

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the July - September 1992 period, 77 posts submitted quarterly reports identifying the following business activities:

- 404 EXPORT SALES WORTH \$1520 MILLION
- 120 NEW BUYING CONNECTIONS/206 AGENCY AGREEMENTS
- 47 NEW JOINT VENTURES WORTH \$200.1 M/15 LICENSING AGREEMENTS WORTH \$3 M
- 16 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$1607 M
- 30 CANADIAN INVESTMENTS ABROAD WORTH \$279.9 MILLION
- 46 TECHNOLOGY TRANSFERS WORTH \$8.5 MILLION

HIGHLIGHTS:

- \$ 550 million sale of two CANDU reactors (Seoul)
- \$ 188 million sale of digital switching equipment (Sydney)
- \$ 112 million foreign investment in Canada for linear-alkyl-benzene lab (Madrid)
- \$ 52.7 million sale of urban switching/signalling system (San Francisco)
- \$ 33.5 million new joint venture in rural telephony (Athens)
- \$ 23 million sale of switches (Algiers)
- \$ 15 million sale of cellular telephony (Brasilia)
- \$ 10.8 million sale of gas turbines (Caracas)
- \$ 7 million sale of graders (Yaounde)
- \$ 6.5 million sale of women's dresses (New York)

KEY STATISTICS: for the seventy-seven posts having submitted a quarterly report

| REGIONS | MISSIONS | | NUMBER CONFIRMED | | VALUE CONFIRMED | |
|---------------------------|-----------------|-----------|----------------------|-------|--------------------|------------|
| | TOTAL | REPORTING | EXPORT SALES | | EXPORT SALES (\$M) | |
| Africa & Middle East | 16 | 11 | 44 | | 82 | |
| Asia & Pacific | 20 | 15 | 87 | | 954 | |
| Europe & Multilateral | 29 | 28 | 74 | | 110 | |
| Latin America & Caribbean | 14 | 11 | 52 | | 133 | |
| United States | 13 | 12 | 147 | | 241 | |
| | 92 | 77 | 404 | | 1520 | |
| REGIONS | TRADE ENQUIRIES | | INVESTMENT ENQUIRIES | | BUSINESS VISITORS | |
| | Cdn | Local | Cdn | Local | Cdn Pr/Pub | Loc Pr/Pub |
| Africa & Middle East | 2713 | 3162 | 66 | 76 | 385/36 | 1009/251 |
| Asia & Pacific | 7220 | 7469 | 155 | 161 | 1307/333 | 3552/485 |
| Europe & Multilateral | 6444 | 6887 | 366 | 546 | 1534/416 | 1697/407 |
| Latin America & Caribbean | 4205 | 5229 | 62 | 53 | 656/64 | 1816/115 |
| United States | 6831 | 5692 | 138 | 463 | 2335/432 | 1821/383 |
| | 27413 | 28439 | 787 | 1299 | 6217/1281 | 9895/1641 |