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**International Financing Data:
A Business Guide to
Export Financing and other
Financial Assistance**

External Affairs and
International Trade Canada



*8th Revision
March 1991*

Canada

**International Financing Data:
A Business Guide to
Export Financing and other
Financial Assistance**

Dept. of External Affairs
Min. des Affaires extérieures

JUL 17 1991

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Prepared by External Affairs and International Trade Canada's
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SECTION I

Business Opportunities for Canadian Exporters through Canadian Financing Institutions

A. Canadian Chartered Banks

Canadian exporters have historically relied on the Canadian chartered banks as a key resource to finance their export sales.

The Canadian banks began, more than a hundred years ago, to build an international network of branches, subsidiaries and representative offices to gain the international contacts, expertise and the local know-how to smooth the flow of business between exporters and importers.

In keeping with their policy of maximum support for Canadian exporters, the banks have comprehensive trade information and documentation services available to help with the increasingly complex international environment. This support is particularly valuable to exporters seeking new markets or sources. Drawing on their international networks, the Canadian banks provide information on:

- prospective buyers, sellers and partners overseas;
- forthcoming trade fairs, missions, seminars and exhibitions;
- reports and advice on market and economic conditions in foreign countries;
- help with finance and payment arrangements;
- reports on the creditworthiness of overseas customers;
- specialized services of the banks' branches, subsidiaries, representatives and affiliated companies in foreign markets; and
- services of thousands of correspondent banks worldwide.

The Canadian chartered banks can provide a number of techniques for financing export sales and can assist the exporter in selecting the appropriate financing facility.

1. Short Term Financing Mechanisms

Open Account

This is a simple method that underlies much of Canada's export sales to the United States and to various European countries. The exporter and importer arrange for the importer to settle his debts directly with the exporter at a specified future date. The seller finances the transaction with his own funds, engaging whatever excess liquidity he has until payment is received from the importer.

In order to assist the exporter in receiving immediate cash for his sale, rather than waiting for the funds to be received from the foreign buyer, a number of Canadian banks have established means to purchase invoice acceptances from the exporter on a non-recourse basis, subject to the normal exceptions of a trade dispute, or non-compliance with the terms and conditions of export credit insurance if such coverage is held. This service works as follows:

Foreign Accounts Receivable Purchases (Invoice Acceptances)

An exporter can convert his foreign accounts receivable into an immediate cash sale by allowing a bank to purchase them outright. With its purchase, the bank

assumes the commercial and political risks underlying the transaction. It also assumes the responsibility of collecting payment from the foreign obligor, relieving the exporter of this routine.

The purchase by the bank of invoice acceptances provides the exporter with three advantages:

1. immediate cash;
2. credit risk protection; and
3. collection services.

Collections

Documentary collections consist of a draft or bill of exchange drawn on the importer and accompanied by commercial documents covering the shipment of goods. (Drafts unaccompanied by shipping documents are considered as "Clean Collections".)

The bill of exchange and documents are forwarded by the exporter to the importer through their respective banks for final settlement; the timing of which being dependent on the tenor of the bill. If the bill of exchange is drawn at sight, payment should be received when the documents are released to the importer. Conversely if it is a term bill, documents are released against acceptance of the bill by the importer and payment is due at the designated maturity date. Under this type of collection, the exporter is extending credit to the importer, according to the tenor of the bill. Under certain circumstances, the bank may similarly extend credit prior to payment of the accepted drafts by either discounting them or taking them as collateral security.

Documentary Credits (Letter of Credit)

A documentary credit, otherwise known as a commercial letter of credit (L/C), is an instrument or letter issued by a bank at the request of an importer in favour of a supplier/exporter, for the purpose of financing the importation of goods or services.

By opening the documentary credit on behalf of the importer, the bank lends its own name to the transaction and thereby obligates itself to pay the supplier, provided the terms and conditions of the credit have been fulfilled.

The bank opening the L/C will instruct its branch or correspondent bank in the exporter's country -- in the case of Canadian export sales, it will instruct a Canadian chartered bank -- to make payment to the Canadian supplier/exporter on the condition that the documents the exporter presents to the Canadian bank comply with the stated terms and conditions of its documentary credit and the Canadian bank is satisfied with the foreign bank credit risk.

a) Sight Documentary Credits

The drafts drawn on the paying bank may be either sight or time drafts. A documentary credit calling for a sight draft means that the exporter is entitled to receive payments at sight or presentation of his drafts to the opening bank, once the documents have been examined and found in order.

b) Term Documentary Credits

In instances where documentary credits have been drawn on a time basis, with drawings allowed over 30, 60, 90-day or longer periods, the seller of the goods is granting terms to the buyer. The drafts, which are the actual instruments used to effect the drawings, are "accepted" by the importer's bank rather than "paid" upon presentation. Therefore, when the beneficiary presents his draft and documents to the paying bank, he does not

expect to receive payment but, rather, ends up the holder of an accepted draft payable in, say, 60 days. Such a draft becomes known as a "Bankers Acceptance" (which also designates other term debts that need not finance international trade transactions) and is a negotiable instrument. It is this instrument which can now usually be "discounted" by the bank, enabling the beneficiary to eliminate the receivable and obtain cash on a non-recourse basis. A bank's acceptance and subsequent discounting of a time draft, drawn under a documentary credit covering a bona fide movement of goods or sale of services, offers an exporter, or a subsequent holder, a method of financing receivables at competitive rates, i.e. his receivables are converted into working capital.

Types of Documentary Credits

All letters of credit are either irrevocable or revocable. A revocable letter can be amended or cancelled at any time without the exporter receiving prior notice. It is issued only in special circumstances, usually between affiliated companies. The irrevocable letter of credit cannot be amended or cancelled without the consent of all parties, including the exporter, the negotiating/paying/accepting bank, the issuing bank and the importer.

Each of these documentary credits can, in turn, be "sight" or "term" in tenor. Sight credits call for immediate payment upon presentation of relevant documents or drafts or both. Term credits call for payment at the end of a specified period (e.g. 30, 60, 90 days, or longer) after presentation of relevant documents or drafts or both. Term credits are usually available for "discount" (immediate encashment at present value) at any of the Canadian chartered banks. Normally such discounting is after acceptance of the documents or drafts or both.

Discounting of Trade Bills

Canadian chartered banks, either directly or through specialized export finance subsidiaries, provide Canadian exporters with a means of financing their short-term foreign receivables by discounting (purchasing) bills of exchange and promissory notes due to the Canadian exporters by their foreign buyers.

As indicated under "Open account" financing, a number of chartered banks, in addition to discounting trade bills, also purchase from Canadian exporters their acknowledged open account receivables by discounting commercial invoice acceptances on buyers in selected countries.

The Canadian exporters benefit from improved cash flow by maximizing the use of operating loans for their day-to-day domestic needs, by fixing the interest cost at the outset and by greater efficiency in having revolving credit lines set up for ongoing sales to the same buyers.

2. Longer Term Requirements

Medium payment terms are usually for periods up to five years, and long-term requirements refer to payment terms in excess of five years and can be up to 15 years. In most long term transactions, the risk to the lending banks will consist of the risk represented by the buyer, or the buyer's bank, or a government agency in the buyer's country and the political risk of government stability in the importer's country. Among the longer term financing mechanisms, the following are the more prevalent:

Forfeiting

A medium-term form of seller or supplier credit provided by a number of Canadian banks is forfeiting or à forfait financing, in which the bank purchases medium-term (up to five, and in special cases, seven year) promissory notes due to the Canadian exporter from a foreign buyer. A forfait financing is guaranteed by the bank. The value of the promissory notes is discounted at a fixed rate so that the exporter receives cash, after deduction of the interest charge or discount. Usually provided with a guarantee from the buyer's bank, the promissory notes are discounted by the Canadian bank on a non-recourse basis to the exporter.

The Canadian exporter benefits as he passes on the credit risk and currency exposure to the Canadian bank, turning a credit sale to a cash transaction, receiving fixed rate financing and incorporating the financial cost in the contract price, at the same time eliminating extensive documentation.

Buyer Credits

A buyer credit is a method of financing an export over a medium or longer term whereby the funds are loaned directly to the foreign buyer. These credits are usually suited to large financings of capital goods and to support turnkey projects. Buyer credits generally are on a non-recourse basis to the exporter as the importer enters into a direct financial relationship with the lending bank. The creditworthiness of a buyer credit is based on the integrity and financial ability of the buyer/importer to repay and may be supported by the guarantee of the government, a government agency, a national or a commercial bank in the borrower's country.

When analyzing buyer credits, as in most forms of export finance, the Canadian bank must take into consideration the economic and political risks of the buyer's country, as well as the commercial risks associated with the transaction.

3. Export Leasing

Canadian chartered banks can provide export leasing services through subsidiaries. This form of trade financing is usually undertaken by exporters, working in conjunction with a leasing company, to gain a competitive edge where the tax regimes in certain countries afford a cheaper means of financing the importer's acquisition of capital goods than other forms of trade finance, or where import restrictions prevent the buyer from purchasing foreign equipment outright. Export leasing is usually a medium to long-term means of financing and, depending on the mechanism used, the exporter receives cash for his transfer of title to the leasing company and the delivery of the capital equipment to the buyer.

4. Project Finance

Project finance secures repayment from the cash flow the project is expected to generate when it comes into production. The assets of the project can serve as collateral, so that lenders have basically recourse only to the assets and cash flow of the project. There are many variations to the structuring and securing of project loans. Such loans are usually longer term, require extended gestation periods before completion, and require innovative financing. Canadian chartered banks, though their International Trade and Merchant Banking divisions, are in the forefront of arranging project financing, particularly for the mining, energy, forestry,

transportation, public utilities and engineering industries.

5. Credit Insured Export Financing

Canadian chartered banks join with the Export Development Corporation (EDC) in financing Canadian exports.

Individual export transactions can be credit insured by having the exporter, who holds an EDC insurance policy, assign the coverage to the bank which provides the financing.

Certain Canadian banks operate specialized trade finance subsidiaries who utilize EDC credit insurance policy, which provides 90 percent insurance coverage for both short and medium-term credits. The bank export finance subsidiary assumes the 10 percent uninsured risk portion and provides the financing. The Canadian exporter could potentially benefit from a reduced premium (depending on risk considerations, since the credit insured financing is only obtained on a "per transaction" basis. It can provide prompt payment without recourse to the exporter and improves cash flow.

The Canadian chartered banks cooperate with EDC in financing exports of capital goods and services by way of medium and long-term loans to foreign buyers. In such instances, EDC's function is to provide financing so the overall cost of lending is competitive with terms available from foreign export credit agencies.

EDC normally does not supply down payment and local cost financing. Thus, Canadian chartered banks provide this financing as a separate loan, at competitive commercial terms and rates. Consequently, the foreign buyer of Canadian goods can obtain a financial package that covers the full amount of the transaction.

EDC also provides financing where the total term, the country risk, or other conditions applying to the country or type of financing involved, may not be available within the commercial financial markets. Once it has been determined that a transaction qualifies for EDC support, the exporter's bank, sometimes in consortia with other Canadian banks, will join with EDC to provide financing.

EDC can guarantee portions of the Canadian chartered banks' export loan where the political risks involved exceed the chartered banks' own lending criteria, or where Canadian government regulatory directives inhibit banks from further lending to borrowers in specific countries. The most important conditions governing the sale of Canadian goods and services abroad are commercial aspects such as price, technology, the quality of the goods and services, ability to meet delivery dates and the overall reputation of Canadian goods and services. While the related financing of any major export is also important, it is these other factors that are basic to the consummation of any major export transaction. During the initial stages of negotiation, the exporter should obtain, from his bank and EDC, a preliminary "indication of interest" letter outlining briefly the general terms and conditions under which it would be prepared to assist in the financing of the sale. In the case of larger transactions, it is not uncommon for either the borrower, his government, or his banker to be aware of the type of financing and conditions that will be involved in the final package.

B. Export Development Corporation (EDC)

The Export Development Corporation is a Crown corporation whose purpose is to facilitate and develop Canada's export trade. EDC pursues its purpose by

providing insurance, guarantee, and financing facilities which, combined with advice and the organization of financial service packages, foster the ability of firms selling Canadian goods and services to compete effectively abroad.

1. Export Credit and Investment Insurance

Canadian firms of any size can insure their export sales against non-payment by foreign buyers. EDC normally assumes 90 per cent of the commercial and political risks involving insolvency or default by the buyer as well as blockage of funds, war or rebellion, cancellation of import licenses and the like in a foreign country, and cancellation of export permits in Canada.

Almost any kind of transaction involving the export of goods, services or technology may be insured if Canadian content and EDC criteria are met. Insurance is available to cover sales of general commodities and services normally made on short term credit of up to 180 days, and capital goods and services made on medium-term credit, usually of up to five years.

In order to facilitate the exporter's banking arrangements, EDC will agree to pay any proceeds payable under an exporter's policy to a bank or other financial organization.

