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## Report Highlights

- Canadian procurement at the World Bank totalled **\$167 million** in fiscal year (FY) 1992, about the same level as in 1991 but a considerable drop from our peak performance in the late 80's.
- Canadian procurement at the Inter-American Development Bank (IDB) totalled **\$45.6 million** in FY 1992, continuing the pattern of recent growth for Canada which has paralleled the Bank's expansion in lending levels.
- Canada ranked twelfth in World Bank foreign disbursements in FY 1992, Canada ranked 10th in FY 1991, and 8th for five consecutive years prior to FY 1991.
- At the IDB, Canada ranked 9th among nonborrowing countries in procurement levels.
- The ratio of total cash disbursements paid to Canadian firms as compared to Canadian government cash contributions is **1.12** at the World Bank and **.71** at the IDB (i.e. dollars return to Canada for each dollar contributed). By way of comparison, France's return in the World Bank is **4.23**.
- Canada's cumulative financial assistance to the World Bank and the regional development banks on a per capita basis is higher than any other G-7 country.
- Consulting services continues to be Canada's strongest suit at both banks, however for the first time since FY 1988, showing a small decline at the World Bank.
- Developing member countries (i.e. borrowers) are obtaining a significantly growing portion of all World Bank foreign **and** domestic disbursements amounting to 45 percent of **all** disbursements (i.e. local and foreign)(foreign disbursements to borrowers grew to 28 percent of the total from 27 percent in 1991)
- **World Bank** procurement is heavily weighted towards goods and equipment (88.1 percent) as opposed to consulting (6.5 percent), and civil works (5.4 percent). With its excellent results in the consulting area Canada is taking a large portion of a small pie.
- **IDB** procurement is heavily weighted towards civil works (65.4 percent of disbursements between FY 1979 and FY 1991), as opposed to consulting (2.9 percent) and 31.7 percent for goods and equipment.
- Contract award data (FY 1988-FY 1992), while incomplete, nonetheless provides an interesting insights and reveals considerable Canadian success in the areas of electrical and mechanical and transportation equipment. The same data reveals little success in the social sectors (such as education and health), which are areas of growing emphasis for the World Bank.
- Contracts lost data (FY 1988- FY 1992), while also incomplete, indicates that the majority of contracts lost in the goods and equipment category were also lost in these same three categories of equipment; i.e. electrical, transportation, and mechanical - 73.3 percent of contracts were lost to six competitors, of which 24 percent to France.

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