

of PEMD grants have totalled in excess of \$582 million since the inception of the program in the early 1970s.

Under the National Trade Strategy, a number of market surveys have been conducted on specific sectors in Malaysia to provide Canadian exporters of equipment and services with readily available information on opportunities in Malaysia. Sectoral market studies conducted to date are listed in Table 4.

A co-operation agreement was signed in late 1988 between the Federation of Malaysia Manufacturers' and the Canadian Manufacturers' Association with the objective of creating closer linkages and further developing trade and joint venture co-operation between Canada and Malaysia.

The Malaysia-Canada Business Council was established in late 1989 to bring together individuals and companies interested in further developing trade and economic relations between the two countries. The Council organizes regular meetings and speaking events as well as other business promotion activities to facilitate trade missions and information dissemination.

### 3.4 Export Financing

In the mid-1980s the Export Development Corporation (EDC) established a buyer and a supplier credit protocol with Malaysia. Unfortunately neither of these facilities have been used because Malaysia has been able to access more attractive financing packages primarily offered by Japanese and Hong Kong banks. These protocols have not since been renewed. The EDC has provided, however, under Sections 29 (Corporate Account) and 31 (Government Account) of the EDC Act, approximately \$136 million in long-term credits since 1982 to support major projects in Malaysia. A large component of these loans was for the supply of a pulp and paper mill in the State of Sabah. The EDC is currently pursuing a small number of transactions in Malaysia (totalling approximately \$28 million in financing) to facilitate additional exports sales to that country.

In 1984, the Canadian International Development Agency (CIDA) introduced a \$9.5 million line of credit in Malaysia to facilitate the purchase of Canadian goods and services for Malaysian development projects. In March 1987, the remaining loan funds were converted to a contribution and all project funds are now fully committed.

**Table 4 Market Studies Conducted under the National Trade Strategy**

YEAR	TOPIC
1987/88	Medical/Health Products, Equipment and Services Security Equipment and Services Oil and Gas Equipment and Services Telecommunications Equipment and Services Aerospace Products and Services Computer Hardware and Software Products and Services Food Products
1989/90	Advanced Technology Products Systems and Services Power and Energy Equipment and Services Transportation Systems, Related Equipment and Services Oil and Gas Products and Related Equipment and Services Grains, Oilseeds and Related Equipment and Services Agriculture and Food Products and Related Equipment and Services Defence Environmental Products and Related Equipment and Services

Source: External Affairs and International Trade Canada