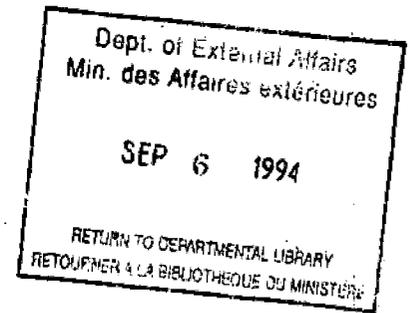


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Visit by Secretary of State  
(Asia-Pacific) Raymond Chan to  
Australia, New Zealand, Malaysia,  
Singapore, and the Philippines.  
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**Visit by Secretary of State (Asia-Pacific) Raymond Chan  
to Australia, New Zealand, Malaysia, Singapore,  
and the Philippines**

**August 1 to August 16, 1994**

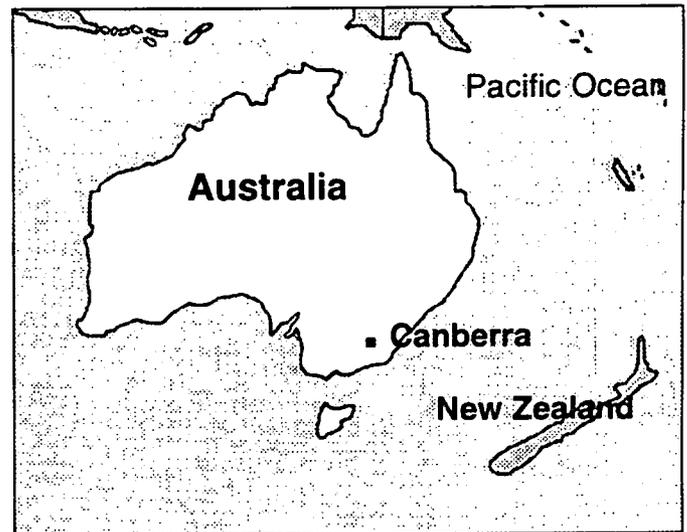
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## CANADA-AUSTRALIA RELATIONS

### Bilateral

- As parliamentary democracies within the Commonwealth, Australia and Canada share many common values and perspectives. Current domestic preoccupations include economic reform, aboriginal land claims, immigration and multiculturalism, and the environment.
- Canada and Australia work closely together in the United Nations (UN), the Commonwealth, in the Multilateral Trade Negotiations and in the Asia-Pacific Economic Co-operation (APEC).
- Canada's first overseas trade office was opened in Sydney in 1895.
- There is a well-entrenched tradition of both exchanges of officials and views and of mutual assistance in consular and immigration matters. The two governments also co-locate Australian and Canadian diplomatic missions in Barbados and Cambodia.



### Trade and Investment

- Australia is Canada's 14th largest market and is among its most important markets for manufactured goods. In fact, more than three quarters of Canada's exports are manufactured goods and end products, often exported by small- and medium-sized companies. After two consecutive years of major decline, Canada's exports rebounded slightly in 1992, and continued to increase in 1993, exceeding \$800 million.
- Australia is an important market for Canadian manufactured goods, notably high technology products, particularly in telecommunications and defence, in forest harvesting and sawmilling equipment, and in environmental goods and services.
- Mining is a mainstay of the Australian economy and Canadian replacement equipment is being sold in Australia. Equipment ranges from drill bits to hard rock crushing and processing equipment to associated mining services.
- Many Canadian companies have established a direct presence in the Australian market through investment, joint ventures, sales offices, or licencing arrangements. In 1992, Canadian direct investment into Australia was \$2.6 billion; Australian direct investment into Canada was \$749 million the same year.
- Canadian firms with local operations in Australia include all five of the chartered banks, Alcan (aluminum smelting and manufacturing), Moore Corp. (business forms), McCains (food processing), Northern Telecom, various mining companies with interests in local mines (Denison, Placer), and oil and gas companies that hold petroleum exploration permits in Australia (Home, Norcen, Westburne).

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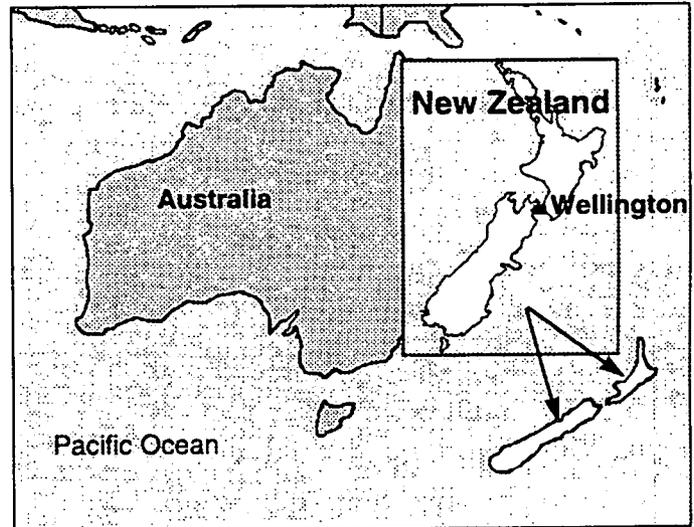




## CANADA-NEW ZEALAND RELATIONS

### Bilateral

- Canada's bilateral relationship with New Zealand is rooted in the shared inheritance of British parliamentary democracy and Commonwealth membership, as well as in a convergence of experience and interests.
- Consultations on political, economic and trade matters between senior officials as well as public service exchanges are regular and ongoing. As well, a limited program of defence cooperation is in place.
- Mutual support extends to the international arena: Canada worked closely with New Zealand in the preparation of a draft convention on the protection of United Nations (UN) personnel engaged in peacekeeping activities.



