

EDC: Business Opportunities With Foreign Buyers

Introduction

Over the years, EDC has developed a wide spectrum of relationships around the world as part of its mandate to support and facilitate Canadian trade through our financial services. With our growing local representation in 15 markets, EDC has been able to develop relationships with key companies who imports goods and services for the execution of many infrastructure & environment projects.

You find in this document, a brief description of some of the relationships that EDC has developed with the intent to facilitate procurement of Canadian supply and where the foreign company has indicated an interest to be introduced to suppliers within the infrastructure and engineering industry. As well, for each of these companies you will find either a key contact or a link to prequalify as a supplier and obtain tenders as they are issued. We intend to update this document as more information is made available to us.

Australia

Coates Hire

Coates Hire Limited, the largest equipment rental/leasing company in Australia, provides equipment on hire to the construction, resource, civil engineering, and contracting industries, as well as a range of industrial, commercial, and government organizations in Australia, the United Kingdom, and Indonesia.

Coates operates in four divisions:

Coates

- The Coates division provides a range machinery and equipment for the general construction industry.

Allied Equipment

- The Allied Equipment division hires and sells earthmoving equipment to mine operators and mining contractors, as well as to civil construction industry.

Coates Offshore

- Coates Offshore division provides machinery and equipment to the offshore oil industry.

Coates Hire Indonesia

- Coates Hire Indonesia provides a range of for the general construction industry to companies across the Indonesian archipelago

Interested companies should contact:

Mr. Nicko Kokkaris - General Manager
nicko.kokkaris@coates.com.au

Also, visit Coates's Website:
www.coates.com.au

Chile

Endesa

Empresa Nacional de Electricidad S.A. is a power generation company, engaging in hydroelectric, thermal electric, and wind power generation. The company also provides engineering services, as well as operates a road tunnel under public concession. It has operations in Chile, Argentina, Colombia, and Peru.

[Registration for Suppliers](#)

Hong Kong

Hopewell Holdings

Hopewell Holdings Limited, an investment holding company, engages in the investment in infrastructure projects, property development and investment, property agency and management, hotel investment and management, restaurant operations, and food catering operations.

Its property portfolio comprises residential, commercial, and retail properties, as well as hotels and carparks.

Hopewell has operations in Hong Kong, the People's Republic of China, and Macau. Hopewell Holdings is a large publicly traded Hong Kong conglomerate with total revenue of US\$ 249.8 mln at 2008 year end.

[Hopewell Holdings' Infrastructure Website](#)

India

Larsen & Toubro

Larsen & Toubro Limited is India's largest engineering and construction conglomerate with additional interests in power, electronics and IT. Many of the country's prized landmarks - its exquisite buildings, tallest structures, largest industrial projects, longest flyovers, highest viaducts - have been built by Larson & Toubro.

The company is active in 20 countries around the world with turnkey, private-public partnership, and supplier/consulting operations that cover virtually all areas of engineering and construction.

[Link to the Engineering & Construction Projects Division vendor page](#)
[Link to the Electrical & Electronics Division vendor page](#)

SREI Infrastructure

SREI Infrastructure Finance Limited, a non-banking financial institution, provides infrastructure finance in India and internationally with revenues of US\$ 184.2 mln and EBITDA of US\$ 143.3 at 2008 year end.

SREI has three main businesses:

Infrastructure Equipment Business

- Provides equipment finance, including leasing and hire purchase of infrastructure, construction equipment, and machineries.

Infrastructure Project Business

- Provides financing a vast array of infrastructure projects.

Infrastructure Advisory Services

- The company operates a network of 61 offices in India and 3 offices in Russia. It has strategic alliance with BNP Paribas Lease Group to provide equipment financing services.

[SREI Infrastructure Equipment Website](#)

[SREI Infrastructure Projects Website](#)

Tata Power

Tata Power pioneered the generation of electricity in India nine decades ago. Today, it is the country's largest private power utility, established as a licensee in Mumbai and with ambitious expansion plans from being essentially Mumbai-centric to a national power company. Tata Power has now aggressively ventured into new pastures and opened new plants across the country with the objective of becoming a major national player in the years to come. Tata Power is the one company with presence in all aspects of power, be it thermal, hydro, solar, wind energy, transmission & distribution.

Tata Power has also successfully completed erection, testing, commissioning and trial operations of major overseas power projects in a number of countries, including UAE, Malaysia, Saudi Arabia, Kuwait and Algeria. The Company has also undertaken projects pertaining to power plant / utility operations management and plant operations training in Saudi Arabia, Liberia, Iran, Sierra Leone and Algeria.

Interested companies should email CSG_CUSTOMERFEEDBACK@tpc.co.in and indicate they are interested in registering as a vendor. Tata Power will then issue a vendor code and the link to register.

Reliance Infrastructure

Reliance Infrastructure Limited engages in the generation, transmission, distribution, and trading of power in India. It operates gas, coal, wind, and hydro-based power generation projects. It also undertakes EPC contracts of industrial projects in various fields, such as power generation, transmission, and distribution.

The company operates in the infrastructure space with a focus on road building, mass transit, and real estate. Reliance also engages in the exploration and production of coal bed methane, and petroleum and natural gas.

Reliance Energy is part of Reliance - Anil Dhirubhai Ambani Group (RADAG), a leading Indian private sector utility group.

[Registration for Contractors](#)

[Registration for Suppliers](#)

Panama

Panama Canal Expansion

With a price tag of over \$5 billion, expansion of the Panama Canal began in 2007. This project, which is managed by the Panama Canal Authority (PCA), is generating numerous opportunities for Canadian companies in the construction sector: suppliers of building materials and heavy equipment, and engineering and architectural services.

[Registration for Suppliers](#)

For other Panama infrastructure and construction projects please refer to this link:

www.panamacompra.gob.pa/panamacompra/

United Arab Emirates

ALDAR Properties projects

Aldar Properties PJSC was established in 2004 and proposes world-class projects in Abu-Dhabi worth a total of \$USD 50 billion. This real estate promoter is 25% owned by the government of Abu-Dhabi and is looking to become one of the major players on the regional scene. Some of the projects currently in development:

Al-Raha Beach

- 5.2 km² of beach which will be transformed into residential, commercial, cultural and public facilities by 2014 for 120,000 residents;

Yas Island

- Tourist island with a race track, golf course, water park, Ferrari World, hotels and shops. The first phase will be completed in 2009;

Central Market

- Five hectare site in the heart of the city. By 2010, Central Market will include office buildings, luxury apartments, hotels, restaurants, shops, and an Arabian souk.

[Registration for Suppliers](#)

Emaar Properties (UAE)

Emaar Properties has grown in tandem with Dubai's fast-paced development and is now one of the world's largest real estate companies with over US\$5 billion in properties. Emaar develops master-planned communities throughout the UAE and Middle East. The company has also begun expanding into of North Africa, South Asia and other key markets while diversifying into hospitality & leisure, malls, education, healthcare and financial services.

Emaar's largest project is the King Abdullah Economic City in Saudi Arabia. Emaar has US\$40 billion in planned projects for the development including a sea port, industrial district, waterside resort, financial island, residential district and education/health zone.

[Link to general contact information for Emaar Properties](#)

[Link to vendor registration for the King Abdullah Economic City](#)

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