

## TRADE OVERVIEW

In 1986, according to Wharton Econometrics, Singapore imports amounted to USA \$23.6 billion and exports totalled about USA \$21.4 billion. In 1986, Canada's share of Singapore's imports was less than 0.5%, while our share of Singapore's exports was about 0.7%. During 1987, Canada's trade with Singapore has increased substantially. From 1986 to 1987 exports to Singapore have gone up from \$146.3 million to \$168.0 million (up 14.8%) while imports have also moved up from \$211.0 million to \$261.9 million (up to 24.1%).

In fiscal 1987-88 the Department of External Affairs sponsored the following activities in Singapore under PPP:

- info booth at INFORMATICS '87
- incoming software buyers' mission
- incoming investment mission
- info booth at Asian Aerospace '88

Under NTS, a tourism sector market study was sponsored. The Canada-Singapore Conference and the accompanying mission are being postponed until fiscal year 1988/89.

Regarding multilateral trade policy issues, secure market access is Singapore's chief objective. Singapore is a free trader for most goods and maintains a relatively open services market. Singapore will continue to be a prime mover behind ASEAN economic integration.

## CANADIAN MARKETING OBJECTIVES

The following sectors offer excellent potential for Canadian exporters:

1. Communications and Informatics: With a labour force that by Asian standards is high-cost and highly skilled, government and industry are focussing their efforts on exploiting the opportunities of Information Technology as a new growth industry suited to the Singapore environment.
2. Defence Products and Services: Geo-political concerns require the maintenance of one of the region's best-equipped and trained armed forces. There are 55,000 men under arms and 150,000 reservists. There is an excellent market for Canadian defence products.
3. Agriculture and Food Products and Services: Although bulk food products (wheat, barley and soya beans) account for a high