

**PROGRAM RESULTS: ALL REGIONS**

**BUSINESS ACTIVITY**

During the January-March 1988 period, ninety posts submitted quarterly reports identifying the following business activity:

1. 589 EXPORT SALES WORTH \$896 MILLION
2. 588 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 69 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$23.55 MILLION
4. 29 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$419 MILLION
5. 17 CANADIAN INVESTMENT INITIATIVES ABROAD WORTH \$54.3 MILLION
6. 32 TECHNOLOGY TRANSFERS WORTH \$169.8 MILLION

**HIGHLIGHTS:**

- o \$300 million investment in urban renewal development in Canada (Hong Kong)
- o \$154 million sale and technology transfer of ethylene plant (Beijing)
- o Investments in Canadian paper industry worth \$93 million (Helsinki)
- o \$15 million sale of aircraft (Kinshasa)
- o \$8 million sale of cellular telephone system (Kingston)
- o \$8 million sale of flight simulator (Oslo)

**KEY STATISTICS:** for the ninety posts having submitted a quarterly report

<u>MISSIONS IN:</u>	<u>Missions</u>		<u>No. Confirmed Export Sales</u>	<u>Value Confirmed Export Sales(\$M)</u>
	<u>Total</u>	<u>Reporting</u>		
Africa & Middle East	18	16	48	228
Asia & Pacific	19	19	184	392
Europe	28	28	114	119
Latin America & Caribbean	14	14	61	100
United States	13	13	182	57
	<u>92</u>	<u>90</u>	<u>589</u>	<u>896</u>

	<u>Trade Enquiries</u>		<u>Investment Enquiries</u>		<u>Business Visitors</u>	
	<u>Cdn</u>	<u>Local</u>	<u>Cdn</u>	<u>Local</u>	<u>Cdn</u>	<u>Local</u>
Africa & Middle East	4569	3418	109	231	1018	1702
Asia & Pacific	8779	11889	219	394	3463	4707
Europe	8960	7723	374	686	2110	2430
Latin America & Caribbean	4744	3200	49	60	911	1262
United States	8004	6047	280	2392	2625	2977
	<u>35056</u>	<u>32277</u>	<u>1031</u>	<u>3763</u>	<u>10127</u>	<u>13078</u>