

### ***Oman***

The Oman economy is centrally managed by virtue of the dominant role played by oil revenue, which all accrues to the government. However, private enterprise is actively encouraged in agriculture, fisheries and manufacturing, as well as banking and other financial services. In 1993, Canadian exports to Oman soared to Cdn\$59 million from \$10.4 million in 1992. Sultan Qaboos has indicated his interest in strengthening links with Canada, and such efforts are in addition to established education and military cooperation initiatives between Canada and Oman. Since 1970, Oman has progressed rapidly to a modern nation-state. Growth has been fuelled by the development of oil resources and the accession to power of the current sultan. Canadian export opportunities exist in Oman in sectors such as security, aerospace, geomatics, telecommunications, agri-food, education and training. Services provided by Canadian firms active in Oman are an important addition to commercial activity. Oman is a cash market, and irrevocable letter of credit is the normal practice in making payments.

### ***Qatar***

Crude oil accounted for approximately 35 percent of gross domestic product in Qatar during 1992, and has historically accounted for over 90 percent of Qatar export earnings. The amount of arable land may total as much as 28,000 hectares in Qatar, of which about 7,000 are already cultivated. However, reliance on food imports is high, with such purchases consisting of about 15 percent of total imports. In 1992, Canadian exports reached Cdn\$8,900,000, but declined to \$5,300,000 in 1993, with principal items being automobiles, machinery, carpets, electrical apparatus, polyethylene and telephone sets. Qatar has the second largest gas reserves in the world. Their development will require massive investments in offshore facilities, transportation, processing, distribution and marketing. Qatar also offers significant potential for Canadian suppliers of consumer goods, geomatics, telecommunications, and agri-food products. Qatar is a cash market, and irrevocable letter of credit is the normal practice in making payments. At present, the Export Development Corporation {EDC} is eager to provide project financing to the Qatari government.

### ***United Arab Emirates***

The United Arab Emirates is at least 80 percent covered by sand desert, with a large part of the remainder accounted for by salt marsh. Local food production satisfies between a quarter and a half of the UAE's total food consumption. Launched in 1985, the Jebel Ali Free Zone {JAFZ} in Dubai is designed to attract multinationals to set up factories and warehouses for goods that can be exported to Asia, Africa and other Middle East countries. In 1993, Canadian exports to the UAE totalled Cdn\$81 million, with principal items including tobacco, lumber, aircraft components, automobiles and helicopters.

Canadian exports to the UAE have increased dramatically in recent years across a full spectrum of sectoral capabilities. Abu Dhabi represents the major market because of its dominant share of energy reserves and revenues. Dubai has established itself as the key entrepot of the region stretching from East Africa to the northern Gulf, Iran and the Indian subcontinent. Dubai's role as a regional hub city and its expanding trade community, exhibition facilities and support services make it an ideal place to do business. Canadian exporters are finding business opportunities in Dubai, and the outlook for Canadian exports to the UAE continues to be favourable. Excellent opportunities exist in such diverse sectors as prepared and raw foodstuffs, garments and software. The United Arab Emirates is a cash market, and irrevocable letter of credit is the normal practice in making payments.