

Although only 25.7% of the service suppliers in the database were operating in Asia, 37% of the 'active' service contractors were represented in the region. By contrast, 42.7% of service suppliers were working in Africa, while 60% of the 'active' service contractors were in the region. For Latin America and the Caribbean, the comparable figures are 35%, and 39% respectively. Stated otherwise, the service suppliers actually contracting in Asia, although fewer in number, **were more likely to be 'active' contractors than in Africa, or Latin America.** This differential, in part, is explained by the large number of individual and one-time contractors, in Latin America, in particular.

Latin America:

*Although only 24% of all service contracts were in the region, 35% of all service contractors were positioned there. Of the 149 service contractors in the region, 34% were individual consultants, the vast majority with the IDB. Also notable is the fact that a full 62% of the Canadian service contractors in Latin America held only one contract. **In general, service contractors in Latin America were far less likely to fall into the 'active' category than were service contractors in Africa and Asia.** This can probably be attributed to the relatively high proportion of individual consultants contracting in the region, who typically contracted on the same project, if they contracted more than once.*

More than one-third of the works contracts were in Latin America, in spite of the fact that only 23% of all contracts were located there. In contrast, 18% of the goods and equipment contracts were held in the region, and as noted above, goods contractors in Latin America were as unlikely as in any other region to be 'active' contractors.

Although, as noted above, service contractors in Latin America were less likely than in other regions to be 'active', 39% of the 'active' service contractors in the database were working in the area. Of this group, 56% were also working in Africa, and at least 24% were also represented in Asia during the same period.

Europe:

A small number of contracts were held in Europe (or 4% of the total), primarily in the Russian Federation. They were split almost evenly between goods and equipment and services. Although some 13% of all goods contractors in the database sold to the region, none contracted on more than one project. By contrast, while only .6% of service contractors were represented in the region, approximately 5% of the 'active' service contractors were involved, primarily very 'active' multinational firms.