If a bank or other financial institution will agree to purchase an insured foreign receivable from an exporter with recourse limited to post-maturity interest, and to amounts which EDC has not covered under the policy because of loss related to events within the exporter's control, EDC is prepared to agree to the assignment of the exporter's rights and obligations under the policy to that financial institution.

The credit insurance services available are as follows:

i) Short Term Whole Turnover Insurance

Global Comprehensive Insurance

Global Comprehensive Insurance provides cover against both commercial and political risks inherent in an export transaction offering short-term credit. An exporter is required to insure all export sales unless excluded by EDC.

Global Political Insurance

Global Political Insurance provides cover against specified political risks inherent in an export transaction. An exporter is required to insure all export sales unless excluded by EDC.

Selective Political Insurance

Selective Political Insurance provides cover against specified political risks inherent in an export transaction. An exporter may select certain countries for which he wants cover, but all export sales to buyers in the selected countries must be insured.

Export Credit Insurance (Small Business)

Export Credit Insurance (Small Business) - USA and Worldwide policies protect Canadian exporters against non-payment of amounts receivable from buyers in various export transactions: The USA policy provides commercial risk cover for US buyers; the worldwide policy provides cover for commercial and political risks for buyers worldwide.

Short Term Bulk Agricultural Credits Insurance

Short Term Bulk Agricultural Credits Insurance provides cover on sales to foreign governments and sales to private buyers made under irrevocable letter of credit terms. The short term policy covers sales on terms of up to 360 days. EDC insures 100% of the political risks and 95% of the commercial risks under this program.

Documentary Credits Insurance

Documentary Credits Insurance is a policy EDC issues directly to banks. It insures a bank operating in Canada against the risk of non-payment by a foreign bank of a documentary credit (commonly referred to as a letter of credit) issued by the foreign bank in favour of a Canadian exporter. The policy covers non-payment losses arising from both commercial and political risks, except where the foreign bank is an affiliate of a Canadian bank, or vice-versa, in which case cover is restricted to political risks.

ii) Medium Term Specific Transaction Insurance, Investment Insurance and Guarantees

The insurance and guarantees covers individual transactions. The various types available are as follow:

Specific Transaction Insurance

Specific Transaction Insurance provides cover until payment is received by the exporter for individual transactions involving capital goods and services either from the effective date of contract or from the date of the shipment of goods.

Loan Pre-Disbursement Insurance

Loan Pre-Disbursement Insurance provides cover for the production risk from the effective date of financing until disbursements are made under the loan agreement.

Performance Security Insurance

Performance Security Insurance provides cover for the exporter against a wrongful call by a foreign buyer of an Irrevocable Letter of Credit (ILC) or letter of guarantee provided by the exporter's bank on behalf of the exporter. It also provides coverage for a rightful call due to specified risks outside the exporter's control.

Bid Security Insurance

Bid Security Insurance provides cover for the exporter against a wrongful call by the foreign buyer of an Irrevocable Letter of Credit (ILC) or letter of guarantee provided by the exporter's bank on behalf of the exporter. It also provides cover for a rightful call due to specified risks outside the exporter's control.

Consortium Insurance

Consortium Insurance protects members of an exporting consortium against the rightful call of a performance instrument where the other member or members of the consortium are unable to pay their shares, or are otherwise unable to perform.

Surety Bond Insurance

Surety Bond Insurance insures a domestic surety company providing a performance bond to a foreign buyer on behalf of a Canadian exporter.

Specific Sub Supplier Insurance

Specific Sub Supplier Insurance provides cover to Canadian companies acting as sub-contractors to Canadian exporters. Cover is provided against non-payment by the Canadian exporter (Domestic Risk) and non-payment by the foreign buyer resulting in the inability of the Canadian exporter to pay (Foreign Risk).

Equipment (Political Risk) Insurance

Equipment (Political Risk) Insurance protects Canadian exporters' equipment located at a foreign job site against a loss resulting from expropriatory action, war or hostilities, the inability to re-export or damage due to political events.

Foreign Investment Insurance

Foreign Investment Insurance provides cover for periods of up to 15 years or more against three broad categories of political risks: inconvertibility or the inability to repatriate earnings or capital; expropriation; and war and revolution. The investment must be new and there must be an economic advantage to both Canada and the host country.

Specific Transaction Guarantees

Specific Transaction Guarantees provide unconditional cover to banks or other financial institutions on non-recourse supplier financing.

Performance Security Guarantees

Performance Security Guarantees provide unconditional cover to banks or other financial institutions against a call of a security instrument, usually in the form of an Irrevocable Letter of Credit or Guarantee, that is issued to a foreign buyer on behalf of a Canadian exporter as security for performance.

Bid Bond Guarantees

Bid Bond Guarantees provide unconditional cover to banks or other financial institutions against a call on a bond, usually in the form of an Irrevocable Letter of Credit or Guarantee, that is issued to a potential foreign buyer on behalf of a Canadian exporter as security for bids.

Medium Term Agricultural Guarantees

Medium Term Agricultural Guarantees provide unconditional cover to banks or other financial institutions providing financing on agricultural products on terms of up to three years. Support for such terms is only available to match terms offered by officially supported competition.

Short Term Line of Credit Guarantees

Short Term Line of Credit Guarantees, provide cover to banks and financial institutions extending lines of credit to foreign banks, which in turn finance purchases of Canadian goods sold on short term credit.

2. Export Financing

EDC provides export financing for up to 85 percent of the Canadian contract value, at both fixed and floating rates of interest. EDC can also extend credit directly to Canadian Firms which purchase Canadian goods for use or lease outside Canada. Funds are disbursed directly by EDC to Canadian exporters on behalf of the borrower, in effect providing the exporter with a cash sale. EDC offers four financing services.

Direct Loan

This is a financing agreement usually for a single export transaction a transaction where the terms of the financing have been agreed upon and the funds are disbursed under a Disbursement Procedures Agreement signed by the borrower/buyer, the exporter and EDC.

Line of Credit

A line of credit is a special version of a loan whereby a creditworthy foreign borrower, usually a bank, a financial institution, or an entity of the foreign government agrees to borrow from EDC for a variety of transactions for which neither the exporter(s) nor the buyer(s) may yet have been determined. An allocation occurs when the transaction, the buyer and the exporter have been identified and approved for financing under the line of credit.

Note Purchase

The Note Purchase Program is where EDC may purchase promissory notes issued by foreign buyers to Canadian exporters for the purchase of Canadian goods and services. EDC and the exporter sign a Note Purchase Agreement in which the terms and conditions of the financing are established. The notes may or may not be guaranteed by a bank. EDC may purchase the notes from the exporter on a nonrecourse basis.

Specialized Credit

A Specialized Credit is a financing agreement available directly to Canadian entities. Eligible transactions are those for which goods are purchased in Canada by a Canadian buyer that (i) will lease such goods to another person for permanent use out of Canada, or (ii) will use such goods itself permanently out of Canada. EDC's normal lending criteria will apply to the provision by EDC of Specialized Credits to Canadian companies.

3. Canadian Content

For EDC, optimizing the Canadian content of the exports supported is a major goal. This way, the exports supported by EDC create jobs in Canada. With this in mind, EDC offers advice to exporters on how to meet and exceed Canadian content levels established for its services. Canadian content level is determined at the time of application for export (insurance or financing). Generally, goods and services should have 60 percent Canadian content or better.

Flexibility of Services

EDC services are flexible and can be custom-tailored to the requirements of exporters. In order to use EDC services to the best advantage, firms are encouraged to consult EDC and their bankers about credit and financing considerations at the earliest possible date when they are developing their plans.

Confidentiality

Information provided to EDC concerning an exporter's potential sale is always received in confidence. EDC will not disclose an exporter's name or his/her potential involvement in a specific transaction until the sales arrangements are final, and a financing agreement has been signed, unless it is done in the context of bank financing and with the exporter's expressed consent. In fact, EDC will refrain from even indicating that is has been approached in respect of a transaction. EDC will, as and when appropriate, take enquiries and forward them to the exporter for action as required.

For more detailed information on EDC facilities, you should direct enquiries to:

Head Office

Export Development Corporation
151 O'Connor Street
P.O. Box 655
Ottawa, Ontario K1P 5T9
Tel.: (613) 598-2500
Fax: (613) 237-2690

Quebec Region

General Manager, Quebec Region
Export Development Corporation
800 Victoria Square, Suite 2724
P.O. Box 124
Tour de la Bourse Postal Station
Montreal, Quebec H4Z 1C3
Tel.: (514) 283-3013
FAX: (514) 878-9891

Atlantic Region

General Manager, Atlantic Region
Export Development Corporation
Toronto-Dominion Bank Building, Suite 1003
1791 Barrington Street
Halifax, Nova Scotia B3J 2L1
Tel.: (902) 429-0426
FAX: (902) 423-0881

Ontario Region

General Manager, Ontario Region
Export Development Corporation
National Bank Building, Suite 810
P.O. Box 810
150 York Street
Toronto, Ontario M5H 3S5
Tel.: (416) 973-6211
FAX: (416) 862-1267

London District Office
District Manager, London District Office
suite 1512 Talbot Centre
148 Fullarton Street
London, Ontario N6A 5C9
Tel.: (519) 645-5828
FAX: (519) 645-5580

Ottawa District Office
Export Development Corporation
151 O'Connor Street
P.O. Box 655
Ottawa, Ontario K1P 5T9
Tel.: (613) 598-2992
FAX: (613) 237-2690

Prairie and Northern Region

General Manager, Prairie and Northern Region
Export Development Corporation
Bow Valley Square III
Suite 1030
510-5th Avenue S.W.
Calgary, Alberta T2P 3S2
Tel.: (403) 294-0928
FAX: (403) 294-1133
1-800-661-8638

Manitoba/Saskatchewan District Office
Export Development Corporation
330 Portage Avenue 8th Floor
Winnipeg, Manitoba R3C 0C4
Tel.: (204) 983-5114
FAX: (204) 983-2187
1-800-665-7871

British Columbia and Yukon Region

General Manager, British Columbia and Yukon Region
Export Development Corporation
One Bentall Centre, Suite 1030
505 Burrard Street
Vancouver, British Columbia V7Z 1M5
Tel.: (604) 666-6234
FAX: (604) 666-7550

C. Canadian International Development Agency (CIDA)

The Canadian International Development Agency (CIDA) has primary responsibility for the administration of Canada's development assistance programs which provide assistance to more than 90 developing countries in Asia, Africa, the Caribbean and Latin America. For the 1989-90 fiscal year, Canada's Official Development Assistance reached approximately \$2.8 billion.

CIDA funds are divided equally between the Partnership Program and the National Initiatives Program. The Partnership Program is largely shaped by the Government's many Canadian and international partners in development, such as multilateral organizations, businesses, and non-governmental organizations (NGOs). The National Initiatives Program consists of bilateral assistance and other contributions to development projects decided by the Government.

1. Partnership Program

Multilateral Program

Multilateral development institutions, of which the World Bank is by far the largest, represent a pooling of coordinated aid resources and skills which cannot be matched by any one country. Consequently, they are an extremely important element in the global effort to assist the developing countries to achieve social and economic development objectives. The multilateral development institutions rely primarily on about 16 developed countries to provide them with funds which they use to promote development by providing loans and grants in almost all of the developing countries of the world. For the most part, these funds are provided to the development institutions without conditions. Consequently they are free to lend these funds according to their own priorities and planning. Through these loans, borrowers obtain goods and services under international competitive bidding procedures. Potential suppliers must actively pursue such bidding opportunities at an early stage. Otherwise they run the risk of having tender specifications set that favour other competitors.

Through its multilateral program, CIDA makes significant contributions to a number of such multilateral development institutions. In particular, CIDA acts as the "lead agency" for Canada's participation in the Inter-American Development Bank, the Caribbean Development Bank, the African Development Bank Group, the Asian Development Bank, and in United Nations agencies. The Department of Finance, on the other hand, acts as the "lead agency" for Canada in the World Bank, in consultation with CIDA on policy and program matters. Contributions to these institutions account for about 35 per cent of Canada's total Official Development Assistance.

A detailed description of the functions of each of these institutions and the way in which they disburse their funds, which will be of interest to Canadian firms, is outlined in Section II of this booklet.

Industrial Cooperation Program

CIDA also administers the Industrial Cooperation Program, which disbursed \$58.6 million for the 1989-90 fiscal year.

The program provides financial support to Canadian firms in their efforts to establish long-term business relationships with counterparts in developing countries through mechanisms such as joint ventures, direct investment, management contracts, licensing agreements and technical assistance. Contributions are available for starter or exploratory studies, which provide preliminary analyses of possible ventures. Follow-up viability studies to establish detailed economic, commercial and legal analyses of potential projects are eligible for larger contributions.

The Canadian Project Preparation Facility (CPPF) is directed more toward the consulting community, with the aim of getting Canadian companies in "on the ground floor" of projects to be financed by multilateral development institutions. Capital project pre-feasibility studies are eligible for support under CPPF.

The Canadian Technology Transfer Facility is also available to enable Canadian firms to test and adapt their technology in developing countries as a means of establishing long-term cooperation with developing-country counterparts.

