

CANADA

Let us handle the introductions
Laissez-nous faire les présentations



EXPLORING BUSINESS OPPORTUNITIES WITH MULTILATERAL DEVELOPMENT BANKS

The Canadian Trade Commissioner Service
Le Service des délégués commerciaux du Canada

Business Opportunities Seminar
Toronto, Montreal, Halifax, Vancouver
Sept 25 – Oct 2, 2017

Hartman Kouassi

Trade Commissioner

Office of Liaison with the African Development Bank

Embassy of Canada in Côte d'Ivoire



Government of Canada
Trade Commissioner Service

Gouvernement du Canada
Service des délégués commerciaux

Canada

What is an MDB

- **Multilateral development banks (MDBs)** provide financial assistance to developing countries in order to promote economic and social development.
- MDBs primarily fund large infrastructure and other development projects and provide low-cost loans tied to policy reforms by the government.

Canada's Role

- Canada has contributed \$7.70 billion in capital subscription as of 31 December 2015. It has contributed and committed \$1.76 billion to Special Funds since joining in 1966
- Companies and consultants from Canada have been awarded \$859.07 million in procurement contracts on ADB-financed projects since 1967.

Public vs Private Sector Funding

- **Public Sector Funding.** When IFI funds flow directly to the public sector, private sector companies from any IFI member country can compete to win goods and services contracts that are essential to the successful completion of development projects. These opportunities exist throughout various stages of what is known as the “IFI Project Cycle”.
- **Private Sector Funding.** In this model of funding, IFIs provide financing directly to the private sector to support the company’s projects or investments in developing countries. Companies submit requests for funding directly to the IFIs.

Key MDBs for Canadian Companies

- African Development Bank (AfDB)
- Asian Development Bank (ADB)
- Caribbean Development Bank (CDB)
- European Bank for Reconstruction & Development (EBRD)
- Inter-American Development Bank (IDB)
- World Bank Group (WBG)

How to Work with MDBs

- Opportunities exist for goods and services
- Be selected as a contractor on an IFI-funded project
- Be selected as a sub-contractor or a member of a consortium for a project
- Provide goods and services directly to the IFI, for its operational use

Build Key Relationships

- The **borrowing country's government** owns the project
- Local **private sector partners** have valuable knowledge and relationships
- The **IFI** plays an advisory role

Build relationships with all three of these players before submitting an IFI bid

Managing Expectations

- Building up the required knowledge and relationships is time consuming
- Preparing bid documents can be an involved and technical process
- The project lifecycle may be long – months to years from start to finish

Role of the IFI Liaison Officers

- Office of Liaison to International Financial Institution (OLIFI) helps Canadian firms access business opportunities through multilateral development banks
- One small part of **Aid Market Support Network (AMSN)**
- OLIFIs provides TCS Key Services to clients who are prepared to bid on ADB funded projects

<http://www.tradecommissioner.gc.ca/eng/how-tcs-can-help.jsp>

Role of the IFI Liaison Officers

- Key activities:
 - Promote the awareness of doing business with MDBs in Canada (BOS) and in the region;
 - Coordinate Canadian participation in key events, eg. BOF, ACEF; and organize side programs;
 - Identify key contacts within the MDBs;
 - Assist in meeting arrangements;
 - Coordinate brown/blue bag sessions;
 - Disseminate business opportunities.

Please inform us of your successes!!!

“MUST Dos” for Success at ADB

- Prepared before coming to visit the MDB
- Focus on your competitiveness
- Establish regular contact with the MDB (visit, meeting, email)
- Clarify issues before submitting a bid
- Be responsive to what the MDB is seeking
- Submit compliant bid before deadline
- Follow up / get feedback

When in doubt, seek written clarification

“MUST NOT DO”

- Only do business by email
- Ask for meetings the day of arrival
- Plan for more than half-hour meetings
- Demand immediate decisions before leaving a meeting
- Ask to meet MDB Vice Presidents and DGs
- Submit standard “boiler plate” proposals
- Expect ADB to bend its rules & requirements
- Use corrupt practices or misrepresentations

When in doubt, seek written clarification

Upcoming Events 2017-2018

- ADB Skills Forum (ADB, Manila)
December 12-14, 2017
- ADB Business Opportunities Fair (ADB, Manila)
March 2018
- Asia Clean Energy Forum (ADB, Manila)
June 4-8, 2018

ADB Calendar of Events

<http://www.adb.org/news/events/calendar>

Upcoming Events 2017-2018

- AfDB Business Opportunities Seminar (Nairobi)
October 2-4, 2017
Twice a year in Abidjan, Nairobi, Tunis or Johannesburg
- PSLO Energy Mission to the IFIs (WBG, IDB, ADB, MCC and EBRD, Washington)
October 23-25, 2017
- MDB Bootcamp and Workshop (ADB, CDB, WBG, Edmonton) *February 21-22, 2018*

Monitor MDBs' Calendar of Events

OLIFI Liaison Officers



Christian Denter (ADB)

Manila, Philippines

Email: christian.denter@international.gc.ca



Carolyn Cudmore (WB, IDB, EBRD)

Washington, D.C., USA

Email: carolyn.cudmore@international.gc.ca



Hartman Kouassi (AfDB)

Abidjan, Côte d'Ivoire

Email: hartman.kouassi@international.gc.ca

The Canadian Trade Commissioner Service
Le Service des délégués commerciaux du Canada



tradecommissioner.gc.ca
deleguescommerciaux.gc.ca

THANK YOU



Government of Canada
Trade Commissioner Service

Gouvernement du Canada
Service des délégués commerciaux

Canada