

# Launching of the Canada Bangladesh Chamber of Commerce and Industry

## Message

It gives me great pleasure to extend my sincere congratulations to the new Canada-Bangladesh Chamber of Commerce and Industry.

Canada has been a strong supporter of Bangladesh since its independence in 1971. Since then, we have watched Bangladesh's economy grow, thanks to strong performances in many sectors and growing trade links between our nations.

South Asia and Canada have much to offer one another. Over the decades, we've built on our shared values of democracy, rule of law and commitment to the Commonwealth, and created a strong commercial partnership. And South Asia's expanding role as a globally important region means the time is ripe for Canadian businesses and investors, from a range of sectors, to become even more active in this immense market. The Chamber's establishment marks our shared commitment to bring our bilateral commercial relationship to new heights.

Our nations have much to offer each other. In addition to the many established commercial links between our countries, Canadian companies offer tremendous expertise in a number of key sectors, including information and communication technologies and energy. As Bangladesh's economy continues to grow and diversify, the opportunities for increasing our bilateral trade will grow apace. The Canada-Bangladesh Chamber of Commerce and Industry will be at the centre of this growth.

I look forward to building on our strong trade partnership and to ensuring a bright future for Canada-Bangladesh trade relations in the years to come.

**David Emerson**  
Canada's Minister of International Trade



## Message

It is indeed a great pleasure for me to inform that the Canada-Bangladesh Chamber of Commerce & Industry (CBCCI) established in August 2005, is going to formally launch its official operation on May 24, 2006.

The vision of this chamber is to accelerate economic prosperity through strengthening trade and investment cooperation between Bangladesh and Canada. One of the significant roles of the CBCCI will be the proper utilization of the opportunities that the Canadian Government has granted including its duty free access of our products to Canada. CBCCI will explore the new areas of investment to establish joint ventures both in Canada and Bangladesh. The CBCCI has been formed by a number of renowned business personalities of both the countries to further augment the bilateral trade relationship. CBCCI will also emphasize on capacity building for exporters and Government trade officials of Bangladesh and Canada by organizing Trade show, Single Country Trade Fair, Seminar, Symposium, Workshop, Research and relevant Training Courses.

I hope CBCCI's endeavor will go a long way to contribute more to the industrial and economic development of Bangladesh and Canada.

I wholeheartedly wish grand success of the CBCCI.

**Masud Rahman**  
President  
Canada Bangladesh Chamber of Commerce & Industry



## Oil & Gas Industry Facts and Information: Canada

Here are some key facts about Canada's upstream oil and natural gas industry:

- Canada is the third-largest producer of natural gas and the ninth-largest producer of crude oil in the world.
- The upstream sector is the largest single private sector investor in Canada.
- In 2004, the oil and gas industry contributed an estimated \$18 billion to government revenues in the form of royalty payments, bonus payments and income taxes.
- Our crude oil and natural gas trade surplus contributed 56% of Canada's merchandise trade balance in 2004.
- Canada produced 22% of North America's crude oil and natural gas but account for only 10% of its consumption.

### 2004 Industry Statistics (except where otherwise stated)

Wells Drilled	Oil	4,526
	Natural Gas	15,126
	Total	24,874
(including Dry & Service)		
Exports	Crude Oil	1,611,000 barrels/day
	Natural Gas	9.7 billion cubic feet/day
Consumption	Crude Oil & Products	1,765,000 barrels/day
	Natural Gas	7.3 billion cubic feet/day
Reserves at 2004	Conventional Oil	4,354 million barrels
	Natural Gas	56.5 trillion cubic feet
Production	Conventional Oil	1,410,000 barrels/day
Refineries	Capacity	1,916,000 barrels/day
Capital Spending	Conventional	\$26.8 billion
	Oil Sands	\$6.2 billion
	Total	\$33.0 billion
Employment	Direct and Indirect	365,000

*Courtesy: Canadian Association of Petroleum Products*

# Canada: An ICT investment destination

The Economist Magazine's Economist Intelligence Unit (EIU) has predicted that Canada will be the best country in the world in which to do business between 2004 and 2008. The best investment sector in the world's best place to do business is Canada's exciting and dynamic information and communications technologies (ICTs) sector, and it is well worth a look. Surprised? You shouldn't be. In field after field - multimedia, wireless technology, security, gaming, software design and more - world-leading Canadian ICT innovation is providing solutions for the future, available right now.

The key question for investors in the 21st century, however, is not what is new, but what will be new. The next great breakthrough might be in biocomputing, photonics, wireless technology, nanotechnology, artificial intelligence or some field as yet totally undiscovered. Whatever the field, Canadian ICT will continue to provide the technology platform for a world of still-undreamed-of wonders. The BlackBerry(r) wireless solution revolutionised the ICT world with a Canadian product. What's next? It's up to your imagination.

**When It Comes to ICT Investment, Canadians Make Great Partners**  
Partnership is why some of the world's most important multinational enterprises are not just recognising Canada's ICT expertise, but are investing in it. Companies like IBM, Alcatel, Ericsson, Siebel Systems, Electronic Arts, Ubisoft, SAP, Motorola, Harris Corporation, Lucent Technologies, Nokia, Sierra Wireless and many more have all either set up major operations in Canada or are working closely with Canadian partners.

