

### **The Asian Development Bank**

The Asian Development Bank (AsDB) is a large regional bank headquartered in Manila, the Philippines. The AsDB is supported by 31 regional members and 14 non-regional members. A number of the regional members have excellent growth prospects, notably some of the Association of South East Asian Nations (ASEAN) countries of which Thailand, the Philippines, Malaysia, Indonesia, and Brunei are currently borrowers of Bank funds.

#### **Contacts**

Companies wishing to obtain information on AsDB's project opportunities should contact the Trade Development Divisions for East Asia, the Pacific, and South and South East Asia. The regional offices of the Department of Regional Industrial Expansion would also be useful. *Addresses and telephone numbers are provided in Section III.* For appointments with AsDB officials, contact:

Commercial Division  
Canadian Embassy  
9th Floor, Allied Bank Centre  
6754 Ayala Avenue  
Makati, Metro Manila  
Philippines 3117  
Tel.: 815-9536 to 41  
Telex: (Destination Code 75) 63676  
(63676 DOMCAN PN)

Consultants wishing to register with the AsDB should request forms directly from:

Consulting Services Unit  
Asian Development Bank  
P.O. Box 789  
2330 Roxas Boulevard  
Metropolitan Manila, Philippines 2800

### **The Caribbean Development Bank**

The Caribbean Development Bank (CDB) is a small regional institution headquartered in Bridgetown, Barbados that serves the Commonwealth Caribbean. Donor members include Canada, the United Kingdom, Mexico, Colombia, Venezuela and France. The United States, although a non-member, provides a major share of the institution's resources through a number of special funds. The bank has 17 regional borrowing members.

#### **Contacts**

Companies wishing to obtain information on CDB's project opportunities should contact the Caribbean and Central America Trade Development Division, as listed in Section III.

Consultants wishing to register with the CDB should write to:

Caribbean Development Bank  
P.O. Box 408  
Wilbey  
St. Michael, Barbados W.I.

For assistance in arranging appointments with Bank officials, exporters should contact:

Commercial Division  
Canadian High Commission  
P.O. Box 404  
Commonwealth Development Corporation Building  
Culloden Road, St. Michael  
Bridgetown, Barbados  
Tel.: (809) 429-3550  
Telex: (Destination Code 0392) 2247  
(2247 CANADA WB)

## **B. OTHER MULTILATERAL FINANCING SOURCES**

### **1. The United Nations Development Program**

#### **Overview**

The United Nations Development Program (UNDP), a multilateral development institution affiliated with the United Nations, is the central planning and funding agency for technical assistance provided through the UN system. It is supported by some 130 different countries whose voluntary contributions are in addition to their regular UN contributions. Through a network of specialized international agencies and development banks, it offers technical assistance in almost every area of economic activity.

The UNDP disperses grants worth some \$700 million per year to its less developed country members for the financing of technical expertise in the field, training fellowships, and the hiring of consulting firms on contract to its various affiliated agencies. Working closely with the appropriate government agencies of the recipient countries, the UNDP prepares five-year program reports for each country which establish sectors of concentration and the approximate funds available for the period. Individual projects are designed by the field offices of UNDP, in consultation with the local government. After UNDP approval, the projects are assigned to the appropriate agencies charged with their execution. The executing agency will then seek out individual experts, consulting firms and equipment suppliers as required for the project. Interested firms should maintain a close relationship with the particular agencies of interest to ensure that they are short-listed since work in this field has now become very competitive. For short term single consultancy contracts, however, contact should be made directly with UNDP in New York.

#### **Business Opportunities**

The most significant contract opportunities offered by the UNDP are those involving consultants, either on an individual basis (i.e., the hiring of an expert for short or long-term assignments in the field) or to the firm as a whole through sub-contracts. Equipment suppliers as well, however, should not ignore the UNDP. Since the program finances pre-feasibility and feasibility studies which eventually lead to projects with a significant capital goods content, the UNDP's activities can be of use in identifying future markets. Canadian equipment suppliers may also find it useful to associate themselves with consulting firms already doing business internationally, although most executing agencies procure needed equipment directly and not via consultants. Since pre-feasibility and feasibility studies are the first steps towards the realization of large projects, the UNDP should be valued both for immediate consulting contracts and for follow-on opportunities for downstream business (e.g. forestry studies leading to the design and engineering of complete pulp and paper mills).

#### **How to use the UNDP**

There are basically two sources of marketing information which interested consulting firms should use in pursuing UNDP subcontracts. These are personal contact with the appropriate affiliated agencies and with the UNDP office in New York; and the five-year country program reports.

Personal contact is highly valued because the international market for services is so competitive. A firm should