

During 1991, the Canadian High Commission in Singapore assisted well over 600 business visitors. Aside from the trade missions sponsored by External Affairs and International Trade Canada (EAITC), a large number of missions have been organized by provincial governments, often led by an economic minister. Frequently Singapore is the focal point of such missions which extend to various parts of Southeast Asia. Ontario, Quebec, Alberta, Saskatchewan and British Columbia have been most active in this regard.

The Export Development Corporation (EDC) is Canada's official export credit agency, providing export credit insurance, loans, loan guarantees, and other financial services that promote Canadian trade and support Canada's exporting community.

The EDC is open for business in Singapore under all of its export programs. The EDC readily acknowledges that the combination of easy access to alternative funding sources such as domestic debt and equity markets as well as to a broad cross-section of Canadian commercial bank representation has limited the need for EDC involvement with Singaporean buyers of Canadian goods and services.

Nonetheless, the EDC offers a broad range of commercially competitive services that are attractive in the Singapore market-place and is willing to work with Canadian exporters and their commercial banks in developing financial packages that support exporting opportunities. The EDC's head office is in Ottawa, Ontario and regional offices are maintained across Canada.

The Program for Export Market Development (PEMD) is EAITC's ongoing program to stimulate increased export sales of Canadian goods and services abroad. Since 1980, almost \$6 million has been spent on 926 approved projects pertaining to Singapore under this program. The sales generated as a result of PEMD grants have totalled close to \$200 million since the inception of the program in the early 1970's.

A number of further initiatives have been undertaken under Canada's trade development programs to provide Canadian companies with information on opportunities available in a number of discrete sectors of the Singapore economy as well as support for their participation in important trade shows held in Singapore. Sectoral market studies available from EAITC are listed below.

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| Aerospace Industry, | 1989 |
| Assessing Environmental Opportunities, | 1990 |
| Assessing Franchising Opportunities, | 1990 |
| Assessment of Singapore as a Regional Centre, | 1990 |
| Assessment of Venture Capital & Investment Opportunities, | 1990 |
| Aquaculture, | 1990 |
| Computer Industry, | 1989 |
| Construction Industry, | 1989 |
| Defence Industry, | 1990 |
| Educational Services Industry, | 1990 |
| Environmental Protection & Control Products & Services, | 1991 |
| Fashion & Jewellery Industry, | 1990 |
| Food Industry, | 1989 |
| Health Products, | 1990 |
| Oil and Gas Industry, | 1990 |
| Port Industry, | 1990 |
| Public Utilities, | 1990 |
| Singapore Consultancy Industry, | 1990 |
| Sports & Recreation Industry, | 1989 |
| Technology Inventory, | 1991 |
| Telecommunications Industry, | 1989 |
| Tourism Development Opportunities, | 1988 |

The Canadian Manufacturers Association (CMA) signed a Memorandum of Understanding (MOU) with the Singapore Manufacturers Association (SMA) in November 1988. The MOU was designed to promote trade and investment linkages between the Canadian and Singaporean business communities.