

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the April - June 1993 period, eighty-two posts submitted quarterly reports identifying the following business activities:

- 477 EXPORT SALES WORTH \$1809.62 MILLION
- 114 NEW BUYING CONNECTIONS / 231 AGENCY AGREEMENTS
- 51 NEW JOINT VENTURES WORTH \$33 MILLION / 14 LICENSING AGREEMENTS WORTH \$1.58 MILLION
- 16 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$512.96 MILLION
- 41 CANADIAN INVESTMENTS ABROAD WORTH \$612.72 MILLION
- 47 TECHNOLOGY TRANSFERS WORTH \$510.88 MILLION

HIGHLIGHTS:

- \$ 400 million sale of 3 coal-fired boilers for Suralaya power station (Jakarta)
- \$ 43.03 million sale of LAV, Commo hardware (Detroit)
- \$ 12.56 million sale of oceanic flight processing equipment (Lisbon)
- \$ 5 million new joint venture for integrated salmon farming (Santiago)
- \$ 5 million sale of Kitchen cabinets (Atlanta)
- \$ 3 million investment in Canada of natural stone processing (The Hague)
- \$ 3 million sale of bar coding system (Mexico)
- \$ 2.5 million sale of cobalt bomb (Tunis)
- \$ 1.2 million Douglas Homes involvement in Kyushu (Tokyo)
- \$ 0.6 million sale of printing materials and equipment (Riyadh)

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

REGIONS	MISSIONS		NUMBER CONFIRMED		VALUE CONFIRMED	
	TOTAL	REPORTING	EXPORT SALES		EXPORT SALES (\$M)	
Africa & Middle East	15	14	56		490	
Asia & Pacific	18	17	112		932	
Europe & Multilateral	28	26	48		49	
Latin America & Caribbean	14	14	71		166	
United States	<u>11</u>	<u>11</u>	<u>190</u>		<u>172</u>	
	86	82	477		1809	
REGIONS	TRADE ENQUIRIES		INVESTMENT ENQUIRIES		BUSINESS VISITORS	
	Cdn	Local	Cdn	Local	Cdn Pr / Pub	Loc Pr / Pub
Africa & Middle East	4204	4006	20	42	740 / 115	1251 / 178
Asia & Pacific	11006	11504	186	264	2539 / 390	6134 / 727
Europe & Multilateral	7512	7167	279	429	1889 / 500	2241 / 363
Latin America & Caribbean	7667	8474	121	93	1710 / 436	5085 / 493
United States	<u>7802</u>	<u>6203</u>	<u>206</u>	<u>527</u>	<u>2631 / 508</u>	<u>2933 / 432</u>
	38191	37354	812	1355	9509/1949	17644/2193