2. National Initiatives Program

Bilateral Program

Canada, through CIDA's bilateral program, provides development assistance to individual developing countries on a direct basis. Bilateral assistance, which accounts for about 40 per cent of CIDA's total disbursements, is focused on about 30 less-developed countries. The program can take any of several forms, as outlined below.

Project Aid

Assistance can be focused on specific projects involving engineering services, technical assistance and training, and equipment supply for the construction of an integral capital facility. Project equipment and services are largely provided by Canadian firms which are chosen through a competitive process in Canada. Such projects undertaken by CIDA cover many sectors, including agriculture, energy, transportation, human resources and training, forestry, health, communications and mining.

Program Aid and Lines of Credit

Assistance can also be less focused, covering program aid and lines of credit. Program aid provides the government of a recipient country with commodities which support a number of projects of a developmental nature. A general line of credit enables recipient countries to purchase a broad range of equipment and services, within their developmental priorities, from Canadian suppliers. CIDA also supports the financial institutions of selected developing countries by providing loans for on-lending to development finance companies. These funds are passed on to private sector borrowers, usually for medium-scale investment projects, on commercial terms.

Sector-Specific Programs

Sector aid provides equipment and services in areas of Canadian expertise such as agriculture, transporta-

tion, power and communications for the development of a specific sector identified by the recipient country as a priority.

**Feasibility Studies
and Detailed Engineering Work**

In support of the many areas outlined above, CIDA also finances feasibility studies and detailed engineering and design work for projects of high developmental value.

Humanitarian Assistance

Humanitarian Assistance is intended to alleviate the immediate effects of natural or man-made disasters such as floods, earthquakes, and civil wars, through the provision of cash, commodities, medical supplies, airlift services, etc., mostly to specialized United Nations institutions or non-governmental organizations (NGOs).

Multilateral and Bilateral Food Aid

Food aid is intended to alleviate hunger and to serve various development purposes. These include targeting food aid to nutritionally vulnerable groups, creating employment, providing emergency food assistance, generating funds for agricultural development and providing balance-of-payments support.

The types of aid outlined above are in the form of non-repayable contributions (e.g. food aid, humanitarian assistance, technical assistance, etc.). Unlike the contributions to the multilateral institutions whose spending is, by and large, beyond CIDA control, bilateral contributions are controlled by CIDA through direct arrangements with the individual developing country.

**Procurement of Goods, Equipment
and Related Services**

Procurement for Canadian managed assistance projects, with some exceptions, is handled through Supply and Services Canada (SSC). CIDA may, with the approval of SSC, manage the procurement process through Canadian Executing Agents. Procurement for recipient managed assistance projects is handled by the developing countries themselves or through the services of Canadian Executing Agents contracted by them. In these cases, however, Canadian companies are not necessarily required to contact the countries; registering with SSC, trade publications and contacting the Canadian Executing Agents should suffice.

In addition to these general procurement guidelines, Canadian business firms should also take note of the two following regulations which apply to Canadian bilateral assistance:

(a) Goods and services - Bilateral tied programs must meet a minimum of 66.67% Canadian content; and

(b) Consulting services and technical assistance provided through CIDA's tied bilateral program must be provided by firms which are established in Canada and 51 per cent beneficially owned in Canada.

For equipment manufacturers, suppliers, and trading houses wishing to participate in CIDA's bilateral program through the provision of goods and services, the point of contact for registration is as follows:

Statistical Information and Data Management Branch
Sourcing and Materials Priorities Division
Supply and Services Canada
11 Laurier Avenue
Place du Portage, 4B3
Hull, Quebec K1A 0S5
Tel.: (819) 956-3444
FAX: (819) 956-1459

Transportation agencies should register with:

Consumer Products and Traffic Management Branch
Overseas Traffic Section
Supply and Services Canada
Place du Portage, 8B3
Hull, Quebec K1A 0S5
Tel.: (819) 956-3854
FAX: (819) 956-4944

In addition, consultants, contractors, specialists in Women in Development, and trading houses should register with:

Business Cooperation Branch
Consultant and Industrial Relations Division
Canadian International Development Agency
Place du Centre
200 Promenade du Portage
Hull, Quebec K1A 0G4
Tel.: (819) 997-7775
FAX: (819) 953-5024

** The Government's new Official Development Assistance Strategy is in the process of being implemented throughout CIDA's policies and programs. As a result, companies are advised to contact CIDA directly for any changes which may occur in the above policies and programs. Copies of the new Strategy - Sharing our Future - may be obtained through the Public Affairs Branch, CIDA, 200 Promenade du Portage, Hull, Quebec, K1A 0G4 at (819) 997-6100, FAX: (819) 953-5469.*

SECTION II

Business Opportunities for Canadian Exporters through Multilateral Financing Institutions

A. Multilateral Development Banks

1. Overview

The multilateral development banks (MDBs), also known as International Financial Institutions (IFIs), are large international organizations established to stimulate economic growth and social development in Third World countries. To help achieve these objectives, the banks assist in preparing and financing sound, high-priority projects throughout the developing world. The policies and lending operations of the banks are reviewed and approved by boards of executive directors who are appointed by member countries.

Canada is a member of the six established multilateral development banks: the World Bank Group, the Inter-American Development Bank, the Asian Development Bank, the Caribbean Development Bank, the African Development Bank and the European Bank for Reconstruction. By virtue of its level of investment in these institutions, Canada has its own Executive Director on the Board of the Inter-American Development Bank and the Caribbean Development Bank. In the case of the World Bank, the African Development Bank, and the Asian Development Bank, the Canadian Executive Directors also represent other countries with which we share seats. Canada's financial contributions to these institutions are in the form of annual capital subscriptions, and special contributions to concessional funds and technical assistance programs. For the 1989 fiscal year, some \$460 million was contributed in this way.

In 1989, these MDBs committed approximately US \$31.9 billion to developing countries. It is clear, therefore, that the lending operations of the multilateral development banks represent a significant and increasing source of potential export business for Canadian firms. For additional details on these banks, including location and points of contact, please refer to 4. *Specific Information about Each Bank*, page 15.

2. The Procurement System

The development banks do not themselves procure goods and services except in a relatively minor way under their technical assistance programs. By far the largest part of MDB activity is lending money to developing countries and it is these borrowers who make the procurement decisions on the basis of procurement guidelines established by each MDB. The guidelines for all banks are broadly similar and normally include a requirement for international competitive bidding. The basic rules are well-defined and even-handed. The maximum margin of preference accorded local suppliers is 15 per cent.

To be eligible for a 15 per cent preference, a local supplier must demonstrate that his product has a local value-added content of no less than 20 per cent. Certain countries with more sophisticated economies, however, may insist that the local content be higher than 20 per cent before firms become eligible. Also, under certain conditions, local civil works contractors may be awarded a 7.5 per cent level of preference. Local import tariffs are normally waived when multilateral development financing is provided so that international competitive bidding often gives local governments an opportunity to reassess the competitiveness of traditional suppliers.

The thrust of international competitive bidding is toward open competition among suppliers from member countries, in order to maximize the effectiveness of public expenditures and provide developing member countries with the best value for their money. Price is, of course, a very significant factor in the bid evaluation process, but it is by no means the sole determinant of contract awards. In some circumstances, a price disadvantage may be off-set by contacting the executing agency and its consultants in the borrowing country at an early stage to market the distinguishing qualities (e.g. technical support and servicing, spare parts, contracting experience) of a higher-priced product. This may assist in ensuring both that a) specifications are written in such a way that your products are compliant and b) that your bid is evaluated by the executing agency and its consultants in full appreciation of your product's particular merits.

Charts outlining the procurement process for equipment and consultant services and a synopsis of the development cycle for loans under consideration by the multilateral development banks follow. Any firm which has the intention of doing business with these banks must have a clear understanding of this procurement process and the nature of the development cycle for loans.

CHART 1: Typical Process for Selection of Consulting Firms on Projects Financed by Multilateral Development Banks

	ACTIONS
BY EXECUTING AGENCY	BY THE BANK
Step 1	Step 2
Prepares: <ul style="list-style-type: none">- terms of reference- selection procedure- short list of qualified firms	Reviews and approves: <ul style="list-style-type: none">- scope of work- terms of reference- selection procedures- list of eligible firms*
Step 3	Step 4
<ul style="list-style-type: none">- invites unpriced proposals (and in some cases price proposals in separate sealed envelopes)- rates proposals in order of technical competence- selects best proposal- negotiates contract with selected firm	Reviews and approves: <ul style="list-style-type: none">- technical evaluation of proposal- final draft of contract- implementation schedule
Step 5	Step 6
<ul style="list-style-type: none">- signs final contract- firm implements work- reports progress to bank	<ul style="list-style-type: none">- evaluates performance of consultant's work for bank's confidential reference

* The banks almost never recommend consultants to the borrower. It is easier, however, for a bank to review a short list submitted by a borrower if a consulting firm which is on the short list is also registered with that bank. In general, banks will shortlist consultants or invite proposals on their own only in rare cases where they are the executing agency for another institution or for technical assistance programs. In some cases, the poorest borrowers will delegate this role to a bank when they decide that the bank is better equipped to assume it.

CHART 2: Typical Process for Procurement of Goods and Construction Services through International Competitive Bidding on Projects Financed by Multilateral Development Banks

ACTIONS	
BY EXECUTING AGENCY	BY THE BANK
1. Discusses financing requirements, breakdown of contract packaging and general procedures with the Bank.	2. Agrees with borrowers on items it will finance and approves general procurement procedures to be utilized.
3. Prepares bidding documents, invitations to tender (or pre-qualification), and instructions to prospective bidders *	4. Approves bidding documents and pre-qualification procedures.
5. Pre-qualifies prospective bidders for civil works and major equipment where applicable.*	6. Reviews and approves pre-qualification results.
7. Advertises in the media having international distribution such as <i>Development Business</i> , issues invitations to tender (approximately 45-90 days before deadline for receipt of bids) and notifies the embassies of major supplier countries.	8. May request borrower to issue either clarification or correction to bid document following complaint from prospective bidder or extend bidding period when justified.
9. Publicly opens and tabulates bids, analyzes bids, notifies Bank of bid evaluation and recommends contract award to lowest evaluated and responsible qualified bidder.	10. Reviews bid evaluation and recommendation, and authorizes borrower to proceed with contracting. Approves draft contract.
11. Notifies selected suppliers, negotiates and signs contract, obtains bank approval or significant changes from approved draft contract. Sends copy of final contract to Bank.	12. Reviews and records signed contract.
13. Requests bank for downpayment disbursements and letter of credit guarantees.	14. Directs payment following receipt of proof of shipment, etc. Prepares statistical report on sources of procurement.

* With help from independent consulting firms as necessary.

The Development Cycle for Loans under Consideration at the Multilateral Development Banks

Of major importance is the time frame by which Banks identify, appraise, evaluate, and approve projects for financing. The usual pattern is outlined below.

(i) Project Identification

- MDB programming mission travels to the client country seeking to establish future lending programs and project priorities.
- Area Loan Officer assesses the borrower's five-year fund allocation plan and discovers business suited to Bank financing.
- Sector Project Officer discovers new business on an informal basis during a visit to area for other purposes.
- Resident Bank personnel identify opportunity in the course of continuous review of development requirements.
- UNDP country program report (discussed separately in this Section under Part B) is prepared, describing pre-investment requirements for the eventual capital project.

(ii) Project Preparation

An economic and technical feasibility study of the project is financed by either the borrower itself, UNDP, FAO, UNESCO, World Bank, or a bilateral aid program such as CIDA. This should normally provide a sound basis for a formal request for follow-up financing at one of the Banks. Shortly thereafter, information on projects should be reported in *Development Business*, which is the business edition of the Development Forum, published by the United Nations, although it may be as much as two years before a loan will be officially approved by the Banks. *Development Business* is discussed below.

Refinement and updating of project information is conducted by a Bank project fact-finding or pre-appraisal mission. At this point, the project's scope will have been determined and the Bank will formally include the proposal in its lending pipeline.

(iii) Project Appraisal

The Bank formally expresses a willingness to move toward commitment by fielding a project appraisal mission which produces an Appraisal Report for internal Bank use containing the first procurement list. Consultants would normally have completed preliminary design and equipment requirements at this stage.

(iv) Loan negotiations between borrower and bank

Loan negotiations are completed, as signalled by the issue of the final project Appraisal Report which contains the final procurement list, procurement schedule and financial plan.

The project Appraisal Report, the Country Economic Report, together with technical and financial annexes are integrated into the "Report and Recommendations of the President", which is then submitted to the Board of Directors for approval.

Following approval, a press release is issued announcing the approval decision. The loan agreement is then signed with the borrowers and the Board documents and Staff Appraisal Reports become available for consultation in the library at External Affairs and International Trade Canada.

The stage of "effectiveness" of the loan is reached when the borrower fulfills all conditions agreed during negotiations. Disbursements may commence.

(v) Project Implementation and Supervision

Though project implementation is the responsibility of the borrower, the Bank will send one or more project supervision missions as appropriate to monitor project progress and spending.

