

PROGRAM RESULTS: AFRICA MIDDLE-EAST

BUSINESS ACTIVITY

During the October - December 1989 period fourteen posts reported the following business activity:

57 EXPORT SALES WORTH \$80.9 MILLION

55 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS

7 NEW JOINT VENTURES/LICENSING AGREEMENTS WORTH \$1.7 MILLION

1 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA

4 CANADIAN INVESTMENTS IN TERRITORY WORTH \$3 MILLION

20 TECHNOLOGY TRANSFERS WORTH \$1.1 MILLION

HIGHLIGHTS:

\$ 12 million sale of a steel plant (Tehran)

\$ 10 million sale of oil well servicing and equipment (Amman)

\$ 7.5 million sale of project management services (Amman)

\$ 4.5 million sale of newsprint (Cairo)

\$ 3.6 million sale of project management services (Yaounde)

\$ 3 million sale of magnetic survey services (Riyadh)

\$ 1.5 million sale of consulting engineering services (Rabat)

\$ 1.4 million worth of joint venture consultancy arrangements (Rabat)

KEY STATISTICS: for the fourteen posts reporting workload information

		<u>Missions Reporting To</u>	
		GAT	GMT
No. Trade Enquiries	Cdn	1983	1725
	Local	1320	2426
No. Investment Enquiries	Cdn	12	65
	Local	7	376
No. Business Visitors	Cdn	445	352
	Local	680	852