

International CANDU® Opportunities

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There are tremendous international opportunities for CANDU sales. To realize these opportunities, Atomic Energy of Canada Limited must continue to address a number of key challenges. The sale of two CANDU 6 reactors to China in 1996, again demonstrated AECL's ability to be successful in a highly competitive export market.

There are three key factors, competitiveness, financing and public acceptance, that continue to influence the level of success in international markets. AECL is committed to enhancing our products and services to gain and maintain a competitive edge. Efforts to reduce costs without in anyway compromising on safety must continue. Financing for nuclear export sales is a complex issue for a country the size of Canada. New and innovative models for financing reactor sales must be developed to meet customer demands for options such as build, own, operate and build, own, operate and transfer.

Public acceptance is a critical factor for our domestic and foreign activities. Levels of public support influence government decisions on sustaining R&D funding and financing for reactor sales. In market countries, levels of public acceptance can clearly impact on the decision to install new or additional nuclear capacity. The globalization of the anti-nuclear lobby has been a key to their success. To counter the spread of misinformation and inaccurate information by such groups, it seems logical that the nuclear industry pursue a much more integrated and cooperative approach to many of the generic public acceptance issues that face the industry.

AECL is continuing to pursue promising market opportunities in a number of countries. Considerable effort is being directed towards countries such as China, Korea, Turkey and Romania. Work is continuing on more medium term prospects such as Indonesia, Philippines, and Thailand.