Of major concern is the identification of points in the above time frame when promotional effort by manufacturers should be put into motion.

Procurement of goods for large projects is usually spread out over the implementation stage of the project. However, purchasing for initial stages may follow very quickly after the signing of the loan agreement. In some instances, for large scale projects, an agency may initiate advance procurement action or prequalification well in advance of project approval to facilitate a timely implementation of the project. Promotional work must therefore have been done at an earlier stage.

In the case of "off-the-shelf equipment," promotion can be initiated in most cases as soon as the first procurement list has been formally published in the appraisal report. For unpublished requirements or for "made to specifications" equipment, promotional work can perhaps best be initiated as soon as the consultant

has been retained. This will ensure the exporter enough lead time to try to influence the design and specifications to his advantage, or at least prevent him from being left out of the competition. The exporter's promotional efforts from that point onward should therefore be concentrated on the borrower's key procurement people within the country's project implementing or executing agency and on the borrower's consultant.

(vi) *Evaluation*

Once the project is completed and the loan is fully disbursed, the Bank undertakes an independent evaluation. It compares actual results with what had been expected when the project was begun. Valuable lessons are learned over time from the successes and failures. The principal lessons learned are made public in a variety of Bank publications, including an annual review, *Project Performance Results*.

The project development process is characterized by dynamic interaction between the Bank and the borrowing country as the responsibilities during each phase shift back and forth from one party to the other. Depending on the nature and complexity of the project, it may take one or two years—sometimes even longer—from the time a prospective project is first identified until a loan is approved.

3. The Principles of a Winning Bid

At the core of a winning bid are competitive price and technical strength, combined in a proposal that is fully responsive to the specifications required by the borrower and its consultants. For advice in formulating bids and obtaining insurance, bonds and performance guarantees, which are often required as part of tender specifications, interested companies could contact the Canadian Commercial Corporation in Ottawa, the Export Development Corporation and the relevant geographic trade divisions of External Affairs and International Trade Canada. The International Trade Centre and the Industry Sector Branches of the Industry, Science and Technology Canada, which are listed in Section III, would also be helpful in this regard and in identifying other companies with whom exporters could co-operate on bid proposals.

The basic principles that should be followed in bidding are as follows:

(a) Analyze the market realistically and selectively, focusing your efforts on those countries and sectors in which there is strong potential for your firm. Valuable human and financial resources are often used most effectively when carefully targeted to specific areas of opportunity. The International Trade Centre and the Regional Offices of Industry, Science and Technology Canada are available to provide advice to exporters in this area.

(b) Identify potential export opportunities by closely monitoring available information on international projects, including the business edition of the United Nations Development Forum, called *Development Business*, which is published bi-weekly. *Development Business* contains lists of the projects in The World Bank The Inter-American Development Bank pipelines as well as procurement notices for MDB-financed projects. Subscriptions cost US \$295 per year and are available from:

Development Business

P.O. Box 5858
Grand Central Station
New York, N.Y. 10163-5850
Tel.: (202) 473-3846 (Washington)

The geographic trade development divisions and the library of External Affairs and International Trade Canada also maintain current information on capital projects overseas. International project information is also often available from the International Trade Centre and the Regional Offices of Industry, Science and Technology Canada and from various provincial governments.

(c) Formulate marketing strategies based on a knowledge of the project, product specifications and the competition.

(d) Implement marketing plans through contacts with the borrower and its consultant, including an explanation and emphasis of the product's special attributes and advantages. The importance of securing a good agent to assist in dealing with the executing agency cannot be overemphasized.

(e) Develop a strong bid, including a competitive price, and base it on a willingness to discount overhead and perhaps profit, depending on competitors' cost and pricing flexibility. Care should be taken to ensure that any contingency costs that are included in the bid do not overcompensate for risks that are assumed. Price, however, may be a less significant factor in the case of consultants, depending on the selection process employed.

4. Specific Information about Each Bank

What follows below is a brief introduction to each of the multilateral banks and suggested contacts for firms interested in pursuing export business through them. As a general rule, consultants seeking information and assistance concerning any of these institutions should contact the International Financial Services and Capital Projects Division of External Affairs and International Trade Canada.

Once MDB-financed project(s) have been identified and found to be consistent with the capabilities of the exporter, the trade divisions of External Affairs and International Trade Canada could also provide additional assistance as appropriate. Their addresses are listed in Section III of this booklet. For general information on local conditions and for assistance when in the field, firms should contact the trade commissioner responsible for the specific market in question. A separate booklet published by External Affairs and International Trade Canada entitled *Directory of the Canadian Trade Commissions Service*, contains the addresses of all Canadian trade posts abroad. For assistance in arranging appointments with MDB officials, contact the Office for Liaison with International Financial Institutions (OLIFI) in the city where the institution is headquartered.

The World Bank Group

The World Bank Group, established in 1945, is the original and largest of the multilateral development banks. Headquartered in Washington, the Bank is owned by approximately 152 member countries. It is composed of four financial institutions: the International Bank for Reconstruction and Development (IBRD), the International Development Association (IDA), the International Finance Corporation (IFC) and the Multilateral Investment Guarantee Agency (MIGA).

Both the IBRD and IDA lend for projects which contribute to economic growth in developing countries. The difference between the two is that the IDA provides funds on extremely concessional terms to the poorest member countries. The IFC is the private investment arm of the World Bank. It seeks to finance productive private enterprises in association with private investors; to bring together investment opportunities, local and foreign private capital, and experienced management; and to stimulate the flow of private capital into productive investments in development countries. Projects selected by the IFC must hold out the prospect of earning a profit.

MIGA's purpose is to encourage foreign investment in developing countries by providing guarantees to foreign investor against loss caused by non commercial risks. It also provides advisory services to developing member countries on means of improving their environment for foreign investment.

Contacts

Companies wishing to obtain information on project opportunities with the World Bank should consult *Development Business* or contact the Trade Development Divisions for the Middle East, Africa, East Asia, Asia Pacific South, Caribbean and Central America, South America and Mexico and USSR and Eastern Europe. The International Trade Centre and the offices of Industry, Science and Technology Canada would also be useful points of contact for companies not located in Ottawa. Addresses and telephone numbers are listed in Section III.

To obtain advance information and technical notes on projects considered for Bank financing, one may subscribe to the following, at the cost of \$375 per year:

The World Bank's International
Business Opportunities Service
c/o Le Diffuseur
C.P. 85, 1501 Ampere Street
Boucherville, Quebec
J4B 5E6
Tel.: (514) 641-1334
FAX: (514) 641-2002

Consultants wishing to register with the World Bank should write:

World Bank
DACON Receiving Center
1818 H Street N.W.
Washington, D.C. 20433

These registrations would be entered in the DACON system, which is used by a number of the international organizations. Interested firms should note that registration by itself will not suffice to win contracts. Repeat visits to the executing agencies would also be necessary in most cases.

Consultants wishing to be retained by the Bank on an individual basis should write:

World Bank
Chief, International Recruitment Unit
Employment Division, Personnel
1818 H Street N.W.
Washington, D.C. 20433

Assistance in arranging appointments with appropriate Bank officials can be provided by:

Counsellor (Commercial)
Office for Liaison with International Financial Institutions
Canadian Embassy
501 Pennsylvania Avenue N.W.
Washington, D.C. 20001
Tel.: (202) 682-7719
FAX: (202) 682-7726

The Inter-American Development Bank

The Inter-American Development Bank (IDB), headquartered in Washington, is a large regional institution which operates in Latin America and in the Caribbean. As a result of the Seventh General Increase in Resources, the Bank will be able to approve loans for a total of \$22.5 billion during the period 1990-93. The 27 regional members of the Bank include many with excellent growth potential, and these markets have already had a significant degree of penetration by Canadian suppliers. The IDB is presently owned by 44 member countries including Canada.

Contacts

Companies wishing to obtain information on IDB project opportunities should consult the business edition of the Development Forum (Development Business) or contact the South America and Mexico and the Caribbean and Central America Trade Development Divisions. The International Trade Centre and the offices of Industry, Science and Technology Canada would also be useful points of contact. Addresses and telephone numbers are listed in Section III.

Assistance in arranging contacts with appropriate IDB officials is available from:

Counsellor (Commercial)
Office for Liaison with International Financial Institutions
Canadian Embassy
501 Pennsylvania Avenue N.W.
Washington, D.C. 20001
Tel.: (202) 682-7719
FAX: (202) 682-7726

The African Development Bank Group

The African Development Bank Group (AfDB) comprises the African Development Bank (AfDB), the African Development Fund (AFDB) and the Nigerian Trust Fund (NTF). Headquartered in Abidjan, Côte d'Ivoire, it has regional offices in Yaounde, Harare, Rabat, Addis Ababa, Nairobi, Conakry and London (UK).

AFDB members are comprised of 50 African (regional) countries and as of 1982, 25 non-regional countries including Canada. Since 1973, Canada has been a contributing member of the AFDB which provides concessional funds to its poorest members as compared to AFDB near-commercial terms of lending. Canada, on par with France, is the fourth largest non-regional contributor to the AFDB Group after the USA, Japan and Germany (FRG).

Canadian companies are eligible to participate on all AFDB group-financed project. Lending by the Bank for the five-year period of 1987-1991 is targeted at 5.65 billion bank units of account (1UA=\$1.54 CDN). The funds three-year lending program, 1988-1990 is targeted at 2.22 billion fund units of account (1FUA=\$1.42 CDN). Priority lending sectors for the bank are by descending order of importance: agriculture, industry, public utilities, transportation and, finally, health and education. The fund sectoral lending priorities are: agriculture, public utilities, education and health, transportation and industry.

Contacts

Companies wishing to obtain information on project opportunities with the African Development Bank Group should consult the Africa and Middle East Trade Development Division. The International Trade Centre and the regional offices of Industry, Science and Technology Canada would also be useful. Addresses and telephone numbers are listed in Section III. For arranging appointments with AfDB officials, consult:

Commercial Division
Canadian Embassy
C.P. 4104
23, rue Nogues
Abidjan 01, Ivory Coast
Tel.: (225) 32-20-09
Telex: (Destination code 983) 23593
(DOMCAN CI)
FAX: (011-225) 32-7728

The Asian Development Bank

The Asian Development Bank (AsDB) is a large regional bank headquartered in Manila, the Philippines. The AsDB is supported by 34 regional members and 15 non-regional members. A number of the regional members have excellent growth prospects, notably some of the Association of South East Asian Nations (ASEAN) countries of which Thailand, the Philippines, Malaysia, Indonesia, and Brunei are currently borrowers of Bank funds.

Contacts

Companies wishing to obtain information on AsDB's project opportunities should contact the Trade Development Division for Asia Pacific South. The International Trade Centre and the regional offices of Industry, Science and Technology Canada would also be useful. Addresses and telephone numbers are provided in Section III. For appointments with AsDB officials, contact:

Commercial Division
Canadian Embassy
9th Floor, Allied Bank Centre
6754 Ayala Avenue
Makati, Metro Manila
Philippines 3117
Tel.: (63-2) 815-9536 to 41
FAX: (63-2) 815-9595
Telex: (75) 63676
(63676 DOMCAN PN)

Mailing address: P.O. Box
971
Makati Central Post Office
Makati, Metro Manila
Philippines 31117

Consultants wishing to register with the AsDB should request forms directly from:

Consulting Services Unit
Asian Development Bank
P.O. Box 789
2330 Roxas Boulevard
1300 Metropolitan Manila, Philippines

The Caribbean Development Bank

The Caribbean Development Bank (CDB) is a small regional institution headquartered in Bridgetown, Barbados that serves the Commonwealth Caribbean. Donor members include Canada, the United Kingdom, Mexico, Colombia, Venezuela, Italy and France. The United States, although a non-member, provides a major share of the institution's resources through a number of special funds. The bank has 17 regional borrowing members.

Contacts

Companies wishing to obtain information on CDB's project opportunities should contact the Caribbean and Central America Trade Development Division, as listed in Section III.

Consultants wishing to register with the CDB should write to:

Caribbean Development Bank
P.O. Box 408
Wilkey
St. Michael, Barbados W.I.
Tel.: (809) 426-1152
Telex: WB 2287

For assistance in arranging appointments with Bank officials, exporters should contact:

Commercial Division
Canadian High Commission
P.O. Box 404
Bishop's Court Hill
Bridgetown, Barbados
Tel.: (809) 429-3550
Telex: (Destination Code 0392) 2247
(2247 CANADA WB)
FAX: (809) 429-3780

European Bank for Reconstruction and Development (EBRD)

The European Bank for Reconstruction and Development's (EBRD) purpose is to facilitate the transition of Central and Eastern European countries towards market-oriented economies and promoting, democratic institutions, respect for human rights and environmentally sound policies. Headquartered in London, operations are expected to start in April, 1991. Canada along with 39 other countries and the European Investment Bank and the European Commission are the shareholders of the bank with an initial subscribed capital of Ecu 10 billion (U.S. \$13.5 billion). Canada holds 3.4 per cent of EBRD's shares.

