

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the October - December 1992 period, 86 posts submitted quarterly reports identifying the following business activities:

- 506 EXPORT SALES WORTH \$1397.23 MILLION
- 155 NEW BUYING CONNECTIONS/194 AGENCY AGREEMENTS
- 55 NEW JOINT VENTURES WORTH \$86.81 M/15 LICENSING AGREEMENTS WORTH \$5.5 MILLION
- 11 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$69.5 MILLION
- 27 CANADIAN INVESTMENTS ABROAD WORTH \$1,060.75 MILLION
- 44 TECHNOLOGY TRANSFERS WORTH \$157.94 MILLION

HIGHLIGHTS:

- \$ 375 million sale of Urban Transit System (Ankara)
- \$ 120 million sale of Light Armoured Vehicle (Canberra)
- \$ 40 million sale of Bi-level rail cars (Los Angeles)
- \$ 34 million Canadian investment in territory for Oil Exploration (Algiers)
- \$ 30 million foreign investment in Canada for Floppy disks (Tokyo)
- \$ 22 million sale of Fibre optics (Sao Paulo)
- \$ 20 million sale of Telecommunications Equipment and Services (Rabat)
- \$ 17 million sale of Buses (Buffalo)
- \$ 16 million investment in Canada (Auto parts) (Brussels)
- \$ 12.3 million sale of Radar system (Santiago)

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

REGIONS	MISSIONS REPORTING		NUMBER CONFIRMED EXPORT SALES		VALUE CONFIRMED EXPORT SALES (\$M)	
	TOTAL					
Africa & Middle East	16	14	60		151	
Asia & Pacific	20	18	90		319	
Europe & Multilateral	29	27	101		522	
Latin America & Carriibbean	14	14	70		120	
United States	<u>13</u>	<u>13</u>	<u>185</u>		<u>285</u>	
	92	86	506		1397	

REGIONS	TRADE ENQUIRIES		INVESTMENT ENQUIRIES		BUSINESS VISITORS	
	Cdn	Local	Cdn	Local	Cdn Pr/Pub	Loc Pr/Pub
Africa & Middle East	3528	4460	31	61	686/83	1810/311
Asia & Pacific	8946	14088	173	396	2849/779	11770/1107
Europe & Multilateral	7319	7990	403	779	2412/743	2155/415
Latin America & Carriibbean	7290	8055	144	58	2149/168	3476/378
United States	<u>8239</u>	<u>6481</u>	<u>202</u>	<u>446</u>	<u>3500/583</u>	<u>2851/613</u>
	35322	41074	953	1740	11596/2356	22062/2824