### Trade and Investment

- Canada and New Zealand generally enjoy excellent bilateral trading relations based on the *Trade and Economic Co-operation Agreement (TEC)*, signed in August 1981. TEC provides for the continued exchange of preferential tariffs and commits both countries to expanded and closer business relationships.
- Among the few disturbances in our otherwise excellent trade relations are New Zealand's concerns about limits on beef exports to Canada and Canada's concerns about exports of salmon to New Zealand.
- Canadian export performance in New Zealand has been steady and growing. In 1993, Canadian exports to New Zealand rose to \$117.5 million, up from \$104 million in 1992. Increased sales of fertilizers, wood and mechanical appliances made the biggest dollar impact, but sales of advanced, value-added exports such as electronic, industrial, precision and sporting equipment, and pharmaceuticals were all up by 30 per cent.
- New Zealand's exports to Canada have consistently outpaced Canada's sales there, driven in large measure by sizable dollar sales of bulk commodities. Valued at \$253.5 million in 1993, New Zealand's exports are steadily rising, up 25 per cent from 1992.

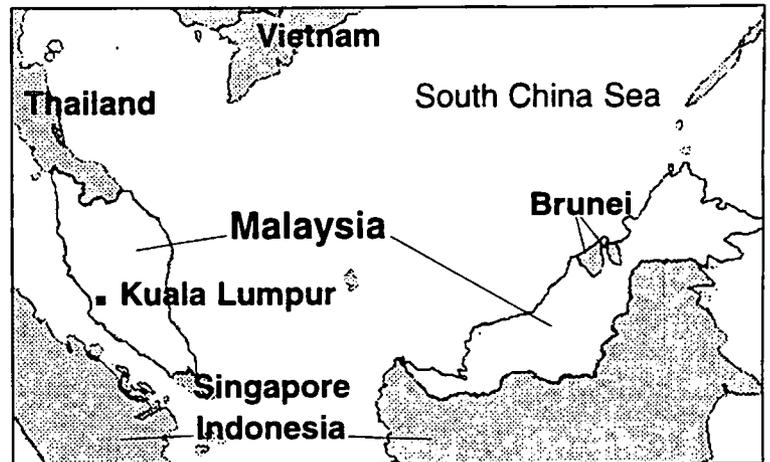
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## CANADA-MALAYSIA RELATIONS

### Bilateral

- Bilateral relations are warm and cordial. The principal features of these relations are Commonwealth links, Canada's strong interest and support for the Association of Southeast Asian Nations (ASEAN), for development assistance and education.
- The two countries share mutual interests in a number of international issues including trade negotiations, peacekeeping and the environment. Canada and Malaysia co-chair the Inter-Governmental Working Group on Global Forests, which will meet in Canada in October 1994. The first meeting was held in Kuala Lumpur in April 1994.
- The Commonwealth Games, which, are being held this August in Victoria, British Columbia, will take place next in Kuala Lumpur in 1998.



### Trade and investment

- Trade between the two countries has tripled since 1987, reaching \$1.07 billion in 1993. Canadian exports were worth \$205.7 million and imports stood at \$870.4 million.
- Canada's most important exports are fertilizers, paper and paperboard, cereal crops, boilers and organic chemicals. There is a great potential to sell more manufactured and value-added commodities such as transportation equipment, processed food and high technology equipment.
- Exports of services, which are already considerable at an estimated \$50 million annually — mostly in engineering consulting, offer even greater potential given Malaysia's infrastructure requirements.
- Canada's imports from Malaysia are mostly manufactured products such as electrical machinery, rubber articles, boilers and clothing.
- In 1992, Canadian investment in Malaysia totalled to \$91 million and Malaysian investment in Canada was \$44 million.

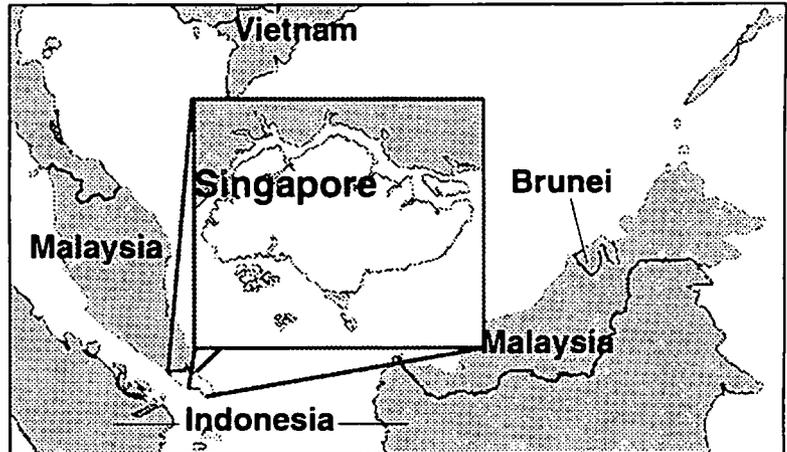
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## CANADA-SINGAPORE RELATIONS