In addition to technical assistance and project lending, the EBRD will also combine features of multilateral development banks with those of merchant banks to underwrite securities issues, take equity and make loans in the private sector companies. Sixty percent of lending will be allocated to the private sector with the remainder going to the public sector. Loans will be made exclusively for projects, and not for structural adjustment or balance of payment support. Countries eligible for the Bank's operations are Bulgaria, the Czech and Slovak Federative Republic, Hungary, Poland, Romania, USSR and Yugoslavia.

The Bank will, in general, make loans and other operations subject to international competitive bidding practices with both members and non-members of the Bank eligible as sources for procurement.

Priority sectors of activity will include:

- (a) upgrading public infrastructure required for modern market economies;
- (b) establishing financial sectors;
- (c) restructuring industrial enterprises and sub-sectors;
- (d) restructuring and privatizing state owned enterprises;
- (e) developing small and medium sized enterprises;
- (f) promoting environmental improvement; and,
- (g) skills transfer/training for a market economy.

Contacts

Companies wishing to obtain information on the EBRD should contact the International Financial Services and Capital Projects Division or the USSR and Eastern Europe Trade Development Division, as listed in Section III. For assistance in arranging contact with Bank officials, exporters should contact:

Commercial and Economic Division
Attn: Robert B. Mackenzie
Canadian High Commission
Macdonald House
One Grosvenor Square
London, England
W1X 0AB
Tel.: (011-44-71) 629-9492
FAX: (011-44-71) 491-3968

B. Other Multilateral Financing Sources

1. The United Nations Development Program (UNDP)

Overview

The United Nations Development Program (UNDP), a multilateral development institution affiliated with the United Nations, is the central planning and funding agency for technical assistance provided through the UN system. It is supported by some 130 different countries whose voluntary contributions are in addition to their regular UN contributions. Through a network of specialized international agencies and development banks, it offers technical assistance in almost every area of economic activity.

The UNDP dispenses grants worth over US \$1 billion per year to its less developed country members for the financing of technical expertise in the field, training fellowships, and the hiring of consulting firms on contract to its various affiliated agencies. Working closely with the appropriate government agencies of the recipient countries, the UNDP prepares five-year program reports for each country which establish sectors of concentration and the approximate funds available for the period. Individual projects are designed by the field offices of UNDP, in consultation with the local government. After UNDP approval, the projects are assigned to the appropriate agencies charged with their execution. The executing agency will then seek out individual experts, consulting firms and equipment suppliers as required for the project. Interested firms should maintain a close relationship with the particular executing agencies of interest to ensure that they are short-listed since work in this field has now become very competitive. For short term single consultancy contracts, however, contact should be made directly with UNDP in New York.

Business Opportunities

The most significant contract opportunities offered by the UNDP are those involving consultants, either on an individual basis (i.e. the hiring of an expert for short or long-term assignments in the field) or to the firm as a whole through sub-contracts. Equipment suppliers however, should not ignore the UNDP. Since the program finances pre-feasibility and feasibility studies which eventually lead to projects with a significant capital goods content, the UNDP's activities can be of use in identifying future markets. Canadian equipment suppliers may also find it useful to associate themselves with consulting firms already doing business interna-

tionally, although most executing agencies procure needed equipment directly and not via consultants. Since pre-feasibility and feasibility studies are the first steps towards the realization of large projects, the UNDP should be valued both for immediate consulting contracts and for follow-up on opportunities for downstream business (e.g. forestry studies leading to the design and engineering of complete pulp and paper mills).

How to use the UNDP

There are basically two sources of marketing information which interested consulting firms should use in pursuing UNDP subcontracts. These are personal contact with the appropriate affiliated agencies and with the UNDP office in New York; and the five-year country program reports.

Personal contact is highly valued because the international market for services is so competitive. A firm should ensure that it maintains an updated file with the executing agencies of interest. (A list of all UNDP Executing Agencies is provided on the following page). The appropriate trade commissioners overseas can be of assistance in maintaining a good working relationship with these agencies.

Since the first official mention of some of the proposed projects under UNDP financing is contained in the UNDP five-year country program reports referred to earlier, it follows that these reports are an important resource for interested companies. The library of the External Affairs and International Trade Canada, housed on the main floor of the Lester B. Pearson Building at 125 Sussex Drive in Ottawa, receives this material regularly from the UNDP. Company officials are encouraged to view these documents whenever they are in the National Capital Region. Regular hours of operation are from 10:00 a.m. to 5:00 p.m., Monday through Friday.

UNDP Executing Agencies

AfDB	African Development Bank	Abidjan
AFESD	Arab Fund for Economic and Social Development	Kuwait
AsDB	Asian Development Bank	Manila
CDB	Caribbean Development Bank	Bridgetown
EEC	European Economic Community	Brussels
FAO	Food and Agriculture Organization	Rome
IADB	InterAmerican Development Bank	Washington
IAEA	International Atomic Energy Agency	Vienna
ICAO	International Civil Aviation Organization	Montreal
ILO	International Labour Organization	Geneva
IFC	International Finance Corporation	Washington
IMO	International Maritime Organization	London
IsDB	Islamic Development Bank	Jeddah
ITC	International Trade Centre	
	UNCTAD/GATT	Geneva
ITU	International Telecommunications Union	Geneva
UN	The United Nations	New York
UNCHS	United Nations Centre for Human Settlements	Nairobi
UNCTAD	United Nations Conference on Trade and Development	Geneva
UNCTC	United Nations Centre on Transnational Corporations	New York
UNDP/OPS	United Nations Development Program Office for Projects Services	New York
UN/DTCD	United Nations Department of Technical Co-operation for Development	New York
UNECA	UN Economic Commission for Africa	Addis Ababa
UNECLAC	UN Economic Commission for Latin America and the Caribbean	Santiago
UNESCAP	UN Economic and Social Commission for Bangkok	
	Asia and the Pacific	
UNESCO	United Nations Educational, Scientific and Cultural Organization	Paris

UNESCWA	UN Economic and Social Commission or Western Asia	Baghdad
UNIDO	United Nations Industrial Development Organization	Vienna
UPU	Universal Postal Union	Berne
WB	World Bank	Washington
WHO	World Health Organization	Geneva
WIPO	World Intellectual Property Organization	Geneva
WMO	World Meteorological Organization	Geneva
WTO	World Tourism Organization	Madrid

For information on the supply of equipment to UN projects, firms should register with the procurement offices of appropriate executing agencies. All interested firms should obtain a copy of the *General Business Guide for Potential Suppliers of Goods and Services to the UN System*, which is available at the Permanent Mission of Canada to the U.N. Alternatively, you could write to:

United Nations Development Program
1 United Nations Plaza
New York, NY 10017

Contacts

For further information and assistance, contact either the International Trade Centre in the nearest regional office of Industry, Science and Technology Canada or, in Ottawa:

International Financial Services and Capital Projects Division
External Affairs and International Trade Canada
125 Sussex Drive
Ottawa, Ontario
K1A 0G2
Tel.: (613) 996-0705
FAX: (613) 943-1100

For the current status of a particular UNDP sub-contract of interest, consult the geographic trade divisions of the External Affairs and International Trade Canada or our Trade Commissioner in New York, at the following address:

Counsellor (Commercial)
Permanent Mission of Canada to the United Nations
866 United Nations Plaza
Suite 250
New York, N.Y. 10017
Tel.: (212) 751-5600
FAX: (212) 486-1295
Telex: 126269 (CANINUN NYK)

2. The Arab Development Funds and Investment Banks

Overview

The various Arab aid funds and investment banks have been an important source of financing for development and investment, particularly after 1973 when OPEC oil price increases brought new resources into the national treasuries of OPEC member states. The Arab aid programs, however, were already well established at this point. Kuwait had established a Kuwait Fund for Arab Economic Development (KFAED), which was followed in 1968 by the Arab Fund for Economic and Social Development and, in 1971, by the Abu Dhabi Fund for Arab Economic Development (ADFAED). By December 31, 1986, the total commitments and disbursements of the 14 OPEC aid institutions were US\$30.7 and 21.8 billion dollars respectively.

Arab aid in 1988 amounted to \$ 2.3 billion. At the Arab Summit meeting in Baghdad in 1978, Arab donors had pledged an annual amount of \$ 3.5 billion for Jordan, Syria and the Palestinians for a ten-year period. The cessation of "Baghdad" aid is likely to have major repercussions for the geographic and sectoral distribution of Arab aid.

Since Canada and the other Western industrialized countries are not members of these institutions, they do not play a direct role in the operational activities.

The following outline is of a very general nature, intended to give the Canadian exporter an introduction to these institutions. Because Arab funds are not tied to procurement in Arab countries, Canadian suppliers are always eligible to bid on Arab-financed projects.

Types of Institutions

(i) Development Funds

Many of the Arab development funds are organizations sponsored multilaterally within the Arab world or, in the case of the OPEC Fund for International Development (OFID), multilaterally with mixed Arab and non-Arab participation. Other institutions are established and funded nationally.

Name	Type	Location	Authorized Capital US M
Saudi Fund for Development	National Institution	Riyadh	7.3
Abu Dhabi Fund for Arab Economic Development	National Institution	Abu Dhabi	1.1
Arab Fund for Economic and Social Development	Arab Multilateral Institution	Kuwait	2.8
Kuwait Fund for Arab Economic Development	National Institution	Kuwait	7.1
Arab Bank for Economic Development in Africa	Arab Multilateral Institution	Khartoum	1.048
OPEC Fund for International Development	Mixed Multilateral Institution	Vienna	4.0
Islamic Development Bank	Mixed Multilateral Institution	Jiddah	2.4

Other Arab institutions include the Libyan Arab Foreign Bank, the Islamic Solidarity Fund, the Arab Monetary Fund, the Arab Authority for Agricultural Investment and Development, the Iraqi Fund for External Development and Arab Fund for Technical Assistance to African and Arab countries.

All these institutions primarily provide project financing for client countries, although general assistance and balance of payments support is also available. Because the Arab nations face a shortage of the technical and managerial expertise required for large development projects, they frequently channel their development assistance through other multilateral organizations or they co-finance projects in co-operation with other donor institutions which can contribute such expertise. By January 1986, the eight major Arab institutions had jointly concluded some 1,729 projects in 99 developing countries in conjunction with multilateral institutions and members of the OECD. Among the 14 members of the OECD's Development Aid Committee, Canada ranks third, behind the Federal Republic of Germany and France, in the number of co-financing ventures undertaken with the Arab Funds. In recent years, CIDA has worked with Arab donors on more than 45 projects in a

number of Asian, African, Latin American and West Indian countries. These projects have a total value of more than US\$8 billion and represent about \$1 billion in Canadian bilateral official development aid. Most of these projects involve agriculture, infrastructure, energy and transportation.

(ii) Investment Banks

Arab investment banks operate in a variety of ways. Some, such as the First Arabian Corporation, will invest in any opportunity, including those in industrialized countries. The investment activities of most banks, however, are more specialized. The Arab Petroleum Investment Corporation, for example, operates in a single industrial sector and the UBAN-Arab Japanese Finance Company operates in a specific regional area (Asia and the Middle East). Other important Arab banks include the Arab Bank for Investment and Foreign Trade and the Arab Investment Bank.

The UBAN-Arab Japanese Finance Company is an example of a joint merchant bank which operates with Arab capital and an industrialized country partner. There are other joint banking ventures that have similarly been formed between Arab institutions and institutions in non-oil exporting countries. These banks operate either principally or exclusively in the non-oil exporting countries that host the institutions.

Basic Objectives

Arab aid has focused to a large extent on the needs of the poorer nations, both Arab and non-Arab, among the 99 nations that have received aid support. Africa in particular has become an area of growth for Arab lending since 1973 because of its relative poverty while aid to fellow-Arab countries has fallen in importance, from 97 per cent of total aid in 1973 to 50 per cent by 1981.

Geographic Coverage

Since 1973, the Arab funds have diversified their operations greatly beyond the Arab world. The scope of operations of the largest institutions are as follows:

Name	Geographic Limitations	Geographic Priority
Saudi Fund for Development	None	None but Africa has received substantial portion of aid
Abu Dhabi Fund for Arab Economic Development	Latin America excluded	Arab countries
Arab Fund for Economic and Social Development	Arab countries	Six poorest Arab countries
Kuwait Fund for Arab Economic Development	None	Poorer Arab countries
Arab Bank for Economic Development in Africa	41 non-Arab African	Concentration on poorest
OPEC Fund for International Development	Non-OPEC countries	Low-income and least developed countries
Islamic Development Bank	Islamic countries and communities	Concentration on least developed

Sectoral Distribution of Development Assistance

Hydro-electric, transportation and telecommunications, agricultural, industrial and mining projects have received the largest share of Arab funding to date. The Kuwait Fund, the Saudi Fund and the OPEC Fund have been the main Arab donors in power projects, while the Kuwait Fund, the Saudi Fund and the Arab Fund for Economic and Social Development have dominated transportation telecommunications and agriculture. The Kuwait Fund and the Islamic Development Bank have topped the list in industrial and mining projects.

