

423 - BONN

GERMANY WEST

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-SECTORAL PRESENTATIONS, JOINTLY WITH GERMAN FINANCIAL INSTITUTIONS AND CANADIAN INVESTMENT BANKS, TO SELECTED AUDIENCES, INCLUDING MINISTERIAL VISITS (COTE, OBERLE).
-CORPORATE LIAISON VISITS WITH AMBASSADOR.
-INFORMATION PROGRAMS, INCLUDING INVESTMENT NEWSLETTER 'SCAN', DIRECTED AT GERMAN INTER-MEDIARIES AND INDIVIDUAL FIRMS.

-VISIT OF CEO TO CANADA RE INVEST. IN NEW BRUSWICK; PRELIMINARY SURVEY; CAPE BRETON INVEST. UNDER ACTIVE STUDY. MEETING ARRANGED IN FRANKFURT BETWEEN PH. HOLZMANN & PROSPECTIVE CDN PARTNER. VISIT OF CEO TO CDA RE INVEST. IN TELECOMMUNICATIONS; P. E. I. FEASIBILITY STUDY RE INVEST. IN BIOTECHNOLOGY (FOLLOWING BAD DRIBURG PRESENTATION).

QUARTER : 2

- PRESENTATION TO GERMAN METALWORKING IND'S EMPLOYERS' ASS PRIOR TO MEMBERS' VISIT TO CDA.
- WESTERN CDA PRESENTATION JOINTLY WITH INVEST. FIRM PEMBERTON HOUSTON WILLOUGHBY BELL GOUNLOCK AND 4 WESTERN PROVINCES (SECTORS PRESENTED: FINANCIAL MARKET, FOREST & FOREST PRODUCTS, OIL & GAS, MINING) IN FRANKFURT/MUNICH.
- INFO PROGRAMS, INCLUDING INVEST NEWSLETTER (2 ISSUES) WITH CONTROL MAILING; COMPLETION OF SPECIALIZING MAILING LIST (17 CATEGORIES).

INVESTMENT FOLLOW-UP WITH MEMBERS OF MISSION UNDER WAY.
PROVINCES FOLLOWING UP ON MAJOR INVESTMENT PROSPECTS WITH PARTICIPANTS; PRIVATE SECTOR INTRODUCED TO PORTFOLIO MANAGERS CONTROLLING 90 - 100% OF EQUITY INVESTMENT IN CANADA.

QUARTER : 3

GERMAN SAVINGS BANK ACADEMY BONN: ECONOMY OF CDN PRESENTATION WAS CANCELLED.
(02) INFORMATION PROGRAM: INVESTMENT NEWSLETTER (2 ISSUES)

INSTEAD: STUGGART FOUNDATION (REFER TO ITEM 1. UNDER SPECIAL ACTIVITIES).

QUARTER : 4
