

readily available information on opportunities in Malaysia. Sectoral market studies conducted to date and available from External Affairs and International Trade Canada (EAITC), are listed below:

- Aerospace Products & Services, 1988
- Agricultural Sub-Sectors, 1989
- Aquaculture, 1990
- Computer Products & Services, 1988
- Defence Sector, 1990
- Food/Food Products, 1989
- Forest Industry, 1990
- Imported Food, 1989
- Medical Equipment & Supplies, 1987
- Oil and Gas, 1992
- Power Generation, 1989
- Security Products, 1987
- Telecommunications Products & Services, 1988
- Transportation, 1990
- Television/Broadcasting & Telecommunications, 1989

Trade missions to and from Malaysia over the past couple of years have focussed on the telecommunications, remote sensing, aquaculture, aerospace and air transportation sectors. A series of Canadian food promotion activities continues in Malaysia.

A co-operation agreement was signed in late 1988 between the Federation of Malaysia Manufacturers and the Canadian Manufacturers Association with the objective of creating closer linkages and further developing trade and joint venture co-operation between Canada and Malaysia.

The Malaysia-Canada Business Council was established in late 1989 to bring together individuals and companies interested in further developing

trade and economic relations between the two countries. The Council organizes regular meetings and speaking events as well as other business promotion activities to facilitate trade missions and information dissemination.

In 1991, leading Malaysian business, research and media people visited Canada sponsored by the Asia Pacific Foundation and External Affairs and International Trade Canada's Young Leaders Program.

3.4 Export Financing

The Export Development Corporation (EDC) is Canada's official export credit agency, providing export credit insurance, loans, loan guarantees, and other financial services that promote Canadian trade and support Canada's exporting community. Within the ASEAN region, the EDC considers Malaysia a target market and is interested in expanding its business activity in connection with the rapidly increasing Canadian export opportunities in Malaysia. The EDC's medium- to long-term lending program is available to support Canadian exports to both the public and private sectors in Malaysia. In addition, all of the EDC's insurance programs, including provision of insurance against non-payment due to political and commercial risks are available for Malaysia.

The EDC's financing activity in Malaysia has been largely in the forestry, telecommunications and transportation industries. Although past loans have been primarily in the public sector, the EDC is interested in considering financing of commercial projects as well. The EDC's head office is in Ottawa, Ontario and regional offices are maintained across Canada.