

**INTERNATIONAL BUSINESS DEVELOPMENT (IBD)
POST-EVENT REPORT FOR INBOUND TRADE MISSION
ICOLD 2019 - Ottawa, Canada - June 8-14, 2019**

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The Canadian Dam Association (CDA) has been carrying out international business development activities with partial funding support from Global Affairs Canada, for three years. This report provides a summary description of CDA's trade mission of 27 participants from 16 countries to attend the trade exhibit, annual meeting and symposium of the International Commission on Large Dams (ICOLD) in Ottawa, Canada, July 8 to 15, 2019.

The trade mission participants were invited to attend one of the 1- or 2-day short courses offered by CDA on June 8-9, to present the content of CDA publications that form the core of generally accepted good Canadian practice in the field of dam safety.

An orientation meeting was held at the beginning of the mission to allow participants to meet each other and key Canadian contacts. Over the week, personal introductions were made to many Canadian exhibitors and company representatives, who indicated high satisfaction with the meetings and the contacts made for future follow. CDA is aware of a number of ongoing discussions.

Table 1 lists the countries and participants, with brief notes on the activities undertaken during the trade mission. Names and contact information are available upon request to ibd@cda.ca.

For all participating countries, good relationships and enthusiasm were established, for follow-up that could lead to future business opportunities. Some example outcomes included the following:

- Agreement by CDA and MYCOLD (Malaysian National Committee on Large Dams) to collaborate in future, including a conference in Malaysia, November 19-20, 2019.
- Requests for proposals will be issued to Canadian companies for work in Malaysia.
- Peruvian regulator of mines (Osinergmin) has requested collaboration on training and sharing of practices between CDA and Osinergmin.
- Canada will be invited to present a workshop on tailings dams and an event being organized by the Brazilian Committee on Large Dams in Belo Horizonte, Brazil, in May 2020.
- Discussions related to an event in Mexico in late 2019.
- Request for memorandum of understanding between CDA, Central Water Commission of India, and ICOLD, for input to the dam safety rehabilitation program in India funded by the World Bank.

The Canadian Trade Commissioner in New Delhi worked with CDA to coordinate almost 40 delegates from India. This group held meetings with the Indian High Commissioner to Canada, and with CDA and ICOLD to consider collaboration related to the DRIP project funded by the World Bank. It is hoped that a significant delegation from Canada will visit India for ICOLD 2020 in New Delhi.

In summary, the feedback has been extremely positive, suggesting that the trade mission accomplished its goals of promoting Canadian expertise and companies in the target regions of the world, and establishing relationships that can be built upon.

The trade mission was a successful starting point for longer term relationships. The real value will be realized only with follow-up by Canadian companies and CDA.

Table 1 – Trade Mission Participation by Country

| Country | Position and Organisation | Notes |
|----------------|---|---|
| Argentina | Head Hydrology - Salto Grande Hydropower Project | Attended Emergency Management and Dam Safety Review courses |
| Bhutan | Druk Green Power Corp | |
| Brazil | Coordinator Integrated Studies - Federal Civil Protection Dept | Attended Emergency Management course - very relevant to role in emergency management in Brazil. |
| Brazil | Director, IDEIAJATO Ltda. and Director, CBDB | Attended Public Safety course. Broad contacts in dam industry (tailings and water) in Brazil. Invited CDA to join several other collaborating countries for tailings dam event in May 2020 in Belo Horizonte. |
| Burkina Faso | Directeur IFEC-Burkina | Strong interest in capacity building throughout Africa |
| Ethiopia | State Minister - Ministry of Water, Irrigation and Electricity | Responsible for water dams |
| Ethiopia | Director Dam Safety - Ministry of Water, Irrigation and Electricity | Responsible for Dam Safety in Ministry of Water, Irrigation and Electricity. |
| Ghana | Manager Renewables, Bui Power | Attended Emergency Management course. Continuation of contacts made at ICOLD 2018 (Vienna) and CDA 2018 (Quebec) |
| India | Secretary to Government Water Resources Department, Government of Rajasthan | Requested multi-year collaboration agreement with CDA and ICOLD for referral of experts to DRIP project funded by World Bank. |
| India | Bhakra Beas Management Board (BBMB) | Involved in ICOLD 2020 in New Delhi, and arrangements for Canadian delegation. |
| Malaysia | Professor, Universiti Tenaga Nasional | Attended Dam Safety Review course. Made follow-up visits to Canadian companies. Offered to include Canadian companies on RFPs for future work. Invited Canadian participation at MYCOLD event Nov 2019. |
| Malaysia | Dept. of Irrigation and Drainage | |
| Malaysia | Sarawak Energy | Attended Dam Safety Review course. Made follow-up visits to Canadian companies. Offered to include Canadian companies on RFPs for future work. |
| Mexico | General Director, DESA - Diseño Ejecutivo y Supervisión S.A. | Planning UNAM (University, Mexico) event in Oct-Nov 2019 |
| Mozambique | Chief of Maintenance, South Regional Administration for Water | Attended Emergency Management course. Made follow-up request for information on Canadian companies interested in investment. |
| Nepal | NEA Engineering - Team Leader, Mugu Karnali Storage Hydroelectric project, | Development of existing relationships also fostered at Jan 2019 workshop in Nepal. NEA Engineering is continuing to liaise with several Canadian companies for future work. |
| Nepal | NEA Engineering | |
| Nepal | Vidhyut Utpadan Co. Ltd | |
| Peru | Manager Large Mining Dept., Osinergmin (Govt Peru) | Attended Mining Dams course. Would like collaboration with CDA for training. In 2018 and 2019, Osinergmin invited Canadians to speak at annual Osinergmin event. |
| Peru | Geotechnical Specialist, Mining Dept., Osinergmin (Govt Peru) | Attended Mining Dams course. |
| Senegal | Directeur, Haut-Commissariat de l'OMVS | |
| Uganda | Dam Safety Engineer, Karuma Hydro Plant, Uganda Electricity Generation Co. | Attended Public Safety course. Set up visits Canadian companies to discuss specific issues. |
| Uganda | Eskom Uganda Limited | Attended Public Safety course. Set up visits Canadian companies to discuss specific issues. |
| Uruguay | Javier Algorta Consultant | Attended Dam Safety Review course. Familiar with several countries in South America. Has been in follow-up communication with Canadian companies. |
| Uruguay | Turbine specialist, renovation projects, Salto Grande | Met with company in Montreal and has had discussions with several Canadian companies. |
| Zambia | Senior Engineer, ZESCO | Civil Engineering Services |
| Zambia | Hydrology Technician, Zambezi River Authority | Met with Water Survey of Canada after ICOLD 2019. |