

Examples of Recent Singaporean Investments in Canada

The following list offers examples of the more significant recent Singaporean investments in Canada. The list does not include all investments from Singapore and it is intended only to convey an impression of the range and diversity of the investment activity.

- construction and operation of newsprint mill
- fruit processing
- hotel operation
- mineral exploration and development
- manufacture of machine parts and tools
- manufacture of oriental food products
- real estate
- trade financing

Source: Investment Canada.

The view of Canada

As yet, Canada remains largely unfamiliar to Singaporean business people but the 2000 Singaporean students currently studying in this country may eventually serve as a bridge between the two countries. The Canada-U.S Free Trade Agreement makes Canada an appealing springboard for Singaporean firms seeking to enter the U.S. market.

Motives for Investing in Canada

The key to attracting investment from Singapore is to build a two-way relationship! Offering something of value to Singaporean companies in return for investment in Canada can involve technology, distribution and marketing rights, procurement, or manufacturing opportunities. Once the link is made and trust established, more Singaporean investments may flow into Canada. If a Canadian company is not prepared to offer technology or if it is uninterested in establishing operations in Singapore, it is unlikely that the Singaporeans will be interested in expanding cooperation.

III. Sectors of Opportunity

The most promising sectors for expanding Canadian-Singaporean investment cooperation are those industries favored by Singapore's Economic Development Board. Singaporean companies in the following sectors are potential partners for investment in Canada:

Biotechnology

Biotechnology is a key area of opportunity for Canadian-Singaporean cooperation. Dr. Chris Tan, a Canadian of Singaporean origin and formerly a professor at Calgary University, has now returned to Singapore to chair the EDB's biotechnology committee and can serve as an important link in expanding cooperation in this area.

Aerospace

Singapore's airport is the busiest in the region. It is used by all of the world's major airlines and is a recognized regional aircraft service centre. As a result, there is a strong interest in aerospace industries, aircraft engine components, avionics, simulators, aircraft maintenance, and overhaul services. There are opportunities to cooperate with air carriers to provide equipment and services in Singapore as well as to develop new technologies and Singapore Aerospace is said to be interested in acquiring new technology.