

REPORT #5
88/10/21

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

433 - OSLO

NORWAY

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

OIL & GAS EQUIPMENT, SERVICES MACHINERY AND EQUIPMENT
CONTINUE SERIES OF CORPORATE LIAISON CALLS TO ESTABLISHED NORWEGIAN
COS. IN THE OIL & GAS INDUSTRY TO EXPLOIT INVESTMENT POTENTIAL THROUGH
JOINT VENTURES, DIRECT INVESTMENT & TECHNOLOGY TRANSFER.

ESTABLISH LIST OF TOP OIL & GAS COMPANIES
AND CALL ON THEM ALL.

FISHERIES, SEA PRODUCTS & SERV. FISH & SHELLFISH & OTHER PROD
FISHERIES (AQUACULTURE) - WORK WITH THE EXPORT COUNCIL OF NORWAY AND
NORWEGIAN FISH FARMERS ASSOCIATION TO RAISE THE LEVEL OF AWARENESS OF
ACQUACULTURE DEVELOPMENT IN EASTERN CANADA.

INCREASE NORWEGIAN AWARENESS AND INTEREST
IN INVESTING IN ACQUACULTURE PROJECTS ON
CANADA'S EAST COAST.

COMM. & INFORM. EQP. & SERV COMPUTERS, SOFTWARE & SYSTEMS
CONTINUE TO CALL UPON NORWEGIAN COMMUNICATIONS & INFORMATICS INDUSTRY
TO ENSURE NORWEGIAN COMPANIES AWARE OF INVESTMENT OPPORTUNITIES IN
CANADA.

INCREASED AWARENESS.

TRANSPORT SYS, EQUIP, COMP, SERV. ???????
CALL UPON NORWEGIAN FIRMS IN AUTOMOTIVE PARTS SECTOR & IDENTIFY
OPPORTUNITIES FOR JOINT VENTURES.

IDENTIFY NEW PROSPECTS & ENSURE INFORMA-
TION ON INVESTMENT OPPORTUNITIES IS GIVEN
TO POTENTIAL INVESTORS.

NON SECTORALLY ORIENTED ACTIVITIES

CONTACT ALL NORWEGIAN BANKS DURING SERIES OF CORPORATE LIAISON CALLS
TO ENSURE THEY AND THEIR CORPORATE CUSTOMERS ARE AWARE OF INVESTMENT
OPPORTUNITIES IN CANADA.

ENSURE ALL NORWEGIAN BANKS ARE UP-TO-DATE
ON CANADA AS A PLACE FOR INVESTMENT.