

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :633-SANTIAGO

SECTOR :005-ADVANCED TECH. PROD. & SERV  
CHILE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM, DATACOM, SAT, SPACECOM

MONITORING OF MAJOR CHANGES IN TELECOM STRUCTURE IN CHILE  
PROVIDE INFORMATION TO CDN CO TO ALLOW THEM TO BENEFIT FROM

AN EARLY WARNING

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Even if Japanese and European firms have control of telecom market via their contact with CTC, we agreed to keep supporting hitech mission and a few special events in that sector.

Most companies participating in Hitech mission met their goal. 2. Introduction of Novatel cellular telephone via their representative CIDCOM was a success. Quality is superior to competition

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 - Continued monitoring of Novatel & Motorola  
- Assist Novatec development in satellite BID  
- Assist Data Radio in market entry.

- Novatec delivered, waiting results.  
- BID delivered, results expected end May.  
- Organizing 3 seminars to identify potential partners and sales opportunities.

QUARTER: 2 - Participation in TELECOM'89.  
- Organized USA participation in TELECOM'89.  
- Assist Motorola, Novatel on cellular phone proj.  
- Assist Data Radio in satellite BID.

- USA expo participated / four to USA expo  
- USA participated with expo at DATACOM.  
- Cellular proj. organized to Motorola.  
- Further discussion on satellite project.

QUARTER: 3 -----

QUARTER: 4 - Assist Novatec.  
- Assist Motorola.  
- Cellular proj. organization.  
- Assist Data Radio.

- Discussions between Data Radio/Motorola.  
- Several representatives signed (cellular).