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THE ARGENTINE ECONOMY,
INVESTMENT OPPORTUNITIES
AND TRADE RELATIONS
WITH CANADA

APRIL 1994

EMBASSY OF THE REPUBLIC OF ARGENTINA
DEPARTMENT OF FOREIGN AFFAIRS AND
INTERNATIONAL TRADE - CANADA

OTTAWA

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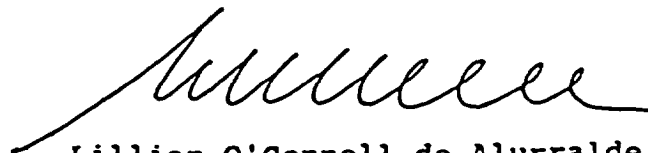
Ottawa, April 1994

The Embassy of Argentina in association with the Canadian Department of Foreign Affairs and International Trade is pleased to participate in this joint effort to promote the mutual economic and commercial interests of both our countries. The purpose of this publication is to provide a useful portrait of the present Argentine economy that will encourage closer investment and trade exchanges with Canada.

Since the restoration of democracy in 1983, Argentina has been carrying out a wide program of economic reform oriented towards the modernization of the country. This process has involved a profound political and economic transformation, geared towards the country's integration in the global economy. To be successful, this dramatic change has to be accompanied by investments in new enterprises, infrastructure and human resources. As businesses and industries have to compete globally, investment and trade are critical to growth and prosperity.

Canadian business has responded with enthusiasm to this new dynamic environment. Profitable ventures have been established and many more should follow. Canada and Argentina are natural partners. Striking similarities in territorial extension, size of population, cultural diversity and abundant agricultural and energy resources, are enhanced by a commitment to democracy and the respect for human rights.

Looking forward to a most successful partnership, Argentina is ready to welcome Canadian initiatives.



Lillian O'Connell de Alurralde
Ambassador of the Argentine Republic



April, 1994

The Department of Foreign Affairs and International Trade is pleased to associate with the Argentine Embassy in Canada in assisting you to discover more about Argentina through this joint publication.

When looking at Canada and Argentina, it is interesting to note how much we have in common. Both are countries built largely by immigrants and have populations of comparable size. Argentina and Canada are both large and geographically diverse countries; as a result, we face similar requirements in areas such as transport and telecommunications. We are both major exporters of wheat and other farm commodities. We both have substantial mineral resources, as well as natural gas and petroleum. Both countries have a diversified manufacturing base.

Two-way trade with Argentina has been increasing over the last two years to 251 million dollars in 1993, but it is still modest in view of the considerable potential. It is by working together that we can do better. Given a highly competitive international market, it is through partnerships between Argentine and Canadian companies that such opportunities will be realized. Market access, investment potential and technology transfers are the formulas for success for both our countries.

I hope that this publication will help to identify the opportunities that can make the difference to you in pursuing a strong relationship with the Argentine business community. We, as a department, will be pleased to assist you in any way we can.

¡Estoy seguro que juntos tendremos éxito en la realización de nuestros objetivos!¹

A handwritten signature in black ink, appearing to read "S.E. Gooch".

S.E. Gooch
Assistant Deputy Minister
Latin America and Caribbean
Branch

¹ "I am sure that together we will achieve our objectives!" - a little bit of Spanish might help you doing better business in Argentina.

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REPUBLIC OF ARGENTINA

THE COUNTRY

GEOGRAPHY AND POPULATION

Argentina covers 2.8 million kilometres in the Southern Cone of South America. It is the second largest country in South America and the eighth largest in the world. The country's topography is highly varied, ranging from plains and lowlands in the center and east, foothills rising to mountains from the center to the west, and a semi-arid zone in the south. The majority of the country lies in the temperate zone, although there is a significant sub-tropical area in the extreme north.

Census data from 1991 shows a total population of 32.6 million, 86 percent of whom live in urban areas. The country's largest city is the capital of Buenos Aires, with a metropolitan area of 11 million. Other major cities include Córdoba with 1.2 million inhabitants and Rosario with one million.

Education has always been given a high priority by Argentine society, as revealed in a literacy rate of 95.3 percent. Total enrolment in primary and secondary education represents 96 percent of the cohort age group. There are 29.1 scientists and technicians per 1000 persons and 370 inhabitants for each physician.

HISTORICAL ECONOMIC BACKGROUND

1. From 1870 to 1930, Argentina developed in a climate of political stability under the democratic rule of its Constitution of 1853.

Although Argentina did not actively participate in the world order, it successfully developed within the international framework of that era by utilizing the opportunities for trade and advantageously channeling the international capital that entered the local market. Major investments were made in the areas of infrastructure (railroads and ports) and agriculture. The government strongly promoted investment in infrastructure, education, health and the judicial system but its involvement in productive activities was almost negligible.

Argentina had also become a prime destination for European immigrants who invested their human capital in the country. It became one of the world's major trading nations with an economy that ranked in the international top ten. Towards the end of the period there was substantial investment in light industry and assembly.

2. From 1930 until 1989 the political and economic environment changed. Argentina isolated itself from the rest of the world. The interaction of successive political and economic crises produced a pendulum of transfers of power between the military and constitutionally elected governments. And until President Raúl Alfonsín, elected in 1983, transferred office to President Carlos Menem in 1989, there had not been a single transfer of power from one democratically elected president to another, during this period.

The level of government expenditures doubled and sometimes tripled, compared with the previous period. Large fiscal deficits created high inflation that finally reached the 5000 percent hyperinflation of 1989.

In an attempt to attack cyclical problems and redistribute income, marketing boards and regulatory agencies were created not just for public services, but for almost every important market in the economy. Exchange and price controls developed into permanent fixtures. Later, most public services were nationalized and many private businesses requested and obtained special subsidies and protection. Rent-seeking almost dominated the activities of most of the participants in the economy. Although investment retained its share of GDP throughout most of the period, the productivity of investment plummeted. Recurrent crises in the country's fiscal and external account produced successive stop and go business cycles.

The closing of the world's trading system and the Great Depression contributed to the beginning of import substitution, albeit more in response to declining terms of trade than to political design. In the late 1940's, import substitution was solidified into economic policy. Firms opened up shop in almost every conceivable industry, producing a wide range of products in relatively short production runs. At the same time, the problem of discrimination against traditional agricultural exports worsened.

In economic terms the period continued until 1989. The debt crisis, poor fiscal management, and an inability to break away from import substitution added up to economic stagnation and a sharp decline in investment.

Similarly, Argentina found itself affected by the terms of trade in its international trade, and also by some trade practices imposed by other countries (particularly on the subject of subsidies), which affected its export developments.

On the bright side, democracy had returned in 1983 after many years without free elections. Slowly but steadily, the democratic institutions were restored. At the same time, the people of Argentina became growingly convinced that important changes were necessary in their economic structure if growth and development were to be achieved. But the period ended with hyperinflation.

Also on the brighter side, Argentina began to open up politically and re-join the rest of the world. Territorial disputes with Chile were replaced by negotiated settlements. Considerable progress was made towards economic integration with Brazil.

3. Since President Carlos Menem assumed office in July, 1989, democracy has been further solidified and the re-integration of Argentina with the rest of the world has been carried even further.

Excellent relations have been established with the developed countries and relations with neighboring countries have been further tightened. Diplomatic relations were restored with the United Kingdom and a bilateral system of nuclear safeguards has been elaborated with Brazil. Argentina has also taken an active role in the new international order, having sent forces to participate in a number of United Nations peacekeeping missions.