Canada offers many types of investment opportunities for success, including direct investment, partnerships, strategic alliances and joint ventures, subcontracting, and research and development (R&D) collaborations. Foreign investment in the Canadian ICT sector in 2003 was \$24.1 billion, up 5.1 percent from 2002. Canada's ICT advantage is based on many factors, including:

- Easy access to global and North American markets. Canadian companies are assured access to the huge North American market through the North American Free Trade Agreement;
- A superior work force. Canadian workers are unrivaled in knowledge, education and skill levels, and our labour-turnover rates are low. Among OECD countries, Canada has the highest percentage of individuals with college or university education, and about 38 percent of Canadian ICT workers have university degrees;
- A first-class ICT infrastructure. Canada has superb network and grid facilities, a commitment to Internet and broadband access, and great R&D collaboration with top Canadian universities; and

• ICT clusters that have multiplied in number, nation-wide. Dynamic and synergistic, these clusters provide many options for innovative alliances and are a major force behind Canada's growing ICT strength.

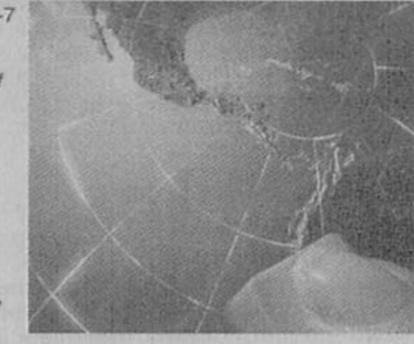
## Fast Facts about Canadian Information and Communications Technologies

Canada has:

- 32,000 ICT firms, a highly skilled ICT work force of 545,000 people, 38 percent of them with university degrees;
- A strong ICT contribution to the gross domestic product (GDP) of \$55.4 billion per year, or 5.5 percent of total Canadian output; and
- Annual growth by ICT industries of 9.2 percent between 1997 and 2003, exceeding Canada's annual 3.7 percent growth in GDP.

## Home to World-Class Research and Development

Canada is committed to ICT R&D. In fact, the Canadian ICT sector as a whole accounts for 5.5 percent of our GDP, yet its R&D represents a very impressive 43 percent of total business R&D output. Research consortia and centres of excellence have been widely established across the country to encourage collaboration, and many options for clustering and innovative alliances exist in Canada's R&D community, underpinned by many federal and provincial organisations, programs and academic institutions. Canada offers low R&D costs and the most favourable R&D tax treatment of any G-7 country.



Arup Gupta, President  
Tata Consultancy Services, Mumbai, India

Canada is a great place to do business, and now is the ideal time to invest in Canada - for more reasons than ever before. For ICT trade and investment information, simply visit the following Web sites: [www.investincanada.gc.ca](http://www.investincanada.gc.ca)

*Courtesy: Industry Canada (revised version)*

## Message

I am delighted to learn that Canada Bangladesh Chamber of Commerce and Industry is going to organise an official inaugural Ceremony on May 24, 2006. I extend my best wishes and felicitations to all concerned involved in this venture and founder members of the Chamber.



Our Government under the dynamic leadership of Begum Khaleda Zia is determined to maintain a truly democratic environment that ensures rule of law and good governance. In order to keep pace with the present global trade scenario, the present government has already reshaped its trade and investment policy both internally and externally. At present Bangladesh offers a liberalised business and investment friendly economic atmosphere, which we expect, booming economic like Canada to take advantage of.

Bangladesh and Canada share a deep-rooted historical and traditional bond. Bangladesh has always seen Canada as one of her trusted friends and partner in development process. Canada has already provided duty free access of our goods to Canada, for which we are very grateful to the government.

I am confident that this Chamber will play a vital role to increase our export to Canada and also attract overseas investment in Bangladesh.

I wish all success of the CBCCI.

**HafizUddin Ahmad, BB,MP**  
Minister for Commerce  
Government of the People's Republic of Bangladesh

## Message

I am pleased to learn that Canada Bangladesh Chamber of Commerce and Industry (CBCCI) has been formally launched. On this special occasion I thank and congratulate all who worked to bring the Chamber to fruition.



I am proud to represent Canada in a country with a long and important history of partnership and assistance to Bangladesh. In recent years our economic ties have been diversifying and strengthening. I look forward to the CBCCI playing a pivotal role as a catalyst to further enhance the trade and investment opportunities between our two countries.

It is with great pleasure that I offer my sincere congratulations on the formal opening of the Canada Bangladesh Chamber of Commerce and Industry.

**Barbara Richardson**  
High Commissioner of Canada



## The Trade Commissioner Service: What Can we do for the Bangladeshi companies

Everyday, companies world-wide turn to Canada as a source of innovation, creativity and expertise. The Canadian Trade Commissioner Service is your first step to finding the Canadian solutions to your business needs. The Canadian Trade Commissioner Service is a network of 500 professionals working in 140 cities around the world. We find Canadian products and services for international buyers and help Canadian companies find international business opportunities. We offer the following assistance, free of charge:

### Sourcing from Canada

One of Canada's 35,000 exporters may have exactly what you are looking for. With the help of our industry experts in Canada, we can introduce you to the Canadian company best suited to meet your specific needs.

