



Remarks by Bobby Kwon at Team Canada Southeast Asia Infrastructure Forum, June 28th, 2021

Hello everyone. Bonjour tout le monde.

It is both a pleasure and a privilege to represent Canada alongside Minister Ng and Chief Trade Commissioner Wilshaw in this important initiative to advance the growing relationship between Southeast Asia and Canada.

As Canada's government-to-government or G2G contracting organization, CCC has a long tradition of working to facilitate and increase trade with partner countries as part of a whole of government approach.

Through Canada's signature G2G contracting solution, CCC brings qualified Canadian companies to government buyers around the world.

Through this contracting structure, the risks associated with international procurement are significantly reduced, since every contract signed by CCC has the legal effect of being signed in the name of the Government of Canada, providing government buyers with the assurance, that the contract will be delivered in accordance with the agreed terms and conditions.

Acting as Prime Contractor, CCC helps to simplify and expedite the process. We handle all payments and cash flows throughout the contract execution. By taking on all performance oversight and financial administration of the contract, CCC also reduces the risk of unethical practices that can hinder procurement effectiveness.

Every Canadian company we work with has been evaluated technically, financially and managerially to confirm its ability to deliver projects on time and on budget.

CCC is committed to environmental, social and governance or ESG best practices, as an integral part of supporting inclusive trade and applying responsible business conduct in all of our business dealings.



These are important considerations for lenders who finance the projects we support. CCC works closely with banks, export credit agencies and insurance companies to present projects where the performance risks are mitigated.

Our approach has helped deliver projects of national importance. Recently, CCC worked with Aecon, a global leader in construction and infrastructure development to bring Canadian expertise and technology to the development of a new world class terminal of Bermuda's L.F. Wade International Airport.

This terminal, which was completed on time and on budget, comes with the latest innovations in climate change adaptation and infrastructure resilience.

[pause]

We understand the challenges governments are facing as they address their infrastructure deficits – we face those same challenges in Canada. Investing in public infrastructure has significant positive economic impacts that are even more relevant in the context of COVID-19 recovery.

Drawing on our 75 years of experience, we are ready and primed to work hand in glove with you to deliver the next infrastructure project that will ease the strain on overburdened systems and boost economic activity.

As a first step, CCC is happy to collaborate on an MOU that lays the foundation for exploring projects that would be a good fit for Canada's signature G2G contracting solution.

Merci. Thank you very much for your time.