

PROGRAM RESULTS: ASIA & PACIFIC

1. BUSINESS ACTIVITY

During the April-June 1986 period fourteen posts reported the following business activity:

1. 90 EXPORT SALES WORTH \$105 MILLION
2. 81 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 29 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 3 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 1 VALUED AT \$685,000
5. 4 CANADIAN INVESTMENT INITIATIVES IN TERRITORY WORTH \$(N/A)
6. 0 TECHNOLOGY TRANSFERS

HIGHLIGHTS:

- o \$22 million sale of 2 Dash-8 aircraft (Sydney 1, Wellington 1)
- o \$3 million sale of design and construction services (Perth)
- o 2 sales of pulp mill equipment valued at \$4 million
- o \$6 million sale of aircraft (Hong Kong)
- o \$2.8 million sale of satellite image analysis equipment (Beijing)
- o \$1.2 million sale of communications equipment (Beijing)
- o \$4 million contract for aerial survey services (Jakarta)
- o \$3.2 million sale of educational equipment (Islamabad)
- o \$6 million sale of communications equipment (Singapore)

2. KEY STATISTICS for the sixteen posts with workload information available

MISSIONS REPORTING TO:

	PET	PPT	PST
- NO. TRADE ENQUIRIES:	6734 (4036)	4877 (4140)	4272 (7683)
- NO. INVESTMENT ENQUIRIES:	116 (185)	166 (95)	107 (293)
- NO. BUSINESS VISITORS:	2151 (1602)	2294 (2042)	1369 (2345)

(Previous quarter figures in brackets)