

negotiated with Indonesian clients outside the bilateral aid programme.

CIDA's Industrial Cooperation Programme (CIDA/INC), a programme which supports private sector initiatives in developing countries, has contributed approximately \$4.02 million to projects in Indonesia since 1984/85, a large portion of which supported Canadian companies investigating investment possibilities in Indonesia. Disbursements related to Indonesia for 1989/90 are expected to be slightly over \$1.3 million. Deregulation and privatization in Indonesia since 1985 have led to a receptive local environment for CIDA/INC clients. Current activities include support for a Canadian Investment Advisor in Indonesia's Investment Coordinating Board (BKPM).

The Export Development Corporation (EDC), Canada's official export credit agency, provides export credit insurance, loans, guarantees, and other financial services to promote Canadian export trade. Since 1979, EDC has financed a total of \$440 million on 16 projects in Indonesia with almost a quarter of that going toward the Bukit Asam coal rail transportation project carried out in conjunction with CIDA.

Canada's trade strategy has targeted Indonesia as a market opportunity for advanced technology (including telecommunications), education and training services, chemical products and petroleum equipment, mining equipment and services, industrial machinery, and power and energy equipment and services.

A number of trade promotion programs and activities provide ongoing support to Canadian exporters and investors pursuing opportunities in Indonesia. In particular, the Program for Export Market Development (PEMD) is designed to stimulate economic growth in Canada through assistance in obtaining increased export sales of Canadian goods and services. From April 1980 to March of 1990, PEMD approved 433 applications for assistance in Indonesia, with total funding of \$3.7 million. Since 1971, PEMD programmes have resulted in reported sales of over \$98 million to Indonesia.

The creation of the Canada-Indonesia Business Council, with offices in both countries, has been another vehicle for export marketing efforts in Indonesia. This organization of companies and individuals from both countries facilitates linkages between the two private sector communities with a view to increasing each other's activities in their respective markets.

The Canadian Embassy in Indonesia has developed a series of sectoral market studies in order to better prepare Canadian business for dealings in Indonesia. These studies can be obtained from External Affairs and International Trade Canada, and a full list of available material is shown in the appendix.