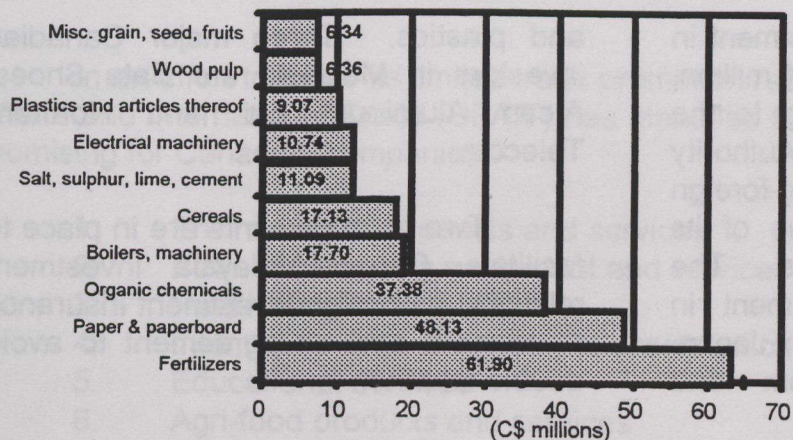


**TOP 10 CANADIAN EXPORTS TO MALAYSIA
(1994 - Customs Basis)**



Principal exports to Malaysia comprise fertilizers, pulp and paper products, organic chemicals and machinery. For these key commodities, exports in the nineties have expanded at phenomenal rates. Organic chemicals exports have increased at an annual rate of over 80% since 1991; paper products and fertilizer exports grew by 77% and 80% respectively in 1994; machinery and mechanical appliance exports grew by 44% in 1993.

It should be noted that the exports of Canadian services approximate merchandise exports in value. The most important Canadian services sectors are construction services for large public sector civil work; professional and business services for environment-related industries, geo-satellite mapping, computer software systems development and engineering consultancy; industry-specific support services such as consultancy for the oil and gas industry; and, financial services, mainly commercial banking. Important final services trade with Malaysia include education and tourism. Canadian institutions have recently become involved in a variety of special co-operative agreements with Malaysian universities and technical colleges that will increase the number of students travelling to study in Canada. While Canada is a net importer of tourism services from Malaysia (in 1994, 28,000 Canadians visited Malaysia; 17,000 Malaysians visited Canada), the potential for Canadian tourism promotion in Malaysia remains untapped.

Principal imports from Malaysia in 1994 comprised electrical goods, mechanical machinery, rubber products and textiles. The average annual growth of electronics imports since 1988 is about 43%.

**TOP 10 CANADIAN IMPORTS FROM MALAYSIA
(1994 - Customs Basis)**

