

DATE: 88/01/25

DEPARTMENT OF EXTERNAL AFFAIRS

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Report: B4 88/89 INVESTMENT ACTIVITIES IN MISSIONS ABROAD

Region: USA

Mission: 601 BOSTON

Country: 577 UNITED STATES OF AMERICA

Investment Promotion Priority Sectors Sub-Sectors  
Program Plans And Anticipated Results.

Sector : 014 EDUCATION, MEDICAL, HEALTH PROD  
Subsector: 142 HOSP. & MEDICAL EQUIP, INSTRUM.

Program Plans:

DURING FOLLOW-UP WITH 150 COMPANIES, DETERMINE THOSE COMPANIES HAVING INVESTMENT POTENTIAL.

Anticipated Results: ONE INVESTMENT IN 88/89, TWO IN 89/90.

Sector : 014 EDUCATION, MEDICAL, HEALTH PROD  
Subsector: 141 PHARMACEUTICALS, BIOTECHNOLOGY

Reason(s):

BOSTON IS NUMBER ONE CENTER FOR BIOTECHNOLOGY IN US & HAS POOL OF VENTURE CAPITAL. N.E. COMPANIES COULD BE INTERESTED IN INVESTING IN JOINT R&D OR TAKE MINORITY EQUITY POSITION IN CDN BIOTECH COMPANIES.

Program Plans:

IN CONJUNCTION WITH POST PROGRAM ON TECHNOLOGY INFLOW, PROMOTE JOINT R&D & EQUITY INVESTMENT AS MECHANISMS TO EFFECT TECHNOLOGY TRANSFER TO CANADA.

Anticipated Results: ONE INVESTMENT IN 88/89.

Other Investment Program Plans

Activity(ies):

WORKING WITH CDN INVESTMENT DEALERS, POST IDENTIFIED 25 MONEY MANAGERS WHO WERE INVITED TO SENIOR EXEC. INVEST. SEMINAR IN OCT/87. EIGHT REPS FROM BOSTON ATTENDED. DURING NEXT FY POST WILL CONCENTRATE ITS EFFORTS ON DEVELOPMENT CONTACTS WITH THESE 25 COMPANIES.

Anticipated Results: BETTER KNOWLEDGE OF CDN INVESTMENT CLIMATE  
ADDITIONAL PORTFOLIO INVESTMENT.