

After the discovery of nearly a billion tonnes of oil in the Doba of southern Chad, the EXXON/Chevron/Petronas consortium and the Cameroon and Chad governments have signed an agreement authorizing

facilities in Doba and delivering the crude oil to Kribi, in Cameroon, using three pumping stations along the route. Work is scheduled to start before the end of this year, and should continue until 2005, with

It has also approved the financing for two projects to strengthen environmental management, representing 3% of the total cost of the project, about US\$4 billion.

Chevron (United States) has joined the EXXON consortium with a 25% investment, as well as Petronas (Malaysia) at 35%.

There will be a number of opportunities for international subcontractors to sell services and equipment, estimated to be worth nearly US\$1.7 billion. Canadian companies with the necessary expertise could qualify for subcontracts in several areas, with some already working on the ground as subcontractors.

For information, contact Honoré Mondomobé, Senior Commercial Officer, e-mail: honore.mondomobe@dfait-maeci.gc.ca Web site: www.infoexport.gc.ca/cm/

For additional information, visit: www.essochad.com/eaff/essochad/index.html *

Chad – Cameroon project Oil Pipeline

the transport of crude oil from Chad via an underground oil pipeline.

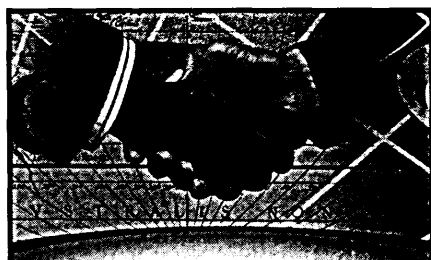
This will be the largest infrastructure project in Central Africa in the next 10 years — direct and indirect costs are estimated at nearly US\$4 billion. Referred to by some as the “project of the century,” the pipeline — 60 centimetres in diameter and over 1,150 kilometres long — involves constructing nearly 300 wells with storage

the first priority being the clearing of forested areas.

Chad has large untapped oil fields, estimated to hold nearly 3 billion tonnes of crude, and also has significant undeveloped mining potential.

Green light from World Bank

The World Bank has approved the financing of the contributions to be made by Chad (10%, or US\$45 million) and Cameroon (15%, or US\$70 million).



THE CANADIAN
TRADE COMMISSIONER
SERVICE

Showcase your business abroad!

Over 30,000 companies are registered members of WIN. Are you? WIN is a commercially confidential database of Canadian exporters and their capabilities. WIN is used by Trade Commissioners in Canada and abroad to help members succeed in international markets. To become a registered member of WIN, call 1-888-811-1119. Or go to www.infoexport.gc.ca and register on-line.



International financial institution business opportunities

Virtual Mission puts Canadian companies on the inside track

Projects financed by international financial institutions (IFIs) such as the World Bank and the Inter-American Development Bank (IDB) can lead to billions of dollars of business for Canadian companies in developing countries. In light of strong international competition for this business, Canadian companies, particularly small and medium-sized enterprises, need to be well prepared to succeed. A virtual mission held over a three-week period in June has helped some 30 Canadians to prepare themselves to take advantage of the lucrative IFI market — right from their office or home.

The Virtual Mission to the World Bank and IDB in Washington was held from June 5 to 27 through a Web site created especially for the mission by the Department of Foreign Affairs and International Trade (DFAIT), at the request of the Office of Liaison with International Financial Institutions (OLIFI) at the Canadian Embassy in Washington, D.C.

By simply logging on to the Virtual Mission Web site, participants were able to link directly with a panel of procurement experts from the World Bank and IDB. Participants were able to share and communicate, through a bulletin board discussion, the

Continued on page 13 – Virtual