



**INTERNATIONAL FINANCIAL INSTITUTIONS  
BUSINESS OPPORTUNITIES SEMINARS**

**March 22, 2023**

**(Venue: Virtual)**

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| 07:30       | <b>IT Tech Check with Presenters</b>   |
| 08:00-08:05 | <b>Opening Remarks – Don Bobiash, Executive Director for Canada at Asian Development Bank (ADB)</b>  |
| 08:05-08:30 | <p><b>Presentation from Asian Development Bank (ADB)</b><br/><i>Steven Goldfinch – Senior Disaster Risk Management Specialist</i></p> <ul style="list-style-type: none"> <li>• Climate response and disaster mitigation priorities for The Philippines/ Southeast Asia;</li> <li>• Expertise and technologies of interest to ADB; and</li> <li>• Potential opportunities for Canadian companies.</li> </ul>  |
| 08:30-08:55 | <p><b>Presentation from World Bank (WB)</b><br/><i>Marilyn (Tata) Tolosa- Martinez – Senior Disaster Risk Management Specialist</i></p> <ul style="list-style-type: none"> <li>• Climate response and disaster mitigation priorities for The Philippines/ Southeast Asia;</li> <li>• Expertise and technologies of interest to WB;</li> <li>• Procurement guidelines and processes;</li> <li>• Pipeline of projects; and</li> <li>• Potential opportunities for Canadian companies.</li> </ul>   |
| 08:55-09:20 | <p><b>Presentation from Asian Infrastructure Investment Bank (AIIB)</b><br/><i>Julija Kuklyte Polycarp – Climate Change Specialist</i></p> <ul style="list-style-type: none"> <li>• Climate response and disaster mitigation priorities for The Philippines/ Southeast Asia;</li> <li>• Expertise and technologies of interest to AIIB;</li> <li>• Procurement guidelines and processes;</li> <li>• Pipeline of projects; and</li> <li>• Potential opportunities for Canadian companies.</li> </ul>  |
| 09:20-09:50 | <p><b>Doing Business with MDBs– Open Q&amp;A between participating companies and MDBs</b><br/><i>Moderated by Senior Trade Commissioner Guy Boileau; Q&amp;A likely to cover the following:</i></p> <ul style="list-style-type: none"> <li>• MDBs corporate and project procurement opportunities for Goods, Services and Works</li> <li>• Project pipelines and points of intervention during the project cycle to identify opportunities</li> <li>• Successful strategies and approaches</li> <li>• Financing criteria and approval process</li> <li>• Measurement of success</li> </ul> |



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| 09:50-10:00 | <b>Closing Remarks – Ambassador David Hartman, Embassy of Canada to the Philippines</b> |
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## Participants

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### **Asian Development Bank (ADB)**

Steven Goldfinch

Senior Disaster Risk Management Specialist

Glen Harris

Senior Procurement Specialist

### **World Bank**

Marilyn (Tata) Tolosa- Martinez Senior Disaster Risk Management Specialist

### **Asia Infrastructure Investment Bank (AIIB)**

Julija Kuklyte Polycarp

Climate Change Specialist

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### **Trade Commissioner Service (TCS)**

Kayla Slobodnik

Trade Commissioner – OLIFI/Climate Finance (Asia), Canadian Embassy in Manila

Leah Johnston

Trade Commissioner – OLIFI, Canadian Embassy in Washington

Lilian Zhou

Trade Commissioner – OLIFI, Canadian Embassy in Beijing

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### **Private Sector Liaison Officer (PSLO) Network**

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### **Industry Partners**