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# News Release

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## **OUELLET AND MacLAREN ANNOUNCE STRATEGY TO HELP CANADIAN BUSINESS CAPTURE A LARGER SHARE OF PROCUREMENT AT THE INTERNATIONAL FINANCIAL INSTITUTIONS**

Foreign Affairs Minister André Ouellet and International Trade Minister Roy MacLaren today announced the Government's acceptance of the *Final Report of the Interdepartmental Task Force on IFI Procurement*. The Report, released today during the Annual Consultations between the Canadian Exporters' Association and the Canadian International Development Agency (CIDA), proposes a three-year action program to help Canadian business win more capital projects financed by International Financial Institutions (IFI) such as the World Bank and regional development banks.

"IFIs provide over US\$40 billion each year for projects in some of the world's fastest-growing markets," Mr. MacLaren said. "Canada must improve its record in winning a larger share of this business, and the implementation of the recommendations in this report will help us do that."

Canadian firms annually receive about C\$400 million from all IFI contracts. To assist companies in successfully pursuing IFI contracts, the action program calls for greater co-ordination and targeting of government programs, more strategic use of financial instruments such as trust funds and co-financing to leverage additional opportunities, better access by business to timely and accurate IFI information and project intelligence, and the establishment of an IFI Specialist Network in Canada to support firms before they go abroad.

The three-year action program will be undertaken in partnership with the private sector. It will focus initially on priority IFI projects in several key Asian and Latin American countries and five key sectors: energy, environment, telecommunications, transportation and health.

"Our primary objective at the World Bank and the regional development banks is to ensure that the economic and social needs



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of their borrowing members are addressed in a way that promotes sustainable development," said Mr. Ouellet. "While developmental considerations will continue to drive the allocation of Official Development Assistance, CIDA will also seek to maximize benefits to Canada where our developmental objectives and commercial interests are complementary."

In support of this comprehensive government strategy to increase Canadian IFI procurement, CIDA will redesign its Trust Funds, targeting them at sectors and countries of greatest potential for Canada and linking them with downstream project opportunities. CIDA will also focus the majority of resources available for IFI co-financing on priority projects in the sectors and countries of the action program.

This initiative will require no additional resources but instead more strategic use of those available. To implement the recommendations of the Task Force, an interdepartmental Capital Projects Action Team will be established involving the Department of Foreign Affairs and International Trade (DFAIT), CIDA, Industry Canada, the Department of Finance, the Export Development Corporation and the Canadian Commercial Corporation.

Copies of the Report may be obtained by calling DFAIT's InfoCentre at 1-800-267-8376.

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