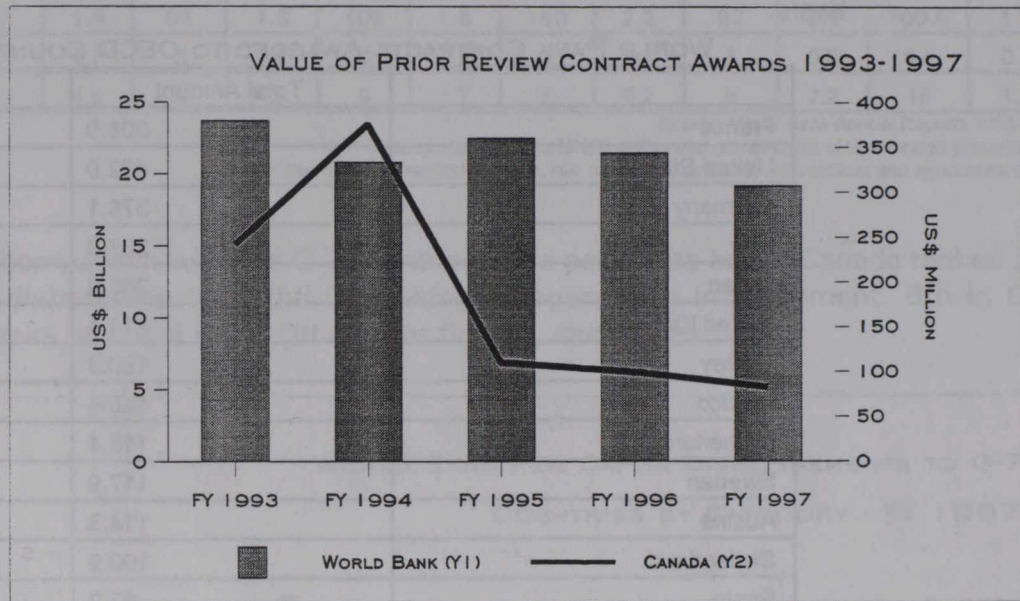


The value of contracts awarded to Canada in FY 1997 is 60% below the average for 1993-1996. Nevertheless, at this stage, it is important to keep in mind that these figures represent the cumulative efforts of individual companies. In FY 1993, one company accounted for US\$ 130 million of Canadian contract awards and, in FY 1994, two companies accounted for US\$ 280 million of Canadian contract awards. If these three contract awards are omitted from the data, the adjusted average for 1993-1996 is US\$ 98.9 million. For figures, see Annex 3.



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CONTRACT AWARDS TO CANADA, BY REGION

Africa accounted for the largest number of contracts awarded to Canada, totaling 79 contracts. Despite the large number of contracts won by Canadian firms in Africa, East Asia awarded the greatest value of contracts. These results are in line with the total contracts awarded by the World Bank, where East Asia received the greatest value of loans and Africa received the second largest number of loans. For figures, see Annex 3.