

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the January - March 1989 period, recipients have submitted quarterly reports detailing the following business activity:

1. 43 EXPORT SALES WORTH \$ 167 MILLION
2. 471 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 36 NEW JOINT VENTURES/LICENSEING AGREEMENTS WORTH \$64 MILLION
4. 23 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$ 391 MILLION
5. 10 CANADIAN INVESTMENT INITIATIVES ABROAD WORTH \$ 131 MILLION
6. 15 TECHNOLOGY TRANSFERS \$ 11 MILLION

SECTION I

HIGHLIGHTS

For sales of lumber worth \$ **SUMMARY OF PROGRAM**

\$ 186 million coal developmental projects **RESULTS**

\$ 30 million investment in Canadian laser industry (Tokyo)

\$ 7 million investment in Canada (Tokyo)

\$ 370 million sale of gas turbines (Beau)

\$ 12.4 million dredging projects (Beau)

\$ 63.3 million sale of computer components (San Francisco)

KEY STATISTICS: for the ninety-one costs having submitted a quarterly report

MISSIONS IN	BUSINESS		No. Countries		Value Confirmed	
	Total	Revenue	Export	Local	Export	Local
Africa & Middle East	10	17	8	2	371	0
Asia & Pacific	19	19	14	5	481	0
Europe	28	28	10	18	402	0
Latin America & Caribbean	14	14	5	9	179	0
United States	12	12	2	10	178	0
	91	91	60	31	1611	0

MISSIONS IN	Trade Engagements		Investment Engagements		Business Victories	
	Cdn	Local	Cdn	Local	Cdn	Local
Africa & Middle East	471	471	81	72	1000	0
Asia & Pacific	847	847	142	155	2325	404
Europe	911	911	175	139	2776	1476
Lat. Amer. & Caribbean	423	423	54	28	600	117
United States	282	282	20	21	282	0
	13,044	13,044	472	315	7083	1693