

ASIA-PACIFIC (cont'd):

TIER B:

The ASEAN Countries: Copyright protection is still a major problem in most of these areas; however, Malaysia, Thailand and Indonesia have good economies and a high demand for software products. The USA and Australian software producers are very active here.

India: Although India on paper seems a good market, it is not popular with Canadian software companies. This is due to the experience of some, and the perception of most, that it is very difficult to complete business in India. The government regulations demand complicated local content and/or participation in products sold domestically. Canadian companies also have a lack of trust in the copyright attitude of the Indian business community. On the positive side, India is ideal for North American companies seeking joint product development arrangements due to the high skills level and lower labour costs.

The Peoples Republic of China (PRC): There has been little activity by Canadian software companies in the PRC to date. However the very large contingent of Chinese delegates attending the Softworld Forum in Vancouver last September, and the following business appointments arranged for them in Vancouver, Toronto, Montreal, and Ottawa, showed a high interest by the Chinese in forming strategic relationships with Canadian companies. The recent announcement by the PRC government on intellectual property legislation will be beneficial to future trade activities but experience on the enforcement of such legislation is required. The Chinese displayed great interest in Unix applications and development tools.