

REPORT #5
89/10/06

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

427 - MUNICH

GERMANY WEST

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

TRANSPORT SYS,EQUIP,COMP,SERV. AUTOMOTIVE

OPPORTUNITIES WILL BE IDENTIFIED BY WORKING WITH THE BIG GERMAN AUTO MANUFACTURERS & THEIR MAJOR SUPPLIERS. IT SHOULD BE NOTED THAT THE AUTO MARKET IS SATURATED IN N.A.

TO SECURE A COMMITMENT FROM VW TO MOVE AT LEAST ONE CASTING FACILITY TO CANADA.

EDUCATION,MEDICAL,HEALTH PROD HOSP. & MEDICAL EQUIP,INSTRUM.

OPPORTUNITIES IN THIS AREA ARE BEING IDENTIFIED IN COOPERATION WITH THE BAYERISCHE VEREINSBANK. WE WILL EXTEND THIS ACTIVITY VIA OTHER BANKS.

A TRANSFER OF GERMAN TECHNOLOGY TO CANADA VIA TWO OR MORE JOINT VENTURES.

ADVANCED TECH. PROD. & SERV ???????

WE WILL WORK CLOSELY WITH DRIE OTTAWA & VDI IN BERLIN TO IDENTIFY TECHNOLOGIES & JV PARTNERS IN CANADA & FRG.

A GERMAN MISSION TO CANADA & PERHAPS ONE OR TWO EXECUTED TECH. TRANSFER JV OR INVESTMENT PROJECTS.

NON SECTORALLY ORIENTED ACTIVITIES

THIS YEAR WE WILL BEGIN THE SYSTEMATIC USE OF DRIE IMPORT REPLACEMENT REPORTS AS TOOLS FOR INVESTMENT PROSPECTING GIVEN INTRODUCTION OF FTA WE WILL NOW HAVE TO REDEFINE ADVANTAGES OF LOCATING IN CANADA.

IDENTIFY FIRMS CAPABLE OF MANUFACTURING THE PRODUCTS IN QUESTION AND CONVINCING AT LEAST ONE IN EACH SECTOR TO INVEST IN CANADA.