

**PROGRAM RESULTS: AFRICA & MIDDLE EAST**

**BUSINESS ACTIVITY**

During the October-December 1988 period thirteen posts reported the following business activity:

1. 61 EXPORT SALES WORTH \$178 MILLION
2. 35 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS WORTH 4.7 MILLION
3. 9 NEW JOINT VENTURE/LICENCING AGREEMENTS WORTH \$36.3 MILLION
4. 1 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA
5. 0 CANADIAN INVESTMENT IN TERRITORY
6. 3 TECHNOLOGY TRANSFERS WORTH 17.5 MILLION

**HIGHLIGHTS:**

- o \$25 to \$50 million plastics technology licencing agreement (Lagos)
- o \$13 million sale of milk powder (Algiers)
- o \$25 million sale of aircraft refuellers (Kuwait)
- o \$28 million sale of aircraft simulator (Kuwait)
- o \$35 million sale of communications equipment (Riyadh)
- o \$14 million sale of manufacturing equipment (Baghdad)

**KEY STATISTICS:** for the thirteen posts reporting workload information

		<u>Missions Reporting To</u>	
		GAT	GMT
No. Trade Enquiries	Cdn	2217	2152
	Local	1506	1939
No. Investment Enquiries	Cdn	12	101
	Local	24	522
No. Business Visitors	Cdn	523	454
	Local	718	972