

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

431 - HELSINKI

FINLAND

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

FOREST PRODUCTS, EQUIP, SERVICES ALL SUB-SECTORS  
CONTINUE PROGRAM OF HEAD OF POST VISITS TO TOP EXECUTIVES OF LARGE  
FINNISH COMPANIES WITH OPERATIONS OR INTEREST IN CANADA.

3 OR 4 MAJOR FINNISH INDUSTRIAL INVEST-  
MENTS IN CANADA.

INDUSTRIAL MACHIN, PLANTS, SERV. MANUFACT & MATERIAL PLANT, EQP.  
UPDATE ON A CONTINUING BASIS POST'S DATABASE OF FINNISH FOREIGN  
INVESTORS AND EXPORTERS TO NORTH AMERICA.

MORE PRECISE IDENTIFICATION OF POTENTIAL  
FINNISH FOREIGN INVESTORS.

MINE, METAL, MINERAL PROD & SRV ALL SUB-SECTORS  
CONTINUE REGULAR MASS MAILING CAMPAIGN TO EXISTING AND POTENTIAL  
INVESTORS.

ASSURE FINNISH INVESTORS HAVE INFORMATION  
ON THE MOST RECENT DEVELOPMENTS IN THE  
CANADIAN INVESTMENT CLIMATE.

PETROCHEM & CHEM PROD, EQP, SERV ALL SUB-SECTORS  
CONTINUE VISITS TO FINNISH INDUSTRIES IDENTIFIED AS HAVING GOOD  
POTENTIAL TO INVEST IN CANADA.

PLANT IDEA OF INVESTING IN CANADA AMONG  
FIRMS THAT HAD NOT CONSIDERED IT BEFORE.

CONSTRUCTION INDUSTRY ALL SUB-SECTORS  
MAINTAIN INVENTORY OF INFORMATION MATERIAL ON CANADIAN INDUSTRIAL  
SECTORS, GOVERNMENT ASSISTANCE, LEGAL REQUIREMENTS AND INDUSTRIAL  
SITES.

RESPOND MORE QUICKLY TO ENQUIRIES FROM  
FINNISH FIRMS INTERESTED IN CANADA.

FISHERIES, SEA PRODUCTS & SERV. FISH & SHELLFISH & OTHER PROD  
SUPPORT, CO-ORDINATE AND ARRANGE INCREASINGLY FREQUENT VISITS BY  
REPRESENTATIVES OF FEDERAL, PROVINCIAL AND MUNICIPAL GOVERNMENT AND  
CANADIAN INDUSTRIAL GROUPS.

EXPLOIT SPECIFIC SECTORAL OPPORTUNITIES.

NON SECTORALLY ORIENTED ACTIVITIES

CONTINUE PERSONAL CONTACTS WITH FINNISH VENTURE CAPITAL FIRMS.

SEVERAL SMALL OR MEDIUM SIZED EQUITY  
INVESTMENTS IN CANADIAN MANUFACTURING  
SECTOR.

SUPPLY INVESTMENT RELATED INFORMATION TO BANKS AND ALL CHAMBERS OF  
COMMERCE IN FINLAND ON A REGULAR BASIS.

INCREASED INSTITUTIONAL AWARENESS OF CDA  
AS AN INVESTMENT TARGET.

CO-OPERATE WITH THE FINNISH FOREIGN TRADE ASSOCIATION, TECHNICAL  
DEVELOPMENT CENTRE AND FINNISH INSTITUTE OF EXPORT IN SERIES OF  
SEMINARS ON ESTABLISHING A SUBSIDIARY IN CANADA.

REACHING EXPORT MANAGERS IN FIRMS WITH  
DEMONSTRATED INTEREST IN INVESTING IN  
CANADA.