Political stability and a redefinition of their foreign policy paved the way for attention to be focused on reversing six decades of economic decline.

The administration of President Menem has implemented a new model of growth for the country based on opening the economy as well as fiscal and monetary discipline.

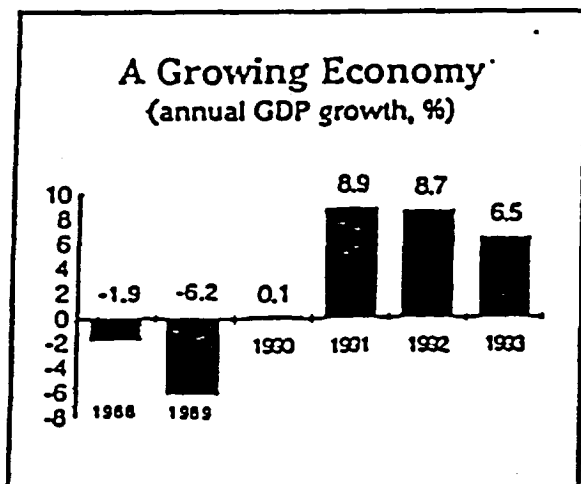
The main instruments are a comprehensive structural reform of the public sector, the privatization of state-owned companies and the re-creation of competitive markets to promote efficient resource allocation and to integrate Argentina in the world economy.

In the economic climate of the past, an excessive proportion of the business activity was diverted from production. In the new environment, this has created enormous opportunities in a wide range of activities.

REVITALIZING THE ECONOMY

The Argentine economy has entered a new era of significant economic recovery, with a dramatic fall in inflation, surging production, and rising investment. The gross domestic product soared 8.9 percent in 1991, 8.7 percent in 1992 and 6.5 percent in 1993. Future annual economic growth is expected to continue at high levels between five and seven percent.

Inflation in consumer prices has fallen from 5000 percent in 1989 to 7.4 percent in 1993 and will continue to fall. From April 1991 to December 1992, industrial production rose 50 percent. Investment is also surging in response to the new environment. Capital goods imports in 1992 were four times the level of 1989 and gross fixed investment rose 25 percent in 1991 and 31 percent in 1992.



<u>PERIOD</u>	<u>ANNUAL INFLATION RATE</u> %
1989	4,923.3
1990	1,343.9
1991	84.0
1992	17.5
1993	7.4

The rest of the world has taken notice of the improved investment climate in Argentina. The capital outflow of US\$ 4.3 billion in 1989 was replaced by inflows of US\$ 2.3 billion in 1991 and US\$ 7.8 billion in 1992. Foreign direct investment in 1992 was four times the level of 1989.

STATE REFORM AND THE RE-CREATION OF A MARKET ECONOMY

For several years, but particularly since 1989, the public sector has been the object of a far-reaching reform program including:

- Substantial reductions in spending and in the fiscal deficit.
- Rapid and effective progress in privatizing state companies.
- Price, wage, interest rate and exchange controls were eliminated together with a complex network of subsidies and hidden taxes that distorted the markets.
- A massive deregulation program was undertaken covering regulatory agencies, foreign trade and investment, the capital markets, regional products, and capital intensive industries, as well as the local market for goods and services.
- Liberalization of the regulations on foreign investment.

THE CONVERTIBILITY PROGRAM

On April 1, 1991 the government implemented the Convertibility Act as the cornerstone of a very strict stabilization plan. According to this law:

- The local currency must be fully backed by foreign reserves and gold at a fixed exchange rate of one peso per dollar.
- Indexation was prohibited.
- Contracts can be denominated and legally enforced in foreign currencies.

The convertibility Program has re-introduced two concepts that had been set aside: first, the concept of a budget restriction on the public and private sectors; and second, the concept of a stable currency that gives priority to the proper functioning of the economy, allowing the re-appearance of credit, while simultaneously encouraging domestic savings.

DOMESTIC AND EXTERNAL DEBT

Another central priority of the government is the reestablishment of the credit worthiness of the country. Internal and external obligations have now been completely restructured.

- Internal debts to retired persons and suppliers have been restructured or paid.
- the reorganization of the Argentine economy created the conditions for successful compliance with targets established in a July 1991 International Monetary Fund Standby loan that was followed by a March 1992 Extended Fund Facility Agreement.
- A framework Brady Plan agreement, covering US\$ 31 billion in debt to commercial banks, was reached in April 1992 and a final exchange of old for new debt securities was completed one year later.
- Argentina re-entered the international market for voluntary credit in September 1991. The perceived risk of investing in Argentine paper has fallen.
- Several private corporations as well as private and public banks have been able to successfully issue debt securities in the Euromarket.
- Debt to equity swaps employed in the privatization program have permitted the government to retire over US\$ 13 billion in debt paper.

CAPITAL MARKETS

Argentina's capital markets have resumed sustainable and rapid growth. Regulations have been overhauled, capital market institutions and the legal framework in which they operate have been brought up to date, and measures have been implemented to ensure greater transparency in the market, create greater security for all investors, and improve operations.

- The massive deregulation of November 1991 eliminated fixed broker commissions, removed stamp and transfer taxes, and reduced stock market fees on transactions. Capital gains taxes for domestic and foreign investors were equalized.
- Legislation enabling the issuance of corporate bonds, usually for three to five year terms, was passed in 1989.
- The application process for authorization to offer securities was streamlined.
- As of July 1992 all firms operating in the securities markets were required to satisfy minimum requirements.
- A maximum daily variation in the price of any share of 15 percent was established for all of the authorized markets.
- To facilitate the interpretation of the balance sheets of Argentine companies, reporting formats have been simplified and the criteria applied have been changed in accordance with international standards.
- Regulations were established to permit companies authorized to make public offerings to access international capital markets through the use of American Depositary Receipts.
- The country's first commodities market to offer futures and options contracts was opened in 1991. A grain futures market trading in wheat opened in May 1992 and expanded to corn, soybeans, and sunflower seeds in July of the same year.

- A momentous development affecting the capital markets will be the introduction of a new pension fund system. The new system will channel employee contributions (estimated at US\$ 3 billion annually) to specialized pension funds that will invest in a wide array of private and public assets.

PRIVATIZATION

Since 1990 nearly every business unit controlled by the government has been transferred to the private sector through sales of ownership or service concessions. Among the companies or business units privatized are telephone services; electricity generation; transmission and distribution; natural gas transport and distribution; all aspects of petroleum production and sales; railroads; highways; ports and port services; steel mills; petrochemical companies; and radio and television stations. The results of the program include:

- Improved provision of essential services and economic infrastructure, eliminating obstacles to the development of business operations. The resulting expectations of better services in the context of a steadily improving economy encourages investment in all sectors of the economy.

By the end of July 1993, the privatization program has brought in US\$ 8.3 billion in cash and permitted the government to retire approximately US\$ 13 billion in debt paper.

- The investment outlays of the companies will result in a sharp increase in demand for goods and services provided by suppliers who, in turn, will need to increase their investment outlays.
- The program has assisted the government in reducing expenditures and improving public accounts. Instead of draining public revenues to cover losses, the newly privatized companies are paying taxes.
- Both the newly privatized companies and the individual members of the operating consortia have been active in the international capital market with new issues or plans to issue Global and American Depositary Receipts (GDRs and ADRs) as well as debt securities in the Euromarket.

