

8

INVESTMENT SOURCING POTENTIAL PROFILE

NOTE: PLEASE USE 12 PITCH TYPEWRITER TO COMPLETE THIS FORM

MISSION

COUNTRY

8-1

WHAT ARE THE MOST IMPORTANT SECTORS/SUB-SECTORS ON WHICH YOU WILL BE CONCENTRATING YOUR INVESTMENT PROMOTION EFFORTS IN THE COMING YEAR? (LIST IN ORDER OF IMPORTANCE)

SECTOR	SUB-SECTOR
1.	1.
2.	2.
3.	3.
4.	4.
5.	5.
6.	6.

8-2

IN POINT FORM PLEASE INDICATE THE MAIN REASON(S) WHY THE SECTORS/SUB-SECTORS IN 8-1 WERE SELECTED.

1.

2.

3.

4.

5.

6.

8-3

INVESTMENT PROMOTION PROGRAM PLANS AND ANTICIPATED RESULTS

1. HOW DO YOU PROPOSE TO IDENTIFY, DEVELOP AND EXPLOIT INVESTMENT OPPORTUNITIES IN THE SECTORS / SUB-SECTORS LISTED IN 8-1? (I.E. SUMMARIZE YOUR PROGRAM PLANS AS OPPOSED TO SPECIFIC EVENTS PLANS OUTLINED IN QUESTION 9)

ANTICIPATED RESULTS FOR YEAR

i.

ii.

iii.

iv.

v.

vi.

2. IF YOU HAVE IMPORTANT PROGRAM PLANS OF A NON-SECTOR SPECIFIC NATURE (E.G. BANKING OR INSTITUTIONAL), PLEASE SUMMARIZE HERE.

ANTICIPATED RESULTS FOR YEAR

i.

ii.

iii.

8-4

BY CHECKING THE APPROPRIATE BOX(ES) BELOW, INDICATE THOSE FACTOR(S) IN YOUR TERRITORY'S ENVIRONMENT THAT TEND TO CAUSE OUTWARD FLOWS OF INVESTMENT:

1. CAPITAL FLIGHT ASSOCIATED WITH POLITICAL UNCERTAINTY

2. CAPITAL FLIGHT ASSOCIATED WITH ECONOMIC UNCERTAINTY

3. EMIGRATION

4. CORPORATE SEARCH FOR CHEAPER PRODUCTION AND / OR OPERATING COSTS OUTSIDE THE COUNTRY

5. LOCAL TAX AND INVESTMENT CLIMATE TENDS TO DISCOURAGE DOMESTIC INVESTMENT

6. CORPORATE EXPANSION TO SEEK NEW MARKETS

7. CORPORATE EXPANSION TO SERVE BETTER EXISTING MARKETS

8. LARGE CAPITAL POOLS SEEKING INVESTMENT OUTLETS ABROAD (E.G. OIL STATES)

9. TERRITORY IS HOST TO ACTIVE INTERNATIONAL CAPITAL MARKET WHICH IS FOCUSED ON INTERNATIONAL CAPITAL MOVEMENTS (E.G. N.Y., LONDON, TOKYO)

8-5

PRINCIPAL COUNTRY DESTINATIONS OF DIRECT EQUITY INVESTMENT FROM YOUR COUNTRY / TERRITORY

DESTINATION	BEST ESTIMATE OF AMOUNT IN \$ CAN.	DESTINATION	BEST ESTIMATE OF AMOUNT IN \$ CAN.
1.	\$ M	2.	\$ M
3.	\$ M	4.	\$ M

8-6

TOTAL ANNUAL DIRECT EQUITY INVESTMENT TO ALL DESTINATIONS (IF NO OFFICIAL STATISTICS AVAILABLE USE BEST JUDGEMENT AS TO APPROXIMATE FIGURE)

\$ M

8-7

TOTAL VALUE OF EXISTING DIRECT EQUITY INVESTMENT IN CANADA FROM YOUR TERRITORY (IF NO OFFICIAL STATISTICS AVAILABLE USE BEST JUDGEMENT AS TO APPROXIMATE FIGURE)

\$ M

8-8

FOR EACH CATEGORY OF INVESTOR, WHAT WOULD YOU ESTIMATE AS THEIR PERCENTAGE OF TOTAL ANNUAL DIRECT EQUITY INVESTMENT OUTFLOWS FROM YOUR TERRITORY?

1. CORPORATIONS	%	2. INSTITUTIONAL INVESTORS (E.G. PENSION FUNDS)	%
3. ENTREPRENEURS	%	4. IMMIGRANT ENTREPRENEURS	%