

Reducing the Risk in Risky Business

Foreign investment can be risky business, especially in the unpredictable markets of developing countries such as China, India, Eastern Europe and Latin America. However, resources are available to Canadian investors so that the risks can be effectively managed.

The traditional source of risk-management assistance is the Export Development Corporation (EDC). In certain situations, however, EDC may not be able to provide the full coverages or limits that companies require. If this is the case, there is a good chance that private-sector insurance, either on its own or in combination with EDC services, will meet companies' needs.

Private-sector insurers offer Canadian companies a multitude of foreign investment insurance products and services similar or additional to those of EDC, including coverages for political risk, trade credit, global energy and natural resources, crisis management, international automobile fleets, marine and air cargo, worldwide personal insurance, and international property and liability.

In today's competitive global marketplace, Canadians need to be aware and to take advantage of all the resources available to them. For more information on foreign investment insurance products, contact Kevin Day, Account Executive, TOS Insurance Services Ltd., 101-4180 Lougheed Highway, Burnaby, BC, V5C 6A7, Tel: (604) 293-1481, Fax: (604) 293-1493, e-mail: tos@ibm.net

Program Helps Moroccan Firms to Buy Canadian Technology

The Private Sector Development Fund Programme (PFDSP) in Morocco — launched by the Canadian International Development Agency (CIDA) and Morocco's Ministry of Finance and Foreign Investment — is intended to strengthen private-sector development in Morocco.

Under the program, eligible private firms and other agencies can apply for support toward the transfer of Canadian management and technology know-how and the acquisition of Canadian technology. Institutional support to strengthen the entrepreneurial environment is also available.

PFDSP clients will be small and medium-sized manufacturing and services firms that are majority-controlled by Moroccans, as well as other institutions, public companies and professional and sector

associations that have a strong influence on the entrepreneurial environment. Priority sectors are agri-food, fisheries, food processing, energy, environmental rehabilitation, water, finance, computer management technology and textiles.

For details of the terms and conditions of aid, contact Deloitte & Touch Consulting Group (the Canadian Executing Agency).

In Canada

G. Risi, Program Director, PFDSP

1111 Saint Charles West Street
Suite 550-East Tower
Longueuil, Quebec
J4K 5G4
Tel.: (514) 670-4270
Fax: (514) 670-6420
e-mail: grisi@dtc.ca.montreal

In Morocco

Y. Gravel, Program Director, PFDSP
25, rue Aguelmane Sidi Ali, app. 3
Agdal-Rabat, Maroc
Tel.: (212-7) 77-13-76
Fax: (212-7) 77-13-78
e-mail: ygravel@mtds.com