

**INTERNATIONAL BUSINESS DEVELOPMENT (IBD)
POST-EVENT REPORT FOR NEPAL WORKSHOP
KATHMANDU, NEPAL – JANUARY 30, 2019**

Report prepared by Clare Raska, Coordinator CDA IBD Working Group

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 event in Nepal in January 2019, carried out in conjunction with another activity in India, reported separately.

The Canadian Dam Association was invited by the Canadian Trade Commissioner Office to participate in a day-long workshop on Sustainable Hydro, in Kathmandu, Nepal. Other Canadian companies had already been invited directly. The event was hosted by the Government of Canada in partnership with the Ministry of Energy, Water Resources and Irrigation of Nepal. It was supported by the Independent Power Producers Association of Nepal (IPPAN), Federation of Nepal Chambers of Commerce and Industry (FNCCI), World Bank and Asian Development Bank. The workshop followed up ongoing Nepalese interest in Canada's approach to sustainable hydropower, as expressed in discussions with Nepal, the World Bank and the Canadian government.

Over 100 industry leaders and technology providers from Canada and Nepal were brought together to exchange information and develop partnerships for innovation and collaboration on sustainable hydro in Nepal. The workshop was attended by Government of Nepal stakeholders, Nepalese public sector groups engaged in the hydropower sector, leading private sector companies from India and Nepal, and regional decision makers, as well as Canadian companies. The Canadian representatives were:

- Clare Raska, Canadian Dam Association
- Richard Donnelly, Hatch
- Bibhu Shah, Hatch
- Babar Khan, Manitoba Hydro International
- Snehal Patel, SATT Engineering Ltd.
- Tobia Wiedemer, Aspin Kemp & Associates – not related to dams

Presentations and panel discussions were held on the following themes:

- Setting the stage for achieving success in hydropower development
- Project design and management to expedite hydro development
- Environmental and socio-economic management
- Effective project financing
- Sharing best practices in sustainability, dam safety and disaster management

Informal networking took place at a reception the evening before the workshop and a tea at the close of the workshop day.

Among the findings from the workshop were the following:

- There is great potential for hydropower development in Nepal.
- There is keen interest in collaboration with Canadian companies.

- The regulatory framework for dam safety in Nepal is not complete. Dam safety guidelines have been developed for Nepal, largely based on Canadian practice. Adoption of these guidelines would provide opportunities for Canadian companies to assist with implementation.
- The dam-related expertise of Canadian companies was demonstrated to over 100 individuals with influence in hydro development in Nepal.
- CDA is interested in further collaboration with the Canadian Trade Commission, to enhance a Canadian role in the dam industry in Nepal.

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. Make the following documents available to companies who wish to make follow-up enquiries, upon email request: Workshop program, attendance list and speaker biographies.
3. Pending GOA approval, invite selected representatives from Nepal 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 trade mission delegates from Nepal and provide relevant information through CDA communications.

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



Left to Right:
 Rick Donnelly - Hatch
 Kumar Pandey – National Hydro Power Company Ltd., Nepal
 Lindsay Margenau – Canadian Trade Commission
 Madhu Prasad Bhetuwal – Nepal Ministry of Energy, Water Resources and Irrigation
 Bijaya Man Sherchan – Federation of Nepalese Chamber of Commerce and Industry



Left to Right:
 Snehel Patel - SATT Engineering, Canada
 Clare Raska – CDA
 Shriya Ramachandran – Canadian Trade Commission
 Suresh Chandnani – Deloitte
 Mahendra Gurung – Small Earth Nepal