

# Statement

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**NOTES FOR AN ADDRESS BY  
THE HONOURABLE RAYMOND CHAN,  
SECRETARY OF STATE (ASIA-PACIFIC),  
TO A SEMINAR ON DOING BUSINESS IN ASIA  
IN PARTNERSHIP WITH JAPAN**

**VANCOUVER, British Columbia  
December 8, 1995**



Government  
of Canada

Gouvernement  
du Canada

**Canada**

I am pleased to be here today and to see so many familiar faces. It is always nice to return from Ottawa each Thursday night when the House is sitting, but this weekend is particularly pleasant. The temperature is about 30 degrees warmer here and, most importantly, I can proudly tell my fellow British Columbians that my colleagues and I in the B.C. Liberal Caucus managed to secure a constitutional veto for B.C.!

It is also an honour to speak at a conference that includes distinguished representatives from the Japanese Ministry of Foreign Affairs, the Japan International Co-operation Agency, the Overseas Economic Co-operation Fund and from the major Japanese trading houses, all concerned with the common challenge we face in promoting international development. Two weeks ago I had the pleasure of accompanying Prime Minister Chrétien to Osaka, Japan for the successful Leader's Summit of the Asia-Pacific Economic Co-operation conference. Those of you in this room from Japan should be very proud of the manner in which your country hosted that important meeting. So to return the favour in a small way, I would like to, on behalf of the Government of Canada, say to each of our Japanese guests: Welcome to Canada. Welcome to Vancouver.

At the Summit in Osaka I also had the privilege of announcing that our beautiful city will host the 1997 APEC Summit. Not only will the Summit clearly generate significant economic benefits for the entire city, but it will also put Vancouver on the centre of the map as the gateway to the Asia-Pacific region and its fast-growing markets.

As you are all well aware, Canada and Japan are strong commercial partners: tens of thousands of jobs are derived from the business done between our nations; hundreds of companies on both sides are currently engaged in profitable enterprise, from selling building products and processed food to investing in automobile and resource-based industries.

Canada and Japan are not only good profit centres for each other, we have also become very good friends, and our friendship is increasing and expanding into new areas. For example, development assistance is a major element of the foreign policies of both Canada and Japan, and dialogue on ODA [Official Development Assistance] is now an important element of our bilateral relationship.

In Canada, we are well aware of the important role Japan is now playing in international development. Japan is the world's largest bilateral aid donor, and Canada recognizes that Japan has accepted a leadership role in this important area of international relations.

With regard to the involvement of business in international development, Canada most certainly wants to learn more about the policies and approaches Japan uses to engage the private sector, both Japanese and non-Japanese, in international development, in

its relationship with ODA agencies, and in its ODA management and delivery.

Conferences such as this one are valuable for both Canada and Japan. They allow professionals to identify areas of common interest and to explore ways of co-operating on real projects in third countries. For the expertise in our respective countries offers a unique opportunity for joint co-operation in many areas of development assistance. For example, the amount of assistance offered by the Government of Japan continues to increase while in Canada we have developed expertise in third country co-operation. At the same time, requests made by developing countries are much more diversified and complex. Under such circumstances, for the purpose of conducting development projects with greater effectiveness and efficiency, our two countries are committed to working together in co-operative activities in countries of mutual interest. We each bring different strengths to development - strengths that are complementary. Japan has been very open to drawing on the experience of other countries and taking the best of what is available and adapting, even improving, it.

By providing factual information to Canadian companies on Japan's ODA, we trust that this seminar will build awareness of the significant procurement opportunities available to Canadian exporters and to the Canadian private sector in general. Hopefully, this seminar will also provide a primer on how to access the procurement opportunities. In turn, we hope to encourage Canadian companies to participate more in Japan's aid projects.

By pooling resources and expertise, Canada and Japan can maximize the results of co-operation in countries such as Viet Nam, China, and Indonesia. We are here today to learn from the Japanese experience with the private sector, especially at the initial stage of project identification. In particular, I know you are anxious to understand the methods of operation of the Japanese ODA agencies, and to understand their programs and priorities. There is perhaps no other province in Canada where this is more important than here in British Columbia.

Indeed, just under half of all British Columbia exports are destined for Asia-Pacific markets. British Columbia ranks first among the provinces (per capita basis) for private sector services output. British Columbia suppliers are actively pursuing World Bank, Asian Development Bank as well as CIDA [Canadian International Development Agency] sponsored projects for power, rural communications, environmental remediation and human resource development. The possibility of working closer with Japan under ODA auspices on such opportunities is both timely and welcome. This seminar today gives us a practical opportunity to foster prosperity, in the Asia-Pacific region, through a mutually beneficial partnership.

In Canada we are very much aware of the tremendous growth of the Asian economies over the past decade, particularly here in Vancouver, which is our main gateway to Pacific markets. Many countries in Asia, both those that are developing and those that have attained the status of "Newly Industrialized Countries" have huge projects involving power generation, transportation, communications, the provision of adequate clean water, the disposal of sewage and industrial wastes, etc. These are areas of considerable Canadian expertise, but often Canadian companies have been frustrated in their efforts to do business in these sectors and in these regions. They are frustrated not for technical reasons, but for reasons related to project financing and unfamiliarity with business procedures. These procedures are often very different from those in Canada or the more familiar territory of the United States, or Europe, or even Japan itself.

And so, this series of seminars was arranged in order to help Canadian business unravel some of the complexities of doing business in Asia. We are encouraging Canadian business to work with those Japanese firms, particularly the general trading companies, that have expertise in Asia complementing their own.

In sum, the Japanese are unparalleled in their knowledge of Asia, their involvement in projects, and their access to commercial and government financing. The Japanese have a way of being the first in to new markets. Japanese firms are involved in the whole spectrum of business in a country, beginning with infrastructure projects and trade, then making investments in manufacturing and services, as a country develops and the needs and aspirations of its people become more sophisticated. These are some of the many reasons why we are inviting you to do business in Asia in partnership with Japan.

Thank you. Domo arigato gozaimashita.