



2004 ASIAN INVESTMENT INTENTIONS SURVEY

Last Updated: February 2, 2004

Total number of selected companies: 526

Total number of respondents: 69

Total % of response: 13%

1) Main Asian activities are:

<u>11 %</u>	Japan
<u>20 %</u>	China (excluding Hong Kong)
<u>10 %</u>	Hong Kong
<u>8 %</u>	South Korea
<u>6 %</u>	Taiwan
<u>6 %</u>	Singapore
<u>13 %</u>	Other Southeast Asia
<u>10 %</u>	India, Pakistan or Sri Lanka
<u>13 %</u>	Australia or New Zealand
<u>3 %</u>	Other
<u>100 %</u>	

2) Main Asian area of business is:

<u>22 %</u>	Resource extraction, handling or processing
<u>4 %</u>	Agriculture or agri-business
<u>9 %</u>	IT products and services
<u>16 %</u>	Other manufacturing
<u>6 %</u>	Trading
<u>0 %</u>	Financial services
<u>6 %</u>	Business services
<u>20 %</u>	Technical services (such as engineering, architecture)
<u>17 %</u>	Other
<u>100 %</u>	

3) Activities in Asia are aimed mainly at:

<u>61 %</u>	Servicing the Asian market
<u>8 %</u>	Servicing the Canadian market
<u>31 %</u>	Servicing the global market
<u>100 %</u>	

4) During the next 12 months we expect our level of investment in Asia to:

<u>19 %</u>	Increase substantially
<u>40 %</u>	Increase moderately
<u>36 %</u>	Stay about the same
<u>0 %</u>	Decrease
<u>5 %</u>	Don't know
<u>100 %</u>	

5) During the next 2-5 years we expect our level of investment in Asia to:

<u>37 %</u>	Increase substantially
<u>38 %</u>	Increase moderately
<u>19 %</u>	Stay about the same
<u>3 %</u>	Decrease
<u>3 %</u>	Don't know
<u>100 %</u>	

6) We expect our investment in Asia to increase by way of:

<u>44 %</u>	New direct investment
<u>36 %</u>	Expansion or upgrading of existing company-owned facilities
<u>20 %</u>	Merger or acquisition of existing companies or assets
<u>100 %</u>	

7) Is your firm likely to invest in any of the following countries in the next 12 months:

<u>7 %</u>	Japan
<u>17 %</u>	China (excluding Hong Kong)
<u>4 %</u>	Hong Kong
<u>2 %</u>	South Korea
<u>2 %</u>	Taiwan
<u>3 %</u>	Singapore
<u>13 %</u>	Other Southeast Asia
<u>8 %</u>	India, Pakistan or Sri Lanka
<u>11 %</u>	Australia or New Zealand
<u>11 %</u>	United States
<u>10 %</u>	Europe
<u>4 %</u>	Mexico
<u>8 %</u>	Other Latin America
<u>100 %</u>	

8) Our decision on investment (or disinvestment) in Asia will be influenced by:

<u>23 %</u>	Expected economic growth in the target economy/ies
<u>6 %</u>	Low asset prices in the target economy/ies
<u>4 %</u>	The strength of the Canadian dollar
<u>13 %</u>	Low production costs in the target economy/ies
<u>21 %</u>	A need to provide expanded support for existing customers
<u>8 %</u>	Protection of market share in the target economy/ies
<u>8 %</u>	Access to finance on favourable terms
<u>3 %</u>	Access to technology on favourable terms
<u>6 %</u>	Security concerns
<u>8 %</u>	Other
<u>100 %</u>	