

Plantations

Many in the industry believe that the long term solution is for India to develop its own commercial plantations. Others believe that it would also be the first step to turning the industry towards an export orientation. This may present opportunities for Canadian Forestry companies.

Power

Pulp and paper require significant amounts power. India's power grid is notoriously unreliable and has a low capacity. Many in the industry believe that developing their own sources of power are the only way to overcome these problems in the short run.

FINANCIAL SUPPORT - CANADA

Sources of financial support available in Canada include:

Export Development Corporation (EDC)

The EDC offers financial and insurance support for sales of Canadian equipment and services in addition to investment insurance. EDC offers a full range of financing activity including: buyer credit; supplier credit; guarantees; leveraged leases; and commercial/structural financing. The corporation has experience in dealing with India.

CIDA INC

The Canadian International Development Agency's Industrial Cooperation Program has been providing support for joint venture operations in India. The Professional Services Program provides matching (and conditionally reimbursable) funding to Canadian firms for pre-feasibility and feasibility studies of potential projects in developing countries. The Investment Program helps pay for supplementary training and technical assistance that Canadian suppliers preform while implementing projects.

Program for Export Development (PEMD)

PEMD is the Federal Governments primary international business development program. The program provides conditionally repayable assistance towards costs incurred by an exporting company in the implementation of its international marketing plan.

The Top Ten Export Programs

The Federal Government has a range of services from Commercial Councillors to details on other export programs aimed at assisting Canadian companies in marketing their goods and services around the world. To obtain more information on the above contact your nearest International Trade Centre, local Federal Office or call 1-800-267-8376 or (613) 944-4000 (Ottawa-Hull area)

Scotia Bank

This was the first Canadian bank to establish itself in India. It has accumulated a significant amount of experience in dealing with India and may also prove to be a valuable source of