Sector Donor	Total Financing (To dec 31, 1986)		Primary Donor Institutions
	(US \$Billions)	(% of total)	
Transportation and Telecommunications	5.0	29.2	Kuwait Fund Saudi Fund Arab Fund
Power	3.7	21.6	Kuwait Fund Saudi Fund OPEC Fund
Agriculture and Agribusiness	3.7	21.6	Saudi Fund Kuwait Fund Arab Fund
Industry and Mining	2.9	17.0	Kuwait Fund Islamic Development Bank
Water and sewage	0.9	5.3	Saudi Fund Kuwait Fund Arab Fund
Education, health and general support	0.9	5.3	Saudi Fund Islamic Development Bank OPEC Fund
Total	17.1	100%	

Arab Fund Addresses

Abu Dhabi Fund for Arab Economic Development

P.O. Box 814
Abu Dhabi, United Arab Emirates
Tel: 725800
Telex: 22287 FUND EM
FAX: (009712) 728-890
Cable: FUND
CEO: H.E. Mr. Nasser Al Nowais

Arab Bank for Economic Development in Africa

P.O. Box 2640
Khartoum (Soudan)
Tel: 73645, 73646, 73647, 74709, 70498
Telex: 22248 ou 22739 BADEA SD
Cable: BADEA - Khartoum
President and CEO: H.E. Dr. Chedli Ayari

Arab Fund for Economic and Social Development

P.O. Box 21923
SAFAT 13080
Kuwait City, Kuwait
Tel: 245-1580, 245-1588, 245-3120, 245-3128
Telex: INMARABI 22143KT, 22153KT, 23265KT
Cable: INMARABI, KUWAIT
President and CEO: H.E. Mr. Abdlatif Yousef Al-Hamad

Iraqi Fund for External Development

c/o Ministry of Planning
P.O. Box 2257
Bagdad, Republic of Iraq
Tel: 37161
Telex: 212651 IFED IK
Cable: IRAQI FUND

Président: H.E. Dr. Faik Ali Abdul Rassol

Islamic Development Bank

P.O. Box 5925
Jeddah 21432, Saudi Arabia
Tel: 636-1400
Telex: 601137 ou 601407 ISDB J
Cable: BANKISLAMI-JEDDAH
Président: H.E. Dr. Ahmad Mohammed Ali

Kuwait Fund for Arab Economic Development

P.O. Box 2921
13030 SAFAT, Kuwait City, Kuwait
Tel: 246-8800
Facsimile: 241-9063
Telex: 22025 ALSUNDUK; 22613 or 22904 KFAEDKT
Cable: ALSUNDUK - KUWAIT
Director-General: H.E. Mr. Bader Al-Humaidhi

The OPEC Fund for International Development

P.O. Box 995 A-1011
Vienna, Austria
Tel: 51564-0
Facsimile: 51564-250
Telex: FUNDA 1-31734 or 1-34831
Cable: OPECFUND
Director-General: H.E. Dr. Seyyid Abdulai

Saudi Fund for Development

P.O. Box 1887
Riyadh 11441, Saudi Arabia
Tel: 464-0292, 464-1094
Telex: 201744 ou 201145 SUNDOQ SJ
Cable: SUNDOQ SJ
Vice-President and Delegated Administrator:
H.E. Mr. Mohammed Al-Sugair

Contacts

For more information, including particulars about individual funds and investment banks, interested persons should contact:

Senior Policy Advisor
Policy Coordination and Development Branch
12th Floor
Canadian International Development Agency
Place du Centre
200 Promenade du Portage
Hull, Quebec
K1A 0G4
Tel: (819) 997-5544
Telex: 053-4140 CIDA-HULL
FAX: (819)-953-6356

SECTION III

Other Government Programs and Services

A. Provincial Export Funding Programs

All provinces have facilities in place to provide financial support to resident exporters. This assistance, as described below, can vary from cost-sharing arrangements on product promotion activities and new market development to export credits in some cases. Many of these facilities are normally not provided when assistance is also available from the federal government. Interested exporters should also note that for the most part the maximum support that can be extended on individual projects is subject to specified limits. Companies requesting provincial assistance must demonstrate financial and management strengths and an ability to succeed in export markets. In most cases, companies must apply several weeks in advance of the proposed event or project for which funds are requested.

1. Newfoundland

Under the Market and Product Development Program and the Marketing/Product Enhancement Program, the Department of Development and Tourism offers grant assistance for up to 50 per cent of eligible costs for provincial companies exporting or developing products for home use that will displace imports. Eligible costs include: research and development of new products; promotion of new or existing products in new markets; modifying products for sale in new markets; labelling and packaging; travel for the purpose of contacting potential customers, investigating production operations and preparing export proposals, consultant studies, advertising; and trade fair participation.

For more information, contact:

The Department of Development
Trade and Investment Division
P.O. Box 8700, Confederation Building
West Block St. John's, Newfoundland, A1B 4J6
Tel.: (709) 576-2781
FAX: (709) 576-5936
Telex: 016-4949

2. Prince Edward Island

The P.E.I. Development Agency was established in 1984 as a provincial crown corporation combining the activities of the Market Development Centre and Industrial Enterprises Inc. Its mandate is to assist Island primary producers, processors and manufacturers to improve existing products and processes and to develop new ones, to identify new market opportunities, and to advertise and to promote Island products. Several areas of concentration of the Development Agency, such as sales assistance, which includes incoming buyer assistance, marketing plan assistance, advertising and promotion and trade show participation, can support both domestic and export activities.

Financial assistance for these activities is available on a negotiated cost-sharing basis from funding provided jointly by the Province of Prince Edward Island and Atlantic Canada Opportunities Program.

For additional information, contact:

Prince Edward Island Development Agency
1 First Avenue
West Royalty Industrial Park
Charlottetown, Prince Edward Island, C1E 1B0
Tel.: (902) 368-5800
Fax: (902) 368-7087

3. Nova-Scotia

The Nova Scotia Department of Industry Trade and Technology administers the Trade Expansion Program and the Product Development Program to assist Nova Scotia-based manufacturers, processors and eligible services firms which are pursuing export contracts. The Trade Expansion Program provides assistance on a cost-sharing basis for trade fairs and exhibitions, incoming buyer missions, and market identification activities. Eligible costs include booth rental, transportation costs for approved company personnel, overseas accommodation costs, and incoming buyer transportation costs. Under the Product Development Program, grant assistance is available for new product and marketing literature.

The Business Futures Program helps companies identify market and business opportunities related to export trade by providing funds for projects that demonstrate a potential for increased marketing, exports and job creation. Grants are provided on a cost share basis for the following: trade planning, trade promotion, trade expansion, trade opportunity, product development and industrial development.

For more information, consult:

Trade Development Centre
Nova Scotia Department of Industry,
Trade and Technology
World Trade and Convention Centre
1800 Argyle Street
P.O. Box 519
Halifax, Nova Scotia, B3J 2R7
Tel.: (902) 424-4242
Fax: (902) 424-5739

4. New Brunswick

The Trade Assistance program of the Department of Commerce and Technology is available to support eligible New Brunswick exporters. Financial assistance takes the form of cost-sharing arrangements for eligible travel, per diem and other expenses related to trade missions, trade shows and incoming buyer visits, normally, when organized by the Department.

For more information, contact:

Trade Assistance Program
The Department of Commerce and Technology
Government of New Brunswick
P.O. Box 6000
Fredericton, New Brunswick, E3B 5H1
Tel.: (506) 453-2875
Fax: (506) 453-5428

5. Quebec

The Ministère des Affaires internationales promotes and supports the export activities of Québec businesses.

The Export Development Assistance Program (APEX) provides six types of technical and financial assistance: - APEX-INDIVIDUAL MISSION, to help businesses undertake a trade mission in order to explore a new export market or negotiate and conclude industrial agreements. Assistance may cover transportation, and part of the subsistence expenses and interpretation costs.

- APEX-TRADE FAIRS, to help business participate, as exhibitors, in shows, fairs and other trade-related events outside Canada. Assistance may cover transportation and part of the leasing of space and of the interpretation and advertising costs.

- APEX-STUDIES AND STRATEGIES, to help businesses carry out market studies and develop marketing strategies. Assistance covers 50% of a consultant's fees.

- APEX-MARKET ADAPTATION, to help businesses adapt their advertising material, catalogues and data sheets to a new market and obtain the certification of their products. Assistance may cover part of the production and translation costs of the material and 50% of the certification costs.

- APEX-PREPARATION OF TENDERS, to help businesses hire a consultant to prepare their tenders for a project outside Canada. Assistance covers 50% of the consultant's fees.

- APEX-EMPLOYMENT, to help businesses hire a Québec specialist assigned exclusively to the marketing of their products or services outside Québec. Assistance covers 60% of the specialist's salary the first year and 40% of his/her salary the second year.

ACTIM-MAI PROGRAM

This Québec-France cooperation program helps small and medium-size Québec and French businesses find a partner overseas with a view to concluding an industrial agreement (manufacturing under license, acquisition or sale of know-how, exploitation of a process, joint ventures). The program provides for the elaboration of a program of contacts and visits, the organization of the visit and payment of a large part of the travel and subsistence expenses.

Visits by Foreign Buyers

Technical and financial assistance to help bring foreign buyers to Québec with a view to encouraging them to purchase Québec goods, services and technologies. The Ministry provides for the visitors' transportation tickets and assistance during their visits to Québec industries.

For information:

Gouvernement du Québec
Ministère des Affaires internationales
Place Mercantile
770, rue Sherbrooke ouest
6e étage
Montréal, Québec, H3A 1G1
Tel.: (514) 499-2184
FAX: (514) 873-1540

The Société de développement Industriel (SDI) du Québec also offers export assistance programs.

Credit for Establishment

This SDI program helps small and medium-size businesses establish themselves in new markets outside Québec by sharing the risk involved through a venture loan: i.e. an unsecured loan for eight years at the market interest rate, repaid over the period of establishment, amounting to up to 50% of the eligible expenditures, with a maximum of \$1,000,000 per business.

Financing of Exports

This type of financial assistance to a business's export activities outside Québec is offered as a guarantee of payment or repayment of a financial obligation subject to payment of an annual fee commensurate with the risk incurred or of a loan at the market rate, plus compensation for the risk incurred.

Consortiums

The SDI fosters the formation of export consortiums through the acquisition of shares, loans convertible into shares, advances as shareholder, and non-joint guarantees for payment or repayment of a financial obligation.

For information:

SDI-EXPORTATION
Place Mercantile
770, rue Sherbrooke ouest
9e étage
Montréal, Québec, H3A 1G1
Tel.: (514) 873-4375
FAX: (514) 873-4383

SDI-EXPORTATION
1126, chemin Saint-Louis
Bureau 700
Sillery, Québec, G1S 1E5
Tel.: (418) 643-5172
FAX: (514) 643-8514

6. Ontario

The Ministry of Trade and Technology provides assistance to Ontario-based exporters by helping to finance both incoming buyer missions and outgoing trade missions and exhibitions when these are organized by the Ministry. For additional information on these export marketing services, exporters should consult:

International Marketing Branch
Ministry of Industry Trade and Technology
900 Bay Street
Toronto, Ontario, M7A 2E1
Tel.: (416) 965-9709
FAX: (416) 965-8852

Loans of up to \$50,000 per project and a maximum of \$100,000 are available for any 12-month period to cover up to 50 per cent of eligible costs incurred on international capital projects. Loans are available for: pre-feasibility study costs; proposal preparation; and bid and performance bond premiums.

For more information on these loans, contact any of the regional offices of the Ministry of Industry Trade and Technology or:

Ontario International Corporation
56 Wellesley Street West 7th floor
Toronto, Ontario, M7A 2E4
Tel.: (416) 965-3060
FAX: (416) 965-7049

Revolving lines of credit for up to \$1 million are also available to Ontario exporters from the Ontario Development Corporation and the Eastern Ontario Development Corporation to finance up to 90 per cent of foreign accounts receivable on a short-term basis (180 day term). This assistance is supplemental to conventional financing and is geared towards entrepreneurs and small businesses with strong export capabilities. EDC insurance or other satisfactory credit insurance is normally required.

For more information, interested exporters should consult the Ontario Development Corporation at any of the 15 regional offices or at their head office at:

56 Wellesley Street West 5th floor
Toronto, Ontario, M7A 2E7
Tel.: (416) 326-1070
FAX: (416) 326-1040

7. Manitoba

The Trade Branch of the Department of Industry, Trade and Tourism administers the Trade Assistance Program, which assists provincial companies in developing new markets or introducing new products into existing export markets. Preference is given to small and medium sized manufacturers.

In the case of solo participation at trade fairs, cost-sharing assistance is provided, subject to specified ceilings. Eligible costs include rental of display space, furniture, and other equipment, return economy airfare for one representative, display freight costs, and display construction and dismantling costs.

When groups of companies participate in a trade fair the amount of assistance available to each participant will vary depending on the project. Normally, eligible costs will include rental of display space and equipment, display construction and dismantling. Participating firms are responsible for all transportation, freight and accommodation expenses.

