

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :407-MADRID

SECTOR :005-ADVANCED TECH. PROD. & SERV
SPAIN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

REPORT ON NEW TELECOMMUNICATION LAW WHICH HAS BEEN APPROVED PRODUCTS
LAW IMPROVES MARKETS FOR ACCESS FOR BROAD RANGE OF CDM

ASSIST IMAX CORP TO FOLLOW UP ON LEAD FOR THEATRES
PROSPECTS ARE GOOD FOR THE SALE OF TWO OR THREE THEATRES

ASSIST CDM CO. IN THEIR EFFORTS TO SELL COMMUNICATION EQPT.
SALES OF SEVERAL MILLION DOLLARS

PREPARE ARTICLE-COMPUTER SOFTWARE MARKET IN SPAIN
INTEREST FIVE NEW COMPANIES IN THE SPANISH MARKET

ASSIST SPAR, TELESAT ETC TO PARTICIPATE IN COMM. SATELLITE SALES
CDM PARTICIPATION COULD RESULT IN UP TO \$200 MILLION IN

DETERMINE OPPORTUNITIES IN STAR RURAL COMMUNICATIONS PROJECT
POSSIBLE CDM PARTICIPATION IN THIS \$300 MILLION PROJECT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Official participation in Informat 89 in Barcelona
-Business Delegation led by Minister Crosbie
-Ongoing support of Cdn cos.

-Anticipate \$5 million over next 12 months
-Four Cdn CEOs introduced to senior Span officials. Estimate several million dollars sales will result. - Span will be sub-contractor to MATRA for Spanish telecom satellite

QUARTER: 2 -Assist Northern Telecom efforts to establish market for PABX systems.
-Continued promotion of Remote Sensing Equipment
-EAITC has decided to participate in INFORMAT 90 in Barcelona.

-A Memorandum of Understanding has been signed between local co. Amper and NT.
-DIPIX has made two sales of Aries Analysis Systems. ITRES Research are interested in market.
-Remote preparations began this quarter.

QUARTER: 3 Commercial Div.in Madrid has continued promotion of remote sensing equip.Barcelona post started process of recruitment for Informat 90.

Scintrex participated at conference and fair held in Madrid.Terra Soft appointed new agent: IBERFOR.Barcelona post nominated 2 companies and initiated work with EXTOTT/TDE on INFORMAT.

QUARTER: 4 Promotion and selection of Cdn cos to participate in Informat 90 by Barcelona Post.Promotion of Cdn communications technology for Olympics.MLS program promotion via JV between Cdn co and Inisel and Cecelsa.

Negotiations completed for space and firms selection continuing.Laser telecoms presentation to Olympic organizers (COOB) well received.On MLS we stand good chance of winning.