

## Priority Sectors:

Canada's trade strategy has targeted Malaysia as a market opportunity in the following sectors:

### 1. Oil and gas products and services:

Given the fact that crude petroleum and LNG account for approximately 16 percent of total Malaysian exports, the oil and gas industry is one of Malaysia's major sectors. Depleting oil reserves have spurred a significant increase in exploration activities. In an effort to reduce its dependence on oil, Malaysia intends to triple its current level of gas production and usage. Opportunities exist for joint ventures in the areas of exploration and distribution, and in the export of services such as project management and consultancy.

### 2. Transport systems and services:

One of the largest components in the Malaysian government infrastructural development program is the transportation sector. The government is committed to ensuring that infrastructure facilities are adequate to support the growth momentum of the economy. This gives rise to numerous opportunities in all sub-sectors of transportation, including air, rail and road sub-sectors.

### 3. Advanced Technology:

There is an increased demand for sophisticated communications facilities, plant automation and computerized production and remote sensing equipment. The telecommunications sector is

**TABLE VI** MAJOR CANADIAN EXPORTS TO MALAYSIA  
(\$ CDN millions)

PRODUCT CATEGORY	1980	%	1985	%	1990	%	1991	%
Fertilizers	—		18.4	(9.0)	64.4	(25.9)	64.8	(22.3)
Cereals	2.8	(3.0)	11.8	(5.7)	22.1	(8.9)	35.2	(12.1)
Iron & steel	1.5	(1.6)	—		6.6	(2.7)	28.1	(9.7)
Paper & paperboard	15.7 <sup>†</sup>	(16.8)	18.2 <sup>†</sup>	(8.9)	16.5	(6.6)	27.5	(9.5)
Ores, slag and ash	—		▲▲		12.7	(5.1)	21.7	(7.5)
Electrical mchy equip parts thereof; sound recorder etc.	9.8	(10.5)	11.6	(5.6)	15.7	(6.3)	16.0	(5.5)
Boilers, mchy & mech appliance; parts	6.1	(6.6)	105.8 <sup>**</sup>	(51.0)	10.7	(4.3)	15.1	(5.2)
Salt; sulphur; earth & stone; plastering mat; lime & cement	—		2.5 <sup>▲</sup>	(1.2)	14.2	(5.7)	15.1	(5.2)
Copper & articles thereof	▲▲▲		▲▲▲		0.03	(0.01)	13.6	(4.7)
Plastics & articles thereof	3.7	(3.9)	2.6	(1.2)	11.8	(4.7)	11.0	(3.8)
Organic chemicals	—		2.5	(1.2)	3.5	(1.4)	7.3	(2.5)
Pulp of wood	*		*		2.9	(1.2)	5.8	(2.0)
Zinc & articles thereof/Base Metals 1980/85	2.2 <sup>**</sup>	(2.3)	2.9 <sup>**</sup>	(1.4)	1.4	(0.6)	4.7	(1.6)
Miscell. grain, seed, fruit etc.	—		—		4.4	(1.8)	4.4	(1.5)
Special Classification Provisions	—		—		0.1	(0.05)	2.9	(1.0)
Special transaction - trade	—		—		12.9	(5.2)	2.9	(1.0)
Optical, photo, cine, meas, checking, precision, etc	—		—		4.4	(1.8)	2.6	(0.9)
<b>SUB-TOTAL OF ABOVE</b>	<b>41.8</b>		<b>179.2</b>		<b>204.3</b>		<b>278.7</b>	
<b>Total</b>	<b>93.0</b>		<b>204.3</b>		<b>248.2</b>		<b>291.0</b>	

† Includes pulp

‡ Due to exceptional export of pulp and paper industries machinery

\* Included in paper figures

\*\* Includes copper and articles thereof

▲ Includes ores, slag and ash

▲▲ Included in salt and sulphur figures

▲▲▲ Included in zinc figures (Base Metals)

Source: STATISTICS CANADA