Cost sharing assistance is available for transportation costs for one representative of each company to support companies participating in a trade mission. Assistance is subject to specified ceilings and is limited to two applications per company per year.

The Department also supports visits of foreign buyers, agents and distributors and travel for meetings with incoming missions at out-of-province locations.

The Marketing Plan Program provides support of up to 50 percent, subject to specified ceilings, to retain an outside consultant to carry out market research and/or to design promotional materials for export sales.

For more information, contact:

Trade Branch
Department of Industry, Trade and Tourism
Government of Manitoba
4th Floor, 155 Carlton Street,
Winnipeg, Manitoba, R3C 3H8
Tel.: (204) 945-2466
FAX: (204) 957-1793

8. Saskatchewan

The Saskatchewan Department of Economic Diversification and Trade administers the following trade programs:

The Trade Opportunities Program (TOP) is intended to encourage export activities and the training of exporters' specialists. The program covers 50 percent of the salary of a graduate employee hired to promote exports and the travel expenses of that employee to specified ceilings.

The Export Marketing Assistance Program (EMAP) is intended to meet the short term, immediate marketing needs of Saskatchewan exporters. Activities which may qualify include: trade missions, trade fairs, incoming buyers, sample shipments, promotional materials and legal, license and package design costs. Support varies from 50 to 100 percent of qualifying activities, with certain maximums. The program is designed to assist Saskatchewan based non-government manufacturers, producers, processors or consultants with a Saskatchewan made product or service already being exported or ready for export outside the province, and requiring assistance on specific limited scale export marketing activities which the exporter would not or could not undertake alone.

The Strategic Marketing Initiatives Program (SMIP) provides a longer term, strategic approach to market development. The program cost shares up to 50 percent of the creation and implementation of comprehensive,

multi-year strategies for market identification, penetration and continuing development. The program is for Saskatchewan based, non-government exporters, potential exporters and industry associations. Preference will be given to small and medium sized companies which are in a position to undertake longer term market development activities on a sustained basis. Proposals will be assessed against the strategic trade development interests of the Saskatchewan government. The focus of proposed projects should be on high potential, non Canadian markets; however, out-of-province Canadian marketing initiatives will also be considered.

For more information contact:

Department of Economic Diversification
& Trade
International Division
8th Floor, 1919 Saskatchewan Drive
Regina, Saskatchewan, S4P 3V7
Tel.: (306) 787-0904
FAX: (306) 787-2198

9. Alberta

The Market Development Assistance Program provides assistance to Alberta businesses by sharing eligible expenses incurred in entering new export markets. To be eligible, projects must be specific, involve geographic areas that are new to the applicant, include substantial Alberta content, and be unlikely to take place without grant assistance.

The following activities are eligible for cost-sharing:

- Market identification trips;
- Trade fairs and exhibitions;
- Incoming buyers' visits; and
- Outgoing sales trips.

A per diem allowance is available for up to five days in any one country and for up to 14 days overall for any one project. Costs related to participation in a trade fair will normally be shared at a rate of 50 per cent. Transportation costs, including travel costs for incoming buyers, will also be shared at a rate of 50 per cent for return economy airfare. A per diem allowance is also available for up to five days for incoming buyers. The total grants allowed per applicant within any one fiscal year are subject to specified ceilings.

The Department of Economic Development, which administers this program, also offers support under the Export Services Support Program which can be considered for Alberta companies to assist in paying the costs of contract bidding or of preparing prefeasibility and feasibility studies. This Department also operates an expert loan guarantee program to facilitate exporting for eligible Alberta companies.

For more information contact:

Alberta Economic Development and Trade
Business Finance Development Branch
7th Floor, Sterling Place
9940-106 Street
Edmonton, Alberta, T5K 2P6
Tel.: (403) 427-3300
FAX: (403) 422-9319

10. British Columbia

New Market Development Program. British Columbia companies engaged or interested in export markets may receive financial assistance for new market development projects. The assistance is intended to reduce financial risk by undertaking marketing projects, is provided on a cost sharing basis and is repayable if the project results in successful sales for the company. The program has minimal requirements for reporting and

promotes responsible use of financial assistance by incorporating features favoring enterprises which succeed in new targeted markets. Funds for assistance may be accessed once per 12 month period or as per program guidelines. Market development activities which qualify for assistance are:

- Market development trips outside British Columbia
- Incoming buyer visits to British Columbia
- Participation in trade shows outside British Columbia

The Export Loan Guarantee Program is a unique opportunity for British Columbia business to benefit from loan guarantees for working capital needed in export development. Administered by the British Columbia Trade Development Corporation (B.C. Trade), this program is the first of its type in the province to guarantee pre-shipment working capital for financing export oriented projects.

In the past it has not always been easy for exporters to obtain a loan from financial institutions to fund export orders. These difficulties were compounded if the export sales contract required letters of credit or bonds to guarantee the bid or performance of goods and services.

The Export Loan Guarantee Program has been introduced to overcome these deterrents to healthy export growth in the province. The loan guarantees will allow British Columbia businesses to compete with more confidence and vigor for export sales internationally, and in other provinces.

For more information, please contact:

British Columbia Trade Development Corporation
Suite 730, 999 Canada Place
Vancouver, B.C., V6C 3E1
Tel.: (604) 844-1900
Fax: (604) 660-2457

B. Federal Government Programs

1. Program for Export Market Development (PEMD)

Introduction

Since its inception in 1971, the Program for Export Market Development has helped over 21,000 Canadian firms sell their products and services in foreign markets. A financial assistance program of External Affairs and International Trade Canada, PEMD is jointly administered by Industry, Science and Technology Canada (formerly the Department of Regional Industrial Expansion).

Through sharing the risk of marketing, PEMD encourages private industry to explore new markets, and to promote new products and services to existing clients. The objective is to improve Canada's international trade performance, and to stimulate the Canadian economy through increased production and employment.

Program description

PEMD is the major export trade support program of External Affairs and International Trade Canada. The program has two distinct components - PEMD responds to applications for financial assistance under its **Industry-Initiated Component**, as well as funding a series of Government-Planned initiatives in which firms are invited to participate.

Assistance for Industry-Initiated activities is repayable if export sales result. Participants in Government-Planned activities pay a fee.

Industry-Initiated:

- Participation in recognized Trade Fairs outside Canada;
- Visits outside Canada to identify markets, and visits of foreign buyers or of the applicant's foreign sales agent to Canada or to another approved location;
- Marketing Agreements, combining a series of Trade Fairs and/or Visits into a comprehensive campaign aimed at a single market;
- Innovative Marketing activities which, although they offer good potential for increased export sales, do not clearly enter into one of the other Industry-Initiated activity categories;
- Project Bidding or proposal preparation at the pre-contractual stage, for specific projects outside Canada involving international competition and/or formal bidding procedures;
- Establishment of Permanent Sales Offices Abroad in order to improve the existing level of sales to that market;
- Special Activities for non-sales industry organizations to undertake export marketing activities on behalf of and for the benefit of their member firms.

Applications for assistance under the Industry-Initiated component of PEMD must be made four weeks prior to undertaking the activity.

Government-Planned:

- Trade Missions outside of Canada, and for foreign business and officials coming to Canada, or to trade shows where Canadian business participation is substantial;
- Trade Fairs abroad in specific industrial sectors or for specific types of products.

A PEMD Handbook outlining the various eligibility criteria and forms of assistance available can be obtained by contacting the InfoExport Hotline at 1-800-267-8376 or at any International Trade Centre.

2. Technology Inflow Program (TIP)

The Technology Inflow Program (TIP) is aimed at improving Canadian industry's productivity and competitiveness by helping businesses acquire foreign technology to develop new Canadian products, processes or services. TIP may provide funding, on a cost-sharing basis, for both short or longer term projects which may involve acquiring skills and knowledge, obtaining product or process licenses, technology collaborations, or foreign input to research and development.

The Technology Development Officers, stationed in more than 30 of Canada's diplomatic posts abroad, respond to specific requests to identify and locate sources of technology, provide advice on the opportunities for collaboration and offer certain visitor services such as arranging tours, meetings or visits as well as logistical support (interpreters, guides, etc.).

For further information contact:

Science and Technology Division (TDS)
External Affairs and International Trade Canada
125 Sussex Drive
Ottawa, Ontario, K1A 0G2
Tel.: (613) 996-0971
Fax: (613) 952-3904

3. Export Orientation Programs

Three programs exist to assist small and medium-sized firms to expand into selected export markets.

(a) New Exporters to Border States (NEBS)

"Export ready" Canadian companies with no previous export experience spend a one or two day period in a

Canadian trade office across the U.S. border and go through a step by step program on the entire process of exporting. Information about documentation and customs procedures, insurance, agents and distributors is provided as well as advice on marketing strategies and assistance in identifying contacts for follow-up meetings with manufacturers' representatives and potential U.S. buyers. NEBS covers return transportation costs.

For information on NEBS contact:

United State Trade and Investment Division (UTI)
External Affairs and International Trade Canada
125 Sussex Drive
Ottawa Ontario, K1A 0G2
Tél.: (613) 991-9474
FAX: (613) 990-9119

(b) New Exporters to the U.S. South (NEXUS)

NEXUS is for companies that have traditionally exported to only one U.S. regional market (usually in the northern United States). The workshop format, similar to NEBS, provides information and contacts that assist in expanding into other U.S. markets, particularly in the southern United States. A visit to a local trade fair or event is usually included during the workshop. The program pays return economy airfare to the NEXUS site.

For information on NEXUS contact:

United States Trade and Tourism Development Division (UTO)
External Affairs and International Trade Canada
125 Sussex Drive
Ottawa, Ontario, K1A 0G2
Tel.: (613) 991-9479
FAX: (613) 990-9119

(c) New Exporters to Overseas (NEXOS)

This program helps exporters new to Western Europe by providing them with the opportunity to learn the essentials of doing business there. Each NEXOS mission focuses on a specific sector in a specific country (e.g., automotive mission to France, aerospace mission to Germany), and includes a visit to a major sectoral trade fair. The program pays for return economy airfare, ground transportation and some hospitality.

For further information contact:

Western European Trade, Investment
and Technology Division (RWT)
External Affairs and International Trade Canada
125 Sussex Drive
Ottawa, Ontario, K1A 0G2
Tel.: (613) 996-3298
FAX: (613) 995-6319

4. Atlantic Canada Opportunities Agency

The objective of the Marketing Development Element is to encourage small and medium sized businesses in Atlantic Canada to establish a marketing strategy to maximize revenues through the development and maintenance of domestic and export sales, import replacement and product diversification.

Separate from the studies element, contributions are available for:

- the cost of hiring a qualified person(s) for up to three years for the implementation of a marketing plan;
- the direct costs of developing new packaging, promotional material, advertising, product or equipment demonstrations and participation at trade shows, fairs or missions.

Inquiries should be directed to the regional office nearest you.

5. Western Economic Diversification Canada

The Department of Western Economic Diversification is dedicated to broadening the economic base of Western Canada which includes the provinces of Manitoba, Saskatchewan, Alberta and British Columbia. To that end, a major objective is to lessen the dependency of the West on traditional resource based industries and to work toward developing a more diversified economy.

To ensure the achievement of this mandate, a \$1.2 billion fund has been established to support the efforts of the Department. These include support for:

I. The Western Diversification Program

II. The International Marketing Initiative

III. The Quality Assurance Program

IV. General assistance in areas of Western procurement, pathfinding and advocacy.

(i) The Western Diversification Program is designed to provide financial assistance to projects meeting one or more of the following criteria:

- new product (including plant establishment) development
- new market development
- industry wide productivity improvement
- new technology
- import replacement with Canadian made products

If a project passes one or more of these "diversification tests", it may be eligible for assistance. Projects must also conform to program principles in the areas of risk sharing (WD support is designed to top-up financial participation by the client) and incrementality (the project must demonstrate that it would not proceed without WD support).

Certain projects fall outside the WD mandate, and, generally, will not be eligible for funding. Some of these include: retail ventures, routine expansions, municipal infrastructures or urban developments, social service delivery and financial institutions.

Under the Western Diversification Program assistance comes in the form of contributions. The amount of funding, as well as the terms and conditions, will vary from the project to project and will be subject to audit. Normally, it will be required that the contribution be repaid. Businesses of all sizes are eligible to apply.

(ii) The International Marketing Initiative is a program designed to assist companies to participate in major, international marketing events, usually through financial support to offset travel, design and shipping costs.

(iii) The Quality Assurance Program is designed to provide Western Canadian companies with some financial support to enable them to upgrade their quality assurance systems in order that they may increase their competitive position when bidding on government and overseas contracts.

(iv) Western Diversification is responsible for maintaining the Western Procurement Initiative which is a federal directive aimed at significantly increasing high value-added federal government purchasing of goods and services from Western Canadian firms. In addition, Western Diversification can offer pathfinding to assist companies identify other federal and provincial government programs.

For more information on the programs and initiatives listed above call the Western Diversification Office nearest you.

