

Canada-Korea Partnerships Mean Business

New partnership arrangements that will benefit both countries were signed last month between Canadian and Korean businesses.

"By establishing strategic alliances, Canadian and Korean companies can enhance their competitiveness not only in each others' markets but also in their respective regional markets," Minister for International Trade Roy MacLaren said.

An arrangement establishing a Committee for Industrial and Technological Co-operation also was signed. The Committee will promote co-operation and foster strategic alliances and partnerships between Korean and Canadian companies, especially in the priority sectors of telecommunications, environment, energy, biotechnology, manufacturing technologies, chemicals and new materials.

Some of the 12 new business arrangements signed are:

* National Research Council and the Korea Research Institute of Chemical Technology will exchange scientific and technical information as well as personnel, and will conduct co-operative research projects in the field of membrane separation technology.

* The Business Development Bank of Canada and the Korea Small- and Medium-Industry Promotion Corporation will promote industrial co-operation between small- and medium-size businesses in Canada and Korea by exchanging business development strategies and relevant business information.

* The Canadian Chamber of Commerce and the Canadian Chamber of Commerce in Korea will work on promoting bilateral

trade, investment, economic and technical co-operation, and international marketing exchanges. The two chambers will facilitate the exchange of business information between Canadian and Korean business communities.

* The Canadian Manufacturers' Association and the Korea

Small- and Medium-Industry Promotion Corporation will exchange information regarding business opportunities in both countries and will promote the exchange of business delegations.

For more information on trade opportunities in Korea, contact Greg Goldhawk, DFAIT, Tel.: (613) 995-8705; Fax: (613) 996-1248.

Strong Growth Forecast for Exports

Canadian exports will grow at an average annual rate of 9.2 per cent during 1995-2000, according to a forecast released recently by the Export Development Corporation (EDC).

This is well up from the four per cent growth that occurred between 1985-1990, but slightly lower than the 11.5 per cent growth registered between 1990-1995.

Top five export markets 1995-2000

* The destination of 85 per cent of Canadian exports, the **United States** is expected to increase its share at an average annual rate of 7.6 per cent.

* Canadian exports (currently just over 6 per cent) to **Western Europe**, Canada's second-largest commercial market, are expected to grow at an average rate of 10 per cent.

* Exports to **Japan**, Canada's third-largest market with 4.5 per cent, are expected to increase at an average annual rate of 6.9 per cent. The recent strong appreciation of the yen will give Canadian exporters a boost in this market, particularly for exports of coal and forest products.

* With the economy of **Asia** continuing on a strong growth path, the region's current intake of 4 per cent of Canadian exports is expected to flourish at an average annual rate of 14 per cent.

* **Latin America**, Canada's fifth-largest market, should see the current close to a two per cent share of Canadian exports grow at an average annual rate of 12.5 per cent, once the larger economies of Mexico, Brazil and Argentina resolve some of their structural difficulties.

Top seven export categories

Canada's top seven export products are, in order of priority: automobiles and parts; forest products; capital goods; mineral products; energy products; consumer goods and miscellaneous manufactured products; and agri-food products.