

REPORT #5
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

527 - OSAKA

JAPAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

OSAKA CHAMBER OF COMMERCE MFTG. INVSTMT MISSION TO CDA: RECRUIT MEMBERS DEVELOP PROG., LOGISTICS, FOLLOW-UP & REPORT. B. NOMURA SECURITIES INVSTMT MISSION TO CDA: PRESS EXEC. MEMBERS TO COMMIT TO MISSION. C. KANSAI PRODUCTIVITY MISSION TO CDA: DEVELOPED PROGRAMME. D. CORPORATE LIAISON: CONTINUING EFFORTS PERSUADING 10 INVESTMENT PROSPECTS TO VISIT CANADA TO ESTABLISH CONTACTS AND DEVELOP INVESTMENT PLAN.

15 MEMBER MISSION VISITED 7 PROV., RETURNING WITH HIGHLY FAVOURABLE IMPRESSIONS & SPECIFIC INVSTMT PROJS. NOMURA HAS AGREED TO SEND MISSION OF THEIR CLIENTS TO CDA DURING FALL THIS YEAR. EXEC. OF SEVERAL IMPORTANT KANSAI-BASED CORPS RETURNED WITH BETTER AWARENESS OF INVESTMENT CLIMATE IN CDA. ONE INVSTMT PROJ. SUCCESSFULLY COMPLETED, 2 VISITS TO CDA COMPLETED, 1 VISIT POSTPONED TILL AUGUST, 4 PROSPECTS REQUIRE MORE PERSUA'N, 2 COS HAVE OPTED FOR INVSTMT IN THE U.S

QUARTER : 2

OCCI manufacturing investment mission follow-up w/members individually to assess mission success
2. President Investment Canada P. Labbe visit to Kansai
3. OCCI mission report - design cover, develop events associated w/report's release, press conference
4. Quebec Biotechnology Investment Promotion

aged investment in Canada
2. Program set up to follow up & supp. further investment promo. activ. (Nomura mission to Cda OCCI mission report)
3. President Saji will participate at press conf. coinciding with visit of President Labbe
4. Impressive roster of speakers has been assembled for seminar incl. present. by Cda's most import. biotechnology co's and by local biotechnology authorities

Mission mbr rpt to OCCI mbrship supp. & encour-

QUARTER : 3

1. OCCI Manufacturing Mission to Canada - Report
2. OCCi Report & Release to media - Event
3. Electrical Machinery Investment Presentations (DRIE/GSTM)
4. Infotech Investment Presentations (DRIE/IITI)
5. Corporate Liaison with 12 company case-load
6. Nomura Securities Seminar and Mission.

Report completed & distributed to 800 companies. Favourable comments made about investment opportunities in Cda mfg. sector. Top media reps from territory attended press conf. with Pres. of OCCI Mr. Saji & Pres. of Invest. Cda Paul Labbe. Detailed presentations made to 14 cos using Congen facilities. Follow-up continuing. General presentations made to prod. exec. at Sanyo, Sharp, Matsushita & Omron. Follow-up continuing. Prelim. planning meetings etc. for events in 1989.

QUARTER : 4

1. Nomura's Cda Investment Seminar: organize and recruit speakers, provide organizational and logistical support & develop programme for keynote speaker from Canada.
2. Nomura Investment Mission to Canada: initial planning, organization.
3. Ongoing corporate liaison activities.

1. Cooperation received from Tokyo Embassy for bringing former FTA deputy negotiator. Follow up and agreement to sponsor investment mission to Canada confirmed by Nomura.
2. Dates established, itinerary under discussion
3. Post has added 7 investment prospects to ongoing case load from total of 23 cold call visits this quarter.