

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the January - March 1994 period, eighty-two posts submitted quarterly reports identifying the following business activities:

- 428 EXPORT SALES WORTH \$1638.08 MILLION
- 173 NEW BUYING CONNECTIONS / 132 AGENCY AGREEMENTS
- 55 NEW JOINT VENTURES WORTH \$36.05 MILLION / 20 LICENSING AGREEMENTS WORTH \$2.15 MILLION
- 7 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$289.5 MILLION
- 21 CANADIAN INVESTMENTS ABROAD WORTH \$211.6 MILLION
- 62 TECHNOLOGY TRANSFERS WORTH \$9.75 MILLION

HIGHLIGHTS:

- \$15.5 Million sale of Adats system (Bangkok)
- \$10 Million sale of remote subscriber stations (Pretoria)
- \$7.82 Million sale of earthquake recording instruments (Cairo)
- \$6.7 Million sale of motors for mills (Santiago)
- \$3.5 Million sale of injection molding equipment (Copenhagen)
- \$3 Million sale of pads and multiplexers (Warsaw)
- \$2.14 Million sale of residential furniture (Atlanta)
- \$1.5 Million sale of cardiac diagnostic panels (Osaka)
- \$1.12 Million sale of hazardous waste treatment equipment (Washington)
- \$0.4 Million sale of swine and livestock genetics (San Jose)

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	19	17	22		191	
Asia & Pacific	20	18	81		612	
Europe & Multilateral	27	23	71		118	
Latin America & Caribbean	14	13	68		584	
United States	<u>11</u>	<u>11</u>	<u>186</u>		<u>133</u>	
	91	82	428		1638	
REGIONS	TRADE ENQUIRIES		INVESTMENT ENQUIRIES		BUSINESS VISITORS	
	Cdn	Local	Cdn	Local	Cdn Pr / Pub	Loc Pr / Pub
Africa & Middle East	4445	6834	121	96	1043 / 80	1437 / 270
Asia & Pacific	11066	11556	163	240	2953 / 731	5422 / 482
Europe & Multilateral	7317	8167	192	478	1462 / 467	1812 / 357
Latin America & Caribbean	9970	8170	220	104	2180 / 434	3443 / 256
United States	<u>9024</u>	<u>6176</u>	<u>189</u>	<u>371</u>	<u>2510 / 526</u>	<u>2480 / 620</u>
	41822	40903	885	1289	10148/2238	14594/1985