

- Areas where Statistics Canada export data indicate that there has been general export success by Canadian firms in developing country markets and where there has been significant World Bank lending but where there has been little Canadian success in World Bank projects are: **telecommunications equipment, pharmaceuticals/medical equipment, data processing equipment, agricultural equipment and inputs, energy exploration and production equipment, construction materials/equipment, industrial plant/equipment, and educational equipment**. Similar observations were made with regard to the IDB. 2
- **Sketchy** data available on Canadian contract awards by province indicate that between FY 1988 and FY 1992, firms in Ontario won 37.3 percent of contracts awarded to Canada, firms from Quebec, 28.6 percent, Alberta, 2.1 percent, Manitoba, 4.1 percent, Nova Scotia, 13 percent, and British Columbia 4.4 percent. 10.6 percent of contracts were not identifiable as to source. 4
- World Bank lending trends by region indicate that lending is likely to continue to increase in FY 1993. The new membership of the former Soviet Republics will contribute to this increase. Lending is expected to remain relatively stable in other regions. In FY 1992, lending to Asia increased as a result of an almost \$1 billion increase in lending to China. Lending to Latin America also increased from FY 1991 to FY 1992, from 23 to 26 percent of lending, and lending to Africa increased from 15 percent of lending in FY 1991 to 18 percent of lending in FY 1992. 6
- World Bank and IDB lending is likely to continue to increase in the social sectors and for environmental work. 13
- The number and volume of Canadian Trust Funds tied to Canada at the World Bank continues to grow - a program much appreciated by the private sector, the 1992 CIDA consultant report was highly positive on the actual and potential commercial returns to Canada from these trust funds. 14
- A consultant report on the CIDA ACEC Secondment program at the World Bank was also most positive in its review of benefits to Canada. 15

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