

## Business Opportunities in Cameroon

**A**t the centre of an economic and monetary union (CEMAC) grouping six countries in central Africa, Cameroon provides foreign investors with opportunities to access markets in neighbouring countries. The following business opportunities are addressed to Canadian companies and have been provided by the High Commission for the Republic of Cameroon in Ottawa.

**OPPORTUNITY 1** — In the context of its telecommunications restructuring program, the government of the Republic of Cameroon is calling for applications for a concession to supply GSM 900 cellular telephone service in Cameroon.

The concession will have the right to establish a GSM 900 network and to provide mobile telephone services, as well as international services, to subscribers in all areas of Cameroon. There is currently one GSM 900 cellular network in Cameroon — CAMTELMOBILE — which operates under the ministry responsible for telecommunications and has some 4,200 subscribers.

This call is addressed to investors with proven relevant experience and the necessary financial resources and expertise in the construction and operation of GSM 900 cellular networks. The concession will be required to ensure that Cameroonian individuals or firms hold at least a 30 per cent interest.

For more information, or to obtain the bid documents, contact the High Commission for the Republic of Cameroon, 170 Clemow Ave.,

Ottawa, ON, K1S 2B4, tel: (613) 236-1552, fax: (613) 236-3885.

**OPPORTUNITY 2** — As a part of its program for restructuring and privatizing public and semi-public enterprises, the Government of Cameroon is issuing an international call for bids to create a new reinsurance company to replace the Caisse Nationale de Réassurance. Shareholders are being sought to acquire at least a 51 per cent share of the new company. The minimum amount of overall capital is US\$1.67 million.

Bidders must be professional reinsurers with reputable and financially sound background. Companies without the necessary reinsurance expertise will also be considered subject to the terms of reference.

For more information or to obtain the tender documents, contact Ministry of the Economy and Finance, P.O. Box 24, Yaoundé, Republic of Cameroon: Samuel Obam Mbom, Director of Economic Controls and External Finance, tel.: (237) 22-49-53, fax: (237) 23-35-27; or Georges Onomemang, Chief, Insurance Division, tel.: (237) 22-21-09.

### IBOC — Continued from page 14

water systems, as well as cleaning and purifying water. Contact Isabel Lavictoire by November 26, 1998, at fax: (613) 996-2635, quoting IBOC case no. 980805-00983.

**SYRIA** — The Joint Stock Company invites Canadian companies for a joint venture to participate on a Chlor Alkali project. The projected plant will produce chlorine and

caustic soda from sodium chloride by means of electrolysis in membrane electrolyzes. Contact Isabel Lavictoire by November 26, 1998, at fax: (613) 996-2635, quoting IBOC case no. 980805-00981.

Other tender calls and trade opportunities can be found on CanadExport On-line at <http://www.dfait-maeci.gc.ca/english/news/newsletr/canex>

**Info Centre**

DFAIT's InfoCentre provides counselling, publications, including market reports, and referral services to Canadian exporters. Trade-related information can be obtained by contacting the InfoCentre at 1-800-267-8376 (Ottawa region: 944-4000) or by fax at (613) 996-9709; by calling InfoCentre FaxLink (from a fax machine) at (613) 944-4500; or by accessing the DFAIT Internet World Wide Web site at <http://www.dfait-maeci.gc.ca>

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