Privatization, in the broad sense of the term, will continue after the remaining public enterprises have been turned over to the private sector. Licenses have been offered for services such as cellular telephones and for projects such as the construction of pipelines and bridges will appear in the future. Parallel privatization programs in the provinces will also continue in the future.

Among the shareholders of privatized Argentine companies' controlling consortium, by country of origin, Canada is situated in an important sixth place, after the United States, Spain, Italy, Chile and France, according to recent studies as of December 31, 1993.

The Canadian participation is now 3.23 percent of the general total, with an amount of US\$ 287 million.

This ranking excludes, among others, the later initial public offerings of 30 percent of the shares of Telecom; Telefonica; Central Puerto and Central Costanera; and the 45.3 percent share of YPF.

TRADE LIBERALIZATION

Firm and rapid strides have been made to open the economy:

- The important tariff structure was simplified and the level of tariffs was sharply reduced.
- In strict accordance with the rules of the general Agreement on Tariffs and Trade, internal taxes are being rebated to exporters in direct proportion to their impact on value added.
- Import tariffs, also reflecting value added, now run from zero to 20 percent (finished consumer goods). Capital goods imports are not subject to any import duties.
- Export taxes have been eliminated.
- Non-tariff barriers to imports and exports have been removed.
- All restrictions and discriminatory procedures that slowed the entry of capital and technology from abroad have disappeared.

To show the significant unilateral reduction of external trade barriers implemented by the Argentine government, it is enough to say that the average import duty in the period 1988 - 1989 was approximately 40 percent.

FOREIGN TRADE

As a direct result of the economic recovery program carried out by the government of Argentina, and its politics of open markets in foreign trade, a significant growth in Argentine global imports has been observed during the past three years. The enclosed tables reveal the sharp jump in import values, which went from US\$ 4.077 million in 1990 to US\$ 16.786 in 1993.

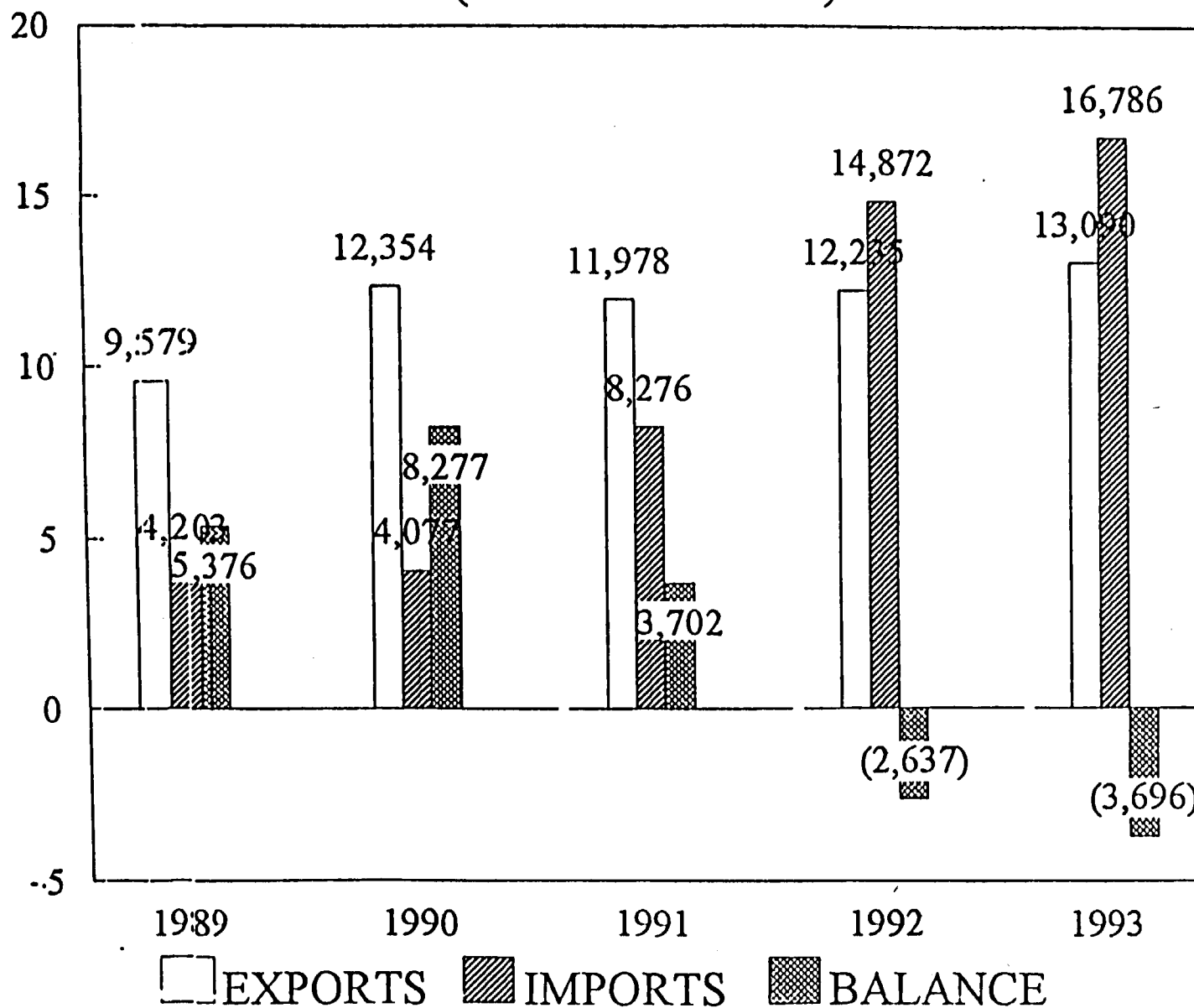
The capital goods market was the most dynamic of import sectors, motivated by Argentina's necessity to restore its industry, and its potential for expansion. During 1993, the capital goods' share of imports represented 24.5 percent of the total, while intermediate goods were at a level similar to those observed in 1992, with 30.2 percent.

With reference to exports, the most dynamic element in 1993, compared to 1992, was the industrial goods sector, with a growth of 29.8 percent, expanding its share of the general total to 28 percent. Agri-Food Products continue to be Argentina's prevailing export sector, with 37.6 percent.

The principal destinations of Argentina's exports in 1993 were Brazil, the United States and Holland, in that order, while in the case of the origin of Argentine imports, the United States ranked first, followed by Brazil and Germany.

ARGENTINE TRADE 1989-1993

(In millions of U\$S)



ARGENTINE EXPORTS BY MERCHANDISE

1992 - 1993

EXPORTS	1992	1993	VARIATION 93/92
	(Millions of US\$)	(Millions of US\$)	%
Primary Goods	3.500,2	3.271,9	-6,5
Cereals	1.547,7	1.453,3	-6,1
Oilseeds and nuts	790,1	696,5	-11,8
Unprocessed fish and seafood	321,4	435,0	35,3
Fresh fruits	286,1	209,8	-26,7
Unprocessed vegetables and legumes	168,2	185,3	10,2
Other	386,7	292,0	-
Agri-food products	4.829,4	4.928,8	2,1
Residues	1.459,3	1.456,0	-0,2
Edible oils and fats	1.109,1	1.078,5	-2,8
Meat	767,2	747,9	-2,5
Leather and furs	475,1	617,8	30,0
Fish and seafood	236,6	271,4	14,7
Other	782,1	757,2	-
Industrial Manufactures	2.823,4	3.665,5	29,8
Basic metals	643,6	696,8	8,3
Transportation material	404,8	718,2	77,4
Machinery and equipment, electric material	518,4	752,7	45,2
Chemical products	533,4	558,5	4,7
Textiles	121,6	164,6	35,4
Other	601,6	774,7	-
Fuel and energy	1.081,9	1.224,1	13,1
Mineral fuel derivatives	1.081,9	1.224,1	13,1
TOTAL	12.234,9	13.090,3	7,0

SOURCE: I.N.D.E.C.

