

PROGRAM RESULTS: EUROPE & MULTILATERAL

BUSINESS ACTIVITY

During the October - December 1993 period twenty-five posts reported the following business activity:

- 63 EXPORT SALES WORTH \$168.79 MILLION
- 83 NEW BUYING CONNECTIONS / 57 AGENCY AGREEMENTS
- 18 NEW JOINT VENTURES WORTH \$14 MILLION / 1 LICENSING AGREEMENTS
- 8 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$183 MILLION
- 9 CANADIAN INVESTMENTS IN TERRITORY WORTH \$150.2 MILLION
- 30 TECHNOLOGY TRANSFERS WORTH \$200 MILLION

HIGHLIGHTS:

- \$180 Million Investment in Canada for Co-generating plant (Brussels)
- \$34 Million sale of Locomotives (Dublin)
- \$31.5 Million sale of Bolts for Lynx Helicopters (London)
- \$30 Million sale of Telecom Equipment (Stockholm)
- \$6 Million sale of Switching Equipment (Prague)
- \$3 Million sale of Housing Materials (Budapest)

KEY STATISTICS: for the twenty-five posts reporting workload information

Missions Reporting To

		RBT	RWT
No. Trade Enquiries	Cdn	1391	5539
	Local	982	6764
No. Investment Enquiries	Cdn	29	293
	Local	30	525
No. Business Visitors	Cdn Pr / Pub	485 / 71	1149 / 471
	Local Pr / Pub	285 / 89	1418 / 197