

527 - OSAKA

JAPAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-FOLLOW UP TO OSAKA CHAMBER OF MISSION TO CDA DINNER/RECEPTION. -FOLLOW UP TO MARCH 3 INVEST. SEMINAR: WORK WITH DENTSU INC. TO PREPARE FOLLOW UP QUESTIONNAIRE; DISTRIBUTION, COLLECTION, EVALUATION. -ASIA DEVELOPMENT BANK: SUPPORT ACTIVITIES TO ENSURE IMPORTANT CONNECTIONS ESTABLISHED & IDENTIFY NEW CANDIDATES FOR INVEST. PROMOTION. -FOLLOW-UP CONTACT & SUPPORT FOR ONGOING INVEST. PROJECTS. -AUTOPARTS TECHNOLOGY MISSION: SUPPORT FOR MISSION ACTIVITIES.

-MISSION SUCCESSFUL PROMOTING 'FRIENDLY' IMAGE OF CDA. -OCCI WILL SEND WORKING LEVEL MISSION TO CDA NEXT YEAR. -APPROX. 50 OR 40% OF RECIPIENTS RESPONDED WHICH WILL HELP IN PLANING OF FUTURE INVEST. ASPIRANTS FOR TARGET ACTIVITIES. -15 NEW INVEST. TARGET CO'S IDENTIFIED (BANKS/SECURITIES FIRMS) WHICH PROVIDE FINANCING & ADVISE CLIENTS SEEKING INVEST OPPORTUNITY. -5 PROJECTS HAVE NOW REACHED CRITICAL STAGE & REQUIRE CONTINUAL MONITORING & ASSISTANCE. -IMPORTANT TECHNOLOGIES

QUARTER : 2

I. ASIA PACIFIC BUSINESS CONVENTION
II. INVESTMENT PROMOTION SEMINARS: PREPARATIONS FOR FALL A. FEDERAL 1. KOBE CHAMBER OF COMMERCE (OCT/NOV) 2. KYOTO CHAMBER OF COMMERCE
B. PROVINCIAL SEMINARS 1. QUEBEC (OCT. 6)
2. MANITOBA (NOV. 13)
III. IDENTIFY INVESTMENT CANDIDATES IDENTIFIED THROUGH SURVEY QUESTIONNAIRE FOLLOWING UP MARCH 3 SEMINAR IN OSAKA.

I. MAJ. INVSTMT MESSAGE TO APACON PROG TO BE DELIVERED BY TOP LEVEL FED'L OFFICIAL TO LARGE GROUP OF PROSPECTIVE JPNSE & OTHER INVSTRS AS PART OF CDA'S PART'N. II. A. FED. : BOTH KYOTO/KOBE CHAMBER OF COMMERCE HAVE AGREED TO CO-SPONSOR & PROMOTE ATTENDANCE AMONG THEIR MEMBERS. B. ASSISTANCE HAS BEEN GIVEN TO EACH OF THESE PROV. SEM. C. WORKED WITH NOMURA TO PLAN & ORG. A SEM. ITS CLIENTS ONOPORTS FOR MFTG INVSTMT IN CDA. III. 13 COS TARGETED FOR DIR. INVSTMT PROM'N IN FALL.

QUARTER : 3

KYOTO CHAMBER OF COMM. -CDA INVESTMENT SEMINAR SET UP & SUPPORT ATTENDANCE; (02)KOBE CHAMBER OF COMM-CDN INVESTMENT SEMINAR SET UP & SUPPORT ATTENDANCE; (03)QUEBEC INVESTMENT SEMINAR-SUPPORT ATTENDANCE; (04)NOMURA SECURITIES INVESTMENT SEMINAR-ASSIST IN ORGANIZATION & LOGISTICS; (05)OSAKA CHAMBER OF COMMERCE INVESTMENT MISSION TO CDA, FINAL DECISION; (06)MANITOBA INVESTMENT SEMINAR-SET UP LOGISTICS & SUPPORT ATTENDANCE.

28 ATTENDEES (SEVERAL LEADS IDENTIFIED)
45 ATTENDEES (SEVERAL LEADS IDENTIFIED)
50 ATTENDEES (SEVERAL LEADS IDENTIFIED)
80 ATTENDEES, FOLLOW-UP MISSION OF CLIENTS TENTATIVELY PLANNED FOR JULY 88; (15)WORKING LEVEL INVESTMENT MISSION SET TO VISIT CANADA IN JUNE 88; (16)40 ATTENDEES (SEVERAL LEADS IDENTIFIED).

QUARTER : 4

FREE TRADE INFORMATION SEMINAR - GORDON RITCHIE-ORGANIZE, SUPPORT AND RECRUIT ATTENDEES. (2) PATENT SEMINAR - ORGANIZE PRESENTATION, RECRUIT ATTENDEES, LOGISTICS. (3)MANITOBA HEALTH CARE INDUSTRY PROMOTION-SET UP PROGRAMME, BRIEFING OF PARTICIPANTS AND FOLLOW-UP. (4)OCCI INVESTMENT MISSION TO CANADA-DEVELOP ITINERARY, ASSIST IN ORGANIZATION AND RECRUIT PARTICIPANTS. (5) NOMURA SECURITIES, PRELIMINARY PLANNING FOR MISSION

(1) TOTAL ATTENDANCE OF 154 FROM OSAKA BUSINESS COMMUNITY. (2) TOTAL ATTENDANCE OF TWENTY AMONG OSAKA'S MOST IMPORTANT ELECTRICAL DEVICE AND PHARMECEUTICAL MANUFACTURERS. (3) SERIES OF CALLS EXPANDED KNOWLEDGE OF LOCAL INDUSTRY, GENERATED MANY NEW TRADE/INVESTMENT ENQUIRES FOR FOLLOW-UP PLUS LIKELY TO RESULT IN FURTHER PROMOTION ACTIVITY FOR PROVINCE. (4) DATES AND ITINERARY SET, MISSION LEADER CHOSEN RECRUITING UNDERWAY. (5) MISSION NOW UNDER CONSIDERATION.