

SECTORS

Resource Products

Exports of Canadian resource based products are led by sales of coal, aluminum, sulphur, uranium, potash, copper and iron ore. In 1990, Canadian mineral exports alone totalled over \$600 million.

Coal remained Canada's single largest export to Korea in 1990, totalling almost 5.2 million tonnes, and valued at over \$300 million. Canadian coal producers are pleased with this increase but continue to seek greater market share and stress to their Korean purchasers (KEPCO and POSCO) that world price levels must rise if producers are to remain viable.

Agricultural Products

Opportunities for sales of Canadian agricultural products in Korea are still limited by restrictive import policies and regulations, although the Koreans have recently announced several liberalization measures. In 1990, Canadian exports of agricultural products were \$76 million, but this is still well below the \$173 million in 1987. Sales of feed wheat doubled to \$8.0 million in 1989 but is still far from the \$141 million in sales in 1987. Opportunities for sales of other products such as milling wheat, canola, beef tallow and whisky have also been hampered by protective policies. U.S. exports of similar products exceeded \$2.5 billion during the same period.

The Canadian government continues to work to ensure that export opportunities continue to expand and remain open to international competition.

Services

The Korean service sector, particularly in the banking and insurance fields, has been tightly controlled and regulated by the Korean government. The past few years have witnessed a series of reforms in the banking sector which are being monitored closely by the foreign banking community to ensure that liberalization of the financial markets takes into consideration the recommendations proposed by the foreign banks. These recommendations would provide the foreign banks with greater access to local currency, less restrictive branching requirements and eliminate the restrictions on asset-based financing.