ARGENTINE IMPORTS BY ECONOMIC USE

1992 - 1993

I M P O R T S	1992	1993	VARIATION 93/92
	(Millions of U\$S)	(Millions of U\$S)	%
Capital Goods	3.095,2	4.115,4	33,0
Intermediate Goods	4.742,1	5.065,7	6,8
Fuels	415,8	386,3	-7,1
Parts and Accesories for Capital Goods	2.591,2	2.808,6	8,4
Consumer Goods	3.204,7	3.526,7	10,0
Passenger Motor Vehicles	792,9	849,3	7,1
Other	29,9	34,0	13,9
TOTAL	14.871,8	16.786,0	12,9

SOURCE: I.N.D.E.C.

ARGENTINE TRADE BY PRINCIPAL TRADING AREAS

	E X P O R T S			I M P O R T S		
	1992	1993	VARIATION	1992	1993	VARIATION
	(Millions of U\$S)		<u>93/92</u> %	(Millions of U\$S)		<u>93/92</u> %
TOTAL	12.234,9	13.090,4	7,0	14.871,8	16.786,0	12,9
L.A.I.A.	3.917,6	5.262,4	34,3	4.981,3	5.434,2	9,1
- Brasil	1.671,3	2.790,5	67,0	3.338,8	3.569,9	6,9
U.S.A.	1.349,4	1.273,4	-5,6	3.226,3	3.858,6	19,6
E.E.C.	3.729,8	3.650,2	-2,1	3.633,0	4.140,8	14,0
JAPAN	375,0	466,8	24,5	697,2	668,5	-4,1

SOURCE: I.N.D.E.C.

MERCOSUR

The Presidents of Argentina, Brazil, Paraguay and Uruguay signed on March 26, 1991, a treaty to set up a common market.

The Southern Common Market (Mercosur) offers to investors additional opportunities in the form of a four-country common market with a total population of 200 million and a global GDP close to one trillion U.S. dollars. Its territory of nearly 12 million square kilometres combines a wide variety of topographies, climates, and resources which sum up to significant opportunities for the complementation of production.

The liberalization of trade among the member countries is being implemented through a progressive reduction of import duties and restrictions until they have been completely eliminated by the end of 1994. This has already led to a sharp increase in regional trade as well as joint ventures, mergers, and acquisitions among firms operating in the member countries.

INVESTMENT OPPORTUNITIES

The Argentine economy faces the great tasks of diversifying production in an environment of equal incentives for all sectors and to increase the degree of industrial specialization in order to become integrated in the world economy.

The country has significant comparative advantages due to its special endowment of natural resources including fertile land, petroleum and natural gas, minerals, water resources, forests, fisheries, a variety of regional climates, tourist attractions and, of course, human resources.

The Argentine Constitution grants foreigners the same rights to work, conduct business, buy, own and sell property as it does to Argentine nationals; property is inviolable and no inhabitant of the nation may be deprived of it except by virtue of a judicial decision founded in an existing law.

It is possible to underline the following points related to the treatment given in Argentina to the foreign investments:

- Foreign investments are welcome and virtually unrestricted.
- No approvals or formalities of any kind are required to materialize foreign investments - no red tape.
- Foreign investors are entitled, without approvals or formalities, to repatriate capital and remit profits at any time - no waiting periods.
- Unrestricted access to foreign exchange markets - no approvals or formalities for making transfers abroad.
- No discrimination against foreign investors: foreign and domestic companies are treated equally under the law, including access to domestic or foreign currency financing in the local market and full eligibility for economic development incentive programs.
- The MERCOSUR Agreement will encourage regional expansion of the markets and investments.
- Argentina and Canada have signed a bilateral Agreement regarding the Protection of mutual investments, as well as another in order to avoid double taxation.

INVESTMENT PROMOTION CENTER PROJECTS

The Investment Promotion Center, located within the Undersecretariat for Investment in the Ministry of Economy and Public Works and Services, operates with the support and assistance of the United Nations Industrial Development Organization. Its functions include the identification of investment projects needing external assistance, assists in project formulation, performs financial evaluations, prepares feasibility studies, assists in the search and management of financial resources, provides information on opportunities for joint ventures, promotes projects in the advanced countries, assists businesses planning foreign business trips, and organizes promotional seminars and contacts between local and foreign businesses. The Center also assists foreign businesses in the search for potential Argentine business partners. Its services are free-of-charge and confidential.

ARGENTINA MAILING ADDRESS:

SUBSECRETARIA DE INVERSIONES,
MINISTERIO DE ECONOMIA Y
OBRAS Y SERVICIOS PUBLICOS
(Ministry of Economy and Public Works & Services,
Undersecretariat for Investment)

Hipólito Yrigoyen 250,
1310 Buenos Aires
Argentina
TEL: (54-1) 349-8513 / 349-8516
FAX: (54-1) 349-8522

INTERNATIONAL MAILING ADDRESS:

Miami Business Center,
3896 Biscayne Blvd., Suite 4046,
Miami, Florida 33137-9012,
U.S.A.

Following are some examples of active projects in the areas of
mining and agri-food industries:

PROJECT	(*) TOTAL INVESTMENT	PROVINCE	DESCRIPTION
MINING			
AGUA BLANCA Y MONDACA	1.800.000	SAN LUIS	FEASIBILITY STUDY FOR THE EXPLOITATION OF GOLD, SILVER AND COPPER.
LAS AGUILAS	10.800.000	SAN LUIS	A MASSIVE DISSEMINATED FIELD OF NICKEL, COPPER AND COBALT. WATER SUPPLY IS PERMANENT AND IT IS AN OPEN PIT EXPLOITATION PLUS TUNNELS.
ALTO DE LA BLENDA	10.508.000	CATAMARCA	MINERALS FOUND INCLUDE GOLD, SILVER MANGANESE, COPPER, MOLYBDENUM AND OTHERS. PRODUCTION IS PROJECTED AT 135,000 TONS PER YEAR.
LA CAROLINA	3.000.000	SAN LUIS	TO DETERMINE THE EXTENT OF GOLD DEPOSITS. THE AREA IS ABOUT 1,100 HAS. AND HAS A PERMANENT WATER SUPPLY. EXPLOITATION IS OPEN SKY.
FILO COLORADO	(+)	CATAMARCA	A FIELD COMPOSED OF COPPER, MOLYBDENUM AND GOLD.
MINA HELVECIA	1.000.000	LA RIOJA	MINERALS THAT CAN BE FOUND INCLUDE LEAD, SILVER AND ZINC.
HUEMULES	5.000.000	JUJUY	THE FIELD IS BETAFORMABLE POLYMETALIC, WITH A SIGNIFICANT PRESENCE OF PRECIOUS METALS, SUCH AS GOLD AND SILVER.
MARIA MARTA	(+)	SAN JUAN	DETERMINATION OF EXISTING RESERVES OF LEAD, SILVER, ZINC AND GOLD.
RODEO DE LOS MOLLES	5.995.000	SAN LUIS	EXPLOITATION OF MINERALS, AND THE PRODUCTION OF COMPOUNDS OF RARE EARTHS (LANTHANIDES AND YTTRIUM).
PARAMILLOS DE USPALLATA	2.000.000	MENDOZA	EXPLOITATION OF GOLD COPPER AND SILVER.
RIO DIAMANTE	3.000.000	MENDOZA	UNDERGROUND EXPLOITATION OF MULTIVEIN STRUCTURE OF LEAD, SILVER, ZINC, GOLD, ARSENIC AND COPPER.
SANTA ELENA	5.000.000	SAN JUAN	THE MINE IS A POLYMETALIC SULFIDE FIELD, MAINLY OF LEAD AND ZINC, WITH COMPONENTS OF SILVER AND GOLD.
TUNGBROM	21.500.000	NEUQUEN	CONSTRUCTION OF AN INDUSTRIAL PLANT TO REDUCE CALCINATED DOLOMITE, USING AS A REDUCING AGENT, IRON SILICON AT 75 % LAW.
BENTONITA	1.500.000	RIO NEGRO	THE PROJECT IS LOCATED IN THE PROVINCE OF RIO NEGRO.
PUMAHUASSI	5.000.000	JUJUY	CAPACITY OF 300,000 TONS OF ZINC, LEAD AND SILVER.
CERRO COLLA	3.000.000	JUJUY	EXPLOITATION AND FEASIBILITY STUDY OF METALS (LEAD, ZINC, SILVER AND MANGANESE)
CERRO SALLE	5.000.000	JUJUY	EXPLOITATION AND FEASIBILITY STUDY OF SILVER AND GOLD DEPOSITS. ESTIMATED VOLUME OF ABOUT 5 TO
TOTAL MINING	84.103.000		

