

Chilean and New York stock exchanges. As such, it is subject to the scrutiny of governments and independent private auditors, and it fulfills all the requisites set forth in NAFTA.

As for transparency, due to the dynamism of the sector, the lack of an up-to-date legislation (the new telecoms law has been in discussion in Congress since mid 1992), and a rather intensive lobbying by the largest companies (which has included several legal fights), the regulatory environment of the sector has lacked full transparency. Being an exception, as it is, to the normal governmental procedures, it has created a certain climate of uncertainty among investors. Chilean telecommunications is a sector that could certainly benefit from the disciplines imposed by a NAFTA negotiation.

15.7 Opportunities for Canadian Suppliers of Goods and Services

The telecommunications sector in Chile can be characterized as extremely dynamic and competitive both in public and private services. Technological developments, however, have gone faster than the government's regulatory capacity. In any event, the openness of the Chilean economy and the strong perspectives for this sector in the near future open up business opportunities for firms providing technologically advanced equipment and specialized consultantship in telecommunications.

Opportunities in the telecommunications sector are highlighted by CTC's medium-term development plan, whose total investment -- principally in equipment and technology-- will topple US\$1.5 billion during the next 5 years. This is clearly the main investment program in the industry. Smaller companies participating in the telecommunication sector, however, have aggressive expansion plans of their own. In a fast-growing country that has privatized its telecommunications sector relatively recently, it is likely that this industry will grow more than Chile's GDP for many years to come.

Moreover, as mentioned, entry into Chile's telecommunications sector is open to all companies, regardless of their country of