

REPORT #5
89/10/06

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

409 - BERNE

SWITZERLAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER RESULTS REPORTED

QUARTER : 1

IPAC SEMINARS IN GENEVA AND ZURICH.
VISIT OF MINISTER WILSON.

DESPITE INTENSIVE COMPETITION BOTH EVENTS HAD RESPECTABLE TURNOUT OF POTENTIAL SWISS INVESTORS (60 & 90). QUALITY OF PRESENTATIONS GENERALLY GOOD (1 NOTABLE EXCEPTION). TIMING WAS POOR AS OIL MARKET CONTINUED ON DOWNWARD TREND. DUE TO CHANGE IN VISIT TIME UNABLE TO PROVIDE MIN. WILSON AS SPEAKER TO INVESTMENT GROUP. WE WERE ABLE TO INCLUDE VISITS TO THREE KEY PRIVATE BANKS.

QUARTER : 2

Corporate Liaison

interests. As result 2 of co's investigating Cdn investment and 2nd mtg. planned with a 3rd

Identify Swiss Investors

Have utilized last qtr IPAC lists attendees at Gold Conference and at presentations by Royal Trust, Toronto Dominion and American Barric to expand our contact list

Program begun w/visits to & by co's w/immediate

QUARTER : 3

QUARTER : 4

Preparation for/and participation in the annual Davos Symposium including assistance to Investment Canada and the provinces of B.C., Quebec and Ontario for their activities.

Cdn Participation at the Davos Symposium was high profile and high level. Min. Crosbie led a Canadian contingent that included 2 provincial premiers (Vander Zalm and Bourassa), 5 provincial ministers, 35 Senior Corporate Executives, DMT and other senior bureaucrats from federal and provincial levels. This was the third successive successful Cdn part'n at Davos to highlight a Cdn prov. -Laid groundwork for holding of an Invstmt Sem. on Cda/by Swiss Off.