

PROGRAM RESULTS: ASIA & PACIFIC

1. BUSINESS ACTIVITY

During the July-September 1986 period seventeen posts reported the following business activity:

1. 122 EXPORT SALES WORTH \$89 MILLION
2. 84 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 9 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 1 INDUSTRIAL DEVELOPMENT INITIATIVE IN CANADA
5. 2 CANADIAN INVESTMENT INITIATIVE IN TERRITORY;1 WORTH \$5.4 MILLION
6. 1 TECHNOLOGY TRANSFER IN TERRITORY WORTH \$330 THOUSAND

HIGHLIGHTS:

- o \$1 million sale of banking software (Sydney)
- o \$2.2 million sale of equipment for oil drilling industry (New Delhi)
- o \$1.5 million sale of fibre optic equipment (Melbourne)
- o \$4.2 million sale of coinage (New Delhi)
- o \$4.6 million sale of computer assisted mapping system (Wellington)
- o \$1.6 million sale of telecommunications equipment (Islamabad)
- o \$2 million sale of window washing equipment (Hong Kong)
- o \$5 million joint venture (Seoul)

KEY STATISTICS: for the seventeen posts reporting workload information

Missions Reporting To

	<u>PST</u>	<u>PNT</u>
No. Trade Enquiries	9003 (7177)	2958 (8706)
No. Investment Enquiries	161 (139)	380 (250)
No. Business Visitors	2199 (1953)	1614 (3861)

(Previous quarter figure in brackets-adjusted for Bureau reorganization)