Edmonton

Suite 1500, Canada Place
9700 Jasper Avenue
Edmonton, Alta, T5J 4H7
Tel.: (403) 495-4164
Calgary : (403) 292-5382
FAX: (403) 495-4557

Vancouver

P.O. Box 49276
Bentall Tower #4
1200-1055 Dunsmuir Street
Vancouver, B.C.. V7X 1L3
Tel.: (604) 666-6256
B.C. (toll-free):
1-800-663-2008
FAX: (604) 666-2353

Saskatoon

P.O. Box 2025
Suite 601, S.J. Cohen Bldg.
119-4th Ave. South
Saskatoon, Sask. S7K 3S7
Tel.: (306) 975-4373
Regina : (306) 780-6725
FAX: (306) 975-5484

Winnipeg

P.O. Box 777
Suite 712
The Cargill Building
240 Graham Avenue
Winnipeg, Man., R3C 2L4
Tel.: (204) 983-4472
FAX: (204) 983-4694

C. Federal Government Points of Contact

1. Info Export

The External Affairs and International Trade Canada operated InfoExport, an export trade information centre in Ottawa, to handle trade enquiries and to refer callers to appropriate officials in government. The telephone number for local callers is 993-6435. Other callers across Canada should dial 1-800-267-8376 toll-free (in B.C. 112-800-267-8376).

2. Industry, Science and Technology Canada Regional Offices

Alberta

Suite 540, Canada Place
9700, Jasper Avenue
Edmonton, Alberta
T5J 4C3

Tel.: (403) 495-4782
FAX: (403) 495-4507

British Columbia

900-650 George Street W
Vancouver, British Columbia
V6B 5H8

Tel.: (604) 666-0434
FAX: (604) 666-8330

Manitoba

330 Portage Avenue
P.O. Box 981
Winnipeg, Manitoba
R3C 2V2

Tel.: (204) 983-6182
FAX: (204) 983-2187

New Brunswick

Assumption Place
770 Main Street
P.O. Box 1210
Moncton, New Brunswick
E1C 8P9

Tel.: (506) 851-6411
FAX: (506) 851-6429

Newfoundland

Atlantic Place
215 Water Street, Suite 504
P.O. Box 8950
St. John's, Newfoundland
A1B 3R9

Tel.: (709) 772-5511
FAX: (709) 772-5093

Nova Scotia

1801 Hollis Street
P.O. Box 940,
Station "M"
Halifax, Nova Scotia
B3J 2V9

Tel.: (902) 426-2018
FAX: (902) 426-2624

Ontario

Dominion Public Bldg.
1 Front Street West, 4th Floor
Toronto, Ontario
M5J 1A4

Tel.: (416) 973-5000
FAX: (416) 973-8714

Prince Edward Island

Confederation Court Mall
134 Kent Street,
Suite 400
P.O. Box 1115
Charlottetown, Prince Edward Island
C1A 7M8

Tel.: (902) 566-7400
FAX: (902) 566-7450

Quebec

Stock Exchange Tower
Suite 3800
800 Victoria Square
P.O. Box 247
Montreal, Quebec
H4Z 1E8

Tel.: (514) 283-7907
FAX: (514) 283-3302

Saskatchewan

6th Floor
105-21st Street East
Saskatoon, Saskatchewan
S7K 0B3

Tel.: (306) 975-4400
FAX: (306) 975-5334

Northwest Territories

P.O. Bag 6100
Precambrian Building
10th Floor
Yellowknife, Northwest Territories
X1A 2R3

Tel.: (403) 920-8568
FAX: (403) 873-6228

Yukon

Suite 301
108 Lambert Street
Whitehorse, Yukon
Y1A 1Z2

Tel.: (403) 668-4655
FAX: (403) 668-5003

3. International Trade Centre Locations

VANCOUVER

International Trade Centre
Scotia Tower
900-650, West Georgia Street
P.O. Box 11610
Vancouver, British Columbia
V6B 5H8
Fax: (604) 666-8330
Contact
M. Zen Burianyk
Senior Trade Commissioner
(604) 666-1438

ALBERTA

International Trade Centre
Edmonton Office
Canada Place
Suite 540
9700, Jasper avenue
Edmonton, Alberta
T5J 4C3
Fax: (403) 495-4507
Contact:
M. Bills Roberts
Senior Trade Commissioner
(403) 495-4415

International Trade Centre
Calgary Office
11th Floor
510 - 5th Street S.W.
Calgary, Alberta
T2P 3C2
Fax: (403) 292-4578
Contact
M. Gerald Milot
Senior Trade Commissioner
(403) 292-6409

SASKATCHEWAN

International Trade Centre
6th Floor
105 - 21st Street East
Saskatoon, Saskatchewan
S7K 0B3
Fax: (306) 975-5334
Contact
M. AJ McEwen
Senior Trade Commissioner
(306) 975-4343

International Trade Centre
4th Floor
1955 Smith Street
Regina, Saskatchewan
S4P 2N8
Fax: (306) 780-6679
Contact
M. David Dix
Senior Trade Commission
(306) 780-6108

WINNIPEG

International Trade Centre
8th Floor
330, Portage Avenue
P.O. Box 981
Winnipeg, Manitoba
R3C 2V2
Fax: (204) 983-2187
Contact
M. Micheal Clark
Senior Trade Commissioner
(204) 983-4099

TORONTO

International Trade Centre
Dominion Public Building
4th Floor
1 Front Street West
Toronto, Ontario
M5J 1A4
Fax: (416) 973-8161
Contact
M. Steve Hertzberg
Director of International Trade
(416) 973-5053

MONTREAL

International Trade Centre
Stock Exchange Tower
800, Victoria Square
Suite 3800
P.O. Box 247
Montreal, Quebec
H4ZX 1E8
Fax: (514) 283-3302
Contact:
M. Haig Sarafian
Senior Trade Commissioner
(514) 283-8791

MONCTON

International Trade Centre
Assumption Place
770 Main Street
P.O. Box 1210
Moncton, New-Brunswick
E1C 8P9
Fax: (506) 851-6429
Contact:
M. Guy-André Gélinas
Senior Trade Commissioner
(506) 851-6440

HALIFAX

International Trade Centre
Central Guarantee Trust Building
1801 Hollis Street
P.O. Box 940, Station "M"
Halifax, Nova-Scotia
B3J 2V9
Fax: (902) 426-2624
Contact:
M. Micheal Whalen
Senior Trade Commissioner
(902) 426-6125

CHARLOTTETOWN

International Trade Centre
Confederation Court Mall
134 Kent Street, Suite 400
P.O. Box 1115
Charlottetown, Prince Edward Island
C1A 7M8
Fax: (902) 566-7450
Contact:
M. Fraser Dickson
Senior Trade Commissioner
(902) 566-7443

ST. JOHN'S

International Trade Centre
Atlantic Place
215 Water Street, Suite 504
P.O. Box 8950
St. John's, Newfoundland
A1B 3R9
Fax: (709) 772-2373
Contact:
M. Tom Greenwood
Senior Trade Commissioner
(709) 772-5511

YELLOWKNIFE

10th Floor
Precambrian Building
4922 - 52 Street
Yellowknife, Northwest Territories
X1A 2R3
Fax: (403) 873-6228
Contact:
M. Jeff Titterington
(403) 920-8575

WHITEHORSE & OTHER TRADE CONTACTS IN TERRITORIES:

Suite 301
108 Lambert Street
Whitehorse, Yukon
Y1A 1Z3
Fax: (403) 668-5003
Contact:
M. Larry Bagnell
(403) 668-4655

4. Contact Points within External Affairs and International Trade Canada

Mailing address for correspondence to all divisions listed below:

External Affairs and International Trade Canada
Lester B. Pearson Building
125 Sussex Drive
Ottawa, Ontario
K1A 0G2
Telex: 053-3745
FAX: (613) 952-3904

Contacts for general enquiries

Info-Export (BPTE)
Tel.: 1-800-267-8376 (in B.C. 112-800-267-8376) or 993-6436
(local calls only)
FAX: (613) 996-9709

International Financial Services and Capital Projects Division (TPF)
Tel: (613) 995-7251

EAITC (Ottawa) Library: Scan-a-Bid
Tel.: (613) 996-4042

Contacts for geographic trade information

Africa Trade Development Division (GAT)
Tel.: (613) 990-6593

Caribbean and Central America Trade Development Division (LCT)
Tel.: (613) 996-7059

East Asia Trade Development Division (PNC)
Tel.: (613) 992-7359
includes People's Republic of China, Korea, Hong Kong, Laos, Cambodia, Viet Nam, Taiwan

Middle East Trade Development Division (GMT)

Tel.: (613) 993-7040
includes Egypt, Sudan, Lebanon, Jordan, Israel, Saudi Arabia, North and South Yemen, Kuwait, Oman, Bahrain, The United Arab Emirates, Qatar, Iran, Iraq

Japan Trade Development Division (PNJ)

Tel.: (613) 995-1281

South America and Mexico Trade Development Division (LST)

Tel.: (613) 996-5546

Asia Pacific South Trade Development Division (PST)

Tel.: (613) 996-0917
includes ASEAN countries, Afghanistan, India, Nepal, Pakistan, Myanmar, Bangladesh, Sri Lanka, Australia, New Zealand, South Pacific

U.S.S.R. and Eastern Europe Trade Development Division (RBT)

Tel.: (613) 996-2858

United States Marketing Division (UTD)

Tel.: (613) 993-5726

Western Europe Trade Development Division (RWT)

Tel.: (613) 995-9401

5. Canadian Commercial Corporation

50 O'Connor Street
Ottawa, Ontario
K1A 0S6
Tel.: (613) 996-0034
Telex: 053-4359
FAX: (613) 995-2121

6. Export Development Corporation

151 O'Connor Street
P.O. Box 655
Ottawa, Ontario
K1P 5T9
Tel.: (613) 598-2500
FAX: (613) 237-2690

7. The Canadian International Development Corporation

200 Promenade au Portage
Hull, Quebec
K1A 0G4
Tel.: (819) 997-5456
FAX: (819) 953-4933

ADDENDUM

*As a result of a recent reorganization in the Department, the section titled "**Contacts for geographic trade information**" appearing on the last page should be replaced by the following one to reflect the changes.*

Contacts for geographic trade information

Africa and Middle East Trade Development Division (GMT)

Tel: (613) 990-6593

includes Egypt, Sudan, Lebanon, Jordan, Israel, Saudi Arabia, North and South Yemen, Kuwait, Oman, Bahrain, The United Arab Emirates, Qatar, Iran, Iraq

Latin America and Caribbean Trade Development Division (LGT)

Tel: (613) 996-7059

East Asia Trade Development Division (PNC)

Tel: (613) 992-7359

includes People's Republic of China, Korea, Hong Kong, Laos, Cambodia, Vietnam, Taiwan

Japan Trade Development Division (PNJ)

Tel: (613) 995-1281

Asia Pacific South Trade Development Division (PST)

Tel: (613) 996-0917

includes ASEAN countries, Afghanistan, India, Nepal, Pakistan, Myanmar, Bangladesh, Sri Lanka, Australia, New Zealand, South Pacific

U.S.S.R. and Eastern Europe Trade Development Division (RBT)

Tel: (613) 996-2858

United States Marketing Division (UTD)

Tel: (613) 993-5726

Western Europe Trade Development Division (RWT)

Tel: (613) 995-9401

ADDENDUM

Suite à la récente réorganisation du Ministère, la section intitulée « **Points de contact avec les directions de l'expansion du commerce** » apparaissant en dernière page devrait être remplacée par ce qui suit pour tenir compte des changements apportés.

Points de contact avec les directions de l'expansion du commerce:

Direction de l'expansion du commerce en Afrique et au Moyen-Orient (GMT)

Tél: (613) 990-6593

(Égypte, Soudan, Liban, Jordanie, Israël, Arabie Saoudite, Yémen du Nord, Yémen du Sud, Koweït, Oman, Bahreïn, Émirats Arabes Unis, Qatar, Iran, Iraq)

Direction de l'expansion du commerce en Amérique latine et dans les Antilles (LGT)

Tél: (613) 996-7059

Direction de l'expansion du commerce en Asie de l'Est (PNC)

Tél: (613) 992-7359

(République populaire de Chine, Corée, Hong Kong, Laos, Cambodge, Vietnam, Taiwan)

Direction de l'expansion du commerce avec le Japon (PNJ)

Tél: (613) 995-1281

Direction de l'expansion du commerce en Asie et Pacifique Sud (PST)

Tél: (613) 996-0917

(pays de l'ANASE, Afghanistan, Inde, Népal, Pakistan, Myanmar, Bangladesh, Sri Lanka, Australie, Nouvelle-Zélande, Pacifique Sud)

Direction de l'expansion du commerce en URSS et en Europe de l'Est (RBT)

Tél: (613) 996-2858

Direction générale de la promotion du commerce, du tourisme et de l'investissement avec les États-Unis (UTD)

Tél: (613) 993-5726

Direction de l'expansion du commerce - Europe de l'Ouest (RWT)

Tél: (613) 995-9401

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DOCS
CA1 EA 91152 ENG
International financing data : a
business guide to export financing
and other financial assistance. --
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