

Canadian Government Support



The IFI Unit of the Department of Foreign Affairs and International Trade's Export Financing Division is a focal point for the promotion of development business, which includes both procurement and investment that is funded by the IFIs. The Unit's Web site <http://www.infoexport.gc.ca/ifinet/menu-e.asp> contains a wealth of information on these forms of business to help you conduct your research. For assistance, you can address your enquiries by email to ifinet@dfait-maeci.gc.ca or by phone at (613) 995-7251 or directly contact the officer covering your targeted market (See www.infoexport.gc.ca/ifinet/tbf-e.asp)

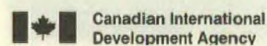
Canada has executive directors at most of the IFIs. Their role is to oversee the Bank and represent Canada in the decision making of the institutions, but, in some cases, their assistants can provide Canadian project sponsors (i.e. investors) with initial feedback on proposals. Contact information on Canada's executive directors' offices at each of the IFIs can be accessed directly via IFInet's section on IFI Support Network at www.infoexport.gc.ca/ifinet/canadian-e.asp

The Trade Commissioner Service has four offices of liaison with IFIs, known under the acronym "OLIFI" or Office for Liaison with International Financial Institutions, in Washington, Manila, Bridgetown and Abidjan. The OLIFIs provide a wide variety of services to Canadian companies and assist export-ready firms to pursue IFI bidding opportunities. An OLIFI address book is available at www.infoexport.gc.ca/ifinet



Export Development Canada (EDC) provides trade-finance and risk-management services to Canadian exporters and investors in 200 countries and territories, including 140 emerging markets. Its financial services include credit insurance, bonding and guarantees, political risk insurance, direct loans to buyers and equity participation.

EDC has developed the expertise in Canada, inc market intelligence, and environmental risk management comprehensive working public players on global commercial banks and information, contact the **1 (800) 850-9626** or visit



The Canadian International (CIDA) Industrial Cooperation financial support and planning sustainable business countries in a variety of Canadian firms by sharing business in developing countries with providing training, and a clean environment **(819) 953-5444** or **1 800 www.acdi-cida.gc.ca/in**

CIDA's Renaissance East a cost-sharing program Canadian firms contemporary responding to capital-poor and Eastern European countries the commercial and investment in Central and Eastern Europe and Eastern European countries market economy, and relations links with Canada. For more **(819) 997-5456** or **1-800 http://www.acdi-cida.gc**

About the author

David Clayton has acted as a consultant to international corporations and developed strategies for enhancing aspects of industrial investment in Vancouver, British Columbia



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* Produced by the Market Research Centre of the Canadian Trade Commissioner Service. To consult them, visit:

www.infoexport.gc.ca

CCBC mission to China



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The mission will use the 2008 Summer Olympic Games as a springboard to major business projects and opportunities across China. Although the majority of the Olympics-related events in 2008 will take place in Beijing, the sailing portion of the Games will be hosted by Qingdao. In addition to Olympics-related projects, both cities have an extensive roster of opportunities extending well beyond 2008. Mission participants may also wish to visit other important Chinese cities such as Shenzhen and Shanghai, as part of an optional program.

On the right track

To win business in China, Canadian companies must strengthen their presence. This involves building and maintaining strong relationships with Chinese partners, and taking full advantage of business opportunities by following up on early leads. The US\$14 billion in Olympics-related projects in environmental protection, transportation, telecommunications, construction, and tourism can be considered a prelude to long-term positioning of Canadian technologies and products throughout China.

"Teamwork is essential when doing business in China," explains mission leader Howard Balloch, President of CCBC and Canada's former ambassador to China. "Meeting the Olympic organizing committees in both cities, as well as key municipal government officials, will allow Canadian firms to introduce their world-class expertise into a highly competitive market.

"CCBC has also arranged networking opportunities with pre-screened local firms because the success of infrastructure-related projects in China can hinge on strong relationships with local partners. This is the first of what we hope will be many more business missions to China."

CCBC predicts that Canadian companies, working with their Chinese counterparts, will surely bring home gold in the business portion of the 2008 Summer Olympics.



For more information, contact the Canada China Business Council (in Canada), tel.: **(416) 954-3800**, fax: **(416) 954-3806**, e-mail: ccbc@ccbc.com Web site: www.ccbc.com or CCBC (in China), tel.: **(011-86-10) 6512-6120**, fax: **(011-86-10) 6512-6125**, e-mail: ccbcbj@ccbc.com.cn Web site: www.ccbc.com

A detailed report on business opportunities associated with the 2008 Summer Olympics in Beijing will be featured in an upcoming issue of CanadExport. *

More competition

The Beijing 2008 Summer Olympics



The bidding race is on for contracts worth US\$14 billion for Games-related infrastructure projects. International and domestic suppliers will be competing in the fields of environmental protection, transportation, telecommunications, tourism, and construction. Global bids will be directed to the design, construction and management of most of the Olympic venues and the Olympic Village.

The Master Plan for the Olympics has recently been released and provides guidelines for planning, identification of tasks, and the coordination and implementation of Beijing's development projects over the next six years. The first of the documents for venue and infrastructure bidding were released in April. Most contracts will be awarded by mid-2003.

Canadian involvement can take the form of joint ventures, technological cooperation and/or build-operate-transfer (BOT) rights. China is committed to a transparent bidding process that places foreign and domestic firms on equal footing.

The Beijing Olympic Action Plan can be accessed on-line in two parts:

- Part One: www.beijing-2008.org/eolympic/news/1505.shtm
- Part Two: www.beijing-2008.org/eolympic/news/1506.shtm

The Beijing Organizing Committee for the Olympic Games reports news regarding the Games and related events and projects on the News page of the Olympics Web site. This is an excellent source of information for upcoming project bidding opportunities. The News can be accessed at: www.beijing-2008.org/eolympic/news/news_index.shtm

The home page for the Olympics Web site can be found at: www.beijing-2008.org/eolympic/eindex.shtm *