

In 1984, the Canadian Manufacturers' Association (CMA) instigated a Co-operation Agreement with the Federation of Thai Industries to facilitate the exchange of commercial information and to raise awareness among Canadian and Thai business communities of opportunities for co-operation. The CMA has undertaken missions in Thailand to assist Canadian firms to identify potential partners and to assist members entering the Thai business environment.

The Asia Pacific Foundation also has an interest in Thailand within the context of the Asia Pacific region. Its mandate is to create cultural, educational and economic programs that strengthen Canada's involvement in the region. Several of the business activities which the APF has been involved with in Thailand include:

- In March 1992, with the sponsorship of the APF, delegates from Thailand participated in GLOBE'92;
- In November 1990, the President of the APF visited Thailand as the keynote speaker at the 18th International Conference of the Pan Pacific and Southeast Asia Women's Association, and signed an agreement with the Thai-Canada Economic Co-operation Foundation;
- In 1991, representatives from Thailand attended the Pacific Rim Opportunities Conference (PROC VII) in Calgary with the co-sponsorship of the APF and the PBEC Canadian Committee.

The Thai-Canadian Business Club was established in 1988 in Bangkok. The club acts as a forum where views and information are exchanged and commercial relations are promoted and developed. The Club evolved into a Thai-Canadian Chamber of Commerce in 1991 and boasts over 300 members. It currently publishes a bi-monthly magazine entitled Thai-Canadian Business which is distributed in both countries. The publication of a Directory of Canadian Business in Thailand in 1989 and again in 1991, is another sign of the positive development in commercial relations between the two countries.

3.4 Export Financing

The Export Development Corporation (EDC) is Canada's official export credit agency, providing export credit insurance, loans, loan guarantees, and other financial services that support Canada's export community. Within the ASEAN region, the EDC considers Thailand a target market and is interested in expanding business activity in connection with the rapidly increasing Canadian export opportunities in Thailand. The EDC's medium to long-term lending program is available to support Canadian exports to both the public and private sectors in Thailand. In addition, all of the EDC's insurance programs, including provision of insurance against non-payment due to political and commercial risks, are available for export sales to Thailand.

The EDC's financing activity in Thailand has been largely to the public power sector in support of Canadian boiler sales to the Electricity Generating Authority of Thailand (EGAT). However, the EDC has also extended loans to private firms, most recently in the pulp and paper sector. Currently, the EDC has three U.S. \$25 million general purpose lines of credit established with three major Thai commercial banks: Krung Thai Bank, Siam Commercial Bank and Thai Farmers Bank. These lines of credit are available to support Canadian export transactions of differing size from various sectors. In addition to the lines of credit, the EDC is currently considering a number of transactions for financing with a total value of over \$1 billion in the telecommunications, transportation, energy and pulp & paper sectors. The EDC's head office is in Ottawa, Ontario and regional offices are maintained across Canada.