

TIER C: Sri Lanka Notable lack of interest on part of Canadian firms when compared to ASEAN. Concessionary financing required, infrastructure creaky, network backward. Political environment perceived as threat by Canadian firms considering partnering with local representatives to introduce product.

Bangladesh Difficult market, financing all-important. Does not generate much interest within sector as market size is relatively small and most firms can rapidly identify several other countries within region with more potential and shorter decision cycles.

India Increasing interest from Canadian firms, particularly smaller ones, but little notable success. Intellectual property issues, foreign ownership restrictions (possibly easing in near future), import restrictions on technology and Indian government determination to develop indigenous technology have made it difficult for Canadian firms to penetrate market in any significant fashion in the past.

Recently, the Indian government relaxed ownership restrictions to allow 51% foreign ownership. Also, the partial convertibility of the rupee will serve to ease access of foreign goods and technology. India is also actively seeking strategic partnerships with major international telecom manufacturers such as Ericsson, Alcatel, etc., to fuel technology transfer.