

Canada is a significant investor in Indonesia with total direct investment in the order of CDN \$1.5 - \$2.0 billion. The International Nickel Company's (INCO) operation, along with Gulf Canada/Asamera Oil's presence and other interests in the oil and gas sector account for the bulk of Canadian investment. Also having a significant presence in Indonesia are Bata Shoes Ltd., which has been established in Indonesia for a number of years, and a number of Canadian consulting and engineering firms whose annual revenues have been

estimated between \$50 and \$60 million. A sample listing of Canadian companies and joint ventures with Indonesia are included in Appendix "A".

### 3.3 Export Marketing Efforts

Canadian government marketing priorities in Indonesia have traditionally focused on government projects and agencies. Due in part to the competitive circumstances of the Indonesian market related to concessional export financing, the government is

**TABLE VII MAJOR CANADIAN EXPORTS TO INDONESIA**  
(\$ CDN millions)

PRODUCT CATEGORY	1980	%	1985	%	1990	%	1991	%
Cereals	—		63.1	(24.5)	43.5	(14.2)	68.1	(20.0)
Plastics & articles thereof	9.1	(4.2)	20.3	(7.9)	61.7	(20.0)	64.5	(18.9)
Pulp of wood	21.9*	(10.2)	33.1*	(12.8)	23.3	(7.5)	46.6	(13.7)
Salt; sulphur; plastering material; lime & cement	—		46.8	(18.2)	38.4	(12.5)	36.6	(10.7)
Nuclear reactors, boilers, machinery & mech. appliance; parts	^^		^^		12.3	(4.0)	24.7	(7.3)
Organic chemicals	0.1	(-)	2.4	(0.9)	10.1	(3.3)	16.4	(4.8)
Zinc & articles thereof	2.0	(0.9)	6.2	(2.4)	12.5	(4.1)	13.6	(4.0)
Paper & paperboard	**		**		10.2	(3.3)	13.5	(3.9)
Fertilizers	—		23.0	(8.9)	23.3	(7.6)	10.5	(3.1)
Electrical mchy equip parts thereof; sound recorder etc.	4.8 <sup>^</sup>	(2.2)	23.7 <sup>^</sup>	(9.2)	5.5	(1.8)	7.3	(2.2)
Man-made filaments	—		—		6.9	(2.2)	5.5	(1.6)
Articles of iron or steel	†		†		6.1	(2.0)	5.4	(1.6)
Iron and steel	5.8 <sup>†</sup>	(2.7)	1.2 <sup>†</sup>	(0.4)	4.9	(1.6)	3.9	(1.2)
Residues & waste from food industry; animal fodder	—		—		5.9	(1.9)	3.7	(1.1)
Railway/tramway locomotives, rolling-stock & parts; etc.	—		—		25.5	(8.3)	3.6	(1.1)
Rubber & articles thereof	—		—		4.4	(1.4)	2.7	(0.8)
Man-made staple fibres	9.2	(4.3)	2.2	(0.8)	2.7	(0.9)	2.7	(0.8)
<b>Subtotal of Above</b>	<b>52.9</b>		<b>222.0</b>		<b>297.2</b>		<b>329.3</b>	
<b>Total</b>	<b>215.1</b>		<b>257.6</b>		<b>307.8</b>		<b>340.8</b>	

\* Includes paper & paper products

\*\* Included in pulp figures

<sup>^</sup> Includes all machinery, electrical, audio, visual, boilers, mechanical appliances ...

^^ Included in electrical mchy equip figures

† Includes articles of iron and steel

‡ Included in iron and steel totals

Source: Statistics Canada