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commitment to China as a major export market. Following the Team Canada mission to Japan in 1999, Canada's premiers and territorial

of Canada's economy, from resources and agriculture to software and biotechnology. Opportunities abound across China, and eight sectors will be highlighted during this mission:

The Team Canada presence of political leaders facilitates companies' access to key business decision makers. These missions build prestige and credibility for Canada and Canadian firms, and this has been particularly

Team Canada

leaders, with the business community, urged that China be the destination for the next big trade mission.

These missions are not only about signing deals. Long after the ink is dry on contracts, the business rela-



tionships established between Canadian and foreign firms remain. Seven years after the 1994 landmark visit, the effects are still being felt. Most of the firms that made announcements in 1994 are still active in China today, and continue to make further inroads into the Chinese market. The Canadian business presence has more than doubled since 1994 to more than 400 firms with offices or operations established in China. More companies are entering the Chinese market, and Canadian exports are expanding.

Canada's bilateral trade with China and Hong Kong totalled \$13.9 billion in 1999. China, including Hong Kong, is Canada's third largest trading partner. Our total bilateral trade with Hong Kong alone was \$2.4 billion in 1999. Canada's exports to China increased by 6.3% to \$2.6 billion in 1999. More than half of these exports were in wood pulp, grain, seed, fruit, fertilizers and machinery. Figures for the first six months of 2000 show growth of 60% over the same period in 1999, due largely to increased sales of wood pulp, potash, auto parts, wheat barley and machinery.

Our trade with China is diverse, representing a broad cross-section

- agriculture and agri-food
- education technologies and cultural industries
- energy; environment technologies
- financial services; forestry, construction, building material products and services
- information and communications technologies
- medical and health services
- mining and minerals
- transportation

Additional information on these sectors can be found at: www.tcm-mec.gc.ca/China/mission-e.asp#missiondescription

China is an important and growing global economic player, and Canada's trade with China is expected to continue to grow as China is seen by Canadians as a future market of enormous importance and potential. With a population of about 1.3 billion, China is the world's seventh largest



economy with a gross domestic product of about US\$1 trillion.

Canada supports China's continued economic reform and transition to a market-based economy, and also supports China's bid to join the World Trade Organization (WTO), which would increase market access for Canadian goods and services. Development of a solid infrastructure is a key factor in China's market transition. Canadian firms have opportunities to get in on the ground floor of infrastructure development in China.



useful in helping small and medium-sized enterprises (SMEs) expand their exports. Team Canada missions have helped almost 1,800 businesses and organizations from across Canada gain access to government and private sector leaders. During the missions, Canadian firms have concluded close to 900 new business deals estimated at \$24.4 billion.

For more information about sponsorship and for general information on Team Canada, visit the Team Canada Web site at www.tcm-mec.gc.ca

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