

Hong Kong will become a part of China on July 1, 1997. It is expected that the importance of Hong Kong will increase as it may become the business centre for all of South China. As a result of the decision to improve and expand infrastructure in Hong Kong, sales and joint venture opportunities for Canadian companies have increased. In 1993, preliminary trade data indicates that Hong Kong was Canada's 16th largest export market with Canadian exports just under \$760 million. Major Canadian exports to Hong Kong in 1992 included precious metals, plastics and plastic articles, electrical equipment, paper and paperboard. Opportunities for Canadian companies exist in construction (primarily as part of the plan to develop a new port and airport), building materials, environmental protection, security products and processed foods.

Taiwan - Canada trade has grown consistently over the past two decades despite the absence of diplomatic relations. In 1992, Taiwan was Canada's 13th largest export market and the 4th largest in Asia, with exports to Taiwan at \$960 million and imports from Taiwan at \$2.47 billion.. Preliminary trade data for 1993 indicates that Taiwan has become Canada's ninth largest export market with Canadian exports to Taiwan now surpassing the \$1 billion mark. Major Canadian exports to Taiwan in 1992 included mineral fuels, wood pulp, paper, electrical equipment, paperboard, agricultural products, processed foods, pollution control and environmental engineering, transportation equipment, telecommunications, avionics, high-tech products and engineering.

The Association of Southeast Asian Nations (ASEAN) comprises Thailand, Malaysia, Singapore, Indonesia, Brunei and the Philippines. Preliminary trade data for 1993 indicates that Canadian exports to ASEAN countries totalled \$1.5 billion, with imports to Canada from the region totalling \$3.26 billion.

Major Canadian exports to the ASEAN region in 1992 included cereals (mainly wheat); boilers, machinery and mechanical appliances and parts; paper and paperboard; electrical machinery and equipment parts; salt, sulphur, earth and stone, plastering material, lime and cement; wood pulp; plastic products; fertilizers; aircraft and spacecraft and parts; and organic chemicals.

In 1992, Canadian investment in the ASEAN region exceeded \$2 billion. This investment is largely in resource development and the financial sector. Opportunity sectors for Canadian exports include advanced technology (telecommunications, aerospace, defence equipment), energy and power (oil and gas), agri-food, and the environment. Canadian company success stories based on outstanding export performance in the ASEAN include SR Telecom Inc., MacDonald Dettwiler & Associates Ltd., Bell Canada International, Intera Information Technologies Ltd., Babcock & Wilcox Ltd., CAE Electronics Ltd., ABB Canada, Ganong Bros. Limited, and Novacorp Corporation.