

**PROGRAM RESULTS: ALL REGIONS**

**BUSINESS ACTIVITY**

During the January - March 1992 period, 78 posts submitted quarterly reports identifying the following business activities:

579 EXPORT SALES WORTH \$1155 MILLION

148 NEW BUYING CONNECTIONS/248 AGENCY AGREEMENTS

39 NEW JOINT VENTURES WORTH \$54 M/11 LICENSING AGREEMENTS

20 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$212 M

23 CANADIAN INVESTMENTS ABROAD WORTH \$133.8 M

47 TECHNOLOGY TRANSFERS WORTH \$12.3 M

**HIGHLIGHTS:**

\$177.5 million sale of coal (Tokyo)

\$ 176 million foreign investment in Canada of mobile telephone software (Stockholm)

\$ 120 million sale of boilers (Bangkok)

\$ 57.8 million Canadian investment abroad in oil fields (Buenos Aires)

\$ 51.7 million sale of light armoured vehicle (LAV) (Detroit)

\$ 50 million sale of wheat (Mexico)

\$ 46 million sale of construction lumber (Chicago)

\$ 25 million new joint venture to rehabilitate & operate Ghana Consolidated Diamond Mines Ltd.  
(Accra)

\$ 18 million sale of Canadair Challenger (Prague)

\$ 15 million sale of Shuaiba oil refinery (Kuwait)

**KEY STATISTICS: for the seventy eight posts having submitted a quarterly report**

REGIONS	MISSIONS		NUMBER CONFIRMED		VALUE CONFIRMED	
	TOTAL	REPORTING	EXPORT SALES		EXPORT SALES (\$M)	
Africa & Middle East	16	10	49		96	
Asia & Pacific	20	16	88		470	
Europe & Multilateral	27	25	90		125	
Latin America & Caribbean	14	14	58		167	
United States	13	13	294		297	
	90	78	579		1155	

  

REGIONS	TRADE ENQUIRIES		INVESTMENT ENQUIRIES		BUSINESS VISITORS	
	Cdn	Local	Cdn	Local	Cdn Pr/Pub	Loc Pr/Pub
Africa & Middle East	3234	3095	30	127	500/83	836/233
Asia & Pacific	8525	9410	187	388	1971/413	4972/408
Europe & Multilateral	7045	7637	390	681	1824/500	1572/447
Latin America & Caribbean	8511	9788	96	65	2756/197	2053/264
United States	9277	6766	235	596	3107/627	2413/323
	36592	36696	938	1857	10158/1820	11846/1675