

# **Project Report**

## **Trade and Investment Issues in Doing Business Between Canada and Africa**

### **1.0 INTRODUCTION**

In February 2002, Canadian Manufacturers & Exporters (CME) submitted a proposal to the Canadian Centre for Foreign Policy Development (CPC) of the Department of Foreign Affairs and International Trade (DFAIT) to organize meetings in Toronto to discuss trade and investment issues in doing business between Canada and Africa. In late February 2002, CPC contracted CME to organize a one-day meeting to be held in Toronto on March 15, 2002. The objective of the meeting was "to discuss trade and investment issues in doing business between Canada and Africa leading to policy recommendations." The leading private sector associations, regional and national, were to be invited to send one representative to share the views and raise issues from their membership; and Canada's leading multinational, national and SME companies currently doing business in Africa were to be invited to participate.

The results and the recommendations forthcoming from this meeting and from discussions with leading business people who were unable to attend the meeting are presented in this report.

### **2.0 METHODOLOGY**

CME maintains substantial databases of regional and national associations and leading Canadian companies currently doing business in Africa. After designing the invitation to the one-day meeting (presented in Appendix 1), the invitation was faxed and emailed to each representative whose coordinates are contained in these lists. The invitation was sent to over 500 associations and companies. Fifty people attended the meeting in person (list presented in Appendix 2) with another 25 providing their comments verbally through direct contact with the CME team members (list presented in Appendix 3).

The companies that provided input to this report come from the following sectors: education, health, culture, tourism, information technology, environment, engineering, infrastructure, oil and gas, mining, geomatics, project financing and management, agriculture, fisheries, export and import, construction, metallurgy, investment, banking, manufacturing, agro-food processing, pharmaceuticals, law, business linkages, international development and consulting.

CME partnered with the Canadian and African Business Women's Alliance (CAABWA) and incorporated their policy research and findings in the formulation of its recommendations.

The meeting proceeded according to the agenda (presented in Appendix 1). Copies of the presentations available for distribution are presented in Appendix 4). After formal presentations on the New Partnership for Africa's Development (NEPAD), Canada's Current Policy Framework for Africa, Innovative Investment Approaches, and the current thinking from representatives from African countries on the NEPAD, the participants split into two groups according to their area of interest. The Trade Group focused on all aspects of trade from export/import issues to labour issues and the Finance and Investment Group focused on all aspects related to Canadian companies financing and investing in projects in Africa and African companies exporting to Canada.