

Angola rebuilds

— from page 1

Canadian companies should note the required rehabilitation of Angola's transport industry, its ICT infrastructure and the provision of products and consultancy services to the oil and gas and mining industries.

The reconstruction and rehabilitation of the country's infrastructure is estimated to cost \$18.6 billion. Of this amount, \$3 billion is required to revitalize the transport sector. The Angolan government is particularly interested in build-operate-transfer projects in the transportation sector.

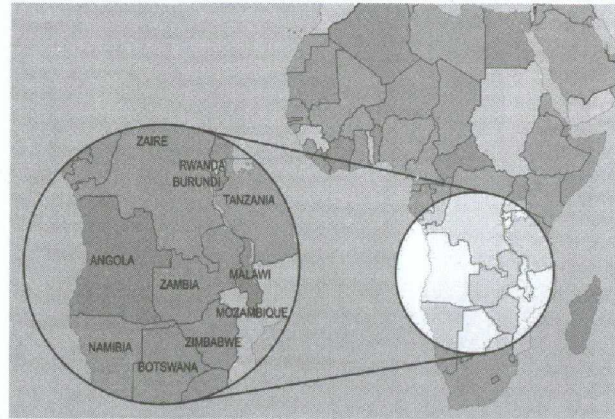
Companies that can offer financing options will also be particularly welcomed as the government does not have the capacity to go it alone. There are plans, for example, to build a new national airport but the financing has not yet been secured. The same is true for the government's plans to spend some \$5 billion over the next 11 years

to reconstruct and expand the nation's major railway lines.

The Angolan government is looking to develop its ICT infrastructure, increase the use of technology within government, stimulate the entry of more Internet service providers and increase Angolans' technology access and awareness. Canadian companies have an excellent opportunity to introduce their technology and provide consultancy services in the development of the nation's ICT infrastructure, particularly in capacity building and the training of national staff.

Companies in the oil and gas industry are advised to make products and services known to Sonangol, Angola's state oil company, as well as other oil companies operating in Angola, to be considered should opportunities arise.

Oil and gas equipment and services which are sought for operations in Angola must be recommended by Sonangol, which has the final decision on these matters. In order to bid for tenders, companies need to be on the



Sonangol approved bidders list. For this reason, it is useful to have a representative in Angola.

Doing business in Angola

It is important to make and maintain contacts, especially in government, to be informed of upcoming projects. Information on projects can be difficult to find, so companies are also encouraged to consult a variety of Web sites (see list on page 3) that have information on international tenders. Government tenders are posted in international papers two to three months before the submission deadline.

Angola is import dependent, and as such the government is more interested in investment than trade. It is seeking to

continued on page 3 — Angola rebuilds

A Canadian success story in Angola

The Government of the Republic of Angola has launched a major program to establish a stock exchange and to have it perform a role in the privatization of state-owned enterprises. **DevPar Financial Consulting Limited** of Oakville, Ontario, was awarded a contract by Angola's Ministry of Finance to train Angolans who want to participate in the market as professionals.

"Angolans are interested in developing new business ties with Canadians as the country begins to open up to development," says James Chester, Vice-President of DevPar.

The training is to tie in to the regulatory requirements supporting the licencing of specific roles in the market. This follows similar work DevPar has performed in other Portuguese-speaking countries in Africa, including Mozambique and Cape Verde.

The project was awarded in March 2004 and the first phase is expected to continue to June 2005. The stock exchange is scheduled to open in late 2005. DevPar will also be supporting the attraction of new listings to the exchange and is advising Angola's Ministry of Finance on the listing and trading of government debt.

For more information, go to www.DevPar.com. 🌟

Angola rebuilds

— from page 2

attract the support of international financial institutions by streamlining and accelerating the foreign investment process, and by revising the investments code with a view to providing special tax incentives to foreign investors, particularly those who undertake projects to develop the manufacturing sector.

There are also special fiscal incentives for those who employ a high proportion of Angolans and provide them with professional training and benefits equal to foreign employees. As the government is trying to move away from being import dependent, projects that encourage import substitution will be considered favourably.

Angola's private sector is still in the development stage and needs capacity and skills building. What private investment exists is concentrated in the oil and mining sectors, although recent liberalization measures have encouraged some private investors to occupy a few niches in the domestic economy, such as in construction and hotels.

