
inventory of those tools, mechanisms and initiatives within Canada's influence which can help Canadian business to meet the challenges and take full advantage of the opportunities.

II. Format

This document has five components:

- **A. Strategic Overview:** An outline of the structure and framework of the Focus India document defining the context and objectives of the strategy.
- **B. Introduction to the Canada - India Environment:** A summary of the market conditions in Canada and India that will influence Canada's strategy.
- **C. Analysis of Market Opportunities:** An examination of the market opportunities in India and an identification of where Canada's best opportunities lie.
- **D. Economic Development and Trade Issues:** The description and analysis of major issues or challenges confronting Canadian economic and trade development in India.
- **E. Capturing the Opportunities: A Focus India Action Plan:** The tools, mechanisms and initiatives within Canada's influence that can help Canadian business meet the challenges of the Indian market and take full advantage of the opportunities.

III. Context

A Canadian trade and investment development strategy for India cannot be developed in isolation from Canada's broader bilateral, regional and multilateral relations with India, involving such issues as regional and global security, trade policy, the environment, human rights issues, and cultural relations. It must also be consistent with and complementary to Canadian activities in international fora like the United Nations, the Commonwealth of Nations, and the World Trade Organization. These relationships must support the economic and trade development strategy if the efforts of Canadian business are to be successful. This document supplements Canada's International Trade Business Plan (ITBP) which will become increasingly relevant as the potential of the Indian market is realized.

IV. Market Opportunities

India's program of economic, trade, and industrial reforms introduced in 1991 has moved India from an inward-looking, planned economy, to a more open, globally-