

## Korea to host 2005 APEC Summit

**Busan, South Korea** > From November 15 to 19, Canada and the other 20 Asia-Pacific Economic Cooperation (APEC) members will meet in Busan, Korea, for the annual APEC Summit. As the 2005 host, Korea has selected the theme "Toward One Community: Meet the Challenge, Make the Change" to guide discussions throughout the year.

As a founding member of APEC, Canada has been involved in the organization since its creation in 1989. Since then, Canada has been very active on APEC's various committees and working groups, helping to draft the agenda and proposing themes of interest for Canadians for the annual Ministerial and Leaders' meetings. It has also provided capacity building assistance to the region, notably in trade policy and counter-terrorism.

Among Canada's priorities for this year's APEC Summit is the advance of key Canadian trade policy interests, which include supporting the

WTO Doha Round of negotiations and our regional trade policy objectives, and making the Asia-Pacific region more accessible to Canadian businesses through facilitating trade, increasing transparency and fighting corruption.

Support for the WTO is particularly important this year for APEC Leaders and Ministers, as the 6th WTO Ministerial Conference will take place in Hong Kong this December, shortly after the APEC Summit. As such, APEC provides a useful forum to call for progress in WTO negotiations. APEC also helps build developing economies' capacity to identify and act on their trade policy interests and their WTO obligations.

At this year's Summit, Canada will aim to promote private sector development in Asia Pacific by supporting trade policy measures that benefit small and medium-sized enterprises, strengthening legal infrastructure in developing economies and narrowing the digital divide.

**For more information** on Canada and APEC, go to [www.apec.gc.ca](http://www.apec.gc.ca), or visit the 2005 Summit Web site at [www.apec2005.org](http://www.apec2005.org).

## Pacific Gateway - from page 1

projected to reach \$75 billion by 2020, up from the current \$35 billion.

"Expanding our trade relations is key to securing our collective prosperity and economic security," says International Trade Minister Jim Peterson. "There is no doubt that the gateway will increase investment and will expand trade with emerging powerhouses such as China and India, as well as in Northeast Asia."

"We are taking steps to reinforce British Columbia's position as an internationally competitive transportation gateway," says Minister of Industry and co-Senior Minister for British Columbia David L. Emerson. "Working with the province, we will tackle the roadblocks that stand between

us and a seamless, matchless flow of trade with China, India and other Asian countries."

The rise of emerging markets such as China and India makes it a national priority to maximize the effectiveness of the Pacific Gateway and ensure the Canadian economy is taking maximum advantage of it. That requires a new, integrated approach to a wide range of interconnected issues, including, but going well beyond, transportation infrastructure. This is the challenge and the national priority that Canada's Pacific Gateway Strategy is intended to address.

**For more information**, visit the Transport Canada Web site at [www.tc.gc.ca](http://www.tc.gc.ca).

**EDITORIAL TEAM**  
Yen Le, Aaron Annable,  
Jean-Philippe Dumas  
**WEB SITE**  
[www.canadexport.gc.ca](http://www.canadexport.gc.ca)

**SUBSCRIPTIONS**  
Tel > (613) 992-7114  
Fax > (613) 992-5791  
[canad.export@international.gc.ca](mailto:canad.export@international.gc.ca)

For address changes and cancellations, return your mailing label with changes. Allow four to six weeks.  
Publication Mail Agreement Number: 40064047

Return undeliverable Canadian addresses to:  
CanadExport (BCS)  
125 Sussex Drive  
Ottawa, ON K1A 0G2

Extracts from this publication may be reproduced for individual use without permission, provided the source is fully acknowledged. However, reproduction of this publication in whole or in part for purposes of resale or redistribution requires written permission from CanadExport.

CanadExport is published twice a month by International Trade Canada's Communications Services Division.  
Circulation: 54,000  
CanadExport paraît aussi en français.  
ISSN 0823-3330

## Doing business in Botswana - from page 1

entitled "Doing Business in 2005: Removing Obstacles to Growth", Botswana was rated as one of the world's top twenty economies on the ease of doing business. It was ranked as being number one in the developing world.

### Business opportunities

Botswana's economy is dependent on the diamond industry and the government has in the last couple of years made a move towards developing other sectors. Its private sector is growing; information and communications technologies (ICT) is Botswana's fastest growing sector. The Government of Botswana intends to spend over \$280 million in this sector over the next five years, and is currently the largest consumer of ICT products and services in the country.

The main challenges of doing business in Botswana are that the market is small and there is stiff competition from South Africa in terms of proximity and pricing. There are a number of South African companies that have branches in Botswana, which gives them a competitive advantage. Given that the Botswana government is trying

to develop its export market as well as its local industries, there are incentives for companies that establish factories in Botswana.

### Advice on doing business

Canadian businesses are advised to look for local partners, as this is a requirement should companies decide to bid for government tenders. It is important to be careful though—local companies are usually focused on obtaining financial support to expand or aid their own businesses. Technology transfer and skills development are key areas that the government will look at when companies bid. While the communications infrastructure is decent, businesses must be patient as responses to correspondence may take a long time. It is advisable to make frequent follow-up telephone calls. It is also important to visit Botswana and, where possible, to bring samples of goods for potential customers.

The main opportunities, as stated earlier, lie in the ICT sector, where opportunities exist for the provision of goods and services, particularly if one has a local partner. Most tenders are published on the government's Web site. Botswana's airports are being rehabilitated and provision of technology is a key area where Canadian businesses can compete. It is important to note that the Government of Botswana is the largest consumer of goods and services, finances most of its projects and is known to pay on time. Investment opportunities exist in the mining sector as well, for the provision of equipment, but companies have to approach individual mining firms.

Business travellers are advised to hire vehicles as taxis can be unreliable. U.S.dollars and the local currency, the Botswana Pula, can be used for hotel payments. Elsewhere, only the local currency is accepted unless otherwise stated. Business travellers should make appointments at least two weeks ahead of time and reconfirm them several days in advance.

**For more information**, contact the Canadian Embassy in Zimbabwe (responsible for Botswana), e-mail: [hrare-td@international.gc.ca](mailto:hrare-td@international.gc.ca), Web site: [www.infoexport.gc.ca/zw](http://www.infoexport.gc.ca/zw).



### Key Web sites:

- **Canadian Embassy in Zimbabwe**  
[www.infoexport.gc.ca/zw](http://www.infoexport.gc.ca/zw)
- **Botswana Development Corporation**  
[www.bdc.bw](http://www.bdc.bw)
- **Botswana Export and Development Investment Agency**  
[www.bedia.co.bw](http://www.bedia.co.bw)
- **Development Gateway Market**  
[www.dgmarket.com](http://www.dgmarket.com)
- **Government of Botswana**  
[www.gov.bw](http://www.gov.bw)
- **Public Procurement and Asset Disposal Board**  
[www.ppadb.co.bw](http://www.ppadb.co.bw)
- **Ministry of Trade and Industry**  
[www.mti.gov.bw](http://www.mti.gov.bw)