

tween FY 1988 and FY 1992. It must be cautioned that this data is highly incomplete and thus can only provide an indication of Canadian procurement and bidding activity in the years indicated. With these limitations in mind, some interesting observations can be made. Canada is recorded as having been awarded a total of \$307.98 million in contracts in all categories of World Bank procurement between fiscal years 1988 and 1992. At the same time, Canada is recorded as having been among the top four bidders, but as having lost \$764.5 million in contracts over the same period in the categories of goods, equipment and civil works (i.e. All bank excluding consulting).

Of the contracts lost by Canada, 77 percent involved only three categories of equipment; electrical, transportation and mechanical. These contracts (by value) totalled almost \$509 million dollars. Over the same time period, Canada is recorded as having won only \$105.7 million in contracts in these three areas, over \$70 million of which specifically involved transportation equipment, mostly for railway projects.

Of recorded contracts lost by Canadian goods and equipment suppliers between FY 1988 and 1992, 73.3 percent (by value) were lost to only 6 competitors. In fact, 24 percent of contracts lost were lost to France (\$184.25 million in contracts). Of this total, 71 percent involved the supply of electrical equipment, primarily for power projects. Additionally, Canadian suppliers lost \$124.9 million in contracts to China, almost 60 percent of which involved electrical equipment also. It should also be noted that almost half of the recorded contracts lost were lost in the East Asia and Pacific region, particularly in China, Thailand and Indonesia.

This report also offers a comparison of Canadian general export performance to developing countries with Canadian export performance on WB projects, in the same countries. The purpose of this approach is to identify areas in which Canadian suppliers have experienced export success in specific developing nations, but have possibly not taken advantage of World Bank lending used to purchase similar goods in the same countries. Canadian suppliers have experienced extensive general export success in the areas of telecommunications equipment, pharmaceutical products, medical equipment, data processing equipment, construction and agricultural equip-

ment, etc., in many countries in the developing world, but have experienced very little or no corresponding success in these product areas in World Bank funded projects.

At the IDB, Canadian procurement disbursements have grown rapidly in recent years. In fact Canada's share of total disbursements has grown positively in 4 out of the past 5 years. Compared with other non-borrowing members, Canada now ranks ninth in cumulative procurement disbursements from the IDB.

Canadian companies have experienced most of their success in essentially the same categories at the IDB as at the World Bank, with particular emphasis on the consulting field. Canadian consultants have won 4.2 percent of all IDB expenditures for consulting services since 1979. (This compares with 0.5 percent of civil works expenditure and 1.5 percent of goods expenditure over the same time period).

Between 1987 and 1991, 20 percent of Canadian procurement disbursements from the IDB resulted from work in the transportation sector, 19 percent from industry, 18 percent from agriculture, and 16 percent from energy. The remaining 30 percent stemmed from work in health, forestry, mining, fisheries and non-project. Forestry, electric power, roads and highway, environmental products and technologies are sectors which appear to hold potential for continued IDB lending and future Canadian procurement success.<sup>4</sup>

For further discussion of Canada's performance at the Inter-American Development Bank (IDB), refer to the report by the Office of the Canadian Executive Director at the IDB, Canadian Procurement Performance at the IDB dated July 1992.<sup>5</sup>

## Introduction

This report offers a summary and an analysis of the procurement performance of Canadian firms in projects and activities funded by the World Bank and the Inter-American Development Bank over the last fiscal year. It also reviews the activities of the Office for Liaison with International Financial Institutions at the Canadian Embassy in Washington.

The majority of the procurement results in this report are presented as disbursements or cash paid by the World Bank to