

V. OUR QUALIFICATIONS

The Coopers & Lybrand Consulting Group is part of the Canadian Coopers & Lybrand partnership. We are the largest full-service management consulting firm in Canada with a professional staff of over 250.

We are also a member of Coopers & Lybrand International and as such have full access to the C&L member located in the Philippines.

We have already discussed our knowledge of the Asian Development Bank. We are also familiar with many countries in the region. We have recently completed a major project in Indonesia and will soon start another in Thailand. We are now completing for CIDA an evaluation and operational audit of Technonet Asia which took us to many of the Bank's recipient countries. Coopers & Lybrand International was the first firm of its type invited to set up offices in the Peoples Republic of China and there are now offices in three cities. Our Canadian firm has conducted projects for the Government of the Peoples Republic. In the past two years we have had consultants operating in each sub-region serviced by the Asian Development Bank.

Our ability to conduct research on the Bank's purchasing history,
intentions and practices is excellent. This is matched by extensive
experience in business and marketing strategy development for Canadian companies.

Many of these assignments have included or focussed on export strategies. Some relevant examples are shown on the facing page. These are only a few of well over one hundred assignments, many of which have been complex and some involving several man years of work and encompassing research in many countries. But equally important, we