### Building your Business in Canada

Canada has one of the most advantageous business climates in the world. We can help you develop your business in Canada by:

- introducing you to potential business partners;
- providing answers to your questions on a potential investment project; and
- working with you to find the right sources of information and services in Canada.

### Networking with Canada

Canada sets the pace in many industries. We can introduce you to competitive Canadian companies by:

- including you in our local business network; and
- finding Canadian businesses that share your interests.

The Canadian Trade Commissioner Service is part of the Department of Foreign Affairs and International Trade. For more information about the Trade Commissioner Service, please visit [www.infoexport.gc.ca](http://www.infoexport.gc.ca) or contact the Canadian High Commission.

Mortaza Tarafdar  
Trade Commissioner, Canadian High Commission, Dhaka

*Courtesy: Industry Canada (revised version)*

## Introduction

Electricity has become a cornerstone of the Canadian economy and Canadian life. Canadians are the third highest per capita users of electricity in the world.

Installed generating capacity totalled 109.8 GW in 1999 and 557.2 TWh were produced. Sixty-one percent of Canada's electric power is generated from hydro, 26 percent from thermal and 12 percent from nuclear energy sources. Over the years, Canada's electricity needs have been met by innovative engineering and technology leadership:

- from 1883, when Thomas Alva Edison installed the first electric generator in Canada
- to 1962, when Canada produced its first nuclear-generated electricity
- to 1965, when Hydro-Québec installed the world's first 735 kV transmission line, transporting electricity 1100 kilometres to market from northern Québec
- to today, as the Ballard Fuel Cell powers new, emission-free stationary generators.

The preponderant portion of Canadian electricity supply is generated by means that minimize adverse environmental effects. The industry has made commitments to finding environmentally beneficial solutions to every aspect of its operations and to contributing to

### The Electric Power Industry

The electric power industry in Canada has assets of \$148 billion (1997) and earns \$35 billion in annual revenue. Canadian utilities directly employ approximately 78,000 people, and an additional 25,000 people are employed in electric power production for manufacturing and engineering companies.

In terms of global rank:

- Canada is the fifth largest producer of electric power in the world, generating 4 percent of the world's total;
- Canada is the world's largest producer of hydro power; and
- Canada is the world's second largest electricity exporter.

### Equipment Manufacturing

Over the past 10 years, the electric power equipment and services industry has consolidated, restructured and re-created itself. It now puts a much greater emphasis on defining a field or niche in which Canadian operations have the best capabilities and track record, and it competes on a global scale. Several Canadian companies; Babcock and Wilcox, GE Hydro and ABB Canada have become major players in the international market.

Small, highly innovative Canadian companies are springing into action all over the country. Their products and services cover a wide range, from alternative generation to controls, monitoring and testing. Consortia and partnerships often bring together the best Canadian players in various specialties and enable the pooling of skills and resources that are in short supply. For example, two of Canada's largest engineering firms, Acres and SNC-Lavalin, formed Canadian International Water & Energy Consultants to undertake projects in Nepal.

### Power Generation

In power generation, products range from small hydro installations to modular, efficient gas turbines for distributed generation, to the world's largest air-cooled hydro generator, at Guri 2 in Venezuela, built by GE Hydro. Other major manufacturers include Alstom, Siemens, Foster Wheeler and Babcock & Wilcox.

Other generation technologies; wind, solar and fuel that possess considerable environmental advantages are emerging in Canada.

### Transmission and Distribution

Canada's electric power industry has experienced and highly competent suppliers of equipment and services in transmission and distribution, in particular, advanced transformers, switchgear, and wire and cable.

To manage the challenges of transmission and distribution in open, deregulated markets, the latest generations of supervisory control and data acquisition (SCADA) and other network management systems are being integrated into Canadian power systems.

### Services

There are more than 200 firms of consulting engineers and engineering contractors in Canada's electric power industry. Several Canadian utilities also provide expert services to international customers. The following companies are among the Canadian service providers active in international power development:

- AMEC, with 7000 employees and offices in 40 countries, has completed projects in more than 100 countries. A world leader in hydro-electric and thermal generation projects.
- SNC-Lavalin is one of the leading engineering and construction firms in the world, with over 8000 employees in offices in some 30 countries. SNC-Lavalin is involved in services, turn-key packages and ownership of power facilities.
- Acres International, a leader in hydro-electric developments, is an employee-owned firm with a staff of 700. Acres currently has projects under way in more than 25 countries and has completed assignments in 110 countries.
- Dessa-Soprin, with nearly 1,000 employees, specializes in hydro-electric production, transmission and distribution, and environmental services.

TransAlta and Canadian Utilities are notable as active investors and operators of IPPs.

### Repair, Modernize, Upgrade

For aging plants, choosing refurbishment and/or repowering rather than building new generating capacity can lead to substantial improvements in capacity, efficiency and environmental performance.</