

REPORT #5
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

348 - KUWAIT

KUWAIT

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| TRACKING: | ACTIVITIES UNDERTAKEN IN QUARTER | RESULTS REPORTED |
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QUARTER : 1

THE POST ACTIVELY PLANS TO EXPAND ITS BASE OF CONTACTS IN THE INVESTMENT DOMAIN IN ORDER TO PROMOTE CANADA AS AN INVESTMENT DESTINATION.
(2) KEY INVESTOR HOSPITALITY.

RESULTS ARE OFTEN DIFFICULT TO QUANTITY, HOWEVER, THE RECENT ACQUISITIONS IN CDA BY THE KIO (CONS BATH & CED SYST CERTAINLY CONFIRM INCREASED INVESTMENT ACTIVITIES BY KUWAITIS IN CDA).
(2) THESE EVENTS OFTEN PROVE EXCELLENT VENUES FOR OPEN DISCUSSION AS WELL AS A SMALL TOKEN OF APPRECIATION TO THOSE INVESTING IN CDA. SIGNIFICANT INSIGHT INTO THE INVEST "PSYCHE" IS GAINED THEREBY ALLOWING DEV OF STRATEGIES TO FURTHER PROMOTE CDA. THE EMB NORMALLY STAGES THESE EVENTS. AROUND

QUARTER : 2

Double Taxation/Joint Investment Agreement.

Team from Kuwait visited Canada in September for further negotiation. More will be required. Reciprocal Ministerial visits envisaged.

QUARTER : 3

Increase Participation in business opportunities Cda conference.
Compile data base of cdn institutions dealing with investment from gulf.
Increased calls of local institutions and investors.

Event cancelled.
Good list has been established to whom local clients can be referred which has increased confidence of local investors in cdas willingness to attract investment.
Ambassador has taken active role in meeting with prominent members of investment community which has improved awareness of cda at senior levels. Commercial section has followed up at same time.

QUARTER : 4

Investment seminars in Kuwait, ABU Dhabi & Bahrain March 12-16, 1989

Increased calls on local institutions and investors.

investors for more detailed info on Canada.
End Result: increased awareness of Canada is destination for investment

Ambassador continued active role by expanding his visits to ABU Dhaki & Bahrain. Increased investment in Canada and Foreign exchange exposure in Canadian Dollars has been reported as a result/

Events generated spontaneous reaction by local