

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 519-SEOUL

005-COMM. & INFORM. EQP. & SERV  
KOREA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 NONE THIS QUARTER

QUARTER: 2 - PARTICIPATION IN AFCEA 87  
- DEVELOPED DATA BASE OF IMPORTERS OF ELECTRONIC  
COMPONENTS (IMPORT DIVERSIFICATION)

QUARTER: 3 TELECOM/DATACOM MISSION TO CANADA.

QUARTER: 4 DATACOM SEMINAR AND MISSION DURING CANADA WEEK.

QUARTERLY RESULTS REPORTED:

STARTED WORK FOR CDN PARTICIPATION AT AFCEA 87.  
2-ASSISTED CDN MARCONI IN FINALIZING SALES OF  
ANSP 503.

- DEMONSTRATION OF CDN DEFENCE ELECTRONICS COM-  
MUNICATIONS CAPABILITY  
- COMPREHENSIVE DATABASE OF ALL KOREAN IMPORTERS  
OF DIVERSIFICATION ITEMS DEVELOPED.

COMPLETED. INCREASED KOREAN AWARENESS OF CDN  
TECHNOLOGY. EXPECT POSSIBILITY OF AN AGREEMENT  
IN THE FINANCIAL TELECOMMUNICATION SECTOR.

SEMINAR ATTRACTED MORE THAN 180 PARTICIPANTS.  
ON-SITES SALES ESTIMATED AT \$300-500,000. FORE-  
CASTED SALES: \$1.2 MILLION FOR THE COMING YEAR.