

Bilateral trade between Canada and the ASEAN region reached a high of CDN \$3.5 billion in 1991. The total dollar value of trade has more than doubled in the past 5 years, and has tripled over the past decade. In spite of this increase in total trade however, Canadian exports to ASEAN markets in 1991 at CDN \$1.5 billion, did decline from 1990 levels by over CDN \$100 million, due to a single large sale which had amplified the 1990 level. At the same time, Canadian imports from ASEAN had increased by over CDN \$215 million leaving Canada with a \$425 million deficit in its ASEAN trade.

Within ASEAN, Singapore represents Canada's largest export market, followed closely by Thailand, Indonesia and Malaysia. These four markets account for about 85% of Canadian exports to the region. The Philippines receives approximately 13 percent of Canada's exports to the ASEAN region and Brunei is Canada's smallest export market in ASEAN receiving only 0.2 percent of Canada's exports to the region.

Over half of Canadian shipments to ASEAN markets in 1991 consisted of cereals, plastics, fertilizers, mining products and pulp, newsprint and paper. Diversification is taking place as Canadian suppliers of telecommunications, transportation, aerospace and energy products and services are making inroads.

Canada receives approximately 1.5 percent of its imports from the ASEAN region. In 1991, import levels were at CDN \$1.9 billion. Principal imports from the ASEAN region consisted of electrical and electronic and mechanical equipment and parts, articles of apparel, prepared fish and meat, and rubber.

Despite the growth in trade, ASEAN and Canadian exports account for only approximately 1 percent of each other's markets. There is tremendous potential for future growth in the ASEAN-Canada trading relationship. There is much complementarity between Canadian consulting skills and strength in manufacturing sectors such as telecommunications, transportation and energy, and ASEAN development and investment needs.

The ASEAN-Canada Economic Co-operation Agreement signed in 1981 provides a framework for close industrial, commercial and development co-operation. The ASEAN-Canada Joint Co-operation Committee (JCC), which arose from the 1981 Agreement, meets regularly to review progress in these mutual areas.

Canada has co-operated with ASEAN nations in the Uruguay Round of the Multilateral Trade Negotiations (MTN) in the search for international reform of the world trading system. Canada and four members of ASEAN (Indonesia, Malaysia, Philippines, and Thailand) also share membership of the Cairns Group which has led to the development of constructive proposals aimed at liberalizing agricultural trade.