

# EAITC Division the Contact Point for Canadian Firms Pursuing Projects Funded by Financial Institutions

The Canadian procurement record on projects funded by International Financial Institutions (IFIs) has been improving in recent years and Canadian exporters have enjoyed a reasonably high success rate—in terms of contracts they won versus contracts on which they bid.

However, there is considerable room for improvement—and substantial potential for greater success.

For Canadian exporters interested in pursuing multilateral business opportunities financed by the IFIs, the contact point at External Affairs and International Trade Canada (EAITC) is the International Financial Services and Capital Projects Division (TPF).

Through TPF, Canadian exporters and trade associations may access market data (Scan-a-bid), obtain a better understanding of the competition, and determine whether an IFI-funded market opportunity should be pursued. Information and advice is provided on available Canadian government-funded assistance programs and on methods that develop effective export marketing strategies.

This division is the focal point for

the Canadian Offices for Liaison with International Financial Institutions (OLIFIs) which promote the commercial interests of the Canadian private sector and government.

These offices are located in the Canadian Missions in the following cities:

- Washington, D.C. (covers World Bank and Inter-American Development Bank);
- Manila, Philippines (covers Asian Development Bank);
- Abidjan, Ivory Coast (covers African Development Bank);
- Bridgetown, Barbados (covers Caribbean Development Bank);
- New York, N.Y. (covers United Nations Agencies).

With the European Bank for Reconstruction and Development scheduled to start operating this month, consideration is being given to have an OLIFI in the Canadian High Commission in London.

In addition to services related to IFI business opportunities, TPF follows developments in export financing and in international markets for capital projects, and liaises with the Export Development Corporation (EDC), the Canadian Commercial Corporation (CCC),

and the Canadian International Development Agency (CIDA).

The International Financial Services and Capital Projects Division is here to assist Canadian exporters.

*International Financing Data: A Business Guide to Export Financing and Other Financial Assistance*, (Revision #8), may be obtained through TPF as can brochures and registration forms for the particular IFIs.

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## AsDB: Canada's Annual Procurement of Projects (US\$ Millions)

Source: AsDB: Loan and Technical Statistics Yearbook 1989 (March 1990)	1985		1986		1987		1988		1989	
	Value	%	Value	%	Value	%	Value	%	Value	%
Goods, Related Services and Civil Works	2.153	0.25	3.083	0.30	8.407	0.62	2.349	0.13	8.475	0.42
Consulting Services	2.152	4.06	1.753	2.31	6.927	12.19	3.798	4.32	0.511	0.75
Total	4.305	0.46	4.836	0.44	15.334	1.09	6.147	0.32	8.986	0.43