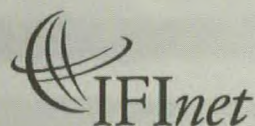


Canadian Government Support



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

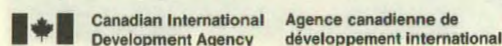
The Trade Commissioner Service has four offices of liaison with IFIs, known under the acronym "OLIFI" or Office for Liaison with International Financial Institutions, in Washington, Manila, Bridgetown and Abidjan. The OLIFIs provide a wide variety of services to Canadian companies and assist export-ready 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 largest pool of trade-finance expertise in Canada, including industry and foreign market intelligence, and commercial, technical and environmental risk management. It also maintains comprehensive working relationships with private and public players on global financial markets, including IFIs, commercial banks and insurance companies. For more information, contact the EDC hotline at 1 (800) 850-9626 or visit www.edc.ca



The Canadian International Development Agency's (CIDA) Industrial Cooperation Program can provide financial support and advice to Canadian businesses planning sustainable business activities in developing countries in a variety of sectors. It reduces the risks to Canadian firms by sharing the costs unique to doing business in developing countries and those associated with providing training, the participation of women and a clean environment. For more information, call (819) 953-5444 or 1 800 230-6343, or visit www.acdi-cida.gc.ca/inc

CIDA's Renaissance Eastern Europe (REE) Program is a cost-sharing program that provides incentives to Canadian firms contemplating direct investment or responding to capital-project opportunities in Central and Eastern European countries. It also helps to reduce the commercial and investment risks of doing business in Central and Eastern European countries, helps Central and Eastern European countries in their transition to a market economy, and reinforces trade and investment links with Canada. For more information, call (819) 997-5456 or 1-800-230-6349, or visit <http://www.acdi-cida.gc.ca/ree>

About the author

David Clayton has acted as advisor to numerous international corporations and organizations, and specializes in strategies for enhancing and financing the developmental aspects of industrial investment projects. He lives in Vancouver, British Columbia (dclayton@axionet.com).



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Contact in the Trade Commissioner Service

Lianne Ouellette
Information and Communications
Technologies Industries
Department of Foreign Affairs
and International Trade
125 Sussex Drive
Ottawa, Ontario, K1A 0G2
T: 613-996-3577
F: 613-943-1103
E: lianne.ouellette@dfait-maeci.gc.ca

MAP TO CHINA AND HONG KONG

"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 *