

## **VII. International Financial Institutions (IFIs)**

IFIs fund a large number of projects which provide thousands of contract opportunities every year worth over \$12 billion for which Canadian companies are eligible to bid. In Pakistan alone, the World Bank Group and the Asian Development Bank fund close to US\$3 billion worth of projects in 18 different sectors, including agriculture, education, energy, transportation, environment, health and water sanitation, which are among Canada's sectors of excellence. To ease the tracking of projects, the Government posts IFI project information on DFAIT's web site, on a system termed IFinet. Listed are the planned projects in the World Bank, Inter-American Development Bank, African Development Bank, Asian Development Bank, European Bank for Reconstruction and Development, International Finance Corporation, and the United Nations Development Program. In addition, users will find a listing of projects and lines of credit funded by CIDA, information on the use of the Canadian Consultant Trust Funds and information derived from CIDA INC reports on downstream procurement opportunities linked to IFI projects. This information is available to Canadian companies through DFAIT's web site at <http://www.dfait-maeci.gc.ca/ifinet>, or through <http://www.infoexport.gc.ca>

See also *Appendix 2* for advice on doing business with the IFIs.

## **VIII. Pakistani Players**

Pakistan's business community institutional network is in the developing stage. Some of the trade bodies and associations have evolved into a strong institutional network and have an effective lobbying mechanism to allow collective negotiations with the GOP. The High Commission maintains regular contacts with these Pakistan institutions and utilizes them for effective promotion of Canadian commercial and industrial interests.

Apex trade bodies such as the Federation of Pakistan Chambers of Commerce (FPCCI) can be a good source of first contact and information for Canadian firms. These organizations have yet to evolve into a structured information source to respond to specific queries from investors. The Chambers of Commerce and Industries exist in all major industrial and commercial cities in Pakistan. These Chambers provide membership to all industrial and commercial enterprises. There is no separate chamber of Industries and this causes an anomalous situation in terms of representation by various Chambers to the GOP. Industries therefore tend to depend on their specific industrial associations for representing their point of view to the government.

**The Federation of Pakistan Chambers of Commerce and Industries (FPCCI)** - The FPCCI is an apex body for the Chambers of Commerce and Industry in Pakistan. The FPCCI has its headquarters in Karachi and elects its Chairman each year. The FPCCI has created various committees to identify specific export and import problems faced by the industrial and commercial sectors in Pakistan.

**Overseas Investors Chambers of Commerce and Industry (OICCI)** - The OICCI is the apex body for all foreign-owned industrial and commercial enterprises in Pakistan. The body interacts with various government bodies and assists in presenting the point of view of foreign investors about the trade policies and regulations to the GOP.

**Corporate Law Authority (CLA)** - CLA is responsible for approval of licences to establish business in Pakistan. In September 1997 the government approved the dissolution of CLA and