(*) In US dollars (+) Capital structure to be determined through negotiations.

PROJECT	(*) TOTAL INVESTMENT	PROVINCE	DESCRIPTION
FOOD PROCESSING			
AGUAS MINERALES	2.035.000	ENTRE RIOS	DRAWING AND BOTTLING NATURAL MINERAL WATER.
ALIDE S.A.	2.495.000	RIO NEGRO	VEGETABLE DEHYDRATION PLANT. THE REQUIREMENTS INCLUDE TECHNICAL ASSISTANCE, MARKET ACCESS, WORKING CAPITAL, AND COOPERATION BASED ON DIFFERENTIALTION STRATEGY.
CUARTA GAMA	1.000.000	BUENOS AIRES	OPERATION OF A PLANT TO PROCESS VEGETABLES.
APICOLA NOROESTE	1.936.000	ENTRE RIOS	COLLECTION, PACKING AND PASTEURIZATION OF ARGENTINE AND URUGUAY HONEY. THE REQUIREMENTS OF THIS PROJECT INCLUDE CAPITAL, MACHINERY, AND MARKET ACCESS.
CAPRI S.A.	2.950.000	RIO NEGRO	PLANT TO SELECT, CLASSIFY AND PACK FRESH FRUIT TO EXPORT. THE REQUIREMENTS INCLUDE CAPITAL, MACHINERY AND EQUIPMENT, MARKET ACCESS AND FINANCING.
LOS PERALES Y NOGALES	3.940.000	MENDOZA	PRODUCTION AND MARKETING OF FRESH PEARS AND CHERRIES; ALSO THE PRODUCTION, CUTTING AND PACKING OF NUTS AND ALMONDS. REQUIREMENTS INCLUDE MARKET ACCESS, MANAGEMENT, TECHNOLOGY FOR PROCESSING.
PIPERBO	3.635.000	MENDOZA	PRODUCTION AND MARKETING OF MUSTS FROM GRAPES; NATURAL JUICES; AND CONCENTRATES FROM APPLES, PEARS AND MIXED FRUITS. THE PROJECT REQUIREMENTS INCLUDE CAPITAL, FINANCING AND MARKET ACCESS.
COTAR	3.444.000	SANTA FE	PRODUCTION OF CHEESE, POWDERED MILK, BUTTER AND DERIVATIVES FOR EXPORT. THE REQUIREMENTS AND FINANCING, MANAGEMENT, MACHINERY AND EQUIPMENT, AND MARKET ACCESS.
ACEITE DE PALTA	1.700.000	TUCUMAN	PRODUCTION OF AVOCADO OIL, PEARS, REFINED AND NOT REFINED FOR USE IN COSMETICS AND PHARMACEUTICALS. IT REQUIRES EQUIPMENT AND MACHINERY, AND MARKET ACCESS.
VALLES CALCHAQUIES	822.000	TUCUMAN	PRODUCTION, PACKING AND MARKETING OF GARLIC (RED, WHITE AND SEED). THE PROJECT REQUIREMENTS ARE CAPITAL, FINANCING AND MARKET ACCESS.
OLCA	14.980.000	CORDOBA	EXPANSION OF A VEGETABLE OIL FACTORY.
TOTAL FOOD PROCESSING	38.937.000		

(*) In US dollars (+) Capital structure to be determined through negotiations.

REPUBLIC OF ARGENTINA AND CANADA RELATIONS

Bilateral relations are excellent and have been enriched by Argentina's new attitude of cooperation with the industrialised world. Since 1990, the scope of bilateral relations has been steadily growing. A Foreign Investment Protection Agreement (FIPA) entered into force April 29, 1993. This agreement aims at promoting and protecting Canadian and Argentine investments. Air Services and Double Taxation Agreements have been signed (see LIST OF BILATERAL AGREEMENTS). Canada is also very active in the cultural scene, supporting a network of six Canadian studies centres, and a scholarship/academic exchange program. This diversified relationship serves as the basis for further expansion of our trade relations. Although the economic-trade relation between the Republic of Argentina and Canada finds itself at a modest level, it has a significant potential for further development.

Our bilateral relationship has been reinforced by several high-level visits. In 1991, the Argentine Foreign Minister, Guido Di Tella, visited Canada. Two years later, there was a succession of important visits: in January, the Argentine Economy Minister, Domingo Cavallo, visited Canada; the April visit to Argentina of a Canadian trade delegation headed by the former Minister for International Trade, Michael Wilson; and two September visits to Argentina by the Deputy Minister for International Trade, Allen Kilpatrick and the Québec Minister for International Affairs, John Ciaccia. 1994 started in the same vein with a bilateral meeting between the Canadian Minister for International Trade, Roy MacLaren, and the Argentine Economy Minister, Dr. Cavallo, last January at the Davos Symposium.

TRADE RELATIONS

In comparison to their respective major trading partners, bilateral trade between Argentina and Canada is modest. Two-way trade between Canada and Argentina was \$251 million in 1993.

Throughout the 1980's, Canadian exports to Argentina maintained a trend of deceleration in growth, then began a process of recovery in 1990, with significant increases during the last two years. In 1993, our two-way trade increased by 18% over 1992, largely due to a substantial growth in Canadian exports.

At the same time, Argentine exports to Canada revealed a different behaviour: growth during the 1980's, reaching its peak in 1990, followed by a slight drop or stagnation from there on.

