

With specific reference to Australia, it was agreed that the country is a good market for Canada, particularly for manufactured items. The conference concluded that the anticipated resources boom will transform Australia into an important economic power and a strong market for Canadian goods and that Australia could become Canada's second largest foreign market for manufacturers. Canadians are welcome partners in resource development, particularly through joint ventures. Other themes to emerge included the importance of high technology sales. Canada could meet Australian requirements for satellite systems, videotex and computer equipment. The anticipated resource boom would also provide opportunities for equipment for the mining and processing of aluminum, coal and oil. The view was that there are prospects for sales of agricultural equipment, including small items, automotive products and consumer goods.

4. Financing

The Export Development Corporation (EDC) exposure in Australia as of June 30, 1981 is as follows:

	<u>Offers</u>	<u>Commitments</u>
	(\$ millions)	
Section 24 (Corporate Insurance)	\$40.5	\$46.7
Section 27 (Government Insurance)	-	-
Section 29 (Corporate Loans and Guarantees)	36.7	28.7
Section 31 (Government Loans and Guarantees)	-	-
Section 34 (Foreign Investments Insurance)	-	-
	<u>\$77.2</u>	<u>\$75.4</u>

NOTE: At July 31, 1981, the total amount of potential lending business in EDC's pipeline of transactions under negotiation, but not yet concluded, consisted of five transactions totaling \$64.3 million.

Loan agreements signed to date include:

- 1971 - Railway hopper cars from National Steel Car Corporation \$10.3 million - to Hammersley Iron Pty.
- 1977 - 15 GM Terrex haulers, from GM Motors, Diesel Division \$7.2 million - to Hammersley Iron Pty.
- 1980 - Line of Credit \$10 million - to Australian Industry Development Corporation.