

**INTERNATIONAL BUSINESS DEVELOPMENT (IBD)
POST-EVENT REPORT FOR IN-BOUND TRADE MISSION FROM MALAYSIA
FEBRUARY 7 AND 9, 2019**

Report prepared by Tony Bennett, CDA IBD Working Group Lead
Director, Dam and Public Safety, OPG

The Canadian Dam Association (CDA) is carrying out international business development activities with partial funding support from Global Affairs Canada through the Global Opportunities for Associations (GOA) program. This report addresses CDA participation in an In-Bound Trade Mission with delegates from Malaysia in February 2019. This is part of a new activity under the CDA IBD program.

In October 2018 the State of Sarawak, Malaysia conducted a trade mission, led by the Premier of Sarawak, to Ontario. During the trade mission, they met with representatives of the Province of Ontario, University of Waterloo and Ontario Power Generation to discuss issues related to hydropower, water management and tourism. As a follow-up to this trade mission, representatives from the Tenaga Nasional Berhad (TNB) and its associated University were tasked with further exploring opportunities for partnerships with Canadian organizations and consultants to further their work in the area of dams and their safe operations. This led to CDA making a request to Global Affairs to support a second, more focused in-bound trade mission with TNB to advance these partnerships in February.

The Malaysian delegation in February 2019 consisted of three [3] representatives from TNB, one from the Civil Asset Management group, and two from the Universiti Tenaga Nasional (UNITEN) who are engaged in carrying out training and engineering studies on behalf of TNB's hydropower operations. The three individuals coincidentally are also very engaged in the Malaysian National Committee on Dams (MYCOLD), as President, Secretary General and Board Member.

The trade mission was appended to the Malaysian delegation's visit to the United States and took place over the course of 1 ½ days (February 7 and 9). On February 7 the delegation met in the offices of Ontario Power Generation along with representatives from Klohn Crippen Berger (KCB) and Hatch Consulting Engineers. Presentations and discussions were made by the CDA, OPG, KCB and Hatch, highlighting Canadian advancements in dam safety, including practical applications of the CDA Dam Safety Guidelines on projects. The Malaysian delegation presented their specific needs to support future dam safety work related to assessments and potential upgrades to existing dams. There is very good alignment between the Malaysian needs and the core capacity of Canadian consultants servicing the dam industry.

As part of the CDA presentation, focus was placed on CDA's International Business Development Strategy, including the model to deliver training on such topics as Dam Safety Reviews, Emergency Management, Public Safety and various aspects of Mining Dams. The Malaysian delegation expressed their interest in having CDA deliver these products (especially the DSR, EM and Public Safety aspects) to their membership. A follow up meeting was arranged to specifically develop a plan to deliver these training products as part of a technical symposium MYCOLD is planning for November 19 and 20, 2019 in Kuala Lumpur, Malaysia.

The other area the Malaysian delegation expressed a specific interest in was a risk informed approach to dam safety which has been developed as part of a research project involving OPG, BC Hydro and their

international partners. The project is documented in the publication Operational Safety of Dams and Reservoirs. OPG presented results of a pilot study application of the methodology during the trade mission's visit. Subsequent teleconference calls have furthered the opportunity to work in partnership with TNB in this area.

Among the outcomes from the In-Bound Trade Mission were the following:

- TNB will consider inviting Canadian Consultants to participate in the RFP process for future dam safety assessments and upgrading work
- MYCOLD will organize a technical symposium in Kuala Lumpur, Malaysia, November 19-20, 2019. In order to promote Canadian activity and further the partnerships:
 - MYCOLD will invite CDA representatives to participate as speakers
 - MYCOLD will include CDA training on Dam Safety Reviews and Emergency Management
 - CDA will promote the event and encourage representatives from Canada to attend
- TNB/ UNITEN will explore the opportunity for training on the Operational Safety of Dams and Reservoirs, as well as participation from Canadian Consultants to support its application to address dam safety deficiencies identified as part of the dam safety review process.
- MYCOLD will encourage their members in Malaysia to participate in ICOLD 2019, to take place in Ottawa June 9-14, 2019, including nominating delegates to join CDA's inbound trade mission, as a means to further engage with Canadian consultants servicing the dam industry.
- MYCOLD and CDA will consider entering into a formal Memorandum of Understanding between the two National Committees to exchange technical information and further the interests of their members on projects of mutual cooperation.

The relationship between Malaysia and Canada, with respect to dam-related projects, has been advanced by the In-Bound Trade Mission and there are key opportunities to enhance it further during 2019 and 2020.

Future Actions for CDA:

1. Post report on the CDA website and inform the contacts in CDA's database of companies that are interested in international business related to dams.
2. Post link to the MYCOLD website <http://www.mncold.org> so that Canadian companies can learn about opportunities in Malaysia
3. Pending GOA approval, invite selected representatives from Malaysia to join in an inbound trade mission to attend the ICOLD 2019 Symposium and Exhibition in Ottawa, June 9-14, 2019.
4. Maintain contact with the TNB, UNITEN and MYCOLD to collaborate fully on arrangements for ICOLD 2019 and the MYCOLD 2019 Symposium. This is seen as an excellent way to expand upon the overall relations between the Canadian dam community and potential clients in Malaysia.

For further information please contact CDA's International Business Development Working Group at ibd@cda.ca.



Front Row to Back. Dr. Datin Lariyah Modek Sidek (UNITEN), Ir. Hidayah Basri (UNITEN), Rashid (TNB), Navin Gautam, Tony Bennett, Dr. David Dowdell (KCB), Dr. Yibing Zhang, Tom Disley, Erica Burton, Jason Shaw (Hatch), Will Kettle, Sophie Alrhieh, Dr. Louis Adeghe, Dr. John Perdikaris OPG Offices, Sir Adam Beck GS, February 7, 2019