

The European Investment Bank

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international financial institution owned by the European Union (EU) member countries, the EIB is a potential source of either long-term loans for capital investment projects or procurement opportunities for existing or upcoming EIB-supported projects.

Established in 1958, the EIB operates like a development bank, raising its resources on the financial and capital markets and making long-term loans for capital investment projects. Companies that are nationals of any country, including Canada, are eligible for most EIB loan financing, as long as their projects adhere to EU economic and social development policies and are implemented in the countries in the EIB's mandate.

The sponsor (or "promoter") of an EIB-supported project is usually a private- or public-sector company. The EIB is thus a potential investment partner for Canadian corporations looking for a source of financing for capital projects in either Europe or developing countries outside Europe with which the EIB has partnership agreements.

Investment partner in many countries

Unique in its experience in both advanced and emerging economies, the EIB supports projects that: further EU economic policy objectives within EU member states; assist the preparation of candidate countries for EU membership; or contribute to the EU's external partnership and development assistance policies in some 150 countries in Africa, the Caribbean and Pacific Regions, South Africa, Asia and Latin America.

The EIB offers various financing facilities to support projects including

direct loans for larger projects (more than 25 million euros or \$40 million), venture capital, and "global loans" for smaller projects or SMEs whereby the EIB provides the funds to a domestic partner bank which makes them available to the investor in the form of a line of credit. The EIB typically finances up to 50% of a project.



Source of procurement opportunities

EIB-supported projects—both inside and outside the EU—also offer opportunities for procurement of goods and services put out to international tender by the project's promoter. Firms from any country, including Canada, are eligible to bid on works, goods, and services contracts. (Some restrictions apply; visit the EIB Web site below for more information.)

Among the Canadian companies that have supplied goods to EIB-supported projects is Bombardier Inc., which, through its French subsidiary, provided 19 large-capacity rail motor cars for upgrading the railway system in Brittany.

Appointment at EBRD to help Canadian business

Sandy Ferguson is the new Assistant to the Executive Director (Canada and Morocco) at the European Bank for Reconstruction and Development (EBRD) and will be supporting Canadian marketing efforts on EBRD-related activities. She has worked with MacDonald Dettwiler Associates, Canadian Manufacturers and Exporters and Western Economic Diversification Canada.

For more information on investment and procurement opportunities with the EBRD, contact Sandy Ferguson, Assistant to the Executive Director (Canada and Morocco), EBRD, tel.: **(011-44-207) 338-6509**, e-mail: **FergusoS@ebrd.com** *

Making contact

Companies wishing to apply for a loan for a capital project can make initial contact with the EIB by phone, fax, e-mail or letter. Information on EIB-supported projects can also be found on the EIB's Web site. For a list of projects at the conceptual stage, go to **www.eib.org/projects/pipeline**. For project announcements, go to **www.eib.org/news/press**.

For more information, contact Bram Schim van der Loeff, Information and Communications Department, EIB, tel.: **(011-352) 4379-3134**, fax: **(011-352) 4379-3189**, e-mail: **info@eib.org** Web site: **www.eib.org** or Paul Desbiens, Counsellor (Commercial, Economic), Canadian Embassy in Belgium, tel.: **(011-32-2) 741-0620** or **(011-32-2) 741-0624**, fax: **(011-32-2) 741-0606**, e-mail: **paul.desbiens@dfait-maeci.gc.ca** or Marc Parisien, Export Financing Division, DFAIT, tel.: **(613) 996-6188**, fax: **(613) 943-1100**, e-mail: **marc.parisien@dfait-maeci.gc.ca** *
(For the unabridged version, see **www.infoexport.gc.ca/canadexport** and click on "International Financial Institutions".)

Canada-Dominican Republic seminar a success

In February 2003, the Canadian Embassy in Santo Domingo hosted a seminar to promote Canada as a world-class trading partner. The event served to boost Canada's trade activities in the Dominican Republic and give the trade partners (Export Development Canada, Canadian Commercial Corporation, the Trade Facilitation Office of Canada and the Canadian International Development Agency) greater exposure.

Engaging FTA negotiations

Dominican Republic President Hipólito Mejía was the opening speaker and emphasized the country's keen interest in engaging in free trade talks with Canada. President Mejía also addressed the liberal foreign investment laws that helped attract US\$1.4 billion in Canadian investment over the past 10 years, making Canada the third largest investor there. Representatives from Costa Rica's

Embassy in the Dominican Republic were invited to speak about the positive impact the Canada-Costa Rica Free Trade Agreement has had on bilateral trade.



From left: Cristina Amiama, Commercial Officer, Canadian Embassy in the Dominican Republic; Fernando Rainieri, President of the Dominican-Canadian Chamber of Commerce; Canadian Ambassador to the Dominican Republic Adam Blackwell; and Renée Plouffe, Trade Commissioner (Caribbean), DFAIT

Future business development

The Dominican Republic, Canada's fourth largest export market in the

region, continues to be the growth leader in the Caribbean with the largest regional economy after Puerto Rico. With a population of 8.5 million, a gross national product of US\$22 billion, imports of US\$8.9 billion and exports of US\$5.2 billion, the economy offers Canadian firms—who currently account for 1% of the market—lots of opportunity to grow. Over 140 delegates from a variety of sectors attended the seminar, representing over US\$1 billion in potential Canadian business. The priority commercial sectors for the Canadian Embassy's trade section are: agriculture, food and beverages; electrical power; building products and construction; and the environment.

For more information, contact Cristina Amiama, Commercial Officer, Canadian Embassy in Santo Domingo, tel.: **(011-809) 685-1136** ext. **3351**, fax: **(011-809) 682-2691**, e-mail: **cristina.amiama@dfait-maeci.gc.ca** Web site: **www.santodomingo.gc.ca** *

Tokyo powers up World Gas Conference

TOKYO, JAPAN — June 1-5, 2003 — The **22nd World Gas Conference**, organized under the auspices of the International Gas Union, is held every three years and includes a variety of themes such as energy and the environment, energy policy, new technology development for production, storage, transportation and supply, and consumption of gas energy. This year, several thousand participants from international organizations, government, industry, academia and research institutes are expected to attend.

The Government of Canada, through the Canadian Embassy in Tokyo and the Trade Commissioner Service, will be establishing a program of activities in connection with the conference, including representation at the exhibition, networking opportunities and the provision of market intelligence. Canadian companies, associations, government agencies and others are invited to participate.

For more information, contact Jean-Pierre Petit, Trade Commissioner, DFAIT, tel.: **(613) 996-2467**, fax: **(613) 944-2397**, e-mail: **jeanpierre.petit@dfait-maeci.gc.ca** or Masanobu Tsukada, Commercial Officer, Canadian Embassy in Tokyo, tel.: **(011-03) 5412-6426**, fax: **(011-03) 5412-6345**, e-mail: **masanobu.tsukada@dfait-maeci.gc.ca** Web site: **www.wgc2003.com** *

OWIT 's 2003 conference

CALGARY — September 10-12, 2003 — The Alberta Chapter of the Organization of Women in International Trade (OWIT) will host OWIT's **2003 International Conference**, which will bring together delegates from more than 25 OWIT chapters worldwide.

OWIT, a non-profit international organization, provides support, inspiration, information and networking opportunities to women who are active members of the international trade community. Its members represent women and men in a broad range of occupations.

The conference program includes a range of speakers, seminars and networking events allowing exporters to connect with OWIT members from around the world.

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