The government still plays a predominant role in the oil, mining and

financial sectors, as well as in the management of public utilities. It is within this context that foreign businesses are being encouraged to enter the Angolan market, as they will reduce imports and develop skilled labour.

Be there

Visiting Angola frequently is important to be successful, and it is crucial to have a locally based business partner that knows about the Angolan market, is able to pick up on local opportunities, is well connected and able to carry out negotiations on your behalf. It is also important not to make payments to facilitate progress.

An interpreter is required if you do not speak Portuguese, as English and French are not widely spoken. Similarly, it is advisable that all correspondence be in Portuguese unless your local partner indicates otherwise.

Those travelling to Angola should note the following: a yellow fever vaccination certificate must be produced at the port of entry; credit cards and travellers cheques are not widely accepted; U.S. dollars are widely accepted; don't travel with large amounts of money; and always carry your passport, particularly if entering government buildings.

China — from page 1

"The number of sectors represented on this mission shows how eager Canadian and Chinese business people are to explore bilateral commercial opportunities. Governments in both countries are actively putting into place frameworks to help make that happen," said Minister Peterson. "With China redefining global trade, a China business plan is no longer an option for Canadian companies; it's a must."

During the mission, Canada and China signed 10 agreements that will further stimulate commerce and cooperation in the areas of culture, the environment, natural resources, commercial insurance, agriculture and food safety, science and technology, nuclear energy, and education.

Joint statements were also issued that outlined a further commitment to enhancing bilateral relations in a number of key areas, including multilateral cooperation, natural resources, energy, and trade and investment. Finally, a common paper was issued to define the scope of the Canada-China strategic working group, further progress was made on a foreign investment protection agreement and China agreed to begin the process of granting Canada official approved travel destination status.

In Shanghai, the largest commercial centre in China, Hong Kong, the major hub in financial services and transportation, and in Beijing, the political centre, delegates from across Canada used the trade mission to network and develop useful relationships during

Key Web sites

Canadian Embassy in Zimbabwe
www.infoexport.gc.ca/zw

Angolan Embassy in Canada
www.embangola-can.org

Development Gateway Market
www.dgmarket.com

National Private Investment Agency
www.iie-angola-us.org and
www.investinangola.com

SONANGOL
www.sonangol.com

Angola government Web site
www.angola.org

Economist Intelligence Unit
www.eiu.com

World Bank
www.worldbank.org

African Development Bank
www.afdb.org

For more information, contact the Canadian Embassy in Zimbabwe, tel.: (011-263-4) 252-181/5, fax: (011-263-4) 252-186, e-mail: hrare-td@international.gc.ca, Web site: www.harare.gc.ca. 🌟

sectoral workshops, plenary sessions and networking events.

Prime Minister Paul Martin joined the Canada Trade Mission during his visits to Beijing and Hong Kong, where he met with Chinese political leaders and business people and Canadian delegates.

China is Canada's second-largest single-nation trading partner after the United States. Priority sectors for this trade mission included agriculture and agri-food, information and communications technologies, aerospace, biotechnology, education, natural resources, transportation, financial services and tourism.

For more information on the agreements signed during the trade mission, go to the Canada Trade Mission to China Web site at www.tcm-mec.gc.ca/china2005/menu-en.asp. 🌟

Editorial team: Yen Le
Michael Mancini
Jean-Philippe Dumas

Subscriptions
Telephone: (613) 992-7114
Fax: (613) 992-5791
E-mail: canad.export@international.gc.ca
Web site: www.canadexport.gc.ca

CanadExport is published twice monthly by International Trade Canada's Communications Service Division.
Circulation: 55,000

CanadExport paraît aussi en français.

ISSN 0823-3330

Extracts from this publication may be reproduced for individual use without permission, provided the source is fully acknowledged. However, reproduction of this publication in whole or in part for purposes of resale or redistribution requires written permission from CanadExport.

For address changes and cancellations, return your mailing label with changes. Allow four to six weeks.

Publication Mail Agreement Number: 40064047

Return undeliverable Canadian addresses to:
CanadExport (BCS), ITCan
125 Sussex Drive, Ottawa, ON K1A 0G2
E-mail: canad.export@international.gc.ca

CanadExport