

Both the IBRD and IDA lend for projects which contribute to economic growth in developing countries. The difference between the two is that the IDA provides funds on extremely concessional terms to the poorest member countries. The IFC is the private investment arm of the World Bank. It seeks to finance productive private enterprises in association with private investors; to bring together investment opportunities, local and foreign private capital, and experienced management; and to stimulate the flow of private capital into productive investments in development countries. Projects selected by the IFC must hold out the prospect of earning a profit.

MIGA's purpose is to encourage foreign investment in developing countries by providing guarantees to foreign investor against loss caused by non commercial risks. It also provides advisory services to developing member countries on means of improving their environment for foreign investment.

Contacts

Companies wishing to obtain information on project opportunities with the World Bank should consult *Development Business* or contact the Trade Development Divisions for the Middle East, Africa, East Asia, Asia Pacific South, Caribbean and Central America, South America and Mexico and USSR and Eastern Europe. The International Trade Centre and the offices of Industry, Science and Technology Canada would also be useful points of contact for companies not located in Ottawa. Addresses and telephone numbers are listed in Section III.

To obtain advance information and technical notes on projects considered for Bank financing, one may subscribe to the following, at the cost of \$375 per year:

The World Bank's International
Business Opportunities Service
c/o Le Diffuseur
C.P. 85, 1501 Ampere Street
Boucherville, Quebec
J4B 5E6
Tel.: (514) 641-1334
FAX: (514) 641-2002

Consultants wishing to register with the World Bank should write:

World Bank
DACON Receiving Center
1818 H Street N.W.
Washington, D.C. 20433

These registrations would be entered in the DACON system, which is used by a number of the international organizations. Interested firms should note that registration by itself will not suffice to win contracts. Repeat visits to the executing agencies would also be necessary in most cases.

Consultants wishing to be retained by the Bank on an individual basis should write:

World Bank
Chief, International Recruitment Unit
Employment Division, Personnel
1818 H Street N.W.
Washington, D.C. 20433

Assistance in arranging appointments with appropriate Bank officials can be provided by:

Counsellor (Commercial)
Office for Liaison with International Financial Institutions
Canadian Embassy
501 Pennsylvania Avenue N.W.
Washington, D.C. 20001
Tel.: (202) 682-7719
FAX: (202) 682-7726

The Inter-American Development Bank

The Inter-American Development Bank (IDB), headquartered in Washington, is a large regional institution which operates in Latin America and in the Caribbean. As a result of the Seventh General Increase in Resources, the Bank will be able to approve loans for a total of \$22.5 billion during the period 1990-93. The 27 regional members of the Bank include many with excellent growth potential, and these markets have already had a significant degree of penetration by Canadian suppliers. The IDB is presently owned by 44 member countries including Canada.

Contacts

Companies wishing to obtain information on IDB project opportunities should consult the business edition of the Development Forum (Development Business) or contact the South America and Mexico and the Caribbean and Central America Trade Development Divisions. The International Trade Centre and the offices of Industry, Science and Technology Canada would also be useful points of contact. Addresses and telephone numbers are listed in Section III.

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The African Development Bank Group

The African Development Bank Group (AfDB) comprises the African Development Bank (AfDB), the African Development Fund (AFDB) and the Nigerian Trust Fund (NTF). Headquartered in Abidjan, Côte d'Ivoire, it has regional offices in Yaounde, Harare, Rabat, Addis Ababa, Nairobi, Conakry and London (UK).

AFDB members are comprised of 50 African (regional) countries and as of 1982, 25 non-regional countries including Canada. Since 1973, Canada has been a contributing member of the AFDB which provides concessional funds to its poorest members as compared to AFDB near-commercial terms of lending. Canada, on par with France, is the fourth largest non-regional contributor to the AFDB Group after the USA, Japan and Germany (FRG).

Canadian companies are eligible to participate on all AFDB group-financed project. Lending by the Bank for the five-year period of 1987-1991 is targeted at 5.65 billion bank units of account (1UA=\$1.54 CDN). The funds three-year lending program, 1988-1990 is targeted at 2.22 billion fund units of account (1FUA=\$1.42 CDN). Priority lending sectors for the bank are by descending order of importance: agriculture, industry, public utilities, transportation and, finally, health and education. The fund sectoral lending priorities are: agriculture, public utilities, education and health, transportation and industry.