

PROGRAM RESULTS - ALL REGIONS

BUSINESS ACTIVITY

During the April - June 1989 period, 52 posts submitted quarterly reports identifying the following business activities:

- 295 EXPORT SALES WORTH \$1,380 MILLION
- 220 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
- 24 NEW JOINT VENTURE/LICENSING AGREEMENTS WORTH \$23.5 MILLION
- 14 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$19.8 MILLION
- 10 CANADIAN INVESTMENTS ABROAD WORTH \$663 MILLION
- 14 TECHNOLOGY TRANSFERS WORTH \$22.1 MILLION

SECTION I

HIGHLIGHTS:

SUMMARY OF PROGRAM

- \$65 million worth of aircraft (Nairobi)
- \$115 million sale of wheat (Madrid)
- \$32 million sale of aircraft (Nairobi)
- \$30 million foreign investment in Canadian precision bond plant (Bonn)
- \$2 million sale of Canada wood (Mexico)
- \$12 million joint venture arrangement for navigational equipment (Dallas)
- \$9 million sale of wine (Tokyo)
- \$1.3 million technical transfer of educational software (Madrid)

RESULTS

KEY STATISTICS for the fifty-two posts having submitted a quarterly report

MISSIONS (4)	MISSIONS		NUMBER OF FOREIGN		VALUE OF FOREIGN	
	TOTAL	REPORTING	EXPORT	SALES	EXPORT	SALES (1989)
Africa & Middle East	14	10	34			717
Asia Pacific	19	15	37			213
Europe	28	24	90			1786
Latin America & Caribbean	15	14	35			51
United States	12	12	11			210
	88	80	207			3277
	TRADE ENQUIRIES		INVESTMENT ENQUIRIES		BUSINESS VISITORS	
	Can	Local	Can	Local	Can	Local
Africa & Middle East	578	428	301	254	785	1541
Asia Pacific	724	589	272	207	2547	3477
Europe	1032	718	171	107	1945	2070
Latin America & Caribbean	422	279	64	37	791	1192
United States	173	156	204	181	3723	3578
	3109	2360	1291	586	7851	10658