

### 3.4 Export Financing

The Export Development Corporation (EDC) has two lines of credit in Thailand to support the purchase of Canadian goods and services for development projects of the Royal Thai government or of Thai private sector firms. The \$10 million line of credit available through the Bangkok Bank and the EDC/CIDA Associated Financing Facility, which provides for an EDC contribution of \$12 million, has, so far, shown little success, contributing to only one sale since 1985. On the other hand, the EDC has provided, under Sections 29 (Corporate Account) and 31 (Government Account) of the EDC Act, approximately \$250 million in long-term credits over the last

10 years to support major projects in Thailand. To date, a large proportion of these credits has been used to support the sale of steam generating units for the Mae Moh thermal power generating project in Northern Thailand. The EDC is currently involved in a number of transactions in Thailand, totalling approximately \$1.2 billion, to facilitate Canadian participation in development projects and additional export sales to Thailand. These are primarily in the public sector, transportation, telecommunications and energy areas, but also include several small industrial projects in the Thai private sector. The largest transaction under way is UTDC/Lavalin's bid for the Bangkok Mass Rapid Transit System contract.

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

| YEAR                  | TOPIC                                                                                                                                 |
|-----------------------|---------------------------------------------------------------------------------------------------------------------------------------|
| 1986/87               | Food irradiation<br>Telecommunications<br>Agri-food processing                                                                        |
| 1987/88               | Power generation and transmission<br>Mining<br>Eastern seaboard project<br>Medical sector<br>Auto parts                               |
| 1988/89               | Computer industry opportunities<br>Available financial services<br>Engineering consulting sector<br>Direction of Japanese involvement |
| 1989/90               | Agri-food industry<br>Environmental and safety protection equipment                                                                   |
| 1990/91<br>(proposed) | Aerospace sector<br>Telecom sector update                                                                                             |

Source: External Affairs and International Trade Canada