

ASSISTANCE TO CANADIAN EXPORTERS

PROGRAM FOR EXPORT MARKET DEVELOPMENT

From DFAIT's network of trade commissioners, who assist Canadian exporters in over 125 locations around the world, to the federal/provincial/private partnerships of Team Canada Inc., Canadian companies have a wealth of valuable support at their disposal. One example is DFAIT's Program for Export Market Development, which provides financial assistance to companies to develop new export markets on a cost-shared basis. For more information, see <http://www.infoexport.gc.ca> or contact the nearest International Trade Centre at <http://www.dfait-maeci-gc.ca>

THE EXPORT DEVELOPMENT CORPORATION AND MERCOSUR

Canadian companies used EDC trade finance and risk-management services to conduct more than \$45 billion in sales and foreign investments during 2000. About 5% of this business volume was done in the Mercosur countries. In 2000, the volume of Canadian exports and investments that were financed or insured by EDC in the Mercosur countries was \$2.42 billion, a 5% increase over the 1999 volume of \$2.30 billion. To facilitate transactions, EDC has set up various financing facilities in the Southern Cone, including lines of credit with Bank Boston, Banco do Brasil and other financial institutions, as well as direct loans with private-sector organizations such as Codelco, Telefónica de Argentina S.A., Telecom Argentina and YTF S.A., to name but a few. In addition, over the past few years, EDC has participated in more than 10 structured finance projects in Latin America, including the BCP Telecomunicações project in Brazil. To help create new business opportunities and build stronger trade relations between Canadian and Mercosur businesses, EDC has established a permanent representative in São Paulo, Brazil.

CONTACTS

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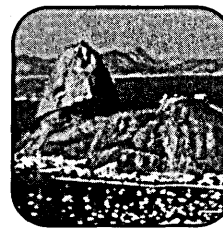
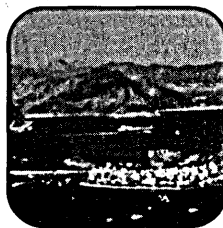
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CANADIAN COMMERCIAL CORPORATION

CCC is an export sales agency wholly owned by the Government of Canada. It partners with Canadian exporters to successfully negotiate and win sales in difficult markets on favourable terms. In particular, CCC provides enhanced and special access for Canadian exporters to foreign governments and international organizations. In 1999-2000, CCC helped Canadian exporters to make sales worth over \$1.1 billion to some 40 countries around the world — a record high. CCC offers a range of export sales, consulting and contract-management services, and access to pre-shipment export financing through its Progress Payment Program. This Program helps small and medium-sized companies that have sales of \$50 million or less and are in good standing with their bank to overcome the difficulties in arranging pre-shipment financing to cover production costs for export sales. For more information, contact CCC at Tel.: (613) 996-0034; toll-free in Canada: 1-800-748-8191; Fax: (613) 995-2121; E-mail: info@ccc.ca; and Internet: <http://www.ccc.ca>

CIDA-INC

Working in co-operation with the Canadian private sector, the Canadian International Development Agency's Industrial Co-operation Program (CIDA-INC) acts as a bridge between commercial and developmental interests. It reduces the risks to Canadian firms by sharing the costs unique to doing business in developing countries and those associated with providing training, the participation of women, and a clean environment. For more information, contact CIDA-INC at Tel.: (819) 953-5444, Fax: (819) 953-5024, E-mail: info@acdi-cida.gc.ca and Internet: <http://www.acdi-cida.gc.ca/inc>



THE CANADIAN COUNCIL FOR THE AMERICAS

Functioning as the primary private-sector link between Canada, Latin America and the Caribbean, the Canadian Council for the Americas (CCA) is a networking and information service that helps to stimulate the expansion of Canadian commercial interests into these regions.

The CCA, which was founded in 1987, has played a key role in Canada's economic relations with the Americas. It now has 600 members coast to coast, ranging from some of Canada's most high-profile companies to newer, emerging enterprises that recognize the value of trading outside Canada.

The CCA is currently chairing the Business Network for Hemispheric Integration, a network of leading business organizations in the Americas, which includes, among its many roles, the promotion of private-sector involvement in the FTAA process.

CCA's Board of Directors includes representatives from both DFAIT and Canadian businesses. The Honorary Board includes ambassadors, high commissioners and chargés d'affaires to Canada. The CCA has branches in Vancouver, Calgary, Toronto and Montreal. Membership enquiries are always welcome at:
E-mail: cca@ccacanada.com
Internet: <http://www.ccacanada.com>