

REPORT #5
89/02/08

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

422 - VIENNA

AUSTRIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.
CONTINUE WITH OUR DIRECT APPROACH TO POTENTIAL INVESTORS IN SECTOR.
ORGANIZE IN COOPERATION WITH PROVINCES TECH TRANSFER & INVESTMENT
SEMINARS.

BELIEVE WE MAY BE SUCCESSFUL IN ATTRACTING
AUSTRIAN INVESTMENT PARTICULARLY IN CNC
METAL PLASTIC & WOODWORKING MACHINERY
SECTORS.

SERVICE INDUSTRIES TOURISM
TOGETHER WITH PROVINCES (ALTA & BC) ORGANIZE INVESTMENT AND TECH
TRANSFER MISSIONS IN THE SKI RESORT AREA TO AUSTRIA.

INCREASE AUSTRIAN SKI INDUSTRY AWARENESS
OF INVESTMENT POTENTIAL IN CDA.

TRANSPORT SYS, EQUIP, COMP, SERV. AUTOMOTIVE
CONTINUE WITH OUR EFFORTS IN ARRANGING TECH TRANSFER JV AND POTENTIAL
INVESTMENT IN CANADA.

RESULT WILL DEPEND ON OUTCOME OF ONGOING
NEGOTIATIONS BETWEEN AUSTRIAN & CANADIAN
INDUSTRY IN THIS SECTOR.

AGRI & FOOD PRODUCTS & SERVICE FOOD HANDLING, PROCESSING EQUIP
CONSIDERING AUSTRIAN POTENTIAL FOR FOOD PROCESSING TECHNOLOGY & GREAT
INTEREST IN CDA INTENSIFY THE DEVELOPMENT ON CONTACTS ON BOTH SIDES.

SEVERAL JV OR TECH TRANSFERS & INVESTMENT
MAY RESULT FROM THESE ACTIVITIES.

OIL & GAS EQUIPMENT, SERVICES SERVICES INCLUDING CONSULTING
CONTINUE WITH OUR ASSISTANCE TO THE EXISTING AUSTRIAN INVESTOR IN
THIS SECTOR.

INCREASE IN INVESTMENT IN CDA.
POTENTIAL FOR DEVELOPING FURTHER
PROCESSING OF OIL IN CDA.

NON SECTORALLY ORIENTED ACTIVITIES

CONTINUE ALREADY EXCELLENT COOPERATION WITH FEDERAL ECONOMIC CHAMBER
PARTICULARLY IN THE AREA OF TECH TRANSFER.

INCREASE NUMBER OF CONTACTS BETWEEN AUS-
TRIAN AND CDN FIRMS IN THIS AREA.

INCREASE LIAISON WITH THE AUSTRIAN BANKS & FINANCIAL INSTITUTIONS
AIMED AT ESTABLISHMENT OF INVESTMENT INFO EXCHANGE & OTHER INVESTMENT
ORIENTED ACTIVITIES.

BELIEVE THIS TO BE ONE OF ESSENTIAL
SOURCES FOR INVESTMENT INFORMATION.