

Contents

SECTION I

Business Opportunities for Canadian Exporters through Canadian Financing Institutions

A. Canadian Chartered Banks	6
B. The Export Development Corporation	6
1. Credit Insurance	6
2. Guarantees	7
3. Export Financing	7
C. The Canadian International Development Agency	8
1. Multilateral Program	8
2. Bilateral Program	8
3. Industrial Co-operation Program	9

SECTION II

Business Opportunities for Canadian Exporters through Multilateral Financing Institutions

A. Multilateral Development Banks	10
1. Overview	10
2. Procurement System	10
Chart 1: Typical Process for the Selection of Consulting Firms on Projects	10
Chart 2: Typical Process for Procurement of Goods and Construction Services on Projects	11
The Development Cycle for Loans under Consideration	11
3. The Principles of a Winning Bid	12
4. Specific Information about Each Bank	12
The World Bank Group	12
The Inter-American Development Bank	13
The African Development Bank and the African Development Fund	13
The Asian Development Bank	14
The Caribbean Development Bank	14
B. Other Multilateral Financing Sources	14
1. The United Nations Development Program	14
2. The Arab Funds and Investment Banks	15

SECTION III

Other Government Programs and Services

A. Provincial Export Funding Programs	18
1. Newfoundland	18
2. Prince Edward Island	18
3. Nova Scotia	18
4. New Brunswick	18
5. Quebec	18
6. Ontario	19
7. Manitoba	20
8. Saskatchewan	20
9. Alberta	20
10. British Columbia	21
B. Federal Government Program for Export Market Development	21
C. Federal Government Points of Contact	21
1. Info Export	21
2. Department of Regional Industrial Expansion Regional Offices	22
3. Department of Regional Industrial Expansion Industry Sector Branches	22
4. Contact Points within the Department of External Affairs	23
5. Canadian Commercial Corporation	23

SECTION IV

Selected Organization Charts for the Department of External Affairs

24