ARGENTINE EXPORTS TO CANADA

Argentine exports to Canada totalled \$115.7 million in 1993, a 3% increase from 1992, but it was still below the 1991 total of \$130 million. Approximately 40% are in the form of agri-food products: fruits, nuts, prepared meats, juices, cheeses and a further 26% are leather. Auto parts, engines and machinery are some of the other products that Argentina exports to Canada. Potential for expansion of Argentine exports does exist in a wide range of products. Argentine exports of industrial goods are expanding worldwide as a result of the restructuring of the local industry and the application of new technologies. Thus, Canadians should look more carefully when targeting markets at the large variety of products offered by Argentina (see REPUBLIC OF ARGENTINA - FOREIGN TRADE - ARGENTINE EXPORTS BY MERCHANDISE).

CANADIAN EXPORTS TO ARGENTINA

Canadian exports to Argentina in 1993 reached \$135.3 million, a 34% increase above those for 1992, over twice the value for 1991 and three times the 1990 level. Much of the increase has been fuelled by a consumer boom brought by the economic program which introduced convertibility in the currency, sharp reductions in the rate of inflation, and reductions in import tariffs. Canadian products accounted for about 0.5% of Argentine imports in 1993, the key exporters to Argentina were: the United States (25%), Brazil (23%), Germany (6%), Italy (5.8%) and Chile (4%).

What does Canada export to Argentina? Name it. An extensive range of products and equipment from newsprint and sulphur, to shampoo and furniture (a reflection of the boom in sales of consumer products), polyvinyl, sausage casings, high tension yarn, parts and accessories of automatic data processing machines, injection moulding machines, machines and mechanical appliances, telecommunications and transmission equipment for radio and TV broadcasting, instruments for physical and chemical analysis.

The Argentine economic plan initiated in 1991 included a massive sell-off of state owned companies, the opening of the economy through lower tariffs, new laws on foreign investments, etc. Canadian firms have been, and continue to be involved in the privatization process. By

opening up its economy, Argentina faces more foreign competition. Therefore, Argentina's industry needs to make large investments in plant, equipment and technology to upgrade and modernize to meet competitive threats. It is hoped that not only the newly privatized firms will invest heavily in modernization but also those companies that have been heavily protected in the past like automobile manufacturing and heavy industries. For Canada, this need to modernize provides significant opportunities especially in the following sectors: oil and gas, power generation, distribution and transmission, telecommunications and informatics, transportation, food processing, packaging and plastics processing. There are also emerging areas which should provide opportunities in the medium term in housing systems, environment, financial services, health and education sectors. These are all industries in which Canadian companies have developed substantial expertise and have much to offer in the way of technology, equipment and services.

The mandate of the Canadian Department of Foreign Affairs and International Trade includes the support to the business community in expanding its export activities of Canadian goods and services to the world. It is with this in mind that the Canadian Embassy in Argentina has selected the following sectors as priority areas for promotion activities for 1994-1995:

Telecommunications and Informatics

Canada is world-known for its high quality expertise in these two key sectors, but telecommunications and informatics are evolving so fast that we can never sit on our "renommée", especially considering the tough competition we have to face worldwide. Argentina is no exception. Opportunities exist with the two major PTTs companies embarking on a US \$10 billion investment program over the next five years. Companies from the U.S.A., France, Germany, Italy, Japan and Sweden are all aggressively pursuing these opportunities. There are also opportunities created by the modernization of the newly privatized firms and emerging firms. Good market prospects are: Networking, Satellite, Data Communications, Software, Business Systems and Private Networks. The Export Development Corporation (EDC) strongly support this sector.

Environment

The environment issue is starting to be important for Argentina. Opportunities are emerging in Water Treatment, Air Quality Control and Hazardous Waste Management.

The International Financial Institutions (IFIs) are making financing available for projects. The U.S.A. and France are already active in this sector.

Oil and Gas

The recently privatized oil and gas industry proposes to invest some \$3 billion per year for expansion and upgrading. Canadian expertise in various advanced technologies assures sizeable share of business; three Canadian oil companies, and one gas transportation company are already established in the market. The main market prospects are in Advisory / Consulting / Operational Field Services, Gas Processing and Compressing Equipment and Oil Field Control Equipment. The major competing countries are the U.S.A., France and Brazil.

Construction

During 1994, contracts for provincial cadastral projects will be awarded in the provinces of Rio Negro (US \$9 million) and in the Entre Rios (US \$12 million). Funding from the International Financial Institutions is available. Urban planning service opportunities is relatively new in this country; although at this point the major players are local, good possibilities exist for Canadians, a Canadian company has already won an important project.

The Argentines are very interested in Canadian housing systems, mainly in Pre-engineered Structures which can be conveniently packed for export and have short erection time, Innovative Building Systems and Advanced Building Products. In the case of pre-fabricated housing, interested companies should be experienced exporters capable of supplying 300 to 500 units. The United States are our main competitors.

Transportation

The recent privatization of the railway system and of the Buenos Aires subway lines opens the market for supply of Advisory Services and Signalling/Communications Equipment such as urban transit fare collection systems, as well as afterwards for Track Renewal and Maintenance Equipment, and eventually for Rolling Stock.

In the automobile sector, the production of USA type trucks and the small but increasing imports of USA type cars has created an expanding market for the Original Equipment Market and Aftermarkets Autoparts.

Brazil, Japan and the United States are our main competitors in the transportation sector.

Agriculture and Agri-food

Canada has had substantial success in introducing Canadian genetics in the dairy industry, 60% of Argentine dairy herds are of Canadian genetics, and is now entering the field of beef genetics which provides significant opportunities for long term development. Argentina has adopted Canadian classification standards for Holstein cattle and has obtained much of its poultry breeding stock from Canada. There is a strong American presence.

Argentina has introduced seed to cover some 200,000 hectares in the 1992/93 season for the production of canola oil. The slow expansion of canola production presents possibilities for increased sales of Canadian Crushing and Refining Machinery. The local industry as well as Brazil and Germany are active in this market.

