

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the April - June 1989 period, 82 posts submitted quarterly reports identifying the following business activities:

295 EXPORT SALES WORTH \$2,280 MILLION

283 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS

26 NEW JOINT VENTURE/LICENSING AGREEMENTS WORTH \$25.5 MILLION

14 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$39.5 MILLION

10 CANADIAN INVESTMENTS ABROAD WORTH \$66.3 MILLION

14 TECHNOLOGY TRANSFERS WORTH \$22.1 MILLION

HIGHLIGHTS:

\$666 million worth of aircraft sales (Copenhagen, London, Rome)

\$105 million sale of wheat (Manila)

\$52 million sale of aircraft (Nairobi)

\$30 million foreign investment in Canadian gypsum board plant (Bonn)

\$21 million sale of Canola seed (Mexico)

\$12 million joint venture arrangement for navigational equipment (Dallas)

\$9 million sale of wine (Tokyo)

\$2.2 million technical transfer of educational software (Madrid)

KEY STATISTICS: for the eighty-two posts having submitted a quarterly report

MISSIONS IN:	MISSIONS		NUMBER CONFIRMED		VALUE CONFIRMED	
	TOTAL	REPORTING	EXPORT SALES		EXPORT SALES (\$M)	
Africa & Middle East	18	16	44		117	
Asia Pacific	19	15	27		213	
Europe	28	24	80		1786	
Latin America & Caribbean	14	14	33		51	
United States	<u>13</u>	<u>13</u>	<u>111</u>		<u>113</u>	
	92	80	295		2280	

	TRADE ENQUIRIES		INVESTMENT ENQUIRIES		BUSINESS VISITORS	
	Cdn	Local	Cdn	Local	Cdn	Local
Africa Middle East	4769	4328	301	254	765	1541
Asia Pacific	7204	8105	282	649	2247	3479
Europe	6732	7108	371	1123	1985	2070
Latin America & Caribbean	4792	4379	83	185	701	1192
United States	<u>7630</u>	<u>6765</u>	<u>254</u>	<u>1061</u>	<u>2231</u>	<u>3170</u>
	31127	30685	1291	3272	7929	11452