

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the October- December 1988 period, eighty posts submitted quarterly reports identifying the following business activity:

1. 676 EXPORT SALES WORTH \$1527 MILLION
2. 372 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 34 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$140 MILLION
4. 30 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$139 MILLION
5. 10 CANADIAN INVESTMENT INITIATIVES ABROAD WORTH \$20 MILLION
6. 32 TECHNOLOGY TRANSFERS WORTH \$71 MILLION

HIGHLIGHTS:

- o \$ 42 million Canadian Hotel investment and joint venture (Bridgetown)
- o \$ 25 to \$50 million plastics technology licencing agreement (Lagos)
- o \$ 130 million investment in Canadian autoparts industry (Munich)
- o \$ 120 million hydro project (Beijing)
- o \$ 5.0 million sale of computer equipment (Washington)
- o \$ 100 million sale of military computer system (London)
- o \$ 180 million software joint venture (Tokyo)

KEY STATISTICS: for the eighty posts having submitted a quarterly report

MISSIONS IN:	Missions		No. Confirmed		Value Confirmed	
	Total	Reporting	Export Sales		Export Sales(\$M)	
Africa & Middle East	18	13	61		178	
Asia & Pacific	19	16	155		756	
Europe	28	26	100		424	
Latin America & Caribbean	14	12	66		145	
United States	13	13	294		124	
	92	80	676		1527	
	Trade Enquiries		Investment Enquiries		Business Visitors	
	Cdn	Local	Cdn	Local	Cdn	Local
Africa & Middle East	4369	3445	113	546	977	1690
Asia & Pacific	7067	7266	246	406	3349	4217
Europe	7507	7651	291	750	2299	2136
Lat. Amer. & Caribbean	3647	2737	32	87	659	795
United States	8655	8106	101	804	2581	2684
	31,245	29,205	783	2593	9865	11522