

The Department of Foreign Affairs and International Trade (DFAIT) will work closely with private sector trade organizations, such as the Canada-Pakistan Business Council, to facilitate the two-way flow of information, business visits and trade missions to and from Pakistan.

DFAIT will work with CIDA's industrial co-operation program, which is expected to play an important role in promoting partnerships with the private sector.

The Canadian High Commission is undertaking an extensive outreach program in all major cities in Pakistan. The purpose of the program is to identify the key players in energy, oil and gas, transportation, communications and information technologies and agri-food processing to familiarize them with Canadian capabilities and to determine areas of mutual collaboration. The outreach program will also include emerging sectors such as environmental goods and services and the financial sector.

The Commercial Section will be providing market information and intelligence to the Canada private sector on privatization, new policies and opportunities that result from IFI-sponsored projects.

The Commercial Section and the Development Section of the High Commission will work together to identify commercial opportunities that result from CIDA's activities in the oil and gas, energy, environment and private-sector development programs.

The Canadian High Commission will continue to build on its very successful program of promoting Canadian educational services through a series of university seminars, establishment of an Canadian Alumni Association, visits to schools and universities and counselling sessions on education in Canada. Building on the experience of existing, highly successful partnerships between Pakistani and Canadian universities, it will seek to facilitate new co-operative efforts.

The Canadian High Commission will continue to publish quarterly the *Canada-Pakistan Highlights*. This publication is designed to cover all programs, particularly Canadian commercial activities and is widely distributed to key public and private sector decision makers in Pakistan.

The Governor General accompanied by a Minister and a business delegation will visit Pakistan and India in March/April 1998, which will strengthen relations.

Prime Minister Sharif, accompanied by a business delegation, is expected to visit Canada in 1998.

Two-way ministerial visits. A Canadian minister will likely visit Pakistan in follow-up; visits to Canada by one or more Pakistani ministers are also expected.

Foreign Investment Protection Agreement (FIPA). Canada is negotiating a FIPA with Pakistan. This will provide the assurance to investors against political risk.

Business Development Symposium. DFAIT will work with GOP to help organize a business development symposium, whose first meeting would take place in Canada, likely in 1998. The first forum would revolve around a seminar by senior Pakistani officials of the privatization policy and program, and the investment opportunities arising therefrom. Linkages will then be developed and strengthened with business organizations in Pakistan.