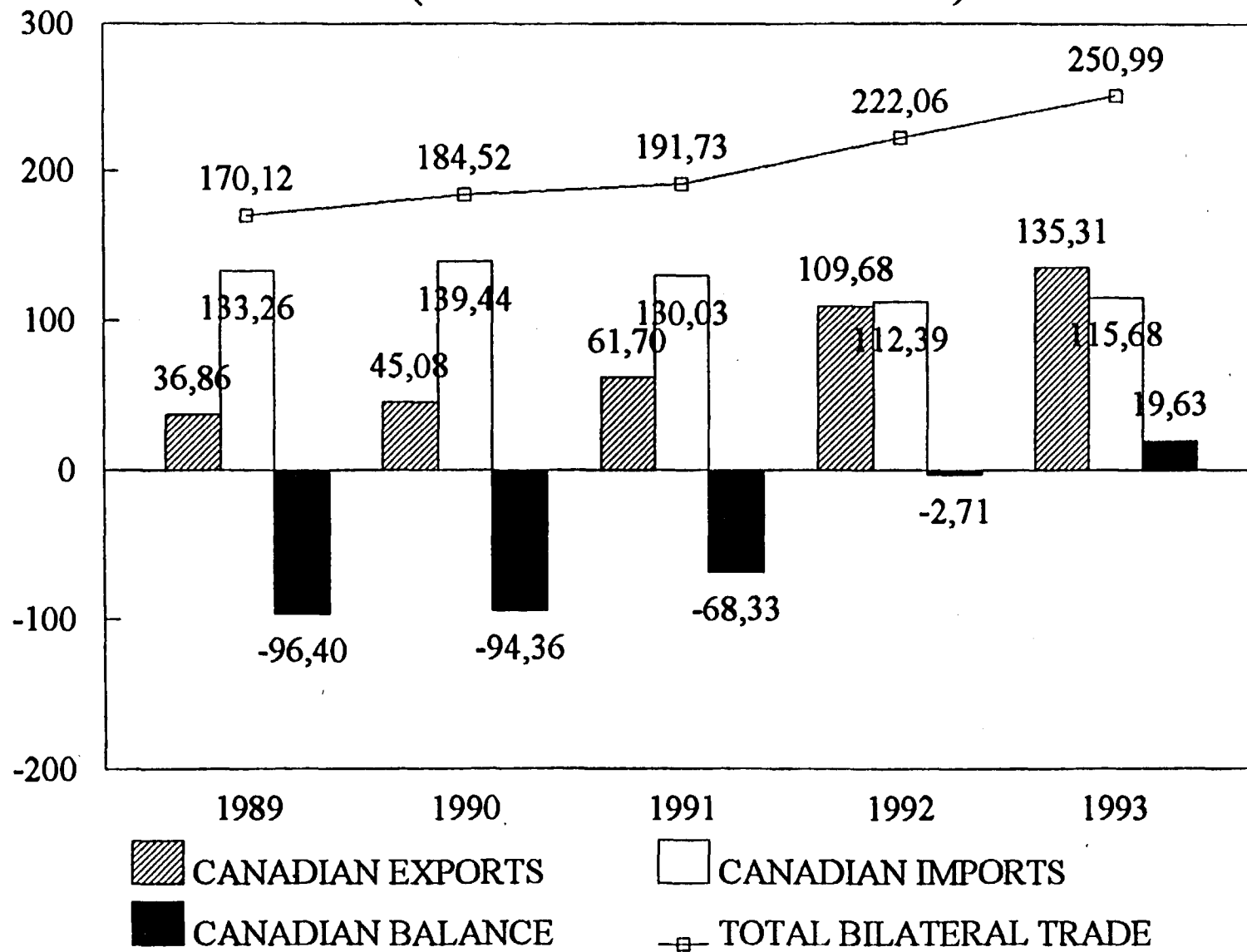
With the restructuring of the processing industry, opportunities are emerging for sales of New Technology and Equipment, mainly related to the vegetable and fruit industry. The United States, Italy and Germany has more than 50% of the market.

Mining

The mining sector is opening up in Argentina. The recently issued Federal legislation establishes a more attractive and reliable environment for mining development. Some say that Argentina's mining potential could be comparable to Chile's where Canadian companies have major investments of \$3 billion. Good market prospects exist for Geological Surveys, Engineering Consulting Services, and later on for Prospecting and Exploration Services and Equipment, Placer Gold Production Equipment and Open Pit Mining Equipment. Our main competitors come from Brazil, the U.S.A. and Sweden.

CANADIAN ARGENTINE TRADE 1989-1993

(Millions of Canadian Dollars)



CANADA-ARGENTINA EXPORT/IMPORT STATISTICS

January to December, 1993 (\$,000 Cdn)

EXPORTS TO ARGENTINA	1992	1993
8400 Machinery, mechanical appliances, engines...	20,753	26,762
4800 Paper & paperboard	12,983	22,870
8500 Electrical machinery	10,942	16,091
3900 Plastics & articles	10,650	14,539
7100 Precious stones & metals	183	8,234
2800 Inorgn chemicals	3,297	6,842
2700 Mineral fuels & oils	1,295	5,656
9400 Furniture	40	3,792
2500 Sulphur & salt	6,944	3,249
8900 Boats	362	3,193
Sub-Total	67,449	111,228
Others: Optical equip, Pharmaceutical prod...	42,226	24,083
TOTAL EXPORTS	109,675	135,311

IMPORTS FROM ARGENTINA	1992	1993
4100 Leather & skins	28,380	30,501
0800 Edible fruit & nuts	17,869	17,544
1200 Oils seed	6,670	14,394
1600 Prep. of meat & fish	6,338	11,312
2000 Prep. of vegetable, fruit & nuts	21,841	9,451
9900 Special Transaction - Trade	6,337	5,288
8400 Machinery, mechanical appliances, engines...	6,366	4,012
8700 Vehicles & parts	2,050	3,493
7100 Precious stones & metals	473	2,735
5200 Cotton	1,289	2,056
Sub-Total	97,613	100,786
Others: Dairy prod., Tools, Articles of stone	14,776	14,892
TOTAL IMPORTS	112,389	115,678

Source: Statistics Canada, Merchandise Trade Statistics

Proposed Fairs and Missions 1994-95 Program Argentina

The Department of Foreign Affairs and International Trade (DFAIT) fairs and missions are mounted directly in response to industry demand. The list below is therefore provisional and subject to confirmation. Should DFAIT not be participating with a national stand, companies are encouraged to participate individually. Specific details can be obtained by contacting Latin America Trade Division, DFAIT, Facsimile: (613) 943-8806.

Mission & Description	Date
1 PACKAGING/LABELLING EQUIPMENT MISSION - held before Expopak in Mexico.	May '94
2 MINING MISSION - follows Expomin in Santiago, Chile.	May '94
3 PETROLEUM EQUIPMENT BUYERS MISSION - incoming mission to attend National Petroleum Show in Calgary, Alberta.	June '94
4 TECNI FIDTA '94 (Info Booth) - an agri-food show that will be attended by 10 companies	Oct. '94
5 OIL & GAS MISSION - follows Rio Oil & Gas Show, 15 companies will take part	Oct. '94
6 ENVIRONMENTAL FAIR & CONGRESS (Buenos Aires: Info Booth) - a mission will also be included.	Nov. '94
7 TELECOMMUNICATIONS MISSION - incoming mission to Canada	Feb. '95

CANADIAN INVESTMENTS IN ARGENTINA

Since 1989, there is a growing interest towards the Argentine investment market by foreign companies including Canadian ones. The process of Argentina's economic revitalization, its growing deregulation, the implementation of a privatization program and an opening up of trade barriers, the agreements signed between the countries and the possibility for growth in other sectors where Canada's leadership is world class (i.e., energy, mining and communications), without a doubt have contributed in sparking interest by Canadian investors.

Canada's foreign direct investment in Argentina is small. In 1992, it represented less than 8% of total investment in Central and South America with US \$175 million, but is now growing with Canadians playing a larger role. Canadian participation in the privatization program is 3.22% as of January 31, 1994, with a concentration in the energy and telecommunications sectors.

In the first part of this document, the section entitled INVESTMENT OPPORTUNITIES provides a good overview of the foreign investment rules in Argentina. In addition, as previously mentioned, a Foreign Investment Protection Agreement (FIPA) is effective between the two countries. Argentine laws and the predisposition in favour of greater cooperation with Canadian companies, allow the vision of a growing joint operation.

THE EXPORT DEVELOPMENT CORPORATION (EDC)

EDC has been helping Canadian business people compete globally for 50 years. EDC facilitates trade and investment outside Canada by providing risk management services, including export financing, credit insurance, guarantees and foreign investment insurance to Canadian companies and their global customers. EDC is committed to the highest standards of service, quality and professionalism.

EDC has been very active in Argentina in the 1970's, and its overall exposure with this country is estimated at approximately \$600 million. In view of the economic difficulties encountered by Argentina in the 1980's, EDC had to reschedule a significant portion of the debt owed by Argentina and cover was suspended under our medium and long-term financing programme in 1987.