### Bilateral

- Bilateral relations are strong, with trade as the main focus. Shared membership of the Commonwealth, a similar outlook on many international issues and Canada's strong support for the Association of Southeast Asian Nations (ASEAN) form the foundation of these relations.
- The two countries regularly exchange views on issues such as the multilateral trade negotiations, peacekeeping, security, and political and economic developments.
- Singapore has expressed an interest in joining NAFTA.



### Trade and Investment

- Trade between Canada and Singapore has doubled since 1987, reaching \$1.14 billion in 1993. Canadian exports were worth \$317.6 million and imports stood at \$796.5 million.
- Canada's exports to Singapore are diversified. Key export items include gold, silver, helicopters, aircraft and parts, cathode ray tubes, machinery, paper and electrical equipment.
- Canada's imports mainly comprise electronic equipment, including computers, televisions, machinery and mechanical appliances.
- While there are about 60 Canadian companies represented in Singapore, most are regional offices of Canadian chartered banks and life insurance companies - rather than of manufacturing operations. Thus, direct investment probably does not exceed \$200 million. Indirect investment, on the other hand, is estimated to be slightly over \$2 billion.
- Singapore direct investment in Canada is estimated to be under \$150 million, but the growth potential is tremendous. Portfolio investments are substantial with the Government of Singapore Investment Corporation having over \$1 billion invested in Canadian Government Bonds and in other securities.

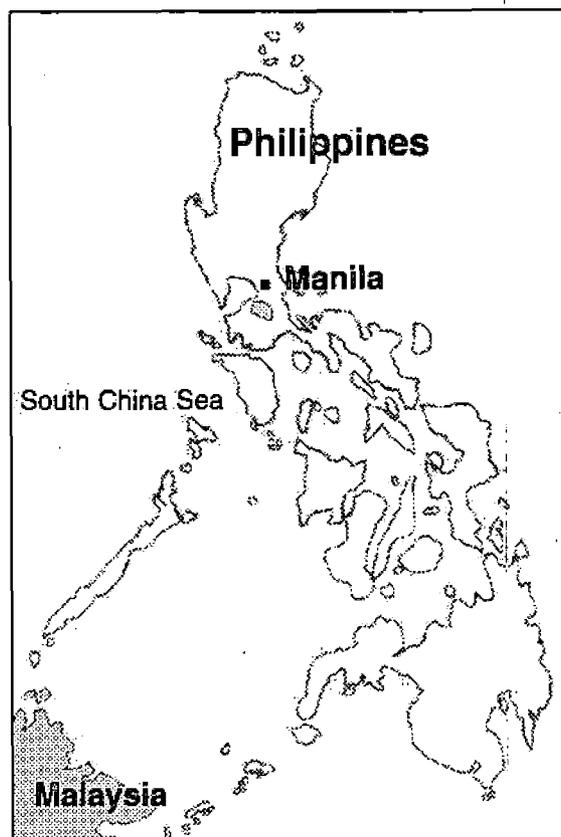
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## CANADA-PHILIPPINES RELATIONS

### Bilateral

- Bilateral relations are strong and friendly. One of the first countries to recognize the Aquino government, and the first to extend export credits, Canada has been very supportive of President Ramos' efforts to bring about economic growth and political stability.
- Canada and the Philippines work closely together in a number of multilateral fora including the United Nations, its specialized agencies and the Asia-Pacific Economic Co-operation (APEC).
- Canada has targeted the Philippines as a priority country for development assistance, approving in 1986 an allocation of \$100 million over five years, and repeating that commitment in 1989. On average, yearly disbursements totalled \$24 million over the past few years, for projects designed to strengthen key public and private institutions.
- Immigration remains an important part of bilateral relations; in 1993, the Philippines moved to third place globally as a source of immigrants to Canada. It has also been significant to Canadian immigration as a country of first asylum for Indochinese boat people.



### Trade and Investment

- Trade between Canada and the Philippines has almost tripled since 1985, reaching \$578.3 million in 1993. Canadian exports rose from \$45 million in 1985 to \$192.7 million in 1993. Imports during the same period increased from \$109 million to \$385.6 million.
- Canadian exports have traditionally been dominated by agricultural and resource commodities. Telecommunications, transportation, environmental management, education, mining and power now constitute the major areas of commercial interest for Canada.
- Half of Canada's imports consist of textiles and clothing, and of agricultural and fish products. Imports have recently diversified to include electronics.
- With Canadian investment in the Philippines at about \$90 million, Canada ranks 15th as a source of foreign investment in the Philippines. Major investors include Sun Life, the Bank of Nova Scotia, Placer Dome and BC Packers.

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