

EDC has played an active role in supporting the activities of Canadian companies in Pakistan. Since 1980, EDC has supported over \$250 million in export sales to Pakistan through medium- to long-term financing.

Past financing support by EDC has been centred around the power, telecommunications and infrastructure sectors. This support has traditionally been in the form of sovereign-guaranteed transactions, but recent economic liberalizations in the power sector have led to the development of a strong framework for Independent Power Projects (IPPs) on a limited recourse basis. EDC concluded its first IPP in Pakistan with the Fauji Kabirwala Power Company in 1996.

Due to deteriorated economic conditions, EDC's appetite is very limited for new medium- to long-term business. EDC will continue to offer support to existing transactions under consideration, but conclusion of financing arrangements may face delays until there is sufficient assurance of the continuing soundness of Pakistan's economic situation. Similarly, for short- to medium-term insurance, EDC will look at new transactions on a case by case basis.

IV. Industry Canada (IC)

IC's mandate is to foster Canadian business development and international competitiveness. Through its sector expertise and close contact with Canadian industry, IC plays a role in developing sectoral strategies for Canada's international business development initiatives.

Strategis: Canada's largest business web site, *Strategis*, gives business direct access to the latest information on specific industries, export opportunities, company capabilities, international intelligence, as well as details of the sectoral breakdown and responsibilities within Industry Canada. Their web site: <http://strategis.ic.gc.ca>

V. Canadian Commercial Corporation (CCC)

CCC, a crown corporation reporting to the Minister of Public Works and Government Services, was established to assist in the development of trade between Canada and other nations. Its role is to facilitate international trade and it is the prime contractor in the sale of Canadian goods and services to foreign governments, international agencies as well as approved private-sector buyers. CCC provides its buyers a guarantee of performance, on behalf of the Canadian government, that the contract will be executed in accordance with its terms and conditions. CCC has in place a partnership with major Canadian banks whereby the banks set up project lines of credit for approved exporters, up to a maximum of \$2 million per exporter, which such exporters can utilize to cover their pre-shipment working capital requirements.

VI. Canada-Pakistan Business Council (CPBC)

The CPBC is an association of Canadian companies interested in doing business in Pakistan. The role of the Council is to foster Canadian business involvement in Pakistan through a program of information dissemination and individual counselling for firms wishing to enter the Pakistani market. The Council maintains an office in Lahore, Pakistan as well as in Kingston, Ontario.