

## Successful Environmental Technology Mission Returns from Egypt

The Canadian Environmental Technology Mission to Cairo, Egypt, which took place on October 24-29, 1998, was one of the largest Canadian missions ever to visit Egypt.

Twenty-two Canadian companies returned from a series of business seminars, trade fairs and individual meetings with potential agreements valued at approximately \$50 million.

The mission, led by Industry Canada and the Department of Foreign Affairs and International Trade, further strengthened the growing commercial and political relationship between Canada and Egypt.

The Government of Egypt and the Canadian Embassy were actively engaged in all aspects of the mission, including a reception for the Canadian delegation attended by over 100 senior Egyptian private and public-sector representatives. The mission received favourable national and international media coverage.

One highlight was the signing of a Letter of Intent by the Egyptian Environmental Affairs Agency and Industry

Canada. The Letter proposes Canadian-Egyptian collaboration in a number of important environmental areas, notably capacity-building, technology transfer, awareness-building and climate change.

Canadian businesses were impressed by the tremendous interest expressed by Egyptian participants in the Canada-Egypt Environmental Technology Business Seminar and Trade Fair.

After the fair, they were able to follow up this interest with two days of highly productive one-on-one meetings, setting the stage for future commercial discussions and negotiations.

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## B.C. Company Signs Joint Venture in Malaysia for E-Commerce Services

On October 20, 1998, Vancouver-based Orion Technologies Inc. signed an agreement with Telekom Malaysia to form a joint venture company, TM Orion Sendirian Berhad (TM Orion).

Taking advantage of Telekom Malaysia's infrastructure and Orion's technologies, as well as the electronic-commerce (E-Commerce) expertise of both parties, the new company will offer value-added E-Commerce services to Malaysian businesses.

"We believe that the information technology and E-Commerce industries will have very rapid growth in Malaysia and the ASEAN region,"

says Orion president, Keith Cowan. "We recognize that the timing for TM Orion to enter this market is right and are fully committed to this project."

TM Orion will build a secure network that will be connected to Orion's international Global Development Enterprise Network (GlobalDEN). The joint venture will provide secured electronic financial services, including industry standard messaging, Web-based transactions and processing for electronic commerce. TM Orion will also offer debit, credit and loyalty card systems and processing services to banks and businesses.

Orion Technologies delivers high-quality electronic commerce and financial services to financial institutions and other enterprises through its secure GlobalDEN network.

Telekom Malaysia is Malaysia's largest telecommunications carrier, providing local and long-distance voice and data transmission services to its 4.5 million customers. It also provides cellular, systems integration and Internet services.

For more information on Orion Technologies or its joint venture in Malaysia, contact Marie de Guzman, Orion Technologies, tel.: (604) 270-3113, fax: (604) 270-3112, e-mail: info@orion.globalden.com