



CANADA-ARAB BUSINESS COUNCIL  
CONSEIL DE COMMERCE CANADO-ARABE  
المجلس التجاري الكندي-العربي

## MESSAGE FROM THE CHAIRMAN AND THE PRESIDENT

Dear Colleague,

The Canada-Arab Business Council (the "CABC") is a Canadian chartered, non-profit organization formed in 1983 by the Canadian private sector in recognition of the importance of the Arab world as a trading and investment partner for Canada. Its membership comprises a broad cross section of Canada's leading exporting companies of both goods and services.

The Council aims and objectives are to:

- inform its members of business opportunities, and of economic and political developments, in the countries of the region; and to assist members in their trade and investment activities in each country of the region;
- provide a networking forum for Canadian companies to assist each other and work together to secure business opportunities in the region;
- promote Canadian trade with the countries of the region;
- serve as a business advisory body to governments in Canada on matters relating to Canada's trade and economic relations with the countries of the region;
- create an awareness in the countries of the region of Canada's business and commercial capabilities and, in Canada, a greater awareness of the importance of trade and economic linkage with the business, commercial and financial centers of each and every country of the region;
- create in the countries of the region an awareness of the advantages of investing in Canada, hence a privileged access base to the vast North American Free Trade Market.

The Council's success as a business and trade promotion agency is not only attributable to the active support of its membership, but also to the cooperation and support received from both Federal and Provincial governments

The region represents a market with strong potential for Canadian companies, and one in which Canadian market share is relatively low. In 2001, the region represented a \$2.54 billion market for Canada. Trade in services adds on an additional 35% to Canada's trade figures for the region. Canadian imports in 2001 were \$3.84 billion.

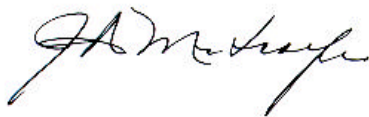
Over the years, the CABC has established cordial and mutually beneficial relationships with most of the Chambers of Commerce and Industry of the countries of the region, namely with the Egyptian Businessmen's Association (the "Egypt-Canada Business Council"), the Alexandria Business Association, the Jordanian Businessmen's Association (the "Jordanian-Canada Business Council"), the Abu Dhabi Chamber of Commerce and Industry, the Dubai Chamber of Commerce and Industry, the Council of Saudi Chambers of Commerce and Industry, the Chamber of Commerce of Oman and L'Union Tunisienne de l'Industrie, du Commerce et de l'Artisanat (UTICA). The Council is in the process of formalizing similar privileged relationships with the other Chambers of Commerce and Industry of the countries of the region.

On behalf of the Board of Directors, we thank all members and our Canadian and Arab business partners for their support and contribution to the success of the Council in the past.

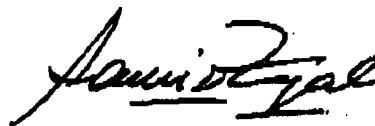
The CABC looks forward to the participation of its current membership in Council activities in 2002 – 2003 and invites all companies with interests in the region to join the Council, support its activities and bring greater momentum to Canada's growing presence in the rapidly changing Arab world.

We look forward to your participation.

Yours truly,



James A. Metcalfe, P.Eng.,  
Chairman



Samir J. Zalzal, P.Eng.,  
President

August 2002