

PROGRAM RESULTS: AFRICA & MIDDLE EAST

1. BUSINESS ACTIVITY

During the April-June 1987 period sixteen posts reported the following business activity:

1. 29 EXPORT SALES WORTH \$250 MILLION
2. 60 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 2 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$2 MILLION
4. 4 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH 19 MILLION
5. 1 CANADIAN INVESTMENT IN TERRITORY WORTH \$20 MILLION
6. 6 TECHNOLOGY TRANSFERS WORTH \$2 MILLION

HIGHLIGHTS:

- o \$160 million contract to build and equip six high schools (Yaounde)
- o \$18 million sale of telecommunication products (Amman)
- o 2 investments worth \$17.5 million (Riyadh)
- o \$6 million sale of ambulances (Baghdad)
- o \$4.5 million lease of drilling rig (Amman)
- o \$4 million sale of oil pollution control program (Cairo)
- o \$3 million contract for consulting services (Lagos)
- o \$1.2 million sale of geological survey equipment (Addis Ababa)

KEY STATISTICS: for the sixteen posts reporting workload information

| | | <u>Missions Reporting To</u> | |
|--------------------------|-------|------------------------------|------|
| | | GAT | GMT |
| No. Trade Enquiries | Cdn | 3014 | 1020 |
| | Local | 2465 | 1383 |
| No. Investment Enquiries | Cdn | 9 | 42 |
| | Local | 25 | 84 |
| No. Business Visitors | Cdn | 415 | 309 |
| | Local | 801 | 637 |