

Office in Taipei, and there is a Canada-Taiwan Business Association that seeks to strengthen commercial ties between the two countries. Canadian companies have made investments in Taiwan in banking, real estate, and manufacturing. At least one Canadian law firm has recently opened offices in Taiwan to facilitate Canadian-Taiwanese investment relationships. Steps are being taken to encourage Taiwanese students at Canadian educational institutions to serve as bridges between the two countries.

Taiwanese investors have developed extensive relationships in the United States but Canada remains something new for them. Having invested heavily in southeast Asia, however, they are looking more closely at the whole North American market and Canada is in a good position to take advantage of that interest. It can offer the Taiwanese raw materials, technological expertise, and access to the North American market under the Free Trade Agreement. There are signs that the Taiwanese are beginning to look at opportunities in Canada. Tourism from Taiwan to Canada is on the rise: in 1987 there were 3,674 visits to Canada from Taiwan. In 1988 that number had grown to 5,132 visits. It is characteristic of their cautious approach to investment that many Taiwanese business people take advantage of a holiday to scout out business opportunities.

Examples of Recent Taiwanese Investments in Canada

The following list offers examples of the more significant recent Taiwanese investments in Canada. The list does not include all investments from Taiwan and it is intended only to convey an impression of the range and diversity of the investment activity.

- clothing, wholesale and retail
- engineering advisory services
- import and distribution of plastic products
- import and export of consumer products
- import of housewares, hardware, sporting goods and giftware
- manufacture and sale of beauty products
- terminals/electronic cash registers, import and distribution

Source: Investment Canada.

III. Sectors of Opportunity

Taiwanese investors are interested in technology-intensive areas, particularly computer hardware and software, high-precision electronic components and systems, medical instruments, environmental equipment, telecommunications, transportation technology, machinery, aerospace components, integrated financial services, biotechnology, and pharmaceuticals. Canadians with technology in these areas are likely to find that Taiwan is a good source of capital, and is also able to provide manufacturing facilities and effective market access to the Pacific Rim region.