian investment exceeded over \$1 billion. However, most of the involvement has taken the form of regional offices rather than manufacturing operations. Much of the investment is in the financial sector, and reflects the presence of Canadian chartered banks and insurance companies.

Canada and Singapore have a double taxation agreement in place.

Considerable potential for attracting Singaporean funds for the Asian market lies in its pool of capital available for foreign investment. In 1985, the Economic Development Board (EDB) created the country's first venture capital fund. Today,