With the success of President Menem and Minister Cavallo's economic programme, EDC is now on cover again and

our business volume is increasing rapidly. While in 1992, EDC's total business volume stood at \$18 million, it reached \$174 million in 1993 and is expected to increase its activity level in 1994. Exporters supported under EDC's various programmes ranged from small to large companies. You will find hereunder EDC's position with respect to both the insurance and financing programmes.

Foreign Investment Insurance (FII)

Argentina is now one of EDC's most important markets for FII. Under this insurance programme, EDC can cover the following risks: transferability of funds, expropriation, as well as war, revolution and insurrection. In 1992 and 1993, EDC's total insurance coverage stood at \$13.0 million and \$165.0 million respectively and was primarily in respect of investments in the oil and gas sector. It is expected that investors' interest will continue in the oil and gas sector. However, EDC hopes our business will grow in other sectors such as the mining sector, where the Republic of Argentina is making this industry sector more attractive to international investors.

Short Term Insurance

EDC can also protect Canadian suppliers against non-payment of foreign receivables with a term of up to 360 days and less. EDC is on-cover for both the public and private sectors (open for ILC and case-by-case for open account). In 1992 and 1993, EDC's business volume was respectively \$5.3 million and \$8.0 million. To date, 1994 looks promising; as at February 28, 1994, EDC had already provided insurance coverage for \$2.8 million of Canadian exports. Over the last three years, EDC has supported a wide range of goods including: paper, rubber, sulphur, telecommunications equipment, medical/pharmaceutical products, etc.

Medium Term Insurance and Financing

Presently, EDC is only open for private sector risk under these two programmes. However, with the significant improvement of the financial situation of the Republic of Argentina, EDC is currently reviewing whether or not it should resume cover for the public sector risk as well. It should be noted that in view of the significant exposure EDC already has in Argentina, if EDC were to support new public sector projects, it would be on a modest basis.

Under the Medium Term Insurance Programmes, EDC can protect a Canadian supplier of services, capital goods or projects against non-payment of foreign receivables by a private sector buyer with a term up to five years or less.

EDC also provides bid and performance bond related insurance and guarantees which provide security against wrongful or rightful calls. Under these programmes, EDC provided coverage for only \$0.6 million in 1992, none in 1993 and none to date in 1994. As more Canadian companies become active in Argentina, these programmes should be utilized.

With respect to EDC's financing programme, EDC financed three transactions in 1993 under its line of credit programme for a total of \$1.5 million (2 with Banco de Galicia and 1 through Banco Rio de la Plata). In 1993, EDC financed moulding equipment, graders and cattle.

In 1994, EDC expects to provide in excess of \$40.0 million in support of Canadian exports. EDC has already received four financing requests from Banco de Galicia totalling \$2.0 million and four financing requests from Telecom Argentina STET-France Telecom S.A. for approximately \$27.0 million. In addition to the telecommunications sector, EDC believes that the oil and gas sector presents opportunities for Canadian exporters and hopes to establish relationships with some of Argentina's oil and gas companies this year. Depending on the conclusion of EDC's review of the public sector, new opportunities may develop in this sector as well.

You will find hereunder information on EDC's Lines of Credit:

- Banco de Galicia: US \$10.0 million
Contact: Mr. Enrique Martin or Carlos Lopez
Phone: 54-1-394-7080
- Banco Rio de la Plata: US \$10.0 million
Contact: Mr. Ricardo Marcelo Sturla
Phone: 54-1-331-7751
- Telecom Argentina STET-France Telecom S.A.: US \$25.0 million
Contact: Mr. Marcos Ayerra, Pedro Insussarry
Phone: 54-1-968-3626

EDC is also in discussion with the Bank of Boston for the establishment of a new line of credit. The contact person is Mr. Pablo Perez Marexiano (54-1-343-8039).

CANADIAN DEVELOPMENT ASSISTANCE

Due to Argentina's relative prosperity, Canadian development assistance to that country has been limited. A total of \$23.264 million in Official Development Assistance (ODA) was given to Argentina between 1970/71 and 1992/93. The majority of these funds were disbursed through the Canadian International Development Agency (CIDA) Partnership Branch: Industrial Cooperation and Non-Governmental Divisions, and the International Development Research Centre (IDRC) with disbursements of approximately \$12 million for this period.

CIDA Partnership Branch

Non-Governmental Organizations (NGOs): From 1971/72 to 1992/93, NGO division funding of activities in Argentina totalled \$5.8 million. Among the main Canadian NGOs actively working in Argentina are Développement et Paix (popular educations/community development), Interchurch Fund for International Development (health/rural development), Camrose International Institute (agriculture), and the Salvation Army (vocational training).

CIDA's Industrial Cooperation (INC): program was established in 1978 to facilitate the long-term mutually beneficial commercial associations between the Canadian private sector and its counterpart in Argentina. Canadian businesses participate in the industrial development of countries through infrastructure projects.

To date, the INC program has committed \$9.335 towards 40 projects in Argentina. Historically, INC's involvement has been in forestry with an emphasis on pulp and paper, mining and metallurgy and more recently in energy, specifically oil and gas and the agricultural sector, with a focus on agro-industry. Argentina is an important country for the Americas Bureau, which has recently been attracting more interest amongst the Canadian private sector.

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**LIST OF BILATERAL AGREEMENTS BETWEEN
THE REPUBLIC OF ARGENTINA AND CANADA**

- * Treaty of Amity, Commerce and Navigation between the United Kingdom and the United Provinces of Rio de la Plata
Buenos Aires, February 2, 1825
Entered into force May 12, 1825

- * Treaty between the United Kingdom and Argentina for the Mutual Extradition of Fugitive Criminals
Buenos Aires, May 22, 1889
Entered into force February 9, 1894

- * Trade Agreement
Buenos Aires, October 2, 1941
NOTE: This agreement has never been ratified but it has been applied provisionally as from November 15, 1941

- * Exchange of Notes concerning the Avoidance of Double Taxation of Profits derived from Sea and Air Transportation
Buenos Aires, August 6, 1914
Entered into force August 6, 1949

- * Exchange of Notes constituting an Agreement that Canadian Supplied Equipment, Materials and Technology will not be used for Nuclear Explosions
Buenos Aires, September 10 and 12, 1974
Entered into force September 12, 1974

- * Agreement for Co-operation in the Development and Application of Atomic Energy for Peaceful Purposes
Buenos Aires, January 30, 1976
Entered into force January 30, 1976

- * Commercial Air Transport Agreement
Buenos Aires, May 8, 1979
Entered into force: Provisionally: May 8, 1979
Definitively: February 6, 1987

- * Agreement on Economic, Commercial and Industrial Co-operation
Ottawa, October 6, 1980
Entered into force: Provisionally: October 6, 1980
Definitively: November 12, 1984

- * Agreement on Tourism Cooperation between the Government of
Canada and the Government of the Argentine Republic
Buenos Aires, September 11, 1986
In force provisionally September 11, 1986

- * Agreement on Film Relations between the Government of Canada
and the Government of Argentine Republic (with Annex)
Montreal, September 22, 1988
Applied provisionally September 22, 1988
In force October 11, 1990

- * Agreement between the Government of Canada and the Government
of the Republic of Argentina for the Promotion and Protection
of Investments
Toronto, November 5, 1991
In force April 29, 1993

- * Convention between Canada and the Argentine Republic for the
Avoidance of Double Taxation and the Prevention of Fiscal
Evasion with respect to Taxes on Income and on Capital
Buenos Aires, April 29, 1993

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